

Life Insurance Industry on the Up

September 2014



Statistics just published show life insurance premium income of €30 billion in 2013 and total assets of €167 billion. Cross border premium income was over double that of the domestic market.

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 2013 review was published on 17 September 2014.

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 Business** written by Irish head-office undertakings during 2013:

- *Total new business premiums (gross of reinsurance) increased by 13% to €5.2 billion in 2013, up from €4.6 billion in 2012.*
- *Single premium new business (gross of reinsurance) increased by 13% in 2013 reversing the downward trend experienced in both 2011 and 2012. (-8% 2011; -9% 2012)*
- *Regular premium new business (gross of reinsurance) fell by 3% in 2013 however this was a lower fall than experienced in 2011 and 2012. (-17% 2011; -6% 2012).*
- *Total premium income (net of reinsurance) increased by 12% to €9.3 billion in 2013, up from €8.3 billion in 2012.*
- *Total life assurance funds increased by 4% to €68.7 billion at the end of 2013, up from €65.8 billion at the start of the year.*

The following are some of the headline results for **Foreign (Cross Border) Business**, written by Irish head-office undertakings during 2013:

- *Total new business premiums (gross of reinsurance) rose by 13% to €18.8 billion in 2013, up from €16.6 billion in 2012.*
- *Total premium income (net of reinsurance) rose by 17% to €20.4 billion in 2013, up from €17.5 billion in 2012.*
- *Total life assurance funds increased by 11% to €98.7 billion at the end of 2013, up from €89.3 billion at the start of the year.*

Based on these figures the life assurance funds of cross border life companies **exceeded the €100 billion mark in early 2014.**

TOP 5 – IRISH BUSINESS

The five Irish companies with the highest new business premiums (gross of reinsurance) in the domestic Irish market in 2013 were:

IRISH BUSINESS 2013 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
Irish Life	1,752
Zurich Life Assurance	1,228
New Ireland	1,160
Aviva Life & Pensions	440
Canada Life Assurance (Ireland)	232
Total	4,812

These five companies represent 93% of the total new business premium (gross of reinsurance) for Irish domestic business in 2013.

In 2012 the companies with the highest new business premiums (gross of reinsurance), accounting for 90% of the total, were:

IRISH 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

TOP 5 – FOREIGN (CROSS BORDER) BUSINESS

The five companies with the highest new business premiums (gross of reinsurance) outside Ireland in 2013 were:

FOREIGN BUSINESS 2013 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
AXA MPS	3,234
Darta Life	2,496
Intesa Sanpaolo Life	2,422
AZ Life	1,211
Zurich Life Assurance	1,143
Total	10,506

These five companies represent 56% of the total new business premium (gross of reinsurance) written by Irish head-office undertakings outside Ireland in 2013. It is also notable that all five companies mainly write in the Italian market.

In 2012 the companies with the highest new business premiums (gross of reinsurance), accounting for 53% of total, were:

FOREIGN 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

In 2013 there were two new cross border life insurance undertakings authorised by the Central Bank – Canada Life International Assurance Limited and FIL Life Insurance (Ireland) Limited (Fidelity Life).

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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)
Effectuated During The Year 2013

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	636	23,173	4,047	5,753	-	-	-	-	-	-	4,683	28,926
Allianz Global	-	-	-	-	2	5,697	-	-	-	-	2	5,697
Ark	69	7,592	39	1,022	-	-	66	119	-	-	174	8,733
Aviva Life & Pensions	6,235	351,882	2,607	11,393	495	69,289	7,895	7,898	-	-	17,232	440,462
Canada Life Ass. (Ireland)	2,630	218,376	756	7,789	130	4,630	1,395	1,375	-	-	4,911	232,170
CUNA Mutual Life	-	-	-	-	-	-	17	52	-	-	17	52
Friends' First Life Ass. Co.	1,970	127,865	187	977	83	3,687	3,686	2,697	-	-	5,926	135,226
Friends First Man. Pen. Funds	2,863	157,894	1,089	4,507	-	-	-	-	-	-	3,952	162,401
Irish Life	18,536	1,278,771	5,593	66,439	2,918	370,539	34,640	36,486	-	-	61,687	1,752,235
New Ireland	10,020	776,599	10,082	85,837	3,227	267,381	33,251	30,282	-	-	56,580	1,160,099
Union Heritage Life	-	-	-	-	218	-	140	33	-	-	358	33
Zurich Life Assurance	14,189	933,093	8,581	51,750	1,756	222,439	16,627	21,085	-	-	41,153	1,228,367
TOTAL (a)	57,148	3,875,245	32,981	235,467	8,829	943,662	97,717	100,027	-	-	196,675	5,154,401
Undertakings with their Head Offices in Ireland (Foreign Risk Business)												
Aegon Ireland	2,370	431,542	-	1,838	-	-	-	-	-	-	2,370	433,380
Allianz Global	4,931	259,282	-	-	-	-	-	-	-	-	4,931	259,282
Arca Vita	175	91,027	-	-	-	-	-	-	-	-	175	91,027
Augura Life	32	7,632	-	-	-	-	-	-	-	-	32	7,632
Aviva Life International	-	-	-	-	-	681	-	-	-	-	-	681
AXA Life Europe	2,315	300,945	-	-	-	-	-	-	-	-	2,315	300,945
AXA MPS	164,424	3,227,968	1,087	6,107	-	-	-	-	-	-	165,511	3,234,075
AZ Life Limited	5,980	1,211,442	-	-	-	-	-	-	-	-	5,980	1,211,442
CACI Life Limited	-	-	-	-	12	212,730	-	-	-	-	12	212,730
Canada Life Ass. Europe Ltd	2,684	60,826	17,182	42,701	-	-	1,759	1,143	-	-	21,625	104,670
Canada Life International Assurance	22	27,971	-	-	-	-	-	-	-	-	22	27,971
Cattolica Life Limited	7,946	130,351	72	114	-	-	-	-	-	-	8,018	130,465
CNP Europe	-	1,833	-	-	-	23,098	-	-	-	-	-	24,931
CUNA Mutual Life	-	-	-	-	-	-	2,462	480	-	-	2,462	480
Darta Life	24,005	2,494,131	665	2,034	-	-	-	-	-	-	24,670	2,496,165
Euroben	-	-	-	-	205	3,679	-	-	-	-	205	3,679
Generali PanEurope Limited	337	981,646	4,496	16,041	-	-	406	26,220	-	-	5,239	1,023,907
Hansard	171	13,484	155	1,148	-	-	-	-	-	-	326	14,632
Hartford Life	-	-	-	-	4	239	-	-	-	-	4	239
Inora Life Limited	10	168	-	69	-	-	-	-	-	-	10	237
Intesa SanPaolo Life Ltd	33,915	2,421,810	-	-	-	-	-	-	-	-	33,915	2,421,810
Legal & General Intl. Ireland	769	533,971	-	-	-	-	-	-	-	-	769	533,971
Mediolanum International	5,977	168,409	6,912	18,650	-	-	-	-	-	-	12,889	187,059
Metlife Europe	9,210	279,567	929	899	306,610	102,467	761,806	65,623	-	-	1,078,555	448,556
Prudential International	3,365	520,255	-	-	-	1,437	-	-	-	-	3,365	521,692
Santander Insurance Life	-	-	-	-	49	100,052	3	188	-	-	52	100,240
Seb Life International Ass Co Ltd	4,036	937,090	-	2,166	-	-	-	-	-	-	4,036	939,256
Sella Life	31	27,424	-	-	-	-	-	-	-	-	31	27,424
Skandia Life Ireland Limited	573	97,226	-	-	-	-	-	-	-	-	573	97,226
St. James's Place	2,564	560,345	464	21,130	-	-	-	-	-	-	3,028	581,475
Standard Life International	2,428	838,067	941	5,369	-	-	-	-	-	-	3,369	843,436
The Lawrence Life Ass.	33,002	950,614	-	-	-	-	-	-	-	-	33,002	950,614
UBS International Life Ltd	115	446,796	-	-	-	-	-	-	-	-	115	446,796
W&W Europe Life	-	-	-	-	2	6	-	-	-	-	2	6
Zurich Life Assurance	9,449	1,131,981	3,299	7,203	-	-	10,447	4,190	-	-	23,195	1,143,374
TOTAL (b)	320,836	18,153,803	36,202	125,469	306,882	444,389	776,883	97,844	-	-	1,440,803	18,821,505
TOTAL (a) + (b) (Irish HO - Global Business)	377,984	22,029,048	69,183	360,936	315,711	1,388,051	874,600	197,871	-	-	1,637,478	23,975,906

Table 3: Life Assurance Business Revenue Accounts (Net) for the Year 2013 (€'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	22,752	45,253	68,005	4,832	56,035	539	129,411	9,987	-	48,289	58,276
Allianz Global	2,601	-	2,601	-	-	40	2,641	1,064	-	-	1,064
Ark	7,592	106,438	114,030	54,443	290,264	-	458,737	19,986	95,439	574,200	689,625
Augura Life	114	43	157	3,681	1,030	-	4,868	39	73	222	334
Aviva Life & Pensions	421,171	152,563	573,734	172,368	99,713	-	845,815	35,823	194,898	637,169	867,890
AXA Life Europe	-	-	-	(53)	2,349	-	2,296	-	-	17,307	17,307
Canada Life Ass. (Ireland)	223,006	105,772	328,778	107,267	302,146	-	738,191	31,817	116,983	396,101	544,901
CUNA Mutual Life	-	5,168	5,168	-	-	-	5,168	1,890	-	-	1,890
ECCU	49,590	-	49,590	159	-	-	49,749	43,123	2,989	-	46,112
Friends' First Life Ass. Co.	28,771	82,873	111,644	73,421	66,696	-	251,761	27,524	166,051	30,875	224,450
Friends First Man. Pen. Funds	214,741	38,541	253,282	43,083	67,177	-	363,542	2,999	56,355	312,914	372,268
HSBC Life	1,754	-	1,754	-	2,423	-	4,177	-	-	27,666	27,666
IBRC Assurance	217	-	217	1,048	67,158	-	68,423	403	6,810	57,917	65,130
Irish Life	3,877,384	888,327	4,765,711	701,046	1,849,672	-	7,316,429	146,875	519,128	4,846,125	5,512,128
New Ireland	879,139	606,987	1,486,126	249,780	977,970	-	2,713,876	80,934	90,380	1,579,418	1,750,732
Quinn Life	-	-	-	104	991	-	1,095	-	-	-	-
Scottish Mutual International	17	445	462	-	(30)	6,981	7,413	850	-	6,539	7,389
Seb Life International Ass Co Ltd	-	-	-	-	298	-	298	-	-	129	129
Union Heritage Life	-	22	22	3	(60)	-	(35)	-	-	-	-
Zurich Life Assurance	1,166,032	334,001	1,500,033	224,872	711,547	6	2,436,458	37,250	243,977	836,431	1,117,658
TOTAL (a)	6,894,881	2,366,433	9,261,314	1,636,054	4,495,379	7,566	15,400,313	440,564	1,493,083	9,371,302	11,304,949

Undertakings with their Head Offices in Ireland (Foreign Risk Business)											
Aegon Ireland	431,481	1,721	433,202	20,196	364,079	(155,814)	661,663	24,819	2,011	428,900	455,730
Allianz Global	259,282	-	259,282	3,874	65,583	(15)	328,724	8,249	22,779	28,340	59,368
Arca Vita	91,027	-	91,027	245	4,329	-	95,601	5,416	2,130	43,044	50,590
Area Life International	-	5,178	5,178	6,568	3,911	790	16,447	268	14,735	20,585	35,588
Ark	-	354	354	-	-	-	354	(368)	-	-	(368)
Augura Life	7,479	114	7,593	-	(3,545)	-	4,048	1,217	78	78,323	79,618
Aviva Life International	681	-	681	15,831	40,407	(1,943)	54,976	4,340	4,091	96,332	104,763
AXA Life Europe	318,560	255,210	573,770	(45,225)	(49,410)	-	479,135	9,739	8,616	201,542	219,897
AXA MPS	3,227,934	14,077	3,242,011	510,378	188,356	-	3,940,745	110,190	445,850	2,282,812	2,838,852
AZ Life Limited	1,211,442	-	1,211,442	54,914	30,107	-	1,296,463	34,356	-	178,532	212,888
Barclays Assurance	(717)	16,459	15,742	66	-	-	15,808	3,628	5,563	-	9,191
CACI Life Limited	146,241	208,424	354,665	5,270	1,101	-	361,036	66,227	-	-	66,227
Canada Life Ass. Europe Ltd	55,532	385,054	440,586	60,016	212,654	-	713,256	4,585	7,405	62,376	74,366
Canada Life International Assurance	27,971	-	27,971	108	778	420	29,277	-	-	70	70
Cattolica Life Limited	130,348	2,200	132,548	32,439	1,804	5	166,796	6,651	78,535	93,492	178,678
CNP Europe	7,843	-	7,843	52,079	(6,532)	(1,011)	52,379	19,560	526,150	40,312	586,022
CUNA Mutual Life	-	6,280	6,280	(23)	-	-	6,257	5,132	-	-	5,132
Darta Life	2,494,113	12,215	2,506,328	26,921	238,401	-	2,771,650	97,952	18,524	628,704	745,180
ECCU	9,767	-	9,767	30	-	-	9,797	8,922	618	-	9,540
Euroben	3,679	16,035	19,714	27,946	12,726	-	60,386	3,654	55,049	428	59,131
FIL Life Insurance	-	-	-	-	-	236	236	-	-	-	-
Generali PanEurope Limited	981,635	41,605	1,023,240	61,682	153,082	318	1,238,322	60,804	3,509	405,877	470,190
Hansard	13,506	8,864	22,370	1,973	(14,240)	-	10,103	1,679	2,458	52,508	56,645
Hartford Life	(6,429)	-	(6,429)	30,480	81,453	-	105,504	13,781	12,022	206,306	232,109
HSBC Life	18,048	1,494	19,542	6,888	61,801	412	88,643	881	12,720	202,703	216,304
Inora Life Limited	168	69	237	15,106	51,088	-	66,431	2,250	63,545	62,554	128,349
Intesa SanPaolo Life Ltd	2,421,810	16,710	2,438,520	44,226	585,530	-	3,068,276	180,505	589,089	1,616,526	2,386,120
Irish Life	197	391	588	842	(1,457)	-	(27)	122	2,939	817	3,878
Laguna Life Limited	-	2,100	2,100	1,364	(1,851)	96	1,709	100	-	-	100
Legal & General Intl. Ireland	533,921	-	533,921	48,090	117,825	-	699,836	301	-	125,390	125,691
Mediolanum International	179,304	86,681	265,985	25,792	173,748	68,857	534,382	27,873	762,123	401,943	1,191,939
MetLife Europe	1,105,998	198,275	1,304,273	232,852	30,838	846,199	2,414,162	80,687	6,128	480,789	567,604
Prudential International	92,070	43,009	135,079	23,254	146,833	-	305,166	10,020	23,210	90,564	123,794
Santander Insurance Life	271,490	4,317	275,807	3,286	-	24	279,117	5,110	-	-	5,110
Scottish Mutual International	-	11	11	9,545	16,003	(6,981)	18,578	3,807	-	20,387	24,194
Seb Life International Ass Co Ltd	937,090	5,478	942,568	18,757	414,242	-	1,375,567	36,245	9,262	590,208	635,715
Sella Life	47,121	-	47,121	82	19,053	-	66,256	7,619	-	28,062	35,681
Skandia Life Ireland	97,226	1,180	98,406	3,876	4,809	-	107,091	3,372	-	21,026	24,398
St. James's Place	560,345	35,014	595,359	111,128	621,941	-	1,328,428	11,320	-	284,039	295,359
Standard Life International	836,051	7,385	843,436	36,417	150,125	-	1,029,978	11,777	-	438,741	450,518
The Lawrence Life Ass.	950,514	8	950,522	168,652	(52,179)	1,179	1,068,174	15,470	-	858,758	874,228
UBS International Life Ltd	440,170	(11)	440,159	136	115,784	1,467	557,546	97,684	435	213,567	311,686
W&W Europe Life	3	-	3	-	-	-	3	-	-	-	-
Zurich Life Assurance	1,117,423	32,610	1,150,033	11,083	77,432	-	1,238,548	29,596	56,308	226,304	312,208
TOTAL (b)	19,020,324	1,408,511	20,428,835	1,627,144	3,856,609	754,239	26,666,827	1,015,540	2,735,882	10,510,861	14,262,283

TOTAL (a) + (b) (Irish HO - Global Business)	25,915,205	3,774,944	29,690,149	3,263,198	8,351,988	761,805	42,067,140	1,456,104	4,228,965	19,882,163	25,567,232
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Table 3: Life Assurance Business Revenue Accounts (Net) for the Year 2013 (€'000)

NAME OF UNDERTAKING	EXPENDITURE						Total Expenditure	Increase/ (Decrease)	Fund at the beginning	Fund at the end
	Commission Payments	Management Expenses	Total Expenses	Taxation	Miscellaneous	Transfer to/(from)				
Undertakings with their Head Offices in Ireland (Irish Risk Business)										
Acorn	4,207	11,560	15,767	549	(550)	-	74,042	55,369	459,424	514,793
Allianz Global	177	207	384	149	-	(213)	1,384	1,257	-	1,257
Ark	(342)	46,974	46,632	4,022	4,474	-	744,753	(286,016)	3,764,341	3,478,325
Augura Life	-	46	46	-	-	4,262	4,642	226	5,456	5,682
Aviva Life & Pensions	23,030	49,757	72,787	14,504	5,693	-	960,874	(115,059)	6,387,898	6,272,839
AXA Life Europe	65	34	99	-	-	(289)	17,117	(14,821)	31,196	16,375
Canada Life Ass. (Ireland)	17,491	51,941	69,432	17,103	-	100	631,536	106,655	3,441,024	3,547,679
CUNA Mutual Life	127	896	1,023	-	-	2,316	5,229	(61)	2,491	2,430
ECCU	1,624	1,432	3,056	-	3	(636)	48,535	1,214	34,513	35,727
Friends' First Life Ass. Co.	19,254	35,647	54,901	955	22	6,016	286,344	(34,583)	1,731,623	1,697,040
Friends First Man. Pen. Funds	-	14,750	14,750	904	3,294	-	391,216	(27,674)	1,681,424	1,653,750
HSBC Life	-	48	48	-	505	-	28,219	(24,042)	24,460	418
IBRC Assurance	-	4,709	4,709	917	-	7,402	78,158	(9,735)	239,940	230,205
Irish Life	89,032	244,475	333,507	(4,858)	-	(1,117)	5,839,660	1,476,769	26,855,645	28,332,414
New Ireland	79,629	97,396	177,025	11,972	(1,032)	114,286	2,052,983	660,893	12,552,039	13,212,932
Quinn Life	-	441	441	-	-	(685)	(244)	1,339	10,097	11,436
Scottish Mutual International	96	1,002	1,098	-	1,277	-	9,764	(2,351)	49,978	47,627
Seb Life International Ass Co Ltd	7	25	32	-	-	9	170	128	2,302	2,430
Union Heritage Life	21	1,197	1,218	-	-	1,080	2,298	(2,333)	5,133	2,800
Zurich Life Assurance	50,561	85,838	136,399	17,126	-	32,404	1,303,587	1,132,871	8,481,767	9,614,638
TOTAL (a)	284,979	648,375	933,354	63,343	13,686	164,935	12,480,267	2,920,046	65,760,751	68,680,797

Undertakings with their Head Offices in Ireland (Foreign Risk Business)										
Aegon Ireland	11,345	44,322	55,667	(71)	-	13,722	525,048	136,615	4,686,615	4,823,230
Allianz Global	8,049	9,428	17,477	382	-	(10,592)	66,635	262,089	952,667	1,214,756
Arca Vita	2,976	2,094	5,070	167	-	2,000	57,827	37,774	368,971	406,745
Area Life International	200	1,637	1,837	3,464	2,326	-	43,215	(26,768)	188,629	161,861
Ark	-	-	-	-	-	-	(368)	722	9,140	9,862
Augura Life	34	1,124	1,158	-	-	(4,366)	76,410	(72,362)	161,988	89,626
Aviva Life International	3,868	3,664	7,532	-	31	-	112,326	(57,350)	1,013,412	956,062
AXA Life Europe	10,753	24,815	35,568	-	-	163,009	418,474	60,661	3,435,965	3,496,626
AXA MPS	115,792	33,520	149,312	15,350	-	97,988	3,101,502	839,243	8,176,401	9,015,644
AZ Life Limited	23,722	3,484	27,206	2,035	-	-	13,330	255,459	1,041,004	1,542,215
Barclays Assurance	14,548	2,473	17,021	-	2,575	15,337	44,124	(28,316)	51,337	23,021
CACI Life Limited	233,215	32,914	266,129	-	-	(2,567)	329,789	31,247	181,873	213,120
Canada Life Ass. Europe Ltd	79,247	67,592	146,839	-	-	8,204	229,409	483,847	2,065,012	2,548,859
Canada Life International Assurance	-	538	538	-	-	(1,490)	(882)	30,159	-	30,159
Cattolica Life Limited	5,608	4,482	10,090	-	-	76	188,844	(22,048)	839,659	817,611
CNP Europe	821	4,974	5,795	109	-	(5,862)	586,064	(533,685)	1,338,157	804,472
CUNA Mutual Life	2,283	1,327	3,610	-	-	(3,016)	5,726	531	1,717	2,248
Darta Life	93,762	16,740	110,502	-	-	42,317	897,999	1,873,651	5,570,362	7,444,013
ECCU	320	282	602	-	-	(121)	10,021	(224)	(4,409)	(4,633)
Euroben	-	3,040	3,040	2,640	51,538	3,280	119,629	(59,243)	1,114,676	1,055,433
FIL Life Insurance	-	221	221	2	-	13	236	-	-	-
Generali PanEurope Limited	11,613	14,441	26,054	1,775	1,130	10,660	509,809	728,513	5,905,270	6,633,783
Hansard	1,503	7,958	9,461	-	-	1,631	67,737	(57,634)	397,662	340,028
Hartford Life	5,388	18,857	24,245	(6,122)	-	90,000	340,232	(234,728)	1,614,671	1,379,943
HSBC Life	156	4,989	5,145	230	23,171	(1,127)	243,723	(155,080)	1,122,655	967,575
Inora Life Limited	5,446	3,537	8,983	(170)	-	463	137,625	(71,194)	553,893	482,699
Intesa SanPaolo Life Ltd	121,056	16,328	137,384	-	-	40,877	2,564,381	503,895	11,908,545	12,412,440
Irish Life	21	75	96	(150)	478	1,117	5,419	(5,446)	20,681	15,235
Laguna Life Limited	-	1,112	1,112	-	-	1,865	3,077	(1,368)	26,728	25,360
Legal & General Intl. Ireland	5,119	8,795	13,914	-	46,413	286	186,304	513,532	2,038,882	2,552,414
Mediolanum International	26,904	7,279	34,183	385	-	21,281	1,247,788	(713,406)	3,313,468	2,600,062
Metlife Europe	128,393	162,362	290,755	(5,754)	-	(65,655)	786,950	1,627,212	5,160,231	6,787,443
Prudential International	14,505	39,014	53,519	-	33,600	(28,342)	182,571	122,595	1,595,751	1,718,346
Santander Insurance Life	212,778	8,767	221,545	-	-	(20,000)	206,655	72,462	109,301	181,763
Scottish Mutual International	598	887	1,485	(168)	6,350	-	31,861	(13,283)	247,051	233,768
Seb Life International Ass Co Ltd	32,214	15,477	47,691	1,449	-	8,232	693,087	682,480	4,834,392	5,516,872
Sella Life	-	1,167	1,167	-	-	1,721	38,569	27,687	572,756	600,443
Skandia Life Ireland	5,398	3,366	8,764	(42)	-	(5,808)	27,312	79,779	256,292	336,071
St. James's Place	23,944	26,485	50,429	1,748	95,015	20,328	462,879	865,549	4,512,485	5,378,034
Standard Life International	26,519	35,973	62,492	-	-	(40,161)	472,849	557,129	3,732,489	4,289,618
The Lawrence Life Ass.	36,524	7,938	44,462	1,750	644	11,063	932,147	136,027	2,910,265	3,046,292
UBS International Life Ltd	4,512	6,011	10,523	1,550	336,084	7,665	667,508	(109,962)	4,226,185	4,116,223
W&W Europe Life	-	-	-	-	-	3,100	3,100	(3,097)	3,700	603
Zurich Life Assurance	72,405	27,447	99,852	-	-	(13,749)	398,311	840,237	2,538,833	3,379,070
TOTAL (b)	1,341,539	676,936	2,018,475	20,559	599,355	376,709	17,277,381	9,389,446	89,296,573	98,686,019
	7,198	2,399								
TOTAL (a) + (b) (Irish HO - Global Business)	1,626,518	1,325,311	2,951,829	83,902	613,041	541,644	29,757,648	12,309,492	155,057,324	167,366,816