

Release Date: 12 June 2018

Total Risk Market Inflows up 2.2% over the year from \$15.9bn to \$16.3bn.

Individual Risk Lump Sum Premium Inflows

Inflows into the Lump Sum sub-market grew by 2.3% with mostly positive company-level results. Among the market leaders, TAL (5.9%), Zurich (3.1%) and MLC (2.8%) experienced the highest percentage increases in their Inflows, with smaller players such as ClearView (15.5%) and AIA (12.5%) also reporting impressive growth.

\$millions	Year Ended Mar-18	Annual Growth	Market Share	Year Ended Mar-17	Market Share
AMP Group	1,107.72	0.1%	15.6%	1,106.57	15.9%
MLC Insurance	965.58	2.8%	13.6%	939.05	13.5%
OnePath Australia Group	863.66	1.4%	12.1%	851.55	12.2%
TAL Group	818.72	5.9%	11.5%	772.79	11.1%
CommInsure Group	740.05	-2.5%	10.4%	759.19	10.9%
BT / Westpac Group	693.19	0.9%	9.7%	687.19	9.9%
Suncorp Group	541.10	2.1%	7.6%	530.19	7.6%
Zurich Group	481.89	3.1%	6.8%	467.54	6.7%
Others	902.94	7.2%	12.7%	842.19	12.1%
Total	7,114.87	2.3%	100.0%	6,956.25	100.0%

Individual Risk Income Premium Inflows

Risk Income Inflows is experiencing higher growth than the Lump Sum market, up 3.9% over the past year. Among the better performers in percentage terms were TAL (12.2%) and AIA (8.9%).

\$millions	Year Ended Mar-18	Annual Growth	Market Share	Year Ended Mar-17	Market Share
AMP Group	408.43	3.1%	14.6%	396.05	14.7%
MLC Insurance	406.71	1.8%	14.6%	399.68	14.9%
TAL Group	372.66	12.2%	13.3%	332.12	12.3%
OnePath Australia Group	364.42	-0.3%	13.0%	365.67	13.6%
BT / Westpac Group	290.61	0.0%	10.4%	290.67	10.8%
Suncorp Group	224.16	3.2%	8.0%	217.31	8.1%
CommInsure Group	215.46	-1.6%	7.7%	218.99	8.1%
AIA Australia	210.04	8.9%	7.5%	192.87	7.2%
Others	302.50	9.3%	10.8%	276.77	10.3%
Total	2,795.00	3.9%	100.0%	2,690.13	100.0%

Media Release

Individual & Group Risk Premium Inflows Year Ended March 2018



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Group Risk Premium Inflows

Overall Group Risk Premium Inflows experienced 1.4% growth over the past year, although individual company results varied significantly. Of the larger companies, TAL (8.1%), OnePath (7.1%) and AIA (5.8%) recorded well above-average 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 Mar-18	Annual Growth	Market Share	Year Ended Mar-17	Market Share
AIA Australia	1,812.47	5.8%	28.4%	1,713.71	27.3%
TAL Group	1,689.54	8.1%	26.5%	1,563.18	24.9%
MetLife Insurance	647.20	3.8%	10.1%	623.38	9.9%
MLC Insurance	583.59	1.6%	9.1%	574.39	9.1%
OnePath Australia Group	417.82	7.1%	6.6%	390.30	6.2%
AMP Group	373.54	-15.1%	5.9%	439.74	7.0%
CommInsure Group	351.36	-50.2%	5.5%	705.71	11.2%
Others	503.19	81.2%	7.9%	277.72	4.4%
Total	6,378.72	1.4%	100.0%	6,288.12	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).

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About the Media Release

The Media Release is provided by Strategic Insight, Actuaries and Researchers. Strategic Insight 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 Strategic Insight. 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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