

Release Date: 17 September 2021

## Media Release

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

Total Risk Market Inflows up 5.1% over the year from \$16.1bn to \$16.9bn.

#### Individual Risk Lump Sum Premium Inflows

Inflows into the Lump Sum sub-market again posted improved growth of 3.6% over the past year with most leading companies apart from AMP (down 1.0%) posting positive results, including Zurich (5.3%), ClearView (4.4%), AIA (4.0%) and MLC (3.5%). NobleOak and Integrity also reported significant growth although each off smaller bases.

\$millions	Year			Year	
	Ended Jun-21	Annual Growth	Market Share	Ended Jun-20	Market Share
TAL Group	1,449.04	3.1%	19.2%	1,405.90	19.3%
Zurich Group	1,430.73	5.3%	19.0%	1,359.05	18.7%
AIA Australia Group	1,166.54	4.0%	15.5%	1,121.30	15.4%
MLC Insurance	997.74	3.5%	13.3%	964.13	13.3%
AMP Group	886.51	-1.0%	11.8%	895.81	12.3%
BT / Westpac Group	657.92	0.2%	8.7%	656.38	9.0%
ClearView Life	186.17	4.4%	2.5%	178.34	2.5%
Others	753.33	9.7%	10.0%	686.80	9.5%
<b>Total</b>	<b>7,527.98</b>	<b>3.6%</b>	<b>100.0%</b>	<b>7,267.71</b>	<b>100.0%</b>

#### Individual Risk Income Premium Inflows

Risk Income Inflows also experienced increased growth, up 5.0% over the past year. Among the better performers in percentage growth terms were ClearView (12.1%), Zurich (6.2%) and AIA (4.4%).

\$millions	Year			Year	
	Ended Jun-21	Annual Growth	Market Share	Ended Jun-20	Market Share
TAL Group	658.82	3.9%	21.7%	633.89	22.0%
Zurich Group	632.27	6.2%	20.9%	595.50	20.6%
AIA Australia Group	455.43	4.4%	15.0%	436.22	15.1%
MLC Insurance	423.29	1.2%	14.0%	418.44	14.5%
AMP Group	347.73	1.7%	11.5%	341.79	11.8%
BT / Westpac Group	288.40	4.0%	9.5%	277.34	9.6%
ClearView Life	103.60	12.1%	3.4%	92.39	3.2%
Others	121.99	34.7%	4.0%	90.58	3.1%
<b>Total</b>	<b>3,031.53</b>	<b>5.0%</b>	<b>100.0%</b>	<b>2,886.16</b>	<b>100.0%</b>

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

#### Group Risk Premium Inflows

Overall Group Risk Premium Inflows experienced a 6.9% increase over the past year, driven in part by the impact of 'Putting Member's Interests First' legislation during the June 2020 quarter. Of the larger companies, AIA (38.5%) recorded the most significant growth followed by TAL (up 6.7%). It should be noted that individual company growth can be significantly impacted by super fund insurance mandate movements.

\$millions	Year			Year	
	Ended Jun-21	Annual Growth	Market Share	Ended Jun-20	Market Share
TAL Group	2,483.39	6.7%	39.0%	2,327.75	39.1%
AIA Australia Group	1,626.39	38.5%	25.5%	1,174.47	19.7%
QInsure	421.05	0.8%	6.6%	417.80	7.0%
MLC Insurance	400.30	-1.9%	6.3%	408.19	6.8%
Zurich Group	317.73	-3.9%	5.0%	330.70	5.5%
Hannover Life	193.08	-2.6%	3.0%	198.24	3.3%
AMP Group	141.16	-4.7%	2.2%	148.15	2.5%
Others	785.32	-17.7%	12.3%	954.34	16.0%
<b>Total</b>	<b>6,368.41</b>	<b>6.9%</b>	<b>100.0%</b>	<b>5,959.64</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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