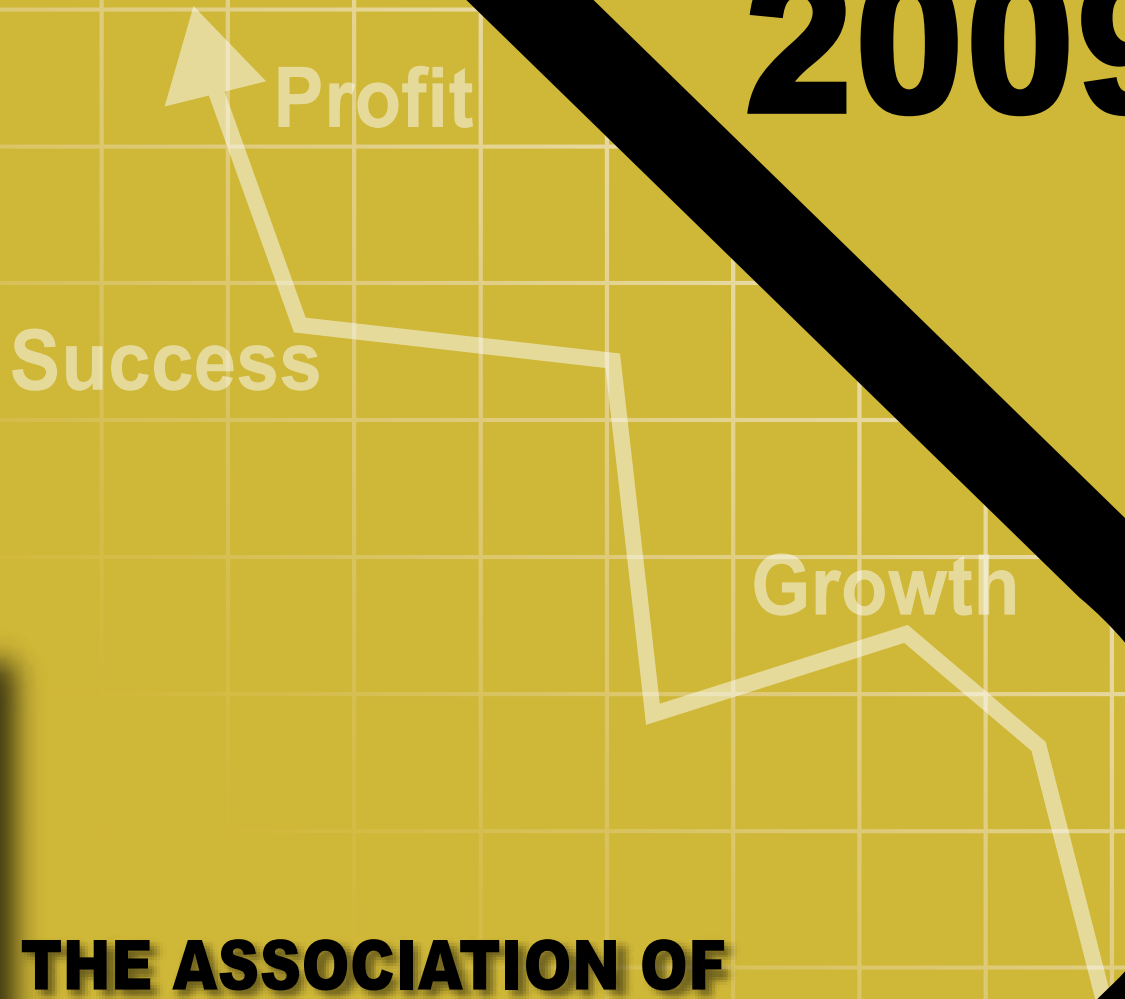


# 2009



**AKI**  
ASSOCIATION  
OF KENYA INSURERS

**THE ASSOCIATION OF  
KENYA INSURERS**

**INSURANCE INDUSTRY  
ANNUAL REPORT 2009**



## **Our Vision**

To have an insurance industry that contributes effectively to the development of the financial services sector in Kenya

## **Our Mission**

To provide leadership on matters of common interest and uphold professionalism and ethical practices in the insurance industry

## **Our Values**

The success of the association is dependent on the following key corporate values:

- Integrity
- Quality service delivery
- Flexibility and innovativeness
- Professionalism
- Teamwork



# **INSURANCE INDUSTRY ANNUAL REPORT 2009**

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## FOREWORD

Welcome to the 6th issue of the Insurance Industry Annual Report, an annual publication of the Association of Kenya Insurers (AKI). The report continues to be invaluable to insurance industry stakeholders as a pointer to the current status and future outlook of the insurance industry.

The global economy underwent a recession in 2009 as a result of the effects of the global financial crisis that was experienced from the late 2008. The recession is over and most of the world economies are on a recovery path. The global economy recorded a negative growth of 0.8% in 2009 compared to 3.0% in 2008. Africa did not escape the effects of the global financial crisis and its growth was slowed down by the spill over effects of its integration in the global economy through trade, foreign direct investments and remittances from the diaspora. It recorded a growth of 1.9% in 2009 compared to 5.2% in 2008.

The Kenyan economy recorded a growth of 2.6% in 2009 compared to 1.6% in 2008. The growth was mainly supported by tourism, transport & communication, and building & construction sectors in addition to the government's Economic Stimulus Programmes (ESP). However the projected growth rate of 4.5% was not achieved due to the effects of unfavourable weather conditions and sluggish internal and external demands for goods and services. The growth for 2010 is projected at 5.1% and this is underpinned on increased investment in agriculture, services, infrastructure, health and education and targeted strategic development interventions in youth employment and marginalised areas.

The Insurance Industry recorded a gross premium income of Kshs. 64.47 billion compared to Kshs. 55.19 billion 2008, representing an increase of 16.81%. This annual performance exceeded the overall economic growth of 2.6%. The insurance industry continues to embrace ICT, research and innovation thereby expanding its capacity to exploit the existing untapped insurance market. This development coupled with improvement in regulatory environment and the review of the Insurance Act is expected to enhance the insurance penetration beyond the current level of 2.84%. The East African Common Market that came into effect on 1st July 2010 is expected to herald a new dawn for the insurance industry. With an expanded market of 126 million people, the insurance industry is expected to benefit greatly both in terms of volume of business underwritten and capacity to undertake risks.

I hope you will continue to find this report informative and valuable. Please feel free to share with us your thoughts and comments on the quality and contents of the report.

STEPHEN O. WANDERA  
CHAIRMAN, AKI

## **1 ECONOMIC OVERVIEW**

With the introduction of the Economic Recovery Strategy (ERS) in 2003, Kenya's economic growth recorded a remarkable economic recovery from one of the worst economic years of the 1990s. Economic growth began to recover during this period, with real GDP growth registering 2.8% in 2003, 4.3% in 2004, 5.8% in 2005, 6.1% in 2006, and 7.1% in 2007. However, the economic effects of the violence that broke out after the December 27, 2007 general election, compounded by drought and the global financial crisis, brought growth down to less than 1.7% in 2008.

On the regional front, East African Community (EAC) recorded a decline in its combined GDP growth from 5.8% in 2008 to 4.5% in 2009 mainly attributed to existence of similar economic activities and conditions among the member states.

The Sub-Saharan Africa's GDP dropped from 5.6% in 2008 to 1.8% in 2009 mainly due to subdued demand and low prices of agricultural exports.

Africa's economic prospects for 2009 were reduced due to its integration in the global economy through trade, foreign direct investments and remittances. As a result, the continent recorded a slowed real GDP growth of 1.9% in 2009 compared to 5.2% in 2008. The continent was mostly affected due to its reliance on primary commodity exports in the face of contraction in global demand and declining prices.

The world economy was not any different. The global economic recession continued in 2009 and mainly affected the real and financial sectors. The global economy recorded a negative growth of 0.8% in 2009 compared to 3.0% in 2008. Most economies in the Organisation for Economic Co-operation and Development (OECD) contracted with their combined growth in real GDP estimated at negative 3.5% in 2009 from 0.6% in 2008.

### **1.1 World Insurance Performance in 2009**

According to Swiss Re (World Insurance Report in 2009), world insurance premium volume fell by 1.1% in 2009 on an inflation adjusted basis. In most countries, insurance premiums grew faster than GDP in 2009.

#### **1.1.1 Global Life Insurance Premiums**

Global life insurance premiums fell by 2% to USD 2332 billion. Premiums were hardest hit in the United States and United Kingdom as the financial crisis severely impacted the sale of unit linked products (Swiss Re, 2009). In the emerging markets, life insurance premiums rose by 3.4%. Growth was strongest in South East Asia at 10%, led by China and India. Life insurance premium growth in Latin America and the Caribbean was solid at 7.8%

#### **1.1.2 Global Non Life Premiums**

Non life insurance business was only marginally impacted by the global recession. Non life insurance premiums decreased by 0.1% in 2009 to USD 1735 billion. Non Life Insurance Premiums fell in the USA, UK and Japan, but rose in the emerging market countries.

## 1.2 Global Outlook For 2010

As the economy recovers, we expect both higher life premiums and better investment results as asset prices are expected to improve in 2010. This will not only have a positive impact on profitability, but also on shareholder capital and the ability to raise capital. If financial markets recover, the hard hit unit linked business will also show an upward trend. Growth of non life business in the industrialized nations is also expected to resume.

**Table 1: Real 2009 Global Premium Growth**

	Life	Non Life	Total
<b>Industrialised Markets</b>	-2.8%	-0.6%	-1.8%
<b>Emerging Markets</b>	4.2%	2.9%	3.5%
<b>World</b>	-2.0%	-0.1%	-1.1%

Source: Swiss Re – 2010 Sigma Report

## 1.3 Insurance Performance in Africa

Africa produced only 1.94% of the global premium volume in 2009. Life insurance premiums in Africa fell by 15% to USD 33 billion. South Africa is the dominant market accounting for 90% of the premium volume. In South Africa, life insurance premium volume fell by 16%. Premium Growth in Morocco remained flat at 0.1%, while premiums in Egypt, the third largest market shrank by 5%.

According to available information from Swiss Re, growth in non life insurance business in Africa was sluggish at 0.4%. Non life premium volume in Africa was USD 17 billion. South Africa accounted for 50% of the premium. A summary of the performance of selected African countries is presented in Table 2 below.

**Table 2: Summary of insurance performance in selected countries in Africa**

COUNTRY	Non-Life Premium (USD Millions)	Penetration % of GDP	Life Premium (USD Millions)	Penetration % of GDP	Total Premium (USD Millions)	Total Penetration % of GDP
KENYA	575	1.90	285	0.94	860	2.84
ALGERIA	734	0.04	63	0.56	797	0.6
EGYPT	861	0.5	704	0.4	1,596	0.8
MOROCCO	1758	1.9	825	0.9	2,583	2.8
NIGERIA	787	0.4	147	0.1	934	0.5
TUNISIA	658	1.7	100	0.1	758	1.9
SOUTH AFRICA	8,215	2.9	28,773	10.0	36,987	12.9

Source: Swiss "World Insurance Report, 2009", Economic Survey 2009

## 1.4 Global Catastrophic Losses

Natural catastrophes and man-made disasters claimed approximately 15 000 lives and costed insurers USD 26 billion in 2009. The overall cost to society was USD 62 billion. Insured losses were below average due to a calm US hurricane season. On a worldwide basis, natural catastrophes cost insurers USD 22 billion in 2009, while man-made disasters cost an additional USD 4 billion. Insured losses were highest in North America, where they costed insurers over USD 12.7 billion. The death toll was highest in Asia, where nearly 9 400 of the world's 15 000 catastrophe victims lived. Insured losses in the region were approximately USD 2.4 billion.

Compared to previous years, 2009 was a low loss year. 133 natural catastrophes and 155 man-made disasters occurred in 2009. Six events each triggered insured losses in excess of USD 1 billion. The costliest event was the European winter storm Klaus, which struck France and Spain in January, and led to insured losses of EUR 2.35 billion (nearly USD 3.4 billion).

Table 3: The most costly insured losses in 2009

Ranking	Insured Losses (in USDM)	Date (Start)	Event	Country
1	3372	24.01.2009	Winter Storm Klaus winds up to 170 km/h, heavy rain	France, Spain
2	1350	10.02.2009	Thunderstorms, winds up to 145 km/h, hail	US
3	1193	23.07.2009	Hail storm Wolfgang, winds up to 130 km/h	Switzerland, Austria, Poland et al
4	1130	09.04.2009	Tornadoes, storms, winds up to 105 km/h, hail	US
5	1079	07.02.2009	Victorian bush fires winds up to 100 km/h	Australia

Source: Swiss Re, Sigma catastrophe database

## 1.5 Kenyan Insurance Sector

### 1.5.1 Changes in Legislation

There were notable legislative changes affecting the insurance sector in the year 2009. The Finance Act, 2009 received presidential assent on the 22nd of December, 2009.

#### a) Insurance Act Cap 487

The following amendments touching on the Insurance Act Cap 487, took effect on 1st January 2010:-

##### • Minimum Capital Requirements

The Finance Act, 2009 amended Section 23 of the Insurance Act to restrict the ownership and management of an insurer to 25% and 20% respectively. It states that:-

(i) No person shall control or be beneficially entitled, directly or Indirectly to more than 25% of the paid up share capital or voting rights of an insurer. Such a person would further not be entitled to appoint more than 25% of the Board of Directors of an insurer or receive more than 25% of the aggregate dividends of an insurer in any given financial year.



(ii) Further no person can be appointed an Executive Director, Managing Director, Principal Officer or Senior Manager if such person controls or is beneficially entitled, directly or indirectly to more than 20% of the paid up share capital or voting rights of the insurer. Such a person shall also not be entitled to appoint more than 20% of the Board of Directors of an insurer or receive more than 20% of the aggregate dividends of the Insurer in any given financial year.

The 'persons' exempt from this proviso include the Government of Kenya, both Corporate and Foreign Corporate entities licensed by an insurance, banking, pensions or securities regulator in Kenya as well as State Corporations.

The amendment which was proposed to take effect from the 31st of December, 2010 was however silent on the issue of indirect control or beneficial shareholding by natural persons or family members.

- **Margin of Solvency**

Section 41 on Solvency Margins was amended at subsection (8). This proviso was inconsistent with Section 50(10) following the amendment introduced in 2008 to relax investment limits for both life and non-life insurance business by allowing insurers to invest up to 10% of their total admitted assets in one company or group of companies. A new proviso was introduced (Section 41(8)(b)) which reads "Investments of life insurance business or a general insurance business in a company or a group of companies which is a bank or a financial institution or a group of banks or financial institutions shall pursuant to section 50(10) not exceed ten percent"

- **Motor Insurance Cover Upon Change of Ownership of a Motor Vehicle**

Section 76(A) has been introduced to require that upon change of ownership of a motor vehicle, an insurer shall:-

(i) only issue temporary cover for a period not exceeding three (3) months, pending registration of the motor vehicle in the name of the new owner.

(ii) not renew the temporary cover or issue any new policy unless the owner provides proof of registration of the motor vehicle in his name by the Registrar of Motor Vehicles.

- **Expiry and Renewal of Registration**

An application for renewal or registration of a licence or registration of an insurer shall now be made on or before 30th September of the preceding year.

- **Settlement of Claims**

Section 203 of the Act was amended at Subsection (3) to provide for the payment of a five percent penalty for any amounts that remains unpaid in respect of a claim within ninety days of the date of reporting the claim or where the determination of liability is by court, then within ninety days of such determination prescribed under subsection (1).

## **b) Other Provisions in The Finance Act 2009 touching on other statutes**

The other amendments that affect the insurance sector in the Finance Act include:-

- **Motor Vehicle Third Party Risks Act, Cap 405**

Section 10(5) of the Insurance (Motor Vehicle Third Party Risks) Act, Cap 405 was deleted effective 1st January 2010. Under Section 10(5), insurers were required to pay amounts over and above the statutory limit of Kshs 3 million for judgments in respect of third party liability claims and recover such amounts from the policy holders. With this amendment, insurers will no longer be compelled to pay any amount in excess of Kshs 3 million.

- **Traffic Act, Cap 403,**

The following amendments were introduced to the Traffic Act effective 1st January 2010.

i) Section 6(1A) of the Traffic Act on registration of motor vehicles and trailers was amended to provide that a vehicle imported for home use must be registered. A commercial vehicle which requires inspection shall be inspected and registered within 30 days of its release by customs as opposed to fourteen (14) days previously.

ii) Section 98(4) of the Traffic Act on licensing of drivers and conductors is amended to provide that a license to drive or act as a conductor for a Public Service Vehicle shall be valid for a period of one year as opposed to two years previously from the date of issue.

- **Income Tax Act Cap 470, Section 19(5) and (6)**

The Income Tax Act was amended to tax the actuarial surplus for life insurance business recommended to be transferred for the benefit of shareholders. This amendment took effect on 12th June 2010.

## 1.6 Insurance Sector Players

There were 44 licensed insurance companies at the end of 2009. Twenty companies wrote non-life insurance business only, nine wrote life insurance business only while fifteen were composite (both life and non life). There were 137 licensed insurance brokers, 21 medical insurance providers (MIPs) and 3,076 insurance agents. Other licensed players included 106 investigators, 57 motor assessors, and 18 loss adjusters, 2 claims settling agents, 5 risk managers and 26 insurance surveyors.

## 1.7 Premium Income

The gross written premium by the industry was Kshs 64.47 billion compared to Kshs 55.19 billion in 2008, representing a growth of 16.8 %. The gross written premium in non-life insurance was Kshs 43.11 billion (2008: Kshs 36.89 billion) while that from life insurance business was Kshs 21.36 billion (2008: Kshs 18.30).

non-life insurance premium grew by 16.8 % while life insurance premium and contributions from deposit administration business grew by 16.7 %. The industry has consistently recorded growth over the last seven years as illustrated in table 4 below.

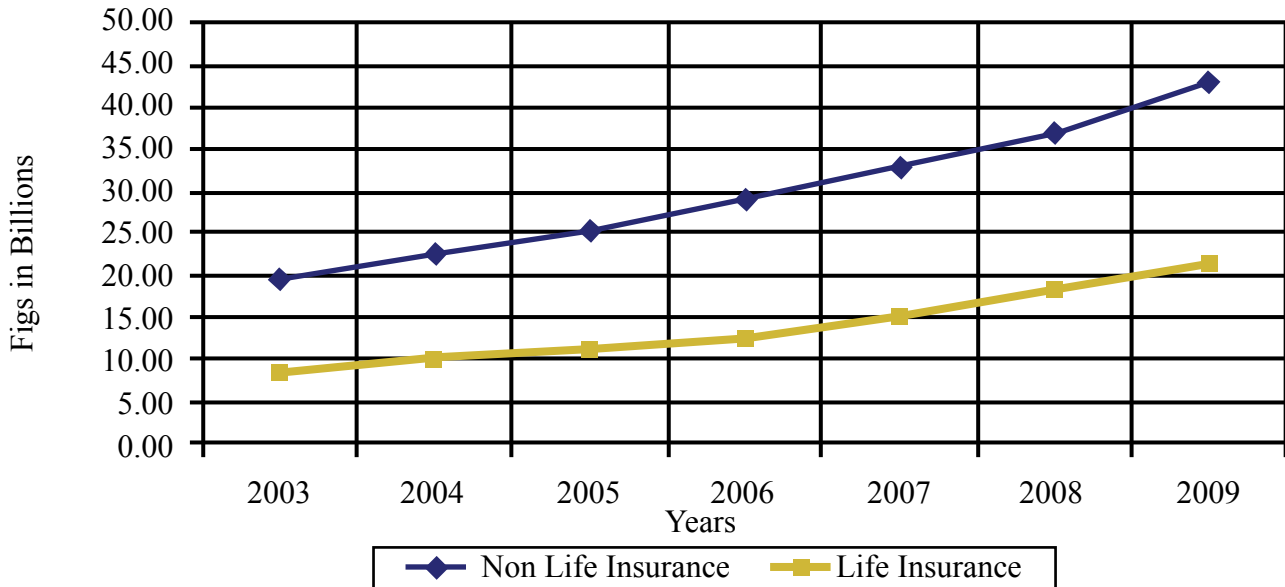
**Table 4: Growth in Gross Premium for the Period 2003 – 2009**

Year	2003	2004	2005	2006	2007	2008	2009
Non- Life	19.40	22.78	25.39	29.20	32.95	36.89	43.11
Life insurance	8.50	9.97	11.03	12.48	15.14	18.30	21.36*
Total	27.90	32.75	36.42	41.68	48.09	55.19	64.47

*Figures in billions Kenya shillings.*

*\*Includes deposit administration contributions*

Graph 1: Growth in Gross Premium (2003-2009)



### 1.7.1 Profitability

Twenty non-life insurance companies made an underwriting profit. The overall underwriting profit posted under non-life insurance was Kshs 413 million. Earnings from investment and other income increased by 28.5% from Kshs. 11.75 billion in 2008 to Kshs 15.10 billion in 2009. The combined industry profit after taxation increased by 14.4% to Kshs.4.29 billion compared to Kshs 3.85 billion in 2008.

### 1.7.2 Assets & Liabilities

The total assets held by the industry increased by 12.8% to Kshs 164.88 billion in 2009 (2008: Kshs 146.12 billion). The total liabilities for the industry increased by 12.6% to Kshs 130.97 billion in 2009 (2008: Kshs 116.37 billion). The net assets increased by 14.48% to Kshs 33.91 billion in 2009 (2008: Kshs 29.62 billion).

### 1.7.3 Claims

The industry incurred net claims of Kshs 30.66 billion in 2009 compared to Kshs 24.83 billion in the year 2008, representing an increase of 23.50%.

## 1.7.4 Expenses

The total commission and expenses for the industry was Kshs 21.49 billion in 2009 (2008: Kshs 18.35 billion), representing an increase of 16.7%.

## 1.7.5 Insurance Industry Performance Relative to the Economy

The performance of the industry relative to the Kenyan economy for the period 2004 to 2009 is shown in table 5 below.

**Table 5: Insurance Performance relative to economy**

	2003	2004	2005	2006	2007	2008	2009
Gross Domestic Product (GDP) at market prices	1,136.3	1,282.5	1,415.2	1,642.4	1,814.2	2,099.7	2,273.6
Life Insurance Premium*	8.50	9.97	11.03	12.48	15.14	18.30	21.36
Life Insurance Penetration % GDP	0.75%	0.78%	0.78%	0.76%	0.83%	0.87%	0.94%
Non-Life insurance Premium	19.40	22.78	25.39	29.20	32.95	36.89	43.11
Non-Life insurance Penetration % GDP	1.69%	1.76%	1.79%	1.78%	1.82%	1.76%	1.90%
Total Premium*	27.90	32.75	36.42	41.68	48.09	55.19	64.47
Total Penetration % GDP	2.44%	2.54%	2.57%	2.54%	2.65%	2.63%	2.84%

Figures in billions Kenya shillings \* Includes pension's contributions.

Insurance Penetration= (Gross Premium/GDP)\*100%

The penetration of insurance in the year 2009 was 2.84% compared to 2.63% in 2008. Life insurance recorded a penetration ratio of 0.94% (2008:0.87%) while that of non-life insurance was 1.90% (2008:1.76%).

## 2 PROFIT AND LOSS STATEMENTS AND BALANCE SHEET

### 2.1 Industry Combined Profit & Loss Statement

The insurance industry's profit and loss statement for the last five years is shown in table 6 below.

**Table 6: Combined industry Profit and Loss Statement**

	2005	2006	Growth %	2007	Growth %	2008	Growth %	2009	Growth %
Gross Earned Premium	31.95	36.14	13.11	42.58	17.82	46.32	8.78	53.92	16.41
Reinsurance ceded	8.22	8.74	6.34	9.48	8.47	9.84	3.80	11.12	13.01
Net Earned Premium	23.73	27.40	15.47	33.10	20.80	36.48	10.21	42.80	17.32
Investment & Other income	10.66	14.42	35.27	12.19	-15.46	11.75	-3.61	15.10	28.51
Net Income	34.39	41.82	21.61	45.29	8.30	48.23	6.49	57.90	20.05
Net Incurred claims	17.27	21.20	22.76	24.70	16.51	24.83	0.53	30.66	23.48
Total Commissions & Expenses	12.80	14.77	15.39	16.58	12.25	18.35	10.68	21.41	16.68
Profit/(Loss) before Taxation	4.32	5.85	35.42	4.01	-31.45	5.05	25.94	5.83	15.45
Provision for Taxation	0.77	0.87	12.99	0.99	13.79	1.20	21.21	1.54	28.33
Profit/(Loss) after Taxation	3.55	4.97	40.0	3.02	-39.24	3.85	27.48	4.29	11.43

*Figures in billions Kenya shillings*

The gross premium increased by 16.41% in 2009 compared to 2008. Reinsurance ceded increased by 13.01% in line with increase in gross premium. Investment and other income increased by 28.51% in 2009 compared to 2008 due improved performance of stocks and bond market.

Net incurred claims and commissions & expenses increased by 23.48% and 16.68% in 2009 respectively. Profit before taxation increased by 15.45% in 2009 compared to 25.94% in 2008. Provision for taxation increased to Kshs. 1.54 billion in 2009 from Kshs. 1.20 billion in 2008.

## 2.2 Industry combined balance sheet

The insurance industry's combined Balance Sheet is shown in table 7 below.

**Table 7: Insurance industry combined Balance Sheet**

	2005	2006	Growth %	2007	Growth %	2008	Growth %	2009	Growth %
Shareholders Capital, Life Fund & Reserves	20.82	27.40	31.60	30.04	9.64	29.62	-1.40	33.91	14.48
Total Assets	91.28	110.07	20.59	134.10	21.83	146.12	8.96	164.88	12.84
Total Liabilities	70.46	82.67	17.33	103.83	25.60	116.37	12.08	130.97	12.55
Net Assets	20.82	27.40	31.60	30.04	9.64	29.62	-1.40	33.91	14.48
Profit/(Loss) before Tax	4.32	5.85	5.42 3	4.01	-31.45	5.05	25.94	5.83	15.45
Return on Capital Employed	0.21	0.21	0.00	0.13	-38.10	0.17	30.77	0.15	-11.76

*Figures in billions Kenya shillings*

The insurance industry shareholders capital, life fund and reserves increased by 14.48% in 2009 compared to a decrease of 1.40% in 2008. Total assets and liabilities grew by 12.84% and 12.55% in 2009 compared to 8.96% and 12.08% in 2008 respectively.

Net assets increased by 14.48% in 2009 compared to a decrease of 1.40% in 2008. Profit before tax increased by 15.45% during the year compared to 25.94% in 2008. Return on capital employed decreased by 11.76% compared to an increase of 30.77% in 2008.

### 3 NON LIFE INSURANCE REPORT

#### 3.1 Premium Income

Gross premium for the year was Kshs. 43.11 billion compared to Kshs. 36.90 billion in 2008. This represents a 17% growth compared to 12% realised in 2008. Table 8 below shows the gross premium and market share per company for the last three years.

**Table 8: Gross Premium, Percentage Growth and Market Share per Company**

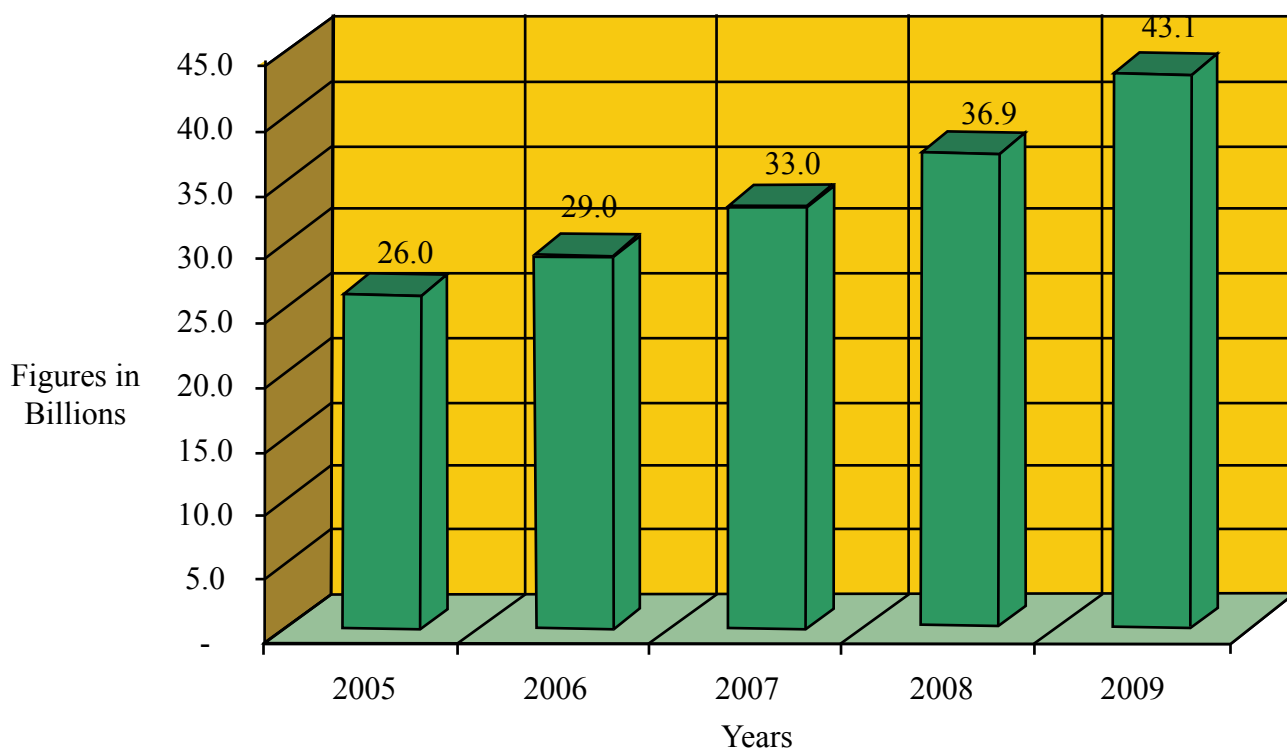
Company	2007			2008			2009		
	Gross Premium	Percentage Growth (%)	Market Share (%)	Gross Premium	Percentage Growth (%)	Market Share (%)	Gross Premium	Percentage Growth (%)	Market Share (%)
Africa Merchant	563,755	70.41	1.71	976,595	73.23	2.65	1,387,417	42.07%	3.22%
APA	2,355,582	17.29	7.15	3,002,903	27.48	8.14	3,633,629	21.00%	8.43%
Blue Shield	2,273,514	12.78	6.9	2,203,284	-3.09	5.97	1,965,169	-10.81%	4.56%
British American	679,719	31.49	2.06	992,955	46.08	2.69	1,454,066	46.44%	3.37%
Cannon	557,934	105.17	1.69	602,062	7.91	1.63	795,705	32.16%	1.85%
Cfc Life	674,704	1.6	2.05	631,264	-6.44	1.71	848,660	34.44%	1.97%
Chartis	1,801,720	6.34	5.47	2,084,859	15.71	5.65	2,033,698	-2.45%	4.72%
Concord	585,892	6.47	1.78	668,902	14.17	1.81	675,174	0.94%	1.57%
Co-operative	1,028,771	-5.83	3.12	1,280,698	24.49	3.47	1,652,979	29.07%	3.83%
Corporate	351,045	22.67	1.07	365,800	4.2	0.99	368,231	0.66%	0.85%
Directline	259,337	-18.9	0.79	696,226	168.46	1.89	1,188,241	70.67%	2.76%
Fidelity	684,069	13	2.08	737,893	7.87	2	796,930	8.00%	1.85%
First Assurance	1,038,550	19.72	3.15	1,350,061	29.99	3.66	1,647,090	22.00%	3.82%
Gateway	436,422	16.25	1.32	527,422	20.85	1.43	623,014	18.12%	1.45%
Gemina	460,869	9.29	1.4	513,045	11.32	1.39	619,301	20.71%	1.44%
General Accident	682,246	23.2	2.07	887,907	30.14	2.41	1,119,900	26.13%	2.60%
Heritage	1,505,178	15.03	4.57	1,712,210	13.75	4.64	1,918,978	12.08%	4.45%
ICEA	1,173,168	0.87	3.56	1,416,838	20.77	3.84	1,653,013	16.67%	3.83%
Intra	402,905	11.5	1.22	462,800	14.87	1.25	502,130	8.50%	1.16%
Kenindia	3,028,529	4.29	9.19	2,831,687	-6.5	7.67	2,833,971	0.08%	6.57%
Kenya Orient	283,386	29.4	0.86	439,170	54.97	1.19	586,789	33.61%	1.36%
Kenyan Alliance	353,396	-13.5	1.07	156,919	-55.6	0.43	294,766	87.85%	0.68%
Lion	1,217,653	2.34	3.7	1,597,683	31.21	4.33	1,740,228	8.92%	4.04%
Madison	625,993	11.91	1.9	549,812	-12.17	1.49	664,152	20.80%	1.54%
Mayfair	273,097	90.95	0.83	454,771	66.52	1.23	561,162	23.39%	1.30%
Real	746,858	-5.47	2.27	872,290	16.79	2.36	1,167,599	33.85%	2.71%
Tausi	500,578	-28.66	1.52	487,336	-2.65	1.32	511,380	4.93%	1.19%
The Jubilee	2,450,255	27.57	7.44	3,109,317	26.9	8.43	3,689,991	18.68%	8.56%
The Monarch	140,526	22.9	0.43	114,664	-18.4	0.31	162,672	41.87%	0.38%
Trident	360,961	-9.91	1.1	440,049	21.91	1.19	517,850	17.68%	1.20%
UAP	2,000,056	26.74	6.07	2,465,158	23.25	6.68	3,064,856	24.33%	7.11%
Total	32,948,011	12.85	100.00	36,895,551	11.98	100.00	43,108,486	16.84%	100.00%

Figures in Ksh '000

Graph 2 – Non-Life Insurance premium growth for the last five years (2005 – 2009)

Non-Life insurance premium has grown for the last five years by over Kshs. 17 billion which represents an average growth of Kshs. 3.4 billion per year as shown in the graph overleaf.

**Graph 2: Non Life Insurance Premium Growth for the Last Five Years**



### 3.2 Performance of main classes of business

Four classes of insurance recorded a gross premium of Kshs. 31.4 billion which accounted for 73% of the total gross premium in 2009. The remaining classes combined generated Kshs. 11.7 billion or 27% of the total non-life insurance premium. The market average gross premium per company was Kshs. 1.2 billion and fifteen companies exceeded this average as shown in the table below.

Table 9: Distribution of Gross Premium.

	<b>Class of Business</b>	<b>Amount (Billions)</b>	<b>% Of Total Premium</b>
1	Motor Commercial	11.3	26.5%
2	Personal Accident	8.4	19.5%
3	Motor Private	7.3	16.9%
4	Fire Industrial	4.4	10.2%
5	Others	11.7	27.1%
	<b>Total</b>	<b>43.1</b>	<b>100.0%</b>

Motor insurance business alone accounted for 43.4% of the total gross premium while all other classes accounted for the balance. This has been the trend for the last five years. Motor insurance is the dominant class of non-life insurance business followed by personal accident and fire industrial as shown in table 9 above. The premium



for Personal Accident insurance appears high because medical business is reported under this class. A separate report on medical insurance business is provided on page 26.

### 3.3 Gross Premium Growth per Class

Table 10 below shows distribution of gross premium per class from 2006 to 2009. Comparing 2008 and 2009 shows aviation recorded the highest growth of 47.5% followed by WIBA/EL at 44.2%. In the year 2008, WIBA/EL had the highest growth followed by aviation. Only marine insurance recorded a negative growth during the year, while the miscellaneous class of business is the only one that recorded a negative growth in 2008.

**Table 10 - Distribution of gross premium per class from 2007 to 2009.**

Class of Business	2007	2008	2007/2008 GROWTH	2009	2008/2009 GROWTH
Aviation	261,457	324,968	24.29%	479,388	47.52%
Engineering	1,047,806	1,274,417	21.63%	1,317,430	3.38%
Fire Domestic	621,561	672,104	8.13%	785,016	16.80%
Fire Industrial	3,810,479	4,322,691	13.44%	4,418,965	2.23%
Liability	758,088	918,143	21.11%	940,762	2.46%
Marine	1,575,286	1,735,729	10.19%	1,704,169	- 1.82%
Motor Private	5,527,138	6,102,723	10.41%	7,306,829	19.73%
Motor Commercial	8,806,277	9,322,442	5.86%	11,254,995	20.73%
Personal Accident	6,254,091	7,069,521	13.04%	8,393,409	18.73%
Theft	1,620,405	1,764,987	8.92%	2,003,838	13.53%
WIBA/EL	1,073,716	2,145,004	99.77%	3,092,460	44.17%
Miscellaneous	1,588,645	1,292,640	-18.63%	1,411,233	9.17%
<b>Total</b>	<b>32,948,011</b>	<b>36,895,551</b>	<b>11.98%</b>	<b>43,108,486</b>	<b>16.84%</b>

### Pie Chart – Non Life Insurance premium distribution per class (2009)

The distribution of gross premiums per class (for the major classes) is as shown in the pie chart below.

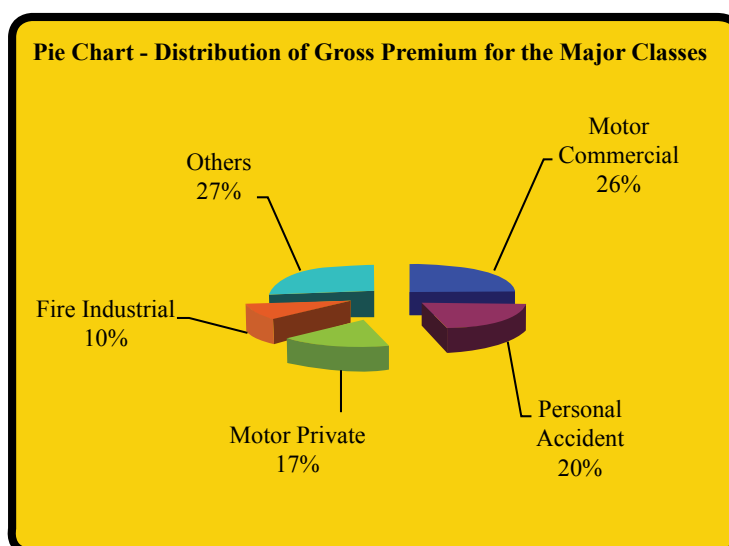


Table 11: Gross Premium per company per class - 2009

	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Theft	WIBA/EL	Miscellaneous	Total
Amaco	-	6,803,621	8,380,689	27,793,837	3,409,709	3,890,111	397,360,514	890,761,557	12,674,963	8,409,319	11,766,321	16,166,782	1,387,417,423
APA	108,312,000	127,758,000	47,541,000	303,795,000	214,201,000	102,508,000	351,344,000	528,281,000	1,365,552,000	132,488,000	239,115,000	112,734,000	3,633,629,000
Blue Shield	-	6,559,000	2,869,000	6,564,000	1,050,000	404,000	516,602,000	1,405,482,000	3,862,000	7,956,000	9,271,000	4,550,000	1,965,169,000
Briak	-	35,860,000	31,320,000	85,849,000	10,105,000	80,033,000	239,929,000	332,738,000	540,294,000	46,467,000	38,632,000	12,839,000	1,454,066,000
Cannon	-	78,134,678	9,830,475	52,021,879	5,587,282	37,225,712	134,952,241	233,415,216	88,532,965	27,235,513	83,739,513	45,029,044	795,704,518
CFC Life	-	-	-	-	-	-	-	-	848,660,000	-	-	-	848,660,000
Chartis	-	2,989,000	48,937,000	596,334,000	255,703,000	51,819,000	232,331,000	276,224,000	380,672,000	97,058,000	85,276,000	6,355,000	2,033,698,000
Concord	-	20,341,240	9,018,639	41,333,253	3,821,703	19,923,276	135,750,835	159,046,332	8,032,283	36,241,468	84,133,035	158,531,542	676,173,606
CIC	-	53,801,000	36,218,000	107,329,000	5,981,000	3,456,000	495,252,000	485,080,000	196,037,000	205,937,000	53,724,000	10,164,000	1,652,979,000
Corporate	-	10,865,000	5,783,000	30,450,000	1,578,000	6,760,000	116,758,000	119,097,000	12,795,000	34,900,000	17,079,000	12,166,000	368,231,000
Directline	-	-	-	-	-	-	-	1,188,240,948	-	-	-	-	1,188,240,948
Fidelity	-	7,885,000	10,826,000	88,070,000	3,777,000	46,726,000	173,911,000	320,168,000	13,914,000	42,294,000	83,283,000	6,076,000	796,930,000
First Assurance	-	148,191,000	24,778,000	201,411,000	22,647,000	71,297,000	311,135,000	467,355,000	156,593,000	70,882,000	117,827,000	54,974,000	1,647,090,000
Gateway	-	10,228,461	4,309,321	16,088,540	5,047,530	4,646,336	135,642,024	416,499,206	6,943,517	8,246,872	9,359,986	6,002,697	623,014,490
Gemina	-	9,938,429	20,212,919	68,701,047	6,381,848	62,997,060	92,540,016	155,303,935	16,435,092	61,230,348	96,663,582	28,894,843	619,301,119
GA	-	58,421,702	21,111,955	161,798,052	11,986,459	79,541,074	119,899,313	179,062,519	168,841,609	84,895,888	149,704,114	84,637,169	1,119,899,854
Heritage	-	22,098,000	116,339,000	216,226,000	64,382,000	55,637,000	498,678,000	233,053,000	423,747,000	65,239,000	169,001,000	54,582,000	1,918,978,000
ICEA	26,542,000	71,601,000	40,881,000	206,013,000	35,615,000	29,425,000	344,968,000	439,971,000	199,845,000	134,402,000	114,660,000	9,090,000	1,653,013,000
Intra	-	28,533,149	13,079,739	33,688,196	1,807,872	35,399,403	98,401,171	152,252,505	12,134,984	30,455,749	80,483,786	15,893,736	502,130,290
Jubilee	7,085,000	39,650,000	28,138,000	295,821,000	55,512,000	150,299,000	350,827,000	256,282,000	2,025,049,000	92,764,000	172,595,000	215,969,000	3,689,991,000

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	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Theft	WIBA/EL	Miscellaneous	Total
Kenindia	-	142,013,000	35,665,000	606,005,000	31,581,000	295,766,000	352,843,000	460,867,000	121,528,000	242,733,000	511,141,000	33,829,000	2,833,971,000
Kenya Alliance	-	3,519,433	17,481,079	19,074,377	790,320	434,109	135,919,708	78,650,091	19,480,272	10,276,724	8,577,834	561,666	294,765,613
Kenya Orient	-	10,182,140	4,138,546	12,160,946	1,575,011	4,991,741	250,324,341	213,793,447	6,956,318	18,346,073	15,387,932	48,932,516	586,789,011
Lion of Kenya	257,850,000	64,358,000	39,409,000	238,612,000	46,672,000	104,561,000	160,353,000	505,146,000	77,169,000	87,496,000	139,807,000	18,796,000	1,740,228,000
Madison	-	29,766,000	5,213,000	60,193,000	37,220,000	8,239,000	79,357,000	99,532,000	290,727,000	13,528,000	26,664,000	13,713,000	664,152,000
Mayfair	-	40,477,773	18,356,466	69,079,468	5,405,822	49,100,694	104,847,883	62,120,182	12,522,901	51,160,504	110,184,655	37,905,563	561,161,911
Mercantile	-	5,866,000	8,708,000	24,175,000	1,887,000	3,810,000	42,481,000	28,726,000	48,496,000	13,100,000	11,523,000	236,315,000	425,087,000
Occidental	-	35,375,431	26,375,048	154,601,434	5,262,566	92,239,432	160,248,029	219,985,817	27,804,374	84,466,601	176,901,354	44,773,989	1,028,034,075
Pacts	-	5,272,000	9,584,000	23,507,000	4,958,000	1,406,000	111,990,000	95,931,000	24,295,000	13,058,000	21,621,000	1,976,000	313,598,000
Phoenix	79,603,000	71,915,000	6,331,000	71,646,000	3,856,000	5,113,000	167,311,000	44,902,000	13,881,000	14,599,000	10,935,000	2,404,000	492,496,000
Pioneer	-	-	-	-	-	-	-	-	169,530,518	-	-	-	169,530,518
Real	-	58,680,000	26,770,000	142,084,000	17,199,000	39,722,000	323,140,000	300,189,000	142,571,000	21,769,000	53,591,000	41,884,000	1,167,599,000
Tausi	-	23,787,430	20,997,964	77,567,081	5,627,114	80,801,018	70,113,313	52,997,844	14,005,904	71,283,520	73,893,285	20,305,246	511,379,719
The Monarch	-	4,027,167	810,948	20,138,703	2,639,158	5,432,004	35,876,340	48,240,761	17,039,554	2,786,489	21,691,161	3,995,458	162,671,743
Trident	-	30,122,651	9,637,156	64,466,716	2,698,281	51,221,297	61,002,225	122,560,345	9,258,677	40,739,046	86,259,386	39,884,326	517,850,106
UAP	-	52,410,000	75,965,000	296,367,000	64,797,000	119,345,000	504,741,000	683,040,000	917,528,000	131,394,000	207,967,000	11,302,000	3,064,856,000
<b>TOTAL</b>	<b>479,388,000</b>	<b>1,317,430,305</b>	<b>785,015,944</b>	<b>4,418,964,529</b>	<b>940,761,675</b>	<b>1,704,169,267</b>	<b>7,306,828,953</b>	<b>11,254,994,705</b>	<b>8,393,408,931</b>	<b>2,003,838,114</b>	<b>3,092,459,944</b>	<b>1,411,232,577</b>	<b>43,108,485,944</b>

From the above table, we discern the following:-

- Only six companies engaged in Aviation business;
- One company wrote Public Service Vehicle (PSV) Insurance only;
- Two companies that specialize in life insurance business engaged in Medical/Personal Accident insurance.
- Medical insurance figures are reported together with Personal Accident figures.

\* Medical insurance business is provided elsewhere in this report.

Table 12: Underwriting Profit/Loss per class per company

	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Theft	WTBA/EL	Miscellaneous	Total
APA	-12,922,000	-9,083,000	-10,364,000	-196,000	55,835,000	2,164,000	-55,044,000	76,596,000	-140,124,000	-10,900,000	79,092,000	101,032,000	76,086,000
Africa Merchant	-	488,381	-26,068,066	-35,797,681	672,325	-1,561,786	-51,739,506	191,368,044	-573,167	2,009,899	2,491,904	-4,986,415	76,303,933
Blue Shield	-	-11,955,000	-434,000	-5,792,000	634,000	-1,545,000	-27,634,000	-242,805,000	-17,663,000	5,085,000	13,771,000	1,388,000	-286,950,000
British	-	-1,538,000	12,292,000	3,159,000	1,745,000	30,090,000	-69,497,000	26,918,000	103,442,000	-1,016,000	-25,637,000	121,000	80,079,000
Cannon	-	687,176	118,380	7,439,686	-533,758	-10,511,933	-52,957,038	-1,324,378	17,417,020	978,050	2,541,170	20,283,453	-15,862,172
CFC Life	-	-	-	-	-	-	-	-	-53,427,000	-	-	-	-53,427,000
Chartis	-	-11,342,000	11,763,000	67,516,000	27,849,000	12,823,000	-39,425,000	-54,679,000	27,735,000	15,330,000	9,885,000	1,743,000	69,199,000
Concord	-	3,383,043	-621,960	5,525,002	3,310,114	-11,911,036	-62,659,659	-63,349,753	317,720	-22,086,006	7,452,767	44,191,776	-48,167,220
CIC	-	5,376,000	9,685,000	17,906,000	-1,927,000	502,000	-159,808,000	48,300,000	37,968,000	69,654,000	9,348,000	631,000	37,635,000
Corporate	-	1,347,000	1,444,000	11,089,000	-5,030,000	4,046,000	-27,259,000	-1,367,000	3,325,000	4,671,000	1,833,000	1,375,000	-4,526,000
Directline	-	-	-	-	-	-	-	24,068,551	-	-	-	-	24,068,551
Fidelity	-	-2,980,000	3,245,000	-4,109,000	-2,777,000	1,206,000	-41,000,000	27,800,000	-3,422,000	-92,000	5,945,000	491,000	-15,693,000
First Assurance	-	33,899,000	5,949,000	30,365,000	-9,998,000	-6,890,000	-39,557,000	15,327,000	4,640,000	-19,276,000	17,338,000	14,930,000	46,727,000
Gateway	-	240,579	5,199,912	-6,458	2,671,035	4,111,918	17,878,383	-25,742,104	1,312,451	2,145,819	4,026,785	-4,259,688	7,578,632
Geminia	-	-168,534	3,151,490	-8,156,459	2,042,472	7,165,587	6,966,797	12,592,973	1,535,829	891,334	8,509,251	-1,738,652	32,792,088
GA Ins	-	8,023,252	3,262,999	-1,080,302	2,804,974	21,179,421	13,879,470	-48,672,652	23,750,271	2,968,686	-52,406,019	21,968,733	-4,266,167
Heritage	-	-180,000	24,423,000	-36,992,000	4,076,000	335,000	-125,079,000	83,701,000	-4,140,000	497,000	66,482,000	-1,278,000	7,797,000
ICEA	1,746,000	9,337,000	4,018,000	17,610,000	5,879,000	-7,119,000	-160,662,000	-37,287,000	-3,725,000	9,247,000	-2,470,000	148,000	-163,278,000
Intra Africa	-	12,738,971	3,004,651	5,798,795	602,546	3,793,115	-134,836	-6,841,422	-4,089,398	2,496,822	23,477,519	398,616	41,245,378

Continued on page 21

	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Theft	WTBA/EL	Miscellaneous	Total
Kenindia	-	25,620,000	11,269,000	-51,699,000	3,399,000	37,171,000	-20,414,000	12,556,000	-25,815,000	8,049,000	130,954,000	5,174,000	<b>136,264,000</b>
Kenya Alliance	-	-469,065	6,074,576	-2,465,262	1,74,645	1,459,078	-49,129,232	8,751,629	36,734,599	3,756,410	45,017,957	697,052	<b>50,602,387</b>
Kenya Orient	-	94,827	135,386	2,295,617	-1,166,532	975,472	-39,953,690	46,682,975	817,836	2,757,193	-6,583,234	22,853,912	<b>28,909,762</b>
Lion of Kenya	1,633,000	7,255,000	13,312,000	16,669,000	-768,000	10,278,000	-30,492,000	-100,611,000	54,000	23,477,000	34,208,000	17,445,000	<b>-7,542,000</b>
Madison	-	3,037,000	2,516,000	15,740,000	4,706,000	104,000	-26,149,000	7,442,000	36,650,000	-865,000	7,212,000	950,000	<b>51,343,000</b>
Mayfair	-	-3,970,764	-976,250	-5,101,673	-2,100,509	-1,676,001	950,223	1,783,282	-1,719,822	-9,364,280	-7,406,111	5,971,066	<b>-23,610,839</b>
Mercantile	-	53,000	-2,100,000	-2,414,000	-927,000	-98,000	-23,233,000	-239,000	5,833,000	2,798,000	397,000	13,198,000	<b>-6,732,000</b>
Occidental	-	6,051,649	4,997,181	16,497,437	1,381,978	-4,871,748	6,363,624	-33,439,874	1,102,034	-1,348,138	51,925,907	11,924,750	<b>60,584,798</b>
Pacis	-	-821,000	891,000	-3,610,000	1,910,000	622,000	-23,636,000	14,371,000	-821,000	3,344,000	5,541,000	1,399,000	<b>-1,489,000</b>
Pioneer	-	-	-	-	-	-	-	-	-10,586,058	-	-	-	<b>-10,586,058</b>
Phoenix of East Africa	4,125,000	3,466,000	93,000	4,653,000	132,000	828,000	-62,538,000	-286,000	3,982,000	1,810,000	1,976,000	652,000	<b>-41,107,000</b>
Real	-	34,069,000	7,590,000	10,039,000	-2,915,000	7,768,000	-69,677,000	17,643,000	22,757,000	391,000	5,888,000	-2,305,000	<b>31,248,000</b>
Tausi	-	-1,439,558	4,011,065	446,684	-1,941,270	5,113,123	13,089,362	17,777,320	1,064,530	-6,893,114	36,692,989	6,155,192	<b>74,076,323</b>
The Monarch Insurance	-	-45,847	439,685	1,900,516	79,168	992,028	-9,109,086	-11,596,213	4,887,300	587,873	146,949	-462,322	<b>-12,179,950</b>
Trident	-	382,837	3,976,329	-1,519,098	-5,038,601	11,586,885	-10,156,340	-27,645,982	1,578,980	5,598,843	21,844,502	19,708,212	<b>20,316,567</b>
UAP	-	-10,015,000	25,923,000	56,612,000	11,468,000	10,019,000	-180,045,000	55,083,000	-27,973,000	2,729,000	61,798,000	-34,000	<b>5,566,000</b>
<b>TOTAL</b>	<b>-10,390,000</b>	<b>101,277,110</b>	<b>105,421,049</b>	<b>102,875,902</b>	<b>63,441,960</b>	<b>132,158,238</b>	<b>-1,208,172,188</b>	<b>9,602,378</b>	<b>200,431,145</b>	<b>84,267,548</b>	<b>480,716,834</b>	<b>297,673,473</b>	<b>413,581,446</b>

The table above shows that:

- Only six companies made profits in Motor private insurance business. The overall result was a loss of Kshs 1.2 billion. Incidentally, the amount of the of loss was the same in the year 2008
- Fifteen companies made losses under motor commercial, but the overall result was a profit of Kshs. 359 million compared to a profit of Kshs. 359 million reported in the previous year.

- Only motor private and aviation classes of business made a net loss. All the other classes made net profit.
- WIBA/EL recorded the highest profit during the year.
- Fifteen companies made an overall net loss for the year. Only two companies made a profit of over Kshs. 100 million.

**Table 13: Summary of Revenue Accounts (Non-Life Insurance Business) - 2009**

	Aviation	Engineering	Fire Domestic	Fire Industrial	Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Theft	WIBA/EL	Miscellaneous	Total
Gross Written Premium	479,388,000	1,317,430,305	785,015,944	4,418,964,529	940,761,675	1,704,169,267	7,306,828,953	11,254,994,705	8,393,408,931	2,003,838,114	3,092,459,944	1,411,232,577	43,108,485,944
Net Earned Premium	9,789,000	321,296,747	492,135,405	887,770,302	476,773,680	829,787,045	5,940,925,471	9,312,973,423	5,981,081,163	1,125,925,383	2,428,935,300	742,551,389	28,549,941,549
Net Claims Incurred	3,280,000	150,508,799	166,017,554	487,883,266	228,935,022	426,472,667	4,798,456,824	5,454,503,178	4,073,343,153	673,149,767	918,869,563	235,913,858	17,565,377,650
Total Expenses	16,899,000	69,509,839	220,696,801	297,012,132	184,394,700	271,156,141	2,350,638,836	3,848,869,869	1,707,307,865	368,511,066	1,029,346,902	208,951,061	10,570,974,453
Underwriting Profit/Loss	-10,390,000	101,277,110	105,421,049	102,875,902	63,441,960	132,158,238	-1,208,172,188	9,602,378	200,431,145	84,267,548	480,716,834	297,673,473	413,581,446

The above table shows the summary of revenue accounts for the year 2009. It is important to note the following;

- The industry made an underwriting profit of Kshs. 414 million compared to Kshs. 805 million in 2008. This is approximately 1% of the gross premium for the year under review.
- Work Injury Benefits Act (WIBA) formally WCA which has been the worst performing class of insurance over the years has returned a profit for the second year running.

### 3.4 Claims

Non-Life Insurance incurred claims amounted to 17.6 billion in 2009, compared to 15.9 billion in 2008. This reflects an increase of 11%. The claims ratio for the industry in 2009 was 62% compared to 61% in 2008 and 62% in 2007.

**Table 14: Loss Ratio per Class (Non-Life Insurance 2009)**

Class	Net Earned Premium	Net Claims Incurred	Loss Ratio 2009
Aviation	9,789,000	3,280,000	33.5
Engineering	321,296,747	150,508,799	46.8
Fire Domestic	492,135,405	166,017,554	33.7
Fire Industrial	887,770,302	487,883,266	55.0
Public Liability	476,773,680	228,935,022	48.0
Marine	829,787,045	426,472,667	51.4
Motor Private	5,940,925,471	4,798,456,824	80.8
Motor Commercial	9,312,973,423	5,454,503,178	58.6
Personal Accident	5,981,081,163	4,073,343,153	68.1
Theft	1,125,925,383	673,149,767	59.8
WIBA/EL	2,428,935,300	918,869,563	37.8
Miscellaneous	742,551,389	235,913,858	31.8

From the table above, we note the following:-

- Motor private had the highest loss ratio in the year under review. The situation was the same in the previous year.
- Loss ratio for WIBA seems to have stabilized at 37.8% in 2009 and 39.9% in the previous year. Miscellaneous class of insurance has had the best loss ratio for the two consecutive years.

### 3.5 Loss Ratio per Class per year for the Last five Years

The loss ratio per class for the last five years is show on Table 15 below

**Table 15 – Loss ratio per class for the last five years**

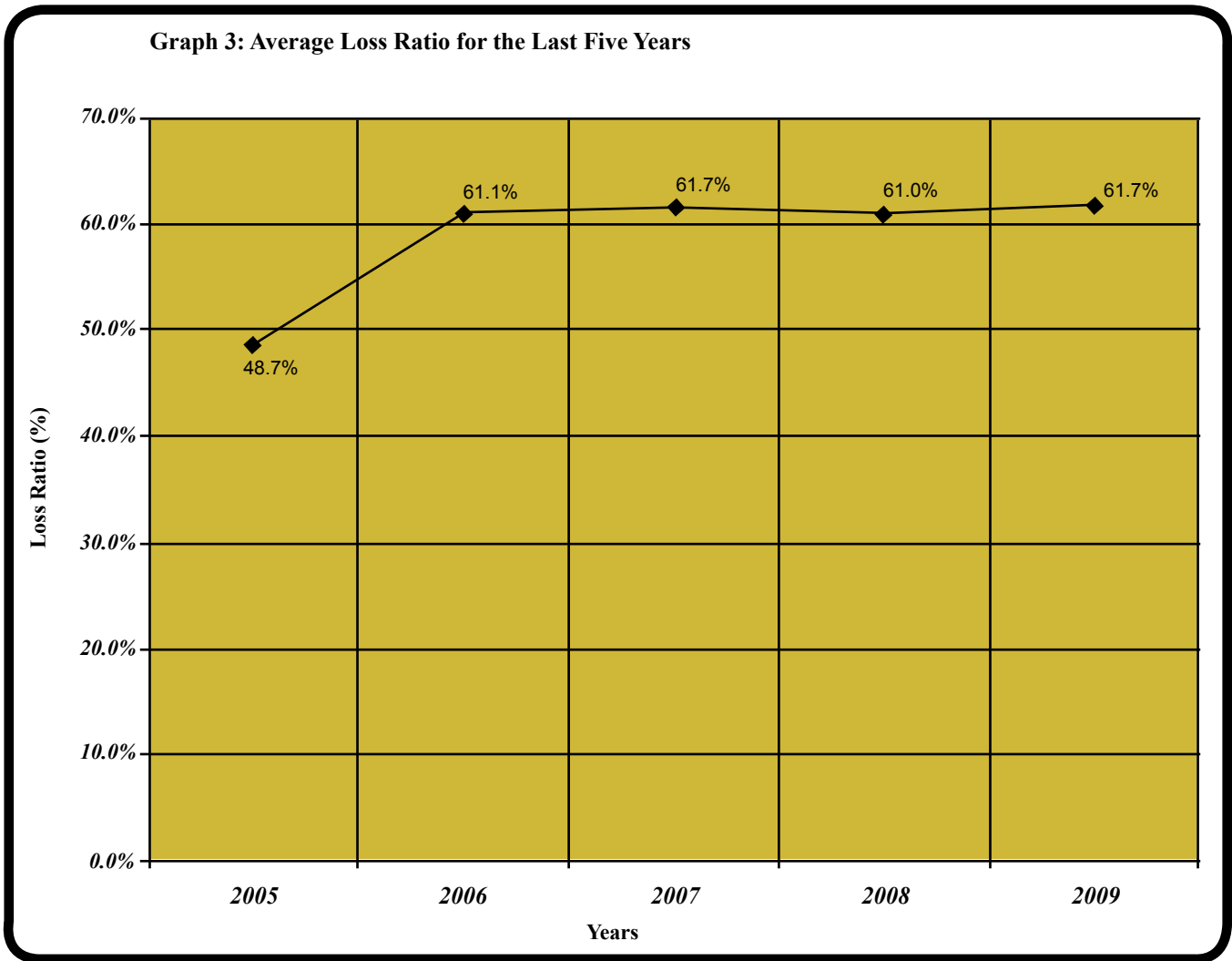
<b>Class</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Aviation</b>	33.3%	11.5%	52.5%	65.4%	33.5%
<b>Engineering</b>	45.5%	52.4%	26.8%	55.1%	46.8%
<b>Fire Domestic</b>	29.2%	26.8%	26.1%	35.2%	33.7%
<b>Fire Industrial</b>	20.2%	34.0%	59.1%	51.1%	55.0%
<b>Public Liability</b>	51.4%	49.1%	27.4%	47.3%	48.0%
<b>Marine</b>	34.4%	39.5%	47.4%	51.2%	51.4%
<b>Motor Private</b>	82.3%	75.8%	75.8%	83.5%	80.8%
<b>Motor Commercial</b>	49.2%	51.0%	50.6%	57.4%	58.6%
<b>Personal Accident</b>	64.9%	73.4%	68.0%	50.2%	68.1%
<b>Theft</b>	51.3%	59.1%	51.6%	60.8%	59.8%
<b>WIBA/EL</b>	95.2%	90.4%	104.8%	37.9%	37.8%
<b>Miscellaneous</b>	27.0%	21.8%	40.5%	31.2%	31.8%
<b>Average</b>	48.7%	61.1%	61.7%	61.0%	61.7%

From the above table, the following observations were made:-

- Loss ratios for WIBA/EL have stabilised for the last two years.
- Motor private insurance was the worst performer with a loss ratio of 80.8%, though it has improved marginally compared to the previous year.



The average loss ratio for the last 5 years is graphically shown below



### 3.6 Expenses

Total expenses amounted to Kshs 10.6 billion compared to Ksh.9.4 billion in 2008. This represents an increase of 13% from the previous year. The increase in expenses for 2007/2008 was 8%.

Total expenses accounts for 25% of the gross written premium for the year under review. This has been the scenario for the last five years.

### 3.7 Underwriting Results

The overall underwriting result for non-life insurance was Kshs.414 million compared to Kshs. 805 million in the previous year. This is a decline of almost 50%.

### 3.8 Medical Insurance Business

There are sixteen companies underwriting medical insurance business. The Gross premium for the year 2009 was Kshs 5.89 billion. This is a 25 % growth from the previous year's gross premium of Kshs 4.71 billion. This class made an underwriting loss of Kshs. 235.8 million compared to an underwriting profit of Kshs. 33.1 million in the previous year. Below is a summary of 2009 revenue accounts.

**Table 16: Summary of Medical Statistics for 2009**

Company	Gross Premium	Net Earned Premium	Incurred Claims	Total Expenses	Underwriting Profit/Loss
APA	1,101,064,205	934,447,871	864,131,643	152,716,424	-82,400,196
Britak	305,222,000	288,385,000	175,375,000	105,127,000	7,883,000
CFC	704,487,000	622,542,000	494,653,000	167,040,000	-39,151,000
CIC	102,482,000	43,099,000	37,488,000	18,508,000	-12,897,000
First Assurance	68,962,000	36,986,000	5,193,000	30,902,000	891,000
GA Insurance	151,167,903	14,110,639	8,982,573	-21,327,803	26,455,870
Heritage	309,428,068	297,418,136	214,368,840	108,015,412	-24,966,412
ICEA	107,091,624	98,592,637	63,792,499	34,640,968	159,170
Jubilee	1,724,795,000	1,614,931,000	1,257,729,000	350,900,000	6,302,000
Kenindia	32,522,628	31,744,886	97,272,900	7,554,748	-73,082,762
Madison	259,572,000	252,229,000	173,537,000	68,677,000	10,015,000
Mercantile	38,397,070	6,738,975	3,427,595	-1,147,652	4,459,032
Pacis	6,328,000	-711,000	1,205,000	2,486,000	-4,402,000
Pioneer	169,530,518	121,278,075	101,782,398	30,081,735	-10,586,058
Shield Assurance	16,748,801	13,761,427	18,944,595	1,517,988	-6,701,156
UAP	789,353,000	699,766,000	560,747,000	176,847,000	-37,828,000
<b>Total</b>	<b>5,887,151,817</b>	<b>5,075,319,646</b>	<b>4,078,630,043</b>	<b>1,232,538,820</b>	<b>-235,849,512</b>

## 4 LIFE INSURANCE REPORT

### 4.1 Premium Income

The total premium income and pensions contributions from all the three classes of Life insurance business (Ordinary Life, Group Life and Deposit Administration) was Kshs 21.36 billion in 2009 compared to Kshs. 18.30 billion in 2008. This represents a growth of 16.7% (2008: 20.9%). However, the contribution of the life insurance sector to the GDP was 0.94% (2008: 0.87%).

Ordinary life business recorded a gross premium income of 7.59 billion in 2009 compared to 7.11 billion in the year 2008. The growth in the ordinary life business during the year was 6.8% (2008: 17.3%)

Group life business recorded gross premium income of Kshs. 5.61 billion compared to Kshs. 4.57 billion in 2008. The growth in group life business during the year was 22.8% (2008: 26.9 %).

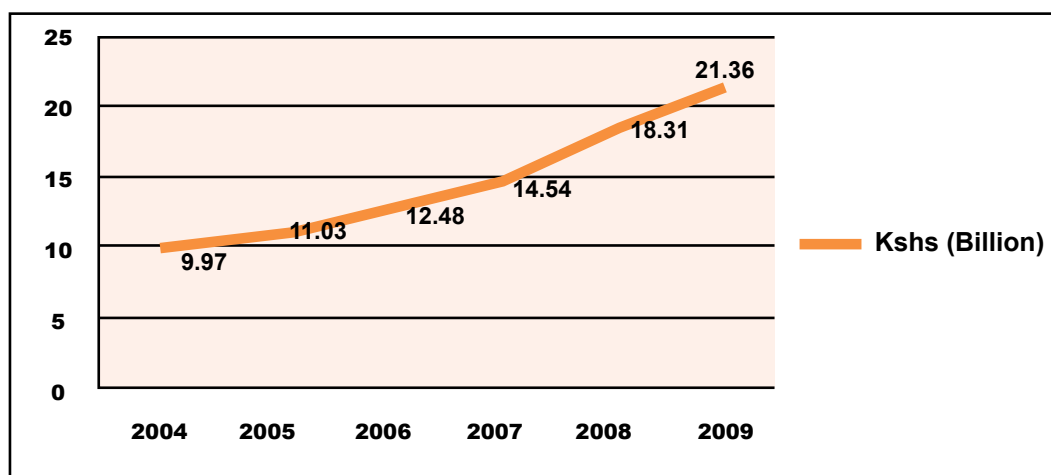
Contributions to deposit administration schemes during the year amounted to Kshs. 8.17 billion compared to Kshs 6.63 billion in 2008, a growth of 23.2 % (2008: 20.1%).

The distribution of Gross Premium and pension contributions in the year 2009 is illustrated in the table below:

**Table 17: Summary of Gross Premiums and Distribution per Class**

Class of Business	2009		2008		2007		2006		2005	
	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share
Pensions	8,167,155	38.23%	6,627,626	36.20%	5,480,506	37.69%	4,420,386	35.42%	3,875,328	35.14%
Ordinary Life	7,589,022	35.52%	7,109,690	38.84%	6,061,129	41.68%	5,218,026	41.81%	4,567,345	41.41%
Group Life	5,607,233	26.25%	4,569,458	24.96%	3,000,154	20.63%	2,841,894	22.77%	2,586,009	23.45%
<b>Total</b>	<b>21,363,410</b>	<b>100.00%</b>	<b>18,306,773</b>	<b>100.00%</b>	<b>14,541,789</b>	<b>100.00%</b>	<b>12,480,305</b>	<b>100.00%</b>	<b>11,028,682</b>	<b>100.00%</b>

**Graph 4: Growth of Life Insurance Premiums 2004 - 2009**



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

**Table 18: Gross premium and market share per company (2005 – 2009)**

COMPANY	2009				2008		2007		2006		2005	
	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
Apollo	35,715	148,067	183,782	1.39%	168,890	1.45%	161,526	1.78%	205,140	2.55%	167,917	2.35%
British American	1,912,873	588,977	2,501,850	18.96%	2,347,974	20.10%	1,861,719	20.55%	1,537,546	19.08%	1,275,383	17.83%
Canmon	73,935	4,750	78,685	0.60%	74,518	0.64%	69,944	0.77%	74,131	0.92%	73,705	1.03%
CFC Life	926,379	121,144	1,047,523	7.94%	1,009,245	8.64%	894,347	9.87%	797,790	9.90%	748,505	10.46%
Co-operative	102,565	1,119,055	1,221,620	9.26%	1,089,386	9.33%	918,401	10.14%	612,623	7.60%	553,033	7.73%
Corporate	99,079	1,564	100,643	0.76%	78,811	0.67%	65,901	0.73%	51,348	0.64%	38,689	0.54%
First Assurance		98,761	98,761	0.75%	58,175	0.50%	27,180	0.30%	5398	0.07%	16,512	0.23%
Gemina	13,049	1,397	14,446	0.11%	12,545	0.11%	12,651	0.14%	11,972	0.15%	10,613	0.15%
Heritage		143,116	143,116	1.08%	164,450	1.41%	151,193	1.67%	101,057	1.25%	99,304	1.39%
ICEA	584,004	687,686	1,271,690	9.64%	1,028,216	8.80%	689,132	7.61%	886,641	11.00%	667,239	9.33%

Continued on page 29

	2009				2008		2007		2006		2005	
Jubilee	482,833	604,998	1,087,831	8.24%	981,285	8.40%	735,336	8.12%	459,487	5.70%	479,639	6.71%
Kenindia	292,705	56,239	348,944	2.64%	339,951	2.91%	297,156	3.28%	294,198	3.65%	244,718	3.42%
Kenyan Alliance	167	34,683	34,850	0.26%	34,293	0.29%	46,283	0.51%	48,235	0.60%	41,339	0.58%
Madison	434,604	80,634	515,238	3.90%	501,303	4.29%	517,923	5.72%	551,959	6.85%	509,985	7.13%
Mercantile	34,573	8,112	42,685	0.32%	37,314	0.32%	45,847	0.51%	63,160	0.78%	70,156	0.98%
Metropolitan Life	59,964	52,314	112,278	0.85%	116,924	1.00%	16,813	0.19%	16,435	0.20%	0	0.00%
Monarch	0	38,292	38,292	0.29%	32,008	0.27%	69,182	0.76%	30786,925	0.38%	17,495	0.24%
Old Mutual	378,056	78,116	456,172	3.46%	455,508	3.90%	478,047	5.28%	453,795	5.63%	517,213	7.23%
Pan Africa	1,512,171	1,512,980	3,025,151	22.92%	2,510,032	21.49%	1,470,433	16.23%	1,396,908	17.33%	1,169,212	16.34%
Pioneer	289,971	40,569	330,540	2.50%	236,974	2.03%	187,608	2.07%	165,696	2.06%	145,842	2.04%
Shield Assurance	131,119	17,124	148,243	1.12%	144,949	1.24%	152,934	1.69%	113,352	1.41%	115,678	1.62%
Trinity	17,316	75	17,391	0.13%	27,223	0.23%	28,359	0.31%	27813,915	0.35%	30,585	0.43%
UAP Life Assurance	207,944	168,581	376,525	2.85%	229,173	1.96%	163,367	1.80%	154,447	1.92%	160,595	2.25%
<b>Total</b>	<b>7,589,022</b>	<b>5,607,233</b>	<b>13,196,255</b>	<b>100.00%</b>	<b>11,679,147</b>	<b>100.00%</b>	<b>9,061,283</b>	<b>100.00%</b>	<b>8,059,919</b>	<b>100.00%</b>	<b>7,153,354</b>	<b>100.00%</b>

**Table 19: Deposit Administration Contributions per Company**

Company	Pensions Contributions 2009	Market Share 2009	Pensions Contributions 2008	Market Share 2008	Pensions Contributions 2007	Market Share 2007	Pensions Contributions 2006	Market Share 2006	Pensions Contributions 2005	Market Share 2005
Apollo	114,013	1.40%	106,828	1.61%	83,099	1.52%	68,028	1.54%	70,226	1.81%
British American	901,688	11.04%	595,390	8.99%	339,774	6.20%	242,542	5.49%	124,934	3.22%
CFC Life	1,359,372	16.64%	998,574	15.08%	879,434	16.05%	863,978	19.55%	707,942	18.27%
Heritage	339,734	4.16%	233,243	3.52%	170,928	3.12%	156,103	3.53%	119,583	3.09%
ICEA	2,087,325	25.56%	1,934,684	29.21%	1,825,796	33.31%	1,382,680	31.28%	1,433,721	37.00%
Jubilee	1,653,424	20.24%	1,286,695	19.43%	985,402	17.98%	779,626	17.64%	682,166	17.60%
Kenindia	906,967	11.11%	791,634	11.95%	675,092	12.32%	560,485	12.68%	468,296	12.08%
Kenyan Alliance	40,061	0.49%	35,405	0.53%	28,150	0.51%	34,016	0.77%	29,166	0.75%
Madison	266,245	3.26%	269,068	4.06%	225,712	4.12%	162,176	3.67%	102,436	2.64%
Mercantile	55,607	0.68%	24,248	0.37%	18,536	0.34%	27,580	0.62%	26,367	0.68%
Pan Africa Life	105,785	1.30%	78,581	1.19%	41,911	0.76%	41,911	0.95%	25,403	0.66%
Pioneer Assurance	3,400	0.04%	2,525	0.04%	2,976	0.05%	-	-	-	-
Shield Assurance			9,953	0.15%	61,472	1.12%	26,034	0.59%	34,743	0.90%
The Monarch	7,328	0.09%	3,609	0.05%	4,615	0.08%	-	-	-	-
UAP Life	326,205	3.99%	252,842	3.82%	137,609	2.51%	75,227	1.70%	50,226	1.30%
<b>Total</b>	<b>8,167,155</b>	<b>100.00%</b>	<b>6,623,278</b>	<b>100.00%</b>	<b>5,480,506</b>	<b>100.00%</b>	<b>4,420,386</b>	<b>100.00%</b>	<b>3,875,209</b>	<b>100.00%</b>

## 4.2 Claims

The Life insurance business claims and policyholder benefits totalled to Kshs 12.78 billion compared to Kshs.10.60 billion in 2008 representing an increase of 20.6% (2008: 8.9%).

Ordinary life business claims increased by 4.8% from Kshs 3.74 billion in 2008 to Kshs 3.93 billion in 2009. Group life claims increased by 44 % from Kshs 2.72 billion in 2008 to 4.13 billion in 2009. Benefits paid on deposit administration business increased by 13.8% from Kshs 4.14 billion in 2008 to Kshs 4.71 billion in 2009.

The distribution of net claims incurred for year 2005 - 2009 is shown in table 20 below.

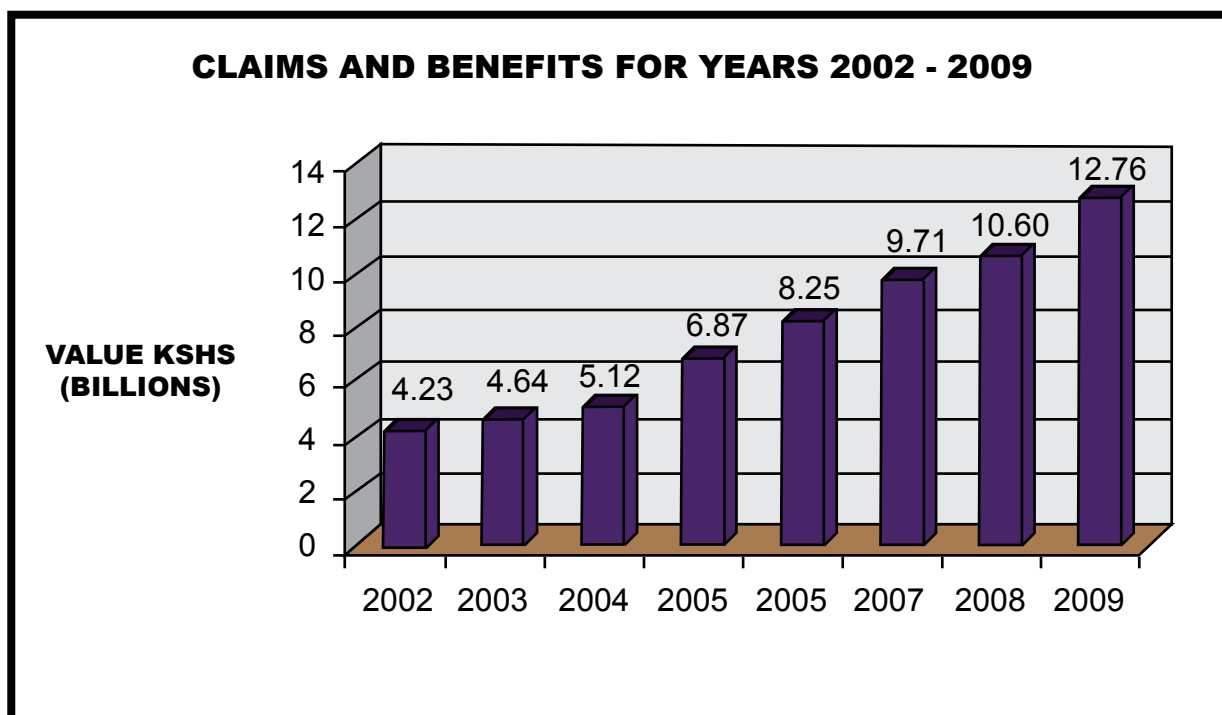
**Table 20: Distribution of claims in Life Insurance Business**

Class of Business	2009		2008		2007		2006		2005	
	Gross Claims Paid (Kshs)	Share	Gross Claims Paid (Kshs)	Share	Gross Claims Paid (Kshs)	Share	Gross Claims Paid (Kshs)	Share	Gross Claims Paid (Kshs)	Share
Ordinary Life	3,929,535	37.08%	3,740,162	35.29%	4,096,137	42.09%	4,095,582	49.63%	2,724,640	39.69%
Group Life	4,133,953	39.01%	2,718,695	25.65%	1,451,272	14.91%	1,274,149	15.44%	1,199,582	17.47%
Pensions	4,711,578	44.46%	4,139,192	39.06%	4,183,946	42.99%	2,882,221	34.93%	2,941,397	42.84%
Total	12,775,066	100.00%	10,598,049	100.00%	9,731,355	100.00%	8,251,952	100.00%	6,865,619	100.00%

Figures in Kshs. '000

The claims paid over the last seven years are illustrated in graph 5 below:

Graph 5: Life Insurance business Claims and Benefits (2002 – 2009)



### **4.3 Commission and Management Expenses**

The total operating and other expenses incurred in 2009 for life business (ordinary and group life) was Kshs. 4.10 billion compared to Kshs. 3.29 billion in the year 2008 representing an increase of 24.6 %. Commission expenses for ordinary and group life amounted to Kshs.1.89 billion compared to Kshs 2.26 billion in the year 2008 representing an decrease of 19.6%.

### **4.4 Reinsurance**

The total reinsurance premium ceded by life insurers was 1.42 billion compared to 1.23 billion in 2008 representing an increase of 15.4 %.

### **4.5 Investment and Other Income**

Investment and other income from ordinary and group life classes increased by 38% to 4.07 billion in 2009 compared to 2.95 billion in 2008.

### **4.6 Deposit Administration Business**

There was an impressive growth of 24.5% in pension fund contributions with total contributions amounting to Kshs.8.17 billion in 2009 compared to Kshs.6.56 billion in 2008.

The total fund held by insurance companies increased by 17.8% to Kshs 40.94 billion from Kshs 34.74 billion in the year 2008.

Most insurance companies declared higher investment returns on funds in 2009 in comparison to 2008. The industry recorded average returns of 8.20% in 2009 compared to 7.29% in 2008.

The total interest paid by the industry on deposit administration schemes was Kshs 3 billion compared to Kshs 2.20 billion in 2008 representing an increase of 36.4%. The claims and benefits paid during the year amounted to Kshs 4.71 billion compared to Kshs 4.12 billion in 2008 representing an increase of 14.3%.

**Detailed reports of life insurance business statistics for the year 2009 are shown in Tables 21-24.**



**Table 21: Pension Business Statistics 2009**

Company	PENSIONS CONTRIBUTIONS 2009	MARKET SHARE 2009	PENSIONS CONTRIBUTIONS 2008	MARKET SHARE 2008	INTEREST RATE DECLARED			SURRENDERS AND ANNUITIES PAID 2009	SURRENDERS AND ANNUITIES PAID 2008	INTEREST PAYABLE TO POLICY HOLDERS 2009	INTEREST PAYABLE TO POLICY HOLDERS 2008	FUND AS AT END OF THE YEAR 2009	FUND AS AT END OF THE YEAR 2008	FUND MARKET SHARE (%)	FUND MARKET SHARE (%)
					2009	2008	2007								
Apollo	114,013	1.40%	106,828	1.63%	10.00%	4.00%	11.00%	89,520	53,448	48,612	14,513	566,298	493,193	1.63%	1.42%
British American Cannon Assurance	901,688	11.04%	595,390	9.07%	9.00%	6.00%	10.50%	183,842	109,194	195,930	89,722	2,754,617	1,840,841	7.93%	5.30%
CFC Life	1,359,372	16.64%	998,574	15.22%	6.00%	5.00%	9.50%	624,222	617,938	379,564	274,732	6,160,510	5,092,265	17.73%	14.66%
Heritage	339,734	4.16%	233,243	3.55%	6.00%	8.00%	13.00%	165,301	161,805	73,010	80,664	1,385,750	1,138,307	3.99%	3.28%
ICEA	2,087,325	25.56%	1,869,974	28.49%	8.15%	8.10%	9.00%	2,440,035	1,867,497	1,050,718	947,729	13,763,825	13,289,423	39.62%	38.25%
Jubilee	1,653,424	20.24%	1,286,695	19.61%	8.20%	8.00%	12.00%	554,771	555,283	544,734	316,023	7,524,085	5,880,669	21.66%	16.93%
Kenindia	906,967	11.11%	791,634	12.06%	11.00%	9.50%	357,987	375,995	564,158	357,511	5,438,012	4,310,541	15.65%	12.41%	
Kenyan Alliance	40,061	0.49%	35,405	0.54%	7.00%	6.00%	54,282	27,825	15,994	13,217	241,059	239,285	0.69%	0.69%	
Madison	266,245	3.26%	269,068	4.10%	6.00%	5.00%	95,496	160,643	68,468	46,410	1,260,540	1,021,323	3.63%	2.94%	
Mercantile	55,607	0.68%	24,248	0.37%	8.00%	8.00%	41,984	36,832	20,501	14,536	236,300	202,176	0.68%	0.58%	
Monarch	7,328	0.09%	3,609	0.05%	12.00%	12.00%	785	1,515	1,907	1,256	21,074	12,624	0.06%	0.04%	
Pan Africa Life	105,785	1.30%	78,581	1.20%	10.00%	10.00%	24,402	19,916	0	368	469,204	352,405	1.35%	1.01%	
Pioneer Assurance	3,400	0.04%	2,525	0.04%	8.50%	5.00%	217	-	583	234	9,558	5,801	0.03%	0.02%	
UAP Life Assurance	326,205	3.99%	252,842	3.85%	5.00%	7.50%	78,734	100,109	40,260	45,500	1,021,601	739,298	2.94%	2.13%	
<b>Total</b>	<b>8,167,155</b>	<b>100.00%</b>	<b>6,562,916</b>	<b>100.00%</b>	<b>8.20%</b>	<b>7.29%</b>	<b>4,711,578</b>	<b>4,118,568</b>	<b>3,004,439</b>	<b>2,202,659</b>	<b>40,852,433</b>	<b>34,742,002</b>	<b>100.00%</b>	<b>100.00%</b>	

Figures in Kshs'000

**Table 22: Ordinary Life Business Statistics 2009**

Company	GROSS PREMIUMS	MARKET SHARE	REINSURANCE	NET PREMIUMS	CLAIMS + BENEFITS	COMMISSIONS (NET)	OPERATING & OTHER EXPENSES	TOTAL EXPENSES	INVESTMENT INCOME+OTHER INCOME
Apollo	35,715	0.47%	262	35,453	23,852	2,075	3,864	5,939	24,888
British American	1,912,873	25.21%	17,098	1,895,775	719,317	668,005	649,838	1,317,843	608,734
Cannon	73,935	0.97%	1,027	72,908	50,354	7,987	37,648	45,635	251,674
CFC Life	926,379	12.21%	18,884	907,495	556,395	159,313	437,664	596,977	138,139
Co-operative	102,565	1.35%	8,780	93,785	20,772	21,478	62,584	84,062	10,495
Corporate	99,079	1.31%	561	98,518	74,904	27,576	17,190	44,766	8,083
Gemina	13,049	0.17%	1,981	11,068	17,355	2,522	2,844	5,366	14,420
ICEA	584,004	7.70%	13,723	570,281	139,845	132,206	127,385	259,591	253,396
Jubilee	482,833	6.36%	8,569	474,264	203,920	134,986	179,611	314,597	125,012
Kenindia	292,705	3.86%	878	291,827	130,268	46,706	62,667	109,373	235,395
Kenyan Alliance	167	0.00%	114	54	5,918	139	1,665	1,804	138
Madison	434,604	5.73%	1,228	433,376	359,378	37,143	228,339	265,482	202,863
Mercantile	34,573	0.46%	1,491	33,082	31,853	6,101	9,856	15,957	19,727
Metropolitan Life	59,964	0.79%	21	59,943	782	3,279	68,410	71,689	15,996
Old Mutual	378,056	4.98%	20,061	357,995	158,875	77,614	667,458	745,072	379,652
Pan Africa Life	1,512,171	19.93%	13,247	1,498,924	1,179,822	269,236	384,658	653,894	368,508
Pioneer	289,971	3.82%	140	289,831	166,625	70,261	80,572	150,832	40,261
Shield Assurance	131,119	1.73%	115	131,004	43,422	40,579	41,738	82,317	23,816
Trinity	17,316	0.23%	27	17,289	12,687	539	27,939	28,478	40,233
UAP Life Assurance	207,944	2.74%	0	207,944	33,190	33,284	43,498	76,782	40,514
<b>Total</b>	<b>7,589,022</b>	<b>100.00%</b>	<b>108,206</b>	<b>7,480,816</b>	<b>3,929,535</b>	<b>1,741,028</b>	<b>3,135,427</b>	<b>4,876,456</b>	<b>2,801,943</b>

Figures in Kshs. '000

**Table 23: Group Life Business Statistics 2009**

Company	GROSS PREMIUMS	MARKET SHARE	REINSURANCE	NET PREMIUMS	CLAIMS + BENEFITS	COMMISSIONS (NET)	OPERATING & OTHER EXPENSES	TOTAL EXPENSES	INVESTMENT INCOME+OTHER INCOME
Apollo	148,067	2.64%	94,065	54,002	19,798	9,997	35,245	45,242	25,581
British American	588,977	10.50%	188,860	400,117	388,229	75,693	75,393	151,086	81,502
Cannon	4,750	0.08%	2,608	2,141	40	460	1,224	1,684	8,341
CFC Life	121,144	2.16%	46,482	74,661	77,386	4,487	23,425	27,911	1,296
Co-operative	1,119,055	19.96%	69,893	1,049,162	659,844	39,650	299,580	339,230	96,439
Corporate	1,564	0.03%	0	1,564	23,705	0	272	272	129
First	98,761	1.76%	88,644	10,117	6,619	8,070	5,174	13,244	20,913
Geminia	1,397	0.02%	504	893	1,061	106	959	1,065	1,233
Heritage	143,116	2.55%	61,589	81,527	46,476	11,293	30,018	41,311	22,993
ICEA	687,686	12.26%	178,857	508,829	1,328,389	31,889	88,557	120,446	469,572
Jubilee	604,998	10.79%	159,697	445,301	224,658	11,296	80,338	91,634	152,726
Kenindia	56,239	1.00%	31,226	25,013	2,094	6,748	9,506	16,254	42,735
Kenyan Alliance	34,683	0.62%	27,845	6,838	4,896	2725	5,118	7,843	5,993
Madison	80,634	1.44%	20,474	60,150	36,686	5,921	17,801	23,722	21,783
Mercantile	8,112	0.14%	3,235	4,877	8,665	10	1,453	1,463	5,251
Metropolitan Life	52,314	0.01	6,066	46,248	28,942	4,044	21,759	25,803	2,612
Monarch	38,292	0.68%	27,075	11,217	903	1,098	17,358	18,457	29,436
Old Mutual	78,116	1.39%	11,139	66,977	91,284	878	10,253	11,131	31,867
Pan Africa Life	1,512,980	26.98%	190,724	1,322,256	1,070,397	306,347	102,111	408,458	173,780
Pioneer	40,569	0.72%	20,868	19,700	11,172	5,258	5,581	10,839	4,825
Shield Assurance	17,124	0.31%	991	16,134	15,786	1,796	5,451	7,247	6,684
Trinity	75	0.00%	0	75	46	0	0	0	0
UAP Life Assurance	168,581	3.01%	80,495	88,086	86,879	-10,485	132,194	121,709	62,910
<b>Total</b>	<b>5,607,233</b>	<b>100.00%</b>	<b>1,311,337</b>	<b>4,295,886</b>	<b>4,133,953</b>	<b>517,281</b>	<b>968,770</b>	<b>1,486,050</b>	<b>1,268,601</b>

Figures in Kshs. '000

Table 24: Combined Life Insurance Business Statistics 2009

Company	ORDINARY LIFE	GROUP LIFE	PENSIONS	GROSS PREMIUMS	MARKET SHARE	GROSS PREMIUMS + PENSION CONTRIBUTIONS	MARKET SHARE	REINSURANCE	NET PREMIUMS	CLAIMS + BENEFITS	COMMISSIONS (NET)	OPERATING & OTHER EXPENSES	TOTAL EXPENSES	INVESTMENT INCOME+OTHER INCOME
Apollo	35,715	148,067	114,013	183,782	1.39%	297,795	1.39%	94,327	89,455	43,650	12,072	39,109	51,181	50,469
British American	1,912,873	588,977	901,688	2,501,850	18.96%	3,403,538	15.93%	205,958	2,295,892	1,107,546	743,698	725,231	1,468,929	690,236
Cannon	73,935	4,750	0	78,685	0.60%	78,685	0.37%	3,636	75,050	50,394	8,447	38,872	47,319	260,015
CFC Life	926,379	121,144	1,359,372	1,047,523	7.94%	2,406,895	11.27%	65,366	982,156	633,781	163,799	461,089	624,888	139,435
Co-operative	102,565	1,119,055	0	1,221,620	9.26%	1,221,620	5.72%	78,673	1,142,947	680,616	61,128	362,164	423,292	106,934
Corporate	99,079	1,564	0	100,643	0.76%	100,643	0.47%	561	100,082	98,609	27,576	17,462	45,038	8,212
First Assurance	0	98,761	0	98,761	0.75%	98,761	0.46%	88,644	10,117	6,619	8,070	5,174	13,244	20,913
Gemina	13,049	1,397	0	14,446	0.11%	14,446	0.07%	2,485	11,961	18,416	2,628	3,803	6,431	15,653
Heritage	0	143,116	339,734	143,116	1.08%	482,850	2.26%	61,589	81,527	46,476	11,293	30,018	41,311	22,993
ICEA	584,004	687,686	2,087,325	1,271,690	9.64%	3,359,015	15.72%	192,580	1,079,110	1,468,234	164,095	215,942	380,037	722,968
Jubilee	482,833	604,998	1,653,424	1,087,831	8.24%	2,741,255	12.83%	168,266	919,565	428,578	146,282	259,949	406,231	277,738
Kenindia	292,705	56,239	906,967	348,944	2.64%	1,255,911	5.88%	32,104	316,840	132,362	53,454	72,173	125,627	278,130
Kenyan Alliance	167	34,683	40,061	34,850	0.26%	74,911	0.35%	27,959	6,892	10,813	2,864	6,783	9,647	6,131
Madison	434,604	80,634	266,245	515,238	3.66%	781,483	3.66%	21,702	493,526	396,064	43,064	246,140	289,204	224,646
Mercantile	34,573	8,112	55,607	42,685	0.32%	98,292	0.46%	4,726	37,959	40,518	6,111	11,309	17,420	24,978
Metropolitan Life	59,964	52,314	0	112,278	0.85%	112,278	0.53%	6,087	106,191	29,724	7,323	90,169	97,491	18,608
Monarch	0	38,292	7,328	38,292	0.29%	45,620	0.21%	27,075	11,217	903	1,098	17,358	18,457	29,436
Old Mutual	378,056	78,116	0	456,172	3.46%	456,172	2.14%	31,200	424,972	250,159	78,492	677,711	756,203	411,519
Pan Africa Life	1,512,171	1,512,980	105,785	3,025,151	22.92%	3,130,936	14.66%	203,971	2,821,180	2,250,219	575,583	486,769	1,062,352	542,288
Pioneer	289,971	40,569	3,400	330,540	2.50%	333,940	1.56%	21,009	309,531	177,797	75,519	86,152	161,671	45,086
Shield Assurance	131,119	17,124	0	148,243	1.12%	148,243	0.69%	1,105	147,138	59,208	42,375	47,189	89,564	30,500
Trinity	17,316	75	0	17,391	0.13%	17,391	0.08%	27	17,364	12,733	539	27,939	28,478	40,233
UAP Life	207,944	168,581	326,205	376,525	2.85%	702,730	3.29%	80,495	296,030	120,069	22,799	175,692	198,491	103,424
<b>Total</b>	<b>7,589,022</b>	<b>5,607,233</b>	<b>8,167,155</b>	<b>13,196,255</b>	<b>100%</b>	<b>21,363,410</b>	<b>100.00%</b>	<b>1,419,544</b>	<b>11,776,702</b>	<b>8,063,488</b>	<b>2,258,309</b>	<b>4,104,197</b>	<b>6,362,506</b>	<b>4,070,544</b>

## AKI MEMBERS 2010

NAME OF COMPANY	PHYSICAL ADDRESS	TEL NO	FAX NO.	EMAIL ADDRESS
Africa Merchant Assurance Ltd	2nd Floor, Trans-National Plaza, Mama Ngina Street, Box 64599-00200 Nbi.	312121	340022	<a href="mailto:info@amaco.co.ke">info@amaco.co.ke</a>
APA Insurance Company Ltd	Apollo Center, Off Ring road, Box 30065 -0100 Nbi	2862000	2862200	<a href="mailto:info@apainsurance.org">info@apainsurance.org</a>
Apollo Life Assurance Ltd	Apollo Center, Off Ring road, Box 30065 -0100 Nbi	3641000	3641100	<a href="mailto:insurance@apollo.co.ke">insurance@apollo.co.ke</a>
Blue Shield Insurance Company	Blue Shield Towers, Mara Road, 49610-00100 Nbi	2712600	2712625/6	<a href="mailto:info@insuranceblueshield.com">info@insuranceblueshield.com</a>
British American Insurance Company Ltd	Britak Centre, Mara/Ragati Road, 30375-00100 Nbi	2710927	2717626	<a href="mailto:insurance@british-america.co.ke">insurance@british-america.co.ke</a>
Cannon Assurance Ltd.	Business Park, Mombasa Road, Box 30216-00100 Nbi	3966000	829075	<a href="mailto:info@cannonassurance.com">info@cannonassurance.com</a>
Chartis Kenya Insurance Company Ltd	Chartis House, Eden Square Complex, Chiromo Road, Box 49460-00100 Nbi	3676000	3676001	<a href="mailto:chartiskenya@chartisinsurance.com">chartiskenya@chartisinsurance.com</a>
CFC Life Assurance Ltd	CFC House, Mamlaka Road, Box 30390-00100 Nbi.	2866000	2718365	<a href="mailto:cfclife@cfclife.co.ke">cfclife@cfclife.co.ke</a>
Concord Insurance Company Ltd	Yaya Centre, Argwing Kodhek Road, Box 30634-00100 Nbi	2720166	2722241/5956	<a href="mailto:info@concord-ic.com">info@concord-ic.com</a>
Co-operative Insurance Company Ltd	CIC Plaza, Mara Road, Box 59485-00100 Nbi	2823000	2823330	<a href="mailto:cic@cic.co.ke">cic@cic.co.ke</a>
Corporate Insurance Company Ltd	Corporate Place, Kiambere Road, Box 43172-00100 Nbi	2717617	2717775	<a href="mailto:info@cickenya.com">info@cickenya.com</a>
Directline Assurance Company Ltd	17th Floor, Hazina Towers, Monrovia Street, Box 40863-00100 Nbi	2242405	242746	<a href="mailto:info@directline.co.ke">info@directline.co.ke</a>
Fidelity Shield Insurance Company Ltd	Fisco Center Muthangari Drive, Box 47435-00100 Nbi	4449440	4445699	<a href="mailto:info@fidelityshield.com">info@fidelityshield.com</a>
First Assurance Company Ltd	First Assurance Hse, Gitanga Rd, Box 30064-00100 Nbi	3877737	3872204	<a href="mailto:hoinfo@firstassurance.co.ke">hoinfo@firstassurance.co.ke</a>
Gateway Insurance Company Ltd	Gateway House ,Gateway Place, Milimani Rd, 60656-00200 Nbi	2713131	2713138	<a href="mailto:info@gateway-insurance.co.ke">info@gateway-insurance.co.ke</a>
Geminia Insurance Company Ltd	Geminia Insurance Plaza, Kilimanjaro Avenue, Box 61316-00200 Nbi	2782000	2782100	<a href="mailto:info@geminia.co.ke">info@geminia.co.ke</a>
GA Insurance Company Ltd	General Accident Hse, Ralph Bunche Rd, Box 42166-00100 Nbi	2711633	2714542	<a href="mailto:insure@gakenya.com">insure@gakenya.com</a>
Heritage Insurance Company Ltd	CFC House, Mamlaka Rd, Box 30390-00100 Nbi	2783000	2727800	<a href="mailto:info@heritage.co.ke">info@heritage.co.ke</a>
Insurance Company of East Africa Ltd	ICEA Building, Kenyatta Avenue, Box 46143-00100 Nbi	2750000	2244258	<a href="mailto:genins@icea.co.ke">genins@icea.co.ke</a>
Intra Africa Assurance Company Ltd	Williamson Hse, 4th Ngong Avenue, Box 43241-00100 Nbi	2712610	2723288	<a href="mailto:intra@swiftkenya.com">intra@swiftkenya.com</a>
Invesco Assurance Company Ltd	Bishop Mangua Centre Box 52964-00200	2509776	2734903	<a href="mailto:info@invescoassurance.co.ke">info@invescoassurance.co.ke</a>
Jubilee Insurance Company Ltd	Jubilee Insurance Hse, Mama Ngina St., Box 30376-00100 Nbi	3281000	3281150	<a href="mailto:jic@jubileekenya.com">jic@jubileekenya.com</a>
Kenindia Assurance Company Ltd	Kenindia Hse, Loita St., Box 44372-00100 Nbi	316099	2218380	<a href="mailto:kenindia@kenindia.com">kenindia@kenindia.com</a>
Kenya Orient Insurance Company Ltd	Capital Hill Towers, Cathedral Rd, Box 34530-00100 Nbi	2728603/4	2728605	<a href="mailto:info@kenyaorient.co.ke">info@kenyaorient.co.ke</a>
Kenyan Alliance Insurance Company Ltd	Chester House, Koinange St., Box 34530-00100 Nbi	2227723	2217340	<a href="mailto:kai@kenyanalliance.com">kai@kenyanalliance.com</a>
Lion of Kenya Insurance Company Ltd	5th Floor, Williamson Hse, Box 30190-00100 Nbi	2710400	2711177	<a href="mailto:insurance@lionofkenya.com">insurance@lionofkenya.com</a>
Madison Insurance Company Ltd	Madison Insurance Hse, Upper Hill Rd, Box 47382-00100 Nbi	2864000	2723344	<a href="mailto:madison@madison.co.ke">madison@madison.co.ke</a>
Mayfair Insurance Company Ltd	Barclays Plaza, 7th Floor, Loita St., Box 45161-00100 Nbi	315715	315645	<a href="mailto:info@mayfair.co.ke">info@mayfair.co.ke</a>
Mercantile Insurance Company Ltd	Eco Bank, Muindi Mbingu St., Box 20680-00200 Nbi	2243682/1	2215528	<a href="mailto:mercantile@mercantile.co.ke">mercantile@mercantile.co.ke</a>
Metropolitan Life Assurance Company Ltd	International Life Hse, Mama Ngina St., Box 46780-00100 Nbi	2243126	2243179	<a href="mailto:Infor@metropolitan.co.ke">Infor@metropolitan.co.ke</a>

NAME OF COMPANY	PHYSICAL ADDRESS	TEL NO	FAX NO.	EMAIL ADDRESS
Monarch Insurance Company Ltd	Prudential Assurance Building, Wabera St., Box 44003-00100 Nbi	310032	340691	<a href="mailto:info@themonarchinscor.com">info@themonarchinscor.com</a>
Occidental Insurance Company Ltd	Corner Plaza, 2nd Floor, Parklands Rd, Box 82788-00100 Nbi	3750038	3750193	<a href="mailto:enquiries@occidental-ins.com">enquiries@occidental-ins.com</a>
Old Mutual Life Assurance Company Ltd	Old Mutual Building, Cnr of Mara/Hospital Rd, Box 30059-00100 Nbi	2728881	2722415	<a href="mailto:contact@oldmutualkenya.com">contact@oldmutualkenya.com</a>
Pacis Insurance Company Ltd	Centenary Hse, 2nd Floor, Off Ring Rd, Westlands, Box 1870-00100 Nbi	4452560	4452561	<a href="mailto:info@paciskenya.com">info@paciskenya.com</a>
Pan African Life Assurance Ltd	Pan Africa Hse, Kenyatta Avenue, Box 44041-00100 Nbi	2225050	2217675	<a href="mailto:life-insure@pan-africa.com">life-insure@pan-africa.com</a>
Phoenix of E.A. Assurance Company Ltd	Ambank Hse, 17th Floor, University Way, Box 30129-00100 Nbi	22251350	2211848	<a href="mailto:info@phoenixassurance.co.ke">info@phoenixassurance.co.ke</a>
Pioneer Life Assurance Company Ltd	Pioneer House, Moi Avenue, Box 30129-00100 Nbi	2220814	2224985	<a href="mailto:info@pioneerassurance.co.ke">info@pioneerassurance.co.ke</a>
Real Insurance Company Ltd	Royal Ngao Hse, Hospital Rd, Box 40001-00100 Nbi	2712620	2717888/3831	<a href="mailto:general@realinsurance.co.ke">general@realinsurance.co.ke</a>
Shield Assurance Company	Avenue Office Suites, Ngong Road, 25093-00100 Nbi	2712591	2712597	<a href="mailto:info@shieldassurance.co.ke">info@shieldassurance.co.ke</a>
Tausi Assurance Company Ltd	Tausi Court, Tausi Rd, Off Muthithi Rd, Box 28889-00100 Nbi	3746602	3746618	<a href="mailto:clients@tausiassurance.com">clients@tausiassurance.com</a>
Trident Insurance Company Ltd	Capital Hill Towers, Cathedral Rd, Box 13501-00100 Nbi	2721710	2726234	<a href="mailto:info@trident.co.ke">info@trident.co.ke</a>
Trinity Life Assurance Company Ltd	Avenue Office Suites, Ngong Road, Box 12043-00400 Nbi	2244282	2249835	<a href="mailto:trinity@swiftkenya.com">trinity@swiftkenya.com</a>
UAP Life Assurance Ltd	Bishops Garden Towers, Bishops Rd, Box 23842-00100 Nbi	2850300	2719030	<a href="mailto:life@uaplif.com">life@uaplif.com</a>
UAP Insurance Company Ltd	Bishops Garden Towers, Bishops Rd, Box 43013-00100 Nbi	2850000	2719030	<a href="mailto:uapinsurance@uapkenya.com">uapinsurance@uapkenya.com</a>

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#### OTHER IMPORTANT CONTACTS

Insurance Regulatory Authority (IRA)	Zep-Re Place, Box 43505-00100 Nbi	4996000	2710126	<a href="mailto:commins@skyweb.co.ke">commins@skyweb.co.ke</a>
College of Insurance (COI)	Off Mombasa Rd, South C, box 56928 -00200 Nbi	504227/605601	605605	<a href="mailto:info@coi.ac.ke">info@coi.ac.ke</a>
Insurance Institute of Kenya (IIK)	College of Insurance, Off Mombasa Rd, South C, box 1200 -00200 Nbi	2106898	605606	<a href="mailto:iik@wananchi.com">iik@wananchi.com</a>
Association of Insurance Brokers of Kenya (AIBK)	College of Insurance, Off Mombasa Rd, South C, Box 606220 -00200 Nbi	600541/606129	606220	<a href="mailto:aibk@wananchi.com">aibk@wananchi.com</a>
Association of Kenya Reinsurers (AKR)	C/o Africa Re Box 10620-00100 Nbi	2730661/3	2724896	<a href="mailto:alicekahiu@africa-re.com">alicekahiu@africa-re.com</a>





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