

Milliman Analysis of Life Assurance Business from the Insurance Statistical Review 2012



March 2014

In this briefing note we outline the headlines from the Central Bank's 2012 'Blue Book' for life assurance undertakings with their head offices in Ireland.

INTRODUCTION

The Central Bank of Ireland publishes the Insurance Statistical Review (commonly referred to as the 'Blue Book') each year, which contains summary statistics on the insurance industry in Ireland. The 2012 review was published in December 2013.

In this Briefing Note we highlight trends in new business sales and premium income.

HEADLINES

The following are some of the headline results for **Irish Risk Business** written by Irish head-office undertakings during 2012:

- Total new business premiums (gross of reinsurance) fell by 9% to €4.6 billion in 2012, down from €5 billion in 2011.
- Total premium income (net of reinsurance) remained at €8.3 billion in 2012, as in 2011.
- Total life assurance funds increased from €60.8 billion at the start of the year to €65.8 billion at the end of 2012, an increase of 8%.

The following are some of the headline results for **Foreign Risk Business**, written by Irish head-office undertakings during 2012:

- Total new business premiums (gross of reinsurance) rose by 3% to €16.6 billion in 2012, up from €16.1 billion in 2011.
- Total premium income (net of reinsurance) rose by 5% to €17.5 billion in 2012, up from €16.6 billion in 2011.
- Total life assurance funds increased from €80.8 billion at the start of the year to €89.4 billion at the end of 2012, an increase of 11%.

TOP 5 – IRISH RISK BUSINESS

The five Irish risk companies with the highest new business premiums (gross of reinsurance) in 2012 were:

IRISH RISK BUSINESS 2012 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
Irish Life	1,247
New Ireland	1,135
Zurich Life Assurance	886
Aviva Life & Pensions	549
Canada Life Assurance (Ireland)	331
Total	4,148

These five companies represent 90% of the total new business premium (gross of reinsurance) for Irish Risk Business written by Irish head-office undertakings in 2012.

In 2011 the companies with the highest new business premiums (gross of reinsurance) were:

IRISH RISK BUSINESS 2011 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
Irish Life	1,320
New Ireland	1,101
Zurich Life Assurance	977
Aviva Life & Pensions	449
Ark	423
Total	4,270

These five companies represented 85% of the total new business premium (gross of reinsurance) for Irish Risk Business written by Irish head-office undertakings in 2011.

Ark Life stopped writing new business in 2012 and AIB signed a distribution agreement with Irish Life for future new business.

TOP 5 – FOREIGN RISK BUSINESS

The five foreign risk companies with the highest new business premiums (gross of reinsurance) in 2012 were:

FOREIGN RISK BUSINESS 2012 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
AXA MPS	2,735
Intesa Sanpaolo Life	2,056
Metlife Europe	1,626
Darta Life	1,262
Zurich Life Assurance	1,057
Total	8,736

These five companies represent 53% of the total new business premium (gross of reinsurance) for Foreign Risk Business written by Irish head-office undertakings in 2012.

In 2011 the companies with the highest new business premiums (gross of reinsurance) were:

FOREIGN RISK BUSINESS 2011 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
The Lawrence Life Assurance Co	1,888
AXA MPS	1,872
Intesa Sanpaolo Life	1,666
Metlife Europe	1,220
Standard Life International	1,064
Total	7,709

These five companies represented 48% of the total new business premium (gross of reinsurance) for Foreign Risk Business (excluding undertakings with a head office in other EU states) in 2011.

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APPENDIX A

We have analysed the following tables from the Central Bank's 'Blue Book' for life assurance undertakings with their head offices in Ireland:

- Table 2 New Life and Industrial Assurance Business (Gross)
- Table 3 Life Assurance Business Revenue Accounts

Table 2: New Life and Industrial Assurance Business (Gross)
Effected During The Year 2012

NAME OF UNDERTAKING	LIFE ASSURANCE BUSINESS								INDUSTRIAL ASSURANCE BUSINESS		TOTAL BUSINESS	
	Linked				Non-Linked				No. of Policies	Premiums €'000	Total No. of Contracts	Total Premiums €'000
	No. of Contracts	Single Premium €'000	No. of Contracts	Annual Premiums €'000	No. of Contracts	Single Premium €'000	No. of Contracts	Annual Premiums €'000				
Undertakings with their Head Offices in Ireland (Irish Risk Business)												
Acorn	536	25,959	3,041	6,132	-	-	-	-	-	-	3,577	32,091
Ark	1,893	95,005	284	2,710	-	-	3,067	2,947	-	-	5,244	100,662
Aviva Life & Pensions	5,046	448,382	2,238	15,791	557	79,101	3,786	5,885	-	-	11,627	549,159
AXA Life Europe	58	7,367	-	-	-	-	-	-	-	-	58	7,367
Canada Life Ass. (Ireland)	3,224	306,518	1,702	14,209	200	8,110	2,684	2,074	-	-	7,810	330,911
CUNA Mutual Life	-	-	-	-	-	-	16	6	-	-	16	6
Friends First Man. Pen. Funds	3,137	164,885	1,387	6,140	-	-	185	13	-	-	4,709	171,038
Friends' First Life Ass. Co.	2,134	125,483	258	1,540	93	4,549	8,194	6,062	-	-	10,679	137,634
HSBC Life	3	1,647	-	-	-	-	-	-	-	-	3	1,647
IBRC Assurance	2	151	-	-	-	-	-	-	-	-	2	151
Irish Life	16,423	1,006,963	3,944	56,923	3,629	144,757	39,807	38,404	-	-	63,803	1,247,047
New Ireland	15,229	908,453	9,488	84,695	1,646	115,427	35,518	26,491	-	-	61,881	1,135,066
Quinn Life	-	-	19	261	-	-	-	-	-	-	19	261
Union Heritage Life	-	-	-	-	30	-	16	3	-	-	46	3
Zurich Life Assurance	14,842	712,239	7,741	48,229	1,355	97,790	20,198	27,420	-	-	44,136	885,678
TOTAL (a)	62,527	3,803,052	30,102	236,630	7,510	449,734	113,471	109,305	-	-	213,610	4,598,721

Undertakings with their Head Offices in Ireland (Foreign Risk Business)												
Aegon Ireland	2,491	463,239	13	2,645	-	-	-	-	-	-	2,504	465,884
Allianz Global	3,627	199,729	-	-	1	4,374	-	-	-	-	3,628	204,103
Arca Vita	150	72,740	-	-	-	-	-	-	-	-	150	72,740
Augura Life	64	5,758	-	-	-	-	-	-	-	-	64	5,758
Aviva Life International	-	-	-	-	-	6,201	-	-	-	-	-	6,201
AXA Life Europe	3,221	411,169	8,990	13,403	-	-	758	935	-	-	12,969	425,507
AXA MPS	158,538	2,722,781	1,455	12,177	-	-	-	-	-	-	159,993	2,734,958
AZ Life Limited	3,881	788,353	-	-	-	-	-	-	-	-	3,881	788,353
Barclays Assurance	-	-	-	-	-	-	3	-	-	-	3	-
CACI Life Limited	-	-	-	-	12	211,203	-	-	-	-	12	211,203
Canada Life Ass. Europe Ltd	2,332	62,753	18,961	43,958	-	-	1,249	833	-	-	22,542	107,544
Cattolica Life Limited	10,471	142,709	66	181	-	-	-	-	-	-	10,537	142,890
CNP Europe	-	8,456	-	-	2	70,093	-	-	-	-	2	78,549
CUNA Mutual Life	-	-	-	-	-	-	2,167	808	-	-	2,167	808
Darta Life	11,367	1,260,161	604	1,655	-	-	-	-	-	-	11,971	1,261,816
Eagle Star European	1	157	213	2,737	-	-	-	-	-	-	214	2,894
Euroben	-	-	-	-	164	1,434	-	-	-	-	164	1,434
Generali PanEurope Limited	236	768,752	258	3,397	-	-	1,593	22,021	-	-	2,087	794,171
Handelsbanken	102	20,097	-	-	-	-	-	-	-	-	102	20,097
Hansard	411	35,561	248	2,212	-	-	-	-	-	-	659	37,773
Hartford Life	-	231	-	-	22	1,971	-	-	-	-	22	2,202
HSBC Life	357	90,273	10	166	-	-	-	-	-	-	367	90,439
Inora Life Limited	50	3,753	-	107	-	-	-	-	-	-	50	3,860
Intesa SanPaolo Life Ltd	47,379	2,056,494	-	-	-	-	-	-	-	-	47,379	2,056,494
Legal & General Intl. Ireland	795	627,641	-	-	-	-	-	-	-	-	795	627,641
Mediolanum International	6,660	161,257	5,578	17,139	-	-	-	-	-	-	12,238	178,396
Metlife Europe	11,762	1,449,595	263	285	3,562	144,710	70,491	31,004	-	-	86,078	1,625,594
Prudential International	2,295	379,937	64	500	-	3,294	-	-	-	-	2,359	383,731
Santander Insurance Life	-	-	-	-	1	229,530	1	1,206	-	-	2	230,736
SEB Life (Ireland)	298	200,221	-	1,697	-	-	-	-	-	-	298	201,918
Seb Life International Ass Co Ltd	1,806	316,796	-	-	-	-	-	-	-	-	1,806	316,796
Sella Life	28	74,209	-	-	-	-	-	-	-	-	28	74,209
Skandia Life Ireland Limited	223	40,682	-	-	-	-	-	-	-	-	223	40,682
St. James's Place	1,846	404,556	246	12,835	-	-	-	-	-	-	2,092	417,391
Standard Life International	2,580	947,430	1	1	-	-	-	-	-	-	2,581	947,431
The Lawrence Life Ass.	24,336	723,176	-	-	-	-	-	-	-	-	24,336	723,176
UBS International Life Ltd	193	288,453	-	-	-	-	-	-	-	-	193	288,453
Zurich Life Assurance	11,438	1,047,398	1,867	4,646	-	-	11,879	4,810	-	-	25,184	1,056,854
TOTAL (b)	308,938	15,774,517	38,837	119,741	3,764	672,810	88,141	61,617	-	-	439,680	16,628,685

TOTAL (a) + (b) (Irish HO - Global Business)	371,465	19,577,569	68,939	356,371	11,274	1,122,544	201,612	170,922	-	-	653,290	21,227,406
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Table 3: Life Assurance Business Revenue Accounts (Net) for the Year 2012 (€'000)

NAME OF UNDERTAKING	INCOME							Claims			
	Premiums			Investment Income	Changes in Asset	Miscellaneous	Total Income	Deaths	Maturities	Surrenders	Total Claims
	Single	Annual	Total Premiums								
Undertakings with their Head Offices in Ireland (Irish Risk Business)											
Acorn	18,098	47,552	65,650	5,436	46,429	505	118,020	9,392	-	63,075	72,467
Ark	95,014	140,701	235,715	59,794	273,549	2,976	572,034	21,734	13,147	489,607	524,488
Augura Life	127	47	174	260	901	-	1,335	126	197	276	599
Aviva Life & Pensions	527,482	165,110	692,592	171,430	410,352	-	1,274,374	36,080	229,124	657,750	922,954
AXA Life Europe	7,368	-	7,368	3	2,611	-	9,982	-	-	18,808	18,808
Canada Life Ass. (Ireland)	314,626	95,576	410,202	59,364	227,176	549,413	1,246,155	28,816	75,529	479,966	584,311
CUNA Mutual Life	-	5,214	5,214	-	-	-	5,214	4,211	-	-	4,211
ECCU	50,776	-	50,776	510	-	-	51,286	44,507	3,223	-	47,730
Friends First Man. Pen. Funds	219,942	40,398	260,340	48,453	47,734	-	356,527	4,753	8,912	350,461	364,126
Friends' First Life Ass. Co.	25,794	99,744	125,538	82,221	124,546	-	332,305	25,571	209,560	28,061	263,192
HSBC Life	1,647	-	1,647	-	2,293	828	4,768	-	-	14,920	14,920
IBRC Assurance	1,932	-	1,932	2,014	(9,303)	-	(5,357)	1,109	5,578	66,616	73,303
Irish Life	2,775,243	886,803	3,662,046	764,408	2,247,572	102,541	6,776,567	131,640	447,657	3,390,447	3,969,744
New Ireland	990,349	660,342	1,650,691	246,665	1,172,997	-	3,070,353	95,349	92,947	1,553,910	1,742,206
Quinn Life	848	2,549	3,397	1,912	9,104	1,971	16,384	-	-	28,513	28,513
Scottish Mutual International	23	460	483	-	283	5,046	5,812	2,057	-	30,875	32,932
Seb Life International Ass Co Ltd	-	-	-	-	(346)	-	(346)	-	-	182	182
Union Heritage Life	-	0	0	0	15	0	16	-	-	-	-
Zurich Life Assurance	829,900	330,618	1,160,517	220,913	610,524	739	1,992,693	33,807	244,798	787,394	1,065,999
TOTAL (a)	5,859,169	2,475,114	8,334,283	1,663,383	5,166,438	664,019	15,828,122	439,152	1,330,672	7,960,861	9,730,685

Undertakings with their Head Offices in Ireland (Foreign Risk Business)											
Aegon Ireland	468,735	2,916	471,651	37,724	252,392	135,770	897,537	20,232	3,134	393,457	416,823
Allianz Global	199,729	-	199,729	(15,464)	98,779	(8,390)	274,654	5,123	17,478	39,031	61,632
Arca Vita	72,740	-	72,740	209	34,538	-	107,487	3,880	96,938	46,388	147,206
Area Life International	-	7,163	7,163	6,632	17,184	2,070	33,049	1,594	19,621	34,722	55,937
Ark	-	380	380	381	-	-	761	24	-	-	24
Augura Life	5,561	127	5,688	-	9,999	-	15,687	822	-	9,598	10,420
Aviva Life International	6,201	-	6,201	18,028	92,585	(4,684)	112,130	9,657	975	114,439	125,071
AXA Life Europe	410,910	269,714	680,624	17,839	98,554	-	797,017	7,683	5,862	195,017	208,562
AXA MPS	2,722,742	17,528	2,740,270	334,439	423,813	-	3,498,522	121,812	615,483	1,321,462	2,058,757
AZ Life Limited	788,353	-	788,353	3,107	89,522	-	880,982	21,387	-	125,220	146,607
Barclays Assurance	(2,876)	20,500	17,624	252	-	-	17,876	4,635	6,919	-	11,554
CACI Life Limited	144,486	213,054	357,540	46,532	1,097	-	405,169	57,192	-	-	57,192
Canada Life Ass. Europe Ltd	57,367	376,476	433,843	41,059	202,335	-	677,237	12,816	5,629	53,259	71,704
Cattolica Life Limited	142,693	2,656	145,350	35,505	18,137	38	199,030	20,957	99,569	129,618	250,143
CNP Europe	31,556	-	31,556	48,033	103,221	4,772	187,582	42,547	350,820	82,495	475,862
CUNA Mutual Life	-	6,428	6,428	139	-	-	6,567	3,595	-	-	3,595
Darta Life	1,260,161	12,397	1,272,558	14,235	433,837	-	1,720,630	47,979	1,514	428,430	477,923
Eagle Star European	57	4,167	4,224	-	966	33	5,223	-	-	264	264
ECCU	9,777	-	9,777	97	-	-	9,874	9,418	682	-	10,100
Euroben	1,434	28,476	29,910	6,177	23,561	-	59,648	3,858	63,324	615	67,797
Generali PanEurope Limited	768,752	22,480	791,233	54,788	308,360	1,625	1,156,006	34,377	2,340	264,322	301,039
Handelsbanken	197,820	-	197,820	31,478	(1,613,624)	3,146	(1,381,180)	6,134	-	308,185	314,319
Hansard	35,545	9,258	44,803	2,363	(10,606)	-	36,560	1,486	1,338	63,728	66,552
Hartford Life	(5,224)	-	(5,224)	38,286	180,971	-	214,033	17,421	13,529	236,519	267,469
HSBC Life	90,595	2,356	92,951	11,636	77,526	27,146	209,259	532	163	210,751	211,446
Inora Life Limited	3,753	107	3,860	(15,658)	101,587	-	89,789	2,356	3,208	59,875	65,439
Intesa SanPaolo Life Ltd	2,056,494	22,329	2,078,823	41,130	1,049,044	-	3,168,997	153,083	21,717	1,424,127	1,598,927
Irish Life	209	551	760	1,126	1,725	-	3,611	60	5,737	3,456	9,253
Laguna Life Limited	-	2,730	2,730	1,292	1,168	193	5,383	(57)	-	-	(57)
Legal & General Intl. Ireland	625,731	-	625,731	15,300	85,656	-	726,687	1,615	-	99,143	100,758
Mediolanum International	177,630	81,212	258,842	24,840	387,299	71,596	742,577	25,863	361,675	288,537	676,075
Metlife Europe	1,594,322	41,594	1,635,916	133,930	281,007	802,468	2,853,321	(286)	743	443,286	443,743
Old Mutual	-	-	-	-	-	(264)	(264)	-	-	-	-
Prudential International	102,014	47,706	149,720	26,600	62,181	-	238,501	10,038	26,807	89,558	126,403
Santander Insurance Life	186,310	1,206	187,516	1,448	-	-	188,964	730	-	-	730
Scottish Mutual International	-	25	25	11,909	4,245	5,063	21,242	4,054	-	28,253	32,307
SEB Life (Ireland)	200,221	5,495	205,716	217	298,478	-	504,411	11,738	11,712	462,262	485,712
Seb Life International Ass Co Ltd	316,796	-	316,796	20,125	78,280	-	415,201	7,471	-	156,513	163,985
Sella Life	82,478	-	82,478	140	36,901	-	119,519	20,481	-	60,705	81,186
Skandia Life Ireland	61,060	1,388	62,448	2,680	16,736	-	81,864	412	-	21,811	22,223
St. James's Place	404,556	24,454	429,010	99,303	353,051	91,565	972,929	13,025	-	279,875	292,900
Standard Life International	947,430	1	947,431	33,183	267,291	-	1,247,905	12,243	-	256,901	269,144
The Lawrence Life Ass.	723,016	17	723,033	326,102	(33,913)	4	1,015,226	18,986	-	2,956,095	2,975,081
UBS International Life Ltd	271,280	109	271,389	396	288,129	1,990	561,904	68,252	570	487,216	556,038
Zurich Life Assurance	996,892	74,803	1,071,695	13,848	123,590	-	1,209,133	18,971	53,868	98,965	171,804
TOTAL (b)	16,157,306	1,299,803	17,457,111	1,471,387	4,245,601	1,134,141	24,308,240	824,196	1,791,355	11,274,097	13,889,649

TOTAL (a) + (b) (Irish HO - Global Business)	22,016,475	3,774,918	25,791,393	3,134,770	9,412,039	1,798,160	40,136,362	1,263,348	3,122,027	19,234,958	23,620,334
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Table 3: Life Assurance Business Revenue Accounts
(Net) for the Year 2012 (€'000)

NAME OF UNDERTAKING	EXPENDITURE						Increase/ (Decrease)	Fund at the beginning	Fund at the end	
	Commission Payments	Management Expenses	Total Expenses	Taxation	Miscellaneous	Transfer to/(from)				Total Expenditure
Undertakings with their Head Offices in Ireland (Irish Risk Business)										
Acorn	3,939	12,518	16,457	507	100	-	89,531	28,489	430,936	459,425
Ark	6,432	36,767	43,199	9,646	4,202	-	581,535	(9,501)	3,773,842	3,764,341
Augura Life	-	67	67	1	-	1,217	1,884	(549)	6,005	5,456
Aviva Life & Pensions	27,687	84,203	111,890	1,304	3,326	-	1,039,474	234,900	6,152,995	6,387,895
AXA Life Europe	179	77	256	-	-	(1,446)	17,618	(7,636)	38,832	31,196
Canada Life Ass. (Ireland)	15,210	41,552	56,762	15,094	-	10,000	666,167	579,988	2,861,036	3,441,024
CUNA Mutual Life	228	977	1,205	-	-	(341)	5,075	139	2,352	2,491
ECCU	1,874	1,129	3,003	-	4	(943)	49,794	1,492	33,021	34,513
Friends First Man. Pen. Funds	-	16,711	16,711	1,329	4,438	-	386,604	(30,077)	1,711,501	1,681,424
Friends' First Life Ass. Co.	21,943	51,992	73,935	1,890	217	(57,834)	281,400	50,905	1,680,718	1,731,623
HSBC Life	-	33	33	-	-	-	14,953	(10,185)	34,645	24,460
IBRC Assurance	-	3,883	3,883	544	-	(5,249)	72,481	(77,838)	317,778	239,940
Irish Life	84,211	198,452	282,663	12,303	-	51,205	4,315,915	2,460,652	24,394,993	26,855,645
New Ireland	87,840	94,713	182,553	17,056	2,277	28,571	1,972,663	1,097,690	11,454,349	12,552,038
Quinn Life	-	1,624	1,624	(36)	104,770	1,585	136,456	(120,072)	130,169	10,097
Scottish Mutual International	193	881	1,074	-	-	-	34,006	(28,194)	78,172	49,978
Seb Life International Ass Co Ltd	6	29	35	-	-	(3)	214	(560)	2,862	2,302
Union Heritage Life	0	946	946	-	-	(6,063)	(5,117)	5,132	-	5,132
Zurich Life Assurance	48,891	87,500	136,391	13,508	-	23,649	1,239,547	753,147	7,728,620	8,481,767
TOTAL (a)	298,634	634,054	932,687	73,146	119,334	44,348	10,900,200	4,927,922	60,832,826	65,760,747

Undertakings with their Head Offices in Ireland (Foreign Risk Business)										
Aegon Ireland	18,582	43,405	61,987	(57)	-	(11,784)	466,969	430,568	4,256,047	4,686,615
Allianz Global	(915)	5,357	4,442	4,054	-	17,228	87,356	187,298	765,369	952,667
Arca Vita	2,531	1,995	4,526	162	-	-	151,894	(44,407)	413,378	368,971
Area Life International	380	1,796	2,176	678	2,010	-	60,801	(27,752)	216,381	188,629
Ark	-	-	-	-	-	-	24	737	8,402	9,139
Augura Life	30	1,910	1,940	27	-	(1,344)	11,043	4,644	157,344	161,988
Aviva Life International	3,889	4,156	8,045	-	167	-	133,283	(21,153)	1,034,566	1,013,413
AXA Life Europe	12,223	30,276	42,499	-	-	(66,014)	185,047	611,970	2,823,995	3,435,965
AXA MPS	106,188	33,394	139,582	8,736	-	68,871	2,275,946	1,222,576	6,953,825	8,176,401
AZ Life Limited	12,156	2,658	14,814	1,451	-	9,786	172,658	708,324	833,891	1,542,215
Barclays Assurance	21,699	4,245	25,944	-	-	52,167	89,665	(71,789)	123,126	51,337
CACI Life Limited	232,386	31,277	263,663	-	-	70,191	391,046	14,123	167,746	181,869
Canada Life Ass. Europe Ltd	82,540	67,889	150,429	-	-	14,371	236,504	440,733	1,624,279	2,065,012
Cattolica Life Limited	6,936	4,645	11,582	18	-	2,015	263,758	(64,729)	904,386	839,658
CNP Europe	986	5,402	6,388	(87)	-	(396)	481,767	(294,185)	1,632,342	1,338,157
CUNA Mutual Life	2,209	1,112	3,321	-	-	(15)	6,901	(334)	2,051	1,717
Darta Life	62,010	13,790	75,800	-	-	42,347	596,070	1,124,560	4,445,802	5,570,362
Eagle Star European	2,253	765	3,018	-	-	2,062	5,344	(121)	8,400	8,279
ECCU	361	217	578	-	-	(180)	10,498	(624)	(3,785)	(4,409)
Euroben	-	3,674	3,674	4,406	(30,486)	432	45,823	13,825	1,100,850	1,114,676
Generali PanEurope Limited	943	13,810	14,754	1,288	4,656	858	322,594	833,412	5,071,859	5,905,270
Handelsbanken	52	1,164	1,216	1,561	(67,173)	11,559	261,482	(1,642,662)	1,642,662	-
Hansard	3,400	7,017	10,417	-	-	(3,575)	73,394	(36,834)	434,497	397,663
Hartford Life	6,201	12,902	19,103	4,762	-	-	291,334	(77,302)	1,691,972	1,614,671
HSBC Life	810	7,943	8,753	(928)	-	(505)	218,766	(9,507)	1,132,162	1,122,655
Inora Life Limited	6,425	3,172	9,597	(1,384)	-	(14,481)	59,170	30,618	523,275	553,893
Intesa SanPaolo Life Ltd	108,749	18,482	127,231	-	-	24,079	1,750,237	1,418,761	10,489,785	11,908,545
Irish Life	(32)	212	180	39	(720)	(205)	8,547	(4,936)	25,617	20,681
Laguna Life Limited	-	1,573	1,573	-	-	3,447	4,963	420	26,308	26,728
Legal & General Intl. Ireland	12,899	10,505	23,404	7	-	(7,026)	117,143	609,544	1,429,338	2,038,882
Mediolanum International	23,014	7,191	30,205	508	-	12,311	719,099	23,478	3,289,990	3,313,468
Metlife Europe	82,507	93,360	175,867	(7,784)	-	(39,919)	571,907	2,281,414	2,878,818	5,160,231
Old Mutual	-	-	-	-	-	-	-	(264)	708	444
Prudential International	20,166	40,943	61,109	-	(35,738)	13,607	165,381	73,120	1,522,630	1,595,751
Santander Insurance Life	145,634	5,711	151,345	-	-	-	152,075	36,889	72,412	109,301
Scottish Mutual International	682	902	1,584	(196)	2	-	33,697	(12,455)	259,506	247,051
SEB Life (Ireland)	4,097	6,164	10,261	49	541	7,867	504,430	(19)	2,829,914	2,829,895
Seb Life International Ass Co Ltd	20,068	12,233	32,301	-	-	(3,209)	193,077	222,125	1,850,273	2,072,397
Sella Life	5	1,413	1,418	-	-	(2,695)	79,909	39,610	533,146	572,756
Skandia Life Ireland	2,472	2,955	5,427	(224)	-	(1,100)	26,326	55,538	200,754	256,292
St. James's Place	40,938	20,055	60,992	1,471	-	6,188	361,552	611,377	3,901,108	4,512,485
Standard Life International	26,857	32,989	59,846	-	-	(32,811)	296,178	951,727	2,780,761	3,732,489
The Lawrence Life Ass.	32,624	11,151	43,775	2,508	(2,879)	19,869	3,038,354	(2,023,128)	4,933,393	2,910,265
UBS International Life Ltd	4,855	4,844	9,699	512	4,252	(2,246)	568,255	(6,351)	4,232,536	4,226,185
Zurich Life Assurance	63,220	38,454	101,674	-	-	(49,315)	224,163	984,970	1,545,666	2,530,636
TOTAL (b)	1,173,030	613,108	1,786,138	21,577	(125,368)	142,435	15,714,430	8,593,809	80,767,485	89,361,296
	7,198	2,399								
TOTAL (a) + (b) (Irish HO - Global Business)	1,471,664	1,247,162	2,718,825	94,723	(6,034)	186,783	26,614,630	13,521,731	141,600,311	155,122,043