



ព្រះរាជាណាចក្រកម្ពុជា

ជាតិ សាសនា ព្រះមហាក្សត្រ

KINGDOM OF CAMBODIA

NATION-RELIGION-KING

សមាគមជាតិប័រវងកម្ពុជា

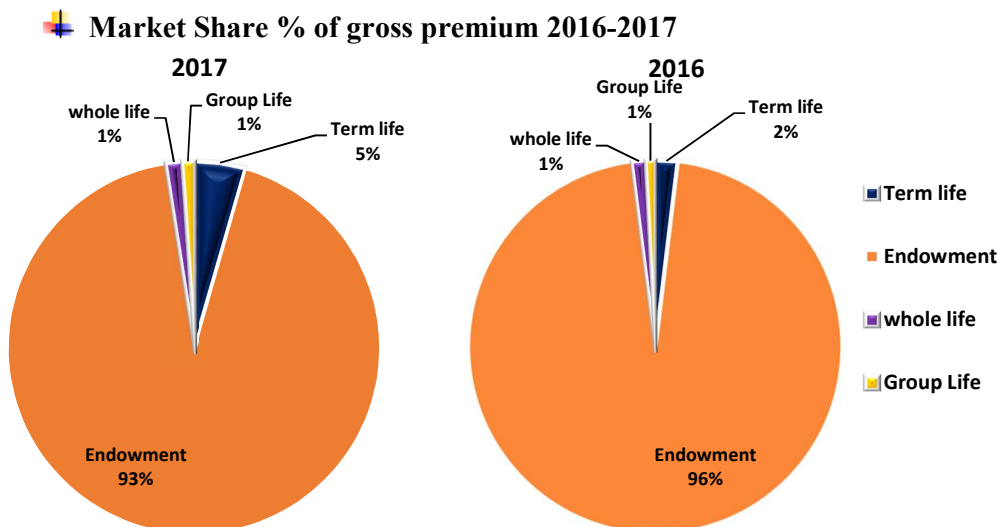
INSURANCE ASSOCIATION OF CAMBODIA

Life Industry Statistic for 2017

I. First Year Premium & Gross Premium by products 2016-2017

Classification	Quarter	Term Life	Endowment	Whole Life	Group Life	Total
First Year Premium	1Q17	205,484	6,914,822	135,601	149,303	7,405,210
	2Q17	441,169	6,849,182	146,098	67,403	7,503,852
	3Q17	934,608	7,599,292	137,849	21,297	8,693,046
	4Q17	608,929	7,100,663	178,223	200,748	8,088,563
	Total	2,190,190	28,463,959	597,771	438,751	31,690,671
	1Q16	61,451	5,250,981	155,188	55,623	5,523,243
	2Q16	72,560	5,314,938	105,471	84,216	5,577,185
	3Q16	149,957	6,495,251	92,884	129,853	6,867,945
	4Q16	145,733	6,123,791	138,452	76,454	6,484,430
	Total	429,701	23,184,962	491,995	346,146	24,452,804
Gross Premium	1Q17	337,526	13,985,351	239,084	149,303	14,711,264
	2Q17	579,229	14,800,078	215,375	133,019	15,727,701
	3Q17	1,229,600	17,214,125	194,083	141,900	18,779,708
	4Q17	845,822	16,915,766	271,058	271,289	18,303,935
	Total	2,992,176	62,915,320	919,600	695,512	67,522,608
	1Q16	131,364	8,586,049	155,498	55,623	8,928,534
	2Q16	137,502	9,228,719	105,781	84,749	9,556,751
	3Q16	252,788	11,912,031	93,194	129,853	12,387,866
	4Q16	294,935	11,729,661	160,317	76,454	12,261,367
	Total	816,589	41,456,460	514,790	346,679	43,134,518

- Life Insurance business performance in 2017 increased in all products, in which term life gross premium increased 266.4%, endowment 51.8%, whole life 78.6%, and group life 100.6%.



II. Summary Statistics

Description	2017		2016		Change (%)
	4Q17	Total	4Q16	Total	
# of policies for NB (Unit)	36,051	86,006	14,144	51,936	66%
# of Policies Inforce (Unit)	129,736	129,736	73,972	73,972	75%
Total Sum Assured for NB (US\$ '000)	672,430	2,529,696	347,528	1,564,106	62%
Total Sum Assured Inforce (US\$ '000)	3,338,423	3,338,423	2,021,219	2,021,219	65%
First Year Gross Premium (US\$ '000)	8,089	31,691	6,484	24,453	30%
Total Gross Premium (US\$ '000)	18,304	67,523	12,261	43,135	57%

- In overall, First Year Premium continue to increase, up from US\$24.4 million in 2016 to US\$ 31.6 million in 2017. However, its growth rate slowed down from 58% in 2016 to 30% in 2017. Likewise, Gross Premium grew at 57% in 2017 lower than the growth of 95% in 2016.



Statistics update by quarter in 2017

Description	2017			
	1Q	2Q	3Q	4Q
# of policies for NB (Unit)	16,331	15,100	18,524	36,051
# of Policies Inforce (Unit)	84,519	93,204	103,486	129,736
Total Sum Assured for NB (US\$ '000)	413,729	676,325	767,212	672,430
Total Sum Assured Inforce (US\$ '000)	2,049,881	2,551,692	3,236,228	3,338,423
First Year Gross Premium (US\$ '000)	7,405	7,504	8,693	8,089
Total Gross Premium (US\$ '000)	14,711	15,728	18,780	18,304

- We noted that # of policies in 4Q increased nearly double as compared to 3Q, but the First year Premium & Gross Premium decreased, and SA also not increased that much due to sales of some companies dropped in 4Q and some companies sold new products with small SA.

III. Claim paid and claim O.S in 2016-2017

Classification	2017		2016	
	Claim paid	Claim O.S	Claim paid	Claim O.S
Maturity	-	-	-	-
Death	878,497	618,820	1,308,121	202,575
Surrender	34,510	21,608	8,586	177
Disability	5,000	-	-	-
Others	-	-	-	-
Total	918,007	640,427	1,316,707	202,752

Phnom Penh, 15th February, 2018

Insurance Association of Cambodia

