



Australian Prudential Regulation Authority

Life Insurance Market Statistics

June 2002

The Australian Prudential Regulation Authority (APRA) collects these statistics from the financial services industry and publishes them to provide general information on industry trends. APRA uses its best endeavours to present the information that it receives accurately.

© Australian Prudential Regulation Authority [2002]

This work is copyright. You may download, store in cache, display, print and copy any material in this publication in an unaltered form for your personal or non-commercial use, or for use within your organisation, provided that the copyright notice appears in each copy. Apart from any other use permitted under the *Copyright Act 1968*, all other rights are reserved. Requests for any other type of use should be directed to APRA, Public affairs Unit GPO Box 9836, Sydney NSW 2001 or by email to APRAInfo@apra.gov.au.

LIFE OFFICE MARKET REPORT

Source: APRA Market Statistics and Asset Diskette, APRA Quarterly Superannuation Trends

Year ended 30 June 2002

Total Business

Assets	Premium Income	Companies
\$ 188.4 b	\$ 38.1 b	42

Super Assets in Life Offices

Super Assets Managed by Life Offices
 % of Life Office Assets Backing Australian Liabilities
 % of All Super Assets

	Jun-02	Jun-01
Super Assets Managed by Life Offices	\$ 156.9 b	\$ 159.0 b
% of Life Office Assets Backing Australian Liabilities	86%	84%
% of All Super Assets	30%	30%

Premium Movements - Australian Business

\$ million	Contractual Regular Premium Business						Other Business		
	In Force at Beginning of Period	Increases in the Period	Decreases in the Period			Other Movements	In Force at End of Period	New Single Premiums	
			Claim	Maturity	Voluntary Discontinuance				
<i>Ordinary</i>	2,719	559	5	17	400	0	10	2,866	1,331
<i>Super</i>	4,258	913	5	28	679	-223	26	4,709	29,226
Total	6,977	1,473	10	45	1,079	-223	37	7,575	30,557

Industry Structure

Group	Statutory Fund Assets				Total Premiums - Australian Business *			
	Backing Australian Liabilities		Backing Total Liabilities		Backing Australian Liabilities		Backing Total Liabilities	
	\$b	Annual Change	Industry Share	\$b	Industry Share	\$m	Industry Share	
1 AMP	51.9	-4%	28%	54.2	29%	9,139	24%	
2 National Aust / MLC	32.5	-3%	18%	32.5	17%	6,300	17%	
3 Commonwealth Life / Colonial	25.0	-5%	14%	25.4	13%	4,632	12%	
4 ING / ANZ	19.6	0%	11%	19.7	10%	4,437	12%	
5 National Mutual / AXA	15.1	-4%	8%	17.1	9%	2,529	7%	
6 Westpac Life	8.7	-1%	5%	8.7	5%	2,503	7%	
7 Zurich Life	5.1	-4%	3%	5.1	3%	1,896	5%	
8 Norwich Union	4.3	-1%	2%	4.3	2%	1,209	3%	
9 Suncorp Life & Super	3.3	4%	2%	3.3	2%	832	2%	
10 Tower Life	3.0	-5%	2%	3.0	2%	748	2%	
Top 3 Groups	109.4	-4%	60%	112.1	59%	20,071	53%	
Top 10 Groups	168.3	-3%	92%	173.1	92%	34,225	90%	
Foreign-Owned Groups	55.5	-3%	30%	57.9	31%	11,885	31%	
Bank-Owned Groups	70.4	-4%	38%	70.8	38%	16,208	43%	
Total Industry	183.3	-3%		188.4		38,132		
<i>of which overseas assets</i>	<i>32.0</i>	<i>-1%</i>	<i>17%</i>	<i>37.1</i>	<i>20%</i>			

Notes : (1) Norwich Union took control of Fortis Life (now NULife) effective 14 December 2001

(2) ING Life and ANZ Life became part of a joint venture called ING Australia Limited on 1 May 2002

* Total Premiums = regular inforce prems at end of period + new single prems.

Product Type - Australian Business
Assets Under Management
Premium Income
Policy Payments

	Assets Under Management			Premium Income		Policy Payments	
	Superannuation	Ordinary	Total	Superannuation	Ordinary	Superannuation	Ordinary
	\$ million			\$ million		\$ million	
<i>Individual Business</i>							
Investment Account	9,461	1,961	11,421	1,483	155	2,333	428
Investment Linked	56,906	4,931	61,837	14,989	404	12,042	1,199
Allocated Annuity - Non-Inv Linked	1,205	0	1,205	372	0	304	0
Allocated Annuity - Inv Linked	16,490	0	16,490	3,583	0	3,020	0
Other Annuity - Lifetime	3,300	511	3,811	158	7	328	44
Other Annuity - Term	4,564	2,541	7,105	2,122	998	1,450	1,096
<i>Group Business</i>							
Investment Account	9,858	5	9,863	1,950	1	2,012	6
Investment Linked	34,704	24	34,728	13,110	0	12,338	3
Allocated Annuity - Non-Inv Linked	297	0	297	55	0	125	0
Allocated Annuity - Inv Linked	516	0	516	75	0	102	0
Other Annuity	0	1	1	0	0	0	5

Note: Conventional, risk business, statutory fund reserves, unallocated profits etc are not included in this table.

New Business Premium - Australian Business

Group	Ordinary				Superannuation				Australian Liabilities		
	Single	Regular	Total	industry share	Single	Regular	Total	industry share	Asset Structure		
	\$ million				\$ million				Jun-02		
1 Citicorp Life	461	39	499	26%	1 AMP	8,213	33	8,246	27%	Investment Linked	\$ 117.7 b
2 Commonwealth Life / Colonial	264	69	333	18%	2 National Aust / MLC	5,778	32	5,810	19%	Non-Investment Linked	\$ 65.6 b
3 Westpac Life	262	43	305	16%	3 Commonwealth Life / Colonial	3,091	258	3,349	11%	<i>Total</i>	\$ 183.3 b
4 ING / ANZ	170	46	216	11%	4 ING / ANZ	2,942	208	3,150	10%		
5 National Aust / MLC	16	91	106	6%	5 Macquarie Life	1,896	0	1,896	6%		
6 National Mutual / AXA	16	72	89	5%	6 Westpac Life	1,726	105	1,832	6%		
7 Norwich Union	36	22	58	3%	7 National Mutual / AXA	1,211	157	1,367	5%		
8 AMP	14	41	55	3%	8 Zurich Life	913	20	933	3%		
9 Tower Life	13	36	48	3%	9 BT Life	682	0	682	2%		
10 Zurich Life	29	14	43	2%	10 Challenger Life	638	0	638	2%		
Top 3 Groups (by Total)	986	151	1,137	60%	Top 3 Groups (by Total)	17,082	323	17,405	58%		
Top 10 Groups (by Total)	1,279	473	1,752	93%	Top 10 Groups (by Total)	27,089	814	27,903	93%		
Foreign-Owned Groups	765	290	1,056	56%	Foreign-Owned Groups	6,982	472	7,454	25%		
Bank-Owned Groups	1,002	252	1,253	66%	Bank-Owned Groups	12,739	402	13,142	44%		
Total	1,331	559	1,890		Total	29,226	913	30,139			

Market Statistics : Premium Income

Total Business

1 July 2001 to 30 June 2002

Product Type	Contractual Regular Premium Business						Other Business		
	In Force at Beginning of Period	Increases in the Period	Decreases in the Period				Other Movements	In Force at End of Period	New Single Premiums
			Claim	Maturity	Voluntary Discontinuance	Other			
(\$'000)									
<i>Individual Business</i>									
Conventional	568,749	17,802	2,078	19,908	40,656	1,465	91	522,534	47
Investment Account	500,532	28,475	1,328	7,337	71,297	3,635	1,626	447,037	1,293,697
Investment Linked	1,600,581	227,367	2,443	13,397	199,644	-177,551	-2,520	1,787,497	11,042,332
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	344,337
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	3,575,478
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	150,241
Other Annuity - Term	0	0	0	0	0	0	0	0	2,731,828
Risk - Lump Sum	1,490,810	335,269	3,642	834	189,959	-11,315	31,018	1,673,962	46,010
Risk - Income	747,330	192,444	293	79	142,361	-6,714	8,073	811,830	399
<i>Group Business</i>									
Investment Account	304,202	81,419	185	1,431	69,761	-8,772	11,574	334,591	1,858,447
Investment Linked	1,018,327	381,807	251	1,924	240,232	-40,839	-30,018	1,168,549	9,157,607
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	59,200
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	126,805
Other Annuity	0	0	0	0	0	0	0	0	0
Risk	746,950	208,268	214	181	125,372	17,011	16,845	829,285	170,360
Total for Class	6,977,481	1,472,852	10,434	45,090	1,079,282	-223,081	36,690	7,575,285	30,556,788

Market Statistics : Premium Income

Ordinary Business

1 July 2001 to 30 June 2002

Product Type	Contractual Regular Premium Business						Other Business		
	In Force at Beginning of Period	Increases in the Period	Decreases in the Period				Other Movements	In Force at End of Period	New Single Premiums
			Claim	Maturity	Voluntary Discontinuance	Other			
(\$'000)									
<i>Individual Business</i>									
Conventional	396,152	17,018	1,768	11,084	28,142	1,015	-668	370,492	43
Investment Account	54,268	1,551	75	1,124	7,936	-963	229	47,877	34,387
Investment Linked	205,110	9,534	225	4,411	32,355	2,785	213	175,083	184,353
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	1,044
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	0
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	4,384
Other Annuity - Term	0	0	0	0	0	0	0	0	1,035,390
Risk - Lump Sum	1,129,806	256,999	2,865	481	151,896	-4,904	23,435	1,259,767	45,933
Risk - Income	743,792	192,287	288	60	142,083	-6,705	8,662	809,017	399
<i>Group Business</i>									
Investment Account	287	0	0	0	85	0	-202	0	195
Investment Linked	91	0	0	0	0	0	-91	0	100
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	0
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	0
Other Annuity	0	0	0	0	0	0	0	0	0
Risk	189,540	82,098	25	0	37,874	8,780	-20,853	203,834	24,586
Total for Class	2,719,045	559,487	5,247	17,160	400,370	8	10,725	2,866,070	1,330,814

Market Statistics : Premium Income

Superannuation Business

1 July 2001 to 30 June 2002

Product Type	Contractual Regular Premium Business						Other Business		
	In Force at Beginning of Period	Increases in the Period	Decreases in the Period				Other Movements	In Force at End of Period	New Single Premiums
			Claim	Maturity	Voluntary Discontinuance	Other			
(\$'000)									
<i>Individual Business</i>									
Conventional	172,597	785	310	8,824	12,514	449	760	152,043	4
Investment Account	446,265	26,924	1,254	6,213	63,361	4,598	1,397	399,160	1,259,310
Investment Linked	1,395,471	217,833	2,218	8,985	167,289	-180,336	-2,733	1,612,414	10,857,979
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	343,293
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	3,575,478
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	145,857
Other Annuity - Term	0	0	0	0	0	0	0	0	1,696,439
Risk - Lump Sum	361,004	78,270	777	353	38,063	-6,411	7,582	414,195	76
Risk - Income	3,539	157	5	19	278	-9	-589	2,813	0
<i>Group Business</i>									
Investment Account	303,916	81,419	185	1,431	69,676	-8,772	11,776	334,591	1,858,252
Investment Linked	1,018,236	381,807	251	1,924	240,232	-40,839	-29,927	1,168,549	9,157,508
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	59,200
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	126,805
Other Annuity	0	0	0	0	0	0	0	0	0
Risk	557,410	126,170	189	181	87,498	8,231	37,698	625,451	145,774
Total for Class	4,258,436	913,365	5,187	27,930	678,912	-223,089	25,965	4,709,214	29,225,974