

## Life Insurance Risk Premium Inflows & Sales for Year Ended December 2019

Release Date: 27 April 2020

### During 2019 Life Insurance Risk Market Inflows fell 4.5% from \$16.5bn to \$15.7bn

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

Overall Risk Inflows declined in 2019 breaking what was a decades-long history of increases; year on year they were down by 4.5%. Nevertheless market leader TAL (18.8%) along with smaller players ClearView (8.3%) and MetLife (5.8%) reported higher Risk Inflows but these were more than offset by falls recorded by AIA (-29.0%), AMP (-7.8%), MLC (-4.3%), BT / Westpac (-4.0%) and Zurich (-3.5%).

Total New Premium Sales were similarly down 3.9%. Again TAL (202.1%) experienced a jump its Risk Sales. MLC (7.3%) also reported higher sales however those of all of the other participants in the Risk market were lower including in particular AMP (-77.5%), whose Risk business is now effectively in run-off as it is no longer writing new insurance policies, BT/Westpac (-60.4%) and AIA (-39.2%).

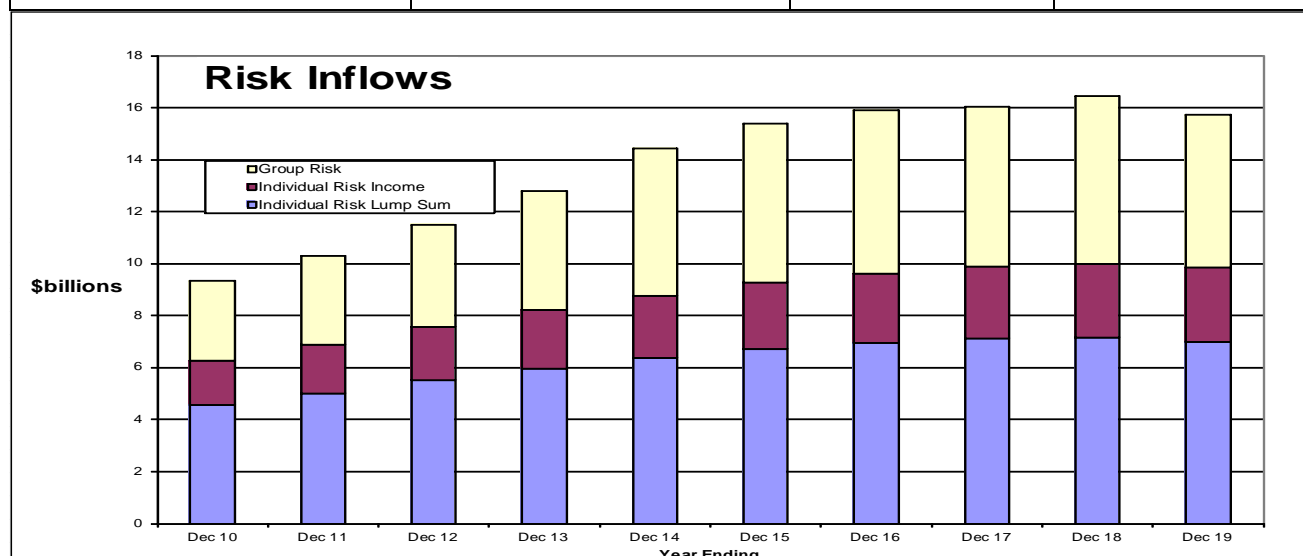
The Life Insurance Risk Market is comprised of both Individual Risk Lump Sum & Risk Income Insurances plus Group Risk Insurance.

#### Total Risk Premium Inflows

\$millions	Year Ended Dec-19	Annual Growth	Market Share	Year Ended Dec-18	Market Share	Year Ended Dec-17	Market Share
TAL Group	4,494.1	18.8%	28.6%	3,783.2	23.0%	3,666.0	22.8%
AIA Australia Group	2,756.7	-29.0%	17.5%	3,882.8	23.6%	3,804.5	23.7%
Zurich Australia Group	2,271.7	-3.5%	14.5%	2,354.8	14.3%	2,295.2	14.3%
MLC Life Insurance	1,822.7	-4.3%	11.6%	1,904.4	11.6%	1,933.7	12.0%
AMP Group	1,626.0	-7.8%	10.3%	1,763.2	10.7%	1,910.6	11.9%
BT / Westpac Group	1,191.2	-4.0%	7.6%	1,241.4	7.5%	1,057.0	6.6%
MetLife Insurance	792.3	5.8%	5.0%	748.7	4.6%	668.1	4.2%
ClearView Life	260.6	8.3%	1.7%	240.7	1.5%	209.9	1.3%
Others	500.4	-15.1%	3.2%	532.5	3.3%	502.6	3.0%
<b>Total</b>	<b>15,715.6</b>	<b>-4.5%</b>	<b>100.0%</b>	<b>16,451.8</b>	<b>100.0%</b>	<b>16,047.7</b>	<b>100.0%</b>

\$millions	Year Ended Dec-19	Annual Growth	Year Ended Dec-18	Annual Growth	Year Ended Dec-17
Individual Risk Lump Sum	6,999.2	-2.0%	7,144.2	0.3%	7,120.9
Individual Risk Income	2,839.0	0.3%	2,830.6	2.1%	2,773.6
Group Risk	5,877.4	-9.3%	6,476.9	5.3%	6,153.2
<b>Total</b>	<b>15,715.6</b>	<b>-4.5%</b>	<b>16,451.8</b>	<b>2.5%</b>	<b>16,047.7</b>



### 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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