

Release Date: 29 June 2017

## Total Risk Market Inflows up 2.1% over the year from \$15.6bn to \$15.9bn.

### Individual Risk Lump Sum Premium Inflows

Inflows into the Lump Sum sub-market grew by 3.1% with most companies reporting at least some increase in business. Among the market leaders, BT / Westpac (8.5%) and TAL (7.4%) experienced the highest percentage increases in their Inflows, while Zurich jumped 65.6% largely due to their acquisition of Macquarie Life.

\$millions	Year Ended Mar-17	Annual Growth	Market Share	Year Ended Mar-16	Market Share
AMP Group	1,106.57	1.0%	15.8%	1,095.64	16.2%
MLC Insurance	939.05	3.0%	13.4%	912.09	13.5%
OnePath Australia Group	851.55	-2.3%	12.2%	871.68	12.9%
TAL Group	772.79	7.4%	11.1%	719.60	10.6%
CommInsure Group	759.19	-3.5%	10.9%	786.48	11.6%
BT / Westpac Group	715.67	8.5%	10.2%	659.47	9.7%
Suncorp Group	530.19	1.7%	7.6%	521.21	7.7%
Zurich Group	467.54	65.6%	6.7%	282.40	4.2%
Others	841.67	-9.2%	12.1%	926.89	13.7%
<b>Total</b>	<b>6,984.22</b>	<b>3.1%</b>	<b>100.0%</b>	<b>6,775.45</b>	<b>100.0%</b>

### Individual Risk Income Premium Inflows

Risk Income Inflows increased 4.6% over the past year. Among the better performers in percentage terms were AIA (15.0%), TAL (14.0%) and OnePath (5.8%).

\$millions	Year Ended Mar-17	Annual Growth	Market Share	Year Ended Mar-16	Market Share
MLC Insurance	399.68	0.3%	14.9%	398.48	15.5%
AMP Group	396.05	-2.3%	14.7%	405.19	15.8%
OnePath Australia Group	365.67	5.8%	13.6%	345.69	13.4%
TAL Group	332.12	14.0%	12.3%	291.32	11.3%
BT / Westpac Group	290.67	4.9%	10.8%	276.97	10.8%
CommInsure Group	218.99	-3.6%	8.1%	227.05	8.8%
Suncorp Group	217.31	1.7%	8.1%	213.67	8.3%
AIA Australia	192.87	15.0%	7.2%	167.71	6.5%
Others	276.53	13.0%	10.3%	244.61	9.5%
<b>Total</b>	<b>2,689.89</b>	<b>4.6%</b>	<b>100.0%</b>	<b>2,570.69</b>	<b>100.0%</b>

## Media Release

### Individual & Group Risk Premium Inflows Year Ended March 2017



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#### Group Risk Premium Inflows

Overall Group Risk Premium Inflows were almost unchanged compared to the previous year. Of the larger companies, MetLife (10.3%), MLC (7.6%) and AIA (3.9%) recorded well above-average percentage increases in their annual Group Risk Inflows. It should be noted that part of MetLife's growth was due to being awarded a significant super fund insurance mandate that was previously held by CommInsure.

\$millions	Year Ended Mar-17	Annual Growth	Market Share	Year Ended Mar-16	Market Share
AIA Australia	1,713.71	3.9%	27.4%	1,650.14	26.4%
TAL Group	1,563.18	-5.6%	25.0%	1,655.26	26.4%
CommInsure Group	705.71	-7.4%	11.3%	762.42	12.2%
MetLife Insurance	623.38	10.3%	10.0%	565.04	9.0%
MLC Insurance	574.39	7.6%	9.2%	534.01	8.5%
AMP Group	439.74	-0.6%	7.0%	442.25	7.1%
OnePath Australia Group	390.30	3.6%	6.2%	376.82	6.0%
Others	249.59	-8.6%	4.0%	272.97	4.4%
<b>Total</b>	<b>6,259.99</b>	<b>0.0%</b>	<b>100.0%</b>	<b>6,258.90</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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### 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 (ie 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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