

To: [REDACTED]
Cc: [REDACTED]
Subject: FOI 22-51 Request for Documents

Hi [REDACTED]

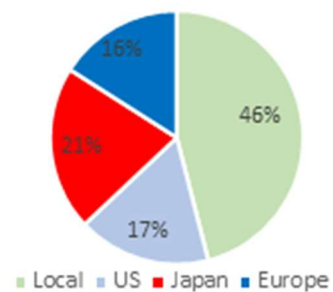
Below is the foreign ownership data we have for LI as at 31 December 2020. I do have data for 30 June 2021 if you need it but it's fairly unchanged from the December 2020 position and I've included 2016 data for an historical comparison. NB: market share data is based on net premiums which is publicly available information included in our LI Institution-level statistics which is published bi-annually.

I can also provide market share data based on entity count if needed. I think providing it on a net premium basis gives a better and more accurate picture though.

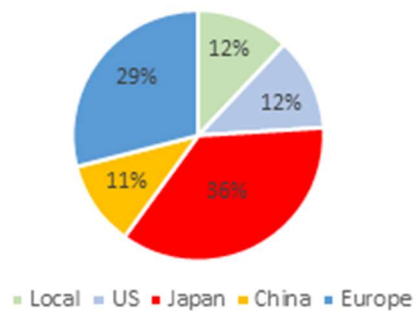
Insurer	Ownership	Bank-owned	Direct or reinsurer	Net premium (\$m)
AMP	Foreign / Europe	No	Direct	795
Challenger	Local	No	Direct	1193
Westpac Life	Foreign / Japan	No	Direct	868
MLC	Foreign / Japan	No	Direct	1438
TAL	Foreign / Japan	No	Direct	2275
Suncorp/Asteron	Foreign / Japan	No	Direct	508
AIAA	Foreign / China (HK)	No	Direct	1568
Swiss Re	Foreign / Europe	No	Reinsurer	806
Munich Re	Foreign / Europe	No	Reinsurer	619
Zurich	Foreign / Europe	No	Direct	1376
RGA	Foreign / US	No	Reinsurer	516
Hannover	Foreign / Europe	No	Reinsurer	541
MetLife	Foreign / US	No	Direct	585
ClearView	Foreign / Japan	No	Direct	174
Macquarie Life	Foreign / Europe	No	Direct	0

Gen Re	Foreign / US	No	Reinsurer	290
SCOR	Foreign / Europe	No	Reinsurer	72
Pacific Life Re	Foreign / US	No	Reinsurer	323
Hallmark	Foreign / US	No	Direct	8
Allianz	Foreign / Europe	No	Direct	36
HCF	Local	No	Direct	42
Qinsure	Local	No	Direct	457
St Andrew's	Local	Yes	Direct	36
Integrity Life (formerly QBE Life)	Local	No	Direct	4

Market share by net premium as at
31 December 2016



Market share by net premium as at
31 December 2020



Foreign ownership

31 December 2016: Locally-owned LIs comprised 46% of total industry net premiums vs 54% foreign-owned.

31 December 2020: Locally-owned LIs comprised 12% of total industry net premiums vs 88% foreign-owned.

Cheers



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