

**Date** 16 November 2011

**Subject** Industry statistics confirm nib as one of Australia's fastest growing health funds

nib health funds limited (nib) has maintained its status as one of Australia's fastest growing health funds according to recent industry statistics.

Data released by the Private Health Insurance Administration Council (PHIAC) for the September 2011 quarter shows nib's net policyholder growth rate for the three months to 30 September 2011 was 1.8%, compared to the industry average of 1.0%.

nib's Chief Executive Officer, Mark Fitzgibbon said it was a solid start to the year considering challenging domestic economic conditions.

"There is no doubt a lack of overall consumer confidence and an uncertain domestic economic outlook is creating some headwinds in terms of net policyholder sales," Mr Fitzgibbon said.

"Despite this nib continues to punch well above its weight in terms of net policyholder growth, highlighting our competitive product offering, customer service capability and overall value proposition of private health insurance.

"In the three months to 30 September 2011 we grew our policyholder base by 7,933 net new policies and accounted for 14% of total industry growth. Within our target 20-39 years\* of age segment, nib grew by 6,611 net new hospital persons covered and accounted for 22% of total industry growth," Mr Fitzgibbon added.

While nib's net policyholder growth of 7,933 policies for the period was down on the previous corresponding period (8,563 policies), net growth in total persons covered was approximately 5% higher than the same period last year, highlighting the success of product improvements to nib's family suite of products, such as nil excess for kids, which was introduced in April 2010.

"Overall the first quarter results have nib well positioned to deliver net policyholder growth for FY12 within our target range of 5% to 6%. This reflects the sound investment we continue to make in delivering our organic growth strategy and early success we are seeing in targeting new segments such as the corporate and over 55 markets," Mr Fitzgibbon added.

<b>3 months to</b>	<b>30 Sep 2011</b>	<b>30 Sep 2010</b>	<b>30 Sep 2009</b>
Quarterly net growth in nib total policyholders	7,933	8,563	6,923
Quarterly percentage net growth in nib total policyholders	1.8%	2.1%	1.8%
Quarterly net growth in nib customers (persons covered) with hospital cover aged 20-39	6,611	7,121	5,966
Quarterly net growth in nib customers (persons covered) with hospital cover aged 20-39	2.5%	2.9%	2.6%
<b>12 months to</b>	<b>30 Sep 2011</b>	<b>30 Sep 2010</b>	<b>30 Sep 2009</b>
Annual net growth in nib total policyholders	23,614	24,281	19,273
Annual percentage net growth in nib total policyholders	5.7%	6.2%	5.2%
Annual net growth in nib customers (persons covered) with hospital cover aged 20-39	16,155	16,335	13,753
Annual percentage net growth in nib customers (persons covered) with hospital cover aged 20-39	6.4%	6.9%	6.2%
<b>As at</b>	<b>30 Sep 2011</b>	<b>30 Sep 2010</b>	<b>30 Sep 2009</b>
Total nib customers (persons covered) all ages	855,510	812,661	773,731
Total nib policyholders	439,106	415,492	391,211

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

\* Total hospital persons covered aged 20-39 years of age

## MEDIA AND INVESTOR RELATIONS

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