

28 September 2012

The Manager
Company Announcements
ASX Limited
20 Bridge Street
Sydney NSW 2000

FY12 Full Year Results Investor Presentation (Correction)

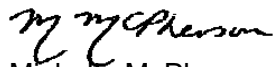
On 20 August 2012, nib lodged with ASX the FY12 Full Year Results Investor Presentation.

Please note Slide 11 of the Investor Presentation (HIB Key Metrics) contained typographical errors for FY11 and FY12. Set out below are the correct figures:

- FY11 sales online were 33.8% (not 33.9%)
- FY12 total sales were 62,047 (not 62,046)
- FY12 sales new to category were 61.9% (not 67.1%)
- FY12 sales under 40 years of age were 73.6% (not 71.1%)
- FY12 sales online were 29.3% (not 31.3%)

Attached is a version of slide 11 with the corrected numbers highlighted.

Yours sincerely



Michelle McPherson
Chief Financial Officer & Company Secretary

HIB KEY METRICS

	FY11	FY12	%
Total policyholders	431,173	451,647	4.7
- Net policyholder growth (%)	6.0%	4.7%	(1.3)
Net new policyholders	24,244	20,474	(15.6)
Total sales	61,031	62,047	1.7
- Sales growth (%)	15.0%	14.4%	(0.6)
- Sales new to category (%)	65.0%	61.9%	(3.1)
- Sales under 40 years of age (%)	77.6%	73.6%	(4.0)
- Sales online (%)	33.8%	29.3%	(4.5)
- Sales broker (%)	10.8%	22.2%	11.4
- Sales outside NSW/ACT (%)	43.9%	45.0%	1.1
Total lapses	36,787	41,573	13.0
- Lapse rate (%)	9.0%	9.6%	0.6

- Overall sales environment was more competitive in FY12, with this likely to continue in FY13
- Lapse trend remains a concern and a key focus for the business