

Milliman Survey of Life Assurance Business 2011



March 2013

We have undertaken an analysis of the annual returns for 2011 submitted to the Companies Registration Office in order to prepare our own version of the “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 2010 review was published on 4th December 2012. The review has not yet been published in respect of 2011.

However, the annual solvency returns of insurance companies are publicly available documents that are lodged with the Companies Registration Office (CRO). The 2011 returns are now available at the CRO so we have prepared our own version of two of the key tables in the Blue Book using these returns for life assurance undertakings with their head offices in Ireland (both Irish Risk Business and Foreign Risk Business).

We have re-created the following tables from the Blue Book in Appendix A for life assurance undertakings with their head offices in Ireland:

- Table 4 New Life and Industrial Assurance Business (Gross)
- Table 5 Life Assurance Business Revenue Accounts (Net)

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 2011:

- Total new business premiums (gross of reinsurance) fell by 9% to €5 billion in 2011, down from €5.5 billion in 2010.
- Total premium income (net of reinsurance) fell by 12% to €8.3 billion in 2011, down from €9.5 billion in 2010.

- Total life assurance funds decreased from €64.1 billion at the start of the year to €61.4 billion at the end of 2011, a decrease of 4%.

The following are some of the headline results for **Foreign Risk Business**, written by Irish head-office undertakings during 2011:

- Total new business premiums (gross of reinsurance) fell by 4% to €16.1 billion in 2011, down from €16.7 billion in 2010.
- Total premium income (net of reinsurance) fell by 3% to €16.6 billion in 2011, down from €17.2 billion in 2010.
- Total life assurance funds increased from €79.2 billion at the start of the year to €80.7 billion at the end of 2011, an increase of 2%.

TOP 5 – IRISH RISK BUSINESS

The five Irish risk companies with the highest new business premiums (gross of reinsurance) in 2011 were:

IRISH RISK BUSINESS 2011 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
Irish Life	1,320
New Ireland	1,104
Zurich Life Assurance	977
Aviva Life & Pensions	449
Ark	423
Total	4,274

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

In 2010 the companies with the highest new business premiums (gross of reinsurance) were:

IRISH RISK BUSINESS 2010 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
Irish Life	1,699
Zurich Life Assurance	1,148
New Ireland	1,036
Aviva Life & Pensions	490
Ark	376
Total	4,749

The same five companies represented 86% of the total new business premium (gross of reinsurance) for Irish Risk Business written by Irish head-office undertakings in 2010.

TOP 5 – FOREIGN RISK BUSINESS

The five foreign risk companies with the highest new business premiums (gross of reinsurance) in 2011 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 represent 48% of the total new business premium (gross of reinsurance) for Foreign Risk Business written by Irish head-office undertakings in 2011.

In 2010 the companies with the highest new business premiums (gross of reinsurance) were:

FOREIGN RISK BUSINESS 2010 - TOP 5 COMPANIES	TOTAL (AP+SP) €MILLION
Intesa Sanpaolo Life	2,153
Generali PanEurope	1,773
Darta Life	1,363
The Lawrence Life Assurance Co	1,209
AXA MPS	1,163
Total	7,661

These five companies represented 46% of the total new business premium (gross of reinsurance) for

Foreign Risk Business (excluding undertakings with a head office in other EU states) in 2010.

ABOUT MILLIMAN

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APPENDIX A

We have re-created the following tables from the “Blue Book” for life assurance undertakings with their head offices in Ireland:

- Table 4 New Life and Industrial Assurance Business (Gross)
- Table 5 Life Assurance Business Revenue Accounts

Note that some companies may contain both Irish Risk Business and Foreign Risk Business. In some cases we have not split out this information but have included each company once under either Irish Risk Business or Foreign Risk Business.

Table 4: New Life and Industrial Assurance Business (Gross)
Effected During The Year 2011

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	320	18,912	4,071	8,207	-	-	-	-	-	-	4,391	27,119	
Ark	9,302	406,949	1,283	8,742	-	-	8,939	7,783	-	-	19,524	423,474	
Aviva Life & Pensions	4,363	294,363	949	26,447	613	117,164	2,978	11,427	-	-	8,903	449,401	
Canada Life Ass. (Ireland)	3,084	317,073	2,631	18,061	264	9,537	2,944	2,466	-	-	8,923	347,137	
CUNA Mutual Life	-	-	-	-	-	-	36	11	-	-	36	11	
Danica	491	18,822	833	4,037	-	-	12	11	-	-	1,336	22,870	
Friends First Man. Pen. Funds	3,157	160,555	1,654	8,474	-	-	124	10	-	-	4,935	169,039	
Friends' First Life Ass. Co.	3,152	160,550	1,654	8,474	251	19,695	9,531	8,275	-	-	14,588	196,994	
GRE Life	-	-	-	15	-	-	-	-	-	-	-	15	
IBRC Assurance	4	202	-	-	-	-	-	-	-	-	4	202	
Irish Life	19,710	1,011,963	3,661	49,540	2,330	221,396	37,638	36,822	-	-	63,339	1,319,721	
New Ireland	16,073	859,414	10,246	81,320	2,186	136,736	34,673	27,010	-	-	63,178	1,104,480	
Quinn Life	13	3,202	94	323	-	-	-	-	-	-	107	3,525	
Zurich Life Assurance	13,220	721,589	7,866	52,345	1,796	181,249	18,553	21,869	-	-	41,435	977,052	
TOTAL (a)	72,889	3,973,594	34,942	265,985	7,440	685,777	115,428	115,684	-	-	230,699	5,041,040	

Undertakings with their Head Offices in Ireland (Foreign Risk Business)												
Aegon Ireland	2,636	528,707	14	3,557	-	-	-	-	-	-	2,650	532,264
Allianz Global	4,408	248,760	-	-	1	3,825	-	-	-	-	4,409	252,585
Arca Vita	238	96,011	-	-	-	-	-	-	-	-	238	96,011
Auriga Life	1,756	158,267	-	-	-	-	-	-	-	-	1,756	158,267
Aviva Life International	-	5,433	-	-	-	-	-	-	-	-	-	5,433
AXA Life Europe	6,009	373,383	31,982	33,517	-	-	3,085	2,211	-	-	41,076	409,111
AXA MPS	89,657	1,820,716	3,583	51,483	-	-	-	-	-	-	93,240	1,872,199
AZ Life Limited	1,125	177,560	-	-	-	-	-	-	-	-	1,125	177,560
Barclays Assurance	-	-	-	-	-	-	50	1	-	-	50	1
CACI Life Limited	-	-	-	-	12	242,366	-	-	-	-	12	242,366
Canada Life Ass. Europe Ltd	2,197	89,972	19,018	46,281	-	-	1,336	883	-	-	22,551	137,136
Cattolica Life Limited	11,823	184,607	126	353	-	-	-	-	-	-	11,949	184,960
CNP Europe	3	438,430	-	-	3	20,447	-	-	-	-	6	458,877
Credit Suisse	37	22,947	-	-	-	-	-	-	-	-	37	22,947
CUNA Mutual Life	-	-	-	-	-	-	567	103	-	-	567	103
Darta Life	11,332	1,027,231	1,038	2,145	-	-	-	-	-	-	12,370	1,029,376
Eagle Star European	23	3,577	511	5,203	-	-	-	-	-	-	534	8,780
Euroben	-	-	-	-	399	354	-	-	-	-	399	354
Generali PanEurope Limited	174	670,197	214	2,530	-	-	471	11,452	-	-	859	684,179
Handelsbanken	1,679	136,475	-	-	-	-	-	-	-	-	1,679	136,475
Hansard	420	62,606	174	1,497	-	-	-	-	-	-	594	64,103
Hartford Life	-	399	-	-	-	-	-	-	-	-	-	399
HSBC Life	329	190,420	191	3,512	-	-	-	-	-	-	520	193,932
Inora Life Limited	354	16,690	-	135	-	-	-	-	-	-	354	16,825
Intesa SanPaolo Life Ltd	27,321	1,665,511	-	-	-	-	-	-	-	-	27,321	1,665,511
Legal & General Intl. Ireland	857	688,735	-	-	-	-	-	-	-	-	857	688,735
Mediolanum International	13,458	339,625	6,029	23,497	-	-	-	-	-	-	19,487	363,122
MetLife Europe	11,521	1,180,740	-	-	333	34,500	16,898	4,675	-	-	28,752	1,219,915
Prudential International	1,790	317,014	63	395	-	2,180	-	-	-	-	1,853	319,589
SEB Life (Ireland)	865	456,957	-	2,087	-	-	-	-	-	-	865	459,044
Seb Life International Ass Co Ltd	1,616	257,895	-	-	-	-	-	-	-	-	1,616	257,895
Sella Life	14	49,484	-	-	-	-	-	-	-	-	14	49,484
Skandia Life Ireland Limited	234	38,495	-	-	-	-	-	-	-	-	234	38,495
St. James's Place	1,754	419,564	(8)	1,581	-	-	-	-	-	-	1,746	421,145
Standard Life International	3,087	1,063,848	-	-	-	-	-	-	-	-	3,087	1,063,848
The Lawrence Life Ass.	66,445	1,887,952	-	-	-	-	-	-	-	-	66,445	1,887,952
UBS International Life Ltd	293	407,362	-	-	-	-	-	-	-	-	293	407,362
Zurich Life Assurance	5,121	568,033	2,019	4,928	-	-	9,251	3,915	-	-	16,391	576,876
TOTAL (b)	268,576	15,593,603	64,954	182,701	748	303,672	31,658	23,240	-	-	365,936	16,103,216

TOTAL (a) + (b) (Irish HO - Global Business)	341,465	19,567,197	99,896	448,686	8,188	989,449	147,086	138,924	-	-	596,635	21,144,255
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Table 5: Life Assurance Business Revenue Accounts
(Net) for the Year 2011 (€'000)

NAME OF UNDERTAKING	INCOME							Claims			
	Premiums			Investment Income Receivable before deduction of Tax	Changes in Asset Values	Miscellaneous	Total Income				
	Single	Annual	Total Premiums					Deaths	Maturities	Surrenders	Total Claims
Undertakings with their Head Offices in Ireland (Irish Risk Business)											
Acorn	16,078	52,235	68,313	4,232	(14,303)	538	58,780	11,719	-	48,957	60,676
Ark	406,950	157,656	564,606	69,870	(118,496)	25,663	541,643	19,929	12,789	569,134	601,852
Augura Life	-	242	242	227	(206)	-	263	92	-	1,465	1,557
Aviva Life & Pensions	412,400	197,755	610,155	187,923	37,613	-	835,691	39,189	191,917	755,738	986,844
Canada Life Ass. (Ireland)	326,633	134,313	460,946	127,792	(100,826)	-	487,912	36,642	118,893	467,180	622,715
CUNA Mutual Life	-	5,457	5,457	-	-	-	5,457	4,754	-	-	4,754
Danica	18,822	4,011	22,833	371	599	-	23,803	52	-	2,988	3,040
ECCU	48,586	-	48,586	283	-	-	48,869	43,025	-	-	46,006
Friends First Man. Pen. Funds	267,434	44,366	311,800	57,888	(83,132)	-	286,556	7,056	66,510	249,732	323,298
Friends' First Life Ass. Co.	18,595	107,192	125,787	82,273	25,359	-	233,419	27,504	107,585	30,032	165,121
GRE Life	-	197	197	160	(140)	-	217	73	-	701	774
IBRC Assurance	4,610	-	4,610	2,283	4,062	-	10,954	529	4,089	65,275	69,893
Irish Life	2,297,785	955,295	3,253,080	750,302	(1,001,597)	-	3,001,785	147,909	383,038	3,934,592	4,465,539
New Ireland	945,685	623,840	1,569,525	235,230	(388,368)	-	1,416,387	107,118	91,224	1,510,554	1,708,896
Quinn Life	3,203	7,084	10,287	2,985	(11,057)	-	2,215	63	274	10,574	11,276
Scottish Mutual International	534	388	922	-	464	1,654	3,040	1,374	-	15,430	16,804
Zurich Life Assurance	868,408	347,239	1,215,647	224,036	(248,179)	2,825	1,194,329	42,384	221,581	586,361	850,326
TOTAL (a)	5,635,723	2,637,270	8,272,993	1,745,855	(1,898,207)	30,680	8,151,320	489,412	1,197,900	8,248,713	9,939,371

Undertakings with their Head Offices in Ireland (Foreign Risk Business)											
Aegon Ireland	532,006	2,953	534,959	30,652	(41,898)	68,587	592,300	18,347	3,396	347,325	369,067
Allianz Global	248,760	-	248,760	1,177	26,847	3,620	280,404	3,880	12,331	16,262	32,473
Arca Vita	96,010	-	96,010	838	(6,961)	-	89,887	4,212	55,305	28,870	88,387
Area Life International	-	10,435	10,435	411	(2,327)	876	9,395	788	16,767	22,155	39,710
Ark	-	449	449	(73)	-	-	376	126	-	-	126
Augura Life	158,256	-	158,256	-	(748)	-	157,508	-	-	-	-
Aviva Life International	5,433	-	5,433	17,532	(21,615)	(6,565)	(5,215)	5,743	1,185	125,562	132,490
AXA Life Europe	373,071	264,565	637,636	34,148	342,260	-	1,014,044	3,855	1,721	81,306	86,882
AXA MPS	1,820,658	21,522	1,842,180	207,800	(371,929)	-	1,678,051	119,126	791,862	866,284	1,777,272
AZ Life Limited	177,560	-	177,560	3,585	(67,256)	-	113,889	36,008	-	77,375	113,383
Barclays Assurance	(3,906)	16,139	12,233	554	-	-	12,787	9,157	10,337	-	19,494
CACI Life Limited	170,438	179,703	350,141	15,553	1,124	-	366,818	39,960	-	-	39,960
Canada Life Ass. Europe Ltd	82,717	365,501	448,218	(22,393)	(17,833)	-	407,992	10,091	3,416	31,854	45,361
Cattolica Life Limited	184,613	3,159	187,772	17,324	(8,674)	195	196,617	7,984	131,644	102,932	242,560
CNP Europe	11,127	115,588	126,715	65,916	(64,444)	41,455	169,642	26,642	306,628	135,469	468,739
Credit Suisse	22,947	-	22,947	31	(1,162)	27	21,843	-	-	1,000	1,000
CUNA Mutual Life	-	5,749	5,749	218	-	-	5,967	3,252	-	-	3,252
Darta Life	1,027,231	13,448	1,040,679	14,707	(114,607)	-	940,779	44,183	-	444,303	488,486
Eagle Star European	3,577	4,349	7,926	-	(247)	32	7,711	140	-	473	613
ECCU	8,214	-	8,214	46	-	-	8,260	7,371	-	-	7,882
Euroben	354	25,187	25,541	34,125	23,369	-	83,035	3,475	68,021	216	71,712
Generali PanEurope Limited	670,197	19,811	690,008	47,153	(356,308)	-	380,853	56,122	2,466	132,358	190,946
Halifax Assurance (Ireland) Ltd.	(1,166)	8,579	7,413	1,359	1,408	-	10,180	3,272	4,000	-	7,272
Handelsbanken	284,272	-	284,272	34,780	(307,792)	172	11,432	5,928	-	161,056	166,984
Hansard	62,592	8,405	70,997	3,237	(26,511)	-	47,723	1,536	1,664	59,351	62,551
Hartford Life	(7,048)	-	(7,048)	36,667	54,081	-	83,700	12,472	12,627	161,039	186,138
HSBC Life	190,420	3,504	193,924	12,874	(76,593)	34,909	165,114	-	-	-	107,966
Inora Life Limited	16,690	135	16,825	(375)	(83,704)	-	(67,254)	4,017	361	89,850	94,228
Intesa SanPaolo Life Ltd	1,665,511	32,532	1,698,043	23,428	(202,993)	-	1,518,479	154,912	2,932,493	1,044,847	4,132,252
Irish Life	187	658	845	1,614	521	-	2,980	165	8,868	2,460	11,493
Laguna Life Limited	-	3,520	3,520	1,200	734	71	5,525	112	-	-	112
Legal & General Intl. Ireland	687,026	-	687,026	8,575	(27,573)	-	668,028	232	-	41,867	42,099
Mediolanum International	345,433	84,364	429,797	-	(247,085)	69,845	252,557	26,763	513,536	277,301	817,601
MetLife Europe	1,215,239	1,558	1,216,797	64,328	66,991	-	1,348,116	10,299	129	141,966	152,394
Old Mutual	-	-	-	-	-	6	6	-	-	-	-
Prudential International	110,240	55,968	166,208	27,552	(34,025)	-	159,735	10,994	31,941	85,307	128,242
Scottish Mutual International	11	67	78	5,728	(12,626)	5,718	(1,102)	6,138	-	37,493	43,631
SEB Life (Ireland)	456,958	6,450	463,408	46	(317,529)	-	145,925	14,666	16,029	263,300	293,995
Seb Life International Ass Co Ltd	257,788	-	257,788	61,369	(170,117)	-	149,041	29,903	811	198,423	229,136
Sella Life	75,161	-	75,161	45	(25,886)	-	49,320	7,916	-	65,546	73,462
Skandia Life Ireland Limited	46,407	1,545	47,952	1,607	(10,095)	-	39,464	1,571	-	17,992	19,563
St. James's Place	419,564	23,402	442,966	91,581	(345,987)	119,110	307,670	13,908	-	237,442	251,350
Standard Life International	1,063,848	-	1,063,848	26,857	472	-	1,091,177	6,999	-	305,643	312,642
The Lawrence Life Ass.	1,887,788	17	1,887,805	218,031	110,973	19	2,216,828	17,355	-	777,737	795,092
UBS International Life Ltd	364,023	2,542	366,565	367	(98,951)	14,254	282,235	128,576	4,132	585,681	718,389
Zurich Life Assurance	482,870	97,705	580,575	-	21,251	-	601,826	9,522	39,504	55,488	104,514
TOTAL (b)	15,213,077	1,379,509	16,592,586	1,090,174	(2,413,444)	352,331	15,621,646	867,718	4,971,173	7,023,533	12,970,901

-3%											
TOTAL (a) + (b) (Irish HO - Global Business)	20,848,800	4,016,779	24,865,579	2,836,028	(4,311,652)	383,011	23,772,967	1,357,131	6,169,073	15,272,245	22,910,272

Table 5: Life Assurance Business Revenue Accounts
(Net) for the Year 2011 (€'000)

NAME OF UNDERTAKING	EXPENDITURE						Increase/ (Decrease) in the Fund	Fund at the beginning of the Year	Fund at the end of the Year	
	Commission Payments	Management Expenses	Total Expenses	Taxation	Miscellaneous	Transfer to/(from) Income and Expenditure a/c				Total Expenditure
Undertakings with their Head Offices in Ireland (Irish Risk Business)										
Acorn	4,095	12,620	16,715	558	460	-	78,409	(19,629)	450,566	430,937
Ark	23,882	39,970	63,852	7,121	4,965	100,000	777,790	(236,147)	4,009,988	3,773,841
Augura Life	-	104	104	-	-	2,722	4,383	(4,120)	10,125	6,005
Aviva Life & Pensions	22,857	47,306	70,163	1,841	1,933	(160,500)	900,281	(64,590)	6,217,587	6,152,997
Canada Life Ass. (Ireland)	20,793	43,978	64,771	14,459	-	(300)	701,645	(213,733)	3,672,187	3,458,454
CUNA Mutual Life	276	1,476	1,752	-	-	(960)	5,546	(89)	2,441	2,352
Danica	516	5,761	6,277	-	56	(25,731)	(16,358)	40,161	30,396	70,557
ECCU	1,867	927	2,794	4	-	(253)	48,551	318	32,703	33,021
Friends First Man. Pen. Funds	-	16,986	16,986	8,009	(8,701)	-	339,592	(53,036)	1,764,537	1,711,501
Friends' First Life Ass. Co.	21,162	44,690	65,852	(172)	-	(6,641)	224,160	9,259	1,671,459	1,680,718
GRE Life	8	112	120	(26)	-	-	868	(651)	7,794	7,143
IBRC Assurance	-	3,843	3,843	-	-	(3,235)	70,501	(59,546)	377,325	317,778
Irish Life	85,663	187,843	273,506	(1,335)	-	21,107	4,758,817	(1,757,032)	26,152,025	24,394,993
New Ireland	82,231	100,688	182,919	19,908	3,259	22,857	1,937,839	(521,452)	11,975,805	11,454,353
Quinn Life	-	1,767	1,767	83	(238)	(1,292)	11,596	(9,381)	139,549	130,168
Scottish Mutual International	279	1,542	1,821	(227)	4,950	-	23,348	(20,308)	98,480	78,172
Zurich Life Assurance	54,281	80,621	134,902	7,624	-	(47,417)	945,435	248,894	7,479,726	7,728,620
TOTAL (a)	317,910	590,234	908,144	57,847	6,684	(99,643)	10,812,403	(2,661,082)	64,092,693	61,431,610

Undertakings with their Head Offices in Ireland (Foreign Risk Business)										
Aegon Ireland	17,973	31,657	49,630	-	-	(58,571)	360,126	232,173	4,023,874	4,256,047
Allianz Global	12,262	3,997	16,259	(1,751)	-	(27,191)	19,790	260,614	504,734	765,348
Arca Vita	2,621	1,945	4,566	215	-	1,500	94,668	(4,781)	418,160	413,379
Area Life International	529	2,961	3,490	1,923	1,777	-	46,900	(37,505)	253,886	216,381
Ark	-	-	-	-	-	-	126	250	8,153	8,403
Augura Life	1,858	1,018	2,876	-	-	(2,712)	164	157,344	-	157,344
Aviva Life International	3,504	4,667	8,171	(730)	-	-	139,931	(145,146)	1,153,831	1,008,685
AXA Life Europe	32,443	50,234	82,677	-	-	(234,296)	(64,737)	1,078,781	1,784,046	2,862,827
AXA MPS	62,104	24,794	86,898	4,717	-	(48,723)	1,820,164	(142,113)	7,095,938	6,953,825
AZ Life Limited	10,042	2,404	12,446	1,072	-	7,291	134,192	(20,303)	854,194	833,891
Barclays Assurance	11,538	7,589	19,127	-	-	23,089	61,710	(48,923)	163,366	114,443
CACI Life Limited	224,762	28,516	253,278	-	-	59,460	352,698	14,120	153,626	167,746
Canada Life Ass. Europe Ltd	45,878	69,113	114,991	-	-	(13,728)	146,624	261,368	1,362,911	1,624,279
Cattolica Life Limited	8,042	4,676	12,718	570	-	3,595	259,443	(62,826)	967,213	904,387
CNP Europe	1,227	4,660	5,887	1,889	-	10,309	486,824	(317,182)	1,949,524	1,632,342
Credit Suisse	146	1,210	1,356	-	-	(1,036)	1,320	20,523	21,363	41,886
CUNA Mutual Life	1,411	639	2,050	-	-	(397)	4,905	1,062	989	2,051
Darta Life	57,356	9,241	66,597	-	-	14,576	569,659	371,120	4,074,682	4,445,802
Eagle Star European	5,192	1,573	6,765	-	-	(1,295)	6,083	1,628	6,772	8,400
ECCU	315	157	472	-	-	(40)	8,314	(54)	(3,731)	(3,785)
Euroben	-	3,541	3,541	4,879	12,728	3,191	96,051	(13,016)	1,113,865	1,100,849
Generali PanEurope Limited	2,118	12,163	14,281	921	-	(3,627)	202,521	178,332	4,893,527	5,071,859
Halifax Assurance (Ireland) Ltd.	5,092	3,624	8,716	(2,919)	(2,268)	12,847	23,648	(13,468)	74,428	60,960
Handelsbanken	120	1,256	1,376	1,026	(77,217)	4,935	97,104	(85,672)	1,728,334	1,642,662
Hansard	3,977	7,042	11,019	-	-	927	74,497	(26,774)	461,275	434,501
Hartford Life	6,399	11,577	17,976	11,218	-	60,000	275,332	(191,632)	1,883,604	1,691,972
HSBC Life	843	8,264	9,107	(380)	-	(55)	116,638	48,476	1,118,330	1,166,806
Inora Life Limited	8,814	2,932	11,745	(7)	-	(2,971)	102,996	(170,250)	693,525	523,275
Intesa SanPaolo Life Ltd	96,756	15,487	112,243	-	-	29,855	4,274,350	(2,755,871)	13,245,656	10,489,785
Irish Life	26	142	168	301	(780)	(607)	10,575	(7,595)	33,212	25,617
Laguna Life Limited	-	1,164	1,164	-	-	2,785	4,061	1,464	24,844	26,308
Legal & General Intl. Ireland	10,973	8,941	19,914	-	-	(5,419)	56,594	611,434	783,043	1,394,477
Mediolanum International	27,481	7,046	34,528	506	-	(15,022)	837,612	(585,055)	3,875,046	3,289,990
Metlife Europe	45,042	76,279	121,321	4,351	-	(97,881)	180,185	1,167,931	1,710,887	2,878,818
Old Mutual	-	-	-	-	-	-	-	6	702	708
Prudential International	16,637	29,093	45,730	-	(45,308)	(4,578)	124,086	35,649	1,486,981	1,522,630
Scottish Mutual International	557	3,510	4,067	(152)	(4,950)	7,374	49,970	(51,072)	310,578	259,506
SEB Life (Ireland)	5,015	7,263	12,278	72	381	2,069	308,795	(162,870)	2,906,524	2,743,654
Seb Life International Ass Co Ltd	17,040	10,532	27,572	-	-	1,782	258,491	(109,450)	1,962,584	1,853,134
Sella Life	-	1,622	1,622	-	-	72	75,156	(25,836)	558,982	533,146
Skandia Life Ireland Limited	2,660	2,946	5,606	(44)	-	(1,800)	23,325	16,139	184,615	200,754
St. James's Place	40,259	22,391	62,650	2,062	-	(371)	315,691	(8,021)	3,909,090	3,901,069
Standard Life International	22,051	24,196	46,247	-	-	(21,500)	337,389	753,788	2,026,973	2,780,760
The Lawrence Life Ass.	70,366	10,837	81,203	1,984	1,942	8,033	888,254	1,328,574	3,604,819	4,933,393
UBS International Life Ltd	5,757	5,812	11,569	447	-	3,480	733,885	(451,650)	4,684,185	4,232,535
Zurich Life Assurance	36,485	34,717	71,202	-	-	2,864	178,580	423,246	1,122,420	1,545,666
TOTAL (b)	923,672	563,427	1,487,099	32,171	(113,695)	(281,786)	14,094,690	1,526,957	79,191,559	80,718,516

TOTAL (a) + (b) (Irish HO - Global Business)	1,241,582	1,153,661	2,395,243	90,018	(107,011)	(381,429)	24,907,093	(1,134,126)	143,284,252	142,150,126
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