

## Media Release

Release Date: 27 July 2021

### Individual & Group Risk Premium Inflows for Year Ended Mar-21

Total Risk Market Inflows up 1.1% over the year from \$16.3bn to \$16.5bn.

#### Individual Risk Lump Sum Premium Inflows

Inflows into the Lump Sum sub-market posted improved growth of 2.9% over the past year albeit with mixed company-level results. Among the market leaders, ClearView (5.1%), Zurich (4.7%), MLC (3.3%) and TAL (2.7%) experienced positive percentage increases in their Inflows, while the remainder reported below-average or negative growth.

\$millions	Year			Year	
	Ended Mar-21	Annual Growth	Market Share	Ended Mar-20	Market Share
TAL Group	1,436.82	2.7%	19.7%	1,399.02	19.7%
Zurich Group	1,407.44	4.7%	19.3%	1,343.91	18.9%
AIA Australia Group	1,146.99	1.2%	15.7%	1,133.56	16.0%
MLC Insurance	992.60	3.3%	13.6%	960.66	13.5%
AMP Group	900.25	-1.1%	12.3%	910.25	12.8%
BT / Westpac Group	655.92	-0.2%	9.0%	657.16	9.3%
ClearView Life	184.52	5.1%	2.5%	175.52	2.5%
Others	577.25	11.7%	7.9%	516.95	7.3%
<b>Total</b>	<b>7,301.79</b>	<b>2.9%</b>	<b>100.0%</b>	<b>7,097.02</b>	<b>100.0%</b>

#### Individual Risk Income Premium Inflows

Similar to the Lump Sum market, Risk Income Inflows experienced increased growth, up 4.1% over the past year. Among the better performers in percentage growth terms were ClearView (17.1%), Zurich (5.6%) and AIA (3.4%).

\$millions	Year			Year	
	Ended Mar-21	Annual Growth	Market Share	Ended Mar-20	Market Share
TAL Group	650.87	2.9%	21.8%	632.53	22.0%
Zurich Group	619.61	5.6%	20.7%	586.81	20.4%
AIA Australia Group	446.72	3.4%	15.0%	432.19	15.1%
MLC Insurance	428.78	1.3%	14.4%	423.33	14.7%
AMP Group	352.79	1.5%	11.8%	347.57	12.1%
BT / Westpac Group	274.18	-1.4%	9.2%	278.21	9.7%
ClearView Life	102.21	17.1%	3.4%	87.29	3.0%
Others	111.27	35.5%	3.7%	82.14	2.9%
<b>Total</b>	<b>2,986.43</b>	<b>4.1%</b>	<b>100.0%</b>	<b>2,870.08</b>	<b>100.0%</b>

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### Individual & Group Risk Premium Inflows for Year Ended Mar-21

#### Group Risk Premium Inflows

Overall Group Risk Premium Inflows experienced a 2.1% fall over the past year, with the impact of 'Putting Member's Interests First' legislation during 2020 still being felt. Of the larger companies, AIA (25.2%) still managed to record significant growth. It should be noted that individual company growth can be significantly impacted by super fund insurance mandate movements, with Australian Catholic Super moving from OnePath to AIA, BT/Asgard Super moving from Westpac to AIA, Qantas Super from MLC to MetLife, Telstra Super from TAL to MLC, EnergySuper from MLC to OnePath and AFLPA from AMP to OnePath all occurring over the past year.

\$millions	Year			Year	
	Ended Mar-21	Annual Growth	Market Share	Ended Mar-20	Market Share
TAL Group	2,419.73	-4.9%	38.8%	2,544.91	39.9%
AIA Australia Group	1,556.13	25.2%	24.9%	1,243.16	19.5%
QInsure	419.60	0.9%	6.7%	415.90	6.5%
MLC Insurance	407.11	-6.8%	6.5%	436.91	6.8%
Zurich Group	314.81	-8.9%	5.0%	345.50	5.4%
Hannover Life	190.45	-4.6%	3.1%	199.61	3.1%
AMP Group	144.18	-9.0%	2.3%	158.44	2.5%
Others	790.33	-23.6%	12.7%	1,034.35	16.2%
<b>Total</b>	<b>6,242.34</b>	<b>-2.1%</b>	<b>100.0%</b>	<b>6,378.77</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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