

December 2014

Home Insurance - UK

“Home insurance can be a hostile market for new entrants because it is hard for brands to create sufficiently distinct identities for themselves, and because consumers place such importance on strong reputations and previous experience.”

November 2014

Private Medical Insurance - UK

“Penetration of private medical insurance is at an all-time low. Just 14% of consumers say that they are covered by an insurance policy. However, 40% of the adult population agree that ‘private medical insurance gives a standard of care that the NHS can’t match’, showing that people can see the ...

October 2014

Consumers and the Economic Outlook: Quarterly Update - UK

“The revival in confidence has stalled. Although the economy is picking up speed, the population as a whole isn’t feeling the benefit of the recovery. People are as likely to say that they feel worse off than they did a year ago as they are to say that their finances ...

Health Cash Plans - UK

“Mintel’s research shows that just 7% of non-HCP owners said that they had never heard of the product. This represents an excellent level of product awareness, but the opinions about premiums suggest that insurers are failing to either get their price message across, or to make full use of their ...

September 2014

Consumers and Gadget Insurance - UK

“In order to drive their businesses forward and generate revenue growth, specialist providers of gadget insurance need to explain the benefits of cover to a wide audience, including home insurance policyholders, and promote a reputation for claims fairness and transparency.”

– Sarah Hitchcock, Senior Analyst – Financial Services

August 2014

Pet Insurance - UK

“Mintel expects the market to continue to grow at a fairly robust rate, in value terms, over the next five years. This is based on moderately higher demand levels, an improvement in the economic environment and further price increases. However, there remains the possibility of significantly boosting take-up among the ...

July 2014

Term Assurance - UK

“Increased mortgage lending in 2013 did not result in a corresponding increase in new term assurance sales. Regulatory demands have made cross-selling term assurance products less of a focus for intermediaries. Developing profitable and efficient direct-to-consumer channels will therefore become an increasingly important priority for providers in order to reduce ...

Consumers and The Economic Outlook - Quarterly Update - UK

“Although people are still more confident than they were in 2013, Mintel’s data suggests that they’re not entirely convinced by the economic revival. Across all three key measures (current situation, impact of the slowdown and how they expect their finances to fare over the next year), sentiment was slightly more ...

Whole of Life Insurance - UK

“Funeral price inflation, coupled with the continued squeeze on household finances, is posing a challenge in the over-50s market. Guaranteed acceptance plans offering increasing premiums can help mitigate the uncertainty over the real value of policyholders’ future payouts. However, the key demographic faces the risk of not being able to ...

June 2014

Critical Illness Cover - UK

“Insurers rely on advisers and the business they bring in, but should be more open minded to the possibility of growth in non-advised sales. By making policies simpler and online services easier to use, providers could tap into a group of consumers with day-to-day need for protection but no need ...

March 2014

Motor Insurance - UK

“The potential of telematics-based motor insurance is not being realised. Younger motorists who could save the most by using the technology are the least

interested, while the reverse is true of older drivers. Motorists' low estimation of their own driving ability could be behind the problem, with 36% of policyholders ...

February 2014

Travel Insurance - UK

“Rising medical claims costs is one of the main challenges currently facing travel insurers. Although a stronger Pound will help to mitigate the effect of medical inflation, so too would greater awareness and usage of EHICs.”