



Release Date: 17 July 2014

## Life Insurance Risk Market Inflows up 13.2% over the year from \$11.7bn to \$13.2bn.

### Overview of Life Insurance Risk Market Inflows & Sales: 12 months to March 2014

Premium Inflows increased 13.2%. Among the medium to large sized companies MetLife (97.1%), TAL (36.3%), AIA Australia (18.0%), BT / Westpac (17.9%), National Australia / MLC (8.9%) and CommInsure (7.4%) recorded the highest growth.

Year on year overall Sales were up by more than a quarter, or 25.7% on the back of a sharp 88.3% reported jump in Group Risk sales. MetLife (311.9%), off a relatively low base, TAL (127.0%), National Australia / MLC (33.7%), BT / Westpac (10.1%) and AIA (6.6%) all reported increases in their annual Risk sales.

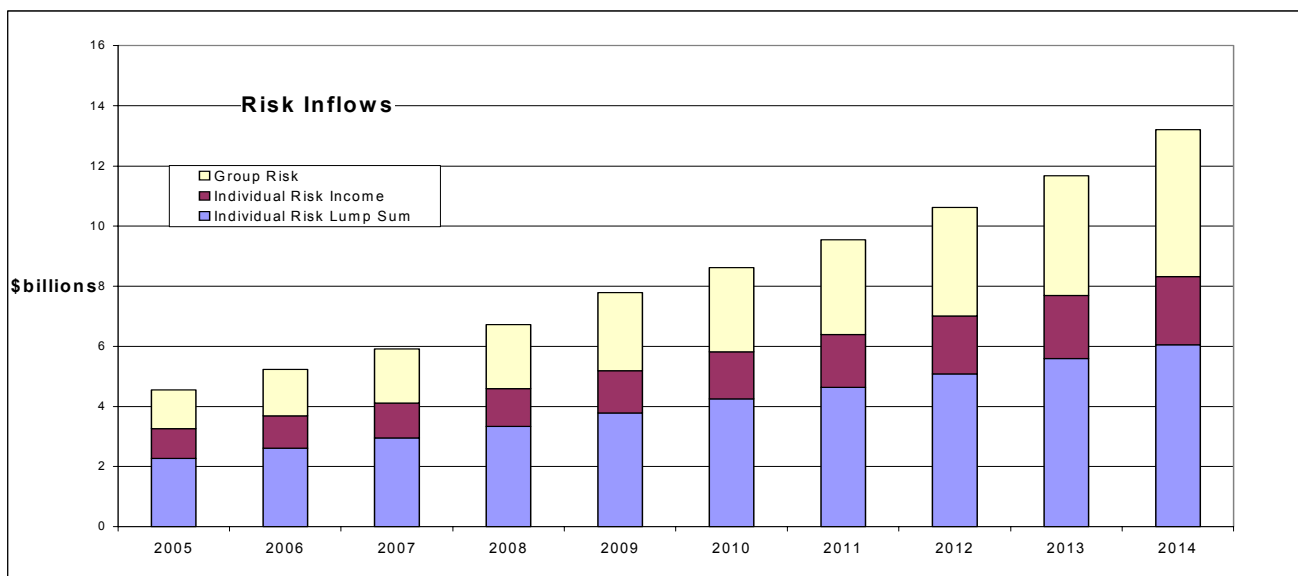
The Life Insurance Risk Market is comprised of both Individual Risk Lump Sum & Risk Income Insurances plus Group Risk Insurance.

### Total Risk Premium Inflows

\$millions	Year Ended Mar-14	Annual Growth	Market Share	Year Ended Mar-13	Market Share	Year Ended Mar-12	Market Share
TAL Group	2,151.9	36.3%	16.3%	1,579.3	13.5%	1,393.1	13.1%
AMP Group	1,822.0	2.9%	13.8%	1,770.6	15.2%	1,671.8	15.8%
National Australia / MLC Group	1,672.6	8.9%	12.7%	1,536.2	13.2%	1,492.9	14.1%
CommInsure Group	1,648.3	7.4%	12.5%	1,534.8	13.2%	1,427.1	13.4%
AIA Australia	1,554.3	18.0%	11.8%	1,317.2	11.3%	1,143.8	10.8%
OnePath Australia Group	1,323.8	-2.0%	10.0%	1,350.6	11.6%	1,225.4	11.5%
BT / Westpac Group	755.9	17.9%	5.7%	641.1	5.5%	530.8	5.0%
Suncorp Group	727.7	5.4%	5.5%	690.3	5.9%	638.7	6.0%
MetLife Insurance	500.0	97.1%	3.8%	253.7	2.2%	211.6	2.0%
Zurich Group	319.2	12.5%	2.4%	283.7	2.4%	256.8	2.4%
Others	730.7	2.8%	5.5%	710.5	6.1%	622.4	5.9%
<b>Total</b>	<b>13,206.4</b>	<b>13.2%</b>	<b>100.0%</b>	<b>11,667.9</b>	<b>100.0%</b>	<b>10,614.5</b>	<b>100.0%</b>

\$millions	Year Ended Mar-14	Annual Growth	Year Ended Mar-13	Annual Growth	Year Ended Mar-12
Individual Risk Lump Sum	6,042.9	8.0%	5,592.7	10.1%	5,081.4
Individual Risk Income	2,271.3	8.0%	2,102.9	9.0%	1,930.1
Group Risk	4,892.3	23.2%	3,972.2	10.2%	3,602.9
<b>Total</b>	<b>13,206.4</b>	<b>13.2%</b>	<b>11,667.9</b>	<b>9.9%</b>	<b>10,614.5</b>





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### About the Media Release

The Media Release is provided by Plan For Life, Actuaries and Researchers. Plan For Life are specialists in providing accurate statistical information and analyses covering the financial services, funds management and life insurance markets. This Media Release is designed to give managing directors, marketing managers and other senior managers a timely and comprehensive overview of the performance of individual companies and the overall market.

The Life Insurance Industry is analysed using the statistic "Premium Inflows", which is defined as In Force Premium at the end of the reported period, plus Single Premiums during the reported period. This is very similar to the statistic "New Inflows", used in the Funds Management Industry, and means that Life Insurance Companies can be assessed in a similar fashion to other fund managers.

The Statistics provided in this Report represent funds that flow through Life Companies' Statutory Funds, and as such exclude funds that flow through Unit Trusts and Master Funds. Consequently this Report concentrates on the market shares held within the Life Industry Funds, and not the overall Retail Funds Industry.

For the balance of this report it is important not to read too much into some of the reductions in business as some companies may have a deliberate strategy of getting rid of unprofitable business and moving funds from Life Office products to Trust based products (ie non-life insurance based). We can provide more details, in specific cases, on request.

### Data Collection and Estimation Techniques

This Report is based wherever possible on data collected from the various Life Companies; prior to 1998, a part of the data was based on that collected by the Insurance and Superannuation Commission (now APRA), to whom acknowledgment is given. However for many years now (10 plus) the vast majority of Companies have been providing their actual quarterly data directly to Plan for Life. When actual reported data is not available, estimates based on previous trends and/or Companies annual reports to APRA, suitably extrapolated and/or interpolated as appropriate have been used; these have no material affect on the overall quality of the data.

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Acknowledgement is given to APRA for cross-reference to items appearing in its Annual and Half-annual Reports on Life Companies.

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