

Industry Size & Capital Strength



\$17.9b

Direct Premium as at 30 June 2022, an increase of +1.4% from \$17.6bn in prior year

41.7%

Inwards reinsurance Premiums as a proportion of Direct Insurers premiums as at 30 June 2022, an increase of 0.6% from 41.1% in the prior year[^].

31.5m

The sum of lives insured across cover and channel types as at 31 December 2021, a decrease of 2% from 32.2m in the prior year^{^^}.

-9m

Reduction in the sum of lives insured across cover types in the Group Super channel in the three years to 31 December 2021^{^^}.

2.0

The industry capital coverage ratio has increased from 1.9 in the prior year.

Industry Profits



\$0.6b

Profit across the Life Insurance industry in the 12 months to June 2022. In the prior year \$0.6bn of profits were reported^{^^^}.

+\$1.2b

Increase in profit on Risk Products from the prior year. The profits totalled \$1.2bn as at 30 June 2022.

-\$1.2b

Decrease in profit on Non-Risk Products from the prior year. The losses totalled -\$0.6bn as at 30 June 2022.

\$1.1b

Profits on Retail Disability Income as at 30 June 2022. The losses totalled \$0.3bn as at 30 June 2021.

-\$0.1b

Losses on Group Lump Sum, which is the only loss-making Risk Product.

Product Revenue & Distribution



71%

Proportion of Risk Product Net premium relating to Lump Sum (Retail & Group) as at 30 June 2022.

61%

Annual premium sold through Individual channels (as opposed to Group) as at 31 December 2021. 52% of the market is sold through the individual advised channel.

-2.6%

Reduction in new business volumes at 31 December 2021 compared to the prior year^{^^^^}.

68%

Proportion of Risk Product Gross Annual Premium written by top five companies (as at 31 December 2021).

50%

Proportion of Risk Product Gross Annual Premium relating to Superannuation business.

Customer Impact



+8.3%

Increase in the average premium per policy for Risk Products in the 12 months to 31 December 2021.

+19%

Increase in the Individual Disability Insurance average premium per policy in the two years to 31 December 2021.

97-98%

Acceptance rates for death cover (Group and Retail).

9-16%

Decline rates for TPD (Group and Retail). These have been broadly stable across the industry over the last 12 months.

-2.2%

Reduction in the lapse rate at 31 December 2021 compared to the prior year^{^^^^}.

[^] The statistic represents the proportions of direct premiums reinsured within the Australian Market.

^{^^} Calculated as the sum of lives insured across each cover and channel types. This doesn't represent the number of individuals insured (as an individual may have multiple covers).

^{^^^} Reflects profits of Life Insurance Statutory Funds, as opposed to the Entity in the APRA Performance Statistics.

^{^^^^} Calculated as a weighted average rate across different cover and channel types using the APRA Claims and Dispute statistics which contains only Risk Products.