

## Media Release

Release Date: 28 January 2022

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

Total Risk Market Inflows up 5.1% over the year from \$16.4bn to \$17.3bn.

#### Individual Risk Lump Sum Premium Inflows

Inflows into the Lump Sum sub-market posted steady growth of 3.0% over the past year with most leading companies apart from AMP (down 0.3%) and BT / Westpac (down 1.2%) posting positive results, including ClearView (4.4%), AIA (4.2%), Zurich (4.0%) and MLC (3.4%). NobleOak and Integrity also reported significant growth although each off smaller bases.

\$millions	Year			Year	
	Ended Sep-21	Annual Growth	Market Share	Ended Sep-20	Market Share
TAL Group	1,461.19	3.2%	19.2%	1,415.79	19.2%
Zurich Group	1,429.15	4.0%	18.8%	1,374.64	18.7%
AIA Australia Group	1,171.13	4.2%	15.4%	1,123.42	15.2%
MLC Insurance	999.91	3.4%	13.2%	966.61	13.1%
AMP Group	927.46	-0.3%	12.2%	930.66	12.6%
BT / Westpac Group	649.27	-1.2%	8.6%	657.25	8.9%
ClearView Life	188.59	4.4%	2.5%	180.61	2.5%
Others	764.39	6.4%	10.1%	718.31	9.8%
<b>Total</b>	<b>7,591.09</b>	<b>3.0%</b>	<b>100.0%</b>	<b>7,367.29</b>	<b>100.0%</b>

#### Individual Risk Income Premium Inflows

Risk Income Inflows experienced double the growth of the Lump Sum market, up 6.0% over the past year. Among the better performers in percentage growth terms were ClearView (9.3%), BT / Westpac (6.8%) and Zurich (6.3%).

\$millions	Year			Year	
	Ended Sep-21	Annual Growth	Market Share	Ended Sep-20	Market Share
TAL Group	665.85	4.6%	21.6%	636.43	21.9%
Zurich Group	637.79	6.3%	20.7%	600.04	20.7%
AIA Australia Group	462.89	5.2%	15.0%	439.89	15.1%
MLC Insurance	426.70	3.6%	13.8%	412.04	14.2%
AMP Group	358.49	2.6%	11.6%	349.24	12.0%
BT / Westpac Group	293.62	6.8%	9.5%	274.91	9.5%
ClearView Life	104.30	9.3%	3.4%	95.41	3.3%
Others	131.28	34.6%	4.3%	97.55	3.4%
<b>Total</b>	<b>3,080.93</b>	<b>6.0%</b>	<b>100.0%</b>	<b>2,905.50</b>	<b>100.0%</b>

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

#### Group Risk Premium Inflows

Overall Group Risk Premium Inflows experienced a 7.3% increase over the past year, driven in part by a recovery from the impact of ‘Putting Member’s Interests First’ legislation during 2020. The two largest companies, AIA and TAL reported above-average growth rates of 8.3% and 8.6% respectively. It should be noted that individual company growth can be significantly impacted by super fund insurance mandate movements.

\$millions	Year			Year	
	Ended Sep-21	Annual Growth	Market Share	Ended Sep-20	Market Share
TAL Group	2,535.04	8.3%	38.5%	2,341.02	38.2%
AIA Australia Group	1,624.82	8.6%	24.7%	1,496.79	24.4%
QInsure	571.27	22.6%	8.7%	466.04	7.6%
MLC Insurance	406.67	0.2%	6.2%	405.88	6.6%
Zurich Group	302.68	-9.4%	4.6%	334.16	5.4%
Hannover Life	188.68	-1.8%	2.9%	192.12	3.1%
AMP Group	136.15	-8.1%	2.1%	148.17	2.4%
Others	814.45	8.6%	12.4%	749.90	12.2%
<b>Total</b>	<b>6,579.76</b>	<b>7.3%</b>	<b>100.0%</b>	<b>6,134.07</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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