

Life Insurance Risk Premium Inflows & Sales for Year Ended March 2020

Release Date: 15 July 2020

Life Insurance Risk Market Inflows fall 3.6% over the year from \$16.9bn to \$16.3bn.

Overview of Life Insurance Risk Market Inflows & Sales: 12 months to March 2020

Year on year overall Risk Premium Inflows were 3.6% lower. Among the medium to larger sized companies only market leader TAL (20.5%) reported any real growth in its Risk business with Group Risk responsible for the vast majority of the increase. MetLife (0.1%) Risk Inflows were virtually unchanged but those of the rest were lower in particular AIA (-27.1%) and to a lesser degree AMP (-6.4%).

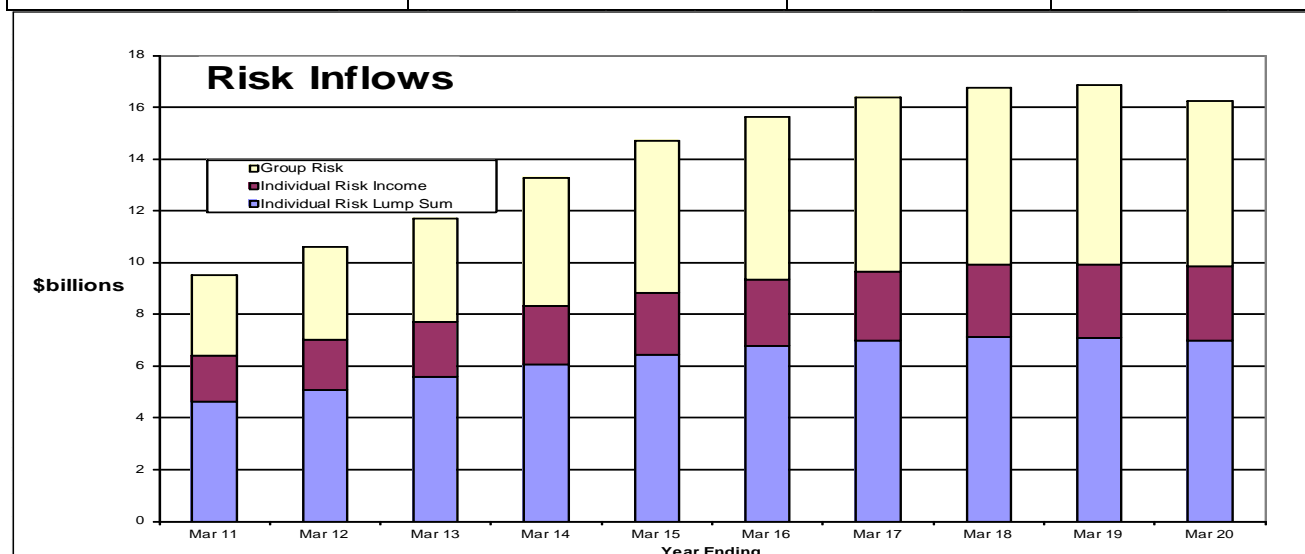
Annual Risk Sales jumped 22.1% due to overall reported Group Risk Sales more than doubling, up 124.1%. Most companies experienced lower annual Risk Sales including AMP (-23.9%), ClearView (-15.8%), AIA (-12.1%) and BT / Westpac (-7.4%) however TAL (233.9%) reported a massive increase, again all Group Risk related, while MLC (8.4%) also posted a much more moderate rise.

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 Mar-20	Annual Growth	Market Share	Year Ended Mar-19	Market Share	Year Ended Mar-18	Market Share
TAL Group	4,576.5	20.5%	28.2%	3,799.4	22.5%	3,694.1	22.1%
AIA Australia Group	2,808.9	-27.1%	17.3%	3,851.4	22.8%	3,788.7	22.6%
Zurich Australia Group	2,276.2	-3.2%	14.0%	2,352.3	14.0%	2,323.9	13.9%
MLC Life Insurance	1,827.3	-4.0%	11.2%	1,902.5	11.3%	1,951.9	11.7%
AMP Group	1,605.0	-6.4%	9.9%	1,714.3	10.2%	1,890.1	11.3%
BT / Westpac Group	1,194.6	-3.0%	7.4%	1,231.2	7.3%	1,260.8	7.5%
MetLife Insurance	794.1	0.1%	4.9%	792.9	4.7%	677.0	4.0%
ClearView Life	262.8	6.9%	1.6%	245.9	1.5%	216.0	1.3%
Others	906.3	-18.8%	5.6%	970.1	5.8%	945.3	5.6%
Total	16,251.6	-3.6%	100.0%	16,860.0	100.0%	16,747.8	100.0%

\$millions	Year Ended Mar-20	Annual Growth	Year Ended Mar-19	Annual Growth	Year Ended Mar-18
Individual Risk Lump Sum	6,985.5	-1.5%	7,090.3	-0.6%	7,133.8
Individual Risk Income	2,853.9	1.0%	2,824.4	1.1%	2,793.5
Group Risk	6,412.1	-7.7%	6,945.4	1.8%	6,820.5
Total	16,251.6	-3.6%	16,860.0	0.7%	16,747.8



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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. <https://www.simfund.com/SimfundWeb/>

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