

Life Insurance Industry still on the Up

October 2015



Statistics just published show life insurance premium income of €35 billion in 2014 and total assets of €194 billion. Cross border premium income was almost triple 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 2014 review was published on 30 September 2015.

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 2014:

- *Total new business premiums (gross of reinsurance) increased by 4% to €5.4 billion in 2014, up from €5.2 billion in 2013.*
- *Single premium new business (gross of reinsurance) increased by 3% in 2014, a rise lower than that experienced in 2013 but one which continued the positive growth trend following the fall experienced in 2012. (-9% 2012; 13% 2013)*
- *Regular premium new business (gross of reinsurance) increased by 23% in 2014 reversing the downward trend experienced in both 2012 and 2013. (-6% 2012; -3% 2013).*
- *Total premium income (net of reinsurance) fell by 3% to €9.0 billion in 2014, down from €9.3 billion in 2013.*
- *Total life assurance funds increased by 17% to €76.2 billion at the end of 2014, up from €65.2 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 2014:

- *Total new business premiums (gross of reinsurance) rose by 33% to €25.0 billion in 2014, up from €18.8 billion in 2013.*
- *Total premium income (net of reinsurance) rose by 26% to €25.8 billion in 2014, up from €20.4 billion in 2013.*
- *Total life assurance funds increased by 20% to €117.5 billion at the end of 2014, up from €97.7 billion at the start of the year.*

TOP 5 – IRISH BUSINESS

The five Irish companies with the highest new business premiums (gross of reinsurance) in the domestic Irish market in 2014 were:

IRISH BUSINESS 2014 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
Irish Life	1,665
Zurich Life Assurance	1,513
New Ireland	1,253
Aviva Life & Pensions	379
Friends' First Life Ass. Co.	248
Total	5,058

These five companies represent 94% of the total new business premium (gross of reinsurance) for Irish domestic business in 2014.

In 2013 the companies with the highest new business premiums (gross of reinsurance), accounting for 93% of the total, 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

TOP 5 – FOREIGN (CROSS BORDER) BUSINESS

The five companies with the highest new business premiums (gross of reinsurance) outside Ireland in 2014 were:

FOREIGN BUSINESS 2014 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
Intesa SanPaolo Life Ltd	5,546
AXA MPS	3,382
Darta Life	2,772
Generali PanEurope Limited	1,931
AZ Life Limited	1,559
Total	15,190

These five companies represent 61% of the total new business premium (gross of reinsurance) written by Irish head-office undertakings outside Ireland in 2014. It is also notable that all five companies mainly write in the Italian market.

In 2013 the companies with the highest new business premiums (gross of reinsurance), accounting for 56% of total, 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

ABOUT MILLIMAN

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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 2014

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	28,036	3,910	7,463	-	-	-	-	-	-	4,546	35,499
Allianz Global	-	-	-	-	6	4,394	-	-	-	-	6	4,394
Ark	51	3,392	42	1,650	-	-	71	94	-	-	164	5,136
Aviva Life & Pensions	2,493	260,201	1,605	12,504	688	94,396	15,161	12,323	-	-	19,947	379,424
Friends' First Life Ass. Co.	3,529	217,804	1,206	5,309	189	14,573	5,080	10,730	-	-	10,004	248,416
Friends First Man. Pen. Funds	3,529	217,804	1,206	5,309	-	-	-	-	-	-	4,735	223,113
Generali PanEurope Limited	11	50,321	77	13,730	-	-	-	-	-	-	88	64,051
Irish Life	19,519	1,348,371	7,053	87,896	2,965	186,580	37,525	42,628	-	-	67,062	1,665,475
New Ireland	10,503	897,456	16,171	94,643	2,432	231,862	33,467	29,003	-	-	62,573	1,252,964
Seb Life International Ass Co Ltd	-	-	-	-	-	4	-	-	-	-	-	4
Union Heritage	-	-	-	-	775	-	508	179	-	-	1,283	179
Zurich Life Assurance	17,152	1,245,909	9,973	64,827	1,395	179,100	15,205	23,389	-	-	43,725	1,513,225
TOTAL (a)	57,423	4,269,294	41,243	293,331	8,450	710,909	107,017	118,346	-	-	214,133	5,391,880

Undertakings with their Head Offices in Ireland (Foreign Risk Business)												
Aegon Ireland	2,064	391,246	-	1,141	-	-	-	-	-	-	2,064	392,387
Allianz Global	9,150	526,264	10	12	-	-	-	-	-	-	9,160	526,276
Arca Vita	185	74,526	-	-	-	-	-	-	-	-	185	74,526
Augura Life	6	1,056	-	-	-	-	-	-	-	-	6	1,056
Aviva Life International	-	1,489	-	-	-	-	-	-	-	-	-	1,489
AXA Life Europe	3,045	453,297	85	29	-	-	-	-	-	-	3,130	453,326
AXA MPS	140,724	3,376,323	1,635	5,854	-	-	-	-	-	-	142,359	3,382,177
AZ Life Limited	7,288	1,559,485	-	-	-	-	-	-	-	-	7,288	1,559,485
CACI Life Limited	-	-	-	-	12	242,809	1	2,455	-	-	13	245,264
Canada Life Ass. Europe Ltd	1,841	72,814	15,704	41,292	-	-	3,518	2,323	-	-	21,063	116,429
Canada Life International Assurance	157	121,882	-	-	-	-	-	-	-	-	157	121,882
Canada Life Intl.Assurance(Ire) DAC	925	612,866	-	-	-	-	-	-	-	-	925	612,866
Cattolica Life Limited	7,453	193,966	65	171	-	-	-	-	-	-	7,518	194,137
CNP Europe	-	4,097	-	-	-	1,944	-	-	-	-	-	6,041
CNP Santander Insurance Life	-	-	-	-	2	14,069	2	215	-	-	4	14,284
CUNA Mutual Life	-	-	-	-	-	-	159	82	-	-	159	82
Darta Life	20,985	2,768,037	1,044	4,216	-	-	-	-	-	-	22,029	2,772,253
Euroben	-	-	-	-	59	543	-	-	-	-	59	543
FIL Life Insurance	-	259,809	1	15,009	-	-	-	-	-	-	1	274,818
Generali PanEurope Limited	550	1,912,096	3,729	(83)	-	-	106	19,163	-	-	4,385	1,931,176
Hansard	-	434	(1)	(3)	-	-	-	-	-	-	(1)	431
Hawthorn Life	-	1	-	-	-	-	-	-	-	-	-	1
Inora Life Limited	-	552	-	43	-	-	-	-	-	-	-	595
Intesa SanPaolo Life Ltd	81,496	5,546,087	-	-	-	-	-	-	-	-	81,496	5,546,087
Irish Life	-	-	-	-	-	-	-	-	-	-	-	-
Mediolanum International	4,282	130,951	7,246	21,860	-	-	-	-	-	-	11,528	152,811
Metlife Europe	5,923	790,218	-	-	331,507	122,913	482,557	97,576	-	-	819,987	1,010,707
Old Mutual International	639	143,519	-	-	-	-	-	-	-	-	639	143,519
Prudential International	4,584	800,925	-	-	-	-	-	-	-	-	4,584	800,925
Seb Life International Ass Co Ltd	3,815	803,588	-	2,190	-	(4)	-	-	-	-	3,815	805,774
Sella Life	51	40,554	-	-	-	-	-	-	-	-	51	40,554
St. James's Place	2,505	656,643	421	24,502	-	-	-	-	-	-	2,926	681,145
Standard Life International	2,395	934,906	1,238	22,561	-	-	-	-	-	-	3,633	957,467
The Lawrence Life Ass.	21,722	681,876	-	-	-	-	-	-	-	-	21,722	681,876
UBS International Life Ltd	221	565,038	-	-	-	-	-	-	-	-	221	565,038
W&W Europe Life	-	-	-	-	47	1,653	-	-	-	-	47	1,653
Zurich Life Assurance	6,677	906,374	4,027	9,567	-	-	9,907	4,923	-	-	20,611	920,864
TOTAL (b)	328,683	24,330,919	35,204	148,361	331,627	383,927	496,250	126,737	-	-	1,191,764	24,989,944

Table 3: Life Assurance Business Revenue Accounts
(Net) for the Year 2014 (€'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	27,622	46,018	73,640	6,632	52,421	511	133,204	9,992	-	39,820	49,812
Allianz Global	2,149	-	2,149	-	-	33	2,182	1,545	-	-	1,545
Ark	3,329	89,566	92,895	47,588	304,457	-	444,940	22,669	147,443	381,191	551,303
Augura Life	-	142	142	242	463	-	847	67	130	229	426
Aviva Life & Pensions	276,898	141,329	418,227	131,281	771,388	-	1,320,896	31,033	171,098	590,969	793,100
AXA Life Europe	-	-	-	359	(35)	-	324	-	-	8,732	8,732
CNP Europe	-	-	-	-	-	-	-	-	-	-	-
CUNA Mutual Life	-	4,196	4,196	-	-	-	4,196	4,107	-	-	4,107
ECCU	50,986	-	50,986	53	-	-	51,039	47,122	2,149	-	49,271
Friends' First Life Ass. Co.	26,824	100,008	126,832	69,795	225,904	-	422,531	23,285	458,110	26,288	507,683
Friends First Man. Pen. Funds	258,754	39,200	297,954	43,010	151,209	-	492,173	7,133	(280,780)	330,698	57,051
Generali PanEurope Limited	50,321	3,078	53,399	-	(53,267)	-	132	-	1,777	3,300	5,077
Harcourt Life Assurance Company	281	-	281	285	106,416	-	106,982	-	13,639	104,380	118,019
Irish Life	3,255,552	961,273	4,216,825	781,177	4,086,227	3,547,679	12,631,908	156,668	611,989	4,034,677	4,803,334
New Ireland	1,126,396	722,968	1,849,364	187,779	1,358,263	-	3,395,406	77,471	104,647	1,478,670	1,660,788
Quinn Life	-	-	-	82	(4,906)	-	(4,824)	-	-	-	-
Scottish Mutual International	16	388	404	-	(3)	2,965	3,366	619	-	5,730	6,349
Seb Life International Ass Co Ltd	4	-	4	-	510	-	514	-	-	303	303
Union Heritage	-	75	75	12	199	1	287	-	8	-	8
Zurich Life Assurance	1,432,180	351,092	1,783,272	241,714	1,151,171	-	3,176,157	35,170	225,245	889,159	1,149,574
TOTAL (a)	6,511,312	2,459,333	8,970,645	1,510,009	8,150,417	3,551,189	22,182,260	416,881	1,455,455	7,894,146	9,766,482

Undertakings with their Head Offices in Ireland (Foreign Risk Business)											
Aegon Ireland	391,205	1,141	392,346	21,070	226,923	350,415	990,754	29,329	2,160	368,292	399,781
Allianz Global	526,276	-	526,276	4,419	306,979	4,403	842,077	10,988	29,210	27,078	67,276
Arca Vita	74,526	-	74,526	94	17,765	-	92,385	10,455	-	65,119	75,574
Area Life International	-	3,741	3,741	4,051	6,295	129	14,216	235	14,382	17,524	32,141
Ark	-	551	551	548	-	-	1,099	353	-	-	353
Augura Life	375	-	375	8,898	(15,840)	229,919	223,352	531	566	83,199	84,296
Aviva Life International	1,489	-	1,489	13,472	109,534	(298)	124,197	3,320	454	99,659	103,433
AXA Life Europe	479,548	241,037	720,585	(2,362)	1,180,089	-	1,898,312	7,051	10,735	207,606	225,392
AXA MPS	3,376,296	12,996	3,389,292	873,149	236,283	-	4,498,724	127,756	351,502	3,376,890	3,856,148
AZ Life Limited	1,559,485	-	1,559,485	92,967	100,993	-	1,753,445	64,923	-	220,187	285,110
Barclays Assurance	(140)	16,787	16,647	78	-	-	16,725	875	977	-	1,852
CACI Life Limited	206,471	213,014	419,485	38,377	1,045	-	458,907	74,565	-	-	74,565
Canada Life Ass. Europe Ltd	66,791	378,534	445,325	53,054	373,673	-	872,052	8,940	18,663	61,351	88,954
Canada Life International Assurance	121,882	-	121,882	70	3,237	7,565	132,754	-	-	350	350
Canada Life Intl Assurance (Ire) DAC	611,799	-	611,799	37,642	115,473	184,742	949,656	2,301	-	131,429	133,730
Cattolica Life Limited	193,957	1,780	195,737	37,796	18,491	132	252,156	5,769	68,422	99,958	174,149
CNP Europe	4,076	-	4,076	49,373	31,288	12,732	97,469	6,314	380,153	40,437	426,904
CNP Santander Insurance Life	290,704	6,612	297,316	3,711	-	926	301,953	12,468	-	-	12,468
CUNA Mutual Life	-	5,829	5,829	234	-	-	6,063	3,352	-	-	3,352
Darta Life	2,768,010	11,842	2,779,852	34,280	528,445	-	3,342,577	116,763	-	672,630	789,393
ECCU	11,338	-	11,338	10	-	-	11,348	10,548	482	-	11,030
Euroben	543	7,007	7,550	41,685	120,504	-	169,739	3,478	44,360	244	48,082
FIL Life Insurance	259,809	15,009	274,818	-	11,079	827	286,724	-	-	18,114	18,114
Generali PanEurope Limited	1,920,443	35,531	1,955,974	80,802	410,893	419	2,448,088	26,814	24	317,172	344,010
Hansard	404	7,917	8,321	2,460	19,854	-	30,635	1,921	2,242	53,680	57,843
Hawthorn Life	(6,218)	-	(6,218)	30,388	194,218	-	218,388	7,954	13,088	186,352	207,394
Inora Life Limited	552	43	595	3,182	30,269	-	34,046	2,872	11,530	59,948	74,350
Intesa SanPaolo Life Ltd	5,546,087	12,628	5,558,715	40,947	1,055,721	-	6,655,383	191,622	628,243	1,378,567	2,198,432
Irish Life	(2)	305	303	759	570	-	1,632	321	2,003	2,247	4,571
Laguna Life Limited	-	1,690	1,690	1,197	2,497	320	5,704	121	-	-	121
Mediolanum International	142,343	97,272	239,615	26,261	67,843	57,476	391,195	20,056	494,615	300,260	814,931
MetLife Europe	796,897	363,802	1,160,699	305,762	717,262	216,061	2,399,784	152,464	26,859	594,404	773,727
Old Mutual International	143,519	1,096	144,615	5,634	22,530	-	172,779	502	-	27,238	27,740
Prudential International	98,369	46,650	145,019	25,169	75,216	-	245,404	10,874	24,909	112,769	148,552
Scottish Mutual International	-	13	13	13,098	(6,363)	15,975	22,723	4,297	-	20,726	25,023
Seb Life International Ass Co Ltd	803,465	4,732	808,197	23,594	231,569	-	1,063,360	53,120	10,405	546,146	609,671
Sella Life	58,212	-	58,212	31	32,749	-	90,992	66,952	-	23,502	90,454
St. James's Place	656,643	52,107	708,750	134,892	303,995	378,413	1,526,050	14,969	-	354,529	369,498
Standard Life International	934,445	23,021	957,466	31,322	547,091	-	1,535,879	17,950	-	352,722	370,672
The Lawrence Life Ass.	681,784	6	681,790	143,454	12,491	1,399	839,134	15,347	156	683,138	698,641
UBS International Life Ltd	564,847	-	564,847	83	274,123	1,475	840,528	214,491	-	186,215	400,706
W&W Europe Life	975	-	975	-	-	12	987	-	7	-	7
Zurich Life Assurance	890,726	45,653	936,379	11,096	258,516	-	1,205,991	40,224	42,963	300,191	383,378
TOTAL (b)	24,177,931	1,608,346	25,786,277	2,192,747	7,623,300	1,463,042	37,065,366	1,343,185	2,179,110	10,989,873	14,512,168

TOTAL (a) + (b) (Irish HO - Global Business)	30,689,243	4,067,679	34,756,922	3,702,756	15,773,717	5,014,231	59,247,626	1,760,066	3,634,565	18,884,019	24,278,650
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Table 3: Life Assurance Business Revenue Accounts
(Net) for the Year 2014 (€'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	5,287	11,693	16,980	532	650	-	67,974	65,230	514,793	580,023
Allianz Global	4	28	32	75	-	674	2,326	(144)	1,257	1,113
Ark	-	36,642	36,642	4,256	4,051	77,000	673,252	(228,312)	3,478,325	3,250,013
Augura Life	-	43	43	1	-	(5)	465	382	5,682	6,064
Aviva Life & Pensions	27,233	51,863	79,096	22,928	5,576	(25,353)	875,347	445,549	6,272,843	6,718,392
AXA Life Europe	-	312	312	-	-	(284)	8,760	(8,436)	16,375	7,939
CNP Europe	-	1,031	1,031	-	-	-	1,031	(1,031)	(2,196)	(3,227)
CUNA Mutual Life	341	1,651	1,992	-	-	(126)	5,973	(1,777)	2,430	653
ECCU	1,535	1,235	2,770	-	5	(1,796)	50,250	789	35,727	36,516
Friends' First Life Ass. Co.	21,635	34,640	56,275	853	19	1,978	566,808	(144,277)	1,697,040	1,552,763
Friends First Man. Pen. Funds	-	16,954	16,954	940	1,725	-	76,670	415,503	1,653,750	2,069,253
Generali PanEurope Limited	(2,393)	2,181	(212)	-	-	(56,211)	(51,346)	51,478	40,848	92,326
Harcourt Life Assurance Company	-	4,544	4,544	(2,771)	-	4,703	124,495	(17,513)	230,205	212,692
Irish Life	108,983	266,442	375,425	21,809	-	110,195	5,310,763	7,321,145	28,332,414	35,653,559
New Ireland	83,249	103,201	186,450	(2,355)	(2,070)	200,000	2,042,813	1,352,593	13,212,932	14,565,525
Quinn Life	-	551	551	36	-	(573)	14	(4,838)	11,436	6,598
Scottish Mutual International	82	(6)	76	-	7,977	-	14,402	(11,036)	47,627	36,591
Seb Life International Ass Co Ltd	6	15	21	-	-	5	329	185	2,499	2,684
Union Heritage	63	1,900	1,963	2	-	(2,138)	(165)	452	2,800	3,252
Zurich Life Assurance	55,379	80,986	136,365	18,053	-	35,546	1,339,538	1,836,619	9,614,642	11,451,261
TOTAL (a)	301,404	615,906	917,310	64,359	17,933	343,615	11,109,699	11,072,561	65,171,429	76,243,990

Undertakings with their Head Offices in Ireland (Foreign Risk Business)										
Aegon Ireland	10,472	39,052	49,524	(69)	-	(72,506)	376,730	614,024	4,823,230	5,437,254
Allianz Global	13,855	12,347	26,202	(167)	-	13,489	106,800	735,277	1,214,756	1,950,033
Arca Vita	3,097	2,488	5,585	114	-	1,500	82,773	9,612	406,745	416,357
Area Life International	173	1,701	1,874	2,174	3,142	-	39,331	(25,115)	161,860	136,745
Ark	-	-	-	-	-	-	353	746	9,862	10,608
Augura Life	361	1,195	1,556	17	-	(13)	85,856	137,496	89,626	227,122
Aviva Life International	4,157	3,862	8,019	-	-	-	111,452	12,745	956,062	968,807
AXA Life Europe	14,867	25,876	40,743	-	-	(21,918)	244,217	1,654,095	3,496,627	5,150,722
AXA MPS	103,846	32,694	136,540	20,552	-	149,118	4,162,358	336,366	9,015,644	9,352,010
AZ Life Limited	35,430	3,566	38,996	7,252	-	13,455	344,813	1,408,632	2,583,219	3,991,851
Barclays Assurance	14,680	2,131	16,811	-	8,197	-	26,860	(10,135)	23,021	12,886
CACI Life Limited	270,356	30,848	301,204	-	-	50,904	426,673	32,234	213,120	245,354
Canada Life Ass. Europe Ltd	51,452	65,107	116,559	-	-	8,666	214,179	657,873	2,548,859	3,206,732
Canada Life International Assurance	-	1,671	1,671	-	1	(702)	1,320	131,434	30,159	161,593
Canada Life Intl Assurance (Ire) DAC	6,107	12,294	18,401	-	-	(2,988)	149,143	800,513	2,552,414	3,352,927
Cattolica Life Limited	6,176	4,424	10,600	-	-	3,152	187,901	64,255	817,611	881,866
CNP Europe	761	3,377	4,138	331	-	(5,810)	425,563	(328,094)	806,668	478,574
CNP Santander Insurance Life	227,927	9,935	237,862	1,494	-	(5,000)	246,824	55,129	181,763	236,892
CUNA Mutual Life	2,670	4,782	7,452	-	-	(4,449)	6,355	(292)	2,254	1,962
Darta Life	114,158	19,168	133,326	-	-	53,432	976,151	2,366,426	7,444,013	9,810,439
ECCU	341	274	615	-	-	(342)	11,303	45	(4,633)	(4,588)
Euroben	-	2,687	2,687	3,262	78,338	3,829	136,198	33,541	1,055,433	1,088,974
FIL Life Insurance	-	1,311	1,311	10	-	(2,474)	16,961	269,763	-	269,763
Generali PanEurope Limited	9,786	16,473	26,259	2,594	4,517	73,141	450,521	1,997,567	6,592,935	8,590,502
Hansard	65	7,298	7,363	-	-	1,037	66,243	(35,608)	340,028	304,420
Hawthorn Life	4,942	6,556	11,498	1,747	-	85,000	305,639	(87,251)	1,379,943	1,292,692
Inora Life Limited	4,823	3,486	8,309	(184)	-	(262)	82,213	(48,167)	482,699	434,532
Intesa SanPaolo Life Ltd	206,453	15,548	222,001	-	-	43,450	2,463,883	4,191,500	12,412,440	16,603,940
Irish Life	20	50	70	34	(1,020)	(178)	3,477	(1,845)	15,235	13,390
Laguna Life Limited	-	1,333	1,333	-	-	3,738	5,192	512	25,360	25,872
Mediolanum International	24,166	7,679	31,845	434	-	11,716	858,926	(467,731)	2,600,061	2,132,330
Metlife Europe	137,425	260,903	398,328	-	-	49,825	1,221,880	1,177,904	6,787,443	7,965,347
Old Mutual International	6,359	6,788	13,147	(39)	1,064	(7,281)	34,631	138,148	336,071	474,219
Prudential International	13,989	40,687	54,676	-	(120,907)	3,608	85,929	159,475	1,718,346	1,877,821
Scottish Mutual International	594	2,359	2,953	25	(7,970)	12,471	32,502	(9,779)	233,768	223,989
Seb Life International Ass Co Ltd	31,022	16,767	47,789	953	-	11,550	669,963	393,397	5,516,802	5,910,199
Sella Life	-	1,349	1,349	-	-	2,063	93,866	(2,874)	600,443	597,569
St. James's Place	27,160	33,610	60,770	2,317	-	(78)	432,507	1,093,543	5,378,034	6,471,577
Standard Life International	26,745	53,171	79,916	-	-	(62,945)	387,643	1,148,236	4,289,618	5,437,854
The Lawrence Life Ass.	28,572	8,493	37,065	1,897	(370)	12,709	749,942	89,192	3,046,292	3,135,484
UBS International Life Ltd	809	4,658	5,467	2,043	1,306	15,166	424,688	415,840	4,116,223	4,532,063
W&W Europe Life	39	66	105	-	-	(781)	(669)	1,656	603	2,259
Zurich Life Assurance	80,855	28,758	109,613	-	-	(22,656)	470,335	735,656	3,379,067	4,114,723
TOTAL (b)	1,484,710	796,822	2,281,532	46,791	(33,702)	412,636	17,219,425	19,845,941	97,679,724	117,525,665

TOTAL (a) + (b) (Irish HO - Global Business)	1,786,114	1,412,728	3,198,842	111,150	(15,769)	756,251	28,329,124	30,918,502	162,851,153	193,769,655
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