


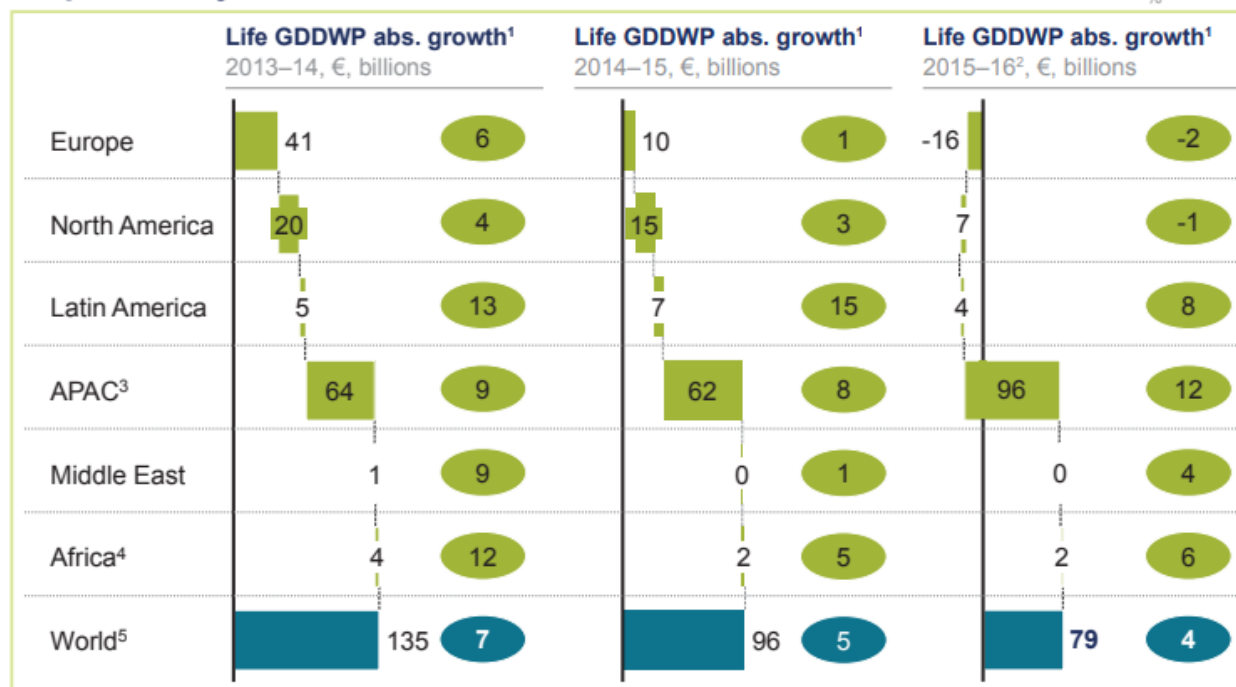
2. Insurance Market Size

Insurance is a kind of common commodity in top rich countries everybody for emergency case. Among them, APAC is the biggest market on earth including China, India, Australia, Korea and Japan.

Exhibit 8

In life, APAC is expected to lead in absolute growth, as it has for the past five years.

 Growth rate, %



¹ Gross double-digit written premiums absolute growth.

² The 2016 figures are estimated based on Q3, H1, and full-year reporting.

³ Asia-Pacific includes Australia, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, New Zealand, Philippines, Singapore, South Taiwan, Thailand, and Vietnam.

⁴ Africa includes Egypt, Kenya, Morocco, Nigeria, South Africa, and Tunisia.

⁵ Using yearly floating foreign-exchange rate for Argentina, Ukraine, and Venezuela due to high inflation rates; 2015 year-end foreign-exchange rate for all other geographies.

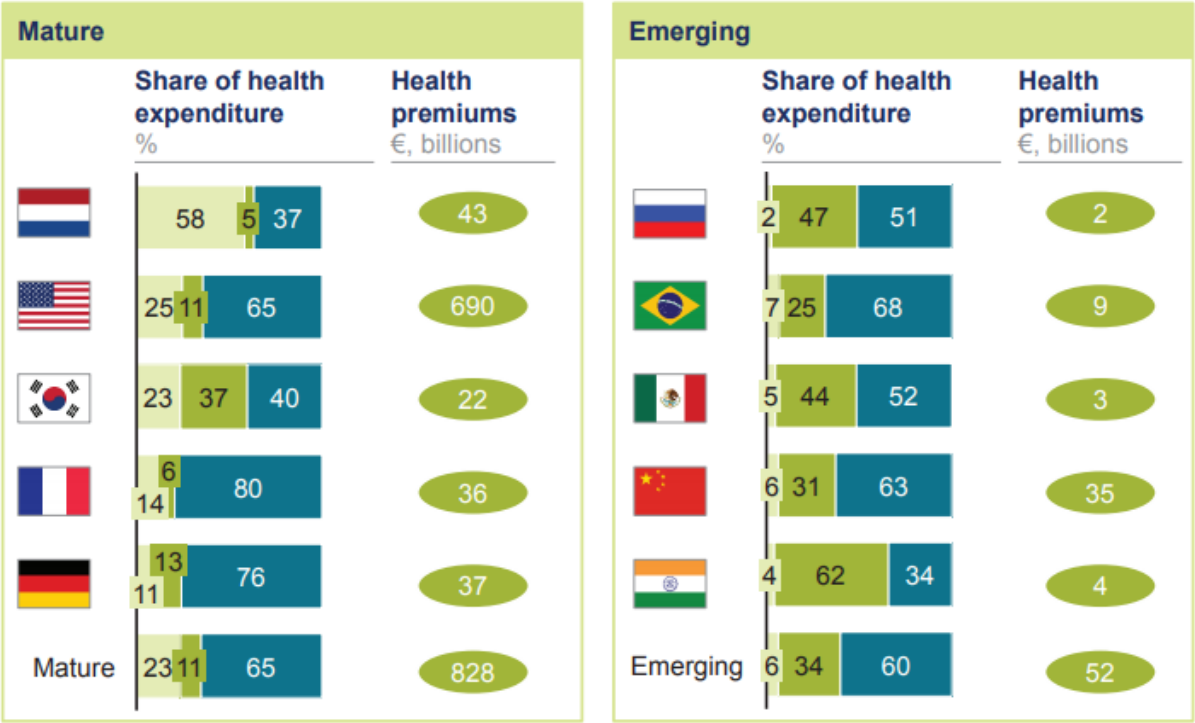
Source: McKinsey Global Insurance Pools

Exhibit 19

Emerging markets today have a much higher proportion of "out of pocket " health expenditure than mature markets.

2015

Premiums
"Out of pocket"¹
Others including government expenditure



¹ "Out of pocket" expenditure for 2015 has been estimated based on 2011 to 2014 compound annual growth rate.

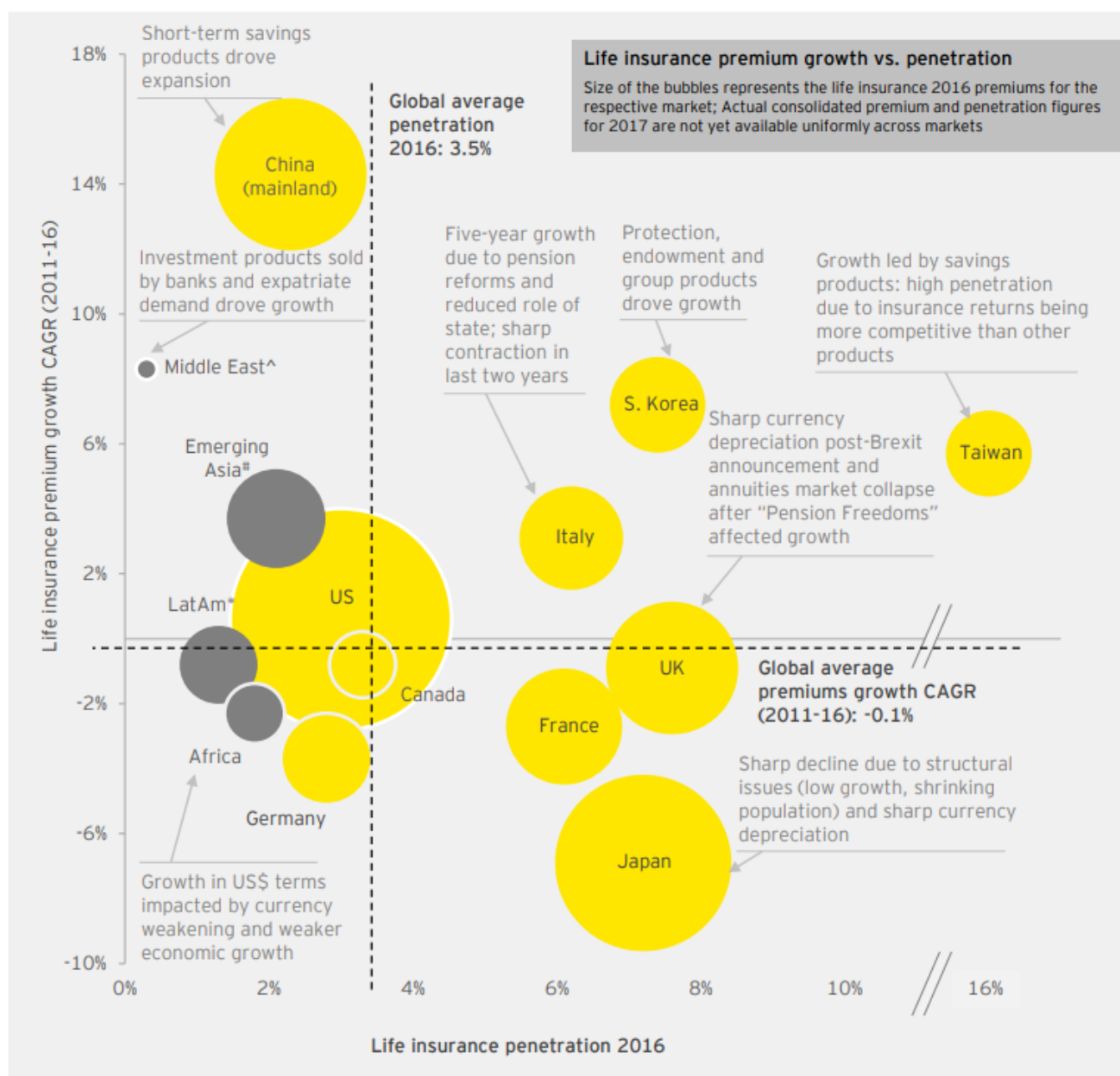
Source: McKinsey Global Insurance Pools; World Health Organization

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	Global rank basis total GWP ²			Penetration GWP as a % of GDP			Density GWP per capita in US\$		
	2007		2016	2007		2016	2007		2016
World	-	-	-	7.5%	↓	6.3%	608	↑	638
USA	1	-	1	8.9%	↓	7.3%	4,087	↑	4,174
Japan	3	↑ ₁	2	9.6%	↓	9.5%	3,320	↑	3,732
China (mainland)	10	↑ ₇	3	2.9%	↑	4.2%	70	↑	337
UK	2	↓ ₂	4	15.7%	↓	10.2%	7,114	↓	4,064
France	4	↓ ₁	5	10.3%	↓	9.2%	4,148	↓	3,395
Germany	5	↓ ₁	6	6.6%	↓	6.1%	2,662	↓	2,548
South Korea	7	-	7	11.8%	↑	12.1%	2,384	↑	3,362
Italy	6	↓ ₂	8	6.4%	↑	8.2%	2,322	↑	2,499
Canada	9	-	9	7.0%	↑	7.5%	3,054	↑	3,161
Taiwan	14	↑ ₄	10	15.7%	↑	20.0%	2,628	↑	4,321

Note: 1) Actual premium and penetration figures for 2017 are not yet available; 2) Gross written premium

Life insurance: emerging markets remain under-penetrated with China (mainland) being the brightest spot



Source: EY - Global Insurance Trends Analysis 2018

Top 10 Countries By Total Insurance Premiums Per Capita and Percent of Gross Domestic Product (GDP), 2017 (1)

Rank	Country	Total premiums per capita	Rank	Country	Total premiums as a percent of GDP
1	Cayman Islands	\$12,122	1	Taiwan	21.32%
2	Hong Kong	8,313	2	Cayman Islands	19.61
3	Switzerland	6,811	3	Hong Kong	17.94
4	Denmark	5,772	4	South Africa	13.75
5	Luxembourg	5,011	5	South Korea (2)	11.57
6	Taiwan	4,997	6	Finland	10.65
7	Singapore	4,749	7	Denmark	10.21
8	Finland	4,737	8	United Kingdom	9.58
9	Ireland	4,687	9	Netherlands	9.56
10	Netherlands	4,631	10	France	8.95
	Total world	\$650		Total world	6.13%

(1) Includes nonlife and life insurance and cross-border business.

(2) April 1, 2017 to March 31, 2018.

Source: <https://www.iii.org/publications/insurance-handbook/economic-and-financial-data/world-insurance-marketplace>