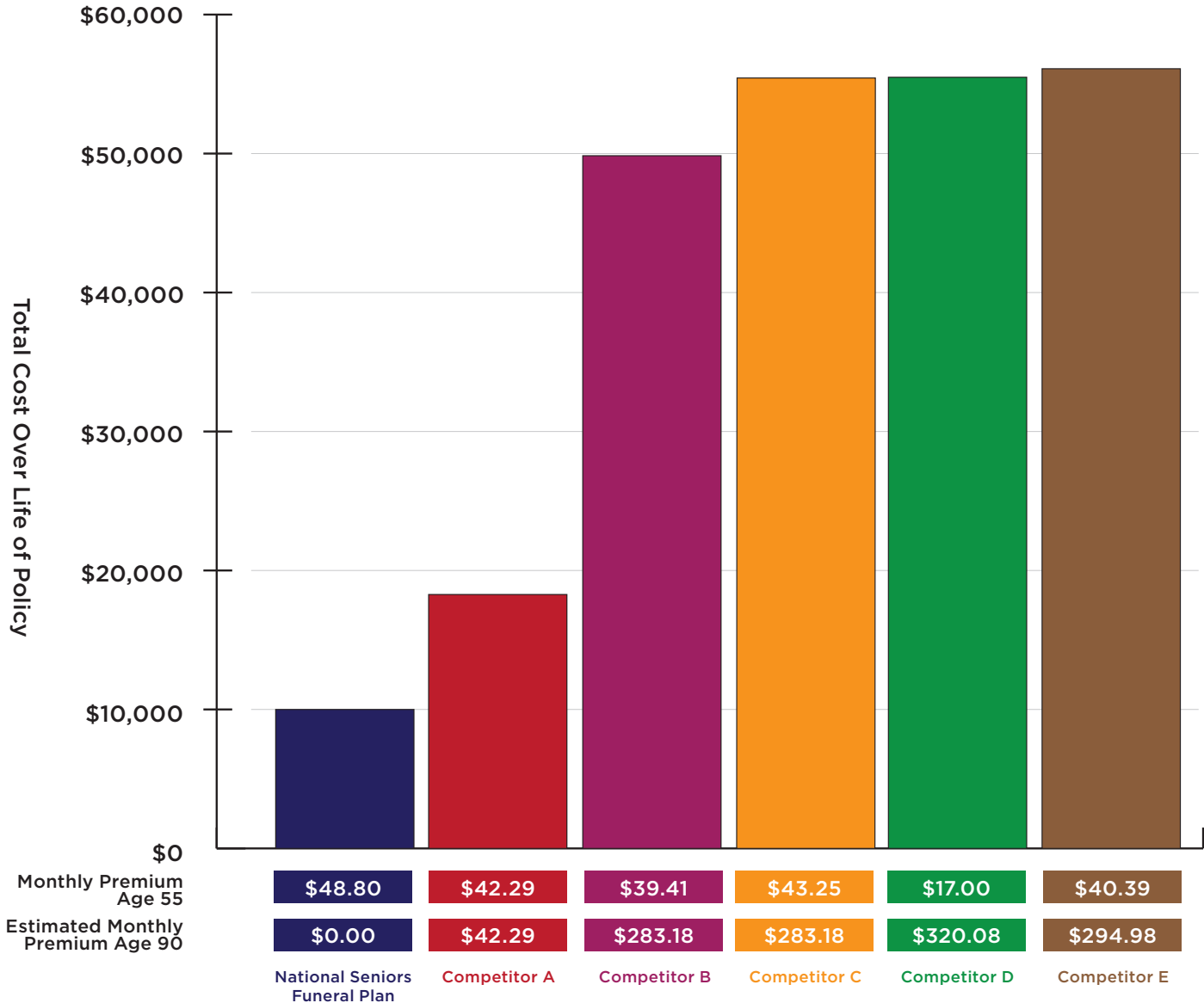


How much will a National Seniors funeral insurance plan cost you compared to others in the market?

The chart below compares premiums from a range of funeral insurance plans currently available. We've used the example of a 55 year old male non smoker who purchases \$10,000 funeral cover and survives beyond his 90th birthday. Each column shows the starting premium for the policy, the estimated monthly premium payable at age 90 and the estimated total that will have been paid for the policy by the time premiums cease (at age 73 for the National Seniors Funeral Plan policy and age 90 for all others).



National Seniors Funeral Plan premiums are not only fixed, they are guaranteed to only increase if there's a change to taxation or government charges. Even better, with National Seniors Funeral Plan you'll never pay more in premiums than you get back in cover. Your premiums stop as soon as the total paid equals your funeral benefit and your cover then continues free of charge until the funeral benefit is paid out. Guaranteed.

Assumptions:

The future premiums and total payable for stepped policies are estimated using current premium rates and assume that no underlying rate increases or inflation adjustments are applied during the policy term. Where no premiums are published for stepped policies beyond age 79 or 80, we have assumed a modest five percent age premium increase per year thereafter.

The \$10,000 cover value is the benefit payable for death by natural causes. Some policies pay increased benefits for accidental death: these and other policy variations are described below.

All plans included have an initial 'accident only' period during which the funeral benefit is payable only in the event of accidental death and premiums are refunded for death by any other cause. The term of this period varies from 12 to 24 months.

With the exception of National Seniors Funeral Plan, future premiums payable for existing policies can be altered by the insurer at any time provided the same change is applied to all policies in the same category.

National Seniors Funeral Plan

Source: PDS enclosed with this flyer dated 15 June 2010

- 24 month 'accident only' period
- level premiums cease when they equal the benefit amount payable
- single value payout for accidental death

Competitor A

Information sourced from the product provider's website and PDS current at the time of this document

- 24 month 'accident only' period
- level premiums cease at the anniversary following 90th birthday
- double value payout for accidental death

Competitor B

Information sourced from the product provider's website and PDS current at the time of this document

- 12 month 'accident only' period
- stepped premiums cease at the anniversary following 90th birthday
- triple value payout for accidental death
- 10 percent premium refund paid every three years (this has been taken into account in total payable figure)

Competitor C

Information sourced from the product provider's website and PDS current at the time of this document

- 12 month 'accident only' period
- stepped premiums, fixed for initial three years, cease at the anniversary following 90th birthday
- triple value payout for accidental death

Competitor D

Information sourced from the product provider's website and PDS current at the time of this document

- 12 month 'accident only' period
- stepped premiums cease at the anniversary following 90th birthday
- double value payout for accidental death
- suicide is excluded during the first 12 months

Competitor E

Information sourced from the product provider's website and PDS current at the time of this document

- 12 month 'accident only' period
- stepped premiums cease at the anniversary following 90th birthday
- double value payout for accidental death

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