



INSURANCE INDUSTRY  
ANNUAL REPORT  
FOR THE YEAR  
2007

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## FOREWORD

It is with great pleasure that I present to you the Insurance Industry Annual Report for the year 2007.

The Insurance Industry performance in 2007 was encouraging and recorded a gross premium income of Kshs. 48.10 billion compared to Kshs 41.68 billion 2006, representing a growth of 15.40%. This good performance was as a result of the overall positive economic growth in the country, which was estimated at 7.0% compared to 6.4% (revised) in 2006.

The industry experienced major challenges and opportunities during the past year. The Insurance Regulatory Authority (IRA) became operational towards the close of 2007. This will enhance the regulatory environment of the industry. The government introduced amendments to the Insurance Act by raising the minimum capital requirement for insurance companies to Kshs 300 million for general, Kshs 150 million for life and Kshs 450 million for composite insurance companies respectively with full compliance expected by 2010. Further the Margin of Solvency for long term insurance companies was amended in line with recommendations from the Association. The requirement for upfront payment of premium ('cash and carry') was introduced for all classes of insurance (Previously, it applied to fire and motor insurance).

The government continues to demonstrate its commitment in strengthening the financial services sector and has proposed various amendments touching on the insurance sector in the 2008/9 budget. General insurance companies will be allowed to invest up to 10% of their admitted assets in shares, loans or debentures in one company or group of companies, up from 5%. Insurance companies will also be required to settle claims within 90 days after liability has been determined by a court, otherwise the Insurance Regulatory Authority will levy a penalty of 5% of the outstanding amounts and institute winding up process if payment for both principal and penalty is not forthcoming. The proposed amendment on claims settlement is an opportunity for insurance companies to demonstrate their commitment to improving customer service. The other amendment requires that profits from life insurance business arising from actuarial valuation will be taxed regardless of whether a transfer from the life fund to the shareholders has been effected or not.

The political crisis experienced in the first quarter of 2008 had a negative impact on the economy and the insurance industry. The formation of the Grand Coalition Government has however given hope and impetus to economic recovery. Going forward, the insurance industry is looking for ways of enhancing the use of ICT, research & product development and addressing the future underwriting of Public Service Vehicles.

The outlook for year 2008 is therefore bright and the industry is expected to record better performance.

NELSON C. KURIA  
CHAIRMAN, AKI

## 1.0 EXECUTIVE SUMMARY

### 1.1 Economic Overview

#### Global

The global economy output rose from 5.1% in 2006 to 5.2% in 2007, led by China (11.4%), India (8.5%), and Russia (7.4%). Oil prices continued on the upward trend due to a strong demand that was not matched by increased production by the Organization of Petroleum Exporting Countries (OPEC). Growth rates slowed in all the major industrial countries except the United Kingdom (3.0%). Analysts attribute the slowdown to uncertainties in the financial markets and lower consumer confidence.

#### Africa

Africa's economy grew by 5.7% in 2007 compared to 5.5% in 2006. Africa's economic performance is projected to grow at 6.5% in 2008. However, the continent faces challenges including the appreciation of inflationary pressures emerging from the rise in oil prices, rising food prices and political instability in a number of countries.

#### Kenya

The Kenyan Economy recorded GDP growth of 7.0% in 2007 compared to 6.4% (revised) in 2006. The renewed expansion was due to the economy's resilience, improved business confidence, stable macro-economics and a rebound of global economy. The main drivers of this growth were transport and communication, taxes on products, wholesale and retail trade and manufacturing. Other sectors that recorded significant growth during the year included mining and quarrying, electricity, water, hotels and restaurants.

The Gross National Income (GNI) recorded a decelerated growth of 11.5% in 2007 compared to a growth of 14.6% in 2006 to stand at Kshs. 1,801.3 billion. On the other hand the net savings declined by 15.7% in 2007 to stand at Kshs. 110.9 billion. However, the ratio of gross savings to GDP declined to 12.7% in 2007 compared to 14.85 in 2006.

Trade balance widened from a deficit of Kshs 270,489 billion in 2006 to Kshs 330,514 billion in 2007 reflecting a deterioration of 22.2%. The value of domestic exports increased by 14.7% compared to the value of domestic imports which grew relatively faster at the rate of 16% in the same period.

The primary equities market registered vibrant activity as two (2) Initial Public Offering (IPO) were processed while three other companies raised additional capital through rights issue. The Nairobi Stock Exchange (NSE) 20-share index recorded a significant drop of 201 points from 5,646 to 5,445 within the review period. Market capitalisation rose by 7.4% from Kshs. 792 billion in 2006 to Kshs. 851 billion in 2007. The financial sector recorded a growth of 6.5% in 2007 compared to 5.5% in 2006.

### 1.2 World Insurance Performance in 2007

Year 2007 was good for the global insurance industry. Non-Life underwriting results remained solid, profiting from a below average catastrophic claims while life insurance saw robust growth.

#### 1.2.1 Non Life Insurance

The global non-life insurance industry fared well in 2007. Most mature markets experienced sluggish growth at rates lower than GDP, due to the gradual weakening of premium rates. Premiums in the US, UK, and Continental Europe grew in the low single-digit range. This contrasts with growth in emerging markets, where demand for insurance has increased due to rising wealth and incomes.

Premium growth was especially firm in China, mainly reflecting robust consumer demand and capital investment. In India, growth slowed to 6% on an inflation adjusted basis because of detariffication in the non-life sector implemented on January 1, 2007. Most South East Asian markets also reported strong growth in premiums as did Central and Eastern European countries. Latin America's non-life insurance market continued to grow at a rapid pace in 2007, up almost 10% on an inflation- adjusted basis.

### 1.2.2 Life Insurance

Life insurance continued to expand in 2007. Inflation-adjusted premium growth was around 4% down by 2% compared to 2006. In the US, new business saw high single-digit growth, supported by strong sale of combined savings-protection products with secondary guarantees and moderate demand for life insurance policies. In Europe growth reached double digits in the UK. In Germany and France, premium income decreased by 1% and 4% respectively. Life premium growth in Japan remained weak due to a volatile financial market undercut demand for investment linked products.

Growth in insurance business in emerging Asian markets and Latin America continued to be robust. In 2007, premiums are estimated to have risen by around 15%. The booming equity markets in the first half of 2007 helped sustain life insurance demand in most markets.

### 1.2.3 Investments

One observation from 2007 is that insurers profits going forward will become increasingly dependent on investment earnings as underwriting performance steadily deteriorates.

### 1.2.4 Large Losses

142 natural catastrophes and 193 man-made disasters occurred in 2007. In terms of insured property losses, Europe was the worst hit last year. However, losses in the US, which are usually at the top of the loss tables, were minor in comparison to previous years."

Property insurers paid out losses in excess of USD 23bn for natural catastrophes and more than USD 4bn for man-made catastrophes.

Table 1: The industry's 5 most costly insured losses in 2007

Insured losses (in USD m)	Date (start)	Event	Country
6,097	18.01.2007	Winter storm Kyrill with winds up to 190 km/h; flooding	Germany, UK, NL, Belgium et al
2,488	25.06.2007	Rainfall, flooding (wave 1)	UK
1,991	20.07.2007	Rainfall, flooding (wave 2)	UK
1,568	13.04.2007	Storm, rainfall, hail, flooding	US
1,100	21.10.2007	Witch urban forest fires in California	US

### 1.2.5 Outlook for 2008

Currently prevailing trends are expected to continue in 2008. In the absence of extraordinary catastrophic losses, non-life underwriting results for the most important markets will remain solid in most segments despite sustained price pressure in many areas. Price pressure may, however, keep primary insurance premiums volumes subdued in industrialised countries, although premium increases in emerging markets should outpace overall economic growth. (Source: Swiss Re. 2007 Annual Report).

## 1.3 Kenyan Insurance Sector

### 1.1.1 Changes in Legislation

The Financial Services Sector witnessed a number of changes last year. During the year the Insurance Regulatory Authority (IRA) became operational. Various legislative changes were made during the year aimed at improving regulation and governance in the sector. Key among them were: -

#### (a) Insurance Act

- **Minimum Capital Requirement**

Insurance companies will be required to have paid up capital of at least Kshs. 300 million for general business, Kshs 150 million for life business and Kshs 450 million for composite insurance business respectively by 14<sup>th</sup> June, 2010.

- **Solvency Margin**

The Margin of Solvency for Long term insurance companies shall be admitted assets of not less than the aggregate value of admitted liabilities and ten million shillings or 5% of the admitted liabilities whichever is the higher.

- **Financial statements**

Financial statements of insurance companies shall be prepared in accordance with International Financial Reporting standards.

- **Policy Holders Compensation Fund**

In line with the conversion of the Policy Holders Compensation Fund to a body corporate, the Minister has amended the Insurance Act so that;

- Penalties for failure to submit returns to the IRA within the prescribed time will be payable to the Policy Holders Compensation Fund.
- Persons found to have committed business malpractices shall be liable to a penalty of two hundred thousand shillings payable to the Policy Holders Compensation Fund.
- Income from Policyholders' Compensation Fund was exempted from taxation.

- **Cash and carry**

Cash and carry has been introduced for the remaining classes of business. Insurer shall assume risk, upon receipt of the premium.

#### (b) Traffic Act (Cap 403)

- Registration Book(s) and Identification Plates for vehicles written off by an insurer shall be returned to the Registrar of Motor Vehicles for cancellation.
- Effective 14<sup>th</sup> June, 2007, Rule 88(2) is deleted. It allowed passengers on commercial (goods carrying) vehicles to be carried while seated on the floor of vehicles.

#### (c) Other legislative changes

Other legislative changes with a direct impact on the insurance sector were:

- Increase in Life and Health Insurance relief to Kshs 60,000 effective 1st January 2007.
- Changes in the Retirement Benefit Act to allow for access to retirement benefits upon permanent emigration.
- Insurance agents were allowed to transact business for more than three companies.
- Restriction of compensation for third party injury claims to a maximum of Kshs 3 million.
- Insurance brokers guarantee was increased to Kshs 3 million.

### 1.3.2 Insurance Sector Players

There were 43 licensed insurance companies in 2007. Twenty companies wrote general insurance business only, seven wrote long term business only while fifteen were composite (both life and general). There were 201 licensed insurance brokers, 21 medical insurance providers (MIPs), 2665 insurance agents, 2 locally incorporated re-insurers, 23 loss adjusters, 1 claims settling agent, 8 risk managers, 213 loss assessors/investigators, 30 insurance surveyors, and 8 risk managers during the year.

### 1.3.3 Premium Income

The gross written premium by the industry was Kshs 48.10 billion compared to Kshs 41.68 in 2006 representing a growth of 15.40%. The gross written premium from General insurance was Kshs 32.95 billion (2006: Kshs 29.2 billion) while that from long term business was Kshs 14.44 billion (2006: Kshs 12.48 billion). This is a ratio of about 70:30 in favour of general insurance.

General insurance premium grew by 12.8% while life insurance premium and contributions from deposit administration business grew by 15.7%. The industry recorded growth over the last six years as illustrated in table 2 below.

Table 2: Growth in Gross Premium for the Period 2002 – 2007

Year	2002	2003	2004	2005	2006	2007
Short Term	17.23	19.40	22.78	25.39	29.20	32.95
* Long Term	7.30	8.50	9.97	11.03	12.48	15.18
Total	24.53	27.90	32.75	36.42	41.68	48.10

Figures in billions of Kenya shillings.

\* Includes deposit administration contributions.

### 1.3.4 Profitability

Twenty three general insurance companies made an underwriting profit while nine life insurance companies recorded an underwriting profit.

The overall underwriting loss for the industry was Kshs 826 million with general insurance recording an underwriting profit of Kshs 365 million while life insurance recorded an underwriting loss of Kshs 1.191 billion.

Earnings from investment and other income reduced from Kshs. 14.42 billion in 2006 to Kshs 12.19 billion in 2007. The combined industry profit before taxation was Kshs. 4.01 billion, down from Kshs 5.85 billion in 2006. This represents a decline of 31.45%.

### 1.3.5 Assets & Liabilities

The total assets held by the industry increased by 16.25% to Kshs127.96 billion in 2007 (2006: Kshs 110.07 billion).

The total liabilities for the industry increased by 17.99% to Kshs 97.54 billion in 2007 (2006: Kshs 82.67 billion).

The net assets increased by 11.02 % to Kshs 30.42 billion in 2007 (2006: Kshs 27.40 billion).

### 1.3.6 Claims

The industry incurred net claims totaling Kshs 24.70 billion compared to Kshs 21.20 billion in the year 2006 representing an increase of 16.51%.

### 1.3.7 Total Expenses

The total expense for the industry was Kshs 16.58 billion in 2007 (2006: Kshs 14.77 billion), an increase of 12.25%.

## 1.4 Insurance Industry Performance Relative to the Economy

The performance of the industry relative to the Kenyan economy for the period 2003 to 2007 is shown in table 3 below.

Table 3: Insurance Performance relative to economy

	2003	2004	2005	2006	2007
Gross Domestic Product (GDP) at market prices	1,136.3	1,282.5	1,415.2	1,642.4	1,814.2
Life Insurance Premium	8.50	9.97	11.03	12.48	15.18
Life Penetration % GDP	0.75%	0.78%	0.78%	0.76%	0.83%
General Insurance Premium	19.40	22.78	25.39	29.20	32.95
General Penetration % GDP	1.69%	1.76%	1.79%	1.78%	1.82%
Total Premium	27.90	32.75	36.42	41.68	48.10
Total Penetration % GDP	2.44%	2.54%	2.57%	2.54%	2.65%

Figures in billions Kenya shillings.

The penetration of insurance computed as a ratio of Gross Premium to Gross Domestic Product (GDP) was 2.65% compared to 2.54% in 2006. Long term insurance recorded a penetration ratio of 0.83% while that of general insurance was 0.83%.



## 2.0 BALANCE SHEET, PROFIT AND LOSS STATEMENTS

### 2.1 Industry Combined Profit & Loss Statement

The insurance industry's profit and loss statement for the last three years is shown in table 4 below.

Table 4: Combined industry Profit and Loss Statement

	2005	2006	Growth %	2007	Growth %
Gross Earned Premium	31.95	36.14	13.11	42.58	17.82
Reinsurance ceded	8.22	8.74	6.34	9.48	8.47
Net Earned Premium	23.73	27.40	15.47	33.10	20.80
Investment & Other income	10.66	14.42	35.27	12.19	-15.46
Net Income	34.39	41.82	21.61	45.29	8.30
Net Incurred claims	17.27	21.20	22.76	24.70	16.51
Total Commissions & Expenses	12.80	14.77	15.39	16.58	12.25
Profit/(Loss) before Taxation	4.32	5.85	35.42	4.01	-31.45
Provision for Taxation	0.77	0.87	12.99	0.99	13.79
Profit/(Loss) after Taxation	3.55	4.97	40.0	3.02	-39.24

Figures in billions Kenya shillings

The gross earned premium increased by 17.82% in 2007 compared to 2006 due to increased business volume as a result of growth in the Economy. Investment income decreased by 15.46% in 2007 compared to 2006 due poor performance of stocks and government securities during the year.

Net incurred claims and commissions & expenses increased by 16.51% and 12.25% in 2007 respectively. Profit/ (loss) before taxation was down by 31.45% in 2007 compared to an increase of 35.42% in 2006 mainly due to fall in investment income and increase in net incurred claims and operating expenses.

Provision for taxation increased by 13.79% to Kshs. 0.99 billion in 2007 compared to Kshs. 0.87 billion in 2006. This is an indication that the insurance industry's contribution to the Ex-chequer is growing steadily despite the difficult operating environment the industry finds itself in.

### 2.2 Industry combined balance sheet

The insurance industry's combined Balance Sheet is shown in table 5 below.

Table 5: Insurance industry combined Balance Sheet

	2005	2006	Growth %	2007	Growth %
Shareholders Capital, Life Fund & Reserves	20.82	27.40	31.60	30.42	11.02
Total Assets	91.28	110.07	20.59	127.96	16.25
Total Liabilities	70.46	82.67	17.33	97.54	17.99
Net Assets	20.82	27.40	31.60	30.42	11.02
Profit/(Loss) before Tax	4.32	5.85	35.42	4.01	-31.45
Return on Capital Employed	0.21	0.21	0.00	0.10	-52.38

Figures in billions Kenya shillings

The insurance industry shareholders capital, life fund and reserves grew by 11.02% in 2007 compared to 31.60% in 2006. Total assets and liabilities grew by 16.25% and 17.99% in 2007 compared to 20.59% and 17.33% in 2006 respectively.

Net assets increased by 11.02% in 2007 compared 31.60% in 2006. Profit before tax decreased by 31.45% during the year compared to an increase of 35.42% in 2006 due to fall in investment income and increase in net incurred claims and operating expenses. Return on capital employed decreased by 52.38% in 2007 compared to 2006.

## 3.0 GENERAL INSURANCE REPORT

### 3.1 Premium Income

Gross premium for the year was Ksh. 32.95 billion compared to Ksh. 29.20 billion in the year 2006. This represents 13% growth in gross premium. The gross premium per company and the market share of each company is shown in the table below.

Table 6: Premium Income - Gross Premium, Percentage Growth and Market Share Per Company

Company	Gross Premium 2005	Gross Premium 2006	Gross Premium 2007	Percentage Growth	Market Share
Africa Merchant	240,493,965	330,819,263	563,754,847	70.4%	1.71%
AIG	1,594,310,000	1,694,249,000	1,801,720,000	6.3%	5.47%
APA	1,504,366,000	2,008,419,000	2,355,582,000	17.3%	7.15%
Blue Shield	1,920,880,918	2,015,845,000	2,273,514,000	12.8%	6.90%
British American	415,267,000	516,939,000	679,719,000	31.5%	2.06%
Cannon	231,197,213	271,938,380	557,933,549	105.2%	1.69%
Concord	603,973,314	550,301,577	585,892,387	6.5%	1.78%
Co-operative	924,921,027	1,092,460,000	1,028,771,000	-5.8%	3.12%
Corporate	226,494,000	286,175,000	351,045,000	22.7%	1.07%
CFC Life	583,419,000	664,084,000	674,704,000	1.6%	2.05%
Directline	-	319,793,584	259,337,152	-18.9%	0.79%
Fidelity	540,334,000	605,392,000	684,069,000	13.0%	2.08%
First Assurance	672,774,000	867,454,000	1,038,550,000	19.7%	3.15%
Gateway	343,957,478	375,409,869	436,421,572	16.3%	1.32%
Geminia	383,329,033	421,703,846	460,868,740	9.3%	1.40%
General Accident	469,084,730	553,774,136	682,245,576	23.2%	2.07%
Heritage	1,116,484,000	1,308,565,000	1,505,178,000	15.0%	4.57%
ICEA	1,021,746,000	1,163,018,000	1,173,168,000	0.9%	3.56%
Intra	361,346,150	361,355,657	402,905,036	11.5%	1.22%
Invesco*	829,945,265	958,439,423	958,439,423	0.0%	2.91%
Kenindia	2,778,409,000	2,903,847,000	3,028,529,000	4.3%	9.19%
Kenya Orient	139,122,570	218,999,705	283,386,177	29.4%	0.86%
Kenyan Alliance	457,713,551	408,543,073	353,396,121	-13.5%	1.07%
Lion	1,079,045,934	1,189,831,000	1,217,653,000	2.3%	3.70%
Madison	825,629,000	559,360,000	625,993,000	11.9%	1.90%
Mayfair	-	143,022,165	273,097,036	90.9%	0.83%
Mercantile	311,008,000	317,220,000	369,860,000	16.6%	1.12%
Occidental	446,480,525	606,573,803	740,812,303	22.1%	2.25%
Pacis	12,215,000	91,905,000	162,494,000	76.8%	0.49%
Pioneer	-	16,681,583	89,505,564	436.6%	0.27%
Phoenix	365,883,000	391,994,000	525,995,000	34.2%	1.60%
Real	643,765,000	790,114,000	746,858,000	-5.5%	2.27%
Standard	693,433,199	476,748,138	522,832,065	9.7%	1.59%
Tausi	672,125,038	701,694,152	500,578,179	-28.7%	1.52%
Jubilee	1,782,868,000	1,920,679,167	2,450,254,563	27.6%	7.44%

\* Data for year 2007 was not available and therefor 2006 figures were used.

Company	Gross Premium 2005	Gross Premium 2006	Gross Premium 2007	Percentage Growth	Market Share
The Monarch	60,400,751	114,339,328	140,526,003	22.9%	0.43%
Trident	327,662,023	400,647,704	360,961,172	-9.9%	1.10%
UAP	1,400,602,000	1,578,022,000	2,000,056,000	26.7%	6.07%
Total	25,980,685,684	29,196,357,553	32,948,011,465	12.8%	100.00%

### 3.2 Major Classes of Business

The following four classes of insurance recorded gross premiums of Kshs. 3.0 billion and above and accounted for 74% of the total gross premium in 2007. Other remaining classes had 8.5 billion or 26% of the general insurance premium. The market average was Kshs. 867 million and only 12 companies exceeded the average.

The distribution of gross premium per class for the major classes is shown below.

Table 7: Distribution of Gross Premium Per Class

	Class of Business	Amount (Billions)	% of Total Premium
1	Motor Private	5.5	16.7%
2	Motor Commercial	8.8	26.7%
3	Personal Accident	6.3	19.1%
4	Fire Industrial	3.8	11.5%
5	Others	8.5	26.0%
	Total	32.9	100.0%

Motor accounted for 43.5% of the total gross premium leaving other classes to share the balance of 56.5%. The situation was similar in 2005 and 2006. This demonstrates that motor is the dominant class of general business followed by personal accident and fire industrial as shown in table 7 above. The figure for Personal Accident appears high because medical insurance business is reported under this class. A separate report on medical insurance has been provided on page 21 of this report.

### 3.3 Gross Premium Growth Per Class

Table 8 below shows distribution of gross premium per class from 2005 to 2007. Comparison of growth in 2006 and 2007 shows that the class with the highest growth was Miscellaneous with 96.7%, followed by Aviation and Motor with 51.1% and 30.6% respectively. In 2006, Engineering had the highest growth followed by WCA. These two classes recorded negative growth during the year under review. It is important to note that aviation had the lowest growth in 2006, and a negative growth in the previous year.

Table 8: Gross Premium Per Class From 2005 – 2007

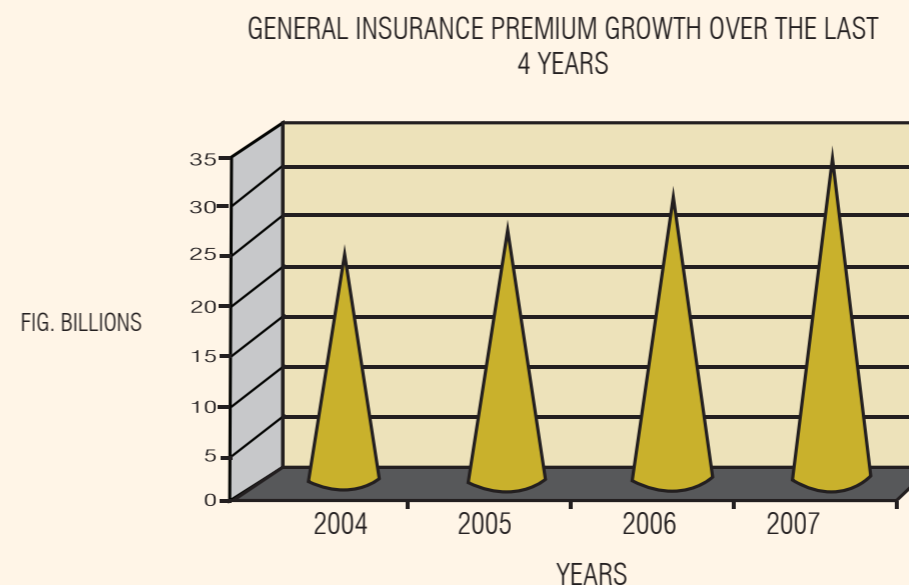
Class of Business	2005	2006	2007	2006-2007% GROWTH
Aviation	170,751	172,992	261,457	51.1%
Engineering	832,228	1,054,113	1,047,806	-0.6%
Fire Domestic	556,135	597,364	621,561	4.1%
Fire Industrial	3,460,941	3,781,098	3,810,479	0.8%

Liability	681,703	750,087	758,088	1.1%
Marine	1,272,553	1,383,819	1,575,286	13.8%
Motor Private	4,406,286	4,732,129	5,527,138	16.8%
Motor Commercial	6,707,361	7,738,783	8,806,277	13.8%
Personal Accident	4,453,203	5,117,012	6,254,091	22.2%
Theft	1,428,120	1,611,457	1,620,405	0.6%
Agriculture	-	-	3,064	0.0%
WCA	1,304,873	1,509,565	1,073,716	-28.9%
Miscellaneous	706,130	807,578	1,588,645	96.7%
Total	25,980,686	29,196,358	32,948,011	12.8%

Figures in thousands

Graph 1 - General insurance premium growth for the last three years (2005 – 2007)

Growth of general insurance premium for the last three years has exceeded Kshs 3.0 billion per year. This is seen as represented in the graph below:



Graph 2 – General insurance premium distribution per class - 2007

The distribution of gross premiums per class is as shown in the chart below.

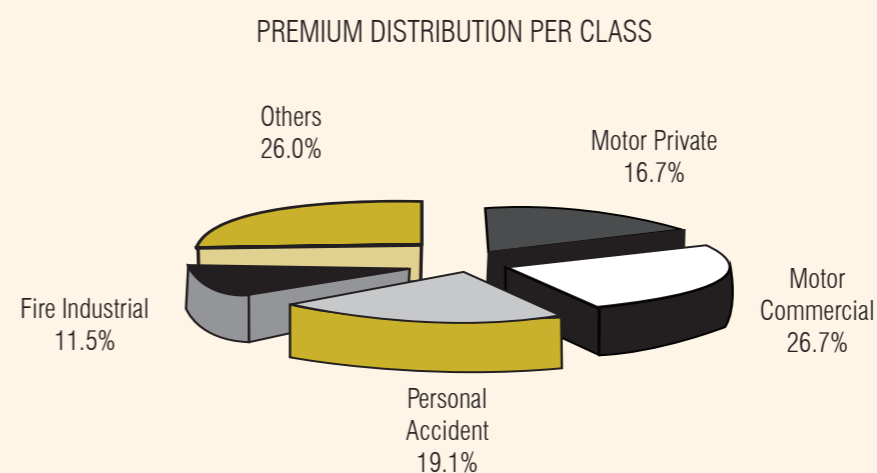


Table 9: Gross Direct Premium per company per class  
Gross Premium per company per class (General Insurance Business)

Companies	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident/Medical	Theft	Agriculture	Miscellaneous	WCA	Total
Africa Merchant	-37,443	2,123,311	5,720,212	4,777,052	2,936,661	1,593,043	170,124,816	355,893,200	4,578,699	3,968,523	-	3,849,169	8,227,604	563,754,847
AIG	-	52,241,000	43,454,000	575,868,000	214,467,000	44,911,000	229,160,000	193,875,000	351,778,000	69,319,000	-	3,965,000	22,681,000	1,801,720,000
APA	156,181,000	52,209,000	21,227,000	176,931,000	175,462,000	77,697,000	210,912,000	332,675,000	875,798,000	71,417,000	-	101,276,000	103,797,000	2,355,582,000
Blue Shield	-	9,237,000	4,917,000	19,095,000	2,146,000	9,819,000	446,697,000	1,695,919,000	26,400,000	19,773,000	-	15,251,000	24,260,000	2,273,514,000
British American	-	10,470,000	15,489,000	58,797,000	1,601,000	55,733,000	53,910,000	64,743,000	372,605,000	19,174,000	-	8,322,000	18,875,000	679,719,000
Cannon	-	57,649,855	5,940,956	35,603,283	2,761,012	20,882,430	78,386,351	179,675,405	108,511,993	18,991,286	-	24,146,014	25,384,964	557,933,549
Concord	-	15,424,638	9,300,732	44,829,664	4,027,785	29,267,351	115,777,378	139,636,085	7,587,343	30,637,086	-	144,332,154	45,072,171	585,892,387
Co-operative	-	13,615,000	17,935,000	63,226,000	5,198,000	986,000	318,305,000	282,642,000	126,096,000	174,721,000	-	2,418,000	23,629,000	1,028,771,000
Corporate	-	6,366,000	5,896,000	31,669,000	2,006,000	3,654,000	109,234,000	143,446,000	13,606,000	19,890,000	-	3,395,000	11,883,000	351,045,000
CFC Life	-	-	-	-	-	-	-	-	674,704,000	-	-	-	-	674,704,000
Directline	-	-	-	-	-	-	-	259,337,152	-	-	-	-	-	259,337,152
Fidelity	-	11,440,000	11,813,000	69,080,000	3,691,000	58,649,000	148,789,000	251,413,000	30,010,000	42,033,000	-	6,321,000	50,830,000	684,069,000
First Assurance	-	81,744,000	25,829,000	148,516,000	12,571,000	52,055,000	182,016,000	285,461,000	96,060,000	64,406,000	-	22,725,000	67,167,000	1,038,550,000
Gateway	-	13,746,197	5,504,143	20,776,886	5,731,720	4,494,379	112,298,846	239,979,982	10,727,244	8,715,161	-	5,347,490	9,099,524	436,421,572
Gemina	-	9,516,258	15,729,033	51,466,645	4,608,753	50,206,382	86,784,967	115,005,988	14,512,352	46,539,489	-	5,031,968	61,466,905	460,868,740
General Accident	-	41,638,812	14,492,016	105,235,945	7,664,908	56,069,273	57,794,689	149,339,105	75,509,353	51,922,428	-	58,524,814	64,114,233	682,245,576
Heritage	9,562,000	22,940,000	90,433,000	179,195,000	43,967,000	67,350,000	380,511,000	186,722,000	341,788,000	62,794,000	-	38,610,000	81,307,000	1,505,178,000
ICEA	14,773,000	44,575,000	33,292,000	260,796,000	30,978,000	51,857,000	230,459,000	199,016,000	218,225,000	90,070,000	-	15,334,000	65,168,000	1,173,168,000
Intra	-	21,882,724	11,403,148	27,775,451	1,317,536	26,886,740	87,800,270	127,127,648	14,060,898	26,233,937	-	14,854,666	43,562,018	402,905,036

Companies	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident/Medical	Theft	Agriculture	Miscellaneous	WCA	Total
Invesco	-	1,320,352	38,797	3,217,304	536,336	1,712,564	132,973,799	800,122,660	4,453,343	3,840,780	-	2,791,292,000	7,432,196	958,439,423
Kenindia	-	141,482,000	38,329,000	622,930,000	63,978,000	348,221,000	389,975,000	574,651,000	183,744,000	283,985,000	-	31,532,000,000	349,702,000	3,028,529,000
Kenya Orient	-	1,300,661	4,111,461	7,576,451	1,033,683	5,805,869	102,914,584	106,014,657	2,380,403	7,788,371	-	35,165,446,000	9,294,591	283,386,177
Kenyan Alliance	-	11,511,832	16,618,400	54,401,979	1,719,974	7,194,699	114,368,055	105,937,260	21,070,201	11,834,376	-	605,573,000	8,133,772	353,396,121
Lion	7,829,000	55,856,000	35,307,000	208,696,000	19,153,000	85,422,000	187,946,000	364,740,000	104,222,000	64,753,000	3,064,000	21,997,000	58,668,000	1,217,653,000
Madison	-	17,000,000	7,188,000	44,450,000	39,927,000	30,708,000	76,892,000	107,832,000	256,663,000	12,199,000	-	21,624,000	11,511,000	625,993,000
Mayfair	-	25,989,632	10,133,847	40,773,546	3,134,503	22,227,134	49,618,606	27,420,962	16,321,150	26,870,481	-	18,386,306	32,220,869	273,097,036
Mercantile	-	4,670,000	8,289,000	37,393,000	964,000	6,370,000	28,393,000	23,847,000	48,148,000	14,897,000	-	191,634,000	5,255,000	369,860,000
Occidental	-	29,287,100	21,473,910	101,509,885	3,581,514	54,235,858	150,232,720	170,981,804	20,759,199	62,636,909	-	34,595,338,000	91,518,066	740,812,303
Pacis	-	3,195,000	3,760,000	13,218,000	3,280,000	1,219,000	57,370,000	58,254,000	10,345,000	5,616,000	-	1,037,000	5,202,000	162,494,000
Pioneer	-	-	-	-	-	-	-	-	89,505,564	-	-	-	-	89,505,564
Phoenix	73,149,000	64,491,000	7,259,000	102,133,000	2,441,000	6,730,000	159,369,000	74,274,000	14,571,000	14,333,000	-	799,000,000	6,447,000	525,995,000
Real	-	90,409,000	21,226,000	142,929,000	6,730,000	33,357,000	141,337,000	174,907,000	37,788,000	27,797,000	-	29,892,000,000	40,486,000	746,858,000
Standard	-	1,238,127	868,827	9,788,313	4,683,186	1,652,261	80,636,434	411,217,237	5,038,138	2,031,901	-	682,768	5,021,873	522,832,065
Tausi	-	18,101,910	18,700,491	67,039,754	4,871,395	85,695,884	76,153,377	66,419,540	12,784,179	61,715,755	-	25,233,584	63,862,310	500,578,179
Jubilee	-	31,024,971	26,121,326	215,592,027	34,487,663	111,617,839	436,542,323	-	1,337,773,021	64,425,871	-	134,846,495	57,823,027	2,450,254,563
The Monarch	-	6,898,049	2,504,100	12,572,325	1,636,138	2,131,723	32,712,703	45,397,287	27,396,549	3,606,791	-	1,273,813	4,396,525	140,526,003
Trident	-	13,016,229	9,711,282	47,528,646	2,134,636	24,616,175	59,245,417	84,196,747	11,181,573	32,967,794	-	23,703,668,000	52,659,005	360,961,172
UAP	-	64,195,000	51,545,000	205,092,000	42,661,000	134,258,000	231,558,000	408,157,000	687,389,000	98,501,000	-	24,213,000	52,487,000	2,000,056,000
TOTAL	261,456,557	1,047,805,658	621,560,681	3,810,479,156	758,088,403	1,575,285,604	5,527,138,335	8,806,276,719	6,254,091,202	1,620,404,939	3,064,000	1,073,715,558	1,588,644,653	32,948,011,465



Table 10: Underwriting Profit/Loss per class per company

Companies	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident/ Medical	Theft	Agriculture	Miscellaneous	WCA	Total
Africa Merchant	545,952	-254,334	1,105,458	243,158	-1,112,481	470,113	-15,052,243	71,616,046	-9,760,681	350,312	-	-2,595,393.00	2,701,102	48,257,008
AIIG	-	3,729,000	10,409,000	74,019,000	26,440,000	12,490,000	-33,245,000	-13,865,000	59,893,000	18,123,000	-	1,125,000	6,637,000	165,754,000
APA	-12,625,000	11,402,000	10,615,000	39,781,000	-4,440,000	20,701,000	-54,989,000	-51,028,000	-37,536,000	26,873,000	-	46,380,000	8,364,000.00	-13,230,000
Blue Shield	-	12,234,000	13,759,000	2,606,000	588,000	-12,206,000	-79,894,000	335,374,000	13,114,000	9,643,000	-	-1,289,000	4,687,000	298,616,000
British American	-	2,493,000	3,336,000	12,629,000	531,000	16,384,000	-6,932,000	2,049,000	54,864,000	480,000	-	-836,000	-8,020,000	76,978,000
Canon	-55,000	9,146,807	-372,509	7,198,767	1,002,027	-729,535	-28,633,666	-18,423,515	11,446,064	13,527,164	-	25,509,456	-19,996,285	-380,225
Concord	-	3,254,024	2,602,878	9,151,813	1,129,272	7,930,768	5,267,288	-12,405,672	2,761,374	62,498	-	43,373,121	-10,885,929	52,241,433
Co-operative	-	-1,743,000	6,598,000	-4,973,000	2,399,000	-100,000	-86,462,000	27,561,000	-1,253,000	48,803,000	-	557,000	2,130,000	-6,483,000
Corporate	-	906,000	1,685,000	5,528,000	-1,200,000	-35,000	-19,238,000	13,638,000	-683,000	-54,000	-	-834,000	-1,515,000	-1,802,000
CFC Life	-	-	-	-	-	-	-	-	130,100,000	-	-	-	-	130,100,000
Directline	-	-	-	-	-	-	-	7,264,256	-	-	-	-	-	-7,264,256
Fidelity	-	307,000	2,929,000	-8,910,000	3,923,000	-4,763,000	-36,541,000	58,966,000	570,000	2,357,000	-	430,000	-17,276,000	1,992,000
First Assurance	-	12,006,000	2,955,000	16,806,000	2,132,000	-13,673,000	-10,808,000	15,332,000	9,376,000	-5,994,000	-	6,826,000	-22,457,000	12,501,000
Gateway	-	1,449,638	38,448	3,964,447	-481,094	-1,567,327	24,340,508	-22,086,678	-26,621,266	-4,660,275	-	-8,360,432	7,549,255	-26,671,184
Gemina	-	-44,637	1,037,608	-22,323,675	1,806,604	3,651,404	-7,359,042	5,140,992	1,711,351	5,174,062	-	1,510,903.00	-8,005,286	-17,699,716
General Accident	-	9,776,650	4,234,052	21,102,156	-3,218,660	5,183,140	22,768,972	-26,784,801	13,341,276	15,229,581	-	6,700,566	-43,783,728	24,549,207
Heritage	-2,821,000	575,000	-5,952,000	-24,842,000	11,220,000	6,356,000	-47,011,000	32,905,000	18,174,000	7,276,000	-	9,666,000	22,833,000	28,379,000
ICEA	2,801,000	4,779,000	1,349,000	22,495,000	429,000	7,837,000	-74,327,000	-7,897,000	16,876,000	-1,773,000	-	1,141,000	-45,408,000	-71,698,000
Intra	-	12,944,347	4,298,336	6,819,410	1,372,777	4,329,456	-1,371,771	910,034	-5,951,070	2,733,809	-	-16,904,822	-2,256,551	6,923,955

Companies	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident/ Medical	Theft	Agriculture	Miscellaneous	WCA	Total
Invesco	-	13,304	-624,653	-36,887,457	621,126	-1,775,653	4,966,351	224,172,888	2,370,031	3,061,914	-	-3,128,761	2,575,343	195,364,433
Kenindia	50,000	13,823,000	12,208,000	-17,780,000	5,191,000	55,452,000	-33,163,000	-160,722,000	-81,725,000	-15,619,000	-	4,655,000	-380,796,000	-598,426,000
Kenya Orient	-	-544,768	927,520	3,726,160	-108,772	154,124	-1,597,127	1,817,525	1,787,727	2,598,344	-	25,075,480	-16,457,222	17,378,989
Kenyan Alliance	-	-2,347,706	4,655,083	-4,141,143	-654,288	2,598,593	-3,793,842	38,222,711	-5,275,512	-1,960,550	-	-471,670	-5,536,444	21,295,231
Lion	345,000	10,516,000	6,885,000	11,230,000	3,240,000	9,636,000	-93,777,000	26,413,000	16,287,000	39,878,000	795,000	-21,930,000	-46,513,000	-36,995,000
Madison	-	-885,000	4,319,000	1,791,000	34,205,000	4,078,000	-9,821,000	2,754,000	-9,620,000	1,086,000	-	7,926,000	-6,547,000	29,286,000
Mayfair	-	-1,822,671	-110,901	-3,709,259	-2,275,856	-947,832	-3,486,078	-1,040,997	1,000,623	-2,954,847	-	3,759,576	1,364,502	-10,223,740
Mercantile	-	825,000	-4,963,000	-2,394,000	-109,000	1,497,000	-10,608,000	-5,528,000	7,070,000	732,000	-	6,819,000	758,000	-5,901,000
Occidental	-	6,101,368	4,231,679	8,454,198	-444,796	-3,170,766	98,003	30,119,333	1,433,669	-32,357	-	5,874,694	-18,690,855	33,974,170
Pacis	-	90,000	-79,000	594,000	815,000.00	369,000.00	-4,114,000	3,981,000	1,986,000	-371,000	-	80,000.00	710,000.00	4,643,000
Phoenix	4,513,000	8,788,000	-5,513,000	7,993,000	5,551,000	-4,077,000	-61,496,000	14,623,000	-4,172,000	-13,712,000	-	-2,692,000	318,000	-49,874,000
Pioneer	-	-	-	-	-	-	-	-	3,243,277	-	-	-	-	3,243,277
Real	-	4,013,000	3,725,000	-42,222,000	7,404,000	-6,810,000	-12,479,000	57,700,000	-1,231,000	12,086,000	-	3,672,000	4,361,000	30,219,000
Standard	-	3,018,242	589,032	5,653,750	2,401,197	683,922	-14,925,374	7,803,664	3,361,642	1,258,472	-	86,008	5,828,054	15,758,609
Tausi	-	-2,762,896	3,285,860	1,970,906	-2,050,644	-315,256	22,117,101	-19,939,090	1,484,733	-1,593,193	-	2,846,349	-44,302,156	-39,258,287
Jubilee	-	-18,481,721	4,603,468	-59,367,798	3,484,350	-6,259,499	12,529,229	-	45,065,167	-5,767,740	-	17,167,193	-32,963,121	-39,990,473
The Monarch	-	-821,320	1,566,986	197,504	272,234	1,241,272	-5,843,814	-2,988,213	-866,070	1,700,632	-	670,290	144,315	-4,706,184
Trident	-	1,068,524	-629,551	7,064,062	-3,539,643	5,873,052	-11,250,206	29,428,106	-4,991,343	457,160	-	11,919,682	-30,382,418	5,017,425
UAP	-	24,252,000	2,911,000	-4,886,000	32,786,000	16,422,000	-33,640,000	60,340,000	-18,770,000	2,870,000	-	1,387,000	10,208,000	93,880,000
TOTAL	-7,246,048	127,802,851	98,614,794	38,581,999	129,308,333	126,907,976	-709,770,711	710,914,077	208,860,992	161,868,986	795,000	176,115,260	-697,351,424	365,402,086

Table 11: Summary of Revenue Accounts (General Insurance Business)

Class of Insurance	Aviation	Engineering	Fire Domestic	Fire Industrial	Public Liability	Marine	Motor Private	Motor Commercial	Personal Accidents	Theft	Agriculture	Miscellaneous	WCA	Total
Gross Premium	261,456,557	1,047,805,658	621,560,681	3,810,479,156	758,088,403	1,575,285,604	5,527,138,335	8,806,276,719	6,254,091,202	1,620,404,939	3,064,000	1,073,715,558	1,588,644,653	32,948,011,465
Net Earned Premium	19,187,773	276,716,126	442,243,827	795,567,086	398,454,555	794,750,173	4,947,993,810	8,072,453,564	4,817,713,331	992,138,772	779,000	541,502,477	1,460,608,243	23,560,108,737
Incurring Claims	10,064,881	74,046,594	115,377,509	469,918,956	109,135,329	376,817,773	3,749,042,384	4,084,588,735	3,278,378,824	511,958,143	312,000	219,321,206	1,530,026,455	14,528,988,789
Total Expenses	16,368,940	74,863,134	228,253,525	287,065,131	160,100,842	291,023,424	1,908,641,137	3,277,188,160	1,330,472,517	318,310,643	-328,000	145,963,010	627,935,211	8,665,857,674
Underwriting Profit/Loss	-7,246,048	127,802,851	98,614,794	38,581,999	129,308,333	126,907,976	-709,770,711	710,914,077	208,860,992	161,868,986	795,000	176,115,260	-697,351,424	365,402,086

The above shows the summary of revenue accounts for general insurance business. It is important to note the following:

- While the industry made an underwriting profit of 365 million, WCA and Motor Private made a net loss of over Kshs. 7 million.
- WCA and Motor private have been the worst performing classes over the years.
- All the other classes of general insurance made a net profit

### 3.4 Claims

#### 3.4.1 Incurred Claims

General Insurance incurred net claims of 14.5 billion in 2007 compared to 12.3 billion in 2006. The net earned premium for 2007 was 23.6 billion compared to 20.2 billion in 2006. This represents 17% growth in net earned premiums for the year under review, compared to 18% for the year 2006. The claims ratio for the industry in 2007 was 62% compared to 61% in 2006.

Table 12: Loss Ratio per Class (General Business 2007)

Class	Net Earned Premium	Incurred Claims	Loss Ratio 2007
Aviation	19,187,773	10,064,881	52.5%
Engineering	276,716,126	74,046,594	26.8%
Fire Domestic	442,243,827	115,377,509	26.1%
Fire Industrial	795,567,086	469,918,956	59.1%
Liability	398,454,555	109,135,329	27.4%
Marine	794,750,173	376,817,773	47.4%
Motor Private	4,947,993,810	3,749,042,384	75.8%
Motor Commercial	8,072,453,564	4,084,588,735	50.6%
Personal Accident	4,817,713,331	3,278,378,824	68.0%
Theft	992,138,772	511,958,143	51.6%
Agriculture	779,000	312,000	40.1%
Miscellaneous	541,502,477	219,321,206	40.5%
WCA	1,460,608,243	1,530,026,455	104.8%
<b>Total</b>	<b>23,560,108,737</b>	<b>14,528,988,789</b>	<b>61.7%</b>

#### 3.4.2 Poor Performance

The seven classes that performed poorly with loss ratios in excess of 50% were as follows:

Table 13: Poorly Performing Classes

Class	2005	2006	2007
WCA	95.20%	90.40%	105%
Motor Private	82.30%	75.80%	75.80%
Personal Accident	64.90%	73.40%	68.00%
Fire Industrial	20.20%	34%	59.10%
Aviation	33.30%	11.50%	52.50%
Theft	51.30%	59.10%	51.60%
Motor commercial	49.20%	51.00%	50.60%

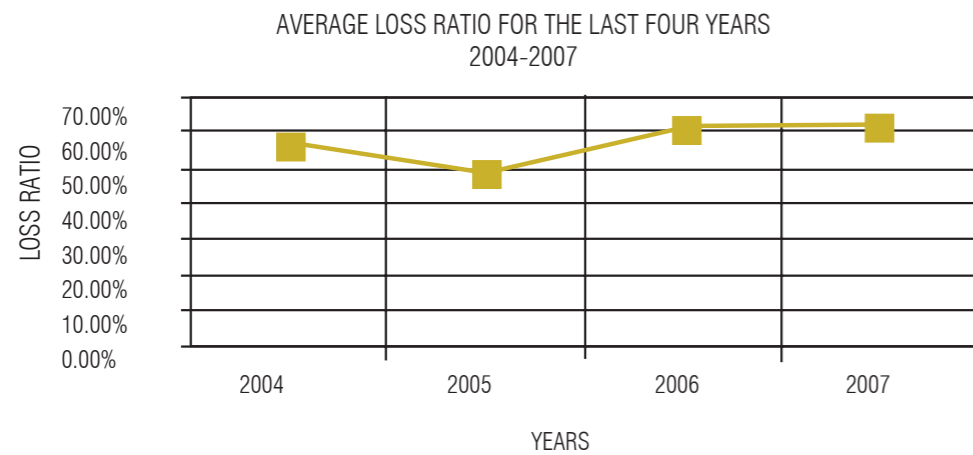
It is interesting to observe that the same classes that had the highest loss ratios in 2005 and 2006 have the same almost in a similar order in 2007. There is need to improve underwriting standards especially in WCA and Motor Private. The recently introduced Work Injuries Benefits Act 2007 is likely to improve the loss ratio under WCA. The Association is in the process of coming up with a Motor Insurance Data System to centralise underwriting and claims data. This is expected to go a long way in detecting fraudulent claims thus improving performance of motor business.

The general insurance loss ratio per class for the last four years was as shown below.

Table 14: General Insurance Loss Ratios Per Class

	2004	2005	2006	2007
Aviation	-123.70%	33.3%	11.5%	52.5%
Engineering	38.96%	45.5%	52.4%	26.8%
Fire Domestic	25.47%	29.2%	26.8%	26.1%
Fire Industrial	39.80%	20.2%	34.0%	59.1%
Liability	41.38%	51.4%	49.1%	27.4%
Marine	33.30%	34.4%	39.5%	47.4%
Motor Private	62.78%	82.3%	75.8%	75.8%
Motor Commercial	47.50%	49.2%	51.0%	50.6%
Personal Accident	64.61%	64.9%	73.4%	68.0%
Theft	51.38%	51.3%	59.1%	51.6%
Agriculture	-	-	-	40.1%
WCA	104.63%	95.2%	90.4%	104.8%
Miscellaneous	40.65%	27.0%	21.8%	40.5%
Average	56.00%	48.7%	61.1%	61.7%

Graph 3:



There appears to be no significant change in loss ratios for motor private, motor commercial, fire domestic and even the average loss ratio. A worsening scenario appears in aviation, fire industrial and miscellaneous.

### 3.5 Total Expenses

In the year 2007, total expenses amounted to Kshs 8.7 billion compared to 7.3 billion in the year 2006. This represents an increase of 19.2% from the previous year. The total expenses accounts for 26% of the gross written premium for the year 2007. In 2006 the total expenses accounted for 25% of the gross premium, and 24% in the previous year.

### 3.6 Underwriting Results

The overall underwriting result for general insurance was Kshs. 365 million, compared to 582 million in the previous year. Despite the growth in gross premium by 13%, underwriting profit reduced by 37%. This can be attributed to the increase in claims incurred which increased by 2.2 billion, and increase in management expenses of over 1.3 billion.

### 3.7 Medical Insurance Business

Medical insurance has been reported either under personal accident or miscellaneous. It has become necessary to report it separately so as to monitor its trend. Below is a summary of revenue accounts for the year 2007

Table 15: Summary of Revenue Accounts for 2007

Company	ICEA	Pioneer	First Assurance	Heritage	Madison	CFC	Kenindia	CIC	Mercantile	British American	General Accident	APA	UAP	Jubilee	Total
Gross Premium	91,196,776	89,505,564	14,494,818	227,136,584	169,207,000	586,566,000	59,840,000	60,388,000	34,311,272	263,503,000	57,086,721	783,816,311	573,738,000	1,239,788,233	4,250,578,279
Net Earned Premium	86,263,119	63,153,042	7,279,857	179,532,925	163,676,000	586,566,000	21,500,000	30,049,000	5,401,051	85,721,000	5,798,672	788,418,229	466,131,000	1,084,275,205	3,573,765,100
Incurred Claims	67,226,945	46,014,686	2,499,593	126,196,040	101,361,000	338,804,000	97,950,000	23,267,000	3,081,424	67,990,000	2,679,335	685,539,790	340,480,000	859,926,298	2,763,016,111
Total Expenses	37,466,190	13,895,079	3,774,133	67,941,930	43,217,000	146,338,000	4,320,000	9,591,000	-3,235,022	6,324,000	7,430,839	125,272,036	139,053,000	201,915,087	803,303,272
Underwriting Profit/Loss	-18,430,016	3,243,277	1,006,131	-14,605,045	19,088,000	101,424,000	-80,770,000	-2,809,000	5,554,649	11,407,000	-4,311,502	-22,393,596	-13,404,000	22,433,820	7,443,718

There are fourteen (14) companies writing this class of insurance. The gross premium for medical insurance for the year 2007 was 4.25 billion. This is a 20% growth from the previous year gross premium of Kshs. 3.55 billion.

This class made a profit of Kshs 7.4 million compared to a loss of Kshs. 144 million for the year 2006.

## 4.0 LONG TERM INSURANCE REPORT

### 4.1 Premium Income

The total long term premium income and pensions contributions from all the three classes i.e. Ordinary Life, Group Life and Deposit Administration was Kshs 15.18 billion in 2007 compared to Kshs. 12.48 billion in 2006. This represents a growth of 21.60% (2006: 11.63 %) which is way above the GDP growth rate of 7.0% in 2007. However, the contribution of the life insurance sector to the GDP recorded during the year (Kshs. 1,814.24 billion) is only 0.83 %.

Ordinary life business had the highest contribution in the year with a gross premium income of Kshs. 6.061 billion compared to 5.218 billion in the year 2006. The growth in the ordinary life business during the year was 16.15 % (2006: 14.24 %)

Group life business recorded gross premium income of Kshs. 3.60 billion compared to Kshs. 2.841 billion in the year 2006. The overall growth in group life business during the year was 26.7 % (2006: 9.89%).

Contributions to deposit administration schemes during the year amounted to Kshs. 5.497 billion compared to Kshs 4.420 billion in the year 2006 recording a growth of 24 % (2006: 14.06%).

The distribution of Gross Premium and pension contributions in the year 2007 is illustrated in the table below:

Table 16: Gross Premiums Distribution per Class

Class of Business	2007		2006		2005		2004	
	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share
Pensions	5,497,250	36.35%	4,420,386	35.42%	3,875,328	35.14%	3,401,847	34.14%
Ordinary Life	6,061,129	39.92%	5,218,026	41.81%	4,567,345	41.41%	4,191,271	42.06%
Group Life	3,600,154	23.72%	2,841,894	22.77%	2,586,009	23.45%	2,372,653	23.81%
<b>Total</b>	<b>15,180,798</b>	<b>100.00%</b>	<b>12,480,305</b>	<b>100.00%</b>	<b>11,028,682</b>	<b>100.00%</b>	<b>9,965,771</b>	<b>100.00%</b>

(Figures in Kshs. '000)

The gross premium per company and market share over the last four years is illustrated below:-

Table 17 – Gross premium and market share per company (2004 – 2007)

COMPANY	YEAR 2007			YEAR 2006			YEAR 2005			YEAR 2004		
	ORDINARY LIFE PREMIUM	GROUP LIFE PREMIUM	TOTAL	MARKET SHARE	GROSS PREMIUMS	MARKET SHARE	GROSS PREMIUMS	MARKET SHARE	GROSS PREMIUMS	MARKET SHARE	GROSS PREMIUMS	MARKET SHARE
1 Apollo	38,552	122,974	161,526	1.67%	205,140	2.55%	167,917	2.35%	51,009	0.78%	167,917	2.35%
2 Blue Shield	76,248	76,686	152,934	1.58%	113,352	1.41%	115,678	1.62%	96,758	1.47%	115,678	1.62%
3 British American	1,601,365	260,334	1,861,719	19.27%	1,537,546	19.08%	1,275,383	17.83%	1,100,159	16.76%	1,275,383	17.83%
4 Cannon	69,868	77	69,944	0.72%	74,131	0.92%	73,705	1.03%	67,808	1.03%	73,705	1.03%
5 CFC Life	837,050	57,297	894,347	9.26%	797,790	9.90%	748,505	10.46%	715,113	10.89%	748,505	10.46%
6 Co-operative	72,694	845,707	918,401	9.51%	612,623	7.60%	553,033	7.73%	470,962	7.18%	553,033	7.73%
7 Corporate	64,917	984	65,901	0.68%	51,348	0.64%	38,689	0.54%	32,402	0.49%	38,689	0.54%
8 Gemina	10,239	2,413	12,651	0.13%	11,972	0.15%	10,613	0.15%	9,414	0.14%	10,613	0.15%
9 First Assurance	0	27,180	27,180	0.28%	5398	0.07%	16,512	0.23%	-	-	16,512	0.23%
10 Heritage	0	151,193	151,193	1.56%	101,057	1.25%	99,304	1.39%	115,098	1.75%	99,304	1.39%
11 ICEA	431,255	257,877	689,132	7.13%	886,641	11.00%	667,239	9.33%	584,040	8.90%	667,239	9.33%
12 Jubilee	281,484	453,852	735,336	7.61%	459,487	5.70%	479,639	6.71%	541,451	8.25%	479,639	6.71%
13 Kenindia	242,629	54,527	297,156	3.08%	294,198	3.65%	244,718	3.42%	266,731	4.06%	244,718	3.42%
14 Kenyan Alliance	1,379	44,904	46,283	0.48%	48,235	0.60%	41,339	0.58%	51,525	0.78%	41,339	0.58%
15 Madison	438,719	79,204	517,923	5.36%	551,959	6.85%	509,985	7.13%	517,447	7.88%	509,985	7.13%
16 Mercantile	31,337	14,510	45,847	0.47%	63,160	0.78%	70,156	0.98%	67,977	1.04%	70,156	0.98%
17 Metropolitan Life	16,813	0	16,813	0.17%	16,435	0.20%	0	0.00%	0	0.00%	0	0.00%
18 Monarch	0	69,182	69,182	0.72%	307,86,925	3.88%	17,495	0.24%	4,299	0.07%	17,495	0.24%
19 Old Mutual	386,729	91,318	478,047	4.95%	453,795	5.63%	517,213	7.23%	518,612	7.90%	517,213	7.23%
20 Pan Africa	1,218,491	851,942	2,070,433	21.43%	1,396,908	17.33%	1,169,212	16.34%	1,065,885	16.24%	1,169,212	16.34%
21 Pioneer	184,642	2,966	187,608	1.94%	165,696	2.06%	145,842	2.04%	137,849	2.10%	145,842	2.04%
22 Trinity	28,178	181	28,359	0.29%	278,13,915	3.55%	30,585	0.43%	42,907	0.65%	30,585	0.43%
23 UAP Insurance	28,521	134,846	163,367	1.69%	154,447	1.92%	160,595	2.25%	106,478	1.62%	160,595	2.25%
<b>Total</b>	<b>6,061,129</b>	<b>3,600,154</b>	<b>9,661,283</b>	<b>100%</b>	<b>8,059,919</b>	<b>100.00%</b>	<b>7,153,354</b>	<b>100.00%</b>	<b>6,563,924</b>	<b>100%</b>	<b>7,153,354</b>	<b>100.00%</b>

(Figures in Kshs. '000)



The contributions and market share for deposit administration business in the last three years is shown in table 18 below

Table 18 – Deposit Administration Contributions per Company

Company	Year 2007		Year 2006		Year 2005	
	Pensions Contributions 2007	Market Share 2007	Pensions Contributions 2006	Market Share 2006 (%)	Pensions Contributions 2005	Market Share 2005 (%)
Apollo	83,099	1.51%	68,028	1.54	70,226	1.81
Blue Shield	61,472	1.12%	26,034	0.59	34,743	0.90
British American	339,774	6.18%	242,542	5.49	124,934	3.22
CFC Life	879,434	16.00%	863,978	19.55	707,942	18.27
Heritage	170,928	3.11%	156,103	3.53	119,583	3.09
ICEA	1,825,796	33.21%	1,382,680	31.28	1,433,721	37.00
Jubilee	985,402	17.93%	779,626	17.64	682,166	17.60
Kenindia	675,092	12.28%	560,485	12.68	468,296	12.08
Kenyan Alliance	28,150	0.51%	34,016	0.77	29,166	0.75
Madison	25,712	4.11%	162,176	3.67	102,436	2.64
Mercantile	18,536	0.34%	27,580	0.62	26,367	0.68
Pan Africa Life	58,655	1.07%	41,911	0.95	25,403	0.66
The Monarch	4,615	0.08%	-	-	-	-
Pioneer Assurance	2,976	0.05%	-	-	-	-
UAP Insurance	137,609	2.50%	75,227	1.70	50,226	1.30
<b>Total</b>	<b>5,497,250</b>	<b>100.00%</b>	<b>4,420,386</b>	<b>100.00</b>	<b>3,875,209</b>	<b>100</b>

(Figures in Kshs. '000)

## 4.2 Claims

The long term insurance business claims and policyholder benefits totalled to Kshs. 9.752 billion compared to Kshs. 8.252 billion in 2006 representing an increase of 18.2%.

Ordinary life business claims remained constant in the 2006/2007 while group life and pensions business recorded an increase in claims of 15.7% and 45% respectively over the period.

The distribution of gross claims incurred for year 2004 - 2007 is shown in table 19 below.

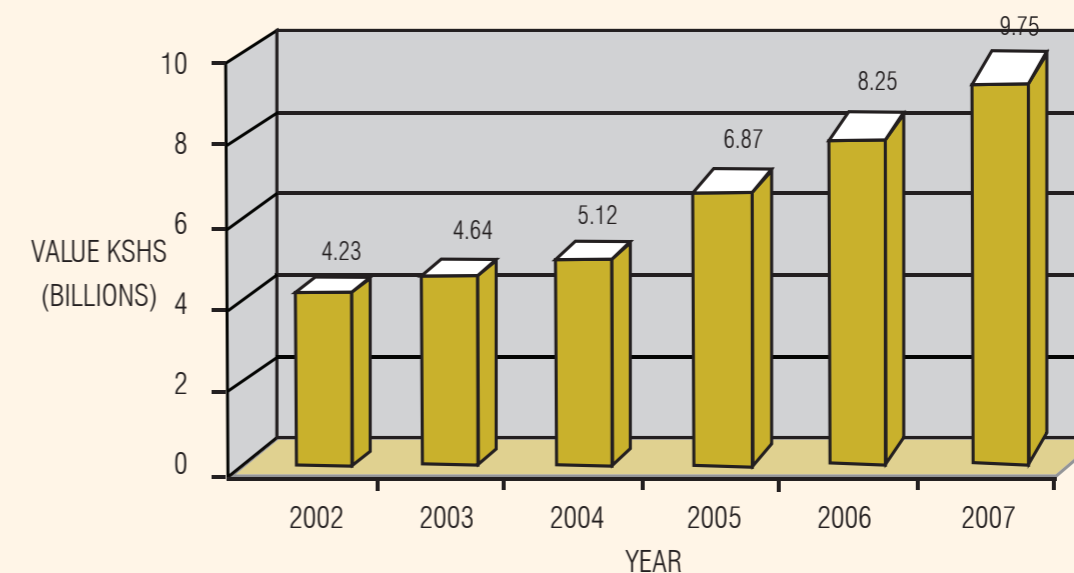
Table 19: Distribution of Claims in Long Term Business

Class of Business	Year 2007		Year 2006		Year 2005		Year 2004	
	Gross Claims Paid (Kshs)	Share	Gross Claims Paid (Kshs)	Share	Gross Claims Paid (Kshs)	Share	Gross Claims Paid (Kshs)	Share
Ordinary Life	4,096,137	42.00%	4,095,582	42.00%	2,724,640	39.69%	1,502,871	29.30%
Group Life	1,474,278	15.12%	1,274,149	15.44%	1,199,582	17.47%	892,779	17.40%
Pensions	4,182,359	42.88%	2,882,221	34.93%	2,941,397	42.84%	2,726,977	53.20%
<b>Total</b>	<b>9,752,794</b>	<b>100.00%</b>	<b>8,251,952</b>	<b>100.00%</b>	<b>6,865,619</b>	<b>100.00%</b>	<b>5,122,627</b>	<b>100%</b>

Figures in Kshs. '000

The claims paid over the last six years are illustrated below: -

Graph 4: Claims and benefits for year 2002-2007



## 4.3 Commission and Management Expenses

The total operating and other expenses incurred during the year 2007 for life business (ordinary and group life) was Kshs. 2.626 billion compared to Kshs 2.597 billion in the year 2006 representing an increase of 1.1 %.

Commission expenses for ordinary and group life amounted to Kshs.1.685 billion compared to Kshs 1.178 billion in the year 2006 representing an increase of 43 %.

## 4.4. Reinsurance

The total reinsurance premium paid by long term insurers was Ksh 1.131 billion compared to Ksh 903 million representing an increase of 25.2%.



## 4.5 Investment and Other Income

Investment and other income from ordinary and group life classes decreased by 46.3% to Kshs 2.968 billion in 2007 compared to Kshs 5.527 billion in 2006.

## 4.6 Other Information on Ordinary Life Business

### New Business

The tables below show the number of ordinary Life Insurance Policies and annualized premium income (API) over the three years:

Table 20: New policies and API (2005 – 2007)

2005		2006		2007	
No. of Policies	API Kshs.	No. of Policies	API Kshs.	No. of Policies	API
60,626	1,702,241,440	69,234	2,824,688,352	77,375	3,274,597,208

New policies issued in 2007 grew to 77,375 representing an increase of 11.8% (2006: 14.1%).

### Existing Business

The table below provides a summary of existing policies over the last three years.

Table 21: No. of existing policies (2006/ 2007)

	2006	2007	Growth (%)
No. of Existing Policies	303,992	321,550	5.8%

The total number of existing policies grew by 5.8% to reach 321,550 at the end of 2007.

### Net Bonus Declared Under Individual Life Policies

The bonuses declared over the last three years have remained relatively constant as shown in the table below:

Table 22: Average bonuses declared (2004 – 2007)

	2004	2005	2006	2007
Average Bonus Declared (%)	3.90	4.41	4.47	3.16

## 4.6 Other Information on Group Life Assurance Business

The tables below provide a summary on number of Schemes and Membership under Group Life insurance: -

Table 23: New schemes in group life (2005 – 2007)

2005		2006		2007	
No. of Schemes	Premium (Kshs.)	No. of Schemes	Premium (Kshs.)	No. of Schemes	Premium (Kshs.)
277	417,445,077	391	285,262,254	517	539,946,410

Table 24: Existing schemes in group life

2005		2006		2007	
No. of Schemes	Premium (Kshs.)	No. of Schemes	Premium (Kshs.)	No. of Schemes	Premium (Kshs.)
1703	2,586,009,000	1975	2,841,894,000	2291	3,000,154,000

Table 25: Membership under group life schemes

2004	2005	2006	2007
658,034	785,128	897,502	1,365,923

The number of members covered under group life schemes increased by 52% in 2007. However the increase in premium was much lower. The high number of new group life business schemes in 2007 is an indicator of frequent change of underwriters by schemes. The coverage of group life insurance for the working population estimated at 9.45 million is only 14.4%.

## 4.7 Deposit Administration Business

There were no major policy changes in the retirement benefits sector in the 2008/2009 budget. The key change was the extension of exemption on pension lump sums received by pensioners who had attained the age of 65years.

There has been growth in pension fund contributions with the deposit administration funds recording total contributions amounting to Kshs. 5.497 billion in 2007 compared to Kshs. 4.78 billion in 2006. The total fund held by insurance companies increased to Kshs 29.99 billion from Kshs 25.743 billion in the year 2006.

Most insurance companies declared lower investment returns on funds in 2007. The industry recorded average returns of 9.32% in 2007 compared to 10.7% in 2006. The total interest paid by the industry on deposit administration schemes was Kshs 2.554 billion compared to Kshs 2.476 billion in 2006. The claims and benefits paid during the year amounted to Kshs 4.182 billion compared to Kshs 2.882 billion in 2006.

The tables below provide a summary on number schemes, contributions and membership for deposit administration.

Table 26: New Businesses

2005		2006		2007	
No. of Schemes	Contributions	No. of Schemes	Contributions	No. of Schemes	Contributions
47	136,935,559	93	578,053,757	62	170,351,512

Table 27: Existing businesses

2005		2006		2007	
No. of Schemes	Contributions	No. of Schemes	Contributions	No. of Schemes	Contributions
1028	3,875,328,000	1151	4,420,386,000	1154	5,519,515,000

Table 28: Membership

2005	2006	2007
73,626	74,639	79,525

The number of New Schemes acquired by the insurance industry in 2007 declined to 62 (2006:63). There was no major change in the number of existing schemes in 2007. The membership in the schemes increased marginally in 2007 to stand at 79,725 (2006:74,639) Members were in schemes managed by insurance companies.

Detailed reports of long-term business statistics for the year 2006 are annexed.

Pension – Long Term Business Statistics – Year 2007

Company	PENSIONS CONTRIBUTIONS -07	MARKET SHARE -07	PENSIONS CONTRIBUTIONS -06	MARKET SHARE -06	INTEREST RATE DECLARED			SURRENDERS AND ANNUITIES PAID 2007	SURRENDERS AND ANNUITIES PAID 2006	INTEREST PAYABLE TO POLICY HOLDERS 2007	INTEREST PAYABLE TO POLICY HOLDERS 2006	FUND AS AT END OF THE YEAR 31/12/07	FUND AS AT START OF THE YEAR 1/1/07	LIFE FUND AT START OF YEAR 01/01/06
					2007	2006	2005							
Apollo	83,099	1.52%	68,028	1.42%	8.00%	12.50%	11.00%	59,945	29,469	39,016	34,480	425,300	363,130	290,091
Blue Shield	61,472	1.12%	26,034	0.54%	10.00%	9.00%	8.00%	3,523	3,157	4,143	5,989	134,627	72,535	43,669
British American	339,774	6.18%	242,542	5.07%	10.50%	18.00%	10.25%	124,202	73,744	107,004	148,542	1,264,923	942,347	630,377
CFC Life	879,434	16.00%	863,978	18.07%	9.50%	11.00%	8.50%	937,911	739,314	355,301	401,693	4,436,897	41,140,073	3,613,716
Heritage	170,928	3.11%	156,103	3.26%	13.00%	15.00%	15.00%	102,134	102,134	110,860	111,321	992,216	861,086	713,079
ICEA	1,825,796	33.21%	1,707,780	35.72%	9.25%	9.00%	7.60%	1,745,743	1,348,625	1,012,146	800,026	12,153,779	10,865,953	9,126,947
Jubilee	985,402	17.93%	801,360	16.76%	12.00%	12.75%	10.50%	426,439	304,536	459,903	464,408	4,833,264	3,823,268	2,926,248
Kenindia	675,092	12.28%	560,485	11.72%	11.00%	11.00%	10.00%	452,248	187,692	218,741	218,741	3,588,117	2,977,450	2,385,916
Kenyan Alliance	28,150	0.51%	34,016	0.71%	10.00%	10.00%	10.00%	12,814	23,590	18,326	15,561	218,488	184,825	158,839
Madison	225,712	4.11%	174,082	3.64%	9.00%	10.00%	7.00%	142,894	147,521	66,926	62,806	866,488	716,744	627,377
Mercantile	18,536	0.34%	27,580	0.58%	8.00%	7.00%	7.00%	41,090	17,784	15,221	8,084	193,824	199,157	172,277
Pan Africa Life	58,655	1.07%	41,911	0.88%	12.50%	12.50%	11.00%	17,946	19,533	23,006	31,086	293,372	229,657	163,211
The Monarch	4,615	0.08%	2,402	0.05%	11.00%	6.70%	-	607	118	322	319	9,275	4,945	2,343
Pioneer Assurance	2,976	0.05%	0	0.00%	8.00%	-	15,174	-	-	81,618	-	3,042	-	-
UAP Insurance	137,609	2.50%	75,227	1.57%	10.00%	16.00%	48,351	46,710	41,839	165,133	165,133	585,491	454,399	260,749
Total	5,497,249,883	100.00%	4,781,527	100.00%	9.32%	10.70%	8.09%	4,182,559	3,043,927	2,554,372	2,468,189	29,999,103	62,835,570	21,114,839

Figures in Kshs '000

### Ordinary Life Business statistics (2007)

Company	GROSS PREMIUMS	MARKET SHARE	REINSURANCE	NET PREMIUM	CLAIMS + BENEFITS	COMMISSIONS	OPERATING & OTHER EXPENSES	TOTAL EXPENSES	INVESTMENT INCOME + OTHER INCOME	COMMISSION RATIO	LOSS RATIO	EXPENSE RATIO	COMBINED RATIO	OPERATIONS RATIO
Apollo	38,552	0.64%	0	38,552	52,113	4,685	24,481	29,166	67,312	12.15%	135.18%	75.65%	210.83%	36.23%
Blue Shield	76,248	1.26%	188	76,060	51,259	34,365	11,857	46,222	17,946	45.18%	67.39%	60.77%	128.16%	104.57%
British American	1,601,385	26.42%	30,476	1,570,909	1,038,804	453,260	405,162	858,422	486,152	28.85%	66.13%	54.64%	120.77%	89.83%
Cannon	69,868	1.15%	1,208	68,660	39,747	7,529	39,478	47,008	34,278	10.97%	57.89%	68.46%	126.35%	76.43%
CFC Life	837,050	13.81%	14,435	822,615	599,880	110,146	291,453	401,599	252,971	13.39%	72.92%	48.82%	121.74%	90.99%
Co-operative	72,694	1.20%	4,833	67,861	112,236	23,503	35,113	58,616	23,131	34.63%	165.39%	86.38%	251.77%	217.68%
Corporate	64,917	1.07%	512	64,405	15,874	23,269	16,179	39,448	7,110	36.13%	24.65%	61.25%	85.90%	74.86%
Gemina	10,239	0.17%	1,145	9,094	3,377	2,152	2,553	4,705	8,664	23.67%	37.14%	51.74%	88.88%	-6.40%
First Assurance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Heritage	-	-	-	-	16	-	682	682	30,573	-	-	-	-	-
ICEA	431,255	7.12%	34,800	396,455	214,471	100,493	49,591	150,084	114,036	25.35%	54.10%	37.86%	91.95%	63.19%
Jubilee	281,484	4.64%	5,936	275,548	171,539	44,064	151,664	195,728	124,945	15.99%	62.25%	71.03%	133.29%	87.94%
Kenindia	242,629	4.00%	1,076	241,553	120,703	46,501	23,252	69,753	206,347	19.25%	49.97%	28.88%	78.85%	-6.58%
Kenyan Alliance	1,379	0.02%	59	1,320	1,391	65	185	250	1,642	4.93%	105.35%	18.95%	124.30%	-0.06%
Madison	438,719	7.24%	3,709	435,010	294,271	48,044	144,950	192,994	87,711	11.04%	67.65%	44.37%	112.01%	91.85%
Mercantile	31,337	0.52%	1,544	29,793	30,043	4,156	13,050	17,206	17,037	13.95%	100.84%	57.75%	158.59%	101.41%
Metropolitan Life	16,813	0.28%	3,343	13,470	329	12,106	61,924	74,030	38,786	89.87%	2.44%	549.59%	552.03%	264.09%
Old Mutual	386,729	6.38%	19,655	367,074	336,981	154,937	271,876	426,813	290,731	42.21%	91.80%	116.27%	208.08%	128.87%
Pan Africa Life	1,218,491	20.10%	25,266	1,193,225	928,185	240,077	380,965	621,042	309,700	20.12%	77.79%	52.05%	129.84%	103.88%
Pioneer	184,642	3.05%	501	184,141	59,043	41,187	73,942	115,029	25,054	22.37%	32.06%	62.47%	94.55%	80.93%
Trinity	28,178	0.46%	93	28,086	18,646	4,187	27,229	31,415	28,613	14.91%	66.39%	111.86%	178.25%	76.37%
UAP Insurance	28,521	0.47%	0	28,521	7,229	7,579	16,983	24,562	3,270	26.57%	25.35%	86.12%	111.47%	100.00%
Total	6,061,129	100.00%	148,778	5,912,351	4,096,137	1,362,306	2,042,468	3,404,774	2,176,010	23.04%	69.28%	57.59%	126.87%	90.06%

Figures in Kshs. '000

### Group Life Business Statistics (2007)

Company	GROSS PREMIUMS	MARKET SHARE	REINSURANCE	NET PREMIUM	CLAIMS + BENEFITS	COMMISSIONS NET	OPERATING & OTHER EXPENSES	TOTAL EXPENSES	INVESTMENT INCOME + OTHER INCOME	COMMISSION RATIO	LOSS RATIO	EXPENSE RATIO	COMBINED RATIO	OPERATIONS RATIO
Apollo	122,974	3.42%	90,868	32,106	22,143	9,774	10,041	19,815	51,389	30.44%	68.97%	61.72%	130.69%	-29.37%
Blue Shield	76,686	2.13%	2,033	74,653	72,183	6,326	20,665	26,991	7,387	8.47%	96.69%	36.16%	132.85%	122.95%
British American	260,334	7.23%	152,389	107,945	102,350	18,700	33,549	52,249	46,655	17.32%	94.82%	48.40%	143.22%	100.00%
Cannon	77	0.00%	0	77	460	0	397	397	544	0.00%	600.22%	518.57%	1118.79%	408.96%
CFC Life	57,297	1.59%	22,607	34,690	12,402	5,098	16,489	21,587	5,852	14.70%	35.75%	62.23%	97.96%	81.11%
Co-operative	845,707	23.49%	65,669	780,038	391,837	43,416	206,990	251,431	51,670	5.57%	50.23%	32.23%	82.47%	75.84%
Corporate	984	0.03%	857	127	3,438	0	245	245	106	0.00%	2707.09%	192.91%	2900.00%	2816.54%
Gemina	2,413	0.07%	1,416	997	957	193	984	1,177	1,138	19.39%	96.03%	118.10%	214.13%	100.00%
First	27,180	0.75%	23,758	3,422	3,140	2,423	3,149	5,572	5,752	70.81%	91.76%	162.83%	254.59%	86.50%
Heritage	151,193	4.20%	64,132	87,061	53,119	11,574	32,255	43,829	157,128	13.29%	61.01%	50.34%	111.36%	-69.12%
ICEA	257,877	7.16%	56,690	201,187	126,343	28,493	27,212	55,706	99,935	14.16%	62.80%	27.69%	90.49%	40.81%
Jubilee	453,852	12.61%	91,779	362,073	106,098	11,165	63,575	74,740	98,057	3.08%	29.30%	20.64%	49.95%	22.86%
Kenindia	54,527	1.51%	42,550	11,977	4,105	528	7,795	8,263	34,866	4.41%	34.27%	68.99%	103.26%	-187.84%
Kenyan Alliance	44,904	1.25%	39,173	5,731	273	378	7,890	11,668	11,395	137.68%	4.76%	203.60%	208.36%	9.52%
Madison	79,204	2.20%	15,014	64,190	39,206	3,289	41,067	44,356	13,761	5.12%	61.08%	69.10%	130.16%	108.74%
Mercantile	14,510	0.40%	7,748	6,762	5,738	775	3,681	4,456	10,194	11.46%	84.86%	65.90%	150.75%	0.00%
Metropolitan Life	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Monarch	69,182	1.92%	21,851	47,331	24,183	5,198	9,522	14,720	10,850	10.98%	51.09%	31.10%	82.19%	59.27%
Old Mutual	91,318	2.54%	9,998	81,320	129,892	4,096	4,096	133,988	35,590	0.00%	159.73%	164.77%	324.50%	280.73%
Pan Africa Life	851,942	23.66%	211,497	640,445	350,083	158,996	43,334	202,330	133,804	24.83%	54.66%	31.59%	86.25%	65.36%
Pioneer	2,966	0.08%	606	2,360	560	3	0	563	3,450	-	-	-	-	-
Trinity	181	0.01%	0	181	186	0	0	186	0	0.00%	102.91%	102.91%	205.82%	205.82%
UAP Insurance	134,846	3.75%	62,500	72,346	25,582	9,038	50,948	85,568	13,223	12.49%	35.36%	118.28%	153.64%	135.36%
Total	3,600,154	100.00%	983,135	2,617,018	1,474,278	318,768	583,825	1,059,839	792,746	12.18%	56.33%	40.50%	96.89%	66.54%

Figures in Kshs. '000

### Combined Life Insurance Business Statistics (2007)

Company	ORDINARY LIFE	GROUP LIFE	GROSS PREMIUMS	MARKET SHARE	REINSURANCE	NET PREMIUM	CLAIMS + BENEFITS	COMMISSIONS	OPERATING & OTHER EXPENSES	TOTAL EXPENSES	INVESTMENT INCOME+OTHER INCOME	COMMISSION RATIO	LOSS RATIO	EXPENSE RATIO	COMBINED RATIO	OPERATIONS RATIO
Apollo	38,552	122,974	161,526	1.67%	90,868	70,658	74,256	14,459	34,522	48,981	118,701	20.46%	105.09%	69.32%	174.41%	6.42%
Blue Shield	76,248	76,686	152,934	1.58%	2,221	150,713	123,442	40,691	32,522	73,213	25,333	27.00%	81.91%	48.58%	130.48%	113.67%
British American	1,601,385	260,334	1,861,719	19.27%	182,865	1,678,854	1,141,154	471,960	438,711	910,671	532,807	28.11%	67.97%	54.24%	122.22%	90.48%
Cannon	69,868	77	69,944	0.72%	1,208	68,736	40,207	7,529	39,876	47,405	34,822	10.95%	58.49%	68.97%	127.46%	76.80%
CFC Life	837,050	57,297	894,347	9.26%	37,042	857,305	612,282	115,244	307,942	423,186	258,823	13.44%	71.42%	49.36%	120.78%	90.59%
Co-operative	72,694	845,707	918,401	9.51%	70,502	847,899	504,073	66,919	242,103	310,047	74,801	7.89%	59.45%	36.57%	96.02%	87.19%
Corporate	64,917	984	65,901	0.68%	1,369	64,532	19,312	23,269	16,424	39,693	7,216	36.06%	29.93%	61.51%	91.44%	80.25%
Gemina	10,239	2,413	12,651	0.13%	2,561	10,091	4,335	2,345	3,537	5,882	9,802	23.24%	42.96%	58.29%	101.25%	4.11%
Firist Assurance	0	27,180	27,180	0.28%	23,758	3,422	3,140	2,423	3,149	5,572	5,752	70.81%	91.76%	162.83%	254.59%	86.50%
Heritage	0	151,193	151,193	1.56%	64,132	104,517	53,135	11,574	32,937	44,511	187,701	11.07%	50.84%	42.59%	93.43%	-86.16%
ICEA	431,255	257,877	689,132	7.13%	91,490	677,695	340,814	128,986	76,803	205,790	213,971	19.03%	50.29%	30.37%	80.66%	49.08%
Jubilee	281,484	453,852	735,336	7.61%	97,715	1,196,584	277,637	55,229	215,239	270,468	223,002	4.62%	23.20%	22.60%	45.81%	27.17%
Kenindia	242,629	54,527	297,156	3.08%	43,626	476,374	124,808	47,029	30,987	78,016	241,213	9.87%	26.20%	16.38%	42.58%	-8.06%
Kenyan Alliance	1,379	44,904	46,283	0.48%	39,232	22,388	1,664	3,843	8,075	11,918	13,037	17.17%	7.43%	53.24%	60.67%	2.43%
Madison	438,719	79,204	517,923	5.36%	18,723	582,018	333,477	51,333	186,017	237,350	101,472	8.82%	57.30%	40.78%	98.08%	80.64%
Mercantile	31,337	14,510	45,847	0.47%	9,292	14,001	35,781	4,931	16,731	21,662	27,231	35.22%	255.56%	154.72%	410.28%	215.78%
Metropolitan Life	16,813	0	16,813	0.17%	3,343	13,470	329	12,106	61,924	74,030	38,786	89.87%	2.44%	549.59%	552.03%	264.09%
Monarch	0	69,182	69,182	0.72%	21,851	51,339	24,183	9,206	9,522	15,042	10,850	17.93%	47.10%	29.30%	76.40%	55.27%
Old Mutual	386,729	91,318	478,047	4.95%	29,653	448,394	466,873	154,937	275,972	560,801	326,321	34.55%	104.12%	125.07%	229.19%	156.41%
Pan Africa Life	1,218,491	851,942	2,070,433	21.43%	236,763	1,833,670	1,278,268	399,073	424,299	823,372	443,502	21.76%	69.71%	44.90%	114.61%	90.43%
Pioneer	184,642	2,966	187,608	1.94%	1,107	174,302	59,603	41,190	73,842	115,592	28,504	23.63%	34.20%	66.32%	100.51%	84.16%
Trinity	28,178	181	28,359	0.29%	93	28,267	18,832	4,187	27,229	31,602	28,613	14.81%	66.62%	111.80%	178.42%	77.20%
UAP Insurance	28,521	134,846	163,367	1.69%	62,500	190,125	32,811	16,617	67,951	110,130	16,493	8.74%	17.26%	57.93%	75.18%	66.51%
Total	6,061,129	3,600,154	9,661,283	100%	1,131,913	9,565,353	5,570,415	1,685,081	2,626,294	4,464,934	2,968,754	25%	62%	85%	147%	74%

Figures in Kshs. '000