

Industry size & capital strength



\$18.6b

Direct Premium as at 30 June 2023, an increase of +4.1% from \$17.9b in the prior year.

35.7%

Inwards reinsurance Premiums as a proportion of Direct Insurers premiums as at 30 June 2023, a decrease of 10.8% from 41.7% in the prior year.¹

31.5m

The sum of lives insured across cover and channel types as at 31 December 2022, which remains stable as the prior year.²

-9m

Reduction in the sum of lives insured across cover types in the Group Super channel in the three years to 31 December 2022.²

2.0

The industry capital coverage ratio which remains stable as the prior year.

Industry profits



\$1.2b

Profit across the Life Insurance industry in the 12 months to June 2023. In the prior year \$0.6b of profits were reported.³

-\$0.8b

Decrease in profit on Risk Products from the prior year. The profits totalled \$0.4b as at 30 June 2023.

+\$1.3b

Increase in profit on Non-Risk Products from the prior year. The profits totalled \$0.7b as at 30 June 2023.

-\$0.2b

Profits on Retail Risk as at 30 June 2023. (\$0.2b on IDII and -\$0.4b on Lump Sum Risk).

-\$0.3b

Losses experienced by reinsurers.⁴ 5 of the 7 reinsurers reported losses.

Product revenue & distribution



70%

Proportion of Risk Product Net premium relating to Lump Sum (Group and Retail) as at 30 June 2023.

61%

Annual premium sold through Individual channels (as opposed to Group) at 31 December 2022. 52% of the market is sold through the individual advised channel.

-0.2%

Decrease in new business volumes at 31 December 2022 compared to the prior year.⁴

84%

Proportion of Risk Product Gross Annual Premium written by top 5 companies (as at 31 December 2022).

50%

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

Customer impact



+3%

Increase in the average premium per policy for Risk Products in the 12 months to 31 December 2022.

+15%

Increase in the Individual Disability Insurance average premium per policy in the two years to 31 December 2022.

97-98%

Acceptance rates for Death cover (Group and Retail).

6-13%

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

+1.8%

Increase in the lapse rate at 31 December 2022 compared to the prior year.⁴

¹ The statistic represents the proportions of direct premiums reinsured within the Australian market.

² Calculated as the sum of lives insured across each cover and channel type. This doesn't represent the number of individuals insured (as an individual may have multiple covers).

³ Reflects profits of Life Insurance Statutory Funds, as opposed to the Entity in the APRA Performance Statistics.

⁴ Calculated as a weighted average rate across different cover and channel types using the APRA Claims and Dispute statistics which contains only Risk Products.