

Life Insurance Risk Market Inflows up 9.4% over the year from \$13.2bn to \$14.5bn.

Overview of Life Insurance Risk Market Inflows & Sales: 12 months to March 2015

Premium Inflows increased 9.4%. Among the medium to large sized companies AIA (20.2%), MetLife (15.0%), BT / Westpac (13.7%), OnePath (9.9%) and CommInsure (8.3%) recorded the highest growth.

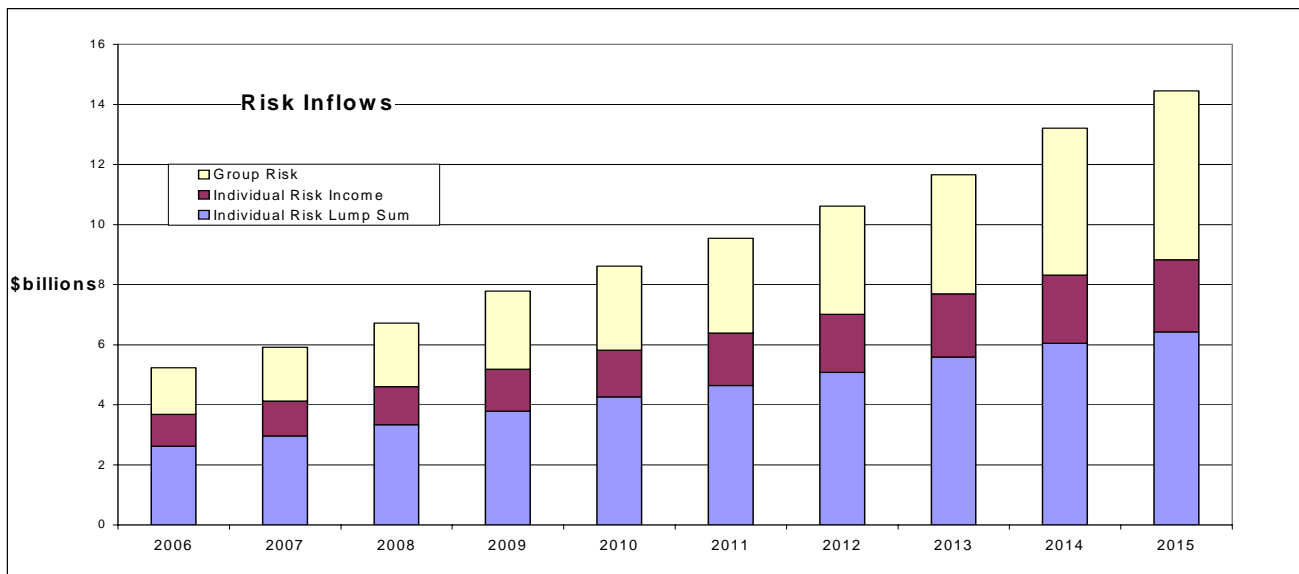
However year on year overall Sales in this market fell 13.2% due in particular to a sharp 28.2% decline in new Group Risk sales which have now fallen back closer to more normal levels after jumping almost 90% in the previous year. AIA (44.0%), CommInsure (9.5%), OnePath (7.8%), AMP (6.8%) and National Australia / MLC (6.4%) 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-15	Annual Growth	Market Share	Year Ended Mar-14	Market Share	Year Ended Mar-13	Market Share
TAL Group	2,255.0	4.8%	15.6%	2,151.9	16.3%	1,579.3	13.5%
AMP Group	1,925.8	5.5%	13.3%	1,824.8	13.8%	1,770.6	15.2%
AIA Australia	1,868.6	20.2%	12.9%	1,554.3	11.8%	1,317.2	11.3%
National Australia / MLC Group	1,788.3	6.9%	12.4%	1,672.6	12.7%	1,536.2	13.2%
CommInsure Group	1,784.5	8.3%	12.3%	1,648.3	12.5%	1,534.8	13.2%
OnePath Australia Group	1,454.2	9.9%	10.1%	1,323.8	10.0%	1,350.6	11.6%
BT / Westpac Group	859.3	13.7%	5.9%	755.9	5.7%	641.1	5.5%
Suncorp Group	765.3	5.2%	5.3%	727.7	5.5%	684.7	5.9%
MetLife Insurance	574.9	15.0%	4.0%	500.0	3.8%	253.7	2.2%
Zurich Group	374.9	17.5%	2.6%	319.2	2.4%	283.7	2.4%
Others	800.5	9.6%	5.5%	730.7	5.5%	710.5	6.1%
Total	14,451.4	9.4%	100.0%	13,209.2	100.0%	11,662.3	100.0%

\$millions	Year Ended Mar-15	Annual Growth	Year Ended Mar-14	Annual Growth	Year Ended Mar-13
Individual Risk Lump Sum	6,426.1	6.3%	6,045.6	8.1%	5,592.7
Individual Risk Income	2,399.4	5.6%	2,271.3	8.0%	2,102.9
Group Risk	5,625.9	15.0%	4,892.3	23.3%	3,966.6
Total	14,451.4	9.4%	13,209.2	13.3%	11,662.3





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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Products and Services

Simfund Dash Australia is an online interactive reporting and analysis tool designed to support the financial industry in its product, marketing, distribution, benchmarking and research efforts covering Australian superannuation and investment markets with data provided by Plan For Life. It combines a web-based database with a powerful analytical application that generates professional, presentation-ready fund industry analysis and reports in seconds. www.simfunddash.com

Further Information:

Simon Solomon Actuary
Email: ssolomon@planforlife.com.au

Daniel Morris Senior Manager
Email: dmorris@planforlife.com.au

Ph: 03 9886 4400
Mail: PO Box 2398 Mt Waverley VIC 3149

Website: <http://www.planforlife.com.au>
Street: 217 Blackburn Road, Mt Waverley VIC 3149