



# Life Insurance Market Statistics

## June 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

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

Year ended 30 June 2003

## Total Business

Assets	Premium Income	Companies
\$ 186.5 b	\$ 34.5 b	40

## Super Assets in Life Offices

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

	Jun-03	Jun-02
Super Assets Managed by Life Offices	\$ 156.3 b	\$ 156.9 b
% of Life Office Assets Backing Australian Liabilities	86%	86%
% of All Super Assets	29%	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	2,704	548	7	14	413	-4	160	2,983	1,289
Super	4,686	1,192	6	31	750	26	-97	4,967	25,211
<b>Total</b>	<b>7,390</b>	<b>1,740</b>	<b>14</b>	<b>45</b>	<b>1,163</b>	<b>22</b>	<b>63</b>	<b>7,950</b>	<b>26,500</b>

## 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	51.3	-1%	28%	53.6	29%	1 AMP	7,530	22%	
2 National Aust / MLC	33.0	2%	18%	33.0	18%	2 National Aust / MLC	6,545	19%	
3 Colonial / CBA	23.3	-7%	13%	23.7	13%	3 ING / ANZ	4,250	12%	
4 ING / ANZ	19.3	-	11%	19.4	10%	4 Colonial / CBA	3,052	9%	
5 National Mutual / AXA	14.9	-2%	8%	16.8	9%	5 Westpac	2,972	9%	
6 Westpac	11.1	28%	6%	11.1	6%	6 National Mutual / AXA	2,850	8%	
7 Zurich Life	4.5	-11%	2%	4.5	2%	7 Macquarie Life	1,612	5%	
8 Norwich Union	4.4	-	2%	4.4	2%	8 Citicorp Life	974	3%	
9 Challenger Life	3.3	30%	2%	3.3	2%	9 Zurich Life	902	3%	
10 Suncorp Life & Super	3.2	-2%	2%	3.2	2%	10 Challenger Life	814	2%	
Top 3 Groups	107.7	-2%	59%	110.2	59%	Top 3 Groups	18,326	53%	
Top 10 Groups	168.2	0%	93%	172.9	93%	Top 10 Groups	31,502	91%	
Foreign-Owned Groups	52.4	-6%	29%	54.7	29%	Foreign-Owned Groups	11,138	32%	
Bank-Owned Groups	72.1	2%	40%	72.4	39%	Bank-Owned Groups	15,174	44%	
<b>Total Industry</b>	<b>181.5</b>	<b>-1%</b>		<b>186.5</b>		<b>Total Industry</b>	<b>34,450</b>		
<i>of which overseas assets</i>	28.5	-11%	16%	33.2	18%				

Notes : (1) On 31 October 2002, Westpac Financial Services Group Limited, a subsidiary of Westpac Banking Corporation acquired BT Life

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

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

	Assets Under Management			Premium Income		Policy Payments	
	Superannuation	Ordinary	Total	Superannuation	Ordinary	Superannuation	Ordinary
	\$ million			\$ million		\$ million	
<i>Individual Business</i>							
Investment Account	9,055	1,816	10,871	901	139	1,676	384
Investment Linked	57,048	4,296	61,344	11,680	235	10,307	934
Allocated Annuity - Non-Inv Linked	1,357	0	1,357	346	0	427	0
Allocated Annuity - Inv Linked	14,984	0	14,984	2,443	0	3,871	0
Other Annuity - Lifetime	3,784	611	4,395	209	14	304	114
Other Annuity - Term	5,816	2,576	8,392	1,986	1,037	1,419	952
<i>Group Business</i>							
Investment Account	9,778	5	9,783	2,010	0	1,755	1
Investment Linked	33,664	22	33,686	10,847	0	11,032	2
Allocated Annuity - Non-Inv Linked	343	0	343	114	0	85	0
Allocated Annuity - Inv Linked	571	0	571	186	0	130	0
Other Annuity	94	1	95	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				Jun-03		
1 Citicorp Life	442	21	463	25%	1 AMP	6,658	18	6,676	25%	Investment Linked	\$ 116.3 b
2 Westpac	391	55	446	24%	2 National Aust / MLC	5,970	33	6,003	23%	Non-Investment Linked	\$ 65.3 b
3 Colonial / CBA	125	84	209	11%	3 ING / ANZ	2,614	367	2,981	11%	<i>Total</i>	\$ 181.5 b
4 ING / ANZ	109	41	150	8%	4 Westpac	1,933	136	2,069	8%		
5 Zurich Life	87	16	103	6%	5 Colonial / CBA	1,634	282	1,916	7%		
6 National Aust / MLC	3	85	88	5%	6 National Mutual / AXA	1,587	165	1,752	7%		
7 National Mutual / AXA	21	61	81	4%	7 Macquarie Life	1,611	0	1,612	6%		
8 Norwich Union	28	21	49	3%	8 Challenger Life	814	0	814	3%		
9 AMP	7	42	49	3%	9 Zurich Life	537	16	553	2%		
10 AIG	17	26	43	2%	10 Citicorp Life	452	29	480	2%		
Top 3 Groups (by Total)	958	160	1,119	61%	Top 3 Groups (by Total)	15,242	418	15,660	59%		
Top 10 Groups (by Total)	1,231	451	1,682	92%	Top 10 Groups (by Total)	23,810	1,045	24,855	94%		
Foreign-Owned Groups	751	260	1,011	55%	Foreign-Owned Groups	6,034	703	6,737	26%		
Bank-Owned Groups	962	253	1,214	66%	Bank-Owned Groups	11,600	479	12,079	46%		
<b>Total</b>	<b>1,287</b>	<b>548</b>	<b>1,835</b>		<b>Total</b>	<b>25,211</b>	<b>1,192</b>	<b>26,403</b>			

## Market Statistics : Premium Income

### Total Business

1 July 2002 to 30 June 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	522,532	18,484	2,288	17,112	44,939	1,920	81	474,839	138
Investment Account	447,038	36,892	1,488	6,970	42,577	-7,645	-2,016	438,524	585,622
Investment Linked	1,787,496	299,263	2,348	15,926	212,704	45,110	2,264	1,812,935	8,286,085
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	261,636
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	2,057,986
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	204,724
Other Annuity - Term	0	0	0	0	0	0	0	0	2,843,111
Risk - Lump Sum	1,606,547	380,285	4,932	1,025	230,537	-14,650	92,709	1,857,697	280,455
Risk - Income	716,715	157,518	356	188	120,976	-8,255	108,832	869,799	834
<i>Group Business</i>									
Investment Account	334,590	92,819	175	1,290	75,897	-932	-12,998	337,980	1,999,776
Investment Linked	1,168,550	508,215	353	1,919	320,484	-5,707	-60,249	1,299,467	9,623,159
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	116,730
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	122,080
Other Annuity	0	0	0	0	0	0	0	0	0
Risk	806,537	246,499	1,597	200	114,688	11,808	-66,026	858,717	117,762
<b>Total for Class</b>	<b>7,390,004</b>	<b>1,739,974</b>	<b>13,536</b>	<b>44,629</b>	<b>1,162,802</b>	<b>21,649</b>	<b>62,597</b>	<b>7,949,958</b>	<b>26,500,098</b>

## Market Statistics : Premium Income

### Ordinary Business

1 July 2002 to 30 June 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	370,490	17,844	2,008	8,604	27,449	1,554	32	348,752	86
Investment Account	47,877	1,357	106	994	5,657	-645	-186	42,937	25,979
Investment Linked	175,081	5,464	182	3,400	28,696	2,745	329	145,853	101,375
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	378
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	0
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	12,875
Other Annuity - Term	0	0	0	0	0	0	0	0	839,788
Risk - Lump Sum	1,206,007	306,067	4,025	625	186,250	-7,670	68,970	1,397,815	280,384
Risk - Income	713,902	157,397	351	165	120,765	-8,363	108,821	867,201	834
<i>Group Business</i>									
Investment Account	0	0	0	0	0	0	43	43	434
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	190,678	60,067	481	0	43,733	7,950	-18,287	180,293	26,583
<b>Total for Class</b>	<b>2,704,036</b>	<b>548,194</b>	<b>7,153</b>	<b>13,787</b>	<b>412,549</b>	<b>-4,429</b>	<b>159,724</b>	<b>2,982,894</b>	<b>1,288,716</b>

## Market Statistics : Premium Income

### Superannuation Business

1 July 2002 to 30 June 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	152,042	640	280	8,508	17,490	366	49	126,086	52
Investment Account	399,161	35,535	1,382	5,976	36,921	-7,000	-1,830	395,587	559,643
Investment Linked	1,612,414	293,800	2,166	12,526	184,009	42,365	1,934	1,667,083	8,184,710
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	261,258
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	2,057,986
Other Annuity - Lifetime	0	0	0	0	0	0	0	0	191,849
Other Annuity - Term	0	0	0	0	0	0	0	0	2,003,323
Risk - Lump Sum	400,539	74,218	906	400	44,287	-6,979	23,739	459,882	71
Risk - Income	2,813	121	5	23	211	108	11	2,598	0
<i>Group Business</i>									
Investment Account	334,590	92,819	175	1,290	75,897	-932	-13,041	337,937	1,999,342
Investment Linked	1,168,550	508,215	353	1,919	320,484	-5,707	-60,249	1,299,467	9,623,159
Allocated Annuity - Non-Inv Linked	0	0	0	0	0	0	0	0	116,730
Allocated Annuity - Inv Linked	0	0	0	0	0	0	0	0	122,080
Other Annuity	0	0	0	0	0	0	0	0	0
Risk	615,859	186,432	1,116	200	70,955	3,857	-47,739	678,424	91,179
<b>Total for Class</b>	<b>4,685,968</b>	<b>1,191,780</b>	<b>6,383</b>	<b>30,842</b>	<b>750,254</b>	<b>26,079</b>	<b>-97,127</b>	<b>4,967,064</b>	<b>25,211,381</b>