

# ISI Statistics

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

Quarter Ending:

31-Dec-03

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	184,523	295	1,057	11	2,092	1,778	182,016	606	532,588	24	0
Unbundled	76,478	495	83	0	1,136	1,458	74,462	96	80,759	325	15
<b>Risk</b>											
Term	426,395	6,121	18,081	-375	442	12,356	437,425	43,345	1,087,847	2,173	4,989
Guaranteed Acceptance	19,460	49	1,687	0	97	551	20,549	6,029	95,124	0	0
Trauma - Risk	68,280	1,525	4,119	59	44	2,511	71,434	13,584	226,875	0	0
Replacement Income - Risk	145,210	2,733	5,961	16	103	5,278	148,537	13,644	297,505	0	0
Lump Sum Disablement	16,412	363	884	20	9	646	17,019	4,320	131,717	0	0
Accidental Death	20,922	-8	216	0	37	1,029	20,061	3,958	266,441	0	0
Credit Insurance	39,228	-19	2,683	0	2	1,833	40,057	14,571	293,130	1,018	3,031
<b>Group</b>											
Life - Death & Disablement	44,455	-106	944	0	117	585	44,594	11	632	0	0
Replacement Income - Group	12,056	181	561	0	2	253	12,542	9	228	0	0
Trauma - Group	1,321	7	17	0	0	0	1,345	2	25	0	0
	<b>ANNUITIES PER ANNUM \$000</b>										
Annuities	27,066	9	25	0	147	31	26,921	0	0	372	1,327