

Life Insurance Statistical Overview 2015/2014

Individual Life -Sales

Gross Premiums for 2015 were \$32B, 8.5% more than the \$29.5B reported in 2014.

New Annualized Premiums for Individual Life for the year was \$4.9B. This represented an improvement of 6.8% on the annual premiums recorded in 2014. Sums assured for 2015 were \$181.2B 8% more than 2014. These increases came despite the fact that the number of sales representatives fell to 760 in 2015 a reduction of 6% relative to 2014. The number of policies sold in 2015, 99,853 policies were up 1.4% on the amount sold in 2014. The policies involved were: Whole Life, Term, Personal Accident, Critical Illness, Annuities, Universal Life, Interest – sensitive and Equity-Linked and Individual Health.

Benefits Paid

Total Benefits paid out on the Individual Life Portfolio was \$20.2B in 2015 3% higher than the \$19.7B paid out in 2014. The highest payout was for encashments, \$11.3B, a reduction of 3% relative to encashments in 2014. Policy surrenders amounted to \$4.7B in 2015, 9% higher than the \$4.3B recorded in 2014. A total of \$2.5B was disbursed for death benefits representing a 16% jump over 2014. Policy loans borrowed were \$0.908B in 2015 falling 6% from the \$0.966B borrowed by policyholders in 2014.

Approved Retirement Schemes

A total of 4,661 Approved Retirement Schemes (ARS) were sold in 2015, a decrease of 17% from the 5606 sold in 2014. However this brought an increased premium income of \$2.35B for the year against \$1.76B for 2014, a gain of 34%.

Group Insurance

Number of contracts/policies sold in 2015 for Group Life was 1,648 against 1,619 for 2014, a marginal increase of 1.8%. Number of Employers/Pensioners covered for 2015 was

460,152 against 453,474 for the previous year, up 1.5%. Sums Assured increased to \$630.6B for 2015 against \$489.3B for the prior year, a jump of 29%. Annualized billed premium was \$3.6B for 2015 against \$3.2B for the previous year, up 12.5%.

Group Creditor Life

A total of 118 contracts/policies were sold in this category in 2015 against 120 in the previous year, a dip of 1.6%. Number of lives covered was 1,347,730 against 1,551,637 in the previous year, a fall of 13%. Sums Assured was \$369.03B an increase of 11.3% over the \$331.38B registered in 2014. Annualized billed premium/fees was \$2.58B for 2015 against \$1.85B for the previous year, a jump of 40%.

Group Health

Group Health sales amounted to 2,042 contract/policies in 2015 against 2,028 in the previous year, inching up by 0.7%. 219,907 employees/pensioners were covered against 212,202 in 2014, a marginal increase of 3.6%. Number of dependents covered in 2015 was 156,011 and 157,118 for 2014. Total lives covered was 375,918 for 2015 and 369,320 for 2014.

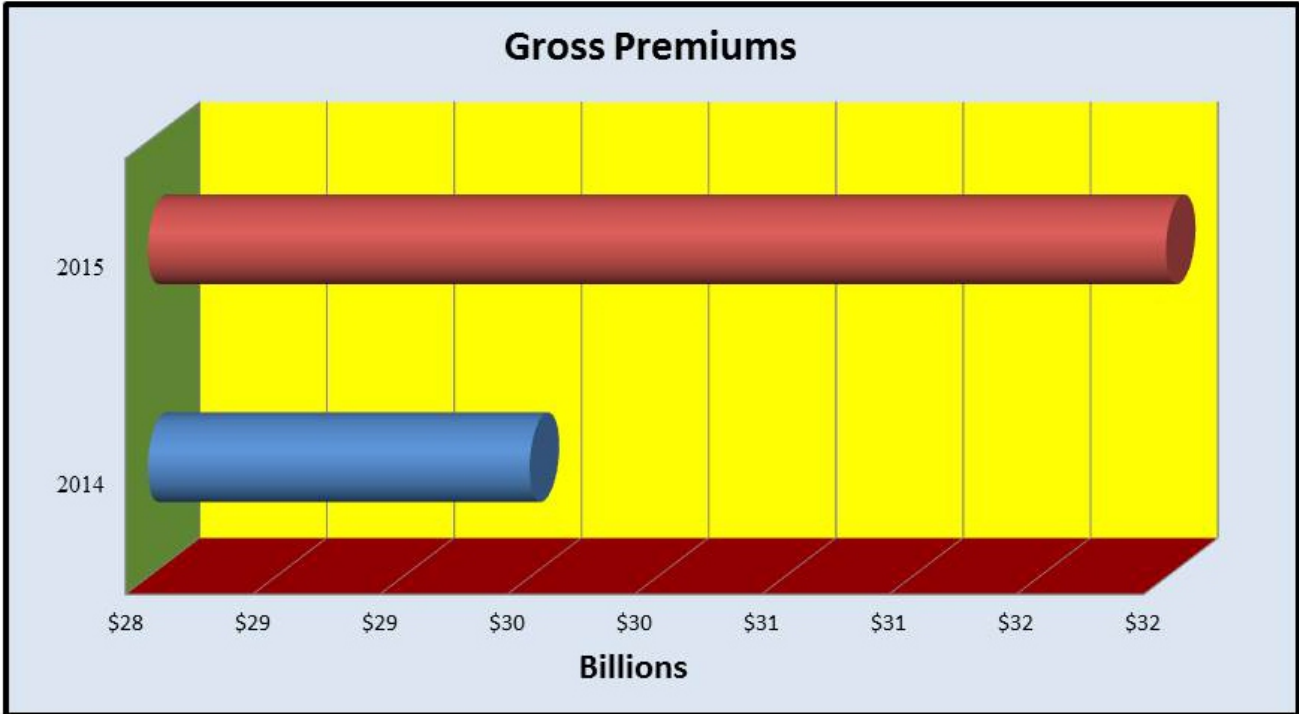
Group Pension

Group Pension had a total of 480 contracts/policies sold in 2015 covering 69,142 employees/pensioners representing \$211.7B pension fund under management. Figures for 2014 were 65,188 employees/pensioners with \$178.0B pension fund under management. This represents a 6% increase in employees/pensioners and an increase of 19% in pension funds respectively.

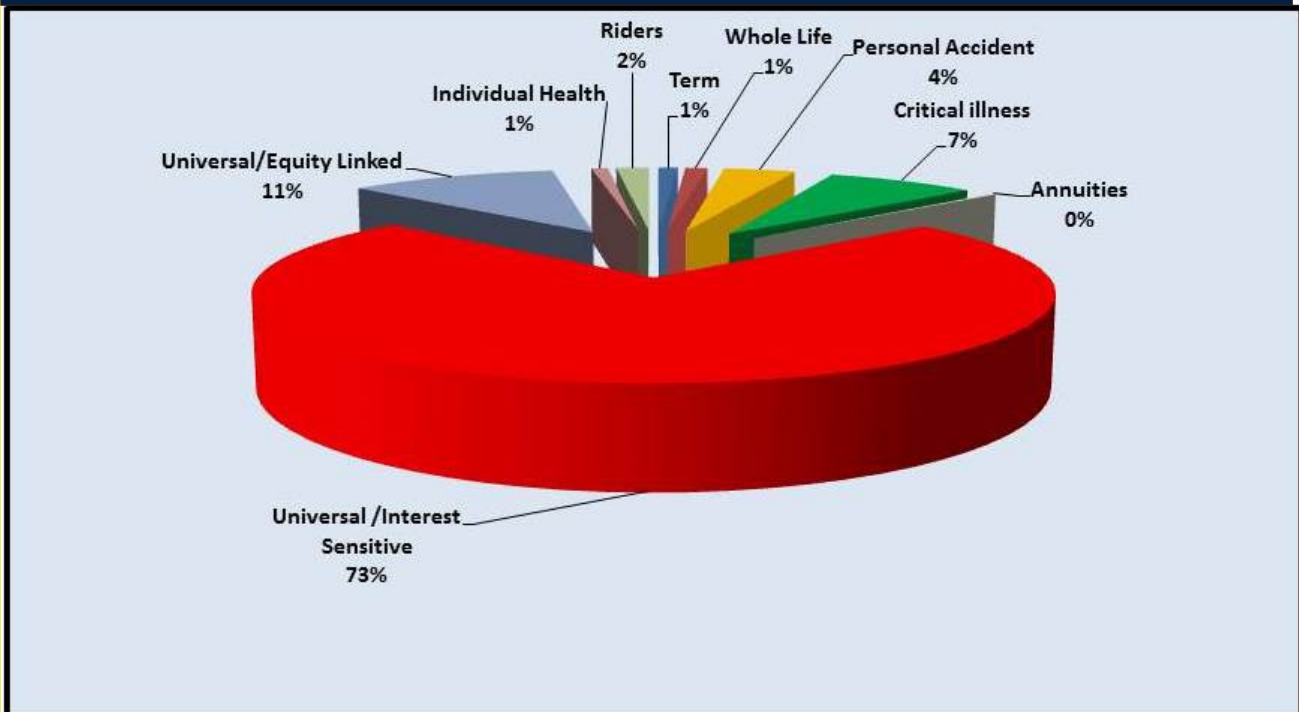
Health Benefits Paid

Health Benefits paid in 2015 was a total of \$15,267B. This represents a 7% increase on the \$14.2B paid out in 2014. Benefits include: Hospitalization, Surgery, Doctor's Fees, Lab & Xray, Prescription Drugs, Maternity, Dental, Optical, Disability, Others.

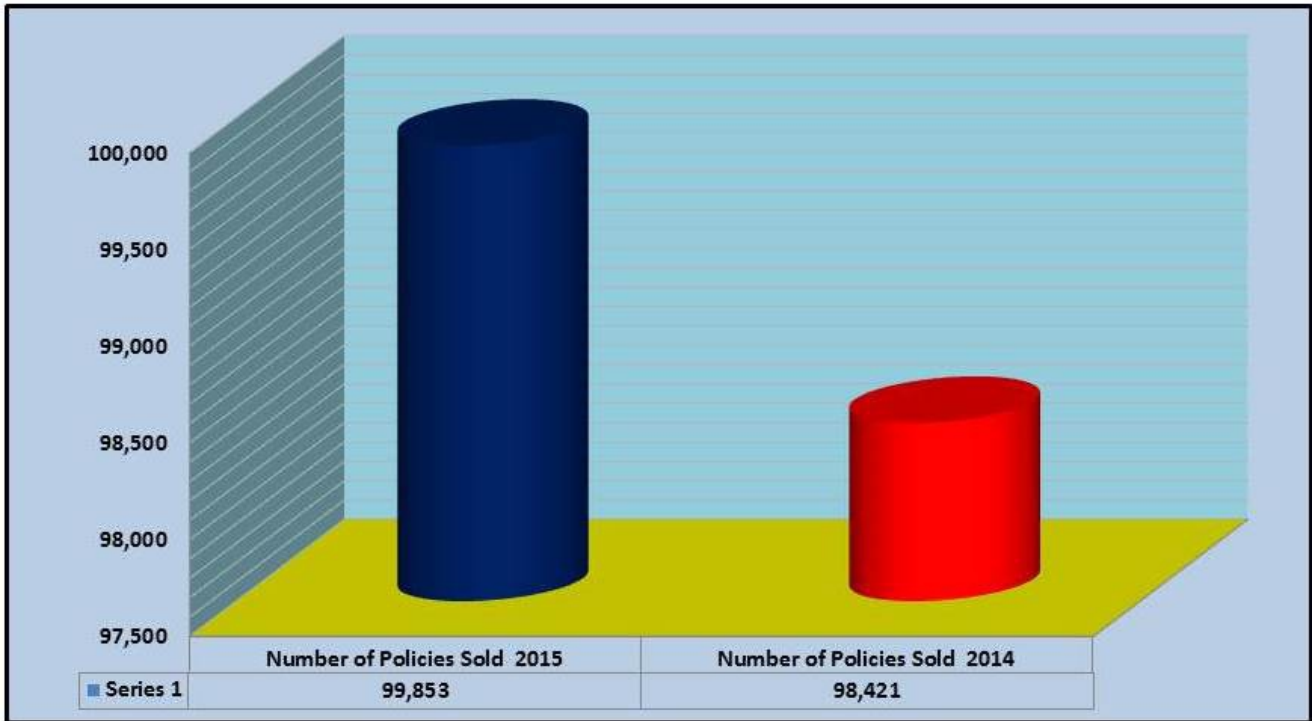
Gross Premiums 2014/2015



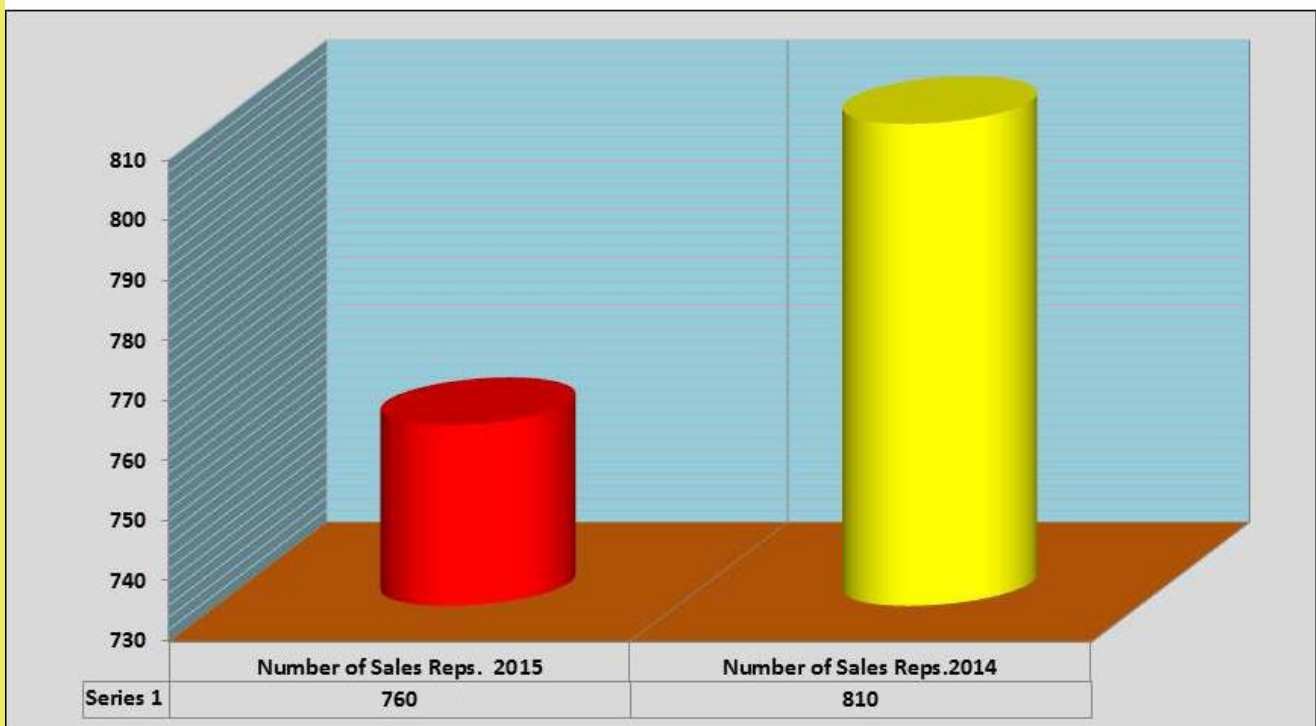
New Annualized Premiums by Types of Policies



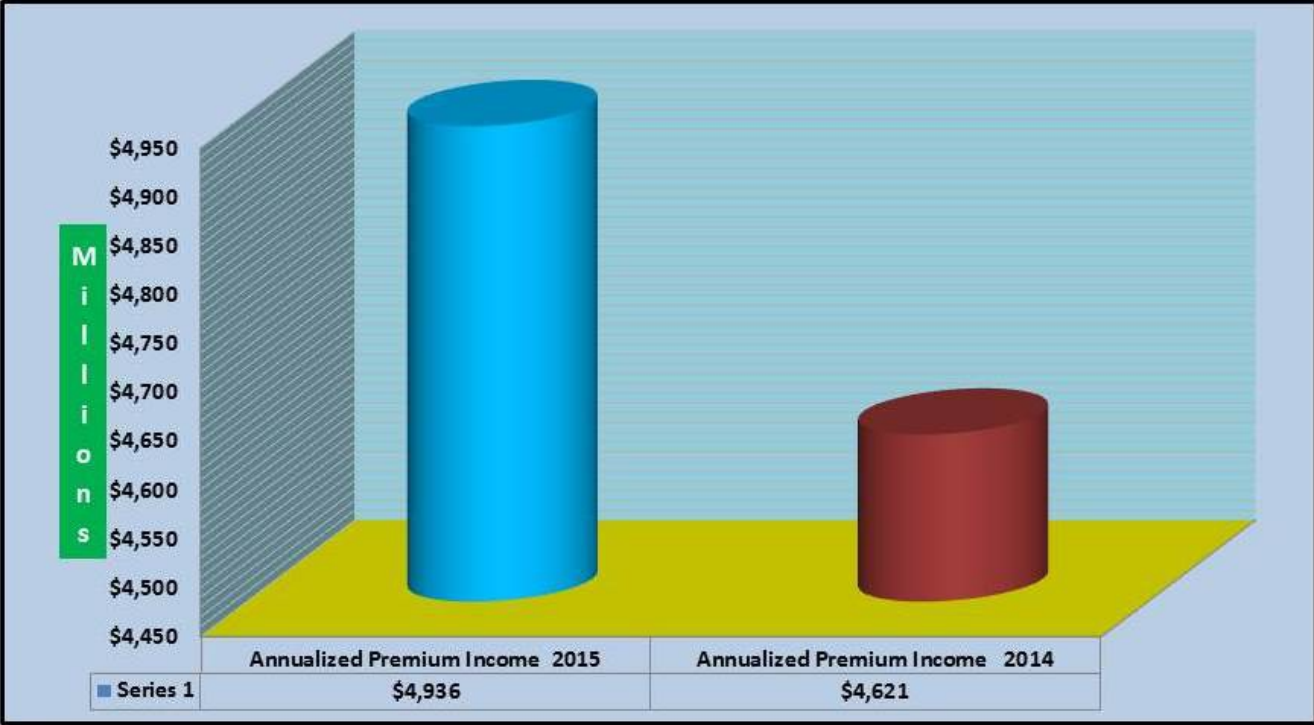
Number of Policies Sold 2015/2014



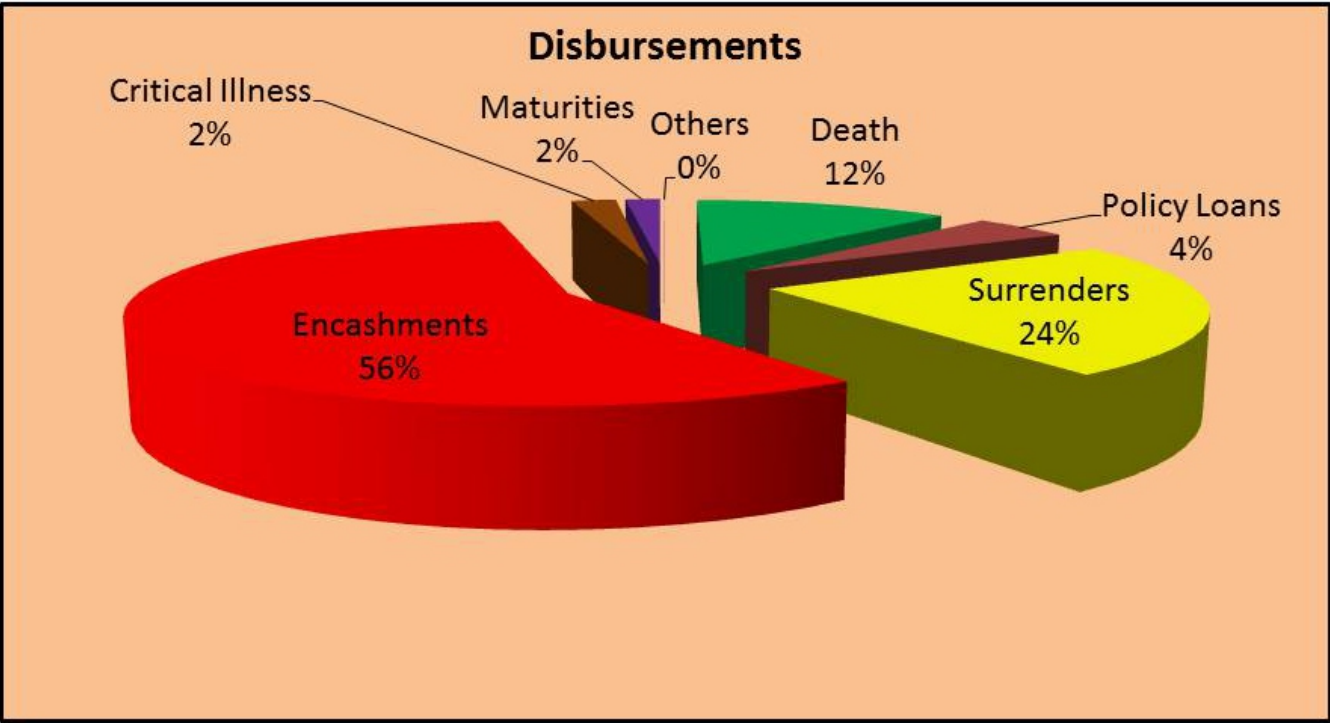
Number of Sales Representatives 2015/2016



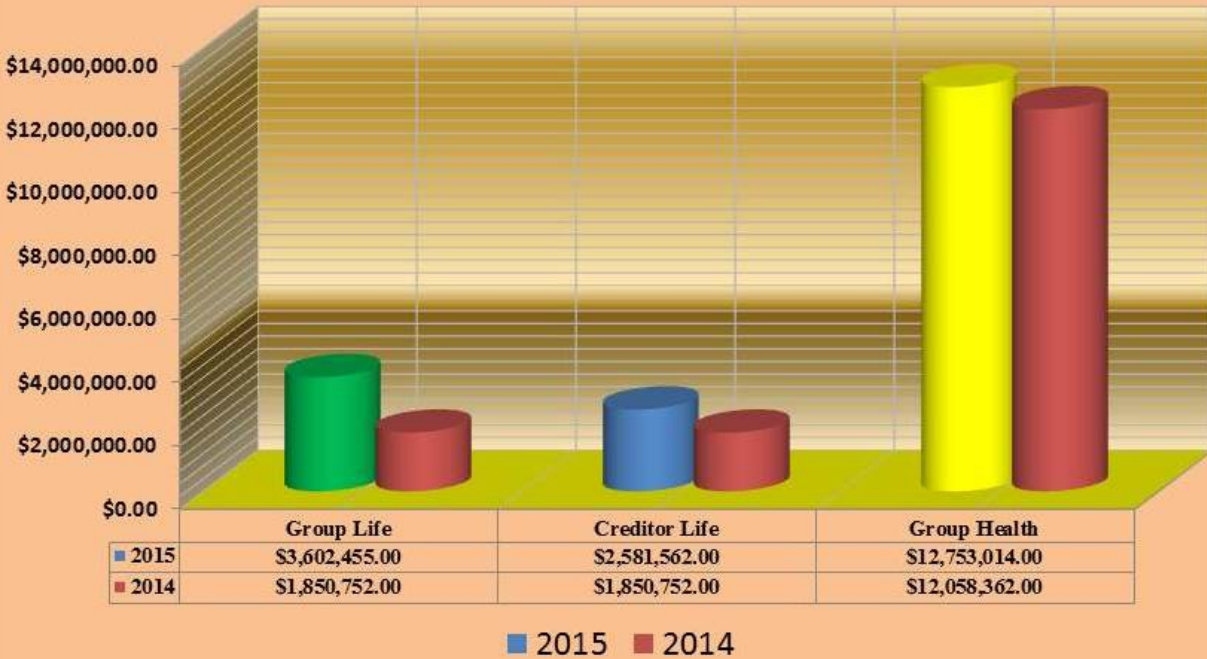
New Annualized Premium Income 2015/2014



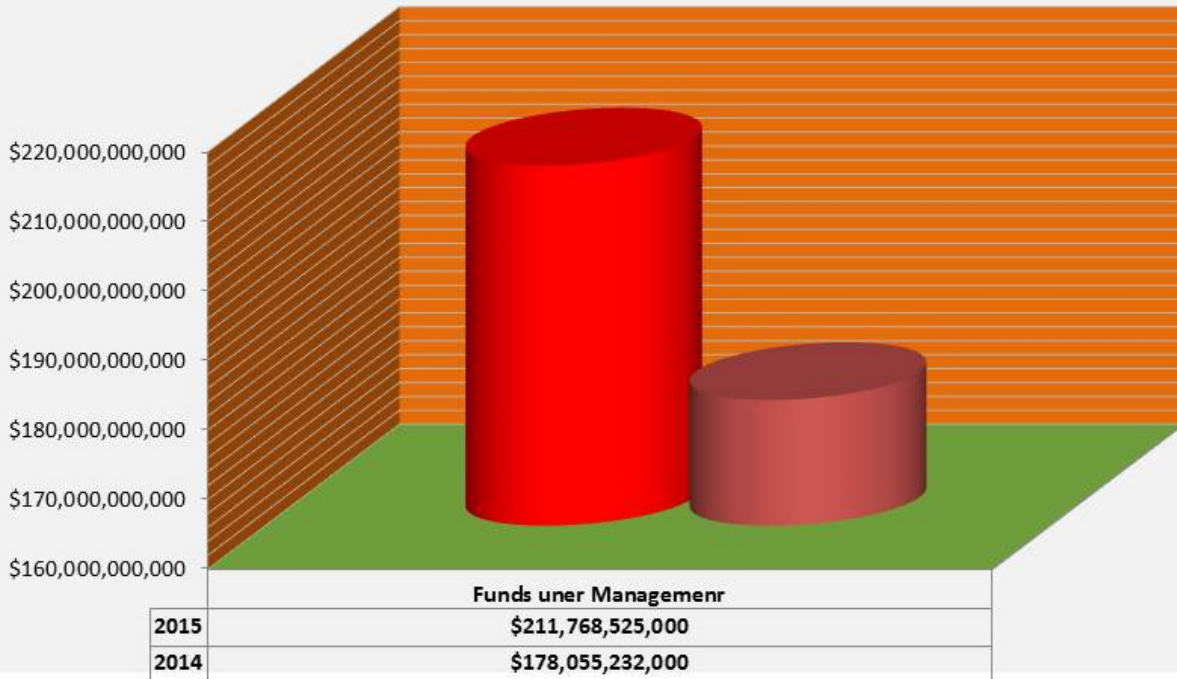
Life Insurance Cash Disbursements 2015



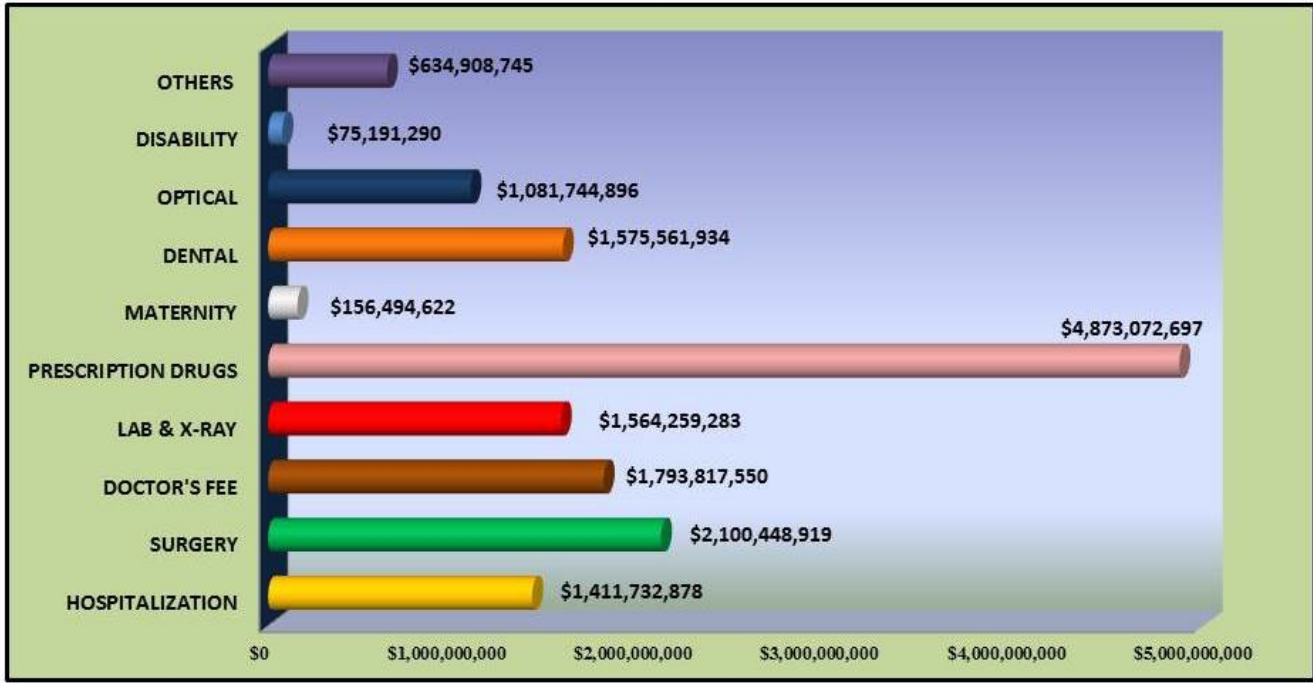
Group Insurance Premium Income 2015/2014



Group Pension – Funds under Management 2015/2014



Health Benefits Paid Out 2015



Health Benefits Paid Out 2014 and 2015

CATEGORY	2014	%	2015	%
	\$		\$	
HOSPITALIZATION	1,252,944,036.80	9%	1,411,732,878	9%
SURGERY	1,798,675,231.54	13%	2,100,448,919	14%
DOCTORS FEES	1,849,171,561.01	13%	1,793,817,550	12%
LAB/XRAY	1,407,368,829.62	10%	1,564,259,283	10%
PRESCRIPTION DRUGS	4,712,855,189.00	33%	4,873,072,697	32%
MATERNITY	165,271,152.85	1%	156,494,622.00	1%
DENTAL	1,439,625,275.41	10%	1,575,561,934	10%
OPTICAL	970,305,030.45	7%	1,081,744,896	7%
DISABILITY	63,547,380.00	0%	75,191,290.20	0%
OTHERS	606,374,746.52	4%	634,908,745	4%
TOTAL	\$14,266,140,447.20	100%	15,267,232,814.20	100%

General Insurance Statistical Report 2015/2014

The General Insurance Sector Statistics

Gross Premiums

Gross Premiums for 2015 were \$37.5 B , 9.9% higher than \$34.1B recorded in 2014. The lion's share , 42% of the premiums came from the motor business,32% from commercial property business while residential property amounted to 11%.

Claims

Total Claims in 2015 was \$9.76 B down 5.7% down from the \$10.36 B registered in 2014 . Motor claims dominated total claims to the tune of 87% , Employers' Liability represented 0.5% commercial property 0.33% , Public Liability 0.22%.

Total Underwriting Income

Total underwriting income was \$19.4 billion in 2015 slipping 1% under the \$19.2 billion earned in 2014.

Gross Claims

Gross Claims Incurred in 2015 was \$19.7 billion, a decline of 6% lower than the \$10.3billion paid out in 2014.

Total Underwriting Expenses

Total Underwriting Expenses was \$18.5 billion, marginally up 1% from the \$18.4 billion registered in 2014.

Total Sum Insured

Total Sum Insured amounted to \$4.6 trillion in 2015, a jump of 58% over the \$2.9 trillion covered in 2014.

Policy Count

Policy Count was 394,906 for 2015 improved 22% over 322,978 in the previous year.

Risk Count

Risk Count was 516,266 up 7% over last year's 480,385.

Claims Count

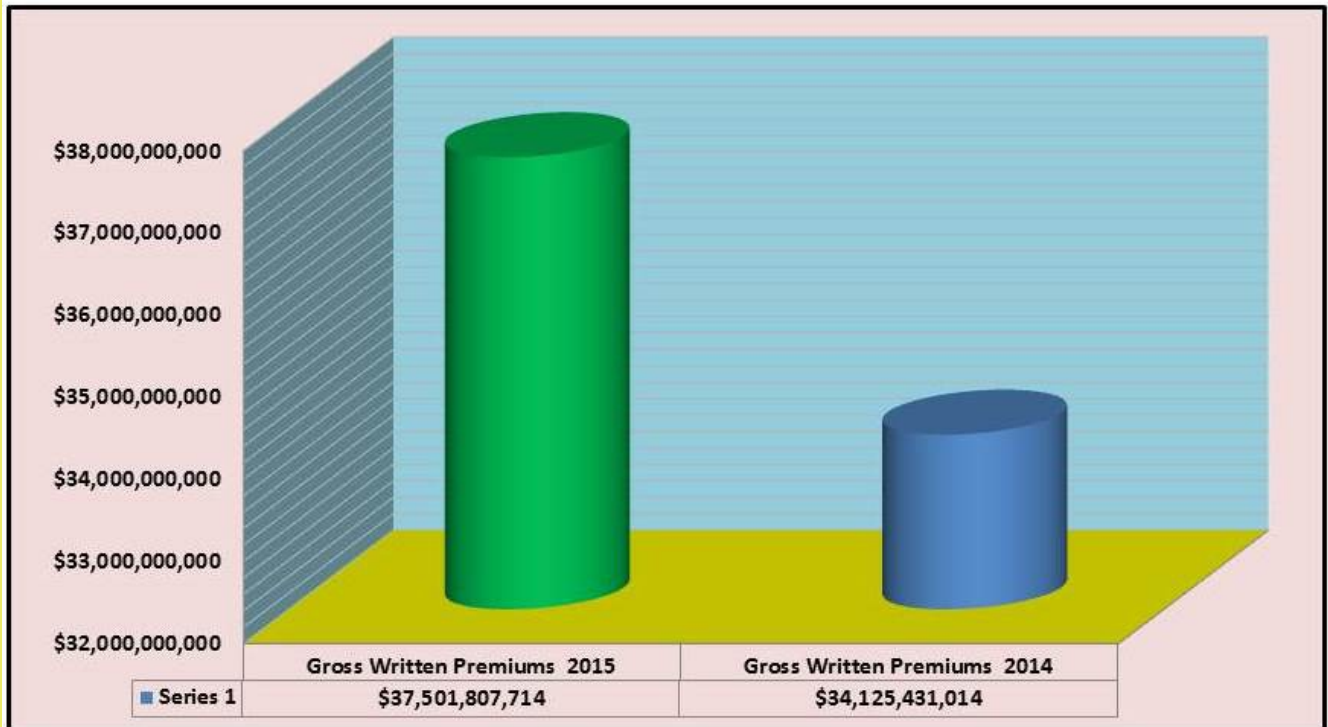
Claims count was 48,132 escalated by 71% over 28,187 for 2014. 2015 up 40% over 8.7% for 2014.

General Insurance

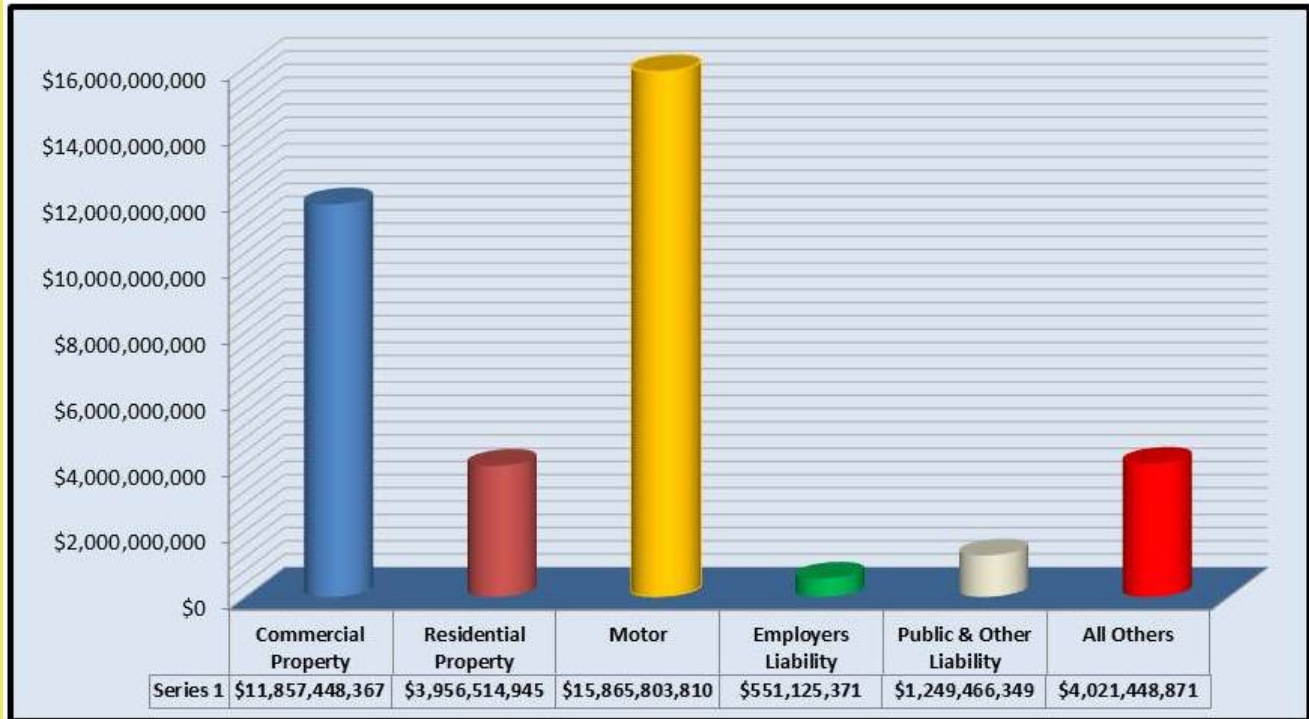
GENERAL INSURANCE MARKET STATISTICS - JANUARY - DECEMBER 2015

COMPANY	PROPERTY		MOTOR	LIABILITY		ALL OTHERS	TOTAL AS AT DEC 31, 2015	2015 Market Share %	TOTAL AS AT DEC 31, 2014	Change Y-O-Y
	Commercial	Residential		Employers	Public & Other					
MARKET STATISTICS FOR JANUARY 1 - DECEMBER 31, 2015										
<i>Gross Written Premiums</i>	11,857,448,367	3,956,514,945	15,865,803,810	551,125,371	1,249,466,349	4,021,448,871	37,501,807,714		34,125,431,014	10%
<i>Proportional Reinsurance</i>	(11,402,386,191)	(3,628,700,186)	(1,632,324,928)	(80,634,418)	(646,339,816)	(3,493,732,137)	(20,884,117,676)		(17,389,656,099)	20%
<i>Net Written Premiums</i>	455,062,176	327,814,759	14,233,478,882	470,490,954	603,126,533	527,716,734	16,617,690,038		16,735,774,914	-1%
<i>Excess Of Loss</i>	(266,696,738)	(176,693,307)	(241,043,424)	(6,224,762)	(12,722,775)	(12,880,740)	(716,261,746)		(974,462,402)	-26%
<i>Unearned Premium Adj.</i>	26,856,731	130,223,809	(183,499,790)	(2,302,446)	(38,799,062)	(12,520,158)	(80,040,916)		(336,681,397)	-78%
<i>Net Earned Premiums</i>	215,222,170	281,345,260	13,808,935,668	461,963,745	551,604,696	502,315,836	15,821,387,376		15,424,631,116	3%
<i>Commission Earned</i>	1,558,857,160	951,456,236	699,156,514	9,535,412	55,890,327	335,377,051	3,610,272,700		3,790,275,185	-5%
TOTAL UW INCOME	1,774,079,330	1,232,801,496	14,508,092,183	471,499,157	607,495,024	837,692,886	19,431,660,075		19,214,906,301	1%
<i>Gross Claims Incurred</i>	(327,645,889)	(115,253,566)	(8,522,384,677)	(509,132,824)	(221,145,534)	(73,896,625)	(9,769,459,114)		(10,366,800,196)	-6%
<i>Less: Reins On Claims</i>	300,899,166	84,699,702	876,743,680	74,807,487	26,257,402	68,677,595	1,432,085,032		1,767,802,099	-19%
<i>Net Claims Incurred</i>	(26,746,723)	(30,553,864)	(7,645,640,996)	(434,325,337)	(194,888,132)	(5,219,030)	(8,337,374,082)		(8,598,998,097)	-3%
<i>Commission Outward</i>	(771,667,736)	(352,701,877)	(998,828,711)	(49,468,214)	(82,496,856)	(172,743,416)	(2,427,906,810)		(2,375,425,222)	2%
<i>All Operating Expenses</i>	(1,126,742,996)	(959,176,024)	(4,833,805,801)	(196,189,619)	(253,509,133)	(435,448,003)	(7,804,871,576)		(7,430,042,656)	5%
TOTAL UW EXPENSES	(1,925,157,454)	(1,342,431,765)	(13,478,275,509)	(679,983,171)	(530,894,121)	(613,410,449)	(18,570,152,468)		(18,404,465,974)	1%
NET UW RESULTS	(151,078,125)	(109,630,269)	1,029,816,674	(208,484,013)	76,600,903	224,282,437	861,507,607		810,440,326	6%
<i>Sums Insured</i>	1,701,393,692,420	342,963,793,573	244,841,725,323	3,227,285,372	24,851,140,131	260,689,870,170	4,650,403,418,484		2,947,134,113,895	58%
<i>Policy Count</i>	17,099	24,730	280,529	2,393	4,297	17,339	394,906		322,978	22%
<i>Risk Count</i>	46,205	26,027	291,373	5,511	5,067	59,273	516,266		480,385	7%
<i>Claim Count</i>	373	203	29,620	4,431	3,472	1,554	48,132		28,187	71%

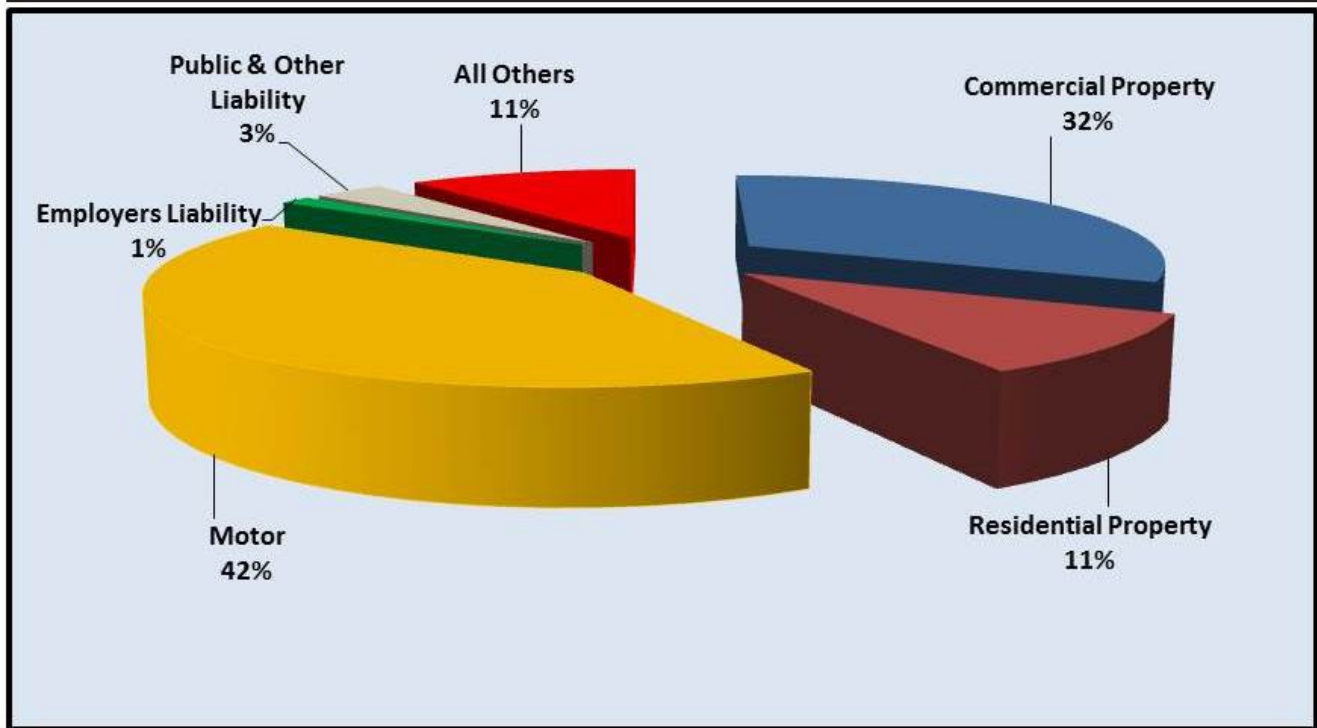
Gross Written Premiums



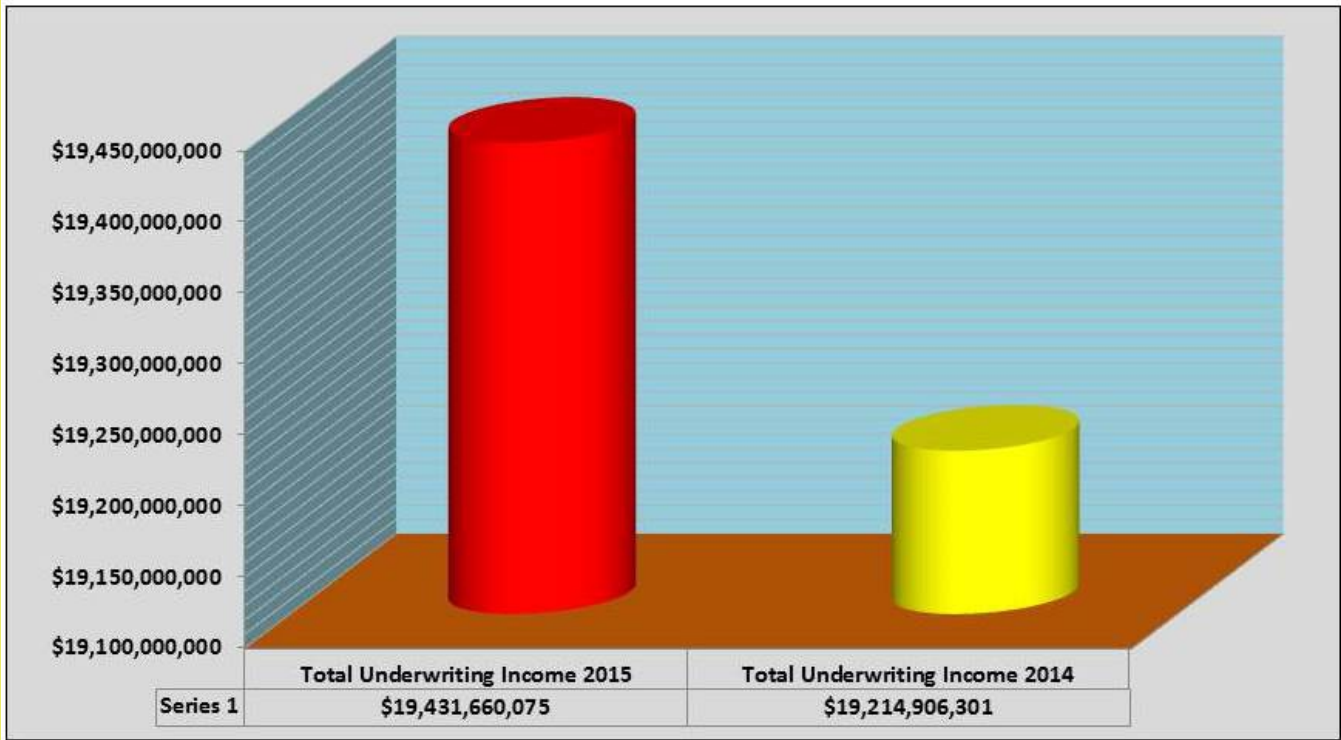
Gross Written Premiums by Line of Business



Gross Written Premiums Percentage by Line of Business



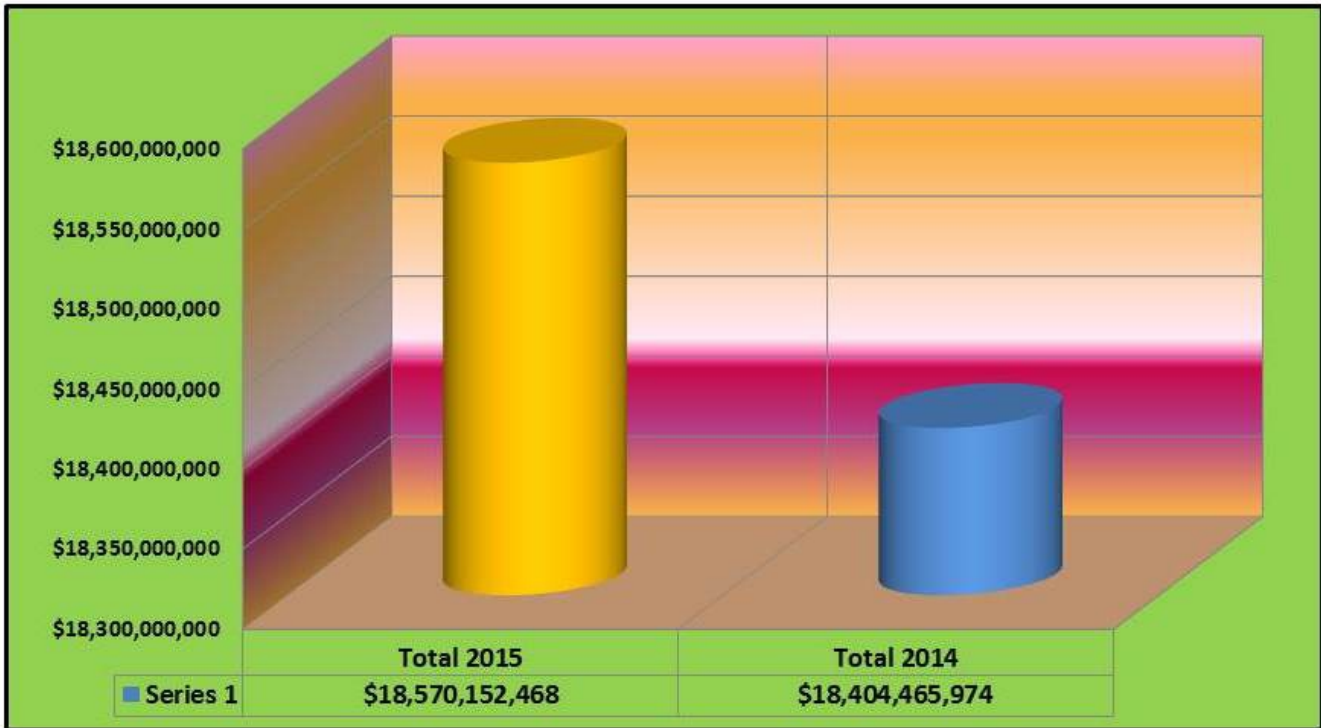
Total Underwriting Income



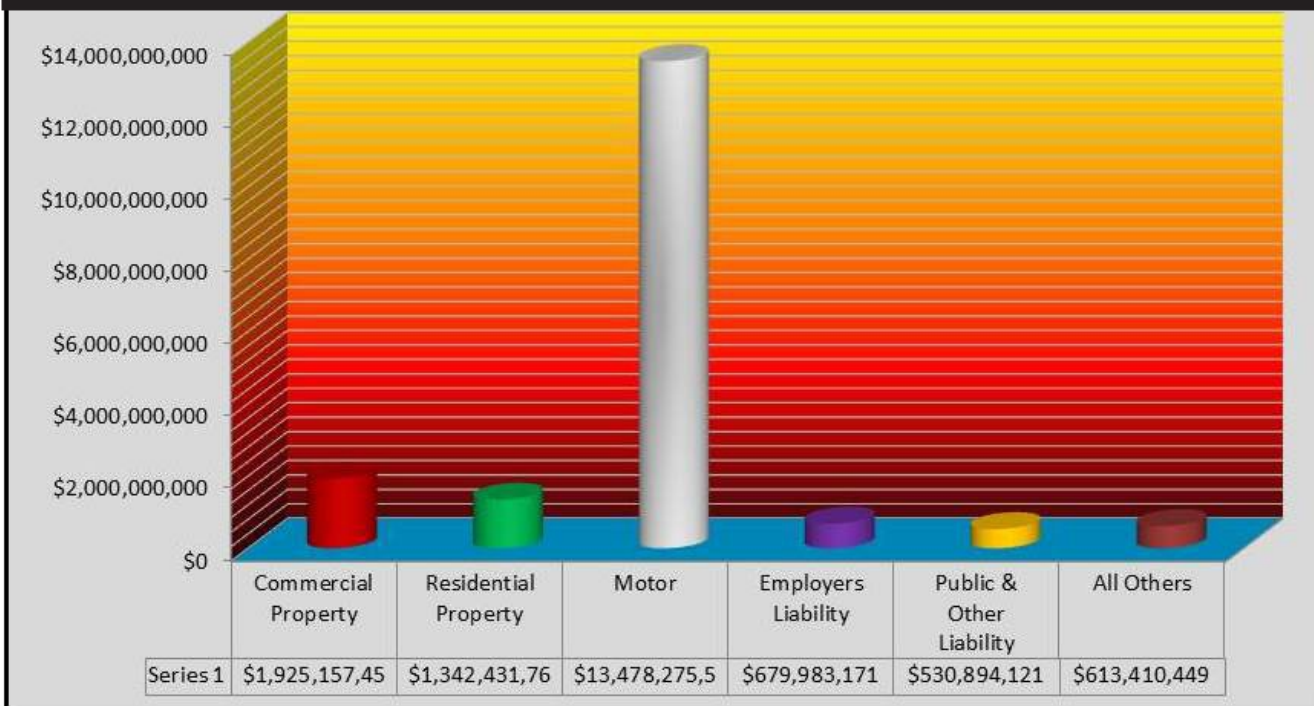
Underwriting Income by Line of Business



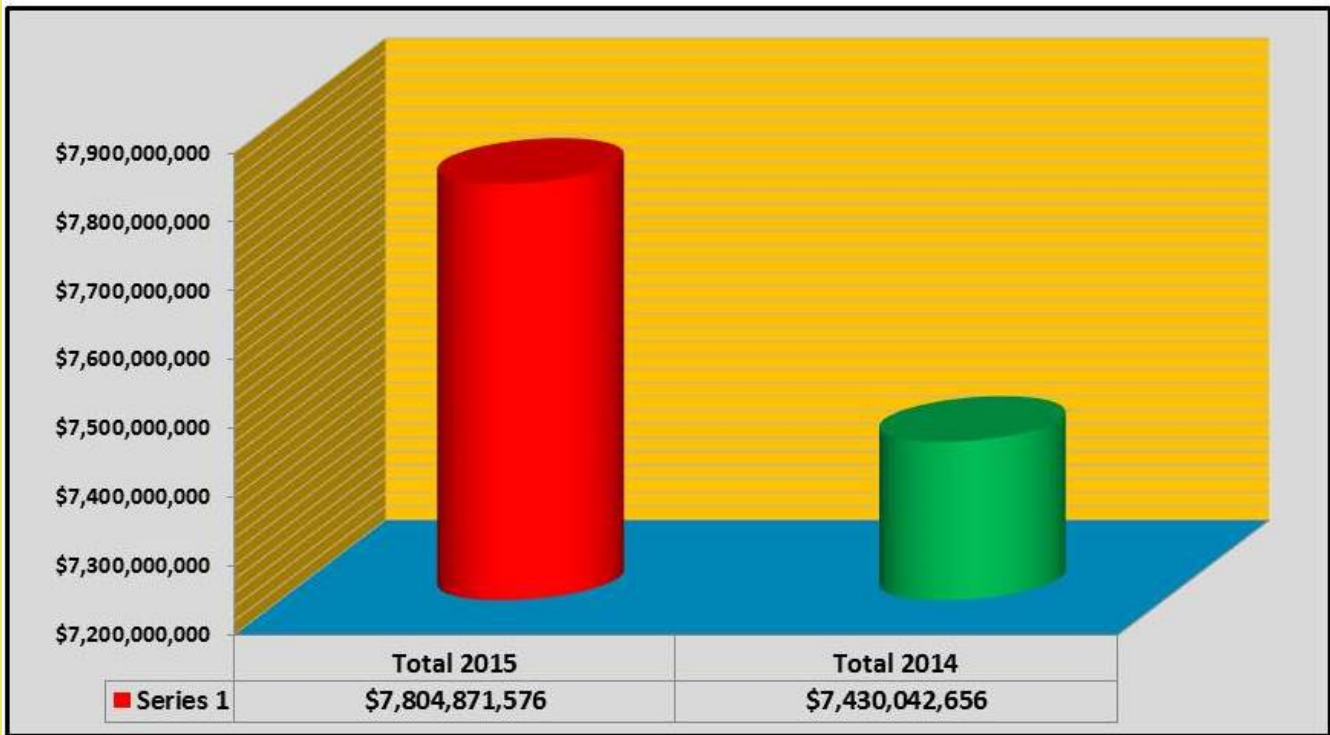
Total Underwriting Expenses



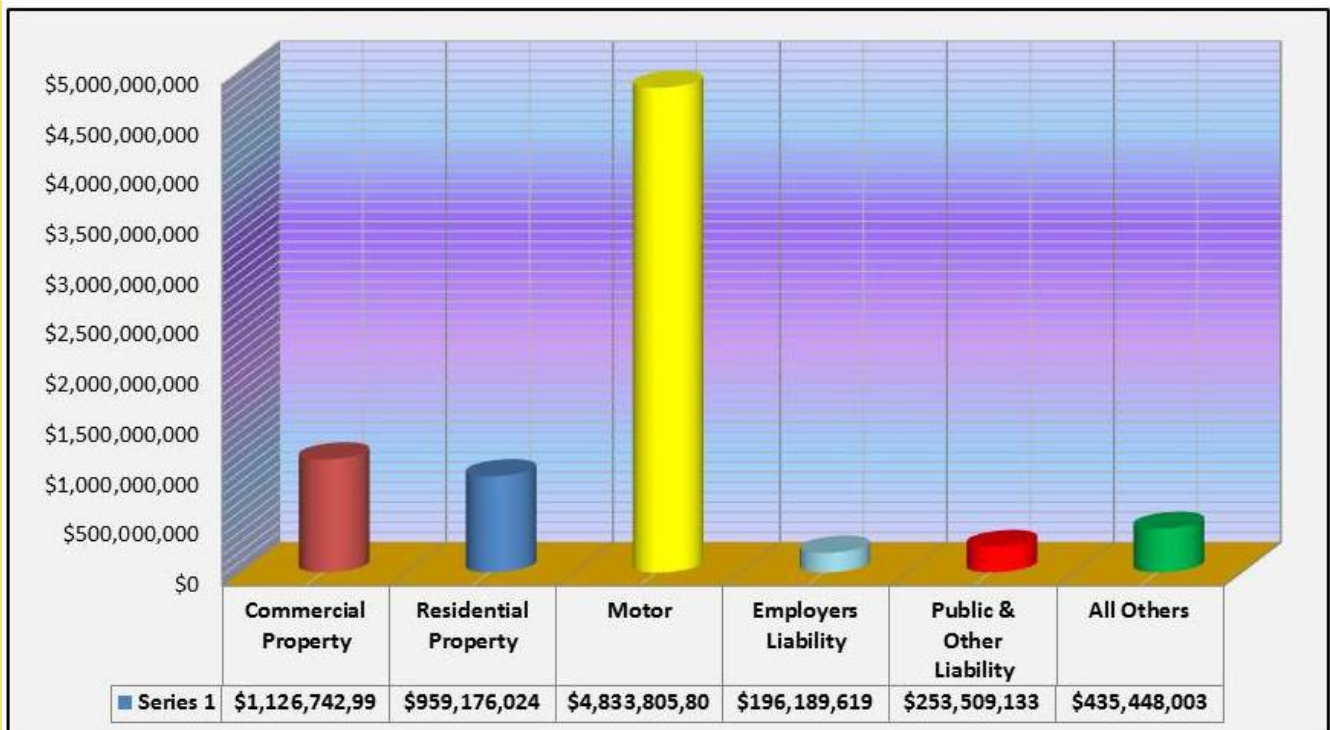
Total Underwriting Expenses by Line of Business



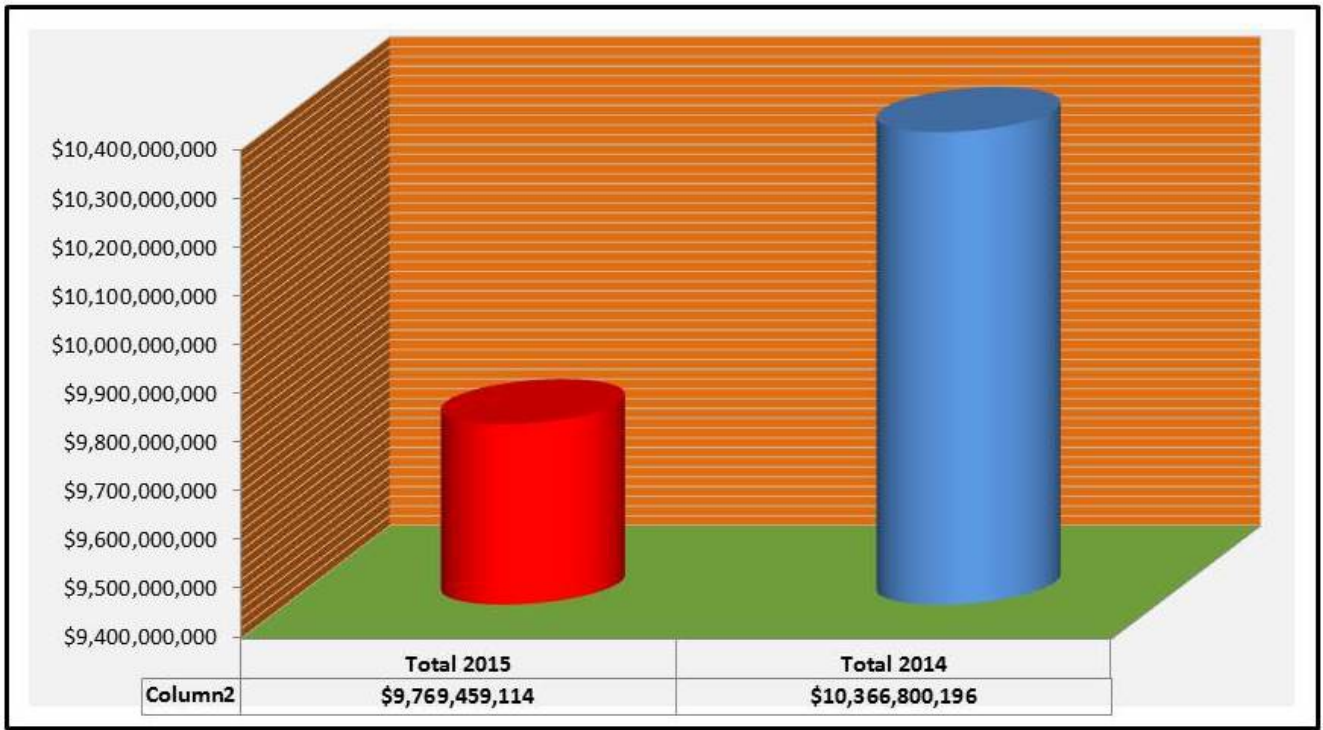
Total Operating Expenses



All Operating Expenses



Gross Claims Incurred



Gross Claims Incurred by Line of Business

