

# ISI Statistics

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

Quarter Ending:

31-Mar-04

Product	ANNUAL PREMIUMS \$000							ANNUAL PREMIUM CONTRACTS		SINGLE PREMIUM CONTRACTS	
	In force start	Contractual increases plus adjustments	New business	Transfers	Discontinuances		In force at end	Benefit count		New contracts	
					Claims and expiries	Lapses, surrenders cancellations		New	In force at end	Premiums \$000	Benefit count
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
<b>Traditional</b>											
Whole Life & Endowment	182,016	185	596	7	1,580	1,616	179,602	413	518,140	72	0
Unbundled	74,462	234	83	0	837	1,236	72,706	87	80,471	98	2
<b>Risk</b>											
Term	437,425	6,137	14,525	-607	424	11,722	445,334	35,851	1,077,355	2,280	5,145
Guaranteed Acceptance	20,549	66	735	0	110	432	20,807	2,474	95,251	0	0
Trauma - Risk	71,434	1,080	3,241	83	47	2,146	73,647	10,243	229,387	0	0
Replacement Income - Risk	148,537	1,378	4,707	84	105	4,694	149,909	11,405	297,102	0	0
Lump Sum Disablement	17,019	331	649	20	16	626	17,378	3,717	96,449	0	0
Accidental Death	20,061	9	648	0	462	562	19,692	4,861	259,699	0	0
Credit Insurance	40,057	2,549	2,222	0	0	1,457	43,371	12,283	290,760	55	0
<b>Group</b>											
Life - Death & Disablement	44,594	874	1,329	0	11	752	46,033	28	742	0	0
Replacement Income - Group	12,542	209	855	0	0	148	13,458	2	296	0	0
Trauma - Group	1,345	23	10	0	0	9	1,369	0	12	0	0
	<b>ANNUITIES PER ANNUM \$000</b>										
Annuities	26,921	8	28	0	171	44	26,743	0	0	402	1,315