

Life Insurance Risk Premium Inflows & Sales for Year Ended September 2019

Release Date: 21 January 2020

Life Insurance Risk Market Inflows fall 4.8% over the year from \$16.5bn to \$15.7bn.

Overview of Life Insurance Risk Market Inflows & Sales: 12 months to September 2019

Year on year Risk Premium Inflows declined 4.8% with those of CommInsure (-20.3%), AMP (-8.9%), AIA (-8.1%), BT / Westpac (-6.9%), MLC (-4.5%) and Zurich (-3.2%) all lower. However going against this generally negative trend MetLife (5.0%) along with smaller player ClearView (10.3%) managed to report a couple of increases while those of market leader TAL (0.8%) remained little changed.

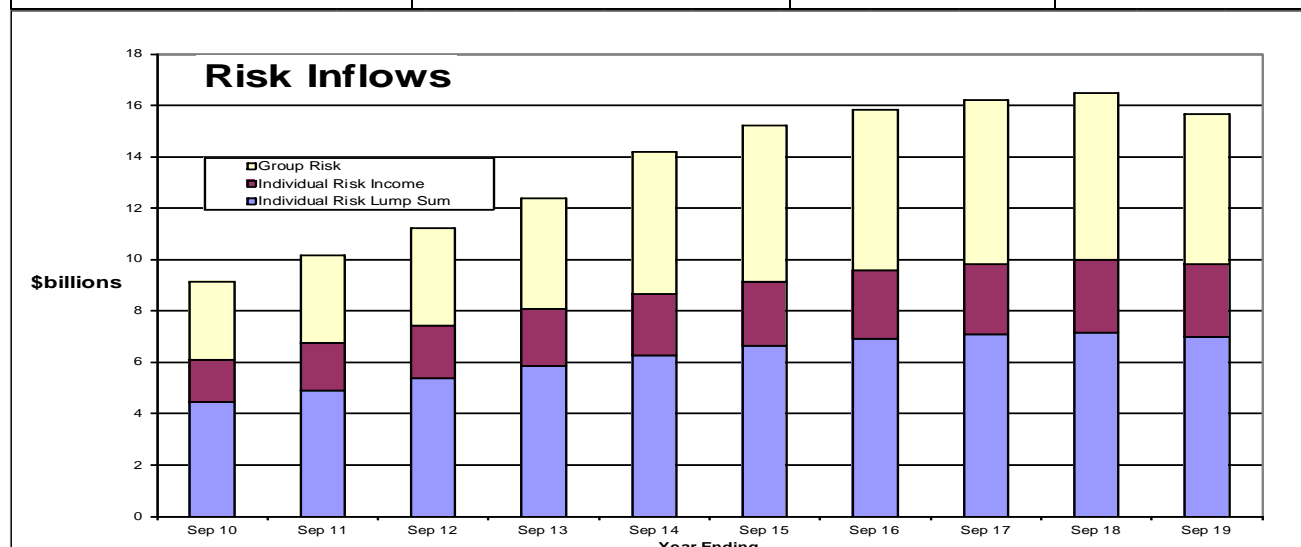
Overall annual Sales in the Risk market dropped sharply by almost a quarter, or 24.2%. While AMP (-63.8%), BT / Westpac (-61.7%), AIA (-42.8%) and CommInsure (-35.7%) all experienced very significant falls in their Risk Sales year on year those of MetLife (27.0%), MLC (8.9%) and Zurich (6.0%) were higher.

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 Sep-19	Annual Growth	Market Share	Year Ended Sep-18	Market Share	Year Ended Sep-17	Market Share
TAL Group	3,795.5	0.8%	24.2%	3,764.1	22.9%	3,661.9	22.6%
AIA Australia	2,366.2	-8.1%	15.1%	2,575.3	15.6%	2,442.1	15.1%
Zurich Australia Group	2,268.6	-3.2%	14.5%	2,343.9	14.2%	2,293.5	14.1%
MLC Life Insurance	1,820.7	-4.5%	11.6%	1,906.5	11.6%	1,921.6	11.9%
AMP Group	1,648.0	-8.9%	10.5%	1,808.8	11.0%	1,917.0	11.8%
BT / Westpac Group	1,191.2	-6.9%	7.6%	1,279.2	7.8%	1,049.8	6.5%
CommInsure Group	1,036.0	-20.3%	6.6%	1,300.6	7.9%	1,584.2	9.8%
MetLife Insurance	786.7	5.0%	5.0%	749.5	4.6%	660.6	4.1%
ClearView Life	255.8	10.3%	1.6%	232.0	1.4%	199.8	1.2%
Others	505.6	-0.1%	3.2%	506.0	3.0%	477.9	3.0%
Total	15,674.3	-4.8%	100.0%	16,465.8	100.0%	16,208.5	100.0%

\$millions	Year Ended Sep-19	Annual Growth	Year Ended Sep-18	Annual Growth	Year Ended Sep-17
Individual Risk Lump Sum	6,978.5	-2.7%	7,169.2	1.3%	7,075.8
Individual Risk Income	2,834.0	0.2%	2,827.9	3.4%	2,735.3
Group Risk	5,861.8	-9.4%	6,468.8	1.1%	6,397.4
Total	15,674.3	-4.8%	16,465.8	1.6%	16,208.5



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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 effect 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 analyses and reports in seconds. www.simfunddash.com

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: www.pflresearch.com.au