

Life Insurance Risk Market Inflows increase by 5.6% in 2015/16 to \$15.7bn.

Overview of Life Insurance Risk Market Inflows & Sales: 12 months to June 2016

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

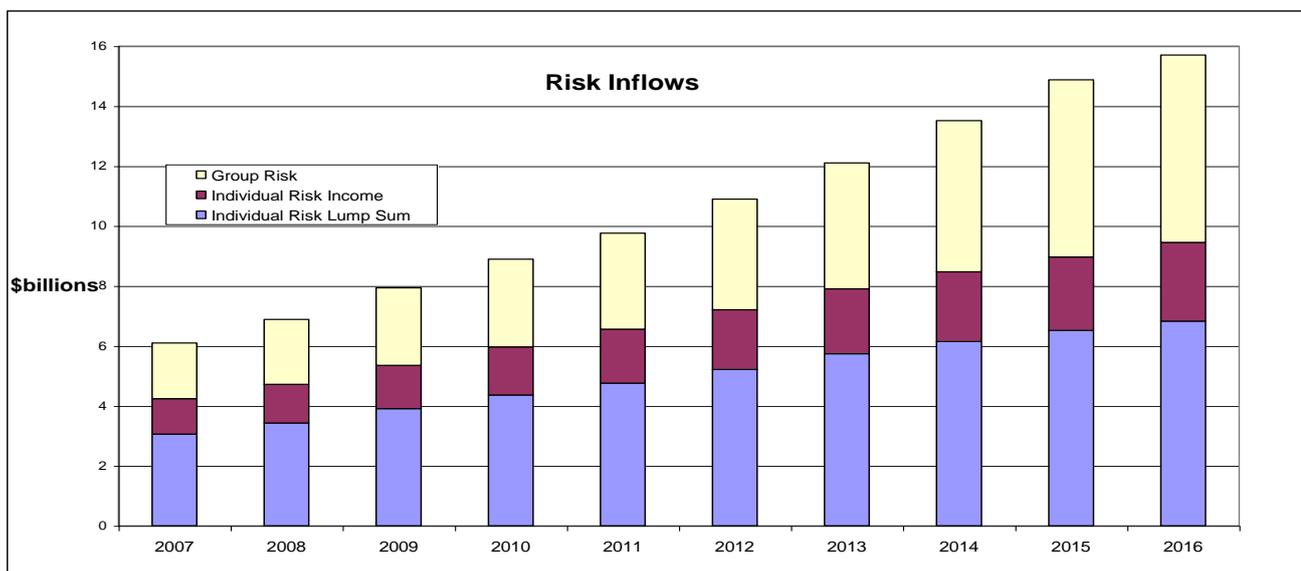
Overall Risk Inflows continued to grow, albeit at more modest pace than in past years, up a further 5.6%. Most of the main Risk market participants recorded higher Inflows with TAL (19.1%), AIA (14.8%), BT / Westpac (11.0%), OnePath (7.7%) and Zurich (7.3%) reporting the largest percentage increases meanwhile AMP (0.5%), Commlnsure (0.0%) and MetLife (-0.7%) experienced little change in theirs.

However New Premium Sales actually fell 5.9% year on year. While market leader TAL (146.0%) experienced a more than doubling in its sales those of a number of other major Risk companies were substantially lower including AIA (-11.7%), National Australia / MLC (-12.2%), AMP (-20.4%) and Commlnsure (-38.7%).

Total Risk Premium Inflows

\$millions	Year Ended Jun-16	Annual Growth	Market Share	Year Ended Jun-15	Market Share	Year Ended Jun-14	Market Share
TAL Group	2,663.3	19.1%	17.0%	2,235.5	15.0%	2,166.2	16.0%
AIA Australia	2,222.1	14.8%	14.2%	1,935.2	13.0%	1,622.5	12.0%
AMP Group	1,926.5	0.5%	12.3%	1,917.7	12.9%	1,833.3	13.6%
National Australia / MLC Group	1,852.9	3.5%	11.8%	1,789.6	12.0%	1,684.5	12.5%
Commlnsure Group	1,791.9	0.0%	11.4%	1,791.7	12.0%	1,670.7	12.4%
OnePath Australia Group	1,600.0	7.7%	10.2%	1,485.1	10.0%	1,345.2	10.0%
BT / Westpac Group	1,000.0	11.0%	6.4%	900.9	6.1%	788.5	5.8%
Suncorp Group	807.6	3.4%	5.1%	780.8	5.2%	731.7	5.4%
MetLife Insurance	573.9	-0.7%	3.7%	578.2	3.9%	511.4	3.8%
Zurich Group	419.6	7.3%	2.7%	390.9	2.6%	331.6	2.5%
Others	845.5	-20.9%	5.4%	1,069.5	7.2%	822.8	6.1%
Total	15,703.2	5.6%	100.0%	14,875.0	100.0%	13,508.5	100.0%

\$millions	Year Ended Jun-16	Annual Growth	Year Ended Jun-15	Annual Growth	Year Ended Jun-14
Individual Risk Lump Sum	6,826.5	4.7%	6,517.4	6.1%	6,144.3
Individual Risk Income	2,620.4	6.9%	2,451.1	5.4%	2,324.7
Group Risk	6,256.4	5.9%	5,906.5	17.2%	5,039.5
Total	15,703.2	5.6%	14,875.0	10.1%	13,508.5



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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 (i.e. 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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