

**Date** 17 November 2010

**Subject** Industry statistics confirm nib as Australia's fastest growing health fund

nib health funds limited (nib) was Australia's fastest growing health fund in the three months to 30 September 2010 according to recent industry statistics.

The Private Health Insurance Administration Council's (PHIAC) September 2010 quarter results show nib accounted for 18.2% of the total national industry growth of policyholders in the three months to 30 September 2010.

nib's Chief Executive Officer, Mark Fitzgibbon, said he was delighted with the recent results, which highlight nib's strong national brand profile, competitive product offering and customer service capability.

"In the three months to 30 September 2010 we grew our policyholder base by 8,563 net new policies, compared to 6,923 for the same period last year," Mr Fitzgibbon said.

"This constituted more than 18% of total industry policyholder growth for the period, with nib growing faster than any other health fund.

"State-by-state we were the fastest growing health insurer in New South Wales and Victoria, where we accounted for a remarkable 29.2% and 21.7% of the total policyholder growth respectively.

"At the core of our organic growth strategy has been our focus on targeting the 20-39 years of age segment. In the three months to 30 September 2010, we accounted for more than 23% of total industry growth in this segment."

Mr Fitzgibbon added that the company has maintained its FY11 policyholder growth guidance following the release of these figures.

"These results reflect the sound investment we have and will continue to make in delivering our organic growth strategy. nib is well on track to deliver a result within our net policyholder growth rate range of 5% to 6% for the full year and we expect to again be well above system growth," Mr Fitzgibbon said.

<b>3 months to</b>	<b>30 Sep 2010</b>	<b>30 Sep 2009</b>
Net growth in nib total customers (persons covered)	15,517	11,978
Percentage net growth in nib total customers (persons covered)	1.9%	1.6%
Quarterly net growth in nib customers (persons covered) with hospital cover aged 20-39	7,121	5,966
Quarterly net growth in nib customers (persons covered) with hospital cover aged 20-39	2.9%	2.6%
Net quarterly growth in nib total Policyholders	8,563	6,923
Percentage net quarterly growth in nib total Policyholders	2.1%	1.8%
<b>12 months to</b>	<b>30 Sep 2010</b>	<b>30 Sep 2009</b>
Net growth in nib total customers (persons covered)	38,930	30,022
Percentage net growth in nib total customers (persons covered)	5.0%	4.0%
Annual net growth in nib customers (persons covered) with hospital cover aged 20-39	16,335	13,753
Annual percentage net growth in nib customers (persons covered) with hospital cover aged 20-39	6.9%	6.2%
Net yearly growth in nib total Policyholders	24,281	19,273
Percentage net quarterly growth in nib total Policyholders	6.2%	5.2%
<b>As at</b>	<b>30 Sep 2010</b>	<b>30 Sep 2009</b>
Total nib customers (persons covered) all ages	812,661	773,731
Total nib customers (Hospital persons covered) aged 20-39	253,437	237,102
Total nib Policyholders	415,492	391,211

*All customer and policyholder figures excludes overseas students and temporary migrant workers*

## MEDIA AND INVESTOR RELATIONS

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