

# ISI Statistics

## QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY

Quarter Ending:

30-Sep-04

Product	ANNUAL PREMIUMS \$000							ANNUAL PREMIUM CONTRACTS			SINGLE PREMIUM CONTRACTS	
	In force at start	Contractual increases plus adjustments	New business	Transfers	Discontinuances		In force at end	Benefit count			New contracts	
					Claims and expiries	Lapses, surrenders cancellations		New	force	In at end	Premiums \$000	Benefit count
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	
<b>Traditional</b>												
Whole Life & Endowment	177,185	253	843	10	2,016	1,695	174,577	706	504,965	112	0	
Unbundled	79,808	387	53	0	909	723	78,618	148	98,429	0	0	
<b>Risk</b>												
Term	448,992	9,163	18,582	-274	475	12,072	463,916	50,499	1,149,743	2,586	5,835	
Guaranteed Acceptance	21,261	66	1,805	0	123	513	22,495	6,812	102,358	0	0	
Trauma - Risk	76,704	2,658	4,684	12	101	2,727	81,227	15,688	258,807	0	0	
Replacement Income - Risk	143,454	4,394	5,908	-83	66	5,228	148,376	15,253	299,043	0	0	
Lump Sum Disablement	17,702	601	923	-9	16	764	18,434	4,653	97,603	0	0	
Accidental Death	19,872	-85	1,077	0	50	539	20,275	10,148	259,297	0	0	
Credit Insurance	43,387	15	2,196	0	2	1,642	43,955	11,594	312,348	1,378	3,518	
<b>Group</b>												
Life - Death & Disablement	46,742	2,947	1,610	0	9	1,179	50,113	4	230	0	0	
Replacement Income - Group	13,013	843	821	0	0	412	14,264	0	4	0	0	
Trauma - Group	1,403	36	2	0	0	2	1,440	0	9	0	0	
	<b>ANNUITIES PER ANNUM \$000</b>											
Annuities	26,555	8	236	0	90	124	26,586	0	0	224	1	