



Life Insurance Market Statistics

December 2003

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

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LIFE OFFICE MARKET REPORT

Year ended 31 December 2003

Source: APRA Market Statistics and Asset Diskette, APRA Superannuation Trends, December 2003.

Total Business

Assets	Premium Income	Companies
\$ 189.4 b	\$ 32.1 b	39

Super Assets in Life Offices

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

	Dec-03	Dec-02
Super Assets Managed by Life Offices	\$ 159.7 b	\$ 155.9 b
% of Life Office Assets Backing Australian Liabilities	87%	87%
% of All Super Assets	28%	31%

Premium Movements - Australian Business

\$ million	Contractual Regular Premium Business							Other Business	
	In Force at Beginning of Period	Increases in the Period	Decreases in the Period				Other Movements	In Force at End of Period	New Single Premiums
			Claim	Maturity	Voluntary Discontinuance	Other			
Ordinary	2,888	565	7	13	405	-11	45	3,085	1,200
Super	3,917	777	4	21	604	5	-76	3,985	23,855
Total	6,805	1,342	11	34	1,009	-6	-31	7,069	25,054

Industry Structure

Group	Statutory Fund Assets						Total Premiums - Australian Business *		
	Backing Australian Liabilities			Backing Total Liabilities			Group	\$m	Industry Share
	\$b	Annual Change	Industry Share	\$b	Industry Share				
1 AMP	51.0	2%	28%	53.2	28%	1 AMP	7,311	23%	
2 National Aust / MLC	34.4	6%	19%	34.4	18%	2 National Aust / MLC	6,281	20%	
3 Colonial / CBA	23.5	-3%	13%	23.8	13%	3 ING / ANZ	3,980	12%	
4 ING / ANZ	20.5	7%	11%	20.7	11%	4 Colonial / CBA	2,955	9%	
5 National Mutual / AXA	14.7	-2%	8%	16.6	9%	5 Westpac	2,672	8%	
6 Westpac	11.4	3%	6%	11.4	6%	6 National Mutual / AXA	2,482	8%	
7 Aviva	4.5	6%	2%	4.5	2%	7 Macquarie Life	1,377	4%	
8 Zurich Life	4.2	-12%	2%	4.2	2%	8 Citicorp Life	912	3%	
9 Challenger Life	3.6	6%	2%	3.6	2%	9 Aviva	648	2%	
10 Suncorp Life & Super	3.2	2%	2%	3.2	2%	10 Zurich Life	613	2%	
Top 3 Groups	108.9	2%	59%	111.4	59%	Top 3 Groups	17,573	55%	
Top 10 Groups	171.0	2%	93%	175.7	93%	Top 10 Groups	29,233	91%	
Foreign-Owned Groups	53.6	3%	29%	55.9	30%	Foreign-Owned Groups	10,121	32%	
Bank-Owned Groups	73.9	2%	40%	74.3	39%	Bank-Owned Groups	14,225	44%	
Total Industry	184.5	2%		189.4		Total Industry	32,124		
of which overseas assets	26.6	-11%	14%	31.1	16%				

Notes: (1) From 1 October 2003, Norwich Union became known as Aviva.

* Sum of regular in force premiums at end of period and new single premiums.

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

	Assets Under Management			Premium Income			Policy Payments	
	Superannuation	Ordinary	Total	Superannuation	Ordinary	Superannuation	Ordinary	
	\$ million			\$ million			\$ million	
<i>Individual Business</i>								
Investment Account	8,735	1,728	10,463	700	100	1,509	340	
Investment Linked	59,828	4,272	64,100	9,550	225	8,949	746	
Allocated Annuity - Non-Inv Linked	1,176	0	1,176	221	0	379	0	
Allocated Annuity - Inv Linked	15,439	0	15,439	1,790	0	2,812	0	
Other Annuity - Lifetime	3,779	559	4,338	249	7	319	80	
Other Annuity - Term	5,883	2,446	8,329	1,930	948	1,595	1,209	
<i>Group Business</i>								
Investment Account	9,556	5	9,561	1,635	0	1,716	1	
Investment Linked	35,452	22	35,474	11,117	0	11,453	2	
Allocated Annuity - Non-Inv Linked	344	0	344	96	0	91	0	
Allocated Annuity - Inv Linked	587	0	587	171	0	390	0	
Other Annuity	78	1	78	0	0	0	0	

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

New Business Premium - Australian Business

Group	Ordinary				Superannuation				Australian Liabilities		
	Single	Regular	Total	industry share	Single	Regular	Total	industry share	Asset Structure		
	\$ million				\$ million				Dec-03		
1 Citicorp Life	417	18	435	25%	1 AMP	6,440	27	6,467	26%	Investment Linked	\$ 120.1 b
2 Westpac	349	62	411	23%	2 National Aust / MLC	5,687	41	5,727	23%	Non-Investment Linked	\$ 64.4 b
3 Colonial / CBA	167	81	248	14%	3 ING / ANZ	3,398	42	3,440	14%	<i>Total</i>	\$ 184.5 b
4 ING / ANZ	107	52	159	9%	4 Westpac	1,620	118	1,738	7%		
5 National Aust / MLC	4	81	85	5%	5 Colonial / CBA	1,469	230	1,699	7%		
6 National Mutual / AXA	19	56	74	4%	6 Macquarie Life	1,376	0	1,377	6%		
7 AMP	12	42	53	3%	7 National Mutual / AXA	1,249	118	1,366	6%		
8 Norwich Union	32	21	53	3%	8 Challenger Life	588	0	588	2%		
9 AIG	11	28	39	2%	9 Citicorp Life	420	15	435	2%		
10 Promina	7	31	38	2%	10 Norwich Union	294	93	387	2%		
Top 3 Groups (by Total)	933	161	1,095	62%	Top 3 Groups (by Total)	15,525	109	15,635	63%		
Top 10 Groups (by Total)	1,125	471	1,596	90%	Top 10 Groups (by Total)	22,541	684	23,225	94%		
Foreign-Owned Groups	659	273	931	53%	Foreign-Owned Groups	6,116	336	6,452	26%		
Bank-Owned Groups	937	253	1,191	67%	Bank-Owned Groups	10,572	405	10,977	45%		
Total	1,200	565	1,765		Total	23,855	777	24,632			

Market Statistics : Premium Income

Total Business

1 January 2003 to 31 December 2003

Product Type	Contractual Regular Premium Business						Other Business		
	In Force at Beginning of Period	Increases in the Period	Decreases in the Period				Other Movements	In Force at End of Period	New Single Premiums
			Claim	Maturity	Voluntary Discontinuance	Other			
(\$'000)									
<i>Individual Business</i>									
Conventional	498,326	21,287	2,349	15,876	41,855	1,413	990	459,111	205
Investment Account	283,577	9,870	886	4,226	30,824	-890	3,115	261,517	524,714
Investment Linked	1,081,188	46,547	1,589	9,655	112,610	16,105	-4,339	983,436	8,695,539
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	162,338
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	1,836,869
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	259,371
Other Annuity - Term	0	0	0	0	0	0	0	0	2,507,135
Risk - Lump Sum	1,765,526	393,401	5,151	941	227,918	-13,212	30,441	1,968,570	61,998
Risk - Income	835,729	167,138	365	150	117,962	-7,801	15,446	907,637	2,239
<i>Group Business</i>									
Investment Account	347,741	95,060	175	1,326	85,285	-4,777	-2,475	358,316	1,606,483
Investment Linked	1,167,534	362,159	283	1,246	256,627	-5,878	-55,830	1,221,586	8,964,471
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	120,154
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	169,787
Other Annuity	0	0	0	0	0	0	0	0	0
Risk	825,131	246,848	214	223	135,421	8,800	-18,105	909,216	143,185
Total for Class	6,804,751	1,342,311	11,012	33,643	1,008,501	-6,240	-30,757	7,069,389	25,054,488

Market Statistics : Premium Income

Ordinary Business

1 January 2003 to 31 December 2003

Product Type	Contractual Regular Premium Business						Other Business		
	In Force at Beginning of Period	Increases in the Period	Decreases in the Period				Other Movements	In Force at End of Period	New Single Premiums
			Claim	Maturity	Voluntary Discontinuance	Other			
(\$'000)									
<i>Individual Business</i>									
Conventional	358,067	20,426	2,073	9,064	26,896	1,093	1,104	340,472	163
Investment Account	40,317	847	64	876	4,502	69	308	35,961	18,534
Investment Linked	155,089	4,714	184	2,497	24,783	2,055	2,952	133,237	117,181
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	0
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	-23
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	6,336
Other Annuity - Term	0	0	0	0	0	0	0	0	956,908
Risk - Lump Sum	1,327,215	311,975	4,158	518	189,627	-10,152	23,288	1,478,328	61,916
Risk - Income	833,039	166,993	361	129	117,791	-7,862	15,439	905,052	2,239
<i>Group Business</i>									
Investment Account	75	0	0	0	0	0	-35	40	114
Investment Linked	0	0	0	0	0	0	0	0	0
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	0
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	0
Other Annuity	0	0	0	0	0	0	0	0	0
Risk	174,375	60,187	26	0	40,922	3,976	1,946	191,585	36,350
Total for Class	2,888,177	565,142	6,866	13,084	404,520	-10,823	45,003	3,084,675	1,199,718

Market Statistics : Premium Income

Superannuation Business

1 January 2003 to 31 December 2003

Product Type	Contractual Regular Premium Business						Other Business		
	In Force at Beginning of Period	Increases in the Period	Decreases in the Period				Other Movements	In Force at End of Period	New Single Premiums
			Claim	Maturity	Voluntary Discontinuance	Other			
(\$'000)									
<i>Individual Business</i>									
Conventional	140,259	861	277	6,812	14,959	320	-114	118,638	42
Investment Account	243,260	9,023	821	3,350	26,321	-959	2,807	225,556	506,180
Investment Linked	926,099	41,833	1,405	7,159	87,828	14,051	-7,291	850,199	8,578,358
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	162,338
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	1,836,892
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	253,035
Other Annuity - Term	0	0	0	0	0	0	0	0	1,550,227
Risk - Lump Sum	438,310	81,426	993	423	38,292	-3,060	7,153	490,242	82
Risk - Income	2,690	145	4	21	171	61	7	2,585	0
<i>Group Business</i>									
Investment Account	347,666	95,060	175	1,326	85,285	-4,777	-2,440	358,276	1,606,369
Investment Linked	1,167,534	362,159	283	1,246	256,627	-5,878	-55,830	1,221,586	8,964,471
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	120,154
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	169,787
Other Annuity	0	0	0	0	0	0	0	0	0
Risk	650,756	186,661	188	223	94,499	4,825	-20,051	717,631	106,835
Total for Class	3,916,574	777,170	4,146	20,560	603,981	4,583	-75,760	3,984,714	23,854,770