



# INSURANCE INDUSTRY ANNUAL REPORT 2013



## PURPOSE

*Growth and Development of the Insurance Industry*

## CORE VALUES

*Integrity, Quality Service Delivery,  
Flexibility, Innovation,  
Professionalism and Teamwork*



## VISION

*To be Africa's leading Insurance Association*

## MISSION

*To provide, promote and champion excellence in the Kenyan Insurance Industry*

## TARGET

*To achieve industry turnover of Kshs. 250 billion by 2015*



**INSURANCE INDUSTRY  
ANNUAL REPORT 2013**



## Disclaimer

*Information contained in this report has been obtained from the audited annual financial statements as published by and received from member companies of the Association of Kenya Insurers (AKI). While reasonable care has been taken in compiling the report, AKI accepts no liability whatsoever for any loss or damage resulting from errors, inaccuracies or omissions affecting any part of the report.*

*All information and figures are provided without any warranty of any kind as to their accuracy or completeness but where necessary corrections for casting errors have been done.*

## TABLE OF CONTENTS

<b>Disclaimer</b>	<b>iv</b>
<b>Table of Contents</b>	<b>v</b>
<b>List of Tables</b>	<b>vii</b>
<b>List of Figures</b>	<b>viii</b>
<b>Abbreviations and Acronyms</b>	<b>ix</b>
<b>Chairman’s Statement</b>	<b>x</b>
<b>1.0 Economic Overview</b>	<b>1</b>
1.1 World Economy	1
1.2 Kenya’s Economic Overview	2
1.3 Economic Outlook for 2014	3
<b>2.0 World Insurance Performance in 2013</b>	<b>4</b>
2.1 Global Life Insurance Premiums	5
2.2. Global Non-Life Insurance Premiums	5
2.3 World Insurance Penetration and Density	5
2.4 Global Catastrophic Losses	6
2.5 Global Outlook For 2014	7
2.6 Insurance Performance in Africa	7
2.6.1 Life Insurance	8
2.6.2 Non-life insurance	8
<b>3.0 Kenyan Insurance Sector</b>	<b>9</b>
3.1 Premium Income	10
3.2 Claims	11
3.3 Total Expenses	11
3.4 Profitability	11
3.5 Assets & Liabilities	11
3.6 Insurance Performance Relative to the Economy	11
<b>4.0 Changes in Legislation 2013</b>	<b>13</b>
4.1 The Insurance (Motor Vehicle Third Party Risks)(Amendment) Act, 2013: Introduction of a Structured Compensation Scheme	13

4.2	The Finance Act, 2013	13
4.3	The Insurance (Amendment) Act, 2013	14
4.4	Value Added Tax Act, 2013	14
4.5	Insurance Bill, 2013	14
4.6	NSSF Act, 2013	15
<b>5.0</b>	<b>Industry combined Statements of Comprehensive Income and Financial Position</b>	<b>16</b>
5.1	Statement of Comprehensive Income	16
5.2	Statement of Financial Position	19
<b>6.0</b>	<b>Non-Life Insurance</b>	<b>22</b>
6.1	Premium Income	22
6.2	Premium growth for the last five years (2009 – 2013)	23
6.3	Performance of Main Classes of Insurance	24
6.4	Gross Written Premium per Class	25
6.5	Claims	32
6.6	Expenses	33
6.7	Reinsurance	33
<b>7.0</b>	<b>Life Insurance Business</b>	<b>35</b>
7.1	Premium Income	35
7.2	Ordinary Life Insurance	35
7.3	Group Life Insurance	37
7.4	Deposit Administration/Pension	37
7.5	Investment/Unit Linked Contracts	39
7.6	Claims and Benefits	48
7.7	Total Expenses	49
7.8	Reinsurance	49
<b>APPENDIX 1: AKI MEMBER COMPANIES 2013</b>		<b>51</b>

## LIST OF TABLES

<b>Table 1:</b> GDP Growth Rates and Projections for Selected Countries	1
<b>Table 2:</b> Real Premium Growth Rates	4
<b>Table 3:</b> Insurance Penetration, Density and World Market Share	5
<b>Table 4:</b> Premium, Insurance Density and Penetration	6
<b>Table 5:</b> 2013 Global Catastrophe Losses Data	7
<b>Table 6:</b> 2013 Premiums in Africa	7
<b>Table 7:</b> Summary of Insurance Performance in Selected Countries in Africa	9
<b>Table 8:</b> Insurance Industry Players in Kenya	9
<b>Table 9:</b> Gross Written Premium for the Period 2006 - 2013	10
<b>Table 10:</b> Insurance Performance relative to the Gross Domestic Product	11
<b>Table 11:</b> Graduated contributions as per NSSF Act. 2013	15
<b>Table 12:</b> Combined industry Statement of Comprehensive Income	16
<b>Table 13:</b> Detailed Statement of Comprehensive Income Statement for year 2013	17
<b>Table 14:</b> Insurance industry combined Statement of Financial Position	19
<b>Table 15:</b> Detailed Statement of Financial Position for the year 2013	20
<b>Table 16:</b> Gross Written Premium, Percentage Growth and Market Share (2011 - 2013)	22
<b>Table 17:</b> Distribution of Gross Written Premium per Class	24
<b>Table 18:</b> Gross written premium growth per class	25
<b>Table 19:</b> Gross Written Premium per Company per Class	26
<b>Table 20:</b> Net Incurred Claims	28
<b>Table 21:</b> Underwriting Profit/Loss Per Class Per Company	29
<b>Table 22:</b> Summary of Revenue Accounts	30
<b>Table 23:</b> Summary of Revenue Accounts (2009-2013)	31
<b>Table 24:</b> Technical Loss Ratio per Class	32
<b>Table 25:</b> Technical Loss Ratio per Class per year for the Last Five Years	33
<b>Table 26:</b> Summary of Re-insurance Premium Ceded	34
<b>Table 27:</b> Summary of Gross Written Premiums and Distribution per Class	40
<b>Table 28:</b> Ordinary Life Gross Written Premium and Market Share Per Company	42
<b>Table 29:</b> Group Life Gross Written Premium and Market Share per Company	43

<b>Table 30:</b> Deposit Administration/Pensions Contributions and Market Share per Company	44
<b>Table 31:</b> Performance of Deposit Administration/Pension Contributions	45
<b>Table 32:</b> Contributions from Investment/Unit Linked Contracts and Market Share per Company	46
<b>Table 33:</b> Life Insurance Premium, Contributions and Market Share	47
<b>Table 34:</b> Distribution of Claims in Life Insurance	48
<b>Table 35:</b> Combined Life Insurance Statistics	50

## LIST OF FIGURES

<b>Figure 1:</b> Life Real Premium Growth 2013	4
<b>Figure 2:</b> Growth in Gross Written Premium (2006 - 2013)	10
<b>Figure 3:</b> Insurance Performance Relative to Gross Domestic Product	12
<b>Figure 4:</b> Premium Growth for the Last Five Years	23
<b>Figure 5:</b> Premium Distribution for the Major Classes in 2013	24
<b>Figure 6:</b> Revenue Accounts Summary (2009 - 2013)	31
<b>Figure 7:</b> Composition of Ordinary Life Business 2013	36
<b>Figure 8:</b> Composition of Group Life Insurance 2013	37
<b>Figure 9:</b> Composition of Deposit Administration / Pension contributions - 2013	38
<b>Figure 10:</b> Avenue Net Interest Rates Declared (2009 - 2013)	39
<b>Figure 11:</b> Life Insurance Business in 2013	40
<b>Figure 12:</b> Growth of Life Insurance Premiums and Contributions	41
<b>Figure 13:</b> Life Insurance Business Claims and Benefits Paid	48
<b>Figure 14:</b> Distribution of Reinsurance Business	49



## ABBREVIATIONS AND ACRONYMS

<b>AKI</b>	Association of Kenya Insurers
<b>AML</b>	Anti Money Laundering
<b>CEE</b>	Central and Eastern Europe
<b>EAC</b>	East Africa Community
<b>FDI</b>	Foreign Direct Investments
<b>GAAP</b>	Generally Accepted Accounting Principles
<b>GDP</b>	Gross Domestic Product
<b>IRA</b>	Insurance Regulatory Authority
<b>KRA</b>	Kenya Revenue Authority
<b>Ksh</b>	Kenya Shilling
<b>MIP</b>	Medical Insurance Providers
<b>MW</b>	Mega Watts
<b>SSA</b>	Sub Saharan Africa
<b>USD</b>	United States Dollar
<b>WIBA</b>	Work Injury Benefits Act

## CHAIRMAN'S STATEMENT



This is the 10<sup>th</sup> issue of the Insurance Industry Annual Report, an annual publication of the Association of Kenya Insurers (AKI). The report presents the performance of the insurance industry in Kenya for the year 2013 and highlights the global insurance performance.

The global economy grew by 3.0% in 2013 compared to 3.1% in 2012. The Euro Zone continued to experience recession for much of the year and living standards in most of the developed world was below their 2007 peak. There was a structural shift from the developed world towards the emerging world and the cyclical climb out of a nasty recession in the Euro Zone. The global economy is expected to pick up as 2014 progresses and is projected to expand by 2.8% in 2014, strengthening to 3.4% and 3.5% in 2015 and 2016 respectively. Emerging East Asia and Sub Saharan Africa remain the brightest economies in the World.

In Africa, growth in Sub Saharan Africa (SSA) excluding South Africa (previously the continent's largest economy), registered positive growth of 5.6% in 2013 compared to 5.3% in 2012 due to strong domestic demand. However, with inclusion of South Africa, the Sub Saharan Africa (SSA) aggregate growth was subdued to 4.7% in 2013 compared to 3.7% in 2012. South Africa economy was affected by the poor performance of the Mining Sector. The recent rebasing of the Nigerian economy to USD 488 billion for 2013 saw Nigeria overtake South Africa's USD 384.3 billion and become Africa's largest economy.

In East Africa, GDP growth in 2013 was 5.8% compared to 5.5% in 2012 due to significant drop in inflation, tightening monetary policy and lower food prices associated with a recovery in local food production. The discovery of Oil and Gas across the East African region, the peaceful election and transition in Kenya (which pointed to reduced political risk) and the aspiring plan to integrate the East African Community

(EAC) block, all point to a solid economic future for the region in the medium to long term.

The Kenyan economy expanded by 4.7% in 2013 compared to 4.6% in 2012 and 4.4% in 2011. The growth was achieved against a backdrop of a stable macroeconomic environment, characterized by low inflation of 5.8% and a relatively stable exchange rate. Nonetheless, insecurity increased and adversely affected the tourism sector, among other sectors.

The Kenya Shilling gained marginally against the dollar with an average exchange rate of 86.30 to the dollar in December 2013. It weakened against the Euro and the Pound trading at 116.90 and 141.40 respectively in December 2013. The level of inflation declined during the year, recording an average of 5.8% compared to 9.6% in 2012. The low inflation was mainly driven by low food prices throughout the year. The introduction of the VAT Act in October 2013 had a slight effect that caused temporary upsurge in inflation, though the effect subdued after Treasury clarified on its application.

The Insurance Industry recorded gross written premium of Ksh 130.65 billion in 2013 compared to Ksh 108.54 billion in 2012, representing an increase of 20.40%. Gross earned premium increased by 16.36% to stand at Kshs. 107.18 billion in 2013 compared to Kshs. 92.11 billion in 2012. Profit before tax increased to Ksh 18.18 billion from Ksh 14.637 billion in 2012.

The overall insurance penetration increased to 3.44% in 2013 compared to 3.16% in 2012. The low penetration highlights the significant opportunities that exist in the Kenyan Insurance Market especially in commercial lines such as oil, real estate and infrastructure. Micro insurance and bancassurance are still in the early stage of development and they will be key drivers of both premium growth and penetration.

I welcome you to read this report and hope that you will find the information contained therein useful and insightful.

**JUSTUS M. MUTIGA**  
**CHAIRMAN, AKI**

## 1.0 Economic Overview



### 1.1 World Economy

The World economy is estimated to have grown by 3.0% in 2013 compared to the revised growth of 3.1% in 2012. The lower performance was observed across most regions and major economic groups. However, the World economy is expected to turn around in 2014. Growth in Sub-Saharan Africa remained relatively robust with real GDP estimated to have expanded by 5.0 in 2013 while the East African region it is estimated to have grown by 6.1%. This was due to an increase in trade and investment with emerging market economies.

**Table 1: GDP Growth Rates and Projections for Selected Countries**

COUNTRY	2012	2013	2014*
Euro Area	-.06	-0.4	1.0
China	7.7	7.6	7.3
Uganda	2.8	5.6	6.5
Tanzania	6.9	7.0	7.2
Rwanda	8.0	7.5	7.5
Burundi	4.0	4.5	4.7
Kenya	4.6	4.7	6.2
South Africa	2.5	2.0	2.9

**Source: OECD and World Economic Outlook (IMF)**  
Projections

## 1.2 Kenya's Economic Overview

The country's Gross Domestic Product (GDP) expanded by 4.7 % in 2013 compared to 4.6 % in 2012. This performance was supported by the stable macroeconomic environment for the better part of the year, low and stable inflation supported by improved supply of basic foods, lower international oil prices and lower costs of electricity, Infrastructural development and the Construction sector

Total exports declined by 3.0 % from KSh 517.8 billion in 2012 to KSh 502.0 billion in 2013. Total imports increased by 2.8 % from KSh 1,374.6 billion in 2012 to KSh 1,413.0 billion in 2013. This led to the export-import ratio deteriorating from 37.7% in 2012 to 35.5 % in 2013. Trade balance deteriorated further by 6.3% in 2013 mainly on account of a reduction in domestic exports. The country's overall balance of payments position declined from a surplus of KSh 123.0 billion in 2012 to a surplus of KSh 74.0 billion in 2013.

Growth in the agricultural sector decelerated in 2013 to 2.9 % from a revised growth of 4.2 % in 2012 partly due to inadequate rainfall received in some grain growing regions. Livestock output increased by 5.0% during the year under review.

The manufacturing sector grew by 4.8 % in 2013 compared to a revised growth of 3.2 % in 2012. The accelerated growth was partly due to:-

- increased investor confidence;
- easing of inflationary pressure and
- Stable exchange and lending interest rates.

Total output value from the transport sector expanded by 3.3 % in 2013. Road transport accounted for 64.3% of this. Cargo throughput handled at the Port of Mombasa increased by 1.8 % to 22.3 million tonnes. Railway freight tonnage dropped from 1.4 million tonnes in 2012 to 1.2 million tonnes in 2013. Total volume of white petroleum products through Pipeline increased from 4.9 Million cubic metres in 2012 to 5.2 Million cubic metres in 2013.

The transport and communications sector recorded an improved growth of 6.0% in 2013 compared to a revised growth of 4.7% in 2012. The enhanced growth in the sector was mainly on account of an accelerated growth in post and telecommunication which expanded by 9.3% while transport and storage grew by 3.6% during the review period. Credit extended by commercial banks to the sector increased by 18.1% in 2013. Within the transport sub-sector, air and land transport recorded the most significant growths of 3.8% and 4.0%, respectively. The communication sector was supported by the continued rapid expansion in mobile telephony and related service activities. A continued expansion in mobile broadband utilization increased access to internet for many users.

The communications sector had the fixed telephone penetration in the country decrease to record 0.5% in 2013 compared to 0.6% registered in 2012. The mobile penetration remained unchanged to stand at 74.9% in 2013 however; the mobile telephony subscription grew by 2.9% in 2013 compared to a growth 12.8% in 2012. The mobile money has been widely used in the country due to its convenience and efficient. In 2013 mobile money transfers amounted to KSh 914 billion an increase of 36.0% from 2012. This growth was ascribed to the 35% increase in the mobile money subscribers. Total domestic SMS traffic tripled in 2013 to stand at 19 billion short messages. Total international

traffic decreased by 14.4% in 2013 compared to an increase 13.9% in 2012. The decline was mainly attributed to stiff competition from Voice over Internet Protocol (VoIP) that is relatively affordable.

The number of international visitor arrivals decreased from 1.7 million in 2012 to 1.5 million in 2013. The decline in international arrivals may be attributed to travel advisories by traditional tourist markets due to security concerns.

In 2013, there was reduced volatility in prices of global crude oil. The total import bill of petroleum products declined by 3.5% to KSh 315.4 billion in 2013. Net domestic sales of petroleum fuels increased from 3.6 million tonnes to 3.7 million tonnes in the same period.

Total installed electricity generating capacity increased from 1,606.1 Mega Watts (MW) in 2012 to 1,717.8 MW in 2013. Domestic demand for electricity increased by 8.0%. The number of connections under the Rural Electrification Programme (REP) rose by 18.5 % to stand at 453.5 thousand customers. During the year under review, building and construction sector expanded by 5.5 % up from a growth of 4.8 % registered in 2012.

Overall inflation rate eased from 9.4 % experienced in 2012 to 5.7 % in 2013. Improved supply of basic foods, lower international oil prices and lower costs of electricity mainly accounted for the easing of the inflationary pressures. Weighted commercial banks' lending interest rates gradually declined from 18.13 % in January to 16.99 % in December 2013. The decline was in line with the review of the Central Bank Rate (CBR) from 11.0 % that prevailed in December 2012 to 9.5 % in January 2013 and further to 8.5 % in May 2013. The CBR remained at the May level for the remainder of the year.

In the capital market;

- the total number of shares traded increased by 38.7 % to KSh 7.6 billion;
- market capitalization grew by 51.0 % to KSh 1.9 trillion in December 2013 and
- NSE 20-Share index rose by 19.2 % to 4,927 points in 2013

### 1.3 Economic Outlook for 2014

The macroeconomic stability witnessed in 2013 continued into the first quarter of 2014 and is likely to be maintained to the rest of the year. Operationalization of the development budget in the counties is expected to spur further economic growth. Private consumption is also likely to improve given the stable interest rates and low inflation regime. Recent discoveries of oil and natural gas are likely to trigger more foreign direct investment inflows. The manufacturing sector's performance is projected to maintain its current growth path given the positive growth within the region. Similarly, the financial intermediation sector is likely to maintain its momentum in 2014 mainly on account of enhanced performance and innovations in the sector. Investments in the construction industry is likely to remain robust against a background of stable interest rates coupled with the ongoing government infrastructural projects and the private sector's resilient participation especially in the real estate.

## 2.0 World Insurance Performance in 2013

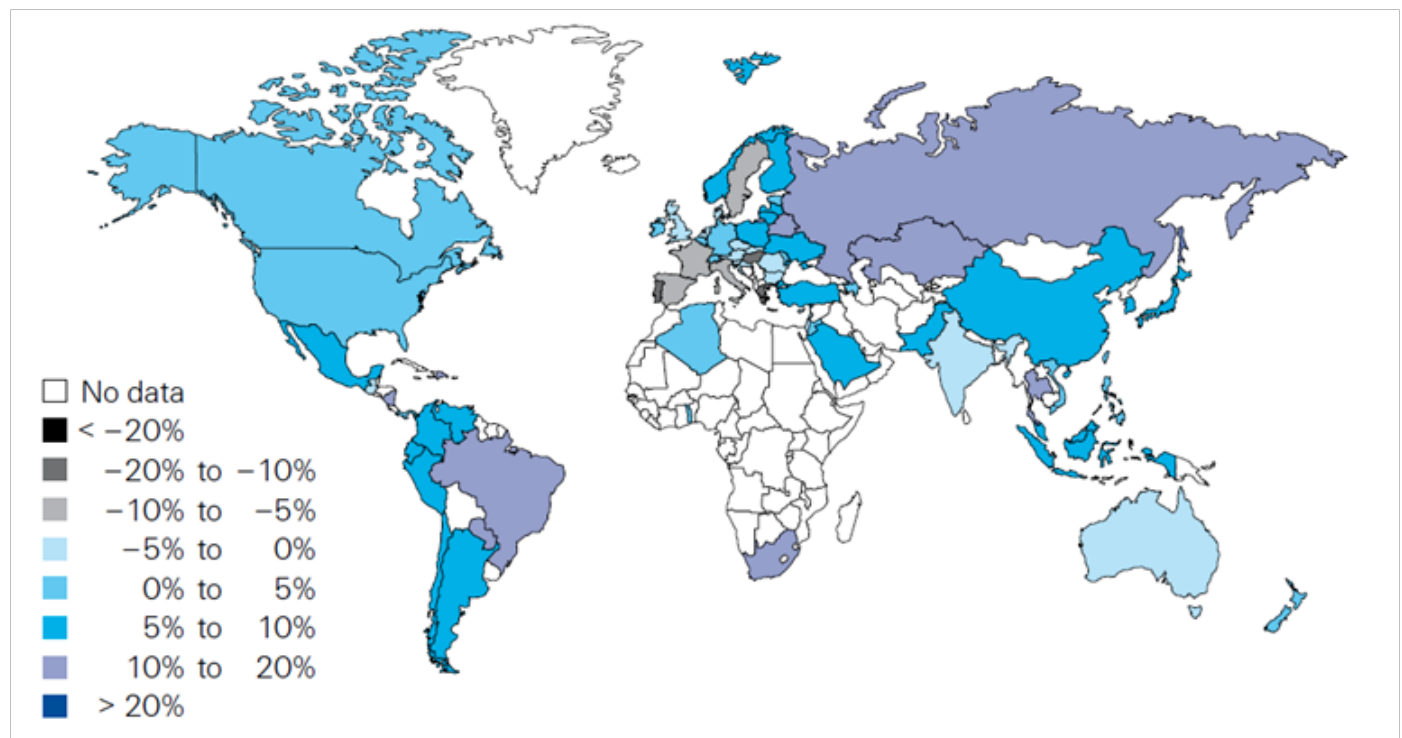
Global economic growth was about the same in 2013 as in 2012, and still below long-term trends. Among the advanced markets, growth was strongest in North America, despite a slowdown in the US. Western Europe returned to slow growth. The emerging markets had a difficult year given still-weak demand from the advanced economies. Also, the announcement of monetary policy normalisation by the US Fed sparked financial market turmoil, leading to weakness in emerging market currencies and equities. In contrast, advanced market equities rallied. By the year-end, long-term interest rates in the US and UK were up by over 100 basis points from historically low levels at the end of 2012.

**Table 2: Real Premium Growth Rates**

	Life	Non-Life	Average
Industrialised countries	-0.2%	1.1%	0.3%
Emerging markets	6.4%	8.3%	7.4%
World	0.7%	2.3%	1.4%

Source: Swiss Re - Sigma 2014

**Figure 1 : - Life: Real: Premium Growth 2013**



Source: Swiss Re - Sigma 3/2014



## 2.1 Global Life Insurance Premiums

In 2013, global life insurance premiums written were USD 2608 billion, with growth slowing to 0.7% from 2.3% in 2012 (USD 2621). Strong growth in Western Europe and Oceania was offset by a contraction in North America and stagnating sales in advanced Asia. Premiums contracted by 7.7% in the US. This was mainly because large corporate deals that had boosted group annuity business in 2012 were not repeated. In emerging markets, life premium growth improved to 6.4% in 2013. Growth was solid in Latin America and Africa, and resumed in China and India.

## 2.2. Global Non-Life Insurance Premiums

Global non-life premium growth slowed to 2.3% in 2013 from 2.7% in 2012, with total premiums of USD 2 033 billion. The advanced markets barely moved, with premiums up just 1.1% (2012: +1.5%) due to stagnation in Western Europe and a slowdown in advanced Asia. In Oceania growth remained solid at 5.1% and in North America it was roughly unchanged at 1.9%. The emerging markets continued to drive global growth. Performance was firm across all emerging regions with the exception of Central and Eastern Europe (CEE). Expansion in emerging Asia was based on sustained strong growth in Southeast Asia and China, and growth was also robust in Latin America (premiums up 7.2%). Post-crisis average premium growth from 2009 to 2013 was well below pre-crisis rates in advanced markets. The post-crisis average was also lower, but still strong (+7.6%), in the emerging markets.

Overall profitability has improved in life and non-life. However, it is still lower than in pre-crisis times even though non-life underwriting results have improved. Insurers' investment returns remain low given the low interest rate environment. Both the life and non-life sectors are well capitalised.

## 2.3 World Insurance Penetration and Density

In 2013 the average per capita spend on insurance in advanced markets was USD 3 621, down 1% from the previous year. Per capita spending on life insurance fell to USD 2 074 from USD 2 132, and in non-life rose slightly to USD 1 547 from USD 1 527. Overall insurance penetration in advanced markets continued to decline. Non-life penetration remained unchanged, but life continued its decline from a peak of 5.7% in 2000 to 4.7% in 2013.

**Table 3: Insurance Penetration, Density and World Market Share**

Region	Total Premiums USD in Billions	Life Premiums USD in Billions	Life Insurance Penetration	Non-Life Premiums USD in Billions	Non-Life Insurance Penetration	Overall Penetration	Insurance Density (Prem. Per Capita USD)	Share of World Market (%)
North & Latin America	1,568,399	666,556	4.5	902,844	6.18	10.6	4238	33.79
Europe	1,631,699	94,673	4.0	684,972	2.82	6.82	1833	35.16
Asia	1,278,780	898,418	3.76	380,366	1.61	5.37	303	27.55
Africa	72,425	49,939	2.42	22,485	1.12	3.5	66	1.56
Oceania	89,638	47,455	2.75	42,182	2.44	5.19	2428	1.93
World	4,640,941	2,608,091	3.53	203,2850	2.81	6.28	652	100.00

Source: Swiss Re. Sigma No.3/2014

**Table 4: Premium, Insurance Density and Penetration**

Region	Country	Population (Million)	Life Premiums USD Billion	Non-Life Premiums USD Billion	Total Premiums USD Billion	Insurance Density (USD)	Insurance Penetration. %
<b>Advanced Markets.</b>	USA	316	532,858	726,397	1,259,255	3,979	7.5
	Japan	126	42,2733	108,773	531,506	4,207	11.5
	UK	64	222,893	106,750	329,643	4,561	11.5
	France	65	160,156	94,598	254,754	3,736	9
	Germany	81	114,349	132,813	24,7162	2,977	6.7
	Italy	59	117,978	50,576	168,554	2,645	7.6
<b>Emerging Markets</b>	Brazil	200	49,417	39,513	88,931	443	4
	Mexico	122	12,470	14,884	27,354	223	2.2
	Russia	142	2,666	25,755	28,421	199	1.3
	China	1,380	152,121	125,844	277,965	201	2.7
	India	1,265	52,174	13,401	65,576	52	3.9
<b>Africa</b>	Africa	1,091	49,939	22,485	72,425	66	3.5

Swiss Re. Sigma No.3/13

Source: Swiss Re, Economic Research and Consulting

Insurance penetration = premiums as % of GDP; Insurance Density = Premiums per Capita.

## 2.4 Global Catastrophic Losses

In 2013, there were 308 disaster events, of which 150 were natural catastrophes and 158 man-made. Almost 26000 people lost their lives or went missing in the disasters. Typhoon Haiyan struck the Philippines in November 2013, one of the strongest typhoons ever recorded worldwide. It killed around 7500 people and left more than 4 million homeless. Haiyan was the largest humanitarian catastrophe of 2013. Next most extreme in terms of human cost was the June flooding in the Himalayan state of Uttarakhand in India, in which around 6000 people died.

The total economic losses from natural catastrophes and man-made disasters were around USD 140 billion last year. That was down from USD 196 billion in 2012 and well below the inflation-adjusted 10-year average of USD 190 billion. Asia was hardest hit, with the cyclones in the Pacific generating most economic losses. Weather events in North America and Europe caused most of the remainder.

Insured losses were roughly USD 45 billion, down from USD 81 billion in 2012 and below the inflation-adjusted average of USD 61 billion for the previous 10 years, due largely to a benign hurricane season in the US. Of the total, natural catastrophes generated USD 37 billion of losses, and man-made disasters the other USD 8 billion in claims. The biggest losses came from large scale floods in Europe and Canada, record-level hail losses and multiple windstorm events in Europe, convective thunderstorm and tornado events in the US, and Haiyan in the Philippines.

Natural catastrophes and man-made disasters in Africa claimed 1751 lives in 2013, and caused total losses of USD 0.8 billion. Insured losses were around USD 0.5 billion, originating mostly from incidents at various oil and gas facilities. Early in the year, 246 people died in floods in Mozambique and Zimbabwe, and 10000 were left homeless. Later in the year, 162 people died in flooding in Somalia.



Table 5: 2013 Global Catastrophe Losses Data

Region	Number	Victims	in %*	Insured Loss		Economic Loss	
				In USD bn*	in %	In USD bn*	in %*
North America	52	249	1.0%	19	42%	32	22.7%
Latin America & Caribbean	20	1,055	4.1%	2	5.4%	9	6.3%
Europe	38	1,167	4.5%	15	33.8%	33	23.4%
Africa	44	1,751	6.8%	1	1.4%	1	0.7%
Asia	125	20,653	79.7%	6	12.5%	62	44.1%
Oceania/Australia	6	21	0.1%	1	2.9%	3	2.0
Seas / Space	23	1,007	3.9%	1	2.2%	1	0.8%
<b>World</b>	<b>308</b>	<b>25,903</b>	<b>100.0%</b>	<b>45</b>	<b>100.00%</b>	<b>140</b>	<b>100.0%</b>

\* rounded numbers

Source: Swiss Re Economic Research & Consulting

## 2.5 Global Outlook For 2014

Advanced market growth will accelerate in 2014 as increased global demand boosts trade and many countries ease fiscal policy. The US economy is projected to strengthen this year and see close to 3.5% growth next year. There may even be upside given an end to fiscal spending cuts, an expansion in housing construction, and encouraging investment and employment growth. Elsewhere, the UK is expected to outperform its European peers, growing by about 3% as real wages and consumption rise. The Euro zone economies will continue to grow at different speeds amid ongoing high government debt levels and tight credit. In Japan, Abenomics has yielded moderate success. Monetary expansion has weakened the yen and stimulated exports, and fiscal stimulus has also supported growth. Nevertheless, the crucial third aspect of Abe's policies, the structural reform - which is necessary to sustain growth on a more permanent basis - has yet to be implemented.

Emerging market economies will experience moderate-to-weak growth as global monetary policy is tightened this year and next. Growth in China is expected to be close to its new target of 7.5% while the authorities grapple with mounting debt problems and embark on financial reforms. Nevertheless, all emerging regions are expected to improve as stronger growth in the advanced economies boosts exports. Emerging Asia and Africa are expected to outperform. Sub-Saharan countries in particular are expected to maintain strong growth in line with or above their 10-year average. In Central and Eastern Europe growth is likely to benefit from a stronger Euro zone and a pick-up in investment.

## 2.6 Insurance Performance in Africa

Table 6: 2013 Premiums in Africa

Class	USD billion	World Market Share in %
Life	50	1.9%
Non-life	22	1.1%

Source: Swiss Re. Sigma 3/2014

### 2.6.1 Life Insurance

Life insurance premiums in Africa maintained strong growth of 13% in 2013, little changed from 2012. In South Africa, the region's dominant market accounting for about 90% of volumes, premiums were up 13%, also around the same as in 2012. Growth was based on increases in new policies and additions to recurring premiums for individual in-force policies. In particular, annuities had strong growth in both single and recurring premiums. Data availability for the rest of Africa is limited. Premiums in Morocco, the second largest market, are estimated to have fallen by 4.5% in 2013 (2012: +13%), while in Kenya premiums rose 18.7%. Generally the numbers suggest that premiums grew in most African countries.

The African insurance market has strong growth potential. Even South Africa, where penetration is high, has a large insurance gap. Premium growth is likely to be sustained by increases in annuity sales. In the rest of sub-Saharan Africa, very low insurance penetration, strong economic growth, increasing disposable incomes and favourable demographics will continue to boost demand. In addition, the rising awareness of the usefulness of insurance and the broader use of micro insurance in combination with innovative distribution models will support insurance growth.

### 2.6.2 Non-life insurance

Non-life premiums in Africa are estimated to have increased by 2.1% in 2013 (2012: +4.4%). Data are only available for a few countries, but stagnating premium volume in South Africa was the main driver for the weak growth estimate. South African non-life insurers were challenged by weak real economic activity. Estimated premiums written in 2013 rose by only 0.3%, well below the average annual growth of more than 5% recorded in the previous decade. At the same time, the insurance industry was impacted by a number of natural catastrophes for a second year running. These included floods in Limpopo (January 2013) and in Western Cape (November 2013), as well as two large hailstorms in Gauteng in November 2013. In the other markets for which data are available, growth was solid in Morocco (+3.5%) in 2013 and increased further in Kenya (+14% -inflation adjusted). The continuing robust economic environment in sub-Saharan Africa is likely to have contributed to exposure growth.

The situation in South Africa will remain challenging, particularly in the next two years with relatively weak economic growth expected to persist. Further out, infrastructure investment alongside a growing middle class should support rising market penetration as household and corporate wealth translates into higher demand. In other countries the environment should remain conducive to insurance market growth with economic growth projected to improve further in 2014.

**Table 7: Summary of Insurance Performance in Selected Countries in Africa**

Country	Population Millions	Life Premium (USD Millions)	Life Penetration %	Non-Life Premium (USD Millions)	Non-Life Penetration %	Total Premium (USD Millions)	Total Penetration %
Kenya	44	520	1.2	1,000	2.3	1,520	3.5
Algeria	37	93	0.1	1,342	0.8	1,440	0.9
Egypt	82	800	0.31	1,051	0.41	1,851	0.7
Morocco	33	1,023	1.0	2,157	2.1	3,180	3.1
Nigeria	171	457	0.2	1,406	0.5	1,863	0.6
Tunisia	11	131	1.5	699	0.3	830	1.80
Mauritius	1.2	476	4.0	212	1.8	688	5.8
Angola	21	57	0	1,079	0.8	1,136	0.8
Namibia	2.3	800	5.4	279	2.3	944	7.7
South Africa	53	44,556	12.7	9,565	2.7	54,121	15.4
Others		1157		3,696		4,853	
<b>TOTAL</b>	<b>1,091</b>	<b>49,939</b>	<b>2.4</b>	<b>22,553</b>	<b>1.1</b>	<b>72,425</b>	<b>3.5</b>

Source: Swiss Re - Sigma 3/2014

### 3.0 Kenyan Insurance Sector

There were 48 insurance companies operating in Kenya as at the end of 2013. 25 companies wrote non-life insurance business, 12 wrote life insurance business while 11 were composite (both life and non-life). There were 187 licensed insurance brokers, 29 medical insurance providers (MIPs) and 4628 insurance agents. Other licensed players included 134 investigators, 105 motor assessors, 22 loss adjusters and 27 insurance surveyors.

**Table 8: Insurance Industry Players in Kenya**

Year	Insurance Companies	Agents	Brokers	Investigators	MIPS	Insurance Surveyors	Risk Managers	Loss Adjusters	Motor Assessors
2007	43	2,665	201	213	21	30	8	23	-
2008	42	3,356	141	152	19	19	6	17	-
2009	44	3,320	154	112	25	29	6	20	60
2010	46	3,847	159	121	26	26	10	22	74
2011	45	4,578	168	128	28	28	8	21	89
2012	46	4,862	170	140	24	27	10	21	92
2013	48	4,628	187	134	29	27	8	22	105

Source: Insurance Regulatory Authority (IRA)

The penetration of insurance in Kenya is at 3.44 %. Emerging risks such as Microinsurance, oil and gas and Initiatives such as adoption of alternative distribution channels (bancassurance) and use of technology will improve insurance penetration level in Kenya.

### 3.1 Premium Income

The industry recorded gross written premium of Kshs. 130.65 billion compared to Ksh. 108.54 billion in 2012, representing a growth of 20.4%. The gross written premium for non-life insurance was Ksh 86.64 billion (2012: Kshs 71.46 billion) while that for life insurance was Ksh 44.01 billion (2012: Ksh. 37.08 billion).

Non-Life insurance premium grew by 21.3% while life insurance premium and contributions from deposit administration & investment/unit linked contracts grew by 16.3%. The industry has consistently recorded growth over the years as illustrated in Table 9 and Figure 2 below.

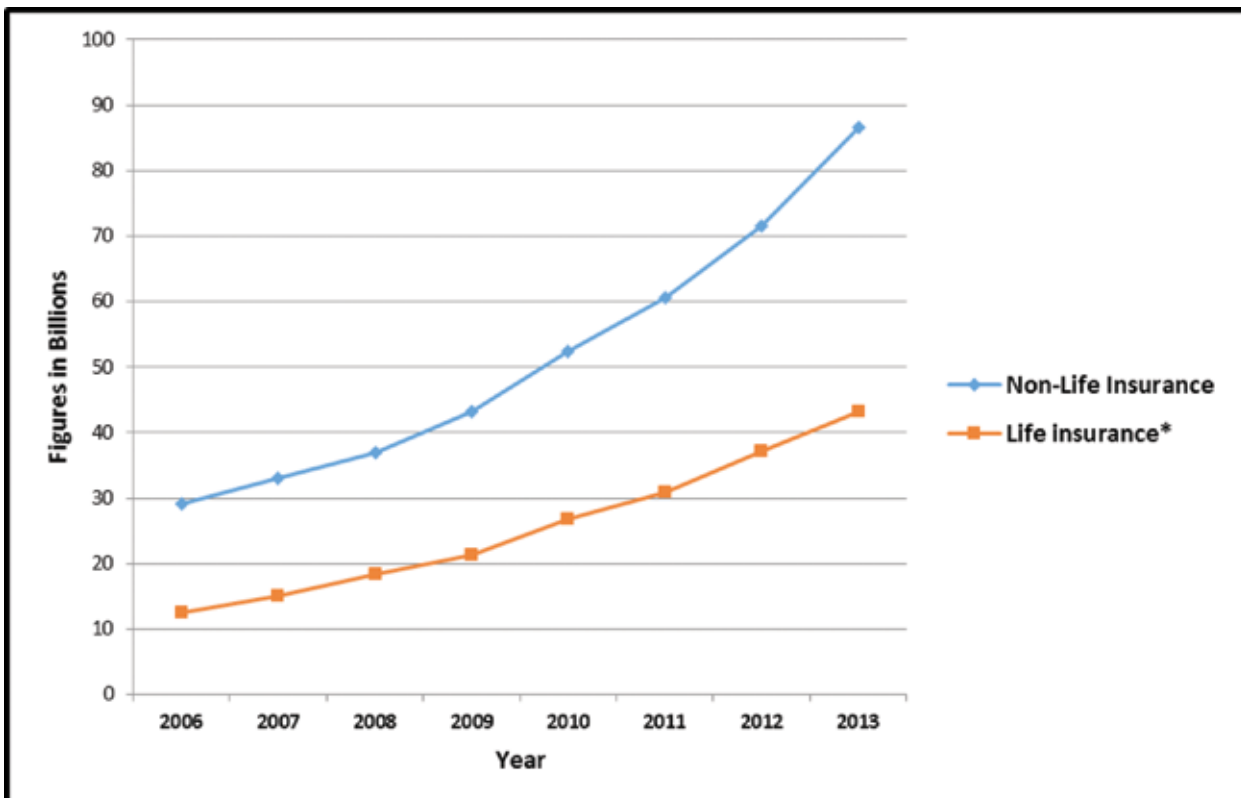
**Table 9: Gross Written Premium for the Period 2006 - 2013**

Year	2006	2007	2008	2009	2010	2011	2012	2013
Non-Life Insurance	29.20	32.95	36.89	43.11	52.35	60.67	71.46	86.64
Life insurance*	12.48	15.14	18.30	21.36	26.71	30.93	37.08	44.01
<b>Total</b>	<b>41.68</b>	<b>48.09</b>	<b>55.19</b>	<b>64.47</b>	<b>79.06</b>	<b>91.60</b>	<b>108.54</b>	<b>130.65</b>

Figures in Billion Kenya Shillings

\*Figures include deposit administration and contributions from investments/ unit linked contracts.

**Figure 2: Growth in Gross Written Premium (2006 - 2013)**



### 3.2 Claims

The industry incurred net claims totaling Kshs 63.35 billion in 2013 compared to Ksh. 56.03 billion in 2012, representing an increase of 13.1%.

### 3.3 Total Expenses

Total commissions and expenses for the industry was Ksh. 42.52 billion in 2013 (2012: Ksh. 36.79 billion), representing an increase of 15.6%.

### 3.4 Profitability

Industry earnings from investments and other income increased by 17.1% from Kshs. 36.49 billion in 2012 to Ksh. 42.72 billion in 2013. The combined industry profit before taxation increased by 24.3% from Ksh. 14.63 billion in 2012 to Ksh. 18.18 billion in 2013. The overall underwriting profit for non-life insurance was Ksh. 3.42 billion compared to Ksh. 2.78 billion in 2012.

### 3.5 Assets & Liabilities

Total assets held by the industry increased by 26.5% to Ksh. 359.52 billion in 2013 (2012: Ksh. 284.28 billion). Total liabilities increased by 24.7% to Ksh. 278.72 billion in 2013 (2012: Ksh. 223.60 billion). Net assets increased by 31.6% to Ksh. 79.68 billion in 2013 (2012: Ksh. 60.54 billion).

### 3.6 Insurance Performance Relative to the Economy

The performance of the industry relative to the Kenyan Gross Domestic Product for the period 2009 to 2013 is shown in Table 10 and Figure 3 below.

**Table 10: Insurance Performance relative to the Gross Domestic Product**

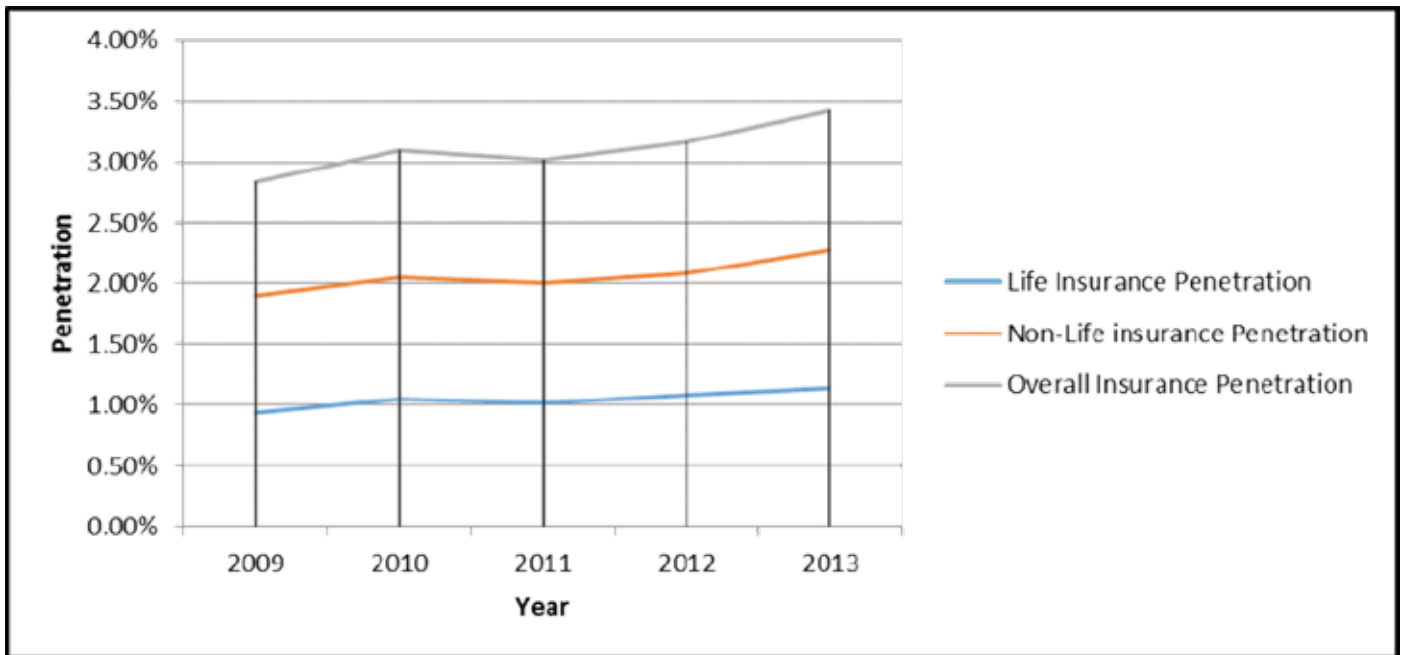
	2009	2010	2011	2012	2013
Gross Domestic Product (GDP) at market prices <sup>1</sup>	2,365	2,551	3,025	3,440	3,798
Life Insurance Premium*	21.36	26.71	30.93	37.08	44.01
Life Insurance Penetration	0.94%	1.05%	1.02%	1.08%	1.16
Non-Life insurance Premium	43.11	52.35	60.67	71.46	86.64
Non-Life insurance Penetration	1.90%	2.05%	2.00%	2.08%	2.28
Total Premium*	64.47	79.06	91.60	108.54	130.65
Insurance Penetration**	2.84%	3.10%	3.02%	3.16%	3.44

Figures in billions Kenya shillings

\*Includes deposit administration and contributions from unit linked contracts.

$$**\text{Insurance Penetration} = \frac{\text{Gross Premium}}{\text{GDP}} * 100$$

<sup>1</sup>Source: Economic Survey 2014

**Figure 3: Insurance Performance Relative to Gross Domestic Product**

The penetration of insurance in the year 2013 was 3.44% compared to 3.16% in 2012. Life insurance recorded a penetration ratio of 1.16% (2012: 1.08%) while non-life insurance recorded 2.28% (2012: 2.08%).

## 4.0 Changes in Legislation 2013

### 4.1 The Insurance (Motor Vehicle Third Party Risks)(Amendment) Act, 2013: Introduction of a Structured Compensation Scheme

The Insurance (Motor Vehicle Third Party Risks) (Amendment) Act, 2013 has been passed. A Bill was first tabled in Parliament in the year 2010. However it was not passed at that time. The law which caps insurers' liability at Ksh 3 million per claimant introduces a Structured Compensation Scheme and seeks to peg compensation to earnings and allows for an initial process of negotiation to settle a claim using either arbitration /mediation within a period of sixty days before one can resort to court. It aims to proactively tackle the issue of fraud where persons who seek to benefit from the use of fraudulent documents will have the entire judgement cancelled including facing criminal charges. The Act provides that in the event of injury/injuries not provided for under the Compensation Schedule, the Cabinet Secretary may in consultation with the Director of Medical Services prescribe compensation for such injuries.

### 4.2 Finance Act, 2013

The Finance Act, 2013 has been passed. It has introduced amendments to various statutes as follows:-

#### (i) Customs and Excise Act, Cap 472: Introduction of 10% Excise Duty on Insurance Services

An amendment to the Customs and Excise Act, Cap 472, which introduces 10% Excise Duty, has been passed under the Finance Act, 2013. It took effect on 18th June 2013. The amendment was initially introduced in the Finance Act, 2012 but did not clearly define who financial institutions were. This was clarified in Finance Act 2013. Clause 6 of the Finance Act, 2013 amended Part III of the Fifth (5th) Schedule to delete reference to "financial service providers" and substituted this with the words "Financial institutions".

A new paragraph 9 was further introduced which defined a "financial institution" to mean a person licensed under

- (a) The Banking Act, Cap 488, Insurance Act , Cap 487, the Central Bank of Kenya Act, Cap 491, the Micro Finance Act, 2006
- (b) A Sacco Society registered under the Sacco Societies Act, 2008 or
- (c) The Kenya Post Office Savings Bank Act.

The term "other fees" was defined to include any fees, charges or commissions" charged by Financial Institutions which excluded interest income for banks.

The amendment to the Customs and Excise Act, Cap 472 requires that all persons registered under the Insurance Act, Cap 487 levy 10% excise duty on various fees, charges and commissions. It is however not clear whether premiums, reinsurance, brokerage and agency commissions are to be included. There is also no enabling legal framework for insurers to charge, collect and pay Excise duty to the Kenya Revenue Authority.

Arising from this development AKI immediately engaged the Services of lobby consultants, PriceWaterHouseCoopers to assist in lobbying various Government agencies i.e the Parliamentary Committee on Finance Trade and Planning, Kenya Revenue Authority (KRA), Insurance Regulatory Authority (IRA) and Treasury. Other industry stakeholders' i.e AKR, AIBK, NAKI, ILA and MAAK were also brought on board to assist with the lobbying effort.

During the various discussions held, KRA were largely in agreement that premiums should not be subjected to excise duty. Discussions are still going between KI, Treasury and other government agencies to have the law amended to exempt both premiums and commissions from excise duty.

## **ii) Income Tax Act, Cap 470**

The Finance Act, 2013 amended Section 5 (2) of the Income Tax Act, Cap 470 which provides that individuals will not be taxed on any premiums paid by their employers in respect of Group Life and Personal Accident insurance covers as far as these do not confer a benefit to the employee.

## **iii) Prevention of Terrorism Act (No 30 of 2012)**

The Finance Act, 2013 amended the Prevention of Terrorism Act (No 30 of 2012) to ensure it complies with the recommendations by the Financial Action Task Force on combating crime and money laundering offences. This will assist in combating terrorism activities in the country. Arising from this an insurer is now required to undertake due diligence of their clients before engaging in any business transactions with them.

## **4.3 The Insurance (Amendment) Act, 2013**

The Insurance (Amendment) Act, 2013 was passed in year 2013. The contentious amendment that had earlier on been proposed to Section 203 of the Insurance Act, Cap 487 on the Settlement of Claims requiring insurers to pay claims within sixty days of reporting whether the claim is supported by documents or not has been dropped. A memorandum was immediately submitted to IRA as well as the Parliamentary Committee on Finance Trade and Planning by AKI requesting that the current wording of Section 203 be retained. We are happy to report that our request was granted and the status quo has been maintained.

## **4.4 The Value Added Tax Act, 2013**

The Value Added Tax Act, 2013 was passed. It took effect on 16<sup>th</sup> September 2013. The purpose of the new legislative framework was to increase government revenue, simplify VAT administration and resolve the issue of VAT refunds in general. Under this law, Trade Associations such as AKI, KBA, KAM are now expected to charge VAT on the services they provide to their members. It is observed that whilst insurance, reinsurance and actuarial services remain exempt from VAT, services offered in respect of management of unit trusts will now subject to VAT.

## **4.5 The Insurance Bill, 2013**

The Insurance Regulatory Authority released the Insurance Draft Bill, 2013 in October, 2013. The Bill was discussed by Industry stakeholders at a two (2) day workshop held at Utalii Hotel on 20<sup>th</sup> and 21<sup>st</sup> November, 2013. A further meeting of stakeholders was also held on 18<sup>th</sup> December, 2013 at the College of Insurance.

The new legal framework seeks to introduce risk based supervision which is less prescriptive and more principle based. Details on how it is going to be administered will be captured in the regulations. The process of drafting the regulations is ongoing.



#### 4.6 The NSSF Act, 2013

The NSSF Act, 2013 has been passed. It has upgraded the old provident fund to a pension scheme. It has also enhanced the monthly contribution payable by both employers and employees to a combined rate of 12% of pensionable earnings per employee per month. The Act establishes two new funds as follows:-

- a) **The Pension Fund** members of the old provident fund will automatically become members except those who were making voluntary contributions. Persons who are age 18 years and above up to the maximum age of 60 years will also be eligible to contribute into this fund.
- b) **A new Provident Fund** persons who are currently self-employed, retired persons above the age of 60 years as well as persons who do not meet the eligibility criteria to become members of the pension fund can make their contributions to the new provident fund. There is no lower or upper age limit prescribed in the Act for this category of persons.
- c) **The Old Provident Fund** will remain but no contributions can be made into it and neither will the assets and liabilities be transferred.

Employers will be required to make both Tier I and Tier II contributions into the pension fund for each employee.

**Tier I Contributions** means contributions up to the “Lower Earnings Limit”, which is the amount gazetted by the Cabinet Secretary from time to time as the average statutory minimum monthly basic wage. The amounts for Tier I contributions will be calculated as 12% (employer - 6% and employee 6%) of the amounts set out in the table below.

**Tier II Contributions** means contributions above the “Lower Earnings Limit” up to the “Upper Earnings Limit” which is based on the National Average Earnings. The Tier II contributions will be calculated as 12% (employer - 6% and employee 6%) of the set amounts based on the National Average Earnings as set out in the table below.

Contributions will be graduated for the first five years as indicated in the table below.

**Table 11: Graduated contributions as per NSSF Act, 2013**

Year	Lower Earnings Limit	Upper Earnings Limit
1	6,000	50% of National Average Earnings
2	7,000	1 times National Average Earnings
3	8,000	2 times National Average Earnings
4	9,000	3 times National Average Earnings
Year 5 onwards	Lower Earnings Limit as provided in regulation 2(a) of this Schedule	4 times National Average Earnings

Employers who wish to opt out of making Tier II contributions are required to make a written request to the Retirement Benefits Authority for that purpose. The scheme must meet the Reference scheme test as set out in the Act and offer superior benefits than the NSSF scheme.

The fact that the law makes it mandatory for every employer to register their employees under the NSSF Act and the provision for opting out of NSSF scheme means that pension business is now set to grow and the insurance industry could be a beneficiary of this growth.

## 5.0 Industry Combined Statements of Comprehensive Income and Financial Position

### 5.1 Statement of Comprehensive Income

The insurance industry's statement of Comprehensive Income for the last five years is shown in the table 12 below.

**Table 12: Combined industry Statement of Comprehensive Income**

	2009	2010	Growth %	2011	Growth %	2012 Restated	Growth %	2013	Growth %
Gross Earned Premium	53.92	63.47	17.71	70.92	11.74	92.11	29.88	107.18	16.36
Reinsurance ceded	11.12	13.30	19.60	15.62	17.44	21.15	35.40	25.85	22.22
Net Earned Premium	42.80	50.17	17.22	55.30	10.23	70.96	28.32	81.33	14.61
Investment & Other Income	15.10	23.98	58.81	19.36	-19.27	36.49	88.48	42.72	17.07
Net Income	57.90	74.15	28.07	74.66	0.69	107.45	43.92	124.05	15.45
Net Incurred Claims	30.66	39.50	28.83	37.69	-4.58	56.03	48.66	63.35	13.06
Total Commission & Expenses	21.41	25.12	17.33	27.29	8.64	36.79	34.81	42.52	15.57
Profit/(Loss) before Taxation	5.83	9.53	63.46	9.68	1.57	14.63	51.14	18.18	24.27
Provision for Taxation	1.54	1.73	12.34	2.04	17.92	3.00	47.06	3.66	22.00
Profit/(Loss) after Taxation	4.29	7.80	81.82	7.64	-2.05	11.63	52.23	14.52	24.85

Figures in billions Kenya Shillings

The gross earned premium increased by 16.36% in 2013 compared to 29.88% in 2012. Reinsurance premium ceded increased by 22.22% in 2013 compared to 35.40% in 2012. Investment and other income increased by 17.07% in 2013 compared to 88.48 in 2012.

Net incurred claims and commissions & expenses increased by 13.06% and 15.57% in 2013 respectively compared to 48.66% and 34.81% in 2012. Profit before taxation increased by 24.27% in 2013 compared to 51.14% in 2012. Provision for taxation increased by 22.0% in 2013 compared to 47.06% in 2012.

For detailed information on the insurance industry combined Statement of Comprehensive Income for the year 2013, refer to Table 13.



Companies	Gross Premium Earned Premiums		Reinsurance Premium Ceded & Other Adjustments		Net Earned Premium		Investment Income & Other Incomes		Net Income		Net Incurred Claims		Commissions		Commissions & Other Expenses		Profit(Loss) Before Tax		Provision for Tax & Other		Profit/(Loss) After Tax	
	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012
Peas	772,988	642,335	142,654	113,528	630,315	528,797	313,013	97,489	943,228	626,286	310,411	240,129	97,374	88,669	359,656	323,462	273,291	62,705	30,820	18,136	242,471	44,569
Pan Africa Life	5,324,059	5,440,654	222,272	315,020	5,101,827	5,125,634	2,067,356	2,092,570	7,169,183	7,218,204	5,274,337	5,521,395	716,800	669,678	1,472,753	1,370,039	422,093	326,770	126,628	101,984	295,465	224,786
Phoenix	443,046	421,007	225,075	202,398	217,973	218,609	283,968	216,419	501,961	435,028	168,200	85,507	47,988	64,053	284,047	294,933	114,714	54,588	23,653	19,356	91,061	35,222
Pioneer Life	988,098	1,043,964	85,633	106,823	882,465	935,141	80,679	126,708	983,144	1,061,949	628,252	649,707	125,408	166,421	306,331	371,094	28,561	41,048	10,500	9,456	18,061	31,632
Real	2,351,622	2,132,801	812,746	890,665	1,538,876	1,262,136	305,645	333,461	1,844,521	1,595,387	984,205	725,735	290,487	271,132	730,980	667,872	129,326	201,990	26,776	59,508	102,550	142,482
Resolution	1,892,970	0	1,222,761	0	380,209	0	570,884	0	951,093	0	289,061	0	82,833	0	585,841	0	76,191	0	25,780	0	50,411	0
Shield Assurance	124,529	150,006	455	609	124,074	149,397	28,130	85,936	152,204	235,333	67,977	96,474	17,845	23,947	104,597	109,597	-20,370	29,262	6,138	5,797	-26,508	23,465
Tibadiu	472,086	316,676	40,461	42,848	431,627	273,828	42,829	37,703	474,566	311,531	140,320	145,775	14,341	28,528	347,083	214,386	-12,837	-48,630	2,577	15,393	-15,414	-64,023
Tuul	793,596	696,741	279,844	257,262	503,754	441,479	270,065	242,070	773,619	663,349	226,082	242,082	138,472	116,477	288,284	244,438	259,443	197,019	71,381	47,221	188,062	149,798
Tidient	744,403	694,014	299,472	258,663	444,931	435,351	305,326	97,070	750,257	1,412,421	311,029	273,777	58,222	41,219	275,795	219,983	183,433	918,661	42,050	37,575	121,383	881,086
UAP General	7,161,061	5,396,368	1,416,625	1,016,953	5,744,536	4,377,415	1,382,798	1,401,131	7,107,334	5,778,546	3,478,607	2,481,897	888,716	720,602	2,395,514	2,004,072	1,233,213	1,292,577	198,133	177,078	1,034,080	1,115,489
UAP Life	1,128,845	781,414	287,923	251,841	840,922	529,573	1,079,085	837,246	1,366,819	1,201,142	743,980	1,201,142	91,813	88,146	439,744	355,104	279,121	287,735	473	5,538	278,646	282,197
Xflico	653,292	488,063	71,964	13,668	781,318	454,395	41,767	14,557	823,085	468,352	174,030	141,066	96,911	53,616	592,413	289,064	56,642	38,822	19,129	11,649	37,513	27,173
<b>TOTAL</b>	<b>107,775,193</b>	<b>92,111,426</b>	<b>25,854,975</b>	<b>21,153,676</b>	<b>81,320,218</b>	<b>70,957,749</b>	<b>42,725,723</b>	<b>36,488,582</b>	<b>124,045,941</b>	<b>107,446,331</b>	<b>63,394,249</b>	<b>56,029,015</b>	<b>13,894,104</b>	<b>12,280,808</b>	<b>42,517,124</b>	<b>36,792,066</b>	<b>18,174,569</b>	<b>14,625,250</b>	<b>3,655,947</b>	<b>2,990,656</b>	<b>145,18,622</b>	<b>11,625,594</b>

## 5.2 Statement of Financial Position

The insurance industry's combined Statement of Financial Position is shown in table 14 below.

**Table 14: Insurance industry combined Statement of Financial Position**

	2009	2010	Growth %	2011	Growth %	2012*	Growth %	2013	Growth %
Shareholders Capital, Life Fund & Reserves	33.91	47.86	41.14	48.28	0.88	60.54	25.39	79.68	31.62
Total Assets	164.88	209.48	27.05	243.74	16.35	284.28	14.91	359.52	26.47
Total Liabilities	130.97	161.61	23.39	195.47	20.95	223.60	14.39	278.72	24.65
Net Assets	33.91	47.86	41.14	48.28	0.88	60.54	25.39	79.68	31.62
Profit/(Loss) before Tax	5.83	9.53	63.64	9.68	1.57	14.63	51.14	18.18	24.27
Return on Capital Employed	0.15	0.20	33.33	0.20	0.00	0.24	20.00	0.23	(4.17)

Figures in billions Kenya shillings

\* 2012 figures have been restated

The insurance industry shareholders capital, life fund and reserves increased by 31.62% in 2013 compared to 25.39% in 2011. Total assets and liabilities grew by 26.47% and 24.65% in 2013 compared to 14.91% and 14.39% in 2012 respectively.

Net assets increased by 31.62% in 2013 compared to 25.39% in 2012. Return on capital employed marginally decreased by 4.17% in 2013 compared to an increase of 20.0% in 2012.

For detailed information on the insurance industry combined Statement of Financial Position for the year 2013, refer to Table 15.

Table 15: Detailed Statement of Financial Position for the year 2013

Company Name	Share Holders Capital, Life Fund & Reserve		Total Assets		Total Liabilities		Net Assets		Profit / loss before Tax		Return on Capital Employed	
	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012
Amaco	859,733	686,050	2,809,961	2,348,440	1,950,228	1,662,390	859,733	686,050	145,097	95,827	0.17	0.14
AIG	1,357,703	1,068,830	4,426,895	4,186,282	3,069,192	3,117,452	1,357,703	1,068,830	433,203	477,525	0.32	0.45
APA Insurance	3,806,911	2,723,923	13,295,625	9,488,719	9,488,714	6,764,796	3,806,911	2,723,923	558,801	234,948	0.15	0.09
APA Life	478,149	309,582	2,762,360	2,038,926	2,284,211	1,729,344	478,149	309,582	-86,809	-66,224	-0.18	-0.21
AAR	345,682	242,790	2,208,698	1,931,237	1,863,016	1,688,447	345,682	242,790	139,705	-163,496	0.40	-0.67
Britam	9,050,432	6,674,717	38,609,072	29,960,753	29,558,640	23,286,036	9,050,432	6,674,717	2,434,660	1,450,260	0.27	0.22
Cannon	2,435,134	1,988,430	4,837,209	4,374,562	2,402,075	2,386,132	2,435,134	1,988,430	448,587	552,491	0.18	0.28
Capex Life	241,331	237,971	385,285	391,110	143,954	153,138	241,331	237,971	4,927	11,387	0.02	0.05
CFC Life	1,521,809	1,178,567	20,281,921	18,064,133	18,760,112	16,885,566	1,521,809	1,178,567	436,636	-51,368	0.29	-0.04
CIC General	2,775,311	2,360,412	10,428,522	8,576,260	7,653,211	6,215,848	2,775,311	2,360,412	979,058	930,028	0.35	0.39
CIC Life	2,187,108	1,685,813	5,326,892	4,060,562	3,139,784	2,374,749	2,187,108	1,685,813	450,093	297,697	0.21	0.18
Corporate	913,528	833,028	1,871,222	1,689,837	957,694	856,809	913,528	833,028	145,876	236,704	0.16	0.28
Directline	672,018	654,581	3,848,433	3,508,460	3,176,415	2,853,879	672,018	654,581	145,938	322,539	0.22	0.49
Fidelity Shield	934,093	902,208	2,315,271	2,226,088	1,381,178	1,323,880	934,093	902,208	150,973	178,200	0.16	0.20
Forst Assurance	1,646,758	1,354,208	5,727,226	4,838,793	4,080,468	3,484,585	1,646,758	1,354,208	486,555	479,252	0.30	0.35
GA Insurance	1,625,605	1,402,278	7,073,505	5,542,593	5,447,900	4,140,315	1,625,605	1,402,278	583,794	462,117	0.36	0.33
GA Life	207,730	0	944,810	0	737,080	0	207,730	0	10,055	0	0.05	0.00
Gateway	867,156	681,978	2,107,341	2,033,204	1,240,185	1,351,226	867,156	681,978	172,321	13,323	0.20	0.02
Geminia	1,318,468	1,135,878	3,483,449	2,947,862	2,164,981	1,811,984	1,318,468	1,135,878	326,806	242,299	0.25	0.21
Heritage	1,785,450	1,842,472	4,658,916	4,810,836	2,873,466	2,968,364	1,785,450	1,842,472	711,126	974,016	0.40	0.53
ICEA LION General	2,992,396	2,535,030	9,688,607	8,950,973	6,696,211	6,415,943	2,992,396	2,535,030	872,558	633,384	0.29	0.25
ICEA LION Life	6,966,427	5,106,698	39,546,954	32,090,043	32,580,527	26,983,345	6,966,427	5,106,698	2,637,187	2,252,486	0.38	0.44
Intra Africa	708,897	639,880	1,416,571	1,281,819	707,674	641,939	708,897	639,880	55,041	89,488	0.08	0.14
Invesco	557,789	-836,853	2,929,062	1,278,930	2,371,273	2,115,783	557,789	-836,853	-80,598	27,417	-0.14	-0.03
Jubilee	6,006,903	4,322,860	45,085,831	34,182,078	39,078,928	29,859,218	6,006,903	4,322,860	1,422,312	791,133	0.24	0.18
Kenindia	2,308,005	1,542,164	29,048,761	19,405,575	26,740,756	17,863,411	2,308,005	1,542,164	508,019	143,247	0.22	0.09
Kenya Orient	670,743	437,676	1,585,023	1,272,510	914,281	834,835	670,742	437,676	56,181	99,739	0.08	0.23
Kenyan Alliance	1,533,254	1,277,086	3,967,126	3,518,617	2,433,872	2,241,531	1,533,254	1,277,086	941,611	173,471	0.61	0.14
Madison	1,902,445	1,597,818	6,955,140	5,945,157	5,052,695	4,347,339	1,902,445	1,597,818	304,627	719,502	0.16	0.45
Mayfair	910,216	439,327	4,202,861	2,172,572	3,292,645	1,733,245	910,216	439,327	327,737	44,905	0.36	0.10
Metropolitan Life	249,616	225,915	674,893	607,454	425,277	381,539	249,616	225,915	-65,442	-91,206	-0.26	-0.40
Occidental	739,475	558,692	2,235,273	1,938,521	1,495,799	1,379,829	739,474	558,692	173,831	154,357	0.24	0.28

Company Name	Share Holders Capital, Life Fund & Reserve		Total Assets		Total Liabilities		Net Assets		Profit / loss before Tax		Return on Capital Employed	
	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012
Old Mutual Life	671,621	1,025,492	12,037,774	10,962,078	11,366,153	9,996,586	671,621	1,025,492	-744,493	-618,518	-1.11	-0.60
Pacis	679,396	445,264	1,625,522	998,459	946,126	553,195	679,396	445,264	273,291	62,705	0.40	0.14
Pan Africa Life	1,101,713	806,248	18,623,186	14,686,548	17,521,473	13,880,300	1,101,713	806,248	422,093	326,770	0.38	0.41
Phoenix	1,800,886	1,387,013	2,317,719	1,961,913	516,833	574,900	1,800,886	1,387,013	114,713	54,588	0.06	0.04
Pioneer	376,469	329,817	1,170,069	997,509	793,600	667,692	376,469	329,817	28,561	41,048	0.08	0.12
Real	714,767	685,738	3,153,271	2,712,323	2,026,585	2,026,585	714,767	685,738	129,326	201,990	0.18	0.29
Resolution	340,307	0	3,072,761	0	2,026,585	0	340,307	0	76,191	0	0.22	0.00
Saham	612,738	631,446	2,066,167	1,640,269	1,453,429	1,008,823	612,738	631,446	21,375	111,780	0.03	0.18
Shield Assurance	123,838	150,346	715,320	693,388	591,482	543,042	123,838	150,346	-20,369	29,262	-0.16	0.19
Takaful	427,279	291,139	884,222	645,899	456,943	354,760	427,279	291,139	-12,837	-48,630	-0.03	-0.17
Tausi	797,187	635,340	2,114,085	1,821,758	1,316,898	1,186,418	797,187	635,340	259,443	197,019	0.33	0.31
The Monarch	662,184	616,249	1,269,081	1,269,081	606,897	513,413	662,184	616,259	54,400	33,993	0.08	0.06
Trident	1,980,472	1,859,089	4,186,428	4,050,068	2,205,955	2,190,980	1,980,473	1,859,089	163,433	918,661	0.08	0.49
UAP Life	798,312	519,664	6,458,174	4,717,695	5,659,862	4,198,031	798,312	519,664	279,121	267,735	0.35	0.52
UAP General	7,248,144	4,902,514	13,755,093	10,711,508	6,506,949	5,808,994	7,248,144	4,902,514	1,233,213	1,292,577	0.17	0.26
Xplico	768,955	443,192	1,330,419	743,993	561,464	300,801	768,955	443,192	56,642	38,822	0.07	0.09
<b>TOTAL</b>	<b>79,680,543</b>	<b>60,538,560</b>	<b>359,518,006</b>	<b>284,275,394</b>	<b>278,719,676</b>	<b>223,597,416</b>	<b>79,680,542</b>	<b>60,538,570</b>	<b>18,174,569</b>	<b>14,625,250</b>	<b>0.23</b>	<b>0.24</b>

## 6.0 Non-Life Insurance

Non-life insurance is also referred to as general insurance. The major classes of non-life insurance are Motor, Fire, Work Injury Benefit (WIBA), Personal Accident, Marine, Theft and Medical Insurance. Other classes include Liability, Aviation, Engineering, Miscellaneous Accidents and Micro-insurance. Thirty six (36) insurance companies wrote non-life insurance.

### 6.1 Premium Income

Gross premium for the year was Ksh. 86.64 billion compared to Kshs. 71.46 billion in 2012. This represents 21.1% growth compared to 17.8% realised in 2012. The table below shows the gross premium, market share and percentage growth per company for the last three years.

**Table 16 Gross Written Premium, Percentage Growth and Market Share (2011 – 2013)**

Company	2011			2012			2013		
	Gross Premium	Percentage Growth %	Market Share %	Gross Premium	Percentage Growth %	Market Share %	Gross Premium	Percentage Growth %	Market Share %
AAR	-	-	-	-	-	-	2,619,915	-	3.02
AIG	2,803,897	7.32	4.62	3,203,367	14.25	4.48	3,504,708	9.4	4.04
Amaco	1,770,765	1.96	2.92	1,912,372	8.00	2.68	2,196,641	14.9	2.54
APA	5,019,780	8.86	8.27	5,590,038	11.36	7.82	6,553,965	17.2	7.56
Britam	2,349,216	31.60	3.87	3,112,745	32.50	4.36	3,826,506	22.9	4.42
Cannon	1,002,110	6.90	1.65	1,065,298	6.31	1.49	1,047,362	-1.7	1.21
CIC General	4,580,309	54.68	7.55	6,557,122	43.16	9.18	8,058,182	22.9	9.30
Corporate	324,826	-9.74	0.54	322,236	-0.80	0.45	335,353	4.1	0.39
Directline	1,802,180	14.55	2.97	2,051,764	13.85	2.87	2,224,887	8.4	2.57
Fidelity Shield	1,011,865	17.14	1.67	1,080,205	6.75	1.51	1,240,173	14.8	1.43
First Assurance	2,370,141	13.42	3.91	2,942,554	24.15	4.12	3,242,754	10.2	3.74
GA Insurance	1,817,674	28.77	3.00	2,351,860	29.39	3.29	3,088,693	31.3	3.56
Gateway	519,300	-0.80	0.86	443,527	-14.59	0.62	540,968	22.0	0.62
Gemina	899,008	16.73	1.48	1,072,303	19.28	1.50	1,251,018	16.7	1.44
Heritage	3,248,925	31.16	5.36	3,405,694	4.83	4.77	3,549,062	4.2	4.10
ICEA Lion Gen	1,914,916	-2.29	3.16	4,014,690	109.65	5.62	4,563,514	13.7	5.27
Intra Africa	671,682	20.00	1.11	726,921	8.22	1.02	814,311	12.0	0.94
Invesco	1,106,271	96.55	1.82	1,540,347	39.24	2.16	1,787,720	16.1	2.06
Jubilee	6,660,922	41.37	10.98	8,085,352	21.38	11.31	8,663,485	7.2	10.00
Kenindia	3,565,694	6.70	5.88	3,376,542	-5.3	4.72	2,775,581	-17.8	3.20
Kenya Orient	1,026,344	31.96	1.69	1,302,060	26.86	1.82	1,443,782	10.9	1.67
Kenyan Alliance	785,403	56.38	1.29	950,893	21.07	1.33	1,199,048	26.1	1.38
Madison	1,080,192	14.93	1.78	1,002,016	-7.24	1.40	1,096,411	9.4	1.27
Mayfair	1,004,197	43.03	1.66	1,258,446	25.32	1.76	1,503,286	19.5	1.73
Saham (Formerly Mercantile)	560,389	15.70	0.92	616,031	9.93	0.86	846,363	37.4	0.98
Occidental	1,275,261	12.35	2.10	1,498,373	17.50	2.10	1,624,957	8.4	1.88



Company	2011			2012			2013		
	Gross Premium	Percentage Growth %	Market Share %	Gross Premium	Percentage Growth %	Market Share %	Gross Premium	Percentage Growth %	Market Share %
Pacis	509,147	19.80	0.84	704,490	38.37	0.99	813,692	15.5	0.94
Phoenix	419,844	-1.65	0.69	406,267	-3.23	0.57	462,783	13.9	0.53
Pioneer	251,265	89.55	0.41	27,316	-89.13	0.04	-	-	-
Real	1,540,421	10.28	2.54	2,217,761	43.97	3.10	2,537,429	14.4	2.93
Resolution	0	0	0	-	0.00	0.00	2,045,814	-	2.36
Takaful	178,158	-	0.29	428,228	140.36	0.60	476,710	11.3	0.55
Tausi	614,627	10.89	1.01	727,202	18.32	1.02	803,201	10.5	0.93
The Monarch	251,515	-3.99	0.41	326,925	29.98	0.46	469,475	43.6	0.54
Trident	723,684	19.56	1.19	675,594	-6.65	0.95	748,833	10.8	0.86
UAP Insurance	4,715,514	21.96	7.77	5,925,796	25.67	8.29	7,686,031	29.7	8.87
Xplico	249,618	-	0.41	540,379	116.48	0.76	1,004,726	85.9	1.16
<b>Total</b>	<b>60,667,770</b>	<b>-</b>	<b>100.00</b>	<b>71,462,715</b>	<b>17.80</b>	<b>100.00</b>	<b>86,647,399</b>	<b>21.30</b>	<b>100.00</b>

Figures in Ksh. '000

The table above shows that only two companies recorded negative growth in 2013 compared to seven in 2012. The average growth rate was 21.3 % with nine (9) companies exceeding this average. One (1) company recorded an extraordinary growth of 85.9%. Unlike 2012 where three (3) companies achieved a growth of over 100%, no company achieved this level in 2013. Five (5) companies have a market share exceeding 5% contributing 41% of gross premiums.

### 6.2 Premium growth for the last five years (2009 - 2013)

Non-life insurance premium has grown in the last five years by about Kshs. 43.5 billion which represents an average growth of Kshs. 8.7 billion per year. This is presented in the figure below:

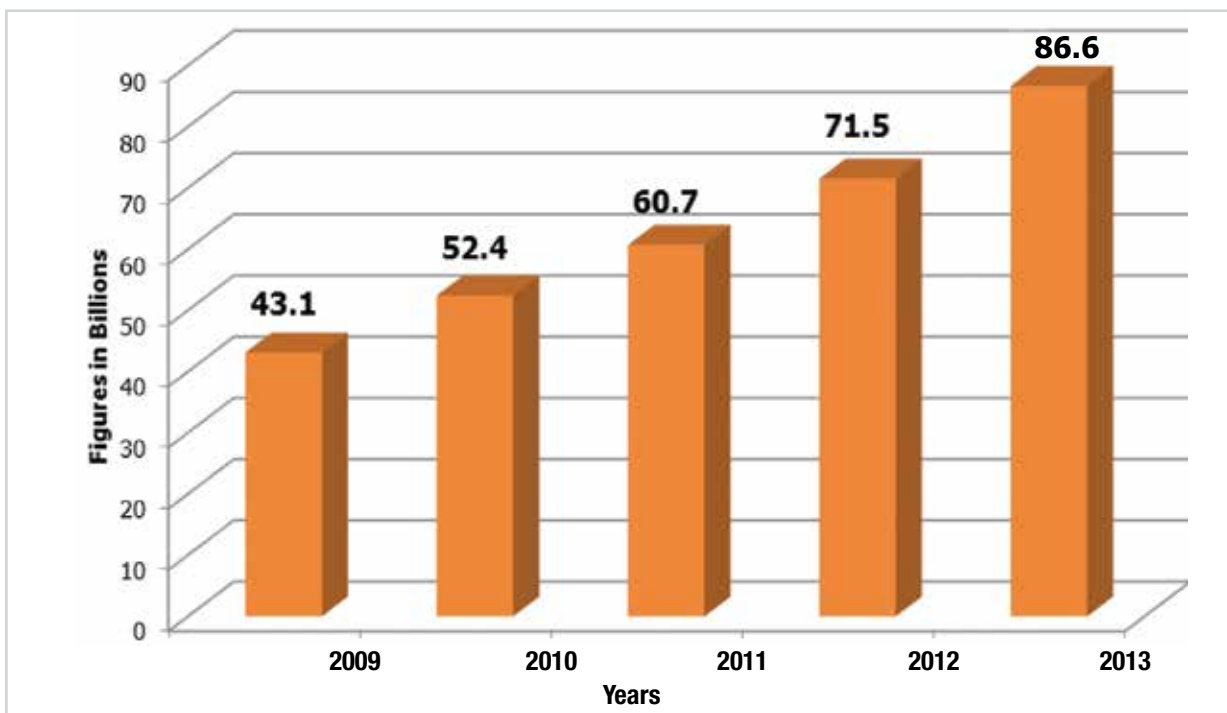


Figure 4: Premium growth for the last five years

### 6.3 Performance of Main Classes of Insurance

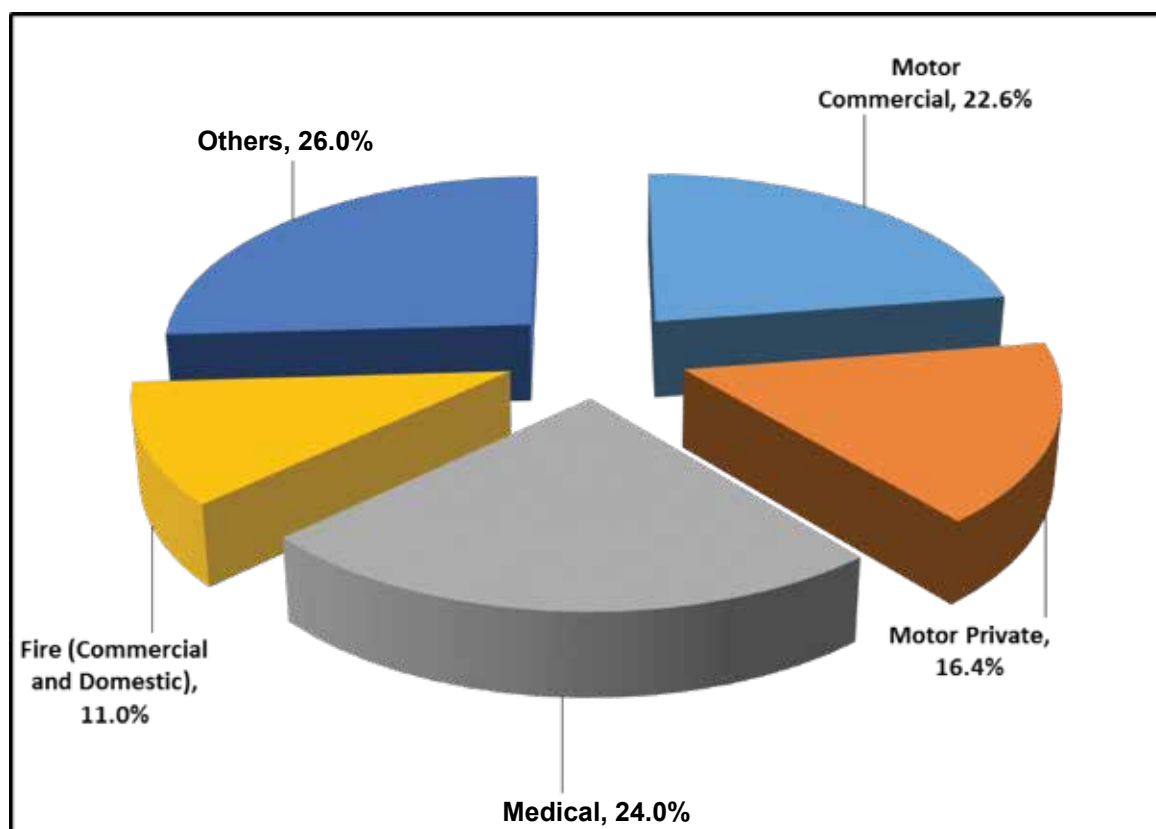
Medical, Motor Commercial, Motor Private and Fire (Commercial and Domestic) recorded gross premiums of over Kshs. 9 billion each and accounted for 74% of the gross premium in 2013.

The table and the figure below show the distribution of gross premium per class for the major classes.

**Table 17 : Distribution of Gross Written Premium per Class**

	<b>Class of Business</b>	<b>Amount in Kshs. (Billions)</b>	<b>% of Total Premium</b>
1	Motor Commercial	19.56	22.6%
2	Motor Private	14.24	16.4%
3	Medical	20.82	24.0%
4	Fire (Commercial and Domestic)	9.55	11.0%
5	Others	22.47	26.0%
	<b>Total</b>	<b>86.64</b>	<b>100.0</b>

Motor insurance accounted for 39% of the total gross premium, compared to 42% in 2012 and 45 % in 2011. The contribution of motor to the gross premium shows a downward trend. Motor and Medical insurance contributed 63% of the gross premiums.



**Figure 5: Premium distribution for the major classes in 2013**

## 6.4 Gross Written Premium per Class

The table below shows distribution of gross premium per class from 2010 to 2013. In 2013, medical insurance recorded the highest growth of 59.3% followed by Aviation at 43.4%. In 2012, Medical insurance had the highest growth (46.8%) followed by Engineering (29.4%). The growth of the medical class was exceptionally high as results for two newly licensed medical insurance underwriters were not included in 2012. Personal Accident and Marine had the least growth (Less than 10% each).

**Table 18: Gross written premium growth per class**

Class of Business	2010	2009 / 2010 Growth %	2011	2010 / 2011 Growth %	2012	2011 / 2012 Growth %	2013	2012 / 2013 Growth %
Aviation	532,060	10.99	676,724	27.19	795,540	17.56	1,140,469	43.36
Engineering	1,538,485	16.78	2,008,942	30.58	2,600,378	29.44	2,931,347	12.73
Fire Domestic	866,158	10.34	996,708	15.07	1,120,430	12.41	1,271,419	13.48
Fire Commercial	5,063,678	14.59	5,988,057	18.26	7,221,097	20.59	8,280,910	14.68
Liability	1,228,252	30.56	1,289,665	5.00	1,387,338	7.57	1,623,441	17.02
Marine	2,105,758	23.57	2,401,579	14.05	2,606,172	8.52	2,862,550	9.84
Motor Private	9,951,385	36.19	11,596,080	16.53	12,743,474	9.89	14,236,358	11.71
Motor Commercial	11,254,995	23.51	15,561,048	11.94	17,396,418	11.79	19,557,347	12.42
Personal Accident	8,393,409	-69.94	2,673,963	5.98	3,055,022	14.25	3,282,922	7.46
Medical	5,887,152	26.27	8,902,912	19.76	13,071,119	46.82	20,818,967	59.27
Theft	2,003,838	7.43	2,570,905	19.42	2,934,846	14.16	3,333,078	13.57
WIBA	3,092,460	11.51	3,841,495	11.40	4,157,165	8.22	4,660,269	12.10
Miscellaneous	1,411,233	7.27	2,159,636	42.60	2,373,716	9.91	2,646,268	11.48
<b>Total</b>	<b>53,330,873</b>	<b>21.46</b>	<b>60,669,725</b>	<b>15.87</b>	<b>71,464,728</b>	<b>17.79</b>	<b>86,647,339</b>	<b>21.24</b>

Figures in Ksh '000.

Table 19: Gross Written Premium per Company per Class

Company Name	Aviation	Engineering	Fire Domestic	Fire Industrial	Public Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Medical	Theft	WIBA	Miscellaneous	Total 2013
AAR	-	-	-	-	-	-	-	-	-	2,619,915,000	-	-	-	2,619,915,000
AGC	35,079,000	2,344,000	98,147,000	824,017,000	358,002,000	70,900,000	503,870,000	640,829,000	442,444,000	-	353,942,000	166,996,000	7,139,000	3,504,708,000
Amasco	-	29,050,000	9,646,000	130,155,000	9,421,000	4,790,000	639,944,000	1,149,499,000	90,512,000	-	24,180,000	62,280,000	47,186,000	2,196,641,000
APA	34,554,000	182,628,000	63,352,000	544,826,000	114,015,000	327,018,000	1,042,495,000	1,616,908,000	74,701,000	1,516,160,000	1,88,040,000	543,190,000	306,078,000	6,553,965,000
Britann	-	138,699,000	65,128,000	202,463,000	26,110,000	155,590,000	499,201,000	791,297,000	448,057,000	986,473,000	133,529,000	171,080,000	208,895,000	3,826,506,000
Cannon	-	114,136,000	14,392,000	89,024,000	12,869,000	36,052,000	231,612,000	256,633,000	59,913,000	-	38,691,000	108,463,000	83,577,000	1,047,362,000
CCC General	-	125,861,000	80,699,000	492,803,000	182,342,000	95,988,000	1,580,722,000	2,305,167,000	176,851,000	2,352,456,000	354,076,000	185,855,000	125,382,000	8,058,182,000
Corporate	-	48,380,000	6,093,000	39,766,000	3,036,000	3,495,000	76,654,000	52,834,000	11,829,000	-	45,836,000	26,383,000	21,069,000	333,353,000
Directline	-	-	-	-	-	-	-	2,224,886,617	-	-	-	-	-	2,224,886,617
Fidelity Shield	-	37,887,000	24,858,000	189,296,000	11,775,000	47,886,000	248,329,000	428,519,000	23,558,000	-	54,710,000	158,988,000	16,359,000	1,240,173,000
First Assurance	-	254,009,000	45,004,000	389,721,000	46,557,000	90,108,000	514,771,000	660,713,000	72,823,000	767,469,000	87,122,000	149,777,000	164,680,000	3,242,754,000
GA Insurance	10,072,000	153,340,000	49,992,000	502,588,000	38,207,000	229,413,000	247,336,000	363,173,000	45,098,000	744,227,000	232,190,000	346,771,000	135,286,000	3,086,688,000
Gateway	-	2,895,444	5,970,909	10,816,100	17,665,463	4,924,150	190,823,012	220,688,735	7,492,857	51,229,745	7,430,895	9,078,689	11,797,373	540,968,372
Gemita	-	54,769,203	31,617,748	184,245,853	11,790,879	137,951,975	189,822,075	312,215,672	31,237,041	-	107,574,760	171,666,207	18,067,084	1,251,018,497
Heritage	-	211,224,000	137,703,000	317,487,000	174,742,000	61,373,000	464,134,000	374,279,000	259,613,000	1,118,241,000	85,684,000	219,830,000	124,752,000	3,549,062,000
ICEA Lion General	836,122,000	95,835,000	105,120,000	653,995,000	93,560,000	209,491,000	834,775,000	747,962,000	201,539,000	247,251,000	175,863,000	321,533,000	40,468,000	4,565,514,000
Intra Africa	-	48,109,163	18,431,103	74,088,536	5,449,254	76,622,363	169,773,950	169,589,286	20,786,547	-	59,614,743	107,000,956	64,844,802	814,310,703
Investo	-	556,712	1,193,414	350,685	167,645	795,035	163,720,907	1,617,192,317	1,997,977	-	442,699	835,226	467,298	1,787,719,904
Jubilee	60,486,000	180,011,000	113,955,000	647,538,000	92,705,000	205,822,000	1,558,856,000	429,561,000	603,704,000	4,289,565,000	158,932,000	142,580,000	199,952,000	8,665,485,000
Kenindia	-	134,495,000	35,135,000	635,695,000	28,232,000	283,398,000	309,368,000	435,732,000	80,205,000	71,651,000	302,172,000	440,604,000	18,914,000	2,775,581,000
Kenya Orient	-	22,864,169	16,042,463	39,317,235	17,364,737	16,218,343	594,836,204	575,789,819	7,270,070	-	79,747,461	46,786,838	27,446,661	1,443,782,000
Kenyan Alliance	-	12,354,682	34,009,456	74,035,090	3,613,296	21,635,745	524,888,777	369,377,561	84,696,088	-	33,301,644	40,242,780	872,913	1,199,048,043
Melison	-	11,486,000	5,718,000	58,549,000	81,952,000	9,536,000	167,796,000	308,185,000	28,099,000	345,037,000	14,178,000	17,832,000	48,043,000	1,096,411,000
Mayfair	7,909,000	188,170,000	36,931,000	219,032,000	10,200,000	116,104,000	211,772,000	227,727,000	27,812,000	-	101,562,000	235,277,000	126,770,000	1,503,286,000
Saham ( Mercantile)	-	136,689,000	9,207,000	34,076,000	2,366,000	5,206,000	74,167,000	84,386,000	8,939,000	58,983,000	21,254,000	20,814,000	390,677,000	846,383,000
Occidental	-	107,667,049	35,029,909	245,661,561	7,181,862	143,224,822	220,937,422	371,702,052	46,626,426	-	133,286,714	255,083,200	60,555,722	1,624,956,539
Paris	-	13,021,000	13,190,000	72,026,000	9,764,000	4,780,000	278,009,000	248,163,000	23,598,000	75,230,000	21,982,000	51,227,000	2,701,000	813,692,000
Phoenix	144,000,000	26,572,000	8,473,000	51,672,000	11,583,000	16,313,000	74,167,000	43,184,000	12,101,000	-	18,468,000	26,008,000	30,222,000	462,783,000
Real	-	125,078,000	37,882,000	284,833,000	66,352,000	82,692,000	536,873,000	552,170,000	210,782,000	501,359,000	51,448,000	88,225,000	-2,265,000	2,537,429,000

Company Name	Aviation	Engineering	Fire Domestic	Fire Industrial	Public Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Medical	Theft	WIBA	Miscellaneous	Total 2013
Resolution	-	-	-	-	-	-	-	-	-	2,045,814,000	-	-	-	2,045,814,000
Takalul	-	6,733,000	7,769,000	25,665,000	4,873,000	14,745,000	104,857,000	238,541,000	1,237,000	-	45,731,000	19,599,000	6,960,000	475,710,000
Tausi	-	28,445,125	32,609,485	151,341,480	7,503,541	114,888,552	117,854,213	86,239,356	17,537,270	-	102,315,460	121,787,999	22,698,819	803,201,300
The Monarch	-	19,441,907	2,736,083	21,341,877	5,460,967	6,280,302	177,945,348	115,307,008	37,456,391	-	8,237,195	26,925,896	48,342,095	469,475,069
Trident	-	12,842,820	10,732,288	129,481,094	4,057,728	85,966,337	90,82,407	163,432,761	12,842,540	740,713	39,992,698	85,143,106	113,418,684	748,833,776
UAP Insurance	-	410,911,000	111,990,000	939,142,000	134,503,000	177,167,000	1,064,554,000	1,126,463,000	106,436,000	3,027,766,000	243,781,000	241,245,000	102,075,000	7,686,031,000
Xplico	12,247,100	14,577,636	1,661,867	13,841,598	28,023,474	15,235,639	531,211,800	251,010,217	5,126,659	-	7,762,232	51,201,420	72,826,091	1,004,725,982
<b>Total</b>	<b>1,140,469,100</b>	<b>2,831,346,910</b>	<b>1,271,418,735</b>	<b>8,280,910,109</b>	<b>1,623,440,846</b>	<b>2,862,590,074</b>	<b>14,236,356,115</b>	<b>19,557,347,401</b>	<b>3,282,922,086</b>	<b>20,818,967,458</b>	<b>3,333,077,561</b>	<b>4,660,269,317</b>	<b>2,646,267,522</b>	<b>86,947,339,212</b>

The gross premium grew by 21% compared to 18% in the year 2012. Ten (10) companies managed to hit the Kshs 3 billion mark. Four (4) companies managed to write premiums above Kshs. 5 billion. Five companies wrote a gross premium of less than Ksh. 500 million. Eight underwriters wrote aviation business compared to five in 2012.

Table 20: Net Incurred Claims

Company Name	Aviation	Engineering	Fire Domestic	Fire Industrial	Public Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Medical	Theft	WIBA	Miscellaneous	Total 2013
AAR	-	-	-	-	-	-	-	-	-	1,229,706,000	-	-	-	1,229,706,000
AG	70,000	1,060,000	21,060,000	29,971,000	30,279,000	5,953,000	294,369,000	406,678,000	120,256,000	-	15,770,000	15,935,000	-126,000	941,274,000
Amaco	-	3,945,000.00	843,000.00	6,273,000.00	2,259,000.00	1,861,000.00	313,923,000.00	479,144,000.00	21,991,000.00	-	5,041,000.00	4,610,000.00	8,009,000.00	848,537,000.00
APA	-783,000	103,008,000	38,087,000	92,478,000	46,372,000	91,394,000	884,397,000	761,995,000	162,863,000	831,081,000	102,452,000	348,548,000	32,015,000	3,493,907,000
Britam	-	10,637,000	13,165,000	18,210,000	114,000	9,543,000	316,456,000	310,284,000	63,532,000	535,451,000	53,660,000	43,343,000	159,502,000	1,533,877,000
Cannon	-	6,263,000	6,655,000	6,852,000	-8,240,000	25,011,000	144,659,000	148,234,000	8,934,000	-	30,661,000	53,517,000	64,268,000	486,815,000
CIC General	-	34,012,000	12,311,000	47,798,000	88,539,000	10,759,000	1,123,929,000	881,903,000	85,975,000	1,585,921,000	176,764,000	55,677,000	9,473,000	4,113,060,000
Corporate	-	-205,000	2,709,000	5,811,000	-682,000	1,316,000	48,333,000	11,904,000	735,000	-	2,351,000	4,430,000	337,000	77,040,000
Directline	-	-	-	-	-	-	-	1,336,523,535	-	-	-	-	-	1,336,523,535
Fidelity Shield	-	854,000	5,911,000	20,628,000	-3,952,000	10,230,000	146,403,000	215,691,000	6,389,000	-	9,771,000	72,673,000	144,000	484,742,000
First Assurance	-	-444,000	11,643,000	42,042,000	43,008,000	872,000	385,836,000	438,891,000	10,178,000	411,680,000	41,421,000	123,223,000	6,664,000	1,515,015,000
GA Insurance	11,000	26,985,000	23,409,000	20,226,000	14,787,000	34,300,000	174,730,000	307,467,000	10,696,000	88,915,000	152,474,000	229,141,000	-321,000	1,075,776,000
Gateway	-	621,771	28,439,827	3,329,409	110,943	-148,729	104,363,333	-18,289,306	-4,008,969	18,244,295	-3,119,410	-102,612	9,423,111	138,863,672
Gemina	-	13,597,052	9,106,434	-4,540,464	2,020,862	24,204,693	80,484,175	227,712,231	4,532,833	-	5,938,250	24,057,582	-8,375,804	378,737,844
Heritage	2,666,000	6,890,000	36,841,000	-7,743,000	9,578,000	2,846,000	247,531,000	145,061,000	59,113,000	126,857,000	15,784,000	46,881,000	18,125,000	710,430,000
ICEA Lion Gen	14,944,000	6,736,000	14,228,000	127,351,000	10,334,000	59,251,000	461,076,000	242,890,000	23,901,000	94,954,000	100,486,000	73,915,000	-8,667,000	1,221,400,000
Intra Africa	-	10,593,620	10,070,884	30,477,235	10,429,792	55,422,804	91,204,985	107,830,146	29,495,089	-	20,375,029	22,971,975	-3,687,650	385,183,889
Invesco	-	-625,050	9,843,544	-486,177	-1,173	1,059,814	133,127,279	459,266,921	-10,530,929	-	-971,609	-478,572	-13,953	590,190,096
Jubilee	208,000	2,984,000	11,789,000	83,536,000	-4,566,000	72,670,000	1,150,358,000	258,379,000	212,763,000	2,079,892,000	7,354,000	30,604,000	162,605,000	4,078,576,000
Kenindia	-	10,279,000	9,687,000	77,946,000	-45,881,000	19,860,000	195,644,000	289,254,000	16,497,000	97,130,000	65,868,000	303,759,000	438,000	1,040,481,000
Kenya Orient	-	683,472	-912,457	5,246,533	9,278,472	1,377,205	348,220,863	249,599,547	1,323,438	-	2,157,682	12,054,904	-43,953,830	587,261,456
Kenyan Alliance	-	-1,474,309	2,421,141	8,267,253	-943,170	5,532,232	285,861,331	135,773,440	-10,776,971	-	9,226,322	-14,152,579	142,472	419,877,162
Madison	-	3,434,000	737,000	-481,000	4,986,000	68,000	124,559,000	134,935,000	-9,993,000	147,173,000	344,000	9,400,000	19,932,000	435,094,000
Meyfair	-	3,327,000	10,190,000	11,997,000	3,706,000	18,084,000	143,462,000	137,292,000	3,769,000	-	18,971,000	120,118,000	8,802,000	479,718,000
Saham (Mercantile)	-	2,343,000	889,000	4,110,000	-187,000	892,000	39,541,000	26,228,000	-31,000	9,969,000	10,820,000	583,000	77,721,000	172,878,000
Occidental	-	7,607,797	21,476,285	29,456,600	-142,381	47,270,866	149,024,211	197,443,077	8,189,694	0	51,327,070	131,245,356	4,896,881	647,795,256
Paris	-	2,382,000	5,035,000	1,073,000	5,885,000	517,000	202,540,000	59,966,000	3,909,000	12,855,000	7,934,000	7,975,000	341,000	310,411,000
Phoenix	782,000	339,000	974,000	1,570,000	404,000	4,058,000	51,732,000	17,538,000	8,433,000	-	8,444,000	8,626,000	300,000	103,200,000
Real	-	6,152,000	9,998,000	30,809,000	-1,048,000	5,604,000	379,751,000	310,059,000	29,780,000	157,141,000	24,345,000	32,048,000	465,000	984,204,000
Resolution	-	-	-	-	-	-	-	-	-	289,061,000	-	-	-	289,061,000
Takaful	-	3,000	4,609,000	155,000	12,779,000	1,644,000	27,617,000	75,632,000	109,000	-	9,005,000	8,462,000	305,000	140,320,000
Tausi	-	5,161,526	12,280,970	10,418,600	700,212	6,195,813	44,375,226	48,341,056	456,380	-	34,769,228	57,298,568	6,094,234	226,091,813
The Monarch	-	-34,612	-821,759	894,466	450,343	-293,554	75,578,728	38,289,946	113,035	-	-2,350,310	5,424,388	730,179	117,980,848
Trident	-	2,998,066	2,058,399	7,554,235	2,889,695	34,833,471	52,961,889	66,337,967	1,922,547	-	13,952,933	121,965,294	1,555,181	311,029,327
UAP	-	32,196,000	8,845,000	77,062,000	5,914,000	18,002,000	691,811,000	473,823,000	12,432,000	1,950,347,000	137,929,000	62,843,000	7,402,000	3,478,607,000
Xplico	-	-94,528,000	-401,567,000	8,169,000	-118,848,000	24,842,000	88,377,951,000	78,979,755,000	2,991,904,000	-	1,172,305,000	3,874,700,000	-784,789,000	174,029,894,000
Total	17,898,000	302,224,805	342,276,701	788,299,859	239,062,547	570,214,457	9,002,134,951	9,063,036,315	875,879,051	9,666,377,295	1,130,126,140	2,020,470,004	534,559,032	34,557,693,792

Net claims incurred amounted to Kshs. 34.6 billion compared to Ksh. 29.7 billion in 2012 representing an increase of 16.5%. Motor private, motor commercial and Medical had claims exceeding nine billion each. Three (3) companies paid claims exceeding Ksh 3 billion.

Table 21 : Underwriting Profit/Loss Per Class Per Company

Company Name	Aviation	Engineering	Fire Domestic	Fire Industrial	Public Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Medical	Theft	WIBA	Miscellaneous	Total 2013
AAR	-	-	-	-	-	-	-	-	-	-151,920,000	-	-	-	-151,920,000
AIG	1,926,000	-5,568,000	-1,631,000	-47,467,000	41,374,000	-10,617,000	-335,000	18,653,000	29,585,000	-	35,041,000	70,022,000	2,330,000	133,309,000
Amaco	-	-4,115,000	1,543,000	59,891,000	871,000	1,508,000	-7,768,000	-13,978,000	2,156,000	-	-6,677,000	37,484,000	14,958,000	85,874,000
APA	-1,978,000	-68,320,000	-17,987,000	2,055,000	-10,767,000	36,058,000	-179,449,000	260,658,000	-102,783,000	-1,494,000	19,025,000	-41,409,000	157,308,000	54,103,000
Britam	-	19,794,000	10,393,000	30,761,000	5,344,000	28,796,000	-58,415,000	135,531,000	87,881,000	93,578,000	24,398,000	17,467,000	-88,551,000	306,964,000
Canon	-	-17,699,000	-1,890,000	-9,187,000	8,770,000	-14,716,000	-31,998,000	-6,666,000	8,050,000	-	-11,779,000	-1,121,000	-48,134,000	-126,371,000
CC General	-	9,206,000	36,826,000	91,122,000	-52,152,000	31,126,000	-129,040,000	558,933,000	28,036,000	-293,798,000	49,588,000	60,630,000	23,852,000	408,545,000
Corporate	-	1,884,000	-886,000	-263,000	1,289,000	186,000	-14,559,000	14,769,000	4,580,000	-	3,142,000	-1,197,000	730,000	9,634,000
Directline	-	-	-	-	-	-	-	-158,786,196	-	-	-	-	-	-158,786,196
Fidelity Shield	-	1,632,000	1,326,000	-12,352,000	7,526,000	-4,687,000	17,807,000	30,927,000	-3,077,000	-	1,623,000	3,120,000	2,739,000	46,584,000
First Assurance	-	68,789,000	8,344,000	20,229,000	-17,582,000	26,131,000	-41,136,000	42,384,000	9,315,000	20,504,000	-3,263,000	-8,771,000	35,040,000	159,984,000
GA Insurance	270,000	203,000	471,000	55,910,000	4,828,000	47,871,000	-25,219,000	-87,678,000	9,236,000	41,842,000	-17,354,000	-30,677,000	101,427,000	108,174,000
Gateway	-	166,381	-26,132,810	4,037,550	-1,009,822	2,652,896	-112,948,823	101,685,402	1,725,177	1,483,973	5,762,646	6,416,396	-3,446,796	-23,672,193
Gemina	-	-6,424,978	6,424,978	40,551,250	4,013,079	18,798,783	36,728,784	-46,178,282	4,371,649	-	35,920,912	72,001,621	17,918,863	181,739,231
Heritage	-2,666,000	5,432,000	31,057,000	15,424,000	18,707,000	15,616,000	15,189,000	59,883,000	53,406,000	8,958,000	29,457,000	52,688,000	7,259,000	310,410,000
ICEA Lion Gen	17,100,000	19,531,000	18,157,000	-1,603,000	-2,047,000	28,388,000	-24,465,000	154,321,000	70,648,000	48,829,000	-5,098,000	33,855,000	15,257,000	372,853,000
Intra Africa	-	5,059,849	-1,716,584	-15,947	-8,158,424	-34,743,122	-2,707,337	-18,652,266	-20,710,053	-	5,340,627	33,558,114	24,133,146	-18,611,998
Invesco	-	534,323	-10,213,523	-1,894,323	82,940	-2,754,958	-102,268,771	29,820,914	10,201,094	-	942,491	550,197	156,865	-74,842,751
Jubilee	-14,734,000	60,904,000	19,902,000	19,562,000	59,898,000	16,520,000	28,290,000	9,489,000	28,333,000	396,203,000	17,522,000	66,038,000	-135,796,000	572,131,000
Kenndia	-	-19,003,000	5,934,000	-108,883,000	51,711,000	160,282,000	49,076,000	65,468,000	3,519,000	-44,843,000	11,281,000	-8,860,000	6,043,000	173,723,000
Kenya Orient	-	1,470,575	5,933,048	4,211,579	-3,793,316	5,573,750	-47,385,475	31,783,002	492,722	-	13,365,242	6,671,470	66,200,899	82,347,868
Kenyan Alliance	-	4,315,634	12,820,337	8,917,362	2,568,489	2,376,980	-48,660,846	10,849,668	26,393,682	-	2,639,413	30,256,357	178,549	52,655,625
Madison	-	-773,000	30,876,000	-2,425,000	20,997,000	3,203,000	-33,325,000	27,666,000	19,727,000	-80,173,000	7,740,000	489,000	-5,450,000	-11,428,000
Mayfair	-3,280,000	9,937,000	-4,064,000	-15,967,000	893,000	10,540,000	7,682,000	22,745,000	-664,000	-	-5,434,000	10,466,000	17,971,000	50,805,000
Saham (Mercantile)	-	12,690,000	2,521,000	944,000	621,000	15,000	-20,640,000	-10,003,000	1,942,000	2,483,000	-6,468,000	3,193,000	-34,354,000	-47,055,000
Occidental	-	8,359,911	-6,966,169	24,001,298	1,377,411	505,953	-4,680,957	24,826,121	4,315,547	-	-2,270,838	-8,384,179	23,741,115	64,845,216
Pacific	-	-2,576,000	-436,000	-3,263,000	-2,277,000	517,000	-59,616,000	64,279,000	5,172,000	-6,130,000	-108,000	14,225,000	406,000	10,181,000
Phoenix	9,879,000	10,111,000	-1,035,000	5,980,000	-2,175,000	-3,295,000	-36,054,000	-13,284,000	-8,216,000	-	-6,313,000	-8,635,000	-4,064,000	-57,101,000
Real	-	8,741,000	13,207,000	-1,445,000	13,136,000	21,239,000	-23,107,000	41,808,000	12,995,000	-63,160,000	6,913,000	17,593,000	1,469,000	49,389,000
Resolution Health	-	-	-	-	-	-	-	-	-	41,747,000	-	-	-	41,747,000
Takaful	-	-2,300,000	-4,683,000	-1,464,000	-11,918,000	-5,306,000	2,263,000	-5,517,000	-1,522,000	-	2,917,000	-5,171,000	1,069,000	-31,633,000
Tausi	-	1,122,649	-1,620,231	-7,195,908	1,944,306	39,286,124	32,454,981	4,416,641	4,663,382	-	2,895,738	12,343,720	12,505,031	102,796,433
The Monarch	-	2,802,317	1,611,269	1,881,869	414,123	1,561,120	-31,410,538	299,923	2,167,945	-	4,780,691	-666,433	16,640,006	82,291
Trident	-	-5,377,221	621,469	5,849,372	994,223	-16,564,852	-12,288,317	-13,290,149	2,144,804	554,230	-11,579,099	-77,781,565	76,540,519	-50,176,586
UAP Insurance	-	7,498,000	44,079,000	117,710,000	50,554,000	37,588,000	-51,594,000	265,170,000	38,180,000	101,949,000	-43,448,000	98,376,000	15,725,000	681,645,000
Xplico	-8,367,976	-4,771,507	34,487	-4,110,948	-6,874,069	2,492,539	163,252,373	-8,844,827	-4,898,104	0	1,043,292	1,294,191	32,440,742	162,680,195
<b>Total</b>	<b>-1,850,976</b>	<b>123,254,933</b>	<b>170,432,643</b>	<b>289,137,959</b>	<b>179,139,940</b>	<b>446,076,013</b>	<b>-746,047,926</b>	<b>1,593,505,951</b>	<b>327,526,845</b>	<b>119,501,203</b>	<b>161,546,117</b>	<b>456,094,889</b>	<b>354,442,979</b>	<b>3,417,614,135</b>

Eleven (11) companies made losses during the year compared to nine (9) in 2012. Overall, only motor private and aviation made a net loss in 2013. Only Nine (9) companies made a profit in motor private. Eleven (11) companies made losses in motor commercial while the rest made a profit. Motor contributed 47% of the underwriting profit.

The overall result for motor private was a loss of Ksh. 746 million, up from Ksh 100 million in 2012. This can be attributed to the failure by underwriters to adhere to the prescribed motor underwriting guidelines issued by the IRA. The overall result for motor commercial was a profit of Kshs 1.6 billion, similar to 2012. This is the only class that made a profit of over Ksh. 500 million.

The overall underwriting result was Kshs 3.47 billion compared to Kshs 2.78 billion in 2012. The underwriting profit increased by 23%. The growth in gross premium was 21%.

**Table 22: Summary of Revenue Accounts**

	Aviation	Engineering	Fire Domestic	Fire Industrial	Public Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Medical	Theft	WIBA	Miscellaneous	Total 2013
Gross Written Premium	1,140,469,100	2,931,346,910	1,271,418,735	8,280,910,109	1,623,440,846	2,862,550,074	14,236,358,115	19,557,347,401	3,282,922,066	20,818,967,458	3,300,116,938	4,660,269,317	2,646,267,522	86,647,339,212
Re-insurance Ceded	1,075,827,471	1,849,373,838	282,335,027	5,530,112,642	658,556,260	1,177,009,164	441,256,954	790,491,003	768,597,323	6,445,370,356	1,257,216,816	199,871,954	1,171,484,392	21,645,411,739
Net Earned Premium	-604,525	578,414,030	928,538,162	1,899,315,468	778,450,793	1,555,298,496	12,860,308,512	17,596,156,386	2,243,203,055	12,953,090,081	1,934,611,561	4,285,655,309	1,364,013,134	58,976,447,478
Net Claims Incurred	17,898,000	302,224,805	342,276,701	798,299,859	239,062,547	570,214,457	9,002,134,951	9,063,036,315	875,879,051	9,666,377,295	1,130,126,140	2,020,470,004	534,559,032	34,557,693,792
Total Expenses	-16,651,549	152,933,293	415,827,619	811,875,650	360,247,325	539,007,026	4,604,225,490	6,939,614,118	1,039,996,158	3,167,211,583	642,940,304	1,809,101,416	475,020,124	20,947,136,552
Underwriting Profit/Loss	-1,850,976	123,254,933	170,432,843	289,137,959	179,139,940	446,076,013	-746,047,926	1,593,505,951	327,326,845	119,501,203	161,546,117	456,084,889	354,442,979	3,471,614,135

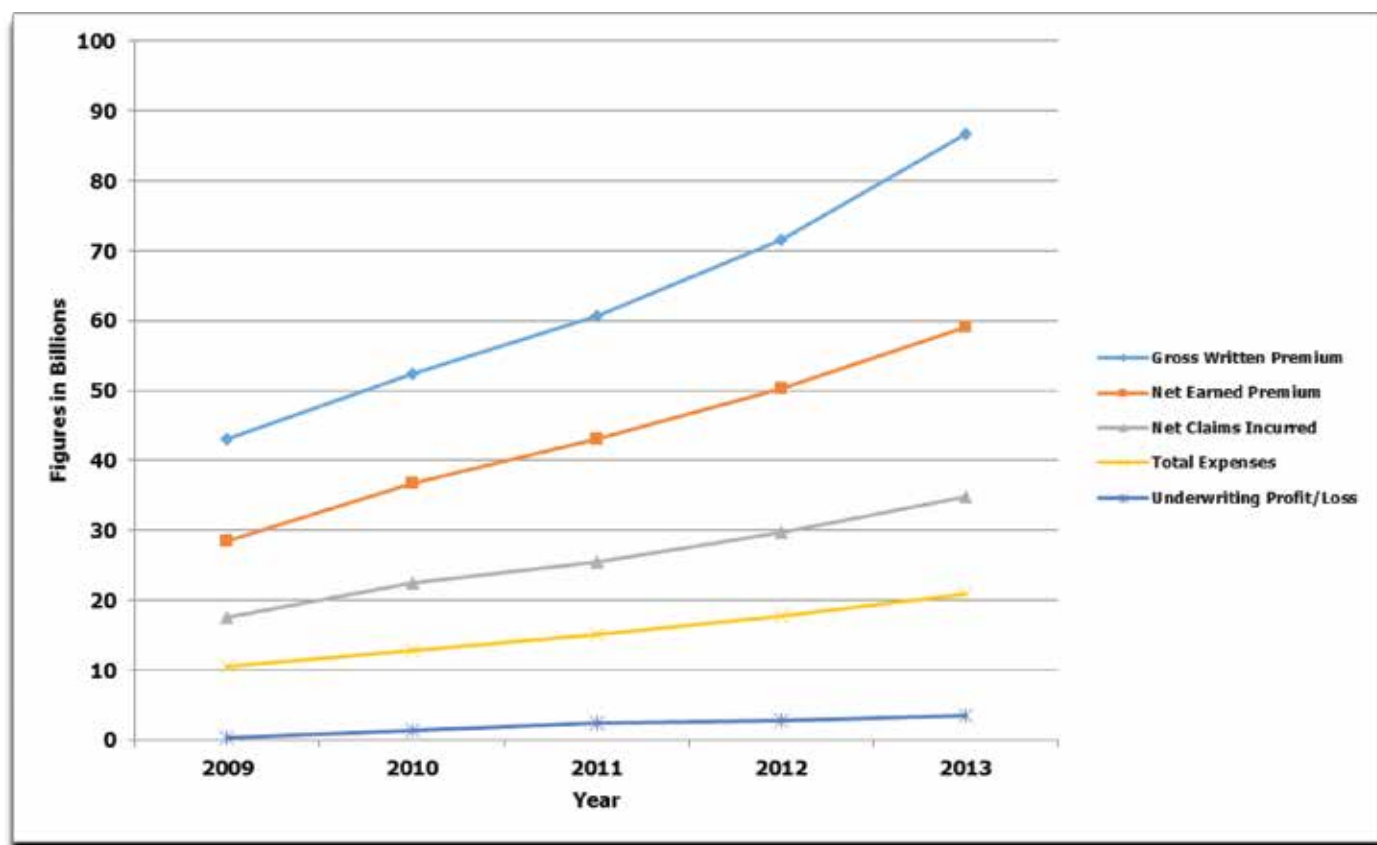


**Table 23: Summary of Revenue Accounts (2009-2013)**

	2009	2010	2011	2012	2013	Growth
Gross Written Premium	43.1	52.4	60.7	71.5	86.6	21%
Net Earned Premium	28.5	36.7	43.1	50.3	59.1	17%
Net Claims Incurred	17.6	22.5	25.5	29.7	34.7	17%
Total Expenses	10.6	12.9	15.1	17.8	21.0	17%
Underwriting Profit/Loss	0.4	1.3	2.5	2.8	3.4	25%

Figures in Billions

Profit grew at the same rate as gross premiums. Expenses increased at the same rate of 17% in 2013, as in 2012.



**Figure 6: Revenue Accounts Summary (2009 – 2013)**

## 6.5 Claims

The incurred claims amounted to Ksh. 34.6 billion in 2013 compared to Kshs 29.7 billion in 2012. This reflects an increase of 17% compared to 16% in the previous year.

**Table 24: Technical Loss Ratio per Class**

Class	Net Earned Premium	Net Claims Incurred	Loss Ratio
Aviation	-604,525	17,898,000	-2960.7%
Engineering	578,414,030	302,224,805	52.3%
Fire Domestic	928,538,162	342,276,701	36.9%
Fire Industrial	1,899,315,468	798,299,859	42.0%
Public Liability	778,450,793	239,062,547	30.7%
Marine	1,555,298,496	570,214,457	36.7%
Motor Private	12,860,308,512	9,002,134,951	70.0%
Motor Commercial	17,596,156,386	9,063,036,315	51.5%
Personal Accident	2,243,203,055	875,879,051	39.0%
Medical	12,953,090,081	9,666,377,295	74.6%
Theft	1,934,611,561	1,130,126,140	58.4%
WIBA	4,285,655,309	2,020,470,004	47.1%
Miscellaneous	1,364,013,134	534,559,032	39.2%

The table above shows that medical insurance had the highest loss ratio of 75% followed by motor private at 70%. The scenario was the same last year with medical at 78% and motor private at 65%. Loss ratios below 40% were recorded for Fire Domestic, Public Liability, Marine, Personal Accident and the miscellaneous classes of business. Net earned premium for Aviation was a negative figure as a high percentage of the premiums were ceded to re-insurance.

**Table 25: Technical Loss Ratio per Class per year for the Last five Years**

Class	2009	2010	2011	2012	2013
Aviation	33.5%	46.6%	65.0%	16.8%	-2960.7%
Engineering	46.8%	55.4%	50.2%	49.3%	52.3%
Fire Domestic	33.7%	34.5%	31.9%	32.2%	36.9%
Fire Industrial	55.0%	44.3%	42.5%	45.3%	42.0%
Public Liability	48.0%	44.7%	66.3%	62.8%	30.7%
Marine	51.4%	50.3%	61.4%	63.8%	36.7%
Motor Private	80.8%	74.9%	61.0%	65.0%	70.0%
Motor Commercial	58.6%	58.8%	53.2%	53.6%	51.5%
Personal Accident	68.1%	35.2%	39.2%	40.4%	39.0%
Medical	80.4%	81.5%	83.8%	78.3%	74.6%
Theft	59.8%	45.8%	63.7%	64.2%	58.4%
WIBA	37.8%	46.7%	57.3%	48.2%	47.1%
Miscellaneous Accidents	31.8%	20.8%	38.3%	24.6%	39.2%
<b>Average Loss Ratio</b>	<b>61.7%</b>	<b>61.3%</b>	<b>59.1%</b>	<b>49.6%</b>	<b>58.8%</b>

Loss ratio for Public Liability and Marine insurance reduced from 63% to 31% and 64% to 37% respectively. The average loss ratio increased from 50% to 59%.

## 6.6 Expenses

Total expenses amounted to Kshs 20.96 billion compared to Kshs 17.8 billion in 2012. This represents an increase of 18% from the previous year. The expenses as a proportion of gross premiums is 24%.

## 6.7 Reinsurance

The total reinsurance premium amounted to Kshs. 21.7 billion compared to Ksh. 18.1 billion in 2012, an increase of 20%. The reinsurance premium accounts for 25% of the gross premium.

Table 26 : Summary of Re-insurance Premium Ceded

Company Name	Aviation	Engineering	Fire Domestic	Fire Industrial	Public Liability	Marine	Motor Private	Motor Commercial	Personal Accident	Medical	Theft	WIBA	Miscellaneous	Total 2013
AAR	-	-	-	-	-	-	-	-	-	704,711,000	-	-	-	704,711,000
AIG	35,075,000	1,753,000	1,461,000	762,099,000	198,295,000	62,342,000	10,706,000	17,076,000	10,983,000	-	343,671,000	6,573,000	6,507,000	1,496,482,000
Amaco	-	24,508,000	5,868,000	38,665,000	5,207,000	10,358,000	131,816,000	224,890,000	23,823,000	-	16,626,000	3,556,000	10,079,000	495,396,000
APA	18,159,000	118,989,000	22,295,000	344,894,000	29,493,000	93,013,000	1,150,000	94,429,000	-172,897,000	614,248,000	16,421,000	60,282,000	21,635,000	1,262,101,000
Britam	-	107,875,000	27,893,000	155,211,000	16,453,000	118,083,000	12,323,000	21,566,000	177,524,000	18,137,000	-	-	12,595,000	667,660,000
Cannon	-	98,100,000	2,790,000	65,943,000	7,510,000	10,876,000	10,563,000	9,003,000	23,087,000	-	6,460,000	17,000	76,979,000	311,329,000
CIC General	-	76,312,000	5,745,000	315,744,000	100,106,000	12,621,000	17,740,000	25,870,000	19,539,000	74,872,000	25,932,000	6,333,000	62,692,000	743,511,000
Corporate	-	41,460,000	4,771,000	32,844,000	370,000	2,093,000	4,556,000	4,134,000	2,254,000	-	5,383,000	1,034,000	10,286,000	109,184,000
Directline	-	-	-	-	-	-	-	39,469,800	-	-	-	-	-	39,469,800
Fidelity Shield	-	25,562,000	9,318,000	145,380,000	2,732,000	31,832,000	8,390,000	19,080,000	15,250,000	-	38,059,000	2,516,000	11,136,000	309,255,000
First Assurance	-	225,173,000	14,743,000	284,873,000	7,267,000	56,439,000	12,097,000	22,674,000	35,812,000	393,480,000	36,189,000	3,994,000	138,439,000	1,231,180,000
GA Insurance	9,637,000	110,016,000	11,144,000	428,774,000	5,701,000	103,534,000	30,713,000	46,924,000	9,654,000	595,381,000	30,837,000	42,732,000	21,550,000	1,446,597,000
Gateway	-	1,959,078	2,720,512	7,036,308	7,535,017	3,222,260	10,149,142	12,952,372	4,541,564	17,847,356	3,813,863	505,367	5,613,866	77,896,705
Geminia	-	34,513,887	8,504,525	116,909,714	1,077,719	65,405,752	5,425,012	10,596,461	12,156,219	-	54,943,062	4,903,543	11,098,895	325,534,789
Heritage	-	87,480,000	8,430,000	226,235,000	88,779,000	11,284,000	14,928,000	12,210,000	27,282,000	962,030,000	914,000	4,194,000	58,651,000	1,502,397,000
ICEA Lion Gen	805,615,000	69,334,000	29,005,000	480,594,000	64,850,000	117,347,000	33,055,000	26,479,000	87,725,000	18,544,000	20,329,000	14,483,000	39,291,000	1,806,651,000
Intra Africa	-	30,947,834	4,025,305	43,976,468	139,960	30,203,118	4,198,800	6,438,160	3,273,924	-	30,182,278	3,219,080	41,274,108	197,879,035
Invesco	-	93,812	40,176	2,448,225	-	225,000	4,903,622	32,502,784	414,516	-	46,908	310,747	-	40,986,330
Jubilee	49,624,000	92,306,000	47,118,000	398,569,000	21,566,000	54,993,000	32,641,000	9,483,000	202,796,000	1,230,180,000	148,078,000	5,785,000	114,928,000	2,408,067,000
Kenindia	-	130,523,000	8,784,000	539,056,000	17,074,000	61,869,000	13,395,000	9,881,000	55,970,000	23,323,000	164,511,000	13,362,000	12,638,000	1,050,386,000
Kenya Orient	-	16,803,775	4,751,244	16,182,191	4,353,605	2,567,269	14,613,266	15,539,932	1,079,180	-	64,428,924	570,873	14,993,334	155,883,752
Kenyan Alliance	-	10,375,325	3,098,162	57,528,493	129,202	1,810,380	18,764,325	13,221,099	3,028,534	-	1,176,736	1,438,974	36,398	110,607,628
Madison	-	7,378,000	1,104,000	55,701,000	6,234,000	4,865,000	-	12,534,000	1,650,000	207,022,000	102,000	-	755,000	297,141,000
Mayfair	7,901,000	155,221,000	22,562,000	197,432,000	2,181,000	70,301,000	4,707,000	8,448,000	20,808,000	-	75,161,000	3,705,000	104,611,000	673,038,000
Saham (Mercantile)	-	92,172,000	521,000	30,660,000	1,012,000	4,142,000	6,341,000	6,746,000	6,644,000	43,407,000	14,010,000	-	286,014,000	491,667,000
Occidental	-	96,245,860	7,968,007	205,043,534	5,842,262	79,697,001	2,393,930	21,113,005	31,761,745	-	71,470,351	2,350,440	39,303,713	563,189,848
Pacis	-	9,535,000	2,565,000	46,530,000	214,000	2,692,000	6,336,000	7,821,000	7,373,000	57,948,000	595,000	589,000	1,635,000	142,654,000
Phoenix	140,355,000	19,363,000	2,034,000	32,522,000	530,000	3,797,000	3,397,000	1,978,000	554,000	-	847,000	1,191,000	18,507,000	225,075,000
Real	-	94,898,000	2,407,000	213,788,000	49,628,000	39,004,000	12,486,000	15,536,000	119,073,000	261,479,000	1,162,000	3,642,000	357,000	812,746,000
Resolution	-	-	-	-	-	-	-	-	-	1,222,761,000	-	-	-	1,222,761,000
Takaful	-	5,662,000	2,585,000	8,532,000	114,000	10,413,000	2,451,000	5,575,000	2,471,000	-	830,000	482,000	1,355,000	40,461,000
Tauni	-	22,473,890	13,016,738	127,061,492	2,043,593	44,450,444	4,212,991	1,923,849	9,431,266	-	46,136,428	2,825,976	6,267,234	279,643,901
The Monarch	-	15,951,945	1,016,293	17,175,843	229,864	2,339,569	1,978,351	1,622,246	16,148,986	-	5,557,564	316,536	9,896,520	72,233,717
Trident	-	12,357,155	3,113,689	120,909,602	2,537,480	62,600,197	1,131,565	30,191,245	6,637,234	-	31,041,435	8,546,418	20,405,825	299,471,845
UAP Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Xplico	9,461,471	14,041,277	899,376	11,864,772	9,351,558	2,609,914	3,694,950	2,584,050	2,749,155	-	2,302,367	414,000	11,951,499	71,964,389
<b>Total</b>	<b>1,075,827,471</b>	<b>1,849,373,838</b>	<b>282,335,027</b>	<b>5,530,112,642</b>	<b>658,556,260</b>	<b>1,177,009,164</b>	<b>441,256,954</b>	<b>790,491,003</b>	<b>768,597,323</b>	<b>6,445,370,356</b>	<b>1,257,216,816</b>	<b>199,871,954</b>	<b>1,171,484,392</b>	<b>21,645,411,739</b>

## 7.0 Life Insurance Business

Life Insurance is a long-term contract between a policy holder and an insurer and facilitates long-term savings. Regular savings over a long period ensures that a decent amount is accumulated to meet the policyholders' financial needs at various stages in life. In the event of death of the policyholder, life insurance ensures that the loved ones continue to enjoy quality life. Other events in life that may trigger payment depending on the terms of the contract include critical illness, terminal illness, temporary or permanent disability. Other expenses such as funeral expenses may also be covered.

Life Insurance not only provides for financial support in the event of untimely death but also acts as a long term investment. Life insurance enables a policyholder meet his/her goals such as children's education, marriage, building a home or planning for a comfortable retired life. Life insurance policies normally comprise protection policies which are designed to provide a benefit in the happening of the insured event and Investment policies whose main objective is to facilitate the growth of capital or a combination of both.

There are four broad classes of life insurance in the Kenyan market, namely:-

- a) **Ordinary Life Assurance** comprises all individual life policies categorized as Term Assurance policies; Endowment policies; Investment policies and Whole life policies.
- b) **Group Life Assurance** comprises Group Life schemes mainly organized by employers on behalf of their employees; Group Credit/Group Mortgage Schemes which are loan protection schemes organized by financiers like banks, co-operative societies, microfinance institutions, etc.; and Last expense schemes which are many a time given as a rider to the group life schemes. Nevertheless, Last expense covers can also be arranged on standalone basis.
- c) **Deposit Administration/Pension Business** - This is a unique class of life insurance business. The uniqueness of the Deposit Administration class of business is that the insurance company gives a guarantee on the capital plus a minimum rate of return on the pension funds.
- d) **Investment/Unit Linked Contracts** - The main objective is to facilitate the growth of capital invested by the client.

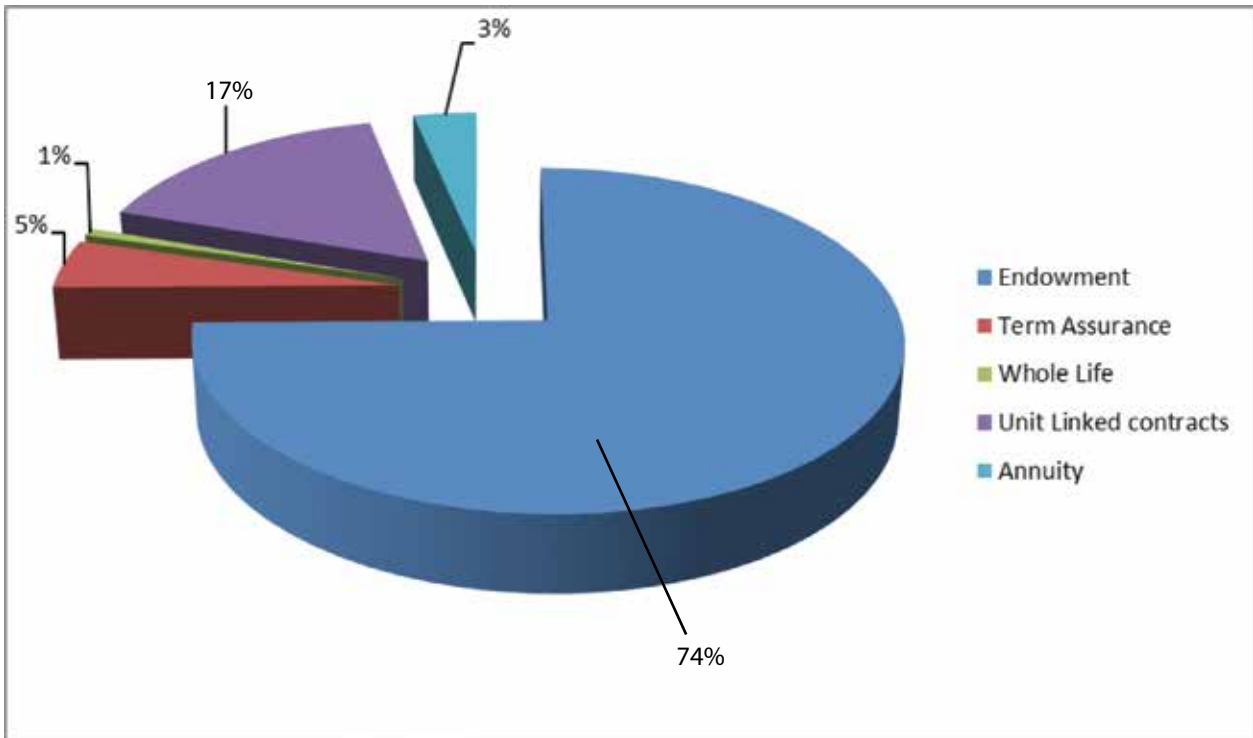
## 7.1 Premium Income

Total premium income and contributions from all the classes of life insurance (Ordinary Life, Group Life, Deposit Administration and Investment/Unit Linked Contracts) was Ksh. 44.01 billion in 2013 compared to Ksh. 37.08 billion in 2012. This represents a growth of 18.7% (2012: 19.9%). The contribution of the life insurance sector to the GDP marginally increased to 1.16% in 2013 compared to 1.08 % in 2012.

## 7.2 Ordinary Life Insurance

Ordinary life insurance and Unit linked policies recorded a gross premium income of Ksh. 16.66 billion in 2013 compared to 14.23 billion in the year 2012. The growth in the ordinary life business during the year was 17% (2012: 10.9 %). The improved growth can be attributed to growth in uptake of micro insurance products.

This class of business comprised Endowment policies accounting for 74%, Term Assurance policies 5%, Whole Life policies 1%, Annuity policies 3% and Unit Linked policies 17%. Figure 7 below shows that the most dominant sub-class was endowment policy.



**Figure 7: Composition of Ordinary Life Business 2013**

### 7.3 Group Life Insurance

Group life insurance recorded gross premium income of Ksh. 11.12 billion compared to Ksh. 10.03 billion in 2012. The overall growth in group life during the year was 10.9% (2012: 37.4%).

There is a significant drop in growth in 2013. The growth rate of 37.4% in 2012 was attributed to significant growth in Annuity business in 2012, due to changes in the civil service pension scheme which resulted in increased annuity purchases.

Group Life gross premium income comprised Group Life schemes contributing 42%, Group Credit/Mortgage schemes 38%, Last Expense schemes 1% and Annuity schemes 19%.The dominant class of business in this category is the Group Life schemes closely followed by Group Mortgage / Credit.

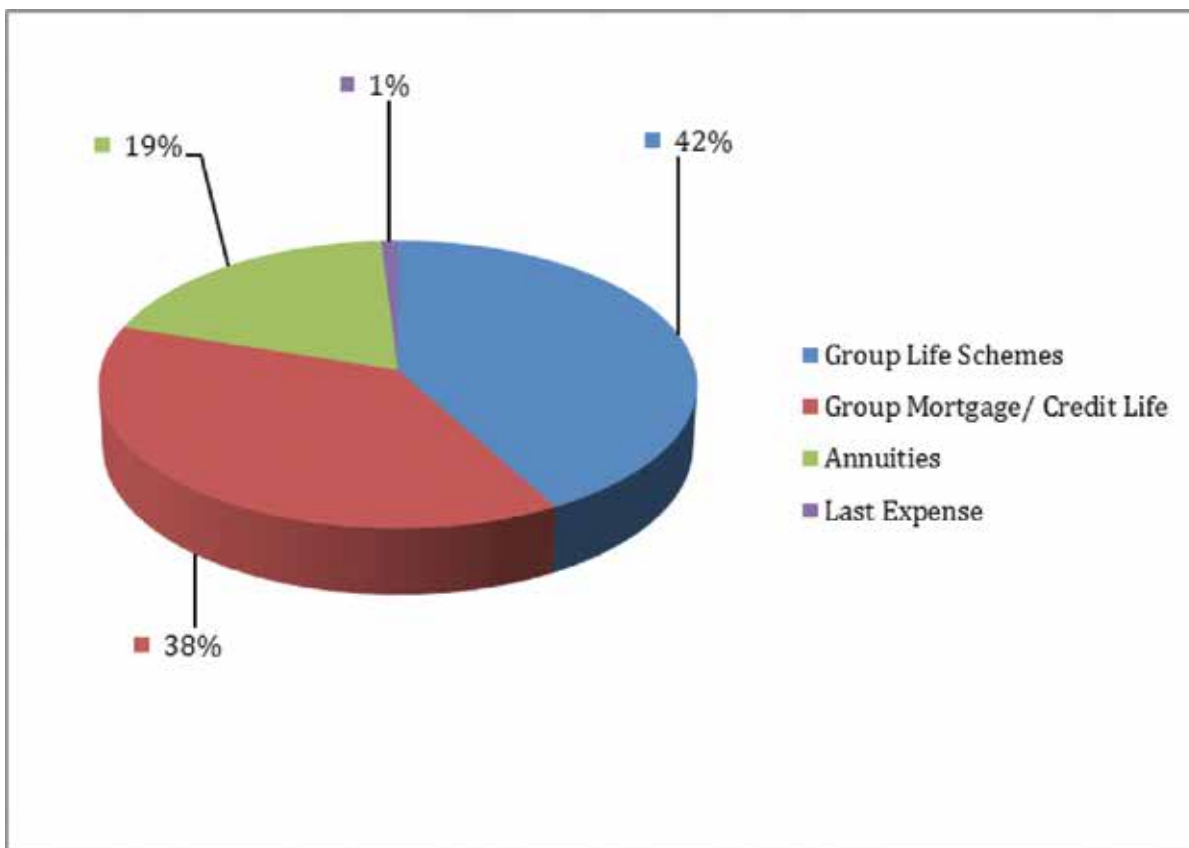
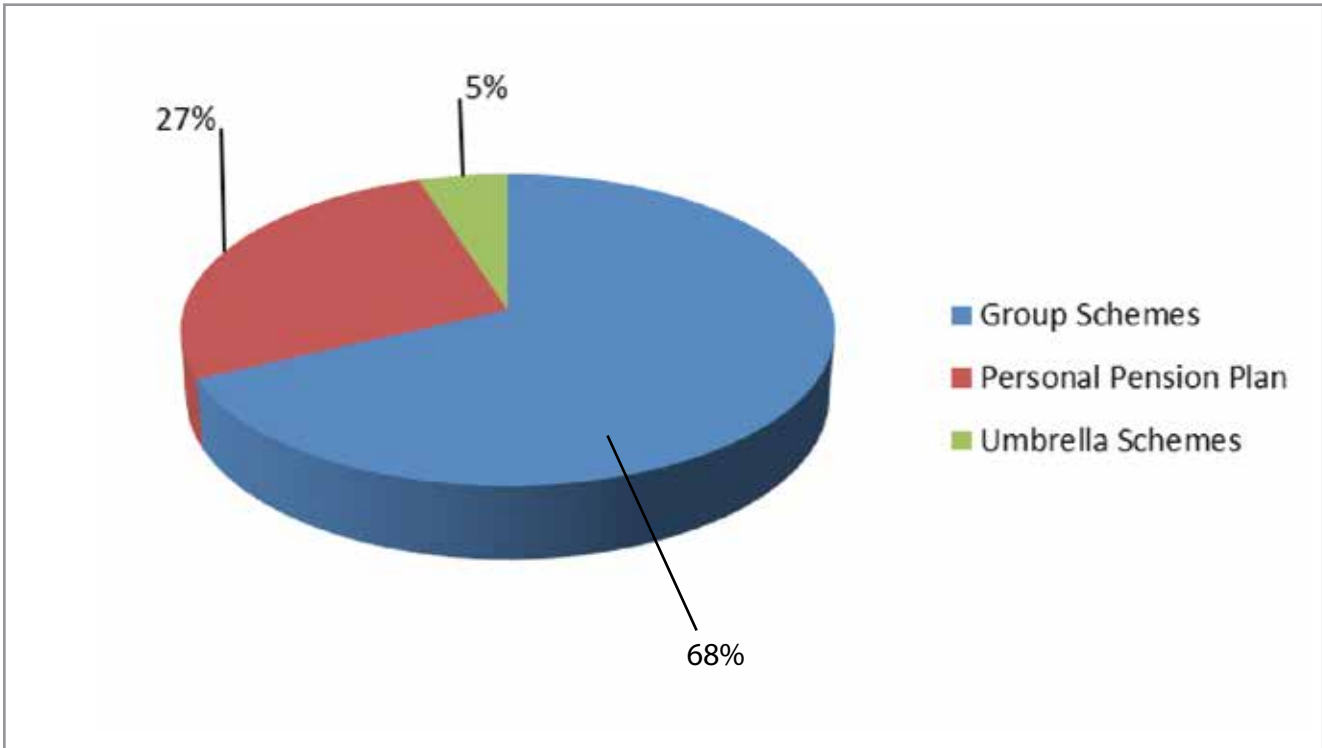


Figure 8: Composition of Group Life Insurance 2013

### 7.4 Deposit Administration/Pension

Contributions to Deposit Administration schemes during the year amounted to Ksh. 16.23 billion compared to Ksh 12.82 billion in 2012, a growth of 26.6% (2012: 19.8%). This class of business comprises Group Pension Schemes and Personal Pension Plans. The pension funds managed by insurance companies have been performing well in terms of investment returns and this has attracted new pension schemes. There has also been substantial growth in umbrella schemes.

The class comprised Group Pension schemes with a share of 68%, Individual Pension Plans 27% and Umbrella schemes 5%.



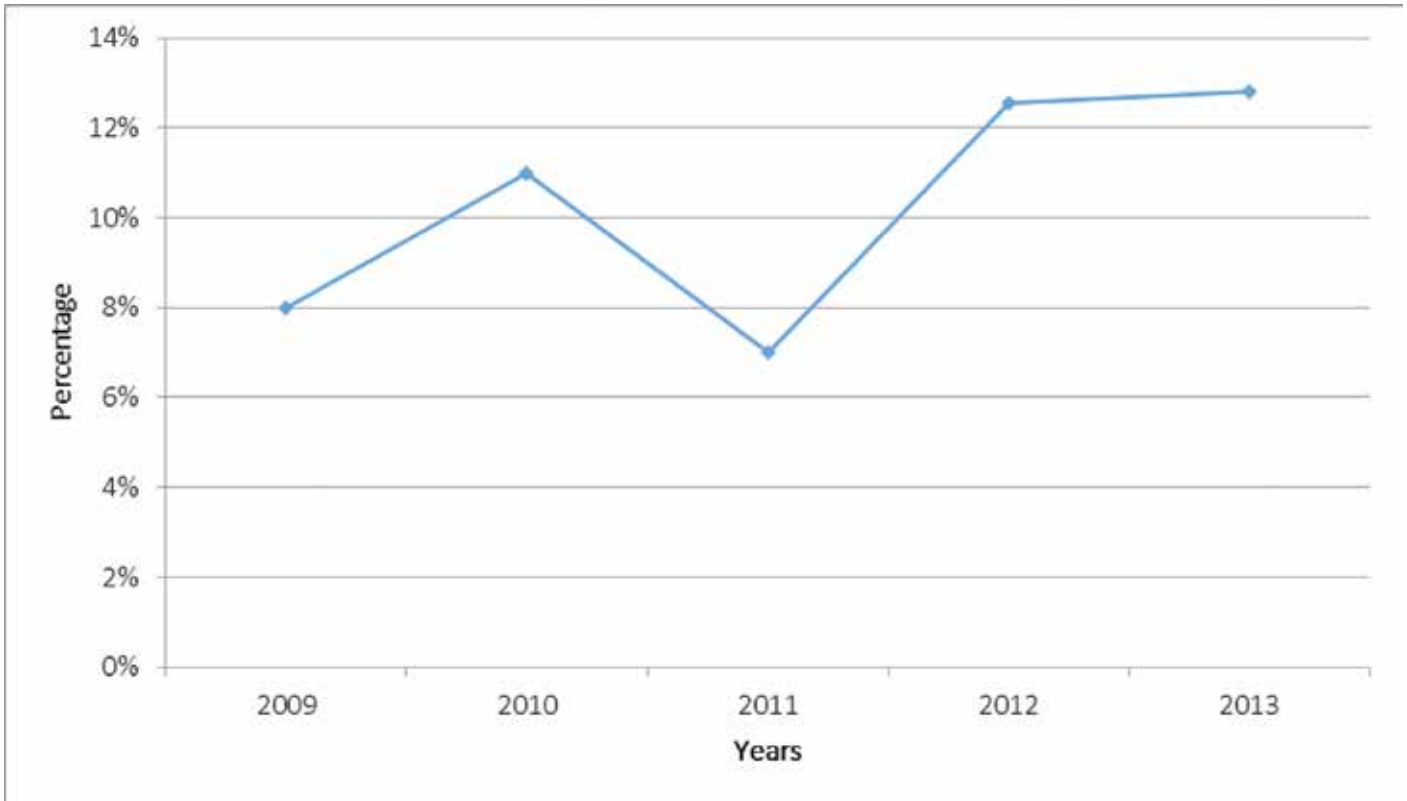
**Figure 9: Composition of Deposit Administration/Pension contributions - 2013**

Total fund held by insurance companies increased by 24.2% to Ksh. 85.85 billion from Ksh 69.14 billion in the year 2012. The growth is partially attributed to the high interest returns declared by insurance companies during the year. The industry recorded an **average net rate of return** of **12.9%** in 2013 compared to 12.6% in 2012.

Total interest paid by the industry to Deposit Administration Schemes was Ksh 9.49 billion compared to Ksh 7.64 billion in 2012, an increase of 24.2%. This is a reflection of the good performance of the pension funds managed by insurance companies.

The surrenders and annuities paid during the year amounted to Ksh. 8.69 billion compared to Ksh 7.20 billion in 2012, representing an increase of 20.7%.





**Figure 10: Average Net Interest Rates Declared (2009 - 2013)**

Interest rates have been increasing steadily except for 2011 when the investment market performed dismally. The Industry recorded an average **net rate of return of 12.9%** in 2013 compared to 12.6% in 2012.

**7.5 Investment/Unit Linked Contracts**

Contributions from this class of business during the year amounted to Ksh. 2.48 billion which was the same as 2012 (Ksh. 2.48 billion). Many companies in the market have either gone slow in the marketing of the Unit linked product or stopped selling it all together. For this class of business to grow the industry needs to adopt less costly distribution channels.

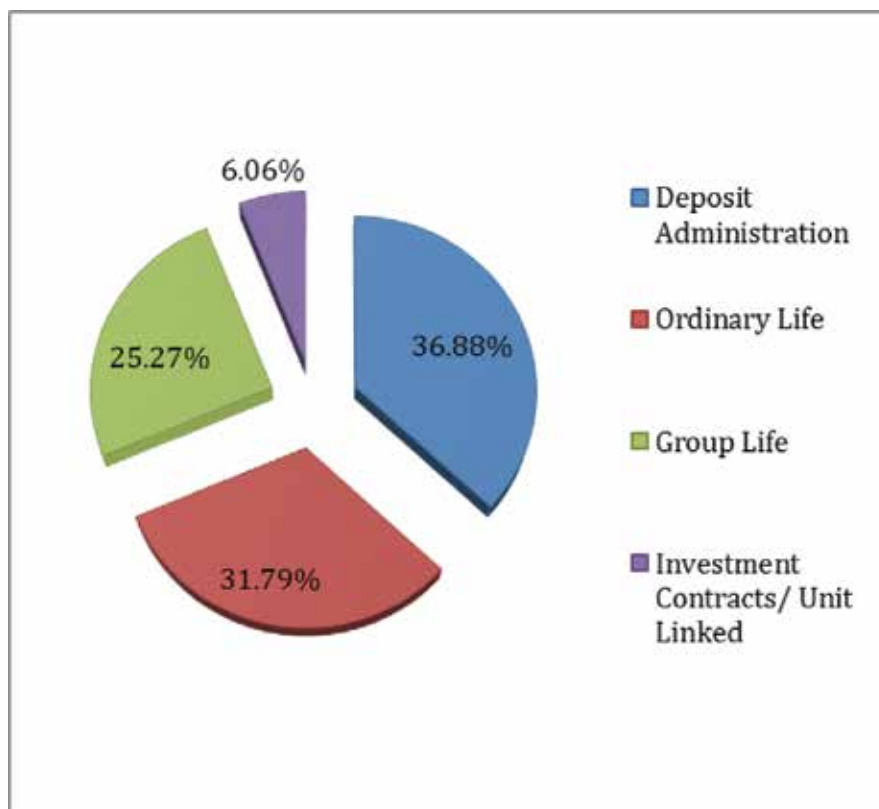
The distribution of gross written premium and contributions from Deposit Administration and Investment/Unit Linked Contracts' in 2013 is illustrated in the table below:-

**Table 27: Summary of Gross Written Premiums and Distribution per Class**

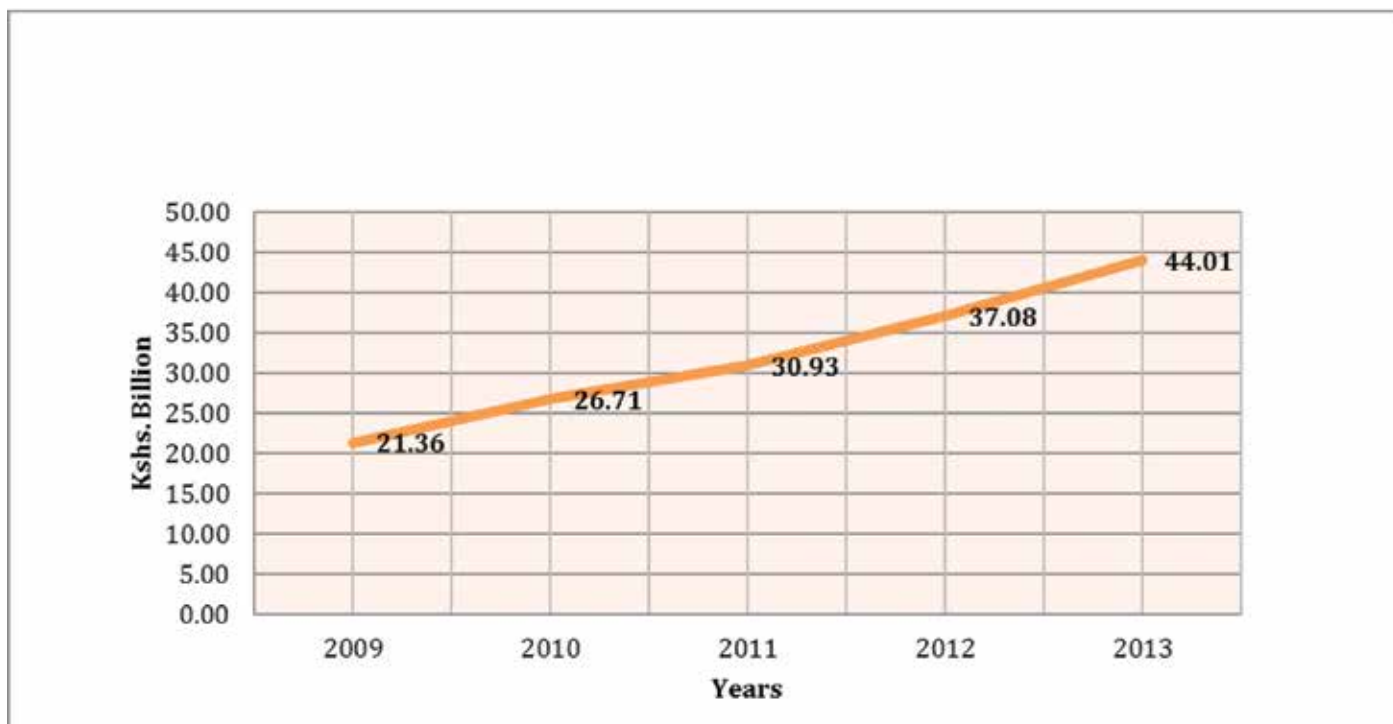
Class of Business	2009		2010		2011		2012		2013	
	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share	Gross Premium (Kshs)	% Share
Deposit Administration	8,167,155	38.23%	9,046,326	33.87%	10,697,438	34.59%	12,822,164	34.58%	16,234,350	36.88%
Ordinary Life	7,589,022	35.52%	8,559,005	32.04%	10,509,989	33.98%	11,657,071	31.44%	13,993,585	31.79%
Group Life	5,607,233	26.25%	6,545,259	24.50%	7,302,550	23.61%	10,030,576	27.05%	11,120,750	25.27%
Investment Contracts/ Unit Linked			2,561,381	9.59%	2,416,269	7.81%	2,572,852	6.94%	2,666,137	6.06%
<b>Total</b>	<b>21,363,410</b>	<b>100.00%</b>	<b>26,711,970</b>	<b>100.00%</b>	<b>30,926,246</b>	<b>100.00%</b>	<b>37,082,663</b>	<b>100.00%</b>	<b>44,014,822</b>	<b>100.00%</b>

Figures in Ksh '000

Deposit Administration class of business had the highest market share at 36.9% with total contributions of Ksh. 16.2billion, while the ordinary life insurance had a market share of 31.8% with total premiums of Ksh. 13.9 billion. The growth of life insurance portfolio was 16.7% in 2009, 25.0% in 2010, 15.8% in 2011, 19.9% in 2012 and 18.7% in 2013.



**Figure 11: Life insurance business in 2013**



**Figure 12: Growth of Life Insurance Premiums and Contributions**

Life insurance premiums and contributions have grown steadily over the years, rising from Kshs. 21.36 billion in 2009 to Ksh. 44.01 billion in 2013.

Gross written premiums per company and market share for the last five years is illustrated below:-

Table 28: Ordinary Life Gross Written Premium and Market Share Per Company

Company	2009		2010		2011		2012		2013	
	Gross Premium	Market Share	Gross Premium	Market Share	Gross Premium	Market Share	Gross Premium	Market Share	Gross Premium	Market Share
APA Life(Formerly Apollo Life)	35,715	0.47%	40,538	0.47%	33,687	0.32%	26,006	0.22%	20,338	0.15%
Britam	1,912,873	25.21%	2,065,695	24.13%	2,563,333	24.39%	2,827,779	24.26%	3,774,600	26.97%
Cannon	73,935	0.97%	76,007	0.89%	411,973	3.92%	93,040	0.80%	95,802	0.68%
Capex	17,316	0.23%	14,846	0.17%	13,870	0.13%	11,965	0.10%	11,559	0.08%
CFC Life	926,379	12.21%	1,094,199	12.78%	1,127,023	10.72%	1,156,761	9.92%	1,190,995	8.51%
CIC Life	102,565	1.35%	188,593	2.20%	286,798	2.73%	350,154	3.00%	437,912	3.13%
Corporate	99,079	1.31%	118,029	1.38%	150,520	1.43%	182,009	1.56%	201,630	1.44%
Gemina	0	0.00%	13,611	0.16%	17,718	0.17%	20,976	0.18%	24,466	0.17%
ICEA LION Life	584,004	7.70%	728,523	8.51%	917,909	8.73%	1,145,067	9.82%	1,553,489	11.10%
Jubilee	482,833	6.36%	693,793	8.11%	949,236	9.03%	1,154,515	9.90%	1,373,461	9.81%
Kenindia	292,705	3.86%	377,709	4.41%	373,943	3.56%	405,668	3.48%	434,580	3.11%
Kenyan Alliance	167	0.00%	289	0.00%	0	0.00%	3,896	0.03%	5,335	0.04%
Madison	434,604	5.73%	467,995	5.47%	527,609	5.02%	606,496	5.20%	671,413	4.80%
Saham Assurance (Formerly Mercantile)	34,573	0.46%	37,746	0.44%	37,629	0.36%	39,905	0.34%	38,139	0.27%
Metropolitan Life	59,964	0.79%	56,910	0.66%	56,034	0.53%	53,163	0.46%	10,493	0.07%
Monarch	0	0.00%	0	0.00%	396	0.00%	769	0.01%	2,458	0.02%
Old Mutual	378,056	4.98%	376,496	4.40%	349,429	3.32%	379,402	3.25%	337,976	2.42%
Pan Africa Life	1,512,171	19.93%	1,697,407	19.83%	2,028,823	19.30%	2,295,876	19.70%	2,581,238	18.45%
Pioneer	289,971	3.82%	311,557	3.64%	374,013	3.56%	482,102	4.14%	505,241	3.61%
Shield	0	0.00%	133,645	1.56%	155,932	1.48%	148,312	1.27%	123,357	0.88%
UAP Life	207,944	2.74%	65,417	0.76%	134,116	1.28%	273,188	2.34%	599,103	4.28%
<b>Total</b>	<b>7,589,022</b>	<b>100.00%</b>	<b>8,559,005</b>	<b>100.00%</b>	<b>10,509,989</b>	<b>100.00%</b>	<b>11,657,071</b>	<b>100.00%</b>	<b>13,993,585</b>	<b>100.00%</b>

Figures in Ksh'000

The gross written premium for Ordinary Life insurance was Ksh. 13.99 billion. Five (5) companies have a market share of over 5% and account for 74.8% of the business. Britam has the highest market share at 27.0% followed by Pan Africa Life at 18.5%.

**Table 29: Group Life Gross Written Premium and Market Share per Company**

Company	2009		2010		2011		2012		2013	
	Gross Premium	Market Share	Gross Premium	Market Share	Gross Premium	Market Share	Gross Premium	Market Share	Gross Premium	Market Share
APA Life(Formerly Apollo Life)	148,067	2.64%	174,051	2.66%	212,514	2.91%	191,025	1.90%	394,582	3.55%
Britam	588,977	10.50%	608,665	9.30%	908,854	12.45%	1,105,693	11.02%	1,237,037	11.12%
Cannon	4,750	0.08%	5,354	0.08%	10,907	0.15%	10,667	0.11%	8,596	0.08%
Capex	75	0.00%	2,190	0.03%	956	0.01%	317	0.00%	3,219	0.03%
CFC Life	121,144	2.16%	137,136	2.10%	205,666	2.82%	356,694	3.56%	492,141	4.43%
CIC Life Assurance	1,119,055	19.96%	1,406,501	21.49%	1,868,612	25.59%	2,102,617	20.96%	2,565,218	23.07%
Corporate	1,564	0.03%	289	0.00%	402	0.01%	3,246	0.03%	3,175	0.03%
First Assurance	98,761	1.76%	78,863	1.20%	51,867	0.71%	61,307	0.61%	69,624	0.63%
GA Life									11,465	0.10%
Gemina	1,397	0.02%	4,224	0.06%	10,474	0.14%	16,544	0.16%	31,128	0.28%
ICEA LION Life	687,686	12.26%	558,518	8.53%	568,487	7.78%	705,760	7.04%	543,908	4.89%
Jubilee	604,998	10.79%	455,955	6.97%	803,644	11.00%	925,624	9.23%	1,177,373	10.59%
Kenindia	56,239	1.00%	68,429	1.05%	96,583	1.32%	57,669	0.57%	66,225	0.60%
Kenyan Alliance	34,683	0.62%	36,933	0.56%	49,686	0.68%	78,358	0.78%	193,898	1.74%
Madison	80,634	1.44%	83,577	1.28%	88,812	1.22%	92,570	0.92%	109,661	0.99%
Saham Assurance (Formerly Mercantile)	8,112	0.14%	6,680	0.10%	2,910	0.04%	1,902	0.02%	4,638	0.04%
Metropolitan Life	52,314	0.93%	42,372	0.65%	35,943	0.49%	96,752	0.96%	156,216	1.39%
Monarch	38,292	0.68%	28,512	0.44%	13,077	0.18%	15,513	0.15%	39,416	0.35%
Old Mutual	78,116	1.39%	177,776	2.72%	160,945	2.20%	169,928	1.69%	237,296	2.13%
Pan Africa Life	1,512,980	26.98%	2,133,286	32.59%	1,619,669	22.18%	3,144,778	31.35%	2,742,861	24.67%
Pioneer	40,569	0.72%	100,925	1.54%	133,985	1.83%	414,210	4.13%	460,328	4.14%
Shield		0.00%	10,937	0.17%	3,609	0.05%	1,694	0.02%	1,172	0.01%
UAP Life	168,581	3.01%	251,935	3.85%	320,977	4.40%	476,691	4.75%	571,572	5.14%
<b>Total</b>	<b>5,607,233</b>	<b>100.00%</b>	<b>6,545,259</b>	<b>100.00%</b>	<b>7,302,550</b>	<b>100.00%</b>	<b>10,030,576</b>	<b>100.00%</b>	<b>11,120,750</b>	<b>100.00%</b>

Figures in Ksh'000

The gross written premium for Group Life insurance was Kshs. 11.12 billion. Five (5) companies have a market share of over 5% and account for 74.6% of the business. Pan Africa Life has the highest market share at 24.7% followed by CIC Life with a market share of 23.1%.

Table 30: Deposit Administration/Pensions Contributions and Market Share per Company

Company	Pensions Contributions 2009	Market Share 2009	Pensions Contributions 2010	Market Share 2010	Pensions Contributions 2011	Market Share 2011	Pensions Contributions 2012	Market Share 2012	Pensions Contributions 2013	Market Share 2013
APA Life(Formerly Apollo Life)	114,013	1.40%	146,196	1.62%	181,053	1.69%	246,708	1.92%	318,400	1.96%
Britam	901,688	11.04%	854,542	9.45%	977,139	9.13%	1,412,167	11.01%	1,850,173	11.40%
CFC Life	1,359,372	16.64%	1,282,510	14.18%	1,576,505	14.74%	1,566,223	12.21%	1,722,239	10.61%
ICEA LION Life	2,087,325	25.56%	2,240,642	24.77%	2,514,521	23.51%	3,071,078	23.95%	4,275,101	26.33%
GA Life									716,280	4.41%
Jubilee	1,653,424	20.24%	2,130,361	23.55%	2,753,399	25.74%	3,410,010	26.59%	4,265,189	26.27%
Kenindia	906,967	11.11%	1,040,999	11.51%	1,329,351	12.43%	1,587,566	12.38%	1,617,385	9.96%
Kenyan Alliance	40,061	0.49%	50,869	0.56%	68,963	0.64%	77,548	0.60%	106,210	0.65%
Madison	266,245	3.26%	346,619	3.83%	322,120	3.01%	353,000	2.75%	355,051	2.19%
Saham Assurance (Formerly Mercantile)	55,607	0.68%	60,318	0.67%	83,898	0.78%	101,612	0.79%	110,747	0.68%
Monarch	7,328	0.09%	13,281	0.15%	6,927	0.06%	6,950	0.05%	6,669	0.04%
Old Mutual									66,454	0.41%
Pan Africa Life	105,785	1.30%	199,694	2.21%	207,132	1.94%	335,753	2.62%	246,262	1.52%
Pioneer	3,400	0.04%	4,188	0.05%	5,161	0.05%	6,097	0.05%	6,683	0.04%
UAP Life	326,205	3.99%	383,804	4.24%	411,921	3.85%	423,662	3.30%	571,507	3.52%
<b>Total</b>	<b>8,167,155</b>	<b>100.00%</b>	<b>9,046,326</b>	<b>100.00%</b>	<b>10,697,438</b>	<b>100.00%</b>	<b>12,822,164</b>	<b>100.00%</b>	<b>16,234,350</b>	<b>100.00%</b>

Figures in Kshs'000

Total Pensions contributions for Pensions were Kshs. 16.23 billion. Five (5) companies have a market share of over 5% and account for 84.6% of the business. ICEA LION Life has the highest market share at 26.33% followed closely by Jubilee Insurance at 26.27%.

Table 31: Performance of Deposit Administration/Total Fund

Company	PENSIONS CONTRIBUTIONS - 2013	MARKET SHARE - 13	PENSIONS CONTRIBUTIONS - 2012	MARKET SHARE - 12	INTEREST RATE 2013	INTEREST RATE 2012	SURRENDERS AND ANNUITIES PAID 2013	SURRENDERS AND ANNUITIES PAID 2012	INTEREST PAYABLE TO POLICY HOLDERS 2013	INTEREST PAYABLE TO POLICY HOLDERS 2012	FUND AS AT END OF THE YEAR 31/12/2013	FUND MARKET SHARE (%)	FUND AS AT END OF THE YEAR 31/12/2012	FUND MARKET SHARE (%)
APA Life(Formerly Apollo Life)	318,400	1.96%	246,708	1.91%	14.00%	12.50%	138,618	97,971	172,970	120,921	1,548,759	1.80%	1,171,254	1.69%
Britam	1,850,173	11.40%	1,412,167	10.95%	16.00%	16.00%	557,379	463,546	1,029,209	799,389	8,109,075	9.45%	5,787,072	8.37%
CFC Life	1,722,239	10.61%	1,566,223	12.15%	10.00%	10.00%	1,916,664	1,566,223	1,012,244	752,054	11,103,758	12.93%	10,465,500	15.14%
ICEA LION Life	4,275,101	26.33%	3,071,078	23.82%	12.00%	12.00%	2,111,094	2,074,232	2,407,995	1,989,794	23,480,022	27.35%	18,997,389	27.48%
GA Life	716,280	4.41%	-	0.00%	14.25%	0.00%	792	-	17,108	0	732,596	0.85%	0	0.00%
Jubilee	4,265,189	26.27%	3,410,010	26.45%	14.00%	12.75%	1,683,077	1,515,288	2,441,536	1,184,546	20,547,193	23.93%	15,523,545	22.45%
Kenindia	1,617,385	9.96%	1,587,566	12.31%	14.50%	13.00%	1,400,340	689,078	1,569,176	1,386,330	12,069,111	14.06%	10,342,199	14.96%
Kenyan Alliance	106,210	0.65%	77,548	0.60%	14.00%	14.00%	39,679	21,408	68,500	83,717	567,428	0.66%	475,319	0.69%
Madison	355,051	2.19%	353,000	2.74%	10.00%	10.50%	306,564	212,920	180,932	168,732	2,407,249	2.80%	2,125,550	3.07%
Saham Insurance (Formerly Mercantile)	110,747	0.68%	101,612	0.79%	10.00%	10.00%	54,207	27,504	42,989	52,391	586,924	0.68%	487,395	0.70%
Old Mutual	66,454	0.41%	69,946	0.54%	21.50%	0.00%	94,150	59,860	81,548	117,342	489,352	0.57%	435,500	0.63%
Pan Africa Life	246,262	1.52%	335,753	2.60%	10.00%	12.50%	115,486	147,683	174,230	212,839	1,355,921	1.58%	1,071,632	1.55%
The Monarch	6,669	0.04%	6,950	0.05%	6.00%	12.00%	5,388	7,012	2,466	4,311	43,953	0.05%	40,207	0.06%
Pioneer	6,683	0.04%	6,097	0.05%	10.00%	13.00%	122	1,476	3,156	2,531	34,720	0.04%	25,276	0.04%
UAP Life	571,507	3.52%	423,662	3.29%	13.00%	13.00%	265,438	183,097	287,340	248,384	2,757,049	3.21%	2,172,710	3.14%
<b>Total</b>	<b>16,234,350</b>	<b>100.00%</b>	<b>12,892,110</b>	<b>100%</b>	<b>12.89%</b>	<b>12.55%</b>	<b>8,694,309</b>	<b>7,237,386</b>	<b>9,491,922</b>	<b>7,300,045</b>	<b>85,846,677</b>	<b>100.00%</b>	<b>69,138,902</b>	<b>100.00%</b>

Figures in Kshs'000

Total fund for 2013 was Ksh. 85.85 billion compared to 69.14 billion in 2012 reflecting a growth of 24.2%. ICEA LION Life has the largest fund at 27.5% of market share followed by Jubilee Insurance at 22.5%.

Table 32: Contributions from Investment/Unit Linked Contracts and Market Share per Company

Company	2011 Contributions	Market Share	Fund as at end of the year 2011	Market share	2012 Contributions	Market Share	Fund as at end of the year 2012	Market share	2013 Contributions	Market Share	Fund as at end of the year 2013	Market share
APA Life(Formerly Apollo Life)	10,862	0.4%	41,496	0.5%	4,700	0.2%	41,823	0.3%	2,733	0.1%	39,021	0.3%
Britam	1,249,229	50.9%	3,173,191	38.0%	1,281,423	49.8%	4,845,526	30.2%	1,165,458	43.7%	6,414,370	44.3%
Cannon Assurance	65,311	2.7%	284,449	3.4%	57,587	2.2%	295,437	1.8%	58,107	2.2%	320,402	2.2%
ICEA LION Life*	-	0.0%		0.0%	92,311	3.6%	4,390,858	27.3%	83,322	3.1%	706,592	4.9%
Kenyan Alliance	2,110	0.1%	8,076	0.1%	3,896	0.2%	10,934	0.1%	5,335	0.2%	44,257	0.3%
Madison	169,562	6.9%	497,556	6.0%	127,611	5.0%	394,956	2.5%	99,947	3.7%	415,030	2.9%
Metropolitan	39,927	1.6%	95,233	1.1%	34,141	1.3%	132,372	0.8%	37,618	1.4%	156,265	1.1%
Old Mutual	770,703	31.4%	3,541,262	42.5%	807,080	31.4%	5,116,639	31.8%	1,055,601	39.6%	5,475,402	37.8%
Pioneer	5,697	0.2%	56,853	0.7%	34,851	1.4%	15,187	0.1%	44,031	1.7%	26,598	0.2%
UAP Life	142,795	5.8%	643,261	7.7%	129,251	5.0%	822,417	5.1%	113,985	4.3%	887,960	6.1%
<b>Total</b>	<b>2,456,196</b>	<b>100.0%</b>	<b>8,341,377</b>	<b>100.0%</b>	<b>2,572,852</b>	<b>100%</b>	<b>16,066,149</b>	<b>100.00%</b>	<b>2,666,137</b>	<b>100.0%</b>	<b>14,485,897</b>	<b>100.0%</b>

Figures in Kshs'000

\*2011 figures combined with Ordinary Life Insurance

The total contributions were Ksh. 2.67 billion. Britam has the highest market share at 43.7% of contributions received in 2013 followed by Old Mutual at 39.6%.



Table 33: Life Insurance Premium, Contributions and Market Share

Company	Ordinary Life		Group Life		Deposit Administration/ Pensions		Unit Linked Contributions		Total	
	Gross Premium	Market Share	Gross Premium	Market Share	Pension Contributions	Market Share	Unit Linked Contributions	Market Share	Total Premiums + Contributions	Market Share
APA Life(Formerly Apollo Life)	20,338	0.15%	394,582	3.55%	318,400	1.96%	2,733	0.10%	736,053	1.67%
Britam	3,774,600	26.97%	1,237,037	11.12%	1,850,173	11.40%	1,165,458	43.71%	8,027,268	18.24%
Cannon	95,802	0.68%	8,596	0.08%	-	0.00%	58,107	2.18%	162,505	0.37%
Capex	11,559	0.08%	3,219	0.03%	-	0.00%	-	0.00%	14,778	0.03%
CFC Life	1,190,995	8.51%	492,141	4.43%	1,722,239	10.61%	-	0.00%	3,405,375	7.74%
CIC Life	437,912	3.13%	2,565,218	23.07%	-	0.00%	-	0.00%	3,003,130	6.82%
Corporate	201,630	1.44%	3,175	0.03%	-	0.00%	-	0.00%	204,805	0.47%
First Assurance	0	0.00%	69,624	0.63%	-	0.00%	-	0.00%	69,624	0.16%
GA Life	0	0.00%	11,465	0.10%	716,280	4.41%	-	0.00%	727,745	1.65%
Geminia	24,466	0.17%	31,128	0.28%	-	0.00%	-	0.00%	55,594	0.13%
ICEA LION Life	1,553,489	11.10%	543,908	4.89%	4,275,101	26.33%	83,322	3.13%	6,455,820	14.67%
Jubilee	1,373,461	9.81%	1,177,373	10.59%	4,265,189	26.27%	-	0.00%	6,816,023	15.49%
Kenindia	434,580	3.11%	66,225	0.60%	1,617,385	9.96%	-	0.00%	2,118,190	4.81%
Kenyan Alliance	5,335	0.04%	193,898	1.74%	106,210	0.65%	5,335	0.20%	310,778	0.71%
Madison	671,413	4.80%	109,661	0.99%	355,051	2.19%	99,947	3.75%	1,236,072	2.81%
Saham Assurance (Formerly Mercantile)	38,139	0.27%	4,638	0.04%	110,747	0.68%	-	0.00%	153,524	0.35%
Metropolitan Life	10,493	0.07%	156,216	1.40%	-	0.00%	37,618	1.41%	204,327	0.46%
Monarch	2,458	0.02%	39,416	0.35%	6,669	0.04%	-	0.00%	48,544	0.11%
Old Mutual	337,976	2.42%	237,296	2.13%	66,454	0.41%	1,055,601	39.59%	1,697,327	3.86%
Pan Africa Life	2,581,238	18.45%	2,742,861	24.66%	246,262	1.52%	-	0.00%	5,570,361	12.66%
Pioneer	505,241	3.61%	460,328	4.14%	6,683	0.04%	44,031	1.65%	1,016,283	2.31%
Shield	123,357	0.88%	1,172	0.01%	-	0.00%	-	0.00%	124,529	0.28%
UAP Life	599,103	4.28%	571,572	5.14%	571,507	3.52%	113,985	4.28%	1,856,167	4.22%
<b>Total</b>	<b>13,993,585</b>	<b>100.00%</b>	<b>11,120,750</b>	<b>100.00%</b>	<b>16,234,350</b>	<b>100.00%</b>	<b>2,666,137</b>	<b>100.00%</b>	<b>44,014,822</b>	<b>100.00%</b>

Figures in Ksh. '000

The Total Premiums plus contributions for Life Insurance business for the year was Kshs. 44.01 billion. Six (6) companies have a market share of over 5% and account for 75.6% of the business. Britam has the highest market share at 18.2%, followed by Jubilee in second place at 15.5%. ICEA LION Life was third at 14.7%.

## 7.6 Claims and Benefits

The life insurance claims and policyholder benefits amounted to Ksh. 23.09 billion compared to Ksh.21.37 billion in 2012 representing an increase of 8%. Ordinary Life insurance claims decreased from Ksh 8.29 billion in 2012 to Ksh 7.34 billion in 2013, a decrease of 12.9%. Group Life claims increased from Ksh 5.87 billion in 2012 to Ksh 7.05 billion in 2013, an increase of 20%.

Benefits paid under Deposit Administration business increased by 20.7% from Ksh 7.20 billion in 2012 to Ksh 8.69 billion in 2013. This increase in benefit pay-outs may be attributed to the current practice where pension scheme members are allowed to withdraw up to 75% of their retirement funds with every change of job.

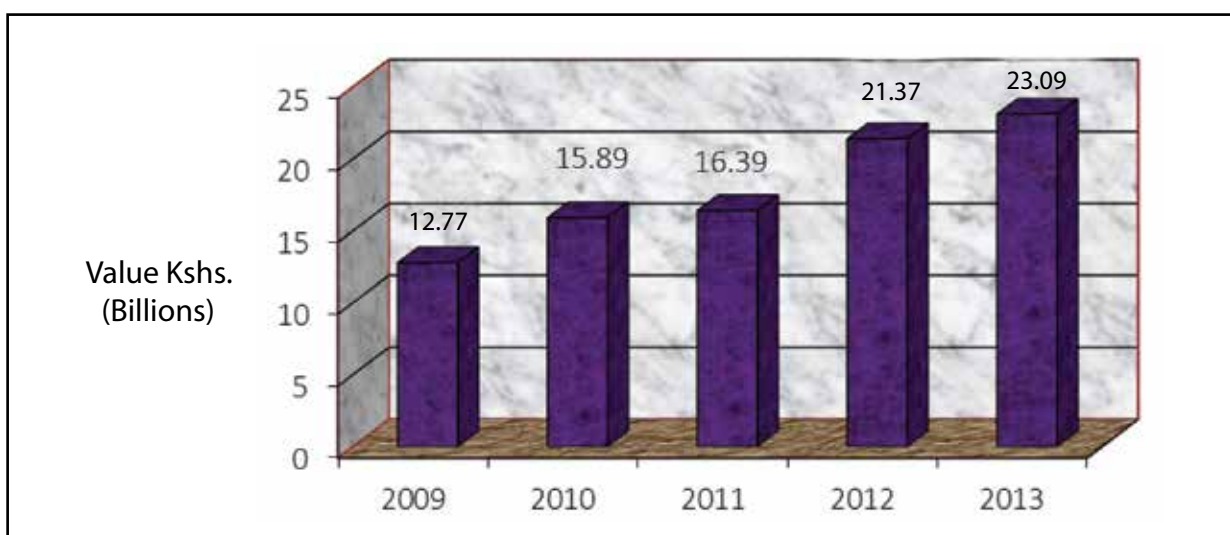
The distribution of net incurred claims for the last five years 2009 - 2013 is shown in Table 34 below.

**Table 34: Distribution of Claims in Life Insurance**

Class of Business	Year 2009		Year 2010		Year 2011		Year 2012		Year 2013	
	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%	6,102,196	38.39%	4,464,150	27.23%	8,291,928	38.80%	7,343,626	31.81%
Group Life	4,133,953	39.01%	3,779,642	23.78%	4,430,683	27.03%	5,873,736	27.49%	7,050,448	30.54%
Pensions	4,711,578	44.46%	6011536.4	37.82%	7,496,783	45.74%	7,204,664	33.71%	8,694,309	37.66%
<b>Total</b>	<b>12,775,066</b>	<b>100.00%</b>	<b>15,893,375</b>	<b>100.00%</b>	<b>16,391,616</b>	<b>100.00%</b>	<b>21,370,327</b>	<b>100.00%</b>	<b>23,088,383</b>	<b>100.00%</b>

Figures in Kshs. '000

The claims and benefits paid over the last five years are illustrated in Figure 13 below: -



**Figure 13: Life Insurance Business Claims and Benefits Paid**

Claims and benefits paid have been increasing steadily over the last 5 years from Ksh 10.6 billion in 2008 to Ksh. 23.09 billion in 2013.

### 7.7 Total Expenses

Total operating and other expenses incurred in 2013 for Life insurance (Ordinary and Group Life) was Ksh. 7.35 billion compared to Ksh. 6.24 billion in 2012, an increase of 17.8%.

Commission expenses for Ordinary and Group Life amounted to Ksh. 3.17 billion in 2013 compared to Ksh 3.29 billion in 2012, a decrease of 3.8%.

### 7.8 Reinsurance

Total reinsurance premium ceded by life insurers was Ksh. 2.73 billion compared to Kshs. 2.39 billion in 2012, an increase of 14.2%. The Prudential guidelines issued by IRA require all life insurance business to be reinsured with local reinsurance companies. The business is shared among five (5) reinsurance companies in the market as illustrated on Figure 14 below.

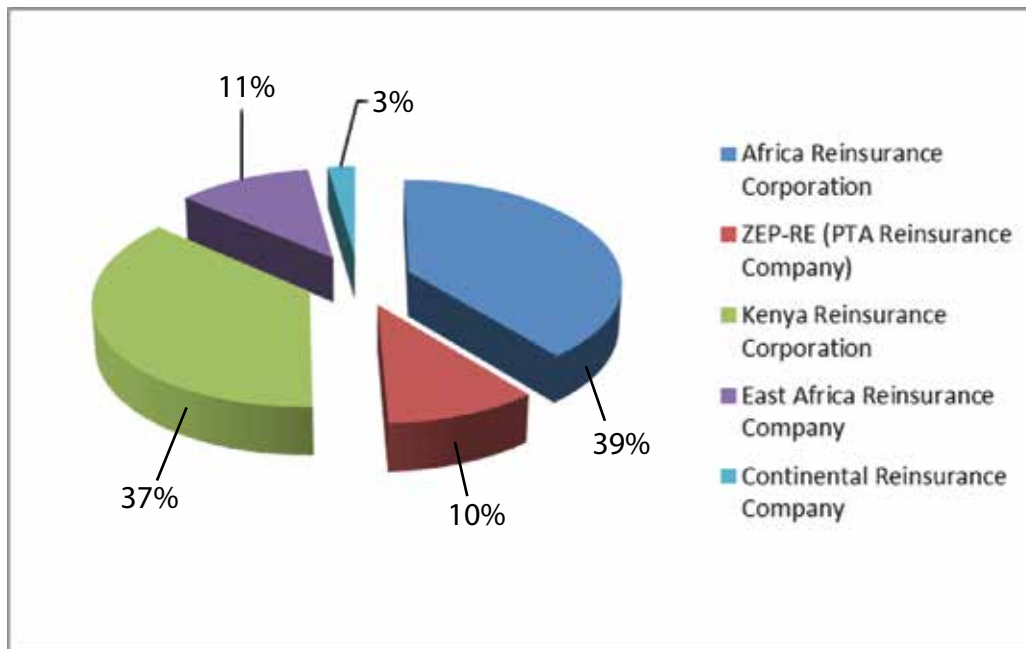


Figure 14: Distribution of Reinsurance business

Table 35: Combined Life Insurance Statistics

Company	ORDINARY LIFE	GROUP LIFE	PENSIONS	INVESTMENT/ UNIT LINKED CONTRACTS	GROSS PREMIUMS + PENSION CONTRIBUTIONS	MARKET SHARE	REINSURANCE	NET PREMIUM	CLAIMS + BENEFITS & SURRENDERS	COMMISSIONS	OPERATING & OTHER EXPENSES	TOTAL EXPENSES	INVESTMENT INCOME + OTHER INCOME
APA Life(Formerly Apollo Life)	20,338	394,582	318,400	2,733	736,053	1.7%	200,428	214,492	348,777	34,428	88,881	123,309	116,334
British American	3,774,600	1,237,037	1,850,173	1,165,458	8,027,268	18.2%	358,692	4,652,945	1,927,864	1,231,505	1,241,648	2,473,153	1,114,123
Cannon	95,802	8,596	0	58,107	162,505	0.4%	6,972	97,426	66,479	10,032	54,132	64,164	289,913
Capex	11,559	3,219	0	0	14,778	0.0%	98	14,680	15,109	580	31,394	31,974	34,217
CFC Life	1,190,995	492,141	1,722,239	0	3,405,375	7.7%	208,640	1,474,496	3,152,003	211,759	503,641	715,400	793,809
CIC Life	437,912	2,565,218	0	0	3,003,130	6.8%	168,471	2,834,659	1,906,999	176,661	883,031	1,059,692	586,069
Corporate	201,630	3,175	0	0	204,805	0.5%	2,190	202,615	148,765	65,186	34,276	99,462	72,731
First Assurance	0	69,624	0	0	69,624	0.2%	63,254	6,370	5,111	4,484	5,695	10,179	287,562
GA Life	0	11,465	716,280	0	727,745	1.7%	9,889	1,576	1,155	110	3,488	3,598	3,210
Gemina	24,466	31,128	0	0	55,594	0.1%	24,137	31,457	66,528	5,960	7,038	12,998	48,069
ICEA Lion Life	1,553,489	543,908	4,275,101	83,322	6,455,820	14.7%	234,755	1,862,642	3,978,440	288,303	363,775	652,078	1,490,065
Jubilee	1,373,461	1,177,373	4,265,189	0	6,816,023	15.5%	354,491	2,196,343	4,383,501	522,792	609,863	1,132,655	2,505,479
Kenindia	434,580	66,225	1,617,385	0	2,118,190	4.8%	45,172	455,633	1,739,679	75,646	104,219	179,865	488,992
Kenyan Alliance	5,335	193,898	106,210	5,335	310,778	0.7%	152,475	46,758	64,010	-22,287	30,300	8,013	6,990
Madison	671,413	109,661	355,051	99,947	1,236,072	2.8%	33,584	747,490	928,902	138,594	365,062	503,656	575,271
Shaham Assurance (Formerly Mercantile)	38,139	4,638	110,747		153,524	0.3%	5,987	36,790	77,203	11,402	24,107	35,509	34,108
Metropolitan Life	10,493	156,216	0	37,618	204,327	0.5%	43,698	123,011	56,711	12,409	65,269	77,679	11,480
Monarch	2,458	39,416	6,669		48,544	0.1%	33,818	8,057	10,379	3,913	15,216	19,129	13,810
Old Mutual	337,976	237,296	66,454	1,055,601	1,697,327	3.9%	188,227	387,045	638,515	159,533	831,914	991,447	1,072,878
Pan Africa Life	2,581,238	2,742,861	246,262		5,570,361	12.7%	222,272	5,101,827	2,258,375	0	1,472,753	1,472,753	2,067,356
Pioneer	505,241	460,328	6,683	44,031	1,016,283	2.3%	85,633	879,936	616,954	125,408	179,568	304,976	76,871
Shield	123,357	1,172	0	0	124,529	0.3%	455	124,074	118,792	17,845	89,341	107,186	25,234
UAP Life	599,103	571,572	571,507	113,985	1,856,167	4.2%	287,922	882,753	457,336	97,185	347,931	445,116	615,018
<b>Total</b>	<b>13,993,585</b>	<b>11,120,750</b>	<b>16,234,350</b>	<b>2,666,137</b>	<b>44,014,822</b>	<b>100.0%</b>	<b>2,731,260</b>	<b>22,383,075</b>	<b>23,088,383</b>	<b>3,171,448</b>	<b>7,352,542</b>	<b>10,523,990</b>	<b>12,329,589</b>

Figures in Kshs. '000

**APPENDIX 1: AKI MEMBER COMPANIES 2013**

	NAME OF COMPANY	PHYSICAL ADDRESS	TELEPHONE NO.	FAX NO.	EMAIL ADDRESS
1	AAR Insurance Company Ltd.	Williamson House, 4 <sup>th</sup> Ngong Avenue, Ngong Road, Box 41766, Nairobi	2895000	2715328	<a href="mailto:info@aar.co.ke">info@aar.co.ke</a>
2	Africa Merchant Assurance Ltd	2nd Floor, Trans-National Plaza, Mama Ngina Street, Box 51599-00200, Nairobi	2204000	340022	<a href="mailto:info@amaco.co.ke">info@amaco.co.ke</a>
3	AIK Kenya Insurance Company Ltd	AIK House, Eden Square Complex, Chiromo Road, Box 49460-00100, Nairobi	3676000	3676001	<a href="mailto:aikkenya@aig.com">aikkenya@aig.com</a>
4	APA Insurance Company Ltd	Apollo Center, Off Ring road, Box 30065-0100, Nairobi	2862000	2862200	<a href="mailto:info@apainsurance.org">info@apainsurance.org</a>
5	APA Life Assurance Ltd	Apollo Center, Off Ring road, Box 30389-0100, Nairobi	3641000	3641100	<a href="mailto:insurance@apollo.co.ke">insurance@apollo.co.ke</a>
6	British American Insurance Company Ltd	Britam Centre, Marar/Ragati Road, 30375-00100, Nairobi	2833000	2717626	<a href="mailto:info@britam.co.ke">info@britam.co.ke</a>
7	Cannon Assurance Company Ltd	Gateway Business Park, Mombasa Road, Box 30216-00100, Nairobi	3966000	829075/828081	<a href="mailto:info@cannonassurance.com">info@cannonassurance.com</a>
8	Capex Life Assurance Company Ltd	5th Avenue Office Suites, Ngong Road, Box 12043-00400, Nairobi	2712384/5	2712390	<a href="mailto:capex@swiftkenya.com">capex@swiftkenya.com</a>
9	CFC Life Assurance Ltd	CFC House, Mamlaka Road, Box 30364-00100, Nairobi	2866000	2718365	<a href="mailto:info@cfclic.co.ke">info@cfclic.co.ke</a>
10	CIC General Insurance Company Ltd	CIC Plaza, Mara Road, Box 59485-00200, Nairobi	2823000	2823330	<a href="mailto:cic@cic.co.ke">cic@cic.co.ke</a>
11	CIC Life Insurance Company Ltd	CIC Plaza, Mara Road, Box 59485-00200, Nairobi	2823000	2823330	<a href="mailto:cic@cic.co.ke">cic@cic.co.ke</a>
12	Corporate Insurance Company Ltd	Corporate Place, Kiambere Road, Box 34172-00100, Nairobi	2717617	2717775	<a href="mailto:cic@swiftkenya.com">cic@swiftkenya.com</a>
13	Directline Assurance Company Ltd	17th Floor, Hazina Towers, Monrovia Street, Box 40863-00100, Nairobi	3250000	2242746	<a href="mailto:info@directline.co.ke">info@directline.co.ke</a>
14	Fidelity Shield Insurance Company Ltd	Fisco Center, Muthangari Drive, Box 47435-00100, Nairobi	4225000	4445699	<a href="mailto:info@fidelityshield.com">info@fidelityshield.com</a>
15	First Assurance Company Ltd	First Assurance House, Gitanga Rd, Box 30064-00100, Nairobi	2900000	2900200	<a href="mailto:hoinfo@firstassurance.co.ke">hoinfo@firstassurance.co.ke</a>
16	GA Insurance Company Ltd	GA Insurance Hse, Ralph Bunche Rd, Box 42166-00100, Nairobi	2711633/4	2714542	<a href="mailto:insure@gakeya.com">insure@gakeya.com</a>
17	Gateway Insurance Company Ltd	Gateway House, Gateway Place, Millimani Road, 60656-00200, Nairobi	2713131-7	2713138	<a href="mailto:info@gateway-insurance.co.ke">info@gateway-insurance.co.ke</a>
18	Geminia Insurance Company Ltd	Geminia Insurance Plaza, Kilimanjaro Avenue, Box 61316-00200, Nairobi	2782000	2782100	<a href="mailto:info@geminia.co.ke">info@geminia.co.ke</a>
19	Heritage Insurance Company Ltd	CFC House, Mamlaka Road, Box 30390-00100, Nairobi	2783000	2727800	<a href="mailto:info@heritage.co.ke">info@heritage.co.ke</a>
20	ICEA LION General Insurance Co Ltd	ICEA Centre, Box 30190-00100, Nairobi	2750000	2223803	<a href="mailto:info@icealion.com">info@icealion.com</a>
21	ICEA LION Life Assurance Co Ltd	ICEA Centre, Box 46143-00100, Nairobi	2750000	2223803	<a href="mailto:info@icealion.com">info@icealion.com</a>
22	Intra Africa Assurance Company Ltd	Williamson House, 4th Ngong Avenue, Box 43241-00100, Nairobi	2712610	2723288	<a href="mailto:intra@swiftkenya.com">intra@swiftkenya.com</a>
23	Invesco Assurance Company Ltd	Bishop Mangua Centre, Box 52964-00200, Nairobi	2605220	248514	<a href="mailto:info@invescoassurance.co.ke">info@invescoassurance.co.ke</a>
24	Jubilee Insurance Company Ltd	Jubilee Insurance Hse, Mama Ngina Street, Box 30376-00100, Nairobi	3281000	3281150	<a href="mailto:jic@jubileekenya.com">jic@jubileekenya.com</a>
25	Kenindia Assurance Company Ltd	Kenindia House, Loita Street, Box 44372-00100, Nairobi	2214439	2218380	<a href="mailto:kenindia@kenindia.com">kenindia@kenindia.com</a>
26	Kenya Orient Insurance Company Ltd	Capital Hill Towers, Cathedral Road, Box 34530-00100, Nairobi	2728603/4	2728605	<a href="mailto:info@korient.co.ke">info@korient.co.ke</a>
27	Kenyan Alliance Insurance Company Ltd	Chester House, Koinange Street, Box 30170-00100, Nairobi	2216450	2217340/2211158	<a href="mailto:kai@kenyanalliance.com">kai@kenyanalliance.com</a>
28	Madison Insurance Company Ltd	Madison Insurance House, Upper Hill Rd, Box 47382-00100, Nairobi	2864000	2723344	<a href="mailto:madison@madison.co.ke">madison@madison.co.ke</a>

	NAME OF COMPANY	PHYSICAL ADDRESS	TELEPHONE NO.	FAX NO.	EMAIL ADDRESS
29	Mayfair Insurance Company Ltd	Mayfair Centre, Ralph Bunche Road, Box 45161-00100, Nairobi	2999000	2999111	info@mayfair.co.ke
30	Saham Assurance Company Ltd	Ecobank Towers, Muirindi Mbingu Street, Box 20680-00200, Nairobi	2222768	312720	life-kenya@sahamassurance.com
31	Metropolitan Life Assurance Company Ltd	International Life House, Mama Ngina St., Box 46783-00100, Nairobi	2243126	2243179	info@metropolitan.co.ke
32	Monarch Insurance Company Ltd	Monarch House, 664 Oluenguruone Avenue, Box 44003-00100, Nairobi	4292000	4292100	info@monarchinsurance.co.ke
33	Occidental Insurance Company Ltd	Crescent Business Centre, 7 <sup>th</sup> Floor, Parklands Road, Box 39459-00163, Nairobi	8024149	3750193	enquiries@occidental.co.ke
34	Old Mutual Life Assurance Company Ltd	Old Mutual Building, Cnr of Mara/Hospital Rd, Box 30059-00100, Nairobi	2829000	2722415	omken@oldmutualkenya.com
35	Pacis Insurance Company Ltd	Centenary Hse, 2nd Floor, Off Ring Rd, Westlands, Box 1870-00200, Nairobi	4247000	4452561	info@paciskenya.com
36	Pan Africa Life Assurance Company Ltd	Pan Africa House, Kenyatta Avenue, Box 44041-00100, Nairobi	2781000	2217675	insurance@pan-africa.com
37	Phoenix of E. A. Assurance Company Ltd	Ambank House, 17 <sup>th</sup> Floor, University Way, Box 30129-00100 Nairobi	2229302	2590865	general@phoenix.co.ke
38	Pioneer Life Assurance Company Ltd	Pioneer House, Moi Avenue, Box 20333-00200, Nairobi	2220814/5	2224985	info@pioneerassurance.co.ke
39	REAL Insurance Company Ltd	Royal Ngao House, Hospital Road, Box 40001-00100, Nairobi	4904000	2717888/3831	general@realinsurance.co.ke
40	Resolution Insurance Company	Roshanmer Place, Lenana Road, Box 4469-00100	2894000	2894210	info@resolution.co.ke
41	Shield Assurance Company Ltd	5th Avenue Office Suites, Ngong Road, Box 25093-00100, Nairobi	2712591	2712597	info@shieldassurance.co.ke
42	Takatful Insurance of Africa Ltd	CIC Plaza, Mara Road, Box 1181-00100, Nairobi	2725134/5	2720653	info@takatfulafrica.com
43	Tausi Assurance Company Ltd	Tausi Court, Tausi Road, Off Muthithi Rd, Box 28889-00100, Nairobi	3746602	3746618	clients@tausiassurance.com
44	Trident Insurance Company Ltd	Capital Hill Towers, Cathedral Road, Box 55651-00200, Nairobi	2721710	2726234	info@trident.co.ke
45	UAP Insurance Company Ltd	Bishops Garden Towers, Bishops Road, Box 43013-00100, Nairobi	2850000	2719030	uapinsurance@uap-group.com
46	UAP Life Assurance Company Ltd	Bishops Garden Towers, Bishops Road, Box 43013-00100, Nairobi	2850300	2719030	uapinsurance@uap-group.com
47	Xplico Insurance Company Ltd	Park Place 5 <sup>th</sup> Floor, Limuru Road, Box 38106-00623, Nairobi	3642000	4445550	info@xplicoinsurance.co.ke

<b>ASSOCIATE MEMBER</b>					
1	Africa Trade Insurance Agency (ATIA)	Kenya Re Towers, Box 62328-00200, Nairobi	2726999	2719701	<a href="mailto:underwriting@atia-aca.org">underwriting@atia-aca.org</a>
<b>OTHER IMPORTANT CONTACTS</b>					
1	Insurance Regulatory Authority (IRA)	Zep-Re Place, Box 43505-00100, Nairobi	4996000	2710126	<a href="mailto:commins@skyweb.co.ke">commins@skyweb.co.ke</a>
2	College of Insurance (COI)	College of Insurance, Off Mombasa Rd, South C, Box 56928-00200, Nairobi	6005601	6005605	<a href="mailto:info@coi.ac.ke">info@coi.ac.ke</a>
3	Insurance Institute of Kenya (IIK)	College of Insurance, Off Mombasa Rd, South C, Box 1200-00200, Nairobi	2106898	6005605	<a href="mailto:iik@wananchi.com">iik@wananchi.com</a>
4	Association of Insurance Brokers of Kenya (AIBK)	College of Insurance, Off Mombasa Rd, South C, Box 606220-00200, Nairobi	0707-209856, 0733-300946	6006220	<a href="mailto:info@aibk.co.ke">info@aibk.co.ke</a> , <a href="mailto:aibk@wananchi.com">aibk@wananchi.com</a>
5	Association of Kenya Reinsurers (AKR)	Africa Re Towers, Box 10620-00100, Nairobi	4973000	2738444	<a href="mailto:mail@zep-re.com">mail@zep-re.com</a>



**THE ASSOCIATION OF KENYA INSURERS**

AKI Centre, Mimosa Road, Muchai Drive, Off Ngong Road  
P.O. Box 45338-00100 Nairobi, Kenya

Tel: +254 20 2731330-3, 2630295,  
0722 204149, 0733 610 325

Fax: +254 20 2731339

Email: [info@akinsure.com](mailto:info@akinsure.com)

Website: [www.akinsure.com](http://www.akinsure.com)