

Release Date: 22 November 2022

## Media Release

### Individual & Group Risk Premium Inflows for Year Ended Jun-22

Total Risk Market Inflows up 3.7% over the year from \$17.1bn to \$17.7bn.

#### Individual Risk Lump Sum Premium Inflows

Inflows into the Lump Sum sub-market posted stable growth of 2.3% over the past year with mixed results amongst leading companies, with NobleOak (37.8%), ClearView (7.0%), Zurich (6.6%) and TAL (2.4%) posting positive growth, while BT/Westpac (-3.2%), AIA (-1.4%) and MLC (-0.6%) reported falls. Integrity also reported significant growth although off a much smaller base.

\$millions	Year			Year	
	Ended Jun-22	Annual Growth	Market Share	Ended Jun-21	Market Share
Zurich Group	1,509.99	6.6%	19.7%	1,415.98	18.9%
TAL Group	1,484.49	2.4%	19.3%	1,449.04	19.3%
AIA Australia Group	1,150.33	-1.4%	15.0%	1,166.47	15.5%
MLC Insurance	991.85	-0.6%	12.9%	997.89	13.3%
BT / Westpac Group	636.91	-3.2%	8.3%	657.92	8.8%
ClearView Life	199.28	7.0%	2.6%	186.17	2.5%
NobleOak Life	143.07	37.8%	1.9%	103.86	1.4%
Others	1,565.52	2.3%	20.4%	1,530.90	20.4%
<b>Total</b>	<b>7,681.44</b>	<b>2.3%</b>	<b>100.0%</b>	<b>7,508.24</b>	<b>100.0%</b>

#### Individual Risk Income Premium Inflows

Risk Income Inflows continue to grow significantly faster than the Lump Sum market, up 5.4% over the past year. Among the better performers in percentage growth terms were NobleOak (44.2%), Zurich (10.3%), ClearView (8.3%) and BT / Westpac (6.8%).

\$millions	Year			Year	
	Ended Jun-22	Annual Growth	Market Share	Ended Jun-21	Market Share
Zurich Group	696.58	10.3%	21.6%	631.79	20.7%
TAL Group	674.28	2.3%	20.9%	658.82	21.6%
AIA Australia Group	455.75	0.1%	14.2%	455.51	14.9%
MLC Insurance	449.82	5.2%	14.0%	427.73	14.0%
BT / Westpac Group	308.07	6.8%	9.6%	288.40	9.4%
ClearView Life	112.17	8.3%	3.5%	103.60	3.4%
NobleOak Life	108.77	44.2%	3.4%	75.41	2.5%
Others	413.38	-0.2%	12.8%	414.03	13.6%
<b>Total</b>	<b>3,218.81</b>	<b>5.4%</b>	<b>100.0%</b>	<b>3,055.30</b>	<b>100.0%</b>

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### Individual & Group Risk Premium Inflows for Year Ended Jun-22

#### Group Risk Premium Inflows

Overall Group Risk Premium Inflows experienced a 4.5% increase over the past year, with the two largest companies, TAL and AIA reporting growth rates of 12.5% and -0.4% respectively. It should be noted that individual company growth can be significantly impacted by super fund insurance mandate movements.

\$millions	Year			Year	
	Ended Jun-22	Annual Growth	Market Share	Ended Jun-21	Market Share
TAL Group	2,794.54	12.5%	41.0%	2,483.39	38.1%
AIA Australia Group	1,619.18	-0.4%	23.8%	1,626.39	24.9%
MetLife Insurance	866.40	9.1%	12.7%	794.25	12.2%
QInsure	585.37	2.6%	8.6%	570.78	8.7%
MLC Insurance	417.75	4.4%	6.1%	400.30	6.1%
Zurich Group	276.77	-9.1%	4.1%	304.58	4.7%
Resolution Group	124.63	-10.4%	1.8%	139.16	2.1%
Others	132.87	-35.3%	1.9%	205.36	3.1%
<b>Total</b>	<b>6,817.51</b>	<b>4.5%</b>	<b>100.0%</b>	<b>6,524.21</b>	<b>100.0%</b>

Please note that all figures above are as accurate as possible at the time of publication, however they may be subject to future revisions (which will be reflected in future releases).

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