

**Table 3.7****General Insurance : Underwriting Experience**

| Year                              | Earned Premium Income | Net Claims Incurred | Net Com-missions | Manage-ment Expenses <sup>1</sup> | Under-writing Margin |
|-----------------------------------|-----------------------|---------------------|------------------|-----------------------------------|----------------------|
| <b>RM million</b>                 |                       |                     |                  |                                   |                      |
| 2007                              | 7,920.8               | 5,222.2             | 916.3            | 1,764.3                           | 17.9                 |
| 2008                              | 8,585.5               | 5,655.9             | 1,004.9          | 1,823.4                           | 101.4                |
| 2009                              | 9,264.1               | 5,626.7             | 1,052.5          | 1,793.4                           | 791.5                |
| 2010                              | 9,912.6               | 6,206.7             | 1,093.8          | 1,845.0                           | 767.1                |
| 2011                              | 10,498.2              | 6,328.4             | 1,165.8          | 1,929.1                           | 1,074.9              |
| <b>% of earned premium income</b> |                       |                     |                  |                                   |                      |
| 2007                              | 100.0                 | 65.9                | 11.6             | 22.3                              | 0.2                  |
| 2008                              | 100.0                 | 65.9                | 11.7             | 21.2                              | 1.2                  |
| 2009                              | 100.0                 | 60.7                | 11.4             | 19.4                              | 8.5                  |
| 2010                              | 100.0                 | 62.6                | 11.0             | 18.6                              | 7.7                  |
| 2011                              | 100.0                 | 60.3                | 11.1             | 18.4                              | 10.2                 |
| <b>% change</b>                   |                       |                     |                  |                                   |                      |
| 2007                              | 2.1                   | 11.1                | 6.8              | 3.6                               | -96.4                |
| 2008                              | 8.4                   | 8.3                 | 9.7              | 3.4                               | 466.3                |
| 2009                              | 7.9                   | -0.5                | 4.7              | -1.6                              | 680.8                |
| 2010                              | 7.0                   | 10.3                | 3.9              | 2.9                               | -3.1                 |
| 2011                              | 5.9                   | 2.0                 | 6.6              | 4.6                               | 40.1                 |

<sup>1</sup> Management expenses is inclusive of net bad and doubtful debts