

Release Date: 16 October 2019

Total Risk Market Inflows unchanged over the year at \$16.4bn.

Individual Risk Lump Sum Premium Inflows

Inflows into the Lump Sum sub-market fell 1.8% over the past year with mixed company-level results. Among the market leaders, ClearView (9.1%), AIA (8.9%) and TAL (0.8%) experienced positive percentage increases in their Inflows, while the remainder reported decreases. Please note that OnePath merged into Zurich Group during the quarter.

\$millions	Year Ended Jun-19	Annual Growth	Market Share	Year Ended Jun-18	Market Share
TAL Group	1,385.76	0.8%	19.8%	1,374.17	19.3%
Zurich Group	1,326.96	-1.9%	18.9%	1,353.18	19.0%
AMP Group	1,041.08	-4.4%	14.9%	1,089.39	15.3%
MLC Insurance	948.30	-2.0%	13.5%	968.09	13.6%
BT / Westpac Group	678.03	-2.4%	9.7%	694.51	9.7%
CommInsure Group	659.57	-9.9%	9.4%	731.96	10.3%
AIA Australia	512.65	8.9%	7.3%	470.86	6.6%
ClearView Life	171.69	9.1%	2.5%	157.42	2.2%
Others	283.32	-3.5%	4.0%	293.54	4.1%
Total	7,007.37	-1.8%	100.0%	7,133.10	100.0%

Individual Risk Income Premium Inflows

In contrast to the falling Lump Sum market, Risk Income Inflows experienced some growth, up 0.9% over the past year. Among the better performers in percentage growth terms were ClearView (20.0%), AIA (9.3%) and Zurich (4.5%).

\$millions	Year Ended Jun-19	Annual Growth	Market Share	Year Ended Jun-18	Market Share
TAL Group	619.27	1.4%	21.8%	610.74	21.7%
Zurich Group	585.93	4.5%	20.6%	560.43	19.9%
MLC Insurance	405.75	0.3%	14.3%	404.53	14.4%
AMP Group	377.25	-6.9%	13.3%	405.35	14.4%
BT / Westpac Group	279.51	-4.2%	9.8%	291.69	10.4%
AIA Australia	232.88	9.3%	8.2%	213.04	7.6%
CommInsure Group	210.58	-2.4%	7.4%	215.70	7.7%
ClearView Life	80.87	20.0%	2.8%	67.37	2.4%
Others	46.06	1.8%	1.6%	45.25	1.6%
Total	2,838.10	0.9%	100.0%	2,814.10	100.0%

Media Release

Individual & Group Risk Premium Inflows Year Ended June 2019

Release Date: 16 October 2019

Group Risk Premium Inflows

Overall Group Risk Premium Inflows experienced 1.6% growth over the past year, although individual company results varied significantly. Of the larger companies, MetLife (25.2%) and Zurich (7.4%) recorded the highest percentage increases in their annual Group Risk Inflows. It should be noted that individual company growth can be significantly impacted by super fund insurance mandate movements.

\$millions	Year Ended Jun-19	Annual Growth	Market Share	Year Ended Jun-18	Market Share
AIA Australia	1,936.42	5.0%	29.7%	1,843.88	28.7%
TAL Group	1,852.09	5.9%	28.4%	1,749.28	27.3%
MetLife Insurance	788.41	25.2%	12.1%	629.58	9.8%
MLC Insurance	566.28	-0.8%	8.7%	570.96	8.9%
Zurich Group	446.34	7.4%	6.8%	415.74	6.5%
CommInsure Group	297.84	-18.8%	4.6%	366.58	5.7%
AMP Group	240.39	-35.3%	3.7%	371.29	5.8%
Others	395.22	-16.2%	6.1%	471.66	7.3%
Total	6,523.00	1.6%	100.0%	6,418.97	100.0%

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).

Release Date: 16 October 2019

About the Media Release

The Media Release is provided by Plan For Life, Actuaries and Researchers, previously branded as “Strategic Insight”. Plan For Life are specialists in providing accurate statistical information and analyses covering the financial services, funds management and life insurance markets. This Market Overview 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. Asset International Australia Pty Ltd is the legal entity name for Plan For Life. Plan For Life is an ISS Market Intelligence (ISS MI) brand. ISS MI is a division of Institutional Shareholder Services (ISS).

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 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 effect on the overall quality of the data.

Disclaimer and Conditions of Use

This report and material have been prepared by Asset International Australia Pty Ltd, ACN 147 440 140, ABN 42 147 440 140) (“Vendor”). Vendor has taken all reasonable care in preparing this Report and takes no responsibility for inadvertent errors and omissions, or those due to information received from other parties. If any errors or omissions are found, these should be brought to our attention so that appropriate corrective action can be taken. Vendor takes no responsibility for the subsequent use of the material provided.

Vendor, its employees and associated persons make no recommendations, representations, warranties nor provide opinions, implied or otherwise about the suitability in general terms of a particular asset type or insurance and its suitability for any particular individual or organization. This report is provided as an information service and is not suitable to be acted upon as life insurance advice without additional input from an Authorised Representative of an Australian Financial Services Licence Holder. In particular, Vendor advises that in preparing this report it did not take into account the individual goals and objectives, anticipated resources, current situation, attitudes or other circumstances of any particular person. In this regard any such user must consult with an appropriate Authorised Representative of an Australian Financial Services Licence Holder. The information provided on financial products does not constitute financial product advice and users of this information should obtain independent advice before making any financial decision.

Vendor is an Australian Financial Services Licence Holder; none of its employees and associated persons are currently Authorised Representatives of a Licence Holder. Vendor is a research company. Actuarial services are provided by and under the independent control of Somari Systems Pty Ltd ABN 97 006 233 923 (Simon Solomon & Associates). No part of this publication may be reproduced or distributed in any form without express prior written consent from Vendor. Acknowledgement is given to APRA for cross-reference to items appearing in its Annual and Half-annual Reports on Life Companies.

Further Information:

Daniel Morris, Senior Manager

Email: Daniel.Morris@issgovernance.com

Tel: +61 3 9886 4400

Address: 217 Blackburn Road, Mt Waverley VIC 3149

Website: <http://www.pflresearch.com/>