



# Statistics

## Quarterly Life Insurance Performance


Mock-up version



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## Forthcoming issues

This publication will be released according to the timetable published on the APRA website.

## Revisions

This edition of the publication contains revisions to previously published statistics. Significant revisions, if any, are identified and quantified in the 'Important notice'.

This publication will include revisions to previously published statistics if better source data becomes available or if compilation errors are uncovered.

APRA regularly analyses past revisions to identify potential improvements to the source data and statistical compilation techniques, in order to minimise the frequency and scale of any future revisions.

## Notation

Amounts are expressed in Australian dollars.

" \* " indicates that the data have been masked to maintain confidentiality.

## Rounding

Details on tables may not add up to totals due to rounding of figures.

## Glossary and explanatory notes

A set of explanatory notes and glossary are provided at the end of the publication to assist the reader in understanding the source and definitions of the data. The notice following the contents page also provides details in relation to the change in the life insurance reporting framework which took effect on 1 January 2013.

## Enquiries

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## Contents

|   |                                   |    |
|---|-----------------------------------|----|
| Important notice  | <a href="#">Notice</a>            | 4  |
| Highlights  | <a href="#">Highlights</a>        | 5  |
| Key statistics  | <a href="#">Key statistics</a>    | 7  |
| <b>Financial performance</b>                              |                                   |    |
| Total entity  | <a href="#">Table 1a</a>          | 9  |
| Total statutory funds                                     | <a href="#">Table 1b</a>          | 10 |
| Total general funds                                       | <a href="#">Table 1c</a>          | 11 |
| Investment linked   | <a href="#">Table 1d</a>          | 12 |
| Non investment linked                                     | <a href="#">Table 1e</a>          | 13 |
| Class of business   | <a href="#">Table 1f</a>          | 14 |
| <b>Financial position</b>                                 |                                   |    |
| Total entity  | <a href="#">Table 2a</a>          | 15 |
| Total statutory funds                                     | <a href="#">Table 2b</a>          | 16 |
| Total general funds                                       | <a href="#">Table 2c</a>          | 17 |
| Investment linked   | <a href="#">Table 2d</a>          | 18 |
| Non investment linked                                     | <a href="#">Table 2e</a>          | 19 |
| <b>Product group performance</b>                          |                                   |    |
| Total statutory funds                                     | <a href="#">Table 3a</a>          | 20 |
| Class of business - superannuation business               | <a href="#">Table 3b</a>          | 24 |
| Class of business - ordinary business                     | <a href="#">Table 3c</a>          | 28 |
| <b>Capital adequacy statistics</b>                        |                                   |    |
| Capital adequacy  | <a href="#">Table 4</a>           | 32 |
| Explanatory notes   | <a href="#">Explanatory notes</a> | 34 |
| Glossary  | <a href="#">Glossary</a>          | 35 |
| List of the additional statistics in the database version | <a href="#">Additional items</a>  | 37 |

## Important notice

This publication is available in three versions: an Adobe PDF version for printing (containing data for the most recent periods), a Microsoft Excel version (containing a complete time series since 2008 included in the PDF version), and a database version (in a Microsoft Excel file) which contains additional statistics and can be used for further analysis.

The additional statistics in the database version include operating income and expenses, solvency, and more class of business statistics. These additional statistics are available from 2008 quarter onwards. In most cases, similar statistics for earlier periods are available in archived editions of the *Life Insurance Trends*, *Life Insurance Market Information* and *Life Insurance Financial Information* or the *APRA Insight* publication, available on the APRA website.

The publication includes data across two different capital frameworks. Capital adequacy data prior to March 2013 (pre-LAGIC framework) are reported on a different basis to more recent periods. Further detail is provided in the *Explanatory Notes* at the end of this publication.

## Highlights

The highlights section will summarise and graph key statistics contained in the publication, and describe significant movements in the statistics over time.

The highlights section will also provide a brief explanation of the drivers behind the significant changes in key statistics.

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## Key statistics

|   | Mar 2012            | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     | Year end<br>Mar 2012 | Year end<br>March 2013 |
|---|---------------------|--------------|--------------|--------------|--------------|----------------------|------------------------|
|   | <b>Total entity</b> |              |              |              |              |                      |                        |
| Net premiums (\$m)                            | 9,999               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                  |
| Net policy payments (\$m)                     | 9,999               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                  |
| Total revenue (\$m)                           | 9,999               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                  |
| Total expenses (\$m)                          | 9,999               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                  |
| <b>Net profit / loss after tax (\$m)</b>      | <b>9,999</b>        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>           |
| Total assets (\$m)                            | 9,999               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                  |
| Net assets (\$m)                              | 9,999               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                  |
| Return on net assets                          | 99.9%               | 99.9%        | 99.9%        | 99.9%        | 99.9%        | 99.9%                | 99.9%                  |
| <b>Prescribed capital amount coverage (%)</b> |                     |              |              |              | 99.9%        |                      | 99.9%                  |

New statistics that will be collected through the revised reporting framework

A list of additional statistics only available in the database version can be found on page 37.

## Key statistics (cont.)

|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
| <b>Total statutory funds</b>                  |              |              |              |              |              |                      |                      |
| Net premiums (\$m)                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy payments (\$m)                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Total revenue (\$m)                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Total expenses (\$m)                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax (\$m)</b>      | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Total assets (\$m)                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net assets (\$m)                              | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Return on net assets                          | 99.9%        | 99.9%        | 99.9%        | 99.9%        | 99.9%        | 99.9%                | 99.9%                |
| <b>Prescribed capital amount coverage (%)</b> |              |              |              |              | <b>99.9%</b> |                      | <b>99.9%</b>         |
| <b>Investment linked</b>                      |              |              |              |              |              |                      |                      |
| Net premiums (\$m)                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy payments (\$m)                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Total revenue (\$m)                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Total expenses (\$m)                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax (\$m)</b>      | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Total assets (\$m)                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net assets (\$m)                              | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Return on net assets                          | 99.9%        | 99.9%        | 99.9%        | 99.9%        | 99.9%        | 99.9%                | 99.9%                |
| <b>Prescribed capital amount coverage (%)</b> |              |              |              |              | <b>99.9%</b> |                      | <b>99.9%</b>         |
| <b>Non investment linked</b>                  |              |              |              |              |              |                      |                      |
| Net premiums (\$m)                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy payments (\$m)                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Total revenue (\$m)                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Total expenses (\$m)                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax (\$m)</b>      | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Total assets (\$m)                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net assets (\$m)                              | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Return on net assets                          | 99.9%        | 99.9%        | 99.9%        | 99.9%        | 99.9%        | 99.9%                | 99.9%                |
| <b>Prescribed capital amount coverage (%)</b> |              |              |              |              | <b>99.9%</b> |                      | <b>99.9%</b>         |

New statistics that will be collected through the revised reporting framework

A list of additional statistics only available in the database version can be found on page 37.



**Table 1a Financial performance - total entity**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| Policy revenue                                      |              |              |              |              |              |                      |                      |
| Life insurance direct premiums                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Inwards reinsurance premiums                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| less  |              |              |              |              |              |                      |                      |
| Outward reinsurance premiums                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net policy revenue</b>                           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Management service fees                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Premium related fees                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Non premium related fees                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Fees - movement in policy liabilities               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Investment income                                   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Realised/unrealised gains/losses                    | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                                | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Policy expenses                                     |              |              |              |              |              |                      |                      |
| Death & disability claims                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maturities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Annuities   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Surrenders & terminations                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Inwards reinsurance claims                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other policy expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| less  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Outward reinsurance claims                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net policy expenses</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Operating expenses                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Acquisition costs - commission                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Acquisition costs - other expenses                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maintenance costs - commission                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maintenance costs - other expenses                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment management                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net movement in DAC                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Movement in net policy liabilities                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy revenue recognised as a deposit          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy expenses recognised as a withdrawal      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Effective movement in net policy liabilities</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Change in policy owner retained profits             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                               | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>                     | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>                  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Key statistics</b>                               |              |              |              |              |              |                      |                      |
| Net premiums  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy payments                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Number of entities                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |

A list of additional statistics only available in the database version can be found on page 37.

**Table 1b Financial performance - total statutory funds**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| Policy revenue                                      |              |              |              |              |              |                      |                      |
| Life insurance direct premiums                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Inwards reinsurance premiums                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| less  |              |              |              |              |              |                      |                      |
| Outward reinsurance premiums                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net policy revenue</b>                           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Management service fees                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Premium related fees                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Non premium related fees                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Fees - movement in policy liabilities               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Investment income                                   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Realised/unrealised gains/losses                    | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                                | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Policy expenses                                     |              |              |              |              |              |                      |                      |
| Death & disability claims                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maturities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Annuities   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Surrenders & terminations                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Inwards reinsurance claims                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other policy expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| less  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Outward reinsurance claims                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net policy expenses</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Operating expenses                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Acquisition costs - commission                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Acquisition costs - other expenses                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maintenance costs - commission                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maintenance costs - other expenses                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment management                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net movement in DAC                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Movement in net policy liabilities                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy revenue recognised as a deposit          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy expenses recognised as a withdrawal      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Effective movement in net policy liabilities</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Change in policy owner retained profits             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                               | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>                     | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>                  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Key statistics                                      |              |              |              |              |              |                      |                      |
| Net premiums  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy payments                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Number of entities                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |

A list of additional statistics only available in the database version can be found on page 37.

**Table 1c Financial performance - total general funds**

(\$ million)

|                                    | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|                                    | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| Investment revenue                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                   |              |              |              |              |              |                      |                      |
| Investment income                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Realised/unrealised gains/losses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>               | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Operating expenses                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>              | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>    | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Number of entities                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |

A list of additional statistics only available in the database version can be found on page 37.

**Table 1d Financial performance - investment linked**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Net policy revenue</b>                           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Management service fees                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Premium related fees                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Non premium related fees                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Fees - movement in policy liabilities               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Investment income                                   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Realised/unrealised gains/losses                    | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                                | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Net policy expenses</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Operating expenses                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Acquisition costs - commission                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Acquisition costs - other expenses                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maintenance costs - commission                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maintenance costs - other expenses                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment management                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net movement in DAC                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Movement in net policy liabilities                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy revenue recognised as a deposit          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Direct premium                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Inwards policy conversions                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other deposits                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy expenses recognised as a withdrawal      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <i>of which:</i>                                    |              |              |              |              |              |                      |                      |
| Death & disability                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maturities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Annuities   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Surrenders  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Outwards policy conversions                         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other withdrawals                                   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Effective movement in net policy liabilities</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Change in policy owner retained profits             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                               | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>                     | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>                  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Key statistics</b>                               |              |              |              |              |              |                      |                      |
| Net premiums  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy payments                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Number of entities                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |

A list of additional statistics only available in the database version can be found on page 37.

**Table 1e Financial performance - non investment linked**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| Policy revenue                                      |              |              |              |              |              |                      |                      |
| Life insurance direct premiums                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Inwards reinsurance premiums                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| less  |              |              |              |              |              |                      |                      |
| Outward reinsurance premiums                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net policy revenue</b>                           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Management service fees                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| of which:   |              |              |              |              |              |                      |                      |
| Premium related fees                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Non premium related fees                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Fees - movement in policy liabilities               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| of which:   |              |              |              |              |              |                      |                      |
| Investment income                                   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Realised/unrealised gains/losses                    | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                                | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Policy expenses                                     |              |              |              |              |              |                      |                      |
| Death & disability claims                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maturities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Annuities   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Surrenders & terminations                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Inwards reinsurance claims                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other policy expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| less  |              |              |              |              |              |                      |                      |
| Outward reinsurance claims                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net policy expenses</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Operating expenses                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| of which:   |              |              |              |              |              |                      |                      |
| Acquisition costs - commission                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Acquisition costs - other expenses                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maintenance costs - commission                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maintenance costs - other expenses                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment management                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net movement in DAC                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Movement in net policy liabilities                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy revenue recognised as a deposit          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| of which:   |              |              |              |              |              |                      |                      |
| Direct premium                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Inwards policy conversions                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other deposits                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy expenses recognised as a withdrawal      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| of which:   |              |              |              |              |              |                      |                      |
| Death & disability                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Maturities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Annuities   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Surrenders  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Outwards policy conversions                         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other withdrawals                                   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Effective movement in net policy liabilities</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Change in policy owner retained profits             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                               | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>                     | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>                  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Key statistics                                      |              |              |              |              |              |                      |                      |
| Net premiums  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Net policy payments                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Number of entities                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |

Statistics that are currently collected by APRA but will be published for the first time

A list of additional statistics only available in the database version can be found on page 37.

**Table 1f Financial performance - class of business**

(\$ million)

|  | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|--|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|  | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Superannuation business</b>               |              |              |              |              |              |                      |                      |
| <b>Gross policy revenue</b>                  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Gross policy expenses</b>                 |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Change in policy owner retained profits      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>              | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Ordinary business</b>                     |              |              |              |              |              |                      |                      |
| <b>Gross policy revenue</b>                  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Gross policy expenses</b>                 |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Change in policy owner retained profits      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>              | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 2a Financial position - total entity**

(\$ million)

|  | Dec 2011     | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| Cash and deposits                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Investments<br><i>of which:</i>              |              |              |              |              |              |              |
| Debt securities                              | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Equities                                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Property                                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other investments                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other assets                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reinsurance policy liabilities               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total assets</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Gross policy liabilities<br><i>of which:</i> |              |              |              |              |              |              |
| assumed directly                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| assumed under reinsurance                    | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Borrowings                                   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Creditors                                    | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Provisions                                   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Policy owner retained profits                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other liabilities                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total liabilities</b>                     | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Share capital                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reserves and foreign currency translation    | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Shareholder retained profits                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Net assets</b>                            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Number of entities                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |

Statistics that are currently collected by APRA but will be published for the first time

A list of additional statistics only available in the database version can be found on page 37.

**Table 2b Financial position - total statutory funds**

(\$ million)

|  | Dec 2011     | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| Cash and deposits                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Investments                              |              |              |              |              |              |              |
| <i>of which:</i>                         |              |              |              |              |              |              |
| Debt securities                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Equities                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Property                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other investments                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other assets                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reinsurance policy liabilities           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total assets</b>                      | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Gross policy liabilities                 |              |              |              |              |              |              |
| <i>of which:</i>                         |              |              |              |              |              |              |
| assumed directly                         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| assumed under reinsurance                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Borrowings                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Creditors                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Provisions                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Policy owner retained profits            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other liabilities                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total liabilities</b>                 | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Share capital                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reserves and foreign currency translator | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Shareholder retained profits             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Net assets</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Number of entities                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |

Statistics that are currently collected by APRA but will be published for the first time

A list of additional statistics only available in the database version can be found on page 37.



**Table 2c Financial position - total general funds**

(\$ million)

|   | Dec 2011     | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| Cash and deposits                         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Investments<br><i>of which:</i>           |              |              |              |              |              |              |
| Debt securities                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Equities                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Property                                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other investments                         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other assets                              | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total assets</b>                       | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| <b>Total liabilities</b>                  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Share capital                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reserves and foreign currency translatior | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Shareholder retained profits              | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Net assets</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Number of entities                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |

A list of additional statistics only available in the database version can be found on page 37.

**Table 2d Financial position - investment linked**

(\$ million)

|  | Dec 2011     | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| Cash and deposits                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Investments                              |              |              |              |              |              |              |
| <i>of which:</i>                         |              |              |              |              |              |              |
| Debt securities                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Equities                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Property                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other investments                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other assets                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reinsurance policy liabilities           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total assets</b>                      | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Gross policy liabilities                 |              |              |              |              |              |              |
| <i>of which:</i>                         |              |              |              |              |              |              |
| assumed directly                         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| assumed under reinsurance                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Borrowings                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Creditors                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Provisions                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Policy owner retained profits            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other liabilities                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total liabilities</b>                 | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Share capital                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reserves and foreign currency translator | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Shareholder retained profits             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Net assets</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Number of entities                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |

Statistics that are currently collected by APRA but will be published for the first time

A list of additional statistics only available in the database version can be found on page 37.

**Table 2e Financial position - non investment linked**

(\$ million)

|  | Dec 2011     | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| Cash and deposits                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Investments                              |              |              |              |              |              |              |
| <i>of which:</i>                         |              |              |              |              |              |              |
| Debt securities                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Equities                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Property                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other investments                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other assets                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reinsurance policy liabilities           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total assets</b>                      | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Gross policy liabilities                 |              |              |              |              |              |              |
| <i>of which:</i>                         |              |              |              |              |              |              |
| assumed directly                         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| assumed under reinsurance                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Borrowings                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Creditors                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Provisions                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Policy owner retained profits            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Other liabilities                        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Total liabilities</b>                 | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Share capital                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Reserves and foreign currency translator | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Shareholder retained profits             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| <b>Net assets</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Number of entities                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |

Statistics that are currently collected by APRA but will be published for the first time

A list of additional statistics only available in the database version can be found on page 37.

**Table 3a - Product group performance - total statutory fund**

(\$ million)

|  | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|--|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|  | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Conventional Participating</b>            |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Participating Investment Account</b>      |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Annuity with Longevity Risk</b>           |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3a - Product group performance - total statutory fund**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Individual Lump Sum Risk</b>               |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                         |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Individual Disability Income Insurance</b> |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                         |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Group Lump Sum Risk</b>                    |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                         |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3a - Product group performance - total statutory fund**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Group Disability Income Insurance</b>  |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Investment Linked</b>  |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Non-par investment Policy with Discretionary Additions &amp; Other Non-par Investment Policy</b> |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3a - Product group performance - total statutory fund**

(\$ million)

|  | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|--|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|  | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Annuity without Longevity Risk</b>        |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Other products</b>                        |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3b - Product group performance - class of business - superannuation business**

(\$ million)

|  | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|--|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|  | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Conventional Participating</b>            |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Participating Investment Account</b>      |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Annuity with Longevity Risk</b>           |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.



**Table 3b - Product group performance - class of business - superannuation business**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Individual Lump Sum Risk</b>               |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                         |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Individual Disability Income Insurance</b> |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                         |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Group Lump Sum Risk</b>                    |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                         |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3b - Product group performance - class of business - superannuation business**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Group Disability Income Insurance</b>  |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Investment Linked</b>  |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Non-par investment Policy with Discretionary Additions &amp; Other Non-par Investment Policy</b> |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3b - Product group performance - class of business - superannuation business**

(\$ million)

|  | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|--|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|  | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Annuity without Longevity Risk</b>        |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>              | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Other products</b>                        |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Profit / loss before tax</b>              | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3c - Product group performance - class of business - ordinary business**

(\$ million)

|  | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|--|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|  | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Conventional Participating</b>            |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Participating Investment Account</b>      |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Annuity with Longevity Risk</b>           |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                        |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3c - Product group performance - class of business - ordinary business**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Individual Lump Sum Risk</b>               |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Individual Disability Income Insurance</b> |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                         |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Group Lump Sum Risk</b>                    |              |              |              |              |              |                      |                      |
| Gross policy revenue                          |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                       | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                 | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                          | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Gross policy expenses                         |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                            | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3c - Product group performance - class of business - ordinary business**

(\$ million)

|   | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|---|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|   | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Group Disability Income Insurance</b>  |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Group Disability Income Insurance</b>  |              |              |              |              |              |                      |                      |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Investment Linked</b>  |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Investment Linked</b>  |              |              |              |              |              |                      |                      |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Non-par investment Policy with Discretionary Additions &amp; Other Non-par Investment Policy</b> |              |              |              |              |              |                      |                      |
| Gross policy revenue  |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Non-par investment Policy with Discretionary Additions &amp; Other Non-par Investment Policy</b> |              |              |              |              |              |                      |                      |
| Gross policy expenses   |              |              |              |              | 9,999        |                      |                      |
| Net policy expenses   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>   | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax   | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>  | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 3c - Product group performance - class of business - ordinary business**

(\$ million)

|  | Quarter end  |              |              |              |              | Year end<br>Mar 2012 | Year end<br>Mar 2013 |
|--|--------------|--------------|--------------|--------------|--------------|----------------------|----------------------|
|  | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |                      |                      |
| <b>Annuity without Longevity Risk</b>        |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Gross policy expenses</b>                 |              |              |              |              |              |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Other products</b>                        |              |              |              |              |              |                      |                      |
| Gross policy revenue                         |              |              |              |              | 9,999        |                      |                      |
| Net policy revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Management service fees                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Investment revenue                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other revenue                                | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total revenue</b>                         | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| <b>Gross policy expenses</b>                 |              |              |              |              |              |                      |                      |
| Net policy expenses                          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Operating expenses                           | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Effective movement in net policy liabilities | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Other expenses                               | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Total expenses</b>                        | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |
| Profit / loss before tax                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| Tax  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999                | 9,999                |
| <b>Net profit / loss after tax</b>           | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b>         | <b>9,999</b>         |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

A list of additional statistics only available in the database version can be found on page 37.

**Table 4 Capital adequacy**

(\$ million)

|   | Sep 2011     | Dec 2011     | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total entity</b>   |              |              |              |              |              |              |              |
| Prescribed capital amount (LAGIC)   |              |              |              |              |              |              | 9,999        |
| Capital base (LAGIC)  |              |              |              |              |              |              | 9,999        |
| <i>Of which:</i>  |              |              |              |              |              |              |              |
| Tier 1 Capital  |              |              |              |              |              |              | 9,999        |
| <i>Of which:</i>  |              |              |              |              |              |              |              |
| Common Equity Tier 1 Capital of which:                                    |              |              |              |              |              |              | 9,999        |
| <i>Regulatory &amp; other adjustments to Common Equity Tier 1 Capital</i> |              |              |              |              |              |              | 9,999        |
| Additional Tier 1 Capital of which:                                       |              |              |              |              |              |              | 9,999        |
| <i>Regulatory &amp; other adjustments to Additional Tier 1 Capital</i>    |              |              |              |              |              |              | 9,999        |
| Tier 2 Capital of which:  |              |              |              |              |              |              | 9,999        |
| <i>Regulatory &amp; other adjustments to Tier 2 Capital</i>               |              |              |              |              |              |              | 9,999        |
| Capital in excess of prescribed capital amount (LAGIC)                    |              |              |              |              |              |              | 9,999        |
| Common Equity Tier 1 Capital ratio (%)                                    |              |              |              |              |              |              | 0.99         |
| Tier 1 Capital ratio (%)  |              |              |              |              |              |              | 0.99         |
| Prescribed capital amount coverage (%)                                    |              |              |              |              |              |              | 0.99         |
| <b>Total statutory funds</b>  |              |              |              |              |              |              |              |
| Prescribed capital amount (LAGIC)   |              |              |              |              |              |              | 9,999        |
| Asset risk charge   |              |              |              |              |              |              | 9,999        |
| Insurance risk charge   |              |              |              |              |              |              |              |
| Less: Aggregation benefit   |              |              |              |              |              |              | 9,999        |
| Asset concentration risk charge   |              |              |              |              |              |              |              |
| Operational risk charge   |              |              |              |              |              |              | 9,999        |
| Combined stress scenario adjustment                                       |              |              |              |              |              |              | 9,999        |
| Other risk charges  |              |              |              |              |              |              |              |
| Capital base (LAGIC)  |              |              |              |              |              |              | 9,999        |
| <i>of which:</i>  |              |              |              |              |              |              |              |
| Tier 2 Capital  |              |              |              |              |              |              | 9,999        |
| Capital base net of Tier 2 Capital (LAGIC)                                |              |              |              |              |              |              | 9,999        |
| Capital in excess of prescribed capital amount (LAGIC)                    |              |              |              |              |              |              | 9,999        |
| Capital base (net of Tier 2 Capital) ratio (%)                            |              |              |              |              |              |              | 0.99         |
| Prescribed capital amount coverage (%)                                    |              |              |              |              |              |              | 0.99         |
| <b>Total solvency requirement (pre-LAGIC)</b>                             | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Solvency reserve (pre-LAGIC)  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Total amounts available for solvency reserve (pre-LAGIC)                  | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Solvency reserve coverage (pre-LAGIC)                                     | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         |
| <b>Total capital adequacy requirement (pre-LAGIC)</b>                     | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Capital adequacy reserve (pre-LAGIC)                                      | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Total amounts available for capital adequacy reserve (pre-LAGIC)          | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Capital adequacy reserve coverage (pre-LAGIC)                             | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         |

New statistics that will be collected through the revised reporting framework (LAGIC)

A list of additional statistics only available in the database version can be found on page 37.



**Table 4 Capital adequacy**

(\$ million)

|  | Sep 2011     | Dec 2011     | Mar 2012     | Jun 2012     | Sep 2012     | Dec 2012     | Mar 2013     |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Investment linked</b>   |              |              |              |              |              |              |              |
| <b>Prescribed capital amount (LAGIC)</b>                         |              |              |              |              |              |              | <b>9,999</b> |
| Asset risk charge  |              |              |              |              |              |              | 9,999        |
| Insurance risk charge  |              |              |              |              |              |              |              |
| Less: Aggregation benefit  |              |              |              |              |              |              | 9,999        |
| Asset concentration risk charge                                  |              |              |              |              |              |              |              |
| Operational risk charge  |              |              |              |              |              |              | 9,999        |
| Combined stress scenario adjustment                              |              |              |              |              |              |              | 9,999        |
| Other risk charges   |              |              |              |              |              |              |              |
| <b>Capital base (LAGIC)</b>                                      |              |              |              |              |              |              | <b>9,999</b> |
| of which:  |              |              |              |              |              |              |              |
| Tier 2 Capital   |              |              |              |              |              |              | 9,999        |
| <b>Capital base net of Tier 2 Capital (LAGIC)</b>                |              |              |              |              |              |              | <b>9,999</b> |
| <b>Capital in excess of prescribed capital amount (LAGIC)</b>    |              |              |              |              |              |              | <b>9,999</b> |
| Capital base (net of Tier 2 Capital) ratio (%)                   |              |              |              |              |              |              | 0.99         |
| Prescribed capital amount coverage (%)                           |              |              |              |              |              |              | 0.99         |
| <b>Total solvency requirement (pre-LAGIC)</b>                    | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Solvency reserve (pre-LAGIC)                                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Total amounts available for solvency reserve (pre-LAGIC)         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Solvency reserve coverage (pre-LAGIC)                            | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         |
| <b>Total capital adequacy requirement (pre-LAGIC)</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Capital adequacy reserve (pre-LAGIC)                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Total amounts available for capital adequacy reserve (pre-LAGIC) | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Capital adequacy reserve coverage (pre-LAGIC)                    | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         |
| <b>Non-investment linked</b>                                     |              |              |              |              |              |              |              |
| <b>Prescribed capital amount (LAGIC)</b>                         |              |              |              |              |              |              | <b>9,999</b> |
| Asset risk charge  |              |              |              |              |              |              | 9,999        |
| Insurance risk charge  |              |              |              |              |              |              |              |
| Less: Aggregation benefit  |              |              |              |              |              |              | 9,999        |
| Asset concentration risk charge                                  |              |              |              |              |              |              |              |
| Operational risk charge  |              |              |              |              |              |              | 9,999        |
| Combined stress scenario adjustment                              |              |              |              |              |              |              | 9,999        |
| Other risk charges   |              |              |              |              |              |              |              |
| <b>Capital base (LAGIC)</b>                                      |              |              |              |              |              |              | <b>9,999</b> |
| of which:  |              |              |              |              |              |              |              |
| Tier 2 Capital   |              |              |              |              |              |              | 9,999        |
| <b>Capital base net of Tier 2 Capital (LAGIC)</b>                |              |              |              |              |              |              | <b>9,999</b> |
| <b>Capital in excess of prescribed capital amount (LAGIC)</b>    |              |              |              |              |              |              | <b>9,999</b> |
| Capital base (net of Tier 2 Capital) ratio (%)                   |              |              |              |              |              |              | 0.99         |
| Prescribed capital amount coverage (%)                           |              |              |              |              |              |              | 0.99         |
| <b>Total solvency requirement (pre-LAGIC)</b>                    | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Solvency reserve (pre-LAGIC)                                     | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Total amounts available for solvency reserve (pre-LAGIC)         | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Solvency reserve coverage (pre-LAGIC)                            | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         |
| <b>Total capital adequacy requirement (pre-LAGIC)</b>            | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Capital adequacy reserve (pre-LAGIC)                             | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Total amounts available for capital adequacy reserve (pre-LAGIC) | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Capital adequacy reserve coverage (pre-LAGIC)                    | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         |
| <b>General fund</b>  |              |              |              |              |              |              |              |
| <b>Prescribed capital amount (LAGIC)</b>                         |              |              |              |              |              |              | <b>9,999</b> |
| <b>Capital base (LAGIC)</b>                                      |              |              |              |              |              |              | <b>9,999</b> |
| <b>Capital in excess of prescribed capital amount (LAGIC)</b>    |              |              |              |              |              |              | <b>9,999</b> |
| Prescribed capital amount coverage (%)                           |              |              |              |              |              |              | 0.99         |
| <b>Prudential capital requirement (pre-LAGIC)</b>                | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> | <b>9,999</b> |
| Amounts available for prudential capital requirement (pre-LAGIC) | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        | 9,999        |
| Prudential capital coverage (pre-LAGIC)                          | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         | 0.99         |

New statistics that will be collected through the revised reporting framework (LAGIC)

A list of additional statistics only available in the database version can be found on page 37.

## Explanatory notes

### Introduction

This publication includes data across two different capital frameworks. For more detail see *Change in capital framework* in this note.

The database version of this publication includes a full time series of statistics that are published in the PDF and Excel versions, and also contains more financial performance and financial position data and additional product-level information.

### Source of data

This publication is compiled primarily from regulatory returns submitted to APRA under the *Financial Sector (Collection of Data) Act 2001* by authorised life insurance companies. APRA-regulated life insurers are prudentially supervised under the Life Insurance Act 1995.

Blank copies of the returns and associated instructions are available on the APRA website.

### Basis of preparation

The information contained in this publication is not directly comparable to APRA's previous publication *Life Insurance Trends* (Trends) due to the change in prudential reporting framework that took effect on 1 January 2008.

Figures in this publication are prepared from the individual authorised insurer accounts, not consolidated insurance group accounts. Transactions between related entities within the same insurance group have not been eliminated. Examples of such transactions include loans between parents and subsidiaries.

Figures represent the total operations of Australian authorised insurers, not only business undertaken within Australia.

### Total statutory funds data

Type of fund - investment linked and non investment linked business may not add up to the total statutory funds figures due to eliminations between statutory funds.

Class of business - ordinary business includes Australian ordinary business and overseas business. Superannuation and ordinary business may not add up to the total statutory funds figures due to eliminations between statutory funds.

### Change in capital framework

APRA introduced a common capital framework for required capital and eligible capital across general insurers and life insurers on 1 January 2013 (LAGIC). The two existing requirements for solvency and capital adequacy (pre-LAGIC) were replaced with a single measure for required capital.

The reporting framework was revised to reflect the LAGIC framework. The new capital adequacy statistics are published commencing from the March 2013 quarter. This publication also contains the capital adequacy and solvency data previously collected under the pre-LAGIC framework.

# Glossary

## Definitions

**Average total asset and net asset items** (if used) are the average of the opening and closing balances of the relevant item over the period.

**Capital adequacy reserve coverage (pre-LAGIC)** is total amounts available for capital adequacy reserve divided by capital adequacy reserve. This is under the previous capital framework (pre-LAGIC) and as per *LPS 3.04 Capital Adequacy Standard* which was revoked on 31 December 2012.

**Capital adequacy statistics (LAGIC)** in Table 4 is as per *LPS 110 Capital adequacy* under the revised capital framework effective from 1 January 2013.

**Debt securities** comprises interest bearing securities and loans.

**Effective movement in net policy liabilities** is calculated as *movement in net policy liabilities* less deposits received, plus withdrawals of deposits, plus non-premium related fees for management services, plus movements in the liability for deferred fee revenue, less movements in the liability for deferred acquisition costs.

**General fund** means the shareholders' fund for a life company other than a friendly society as per *LPS 001 Definitions*.

**Investment income** is income from cash holdings, investment property, equity securities (including unit trust distributions), debt securities (consisting of interest bearing securities and loans) and other investment assets (all other securities).

**LAGIC (Life and General Insurance Capital Review)** refers to the review of capital standards for general insurers and life insurers which has resulted in changes to the life insurance reporting framework. This will be effective for reporting periods ending on or after 1 January 2013.

**Life insurance direct premiums** comprises life insurance direct premiums, policy conversions-inwards and non-life insurance premiums.

**Movement in net policy liabilities** is increase/decrease in net policy liabilities.

**Net movement in DAC** includes amortization and impairment of existing deferred acquisition costs (DAC) less additional deferrals of acquisition expenses during the reporting period.

**Net policy expenses** is policy expenses net of outward reinsurance claims.

**Net policy expenses recognised as a withdrawal** is the policy expense recognised as a withdrawal of deposit or change in policy liability, net of reinsurance.

**Net policy payments** is the sum of *net policy expenses* and *net policy expenses recognised as a withdrawal*.

**Net policy revenue** is policy revenue net of outward reinsurance premiums.

**Net policy revenue recognised as a deposit** is the policy revenue recognised as a deposit or as a change in policy liability, net of reinsurance.

**Net premiums** is the sum of *net policy revenue*, *premium related fees* and *net policy revenue recognised as a deposit*.

**Other assets** comprises receivables, assets held as (owner-occupied) property, plant and equipment, deferred tax assets and other assets.

**Other liabilities (table 2a, 2b, 2d, 2e)** comprises premiums in advance, subordinated debt and other liabilities.

**Other operating expenses** comprises total non-life operating expenses, interest expenses and other administration expenses.

**Other policy expenses** comprises policy conversions-outwards, non-life policy expenses and other claims.

**Other products (table 3)** includes L12 - Other, L13 - Policy Owners' Retained Profits and L14 - Shareholders' Capital & Retained Profits.

**Other risk charges (table 4)** are the sum of aggregate risk charge for variable annuities and adjustments to prescribed capital amount as approved by APRA.

**Prudential capital coverage (pre-LAGIC)** is as per revoked *PS 3 Prudential Capital Requirements*. It relates to capital outside of the statutory funds and is amounts available for prudential capital requirement divided by prudential capital requirement.

**Prudential capital requirement (pre-LAGIC)** relates to capital outside of the statutory funds. It is calculated as the greater of the Management capital reserve and the Prescribed minimum capital amount. This is under the previous capital framework (pre-LAGIC) and as per *PS 3 Prudential Capital Requirements* which was revoked on 31 December 2012.

**Return on net assets** is net profit/loss after tax divided by the average net assets for the period. This is expressed as annual percentage rates. For quarterly returns, this is achieved by multiplying the calculated *return on net assets* by 4. For returns covering the financial/calendar years, this is calculated by using the full year income/profit and average asset figures.

**Solvency reserve coverage (pre-LAGIC)** is total amounts available for solvency reserve divided by solvency reserve. This is under the previous capital framework (pre-LAGIC) and as per *LPS 2.04 Solvency Standard* which was revoked on 31 December 2012.

**Solvency reserve ratio (pre-LAGIC)** is solvency reserve divided by the *total minimum liabilities (solvency)*. This is under the previous capital framework (pre-LAGIC) and as per *LPS 2.04 Solvency Standard* which was revoked on 31 December 2012.

**Total capital adequacy requirement (pre-LAGIC)** is as per revoked *LPS 3.04 Capital Adequacy Standard*.

**Total solvency requirement (pre-LAGIC)** is as per revoked *LPS 2.04 Solvency Standard*.

## List of the additional statistics only available in the database version in the quarterly publication

| Financial performance   |                             |                                  |                                |
|---|-----------------------------|----------------------------------|--------------------------------|
| Statistic   | Current publication version | Proposed version (where changed) | New statistics published from: |
| <b>Table 1a - total entity &amp; Table 1b - total statutory funds</b> |                             |                                  |                                |
| Investment revenue of which:  | PDF, Excel                  | PDF, Excel, Database             |                                |
| Investment income of which:   | PDF, Excel                  | PDF, Excel, Database             |                                |
| Cash holdings   | Not published               | Database                         | June 2008                      |
| Investment Property   | Not published               | Database                         | June 2008                      |
| Equity securities   | Not published               | Database                         | June 2008                      |
| Debt securities   | Not published               | Database                         | June 2008                      |
| Other investment assets   | Not published               | Database                         | June 2008                      |
| Realised/unrealised gains/losses of which:                            | PDF, Excel                  | PDF, Excel, Database             |                                |
| Investment Property   | Not published               | Database                         | June 2008                      |
| Equity securities   | Not published               | Database                         | June 2008                      |
| Debt securities   | Not published               | Database                         | June 2008                      |
| Other investment assets   | Not published               | Database                         | June 2008                      |
| Net policy revenue recognised as a deposit of which:                  | PDF, Excel                  | PDF, Excel, Database             |                                |
| Direct premium  | Not published               | Database                         | June 2008                      |
| Inwards policy conversions  | Not published               | Database                         | June 2008                      |
| Other deposits  | Not published               | Database                         | June 2008                      |
| Net policy expenses recognised as a withdrawal of which:              | PDF, Excel                  | PDF, Excel, Database             |                                |
| Death & disability  | Not published               | Database                         | June 2008                      |
| Maturities  | Not published               | Database                         | June 2008                      |
| Annuities   | Not published               | Database                         | June 2008                      |
| Surrenders  | Not published               | Database                         | June 2008                      |
| Outwards policy conversions   | Not published               | Database                         | June 2008                      |
| Other withdrawals   | Not published               | Database                         | June 2008                      |
| <b>Table 1d - investment linked</b>                                   |                             |                                  |                                |
| Investment revenue of which:  | PDF, Excel                  | PDF, Excel, Database             |                                |
| Investment income of which:   | PDF, Excel                  | PDF, Excel, Database             |                                |
| Cash holdings   | Not published               | Database                         | June 2008                      |
| Investment Property   | Not published               | Database                         | June 2008                      |
| Equity securities   | Not published               | Database                         | June 2008                      |
| Debt securities   | Not published               | Database                         | June 2008                      |
| Other investment assets   | Not published               | Database                         | June 2008                      |
| Realised/unrealised gains/losses of which:                            | PDF, Excel                  | PDF, Excel, Database             |                                |
| Investment Property   | Not published               | Database                         | June 2008                      |
| Equity securities   | Not published               | Database                         | June 2008                      |
| Debt securities   | Not published               | Database                         | June 2008                      |
| Other investment assets   | Not published               | Database                         | June 2008                      |
| <b>Table 1e - non investment linked</b>                               |                             |                                  |                                |
| Investment revenue of which:  | PDF, Excel                  | PDF, Excel, Database             |                                |
| Investment income of which:   | PDF, Excel                  | PDF, Excel, Database             |                                |
| Cash holdings   | Not published               | Database                         | June 2008                      |
| Investment Property   | Not published               | Database                         | June 2008                      |
| Equity securities   | Not published               | Database                         | June 2008                      |
| Debt securities   | Not published               | Database                         | June 2008                      |
| Other investment assets   | Not published               | Database                         | June 2008                      |
| Realised/unrealised gains/losses of which:                            | PDF, Excel                  | PDF, Excel, Database             |                                |
| Investment Property   | Not published               | Database                         | June 2008                      |
| Equity securities   | Not published               | Database                         | June 2008                      |
| Debt securities   | Not published               | Database                         | June 2008                      |
| Other investment assets   | Not published               | Database                         | June 2008                      |
| Net policy revenue recognised as a deposit of which:                  | PDF, Excel                  | PDF, Excel, Database             |                                |
| Direct premium  | Not published               | PDF, Excel, Database             | June 2008                      |
| Inwards policy conversions  | Not published               | PDF, Excel, Database             | June 2008                      |
| Other deposits  | Not published               | PDF, Excel, Database             | June 2008                      |
| Net policy expenses recognised as a withdrawal of which:              | PDF, Excel                  | PDF, Excel, Database             |                                |
| Death & disability  | Not published               | PDF, Excel, Database             | June 2008                      |
| Maturities  | Not published               | PDF, Excel, Database             | June 2008                      |
| Annuities   | Not published               | PDF, Excel, Database             | June 2008                      |
| Surrenders  | Not published               | PDF, Excel, Database             | June 2008                      |
| Outwards policy conversions   | Not published               | PDF, Excel, Database             | June 2008                      |
| Other withdrawals   | Not published               | PDF, Excel, Database             | June 2008                      |
| <b>Table 1f - class of business</b>                                   |                             |                                  |                                |
| <b>Superannuation business</b>  |                             |                                  |                                |
| Movement in net policy liabilities                                    | Not published               | Database                         | June 2008                      |
| Net policy revenue recognised as a deposit                            | Not published               | Database                         | June 2008                      |
| Net policy expenses recognised as a withdrawal                        | Not published               | Database                         | June 2008                      |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

| Financial position   |                             |                                  |                                |
|--|-----------------------------|----------------------------------|--------------------------------|
| Table 2a - total entity, Table 2b - total statutory funds, Table 2d - investment linked & Table 2e - non investment linked |                             |                                  |                                |
| Statistic  | Current publication version | Proposed version (where changed) | New statistics published from: |
| Cash and deposits (unhedged positions)   | Not published               | Database                         | March 2008                     |
| Investments of which:  |                             |                                  |                                |
| Debt securities (unhedged positions)   | Not published               | Database                         | March 2008                     |
| Equities (unhedged positions)  | Not published               | Database                         | March 2008                     |
| Property (unhedged positions)  | Not published               | Database                         | March 2008                     |
| Other investments (unhedged positions)   | Not published               | Database                         | March 2008                     |
| Borrowings (unhedged positions)  | Not published               | Database                         | March 2008                     |
| Product group performance (each published across 11 products)  |                             |                                  |                                |
| Table 3a - total statutory fund, Table 3b - superannuation & Table 3c - ordinary   |                             |                                  |                                |
| Statistic  | Current publication version | Proposed version (where changed) | New statistics published from: |
| Movement in policy liabilities   | Not published               | Database                         | June 2008                      |
| Net policy revenue recognised as a deposit   | Not published               | Database                         | June 2008                      |
| Net policy expenses recognised as a withdrawal   | Not published               | Database                         | June 2008                      |
| Capital adequacy   |                             |                                  |                                |
| Total entity   |                             |                                  |                                |
| Prescribed capital amount (LAGIC)  | Not published               | PDF, Excel, Database             | March 2013                     |
| Capital base (LAGIC) of which:   | Not published               | PDF, Excel, Database             | March 2013                     |
| Tier 1 Capital of which:   | Not published               | PDF, Excel, Database             | March 2013                     |
| Common Equity Tier 1 Capital of which:   | Not published               | PDF, Excel, Database             | March 2013                     |
| Regulatory & other adjustments to Common Equity Tier 1 Capital   | Not published               | PDF, Excel, Database             | March 2013                     |
| Additional Tier 1 Capital of which:  | Not published               | PDF, Excel, Database             | March 2013                     |
| Regulatory & other adjustments to Additional Tier 1 Capital  | Not published               | PDF, Excel, Database             | March 2013                     |
| Tier 2 Capital of which:   | Not published               | PDF, Excel, Database             | March 2013                     |
| Regulatory & other adjustments to Tier 2 Capital   | Not published               | PDF, Excel, Database             | March 2013                     |
| Capital in excess of prescribed capital amount   | Not published               | PDF, Excel, Database             | March 2013                     |
| Total statutory funds, investment linked & non-investment linked   |                             |                                  |                                |
| LAGIC capital  |                             |                                  |                                |
| Prescribed capital amount (LAGIC)  | Not published               | PDF, Excel, Database             | March 2013                     |
| Asset risk charge  | Not published               | PDF, Excel, Database             | March 2013                     |
| Insurance risk charge  | Not published               | PDF, Excel, Database             | March 2013                     |
| Less: Aggregation benefit  | Not published               | PDF, Excel, Database             | March 2013                     |
| Asset concentration risk charge  | Not published               | PDF, Excel, Database             | March 2013                     |
| Operational risk charge  | Not published               | PDF, Excel, Database             | March 2013                     |
| Combined stress scenario adjustment  | Not published               | PDF, Excel, Database             | March 2013                     |
| Other risk charges   | Not published               | PDF, Excel, Database             | March 2013                     |
| Capital base (LAGIC) of which:   | Not published               | PDF, Excel, Database             | March 2013                     |
| Tier 2 Capital   | Not published               | PDF, Excel, Database             | March 2013                     |
| Capital base net of Tier 2 Capital (LAGIC)   | Not published               | PDF, Excel, Database             | March 2013                     |
| Capital in excess of prescribed capital amount (LAGIC)   | Not published               | PDF, Excel, Database             | March 2013                     |
| Pre-LAGIC capital  |                             |                                  |                                |
| Greater of solvency liability and MTV  | PDF, Excel                  | Database                         |                                |
| Expense reserve  | PDF, Excel                  | Database                         |                                |
| Sub total  | PDF, Excel                  | Database                         |                                |
| Solvency current termination value (SCTV)  | PDF, Excel                  | Database                         |                                |
| Greater of sub total and SCTV  | PDF, Excel                  | Database                         |                                |
| Other liabilities  | PDF, Excel                  | Database                         |                                |
| Total liabilities for solvency purposes  | PDF, Excel                  | Database                         |                                |
| Net solvency resilience reserve  | PDF, Excel                  | Database                         |                                |
| Other significant items - solvency <sup>a</sup>  | PDF, Excel                  | Database                         |                                |
| Surplus or deficit of total assets over solvency requirement   | PDF, Excel                  | Database                         |                                |
| Greater of capital adequacy and CTV  | PDF, Excel                  | Database                         |                                |
| Other liabilities  | PDF, Excel                  | Database                         |                                |
| Total liabilities for capital adequacy purposes  | PDF, Excel                  | Database                         |                                |
| Capital adequacy inadmissible assets reserve   | PDF, Excel                  | Database                         |                                |
| Net capital adequacy resilience reserve  | PDF, Excel                  | Database                         |                                |
| Sub total  | PDF, Excel                  | Database                         |                                |
| Solvency requirement   | PDF, Excel                  | Database                         |                                |
| Greater of sub total and solvency requirement  | PDF, Excel                  | Database                         |                                |
| Other significant items - capital adequacy <sup>a</sup>  | PDF, Excel                  | Database                         |                                |
| Surplus or deficit of total assets over capital adequacy requirement   | PDF, Excel                  | Database                         |                                |

Statistics that are currently collected by APRA but will be published for the first time

New statistics that will be collected through the LAGIC reporting framework

| Capital adequacy   |               |                      |            |
|--|---------------|----------------------|------------|
| Total general funds  |               |                      |            |
| <b>LAGIC capital</b>   |               |                      |            |
| Prescribed capital amount (LAGIC)                                  | Not published | PDF, Excel, Database | March 2013 |
| Capital base (LAGIC)   | Not published | PDF, Excel, Database | March 2013 |
| Capital in excess of prescribed capital amount (LAGIC)             | Not published | PDF, Excel, Database | March 2013 |
| Prescribed capital amount coverage (%)                             | Not published | PDF, Excel           | March 2013 |
| <b>Pre-LAGIC capital</b>   |               |                      |            |
| Total liabilities for management capital purposes                  | PDF, Excel    | Database             |            |
| Management capital inadmissible assets reserve                     | PDF, Excel    | Database             |            |
| Management capital resilience reserve                              | PDF, Excel    | Database             |            |
| Shareholders' fund solvency requirement                            | PDF, Excel    | Database             |            |
| Other significant items - management capital <sup>a</sup>          | PDF, Excel    | Database             |            |
| <b>Total management capital requirement</b>                        | PDF, Excel    | Database             |            |
| Management capital reserve   | PDF, Excel    | Database             |            |
| Prudential capital requirement - prescribed minimum capital amount | PDF, Excel    | Database             |            |

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New statistics that will be collected through the LAGIC reporting framework



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