



Australian Prudential Regulation Authority

Life Insurance Market Statistics Year ending December 1998

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APRA Life Office Market Report Card

Year ended 31 December 1998

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

Total Business

Assets	Premium Income	Companies
\$ 168.1 b	\$ 34.1 b	45

Super Assets in Life Offices

Super assets managed by Life Offices
 % of Life Office assets backing Australian Liabilities
 % of all Super assets

	Dec-98	Dec-97
Super assets managed by Life Offices	\$ 130.7 b	\$ 120.5 b
% of Life Office assets backing Australian Liabilities	81%	79%
% of all Super assets	35%	36%

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			
<i>Ordinary</i>	2,341	418	6	12	346	-3	-143	2,541	2,406
<i>Super</i>	4,195	861	7	29	515	100	105	4,301	24,849
Total	6,536	1,280	13	41	861	98	-38	6,842	27,255

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	42.6	-2%	26%	45.7	27%	1 AMP	8,755	26%
2 Lend Lease	23.0	5%	14%	23.0	14%	2 Mercantile Mutual	3,577	10%
3 National Mutual	14.5	0%	9%	16.7	10%	3 Lend Lease	2,775	8%
4 Colonial Mutual	14.0	169%	9%	14.6	9%	4 Westpac Life	2,615	8%
5 Mercantile Mutual	11.4	39%	7%	11.4	7%	5 Commonwealth Life	2,514	7%
6 Commonwealth Life	8.7	18%	5%	8.7	5%	6 Colonial Mutual	2,321	7%
7 Westpac Life	6.9	32%	4%	6.9	4%	7 National Mutual	2,057	6%
8 Zurich Life	4.9	34%	3%	4.9	3%	8 Zurich Life	1,344	4%
9 GIO Life	4.2	7%	3%	4.2	3%	9 ANZ Life	1,209	4%
10 Norwich Union Life	3.8	2%	2%	3.8	2%	10 National Aust. Financial Mgt.	1,003	3%
Top 3 Groups	80.1	0%	50%	85.5	51%	Top 3 Groups	15,107	44%
Top 10 Groups	134.1	11%	83%	140.1	83%	Top 10 Groups	28,169	83%
Foreign Owned Groups	44.9	-9%	28%	47.3	28%	Foreign Owned Groups	9,922	29%
Bank Owned Groups	30.9	15%	19%	31.0	18%	Bank Owned Groups	9,158	27%
Total Industry	161.9	7%		168.1		Total Industry	34,097	
<i>of which overseas assets</i>	23.5	4%	15%	29.8	18%			

Notes : (1) Lend Lease includes MLC, MLC Lifetime and Australian Eagle Life (3) Colonial includes Legal and General effective July 1998 and Prudential effective September 1998.

(2) National Mutual includes Australian Casualty & Life

(4) AMP took control of GIO effective Jan 1999.

* Total Premiums are the regular inforce premiums at the end of the period plus the new single premiums.

Product Type - Australian Business

Assets under management

Premium Income

Policy Payments

	Assets under management			Premium Income		Policy Payments	
	Superannuation	Ordinary \$ million	Total	Superannuation \$ million	Ordinary	Superannuation \$ million	Ordinary
<i>Individual Business</i>							
Investment Account	12,320	3,484	15,803	2,111	485	2,423	661
Investment Linked	42,332	6,691	49,024	9,931	790	6,971	1,246
Allocated Annuity - Non-Inv Linked	654	0	654	147	0	71	0
Allocated Annuity - Inv Linked	9,532	0	9,532	2,781	0	1,013	0
Other Annuity - Lifetime	2,944	731	3,676	343	59	349	98
Other Annuity - Term	2,672	2,594	5,266	791	1,280	1,377	769
<i>Group Business</i>							
Investment Account	9,835	25	9,860	2,453	7	1,318	13
Investment Linked	30,915	31	30,946	9,176	0	7,395	593
Allocated Annuity - Non-Inv Linked	570	0	570	38	0	50	0
Allocated Annuity - Inv Linked	106	0	106	39	0	13	0
Other Annuity	10	5	15	10	5	0	0

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

New Business Premium - Australian Business

Group	Ordinary				Group	Superannuation				Australian Liabilities	
	Single	Regular	Total	industry share		Single	Regular	Total	industry share	Asset Structure	
										Dec-98	
	\$m	\$m	\$m		\$m	\$m	\$m				
1 Westpac	1,017	22	1,039	37%	1 AMP	7,501	21	7,523	29%	Investment linked	\$ 94.9 b
2 Mercantile Mutual	343	36	379	13%	2 Mercantile Mutual	2,498	146	2,645	10%	Non-investment linked	\$ 67.0 b
3 Colonial Mutual	203	53	256	9%	3 Lend Lease	2,359	15	2,373	9%	<i>Total</i>	\$ 161.9 b
4 Citicorp Life	155	5	160	6%	4 Commonwealth Life	2,243	106	2,349	9%		
5 AMP	91	31	122	4%	5 Westpac	1,365	70	1,435	6%		
6 ANZ Life	106	6	113	4%	6 Colonial Mutual	1,072	157	1,229	5%		
7 Deutsche Life	107	0	107	4%	7 ANZ Life	1,069	0	1,069	4%		
8 National Mutual	31	72	103	4%	8 Zurich Life	1,038	24	1,061	4%		
9 Lend Lease	47	24	71	3%	9 National Mutual	756	179	935	4%		
10 Norwich Union Life	52	14	66	2%	10 National Aust. Financial Mgt.	783	24	808	3%		
Top 3	1,562	112	1,674	59%	Top 3	12,358	183	12,541	49%		
Top 10	2,152	263	2,415	86%	Top 10	20,685	742	21,427	83%		
Foreign owned	800	229	1,029	36%	Foreign owned	5,870	428	6,298	24%		
Bank owned	1,420	67	1,487	53%	Bank owned	6,959	205	7,165	28%		
Total	2,406	418	2,824		Total	24,849	861	25,710			