

Zurich Financial Services UK, Ireland & International Life and Investment New Business Results for First Half 2001

	<u>2001</u>	<u>2000</u>	<u>% Change</u>
<u>Overall Results (£ millions)</u>			
Total New Premiums	2'046	1'747	17
New Regular Premiums	182	166	9
Single Premiums	1'865	1'581	18
 New business Premiums (APE)	 368	 324	 14
<u>Distribution Split (£ millions)</u>			
- UK Allied Dunbar Franchise Network	148	146	2
- UK IFA	135	108	25
- UK Other	16	16	-
 Total UK	 300	 270	 11
- Ireland	25	19	32
- International	43	35	23
 Total Non-UK	 68	 54	 26
 Total	 368	 324	 14

Ireland figures are converted to £ at the prevailing rate: in local currency NBP is IR£32.4m for 2001 and IR£24.2m for 2000: (growth: 34%)

Product Split (£millions)

- Life	52	61	(15)
- Pensions	120	99	21
- Investment	128	110	16
- Overseas	68	54	26
Total	368	324	14

New Business Premiums (Annual Premium Equivalent) are regular premiums plus 10% of single premiums