
To: Bank of Queensland form strategic partnership with St Andrew's

Date: 19 April 2005

A strategic partnership between Bank of Queensland and St Andrews Insurance has provided Australian borrowers with an innovative new product offering peace of mind in meeting loan repayments.

The partnership, which comes into effect on April 1, was announced by Bank of Queensland Managing Director David Liddy and St Andrews CEO John Van Der Wielen today.

Soaring property values over the past decade have left Australians with more riding on their mortgages than ever before.

Bank of Queensland's St Andrews Consumer Credit Insurance enables policy holders and their families to meet repayments on home and personal loans (up to a total of \$500,000) even if they are unable to earn an income due to illness, injury or involuntary unemployment and clears the debt in the event of premature death.

David Liddy said Consumer Credit Insurance was a "responsible product" which enabled Bank of Queensland to offer a more holistic and secure lending service to customers.

"We believe lenders have a moral and professional obligation to offer borrowers the opportunity to protect their assets and give them peace of mind," Mr Liddy said.

"Most of us take our health for granted and think nothing can happen to us, but unfortunately, the Australian statistics in this regard are quite sobering.

- Approximately 154,000 critical illness cases are diagnosed in Australia each year*
- Around 26,000 Australians suffer heart attacks each year*
- About 40,000 Australians suffer strokes
- 1 in 3 men and 1 in 4 women will suffer cancer during their lifetime*

"They are especially significant when you consider how much the average Australian has invested in their home and other assets and how much this impacts on their lifestyle.

"Consumer Credit Insurance will give our customers a broader range of competitive products with cover that reduces bad debts, helping us achieve better long term financial benefits and higher customer satisfaction and service."

"It is also a very convenient and quite painless as monthly premiums on home loan insurance can either be funded into the customer's loan or direct debited.

MORE

*** Australian Bureau of Statistics, National Heart Foundation and National Stroke Foundation**

John Van Der Wielen said St Andrews was chosen by Bank of Queensland through a public tender process which included other major insurers.

“St Andrew’s will manufacture and underwrite the products and provide full support with IT infrastructure, streamlined procedures, product and sales training and account management,” Mr Van Der Wielen said.

“St Andrew’s was chosen because of its full service offering, strong account management and state of the art reporting all backed up by the strength of the HBOS Australia group.”

The new products are available through Bank of Queensland’s growing national branch network.

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