Table 1.1: Insurance Key Indicators[1]

Market Structure	1990[2]	2007	2008	2009	2010
No. of licensees	**147**	**126**	**128**	**128**	**132**
Direct insurers	57	41	42	40	39
Life	3	8	9	9	9
General[6]	39	25	26	24	24
Life and General	15	8	7	7	6
Professional reinsurers	1	7	7	7	7
Life	-	1	1	1	1
General	1	5	5	5	5
Life and General	-	1	1	1	1
Insurance brokers	46	34	34	33	33
Adjusters	43	37	37	36	36
Financial Advisers	n.a.	7	8	12	17
No. of registered agents					
Life	37,373	78,587	74,887	80,078	87,163
General	14,456	39,165	38,766	35,930	35,236
No. of offices					
Insurers	448	705	729	715	696
Insurance brokers	n.a.	25	26	28	27
Adjusters	n.a.	172	174	163	175
Financial Advisers	n.a.	2	2	7	4
No. of resources employed					
Insurers	10,173	20,600	20,825	20,073	22,169
Insurance brokers	787	1,250	1,294	1,289	1,294
Adjusters	694	1,955	1,924	1,885	1,941
Financial Advisers	n.a.	43	109	202	278
No. of qualifications held by insurance personnel[3]	**2,091**	**12,816**	**12,896**	**13,465**	**14,251**
Premium Income					
Total (RMm)	**3,170.1**	**27,079.7**	**27,720.2**	**29,208.2**	**31,923.9**
Premium (% of GNI)	2.9	4.3	3.9	4.4	4.3
Life (% of GNI)	1.5	3.0	2.6	3.0	2.9
General (% of GNI)	1.4	1.3	1.3	1.4	1.4
Per capita insurance premium expenditure (RM) on:					
Life insurance[4]	92	695	676	711	771
General insurance[5]	111	369	393	413	444
Benefit Payments					
Total (RMm)	**1,170.6**	**14,260.1**	**15,087.0**	**17,398.7**	**18,832.3**
Life	522.6	9,653.6	10,014.1	11,838.5	13,020.9
General	648.0	4,606.4	5,072.9	5,560.2	5,811.4

Table 1.1: Insurance Key Indicators[1] (contd.)

Insurance Fund Assets	1990[2]	2007	2008	2009	2010
Total (RMm)	**9,498.1**	**122,414.3**	**130,940.9**	**148,638.2**	**166,193.6**
Life	7,097.2	102,502.9	109,372.7	125,824.8	141,456.3
General	2,400.9	19,911.4	21,568.2	22,813.4	24,737.3
% of GNI	8.6	19.5	18.3	22.4	22.4
% of total assets of the financial system	2.9	4.9	5.1	5.4	5.5
LIFE INSURANCE					
New Business					
No. of policies	498,338	1,337,514	1,585,846	1,387,724	1,426,280
Sums insured (RMm)	24,805.0	185,066.0	219,066.9	239,605.9	274,776.8
Total premiums (RMm)	573.1	7,587.0	7,234.7	7,544.4	8,327.1
Business in Force					
No. of policies	2,388,585	10,909,842	11,522,202	11,809,112	12,121,041
Sums insured (RMm)	86,678.0	722,679.4	771,274.8	791,360.8	852,254.1
(% of GNI)	78.3	115.1	107.9	119.0	115.1
Annual premiums (RMm)	1,576.7	14,538.8	15,446.4	17,347.4	19,275.4
Distribution of Sums Insured in Force (%)					
Whole Life	35.8	23.8	23.1	23.2	22.1
Endowment	13.5	8.9	8.5	8.3	7.9
Temporary	46.6	42.0	42.2	41.0	41.7
Investment-linked	-	18.1	19.1	20.6	21.7
Annuity	…	…	…	…	…
Others	4.1	7.2	7.0	6.9	6.6
Premium Income (RMm)	**1,643.1**	**18,893.0**	**18,736.9**	**19,831.3**	**21,812.1**
Net Policy Benefits					
Total (RMm)	**522.6**	**9,653.6**	**10,014.1**	**11,838.5**	**13,020.9**
Death and disability	160.2	816.9	951.0	977.2	1,026.6
Maturity/Vesting	178.3	2,164.1	2,747.2	4,368.4	3,907.7
Surrender	127.6	3,617.6	2,794.2	2,706.0	4,127.8
Cash bonuses	56.5	1,045.7	1,431.1	1,357.6	1,462.5
Medical	n.a.	1,057.6	1,277.5	1,458.2	1,596.1
Others	n.a.	951.8	813.3	971.2	900.2

Table 1.1: Insurance Key Indicators[1] (contd.)

LIFE INSURANCE (contd.)	1990[2]	2007	2008	2009	2010
Net Investment Income (RMm)	431.8	4,567.5	4,911.7	4,926.5	5,435.0
3 Policy Years Forfeiture Rate (%)	24.5	22.5	23.6	19.2	17.3
Surrender Rate (%)	1.5	2.7	2.8	2.7	2.5
Expense Rate (%)	45.9	27.1	28.0	28.1	28.1
Rate of Interest Earned (%) (excluding capital gains)	7.2	5.5	4.6	4.9	4.7
GENERAL INSURANCE					
Premium (RMm)					
Gross Direct Premiums[5]	1,979.1	10,046.4	10,894.0	11,531.2	12,569.2
Net Premiums	1,527.0	8,186.7	8,983.3	9,376.9	10,111.8
Earned Premiums	1,405.8	7,920.8	8,585.5	9,264.1	9,918.5
Reinsurance Premiums placed outside Malaysia	452.1	880.0	713.5	807.1	849.8
Retention Ratio (%)	77.2	90.3	92.6	92.1	92.2
Oversea Reinsurance Business (RMm)	44.9	375.6	449.3	610.8	698.8
Net Premiums					
Total (RMm)	**1,527.0**	**8,186.7**	**8,983.3**	**9,376.9**	**10,111.8**
Marine, aviation and transit	92.3	402.8	440.2	393.0	22,169.0
Fire	298.4	1,319.4	1,410.7	1,429.1	1,492.4
Motor - Total	782.0	4,392.3	4,835.0	5,195.5	5,655.4
- 'Act' cover	175.2	526.8	581.8	579.2	599.7
- Others	606.8	3,865.5	4,253.2	4,616.3	5,055.7
Contractors' all risks and engineering	n.a.	215.6	228.1	227.4	225.3
Medical expenses and personal accident	n.a.	1,110.4	1,289.3	1,373.0	1,547.8
Liability	n.a.	175.5	182.3	195.1	201.3
Workmen's compensation and employers' liability	n.a.	138.5	142.6	141.8	153.5
Miscellaneous	354.3	432.3	455.2	422.0	428.2
Claims (RMm)					
Gross less local recoveries	898.6	4,940.7	5,326.3	5,808.4	6,106.2
Net claims paid	648.0	4,606.4	5,072.9	5,560.2	5,811.4

Table 1.1: Insurance Key Indicators[1] (contd.)

GENERAL INSURANCE (contd.)	1990[2]	2007	2008	2009	2010
Claims Ratio					
Total (%)	**69.2**	**65.9**	**65.9**	**60.7**	**62.9**
Marine, aviation and transit	64.9	55.6	46.0	28.5	37.4
Fire	29.2	43.3	35.2	34.7	30.6
Motor - Total	91.1	80.7	85.5	79.9	80.9
- 'Act' cover	198.6	242.0	271.3	265.3	288.4
- Others	58.9	59.2	61.0	58.7	59.7
Contractors' all risks and engineering	n.a.	84.7	54.4	31.1	67.7
Medical expenses and personal accident	n.a.	50.1	52.5	49.9	50.4
Liability	n.a.	27.2	24.0	25.4	41.5
Workmen's compensation and employers' liability	n.a.	22.0	21.4	15.6	18.9
Miscellaneous	56.5	50.3	48.7	50.3	40.6
Underwriting Result (%)					
Claims ratio	69.2	65.9	65.9	60.7	62.9
Management expenses ratio	20.8	22.3	21.2	19.4	18.5
Commissions ratio	19.3	11.6	11.7	11.4	11.0
Underwriting margin	-9.3	0.2	1.2	8.5	7.6
Operating Results (RMm)					
Underwriting gain/loss	-130.3	17.9	101.4	791.5	753.6
Investment income	94.7	759.3	782.3	740.1	780.7
Operating profit/loss	-147.5	1,309.5	571.2	1,866.6	1,852.4

1 As at calendar year end, unless indicated otherwise
2 As at financial year end, covering the period from 1 May - 30 April
3 Academic and professional qualifications of employees of insurers only
4 As per revenue account
5 Premiums on original gross rate charged to clients in respect of direct insurance business without any deduction for commission or brokerage
6 Number for 2009 and 2010 including license issued to Danajamin Nasional Berhad (Danajamin)
n.a. Not available
… Negligible
Numbers may not necessarily add up due to rounding