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FOR IMMEDIATE RELEASE

NURSES GET RAW DEAL OVER INCOME PROTECTION

CANNEX life insurance star ratings reveals number of surprises.

Nurses working in the healthcare system in Australia are being slugged higher premiums for income protection insurance than doctors in a general practice, even where both are earning the same amount of money.

A 25-year-old, non-smoking nurse pays on average almost \$800 per year more in premiums for income protection than a 25-year-old, non-smoking doctor. This figure escalates with age. At 45 years old, the nurse will pay on average over \$1800 more annually than a doctor of equivalent age.

In its mammoth *life insurance star ratings* report, released today, CANNEX obtained no less than 300,000 quotes to compare the major life insurance products – Term Life insurance, Trauma insurance, TPD (Total & Permanent Disablement), Packaged Life insurance and Income Protection – and rate five-star products from the complete product range offered by 15 insurers.

“To insurers, a registered nurse working in a hospital ward is in the same boat as a carpenter or builder. They’re all Blue Collar occupations, whereas a doctor is considered in the Professional category,” Head of CANNEX Adviser Services, Stephen Mitchell, said.

The difference is due to the physical duties being undertaken daily by the ward nurse. These include lifting patients and equipment, and generally performing a lot of manual work.

“It’s considered more risky by insurers when compared to a GP whose job is mostly sedentary,” Mr Mitchell said.

“If the nurse progresses to theatre work, the risk of accident or sickness is less and the difference between premiums is less.”

CANNEX rated all product premiums according to gender and across four common occupation categories – Professional, White Collar, Light Manual and Blue Collar. Three age groups were looked at – Young 20-35, Mature 36-50 and Empty Nester 51-65 – to give a comprehensive overview of product differences.

After collating the results, ING Life stood out for consistency across Australia in all five categories – Term Life, Trauma, TPD, Packaged Life insurance and Income Protection insurance.

ING Life was awarded CANNEX National 5 Stars for Overall Best Value Life Insurer after the company’s products figured prominently among the top in each individual product and occupation categories. This strong performance across the board resulted in overall top honours.

Drilling down at an individual product level ING Life was joined by Tower Life Australia, Macquarie Life, CommInsure and AMP Life as offering 5-star superior products in what was often a very close contest. In fact, two insurers, ING Life and CommInsure could not be separated in the highly competitive category of Income Protection.

In the occupation categories of Professional, Light Manual, White and Blue Collar workers, ING Life triumphed in three out of four 5 star awards. ING Life also won the Best Value for the Professional, White and Blue Collar sectors. Macquarie Life took out the award for the Light Manual section which also includes retail and hospitality.



Best Value Life Insurer

National 5 Star Overall Award
Best Value Life Insurer
ING Life

National 5 Star Category Awards

- | | | |
|---|---|----------------------------------|
| Best Value Insurer Term Life | - | Tower Life Australia |
| Best Value Insurer Trauma | - | Macquarie Life |
| Best Value Insurer TPD | - | AMP Life |
| Best Value Insurer Packaged Life | - | Macquarie Life |
| Best Value Insurer Income Protection | - | CommInsure & ING Life |

National 5 Star Occupation Awards

- | | |
|---|-----------------------|
| Best Value Life Insurer - Professional- | ING Life |
| Best Value Life Insurer – White Collar - | ING Life |
| Best Value Life Insurer – Light Manual- | Macquarie Life |
| Best Value Life Insurer – Blue Collar - | ING Life |

“These insurers demonstrated broad and deep value offered to consumers through a network of financial planners and deserve our congratulations for the consistent service they provide to the Australian population,” Head of CANNEX Research, Steve Mickenbecker said.

“We should stress, though, that no matter how much we demystify life insurance products, these are not, and may never be, products you should buy without seeking individual, professional advice from a licensed financial planner,” Mr Mickenbecker said.

“The risk of getting it wrong means the involvement of a licensed financial planner is essential in the mix. However, the depth of research CANNEX has done and the insights we can provide will give the consumer much more information and knowledge which will be useful when taking that next step and talking it over with a planner.”

Full results can be found on www.cannex.com.au The star-rated products shown provide a great short list of products worth further investigation with your financial planner.

The CANNEX website also provides useful information for consumers wanting to know all about life insurance products, plus a comprehensive section on the methodology used to compile the *life insurance star ratings*.

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About CANNEX:

CANNEX provides Australia's only fully interactive online research service in retail and business finance.

Founded in 1992, CANNEX (Aust) Pty Limited is Australia's premier researcher of retail finance information for over 350 institutions such as Banks, Building Societies, Credit Unions, Finance Companies, Brokers, Mortgage Originators, Life Companies and finance related Internet Portals.

CANNEX customers use the extensive database for competitor analysis as well as a means of disseminating their product range. CANNEX also distributes this information to print and electronic media for publication and to Agents, Accountants, Brokers and Internet Portals for use in advising their clients.

Does CANNEX rate other product areas?

YES, CANNEX also rates the suite of banking and insurance products listed below. These star ratings use similar methodologies. This guarantees the quality and transparency of all our star ratings. The use of similar star ratings logos also builds consumer recognition of quality products across all categories. Please access the CANNEX website at www.cannex.com.au if you would like to view the latest CANNEX star ratings reports of interest.

Business banking
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Credit cards
Deposit accounts
Health Insurance
Home & Contents
Life Insurance
Low-doc home loans
Margin lending
Mortgages
Package banking
Personal loans
Reward programs



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