

Report Price: £1995.00 | \$2490.76 | €2354.10

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"New technology has the potential to substantially boost consumer engagement by providing policyholders with a means to take greater control of their home insurance policies, leaving behind the passive products of the past."
– Deborah Osguthorpe, Category Director, UK Financial Services Research

This report looks at the following areas:

- Insurtech firms are starting an app-based revolution with `on-demand' cover
- Insurers can leverage digital platforms to drive customer service renaissance
- Connected home systems must heed consumer concerns to maximise potential

Home insurance gross written premiums declined 6.2% to £5.74 billion in 2015, making it the fourth consecutive year of decline. Insurers have taken steps to address this decline, with premiums increasing during 2016, following a spike in weather-related claims in late 2015 and into 2016, as well as two rises in insurance premium tax.

Brexit will be a major source of uncertainty for the next few years. Any impact on the home insurance sector is likely to be fairly limited in terms of existing business, as people will be reluctant to forego cover. However, a squeeze in incomes due to higher prices and slower wage growth could increase the amount of 'shoparound' behaviour. Mintel's research shows that this has been fairly static over the last four years, but could increase as people find that their budget is reduced. Lower housing transactions will also reduce the potential for new business.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

China +86 (21) 6032 7300

^{АРАС} +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £1995.00 | \$2490.76 | €2354.10

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

What yo	u need to know
Executive	Summary
	surance GWPs contract by 6% e 1: Forecast of GWP, for domestic home insurance, fan chart 2011-21
but are	expected to have grown in 2016
Home in	surance premiums see first increases since 2011
Claims c	osts remained flat in 2015
Compani	es and brands
-	anking Group and Direct Line Group lead the way e 2: Underwriting share for domestic property market, by GWP, 2015
Purposef	ul partnerships
Insurtec	h disruption start-ups descend on the home insurance market
The cons	sumer
Almost t	wo thirds have a home insurance policy
	vo thirds of consumers renewed with existing provider e 3: Action taken at last home insurance renewal, 2013-16
Figur	e 4: Factors influencing most recent policy renewal, September 2016
	f of consumers want more information on connected home devices e 5: Attitudes towards connected home products, September 2016
What we	think
Issues an	d Insights
Insurtec	h firms are starting an app-based revolution with 'on-demand' cover
The facts	5
The impl	ications
Insurers	can leverage digital platforms to drive customer service renaissance
The facts	
The impl	ications
Connecte	ed home systems must heed consumer concerns to maximise potential
The facts	
The impl	ications

Home insurance GWPs contract by 6%...

...but are expected to have grown in 2016

Home insurance premiums see first increases since 2011

Claims costs remained flat in 2015

BUY THIS REPORT NOW



Report Price: £1995.00 | \$2490.76 | €2354.10

The above prices are correct at the til	ne of publication, but are subject to
, c	hange due to currency fluctuations.

Bancassurance remains a key channel

Market Size and Forecast

Gross written premiums decline by 6%

Underwriting ratio signals a period of adjustment for home insurance

Figure 6: Gross and net written premiums - Domestic home insurance, 2005-16

Figure 7: Domestic property insurance underwriting ratio, 2005-16

Market forecast and possible impact of Brexit

Figure 8: Forecast of GWP, for domestic home insurance, fan chart 2011-21

Figure 9: Forecast of GWP, for domestic home insurance, 2011-21

Forecast methodology

The impact of the EU referendum vote

Figure 10: Alternative market scenarios for the post-Brexit domestic home insurance GWP, at current prices, 2016-21

Premiums bounced back quickly after 2009 slump

Brexit - A source of uncertainty

Channels to Market

Online remains the dominant sales channel

Figure 11: Home insurance purchase method, September 2016

Direct sales grew in 2015, while broker sales continued to fall

Bancassurance now accounts for less than a quarter of sales

Figure 12: Domestic property insurance, by GWP, by distribution channel, 2011-15

Market Drivers

Premium prices on the up for the first time since 2011

Figure 13: Average home insurance market premiums, Q1 2012-Q3 2016

Claims costs remained flat in 2015

Figure 14: Gross domestic claims incurred 2006-15

Figure 15: Distribution of domestic home insurance claims, by gross value, by type of peril 2011-16

Flood claims peaked in Q4 2015 due to major storms

Figure 16: Volume and value of flood claims for domestic property insurance, Q1 2013-Q2 2016

Flood Re backs 53,000 policies in its first six months

Property insurance fraud is on the rise

Heavy PCW use is inflating premiums

Regulatory and Legislative Changes

FCA finalises rules for transparency in general insurance

IPT doubles in 18 months Figure 17: Insurance premium tax, 1994-2017

CMA launched study into Digital Comparison Tools

FCA drops investigation on social media data harvesting

Companies and Brands – What You Need to Know

BUY THIS REPORT NOW



Report Price: £1995.00 \$2490.76 €2354.10	The above prices are correct at the time of publication, but are subject to change due to currency fluctuations
Lloyds Banking Group is UK's biggest home insurance unde	erwriter
Insurtech moves up the agenda	
Purposeful partnerships	
Insurtech disruption start-ups descend on the home insura	ince market
Underwriter Share	
Lloyds Banking Group takes over as UK's biggest home inst	urance underwriter
Direct Line loses two distribution partners	
Top 10 insurers hold over 80% of market Figure 18: Top 10 domestic property insurance parent g	groups, by GWP, 2013-15
Competitive Strategies	
Pursuing purposeful partnerships	
L&G and Prestige	
AXA link with Trov	
Aviva partners with HomeServe	
Launch Activity and Innovation	
New apps are set to disrupt the market	
Neos	
so-sure launches disruptive peer-to-peer social insurance a	арр
Ageas brings the convenience to contents insurance	
Cocoon – Protecting with 'subsound' technology	
Direct Line launches new Emergency Plumber Cover	

Advertising and Marketing Activity

Overall above-the-line advertising spend declines 11%

Figure 19: Total above-the-line, online display and direct mail adspend in the home insurance market, 2011/12-2015/16

Direct mail spend reduced by a quarter

Figure 20: Total above-the-line, online display and direct mail adspend in the home insurance market, by media type, 2011/12-2015/

Direct Line tops adspend list despite cutbacks

NFU doubles advertising spend in a single year

Figure 21: Top 20 above-the-line, online display and direct mail advertisers of home insurance, 2013/14-2015/16

Nielsen Ad Intel coverage

The Consumer – What You Need to Know

Almost two thirds have a home insurance policy

Half of consumers research policies online

Nearly two thirds of consumers renewed with existing provider

Over half of consumers want more information on connected home devices

Home Insurance Ownership

Overall home insurance ownership falls below two thirds

BUY THIS REPORT NOW



Report Price: £1995.00 | \$2490.76 | €2354.10

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 22: Insurance product ownership, September 2016

Figure 23: Insurance product ownership, by age, September 2016

'Generation rent' leading to decrease in home insurance policies

Vast majority of consumers prefer combined cover

Figure 24: Home insurance ownership, by type of policy, September 2016

Londoners less likely to have home insurance

Home Insurance Research Methods

Half of consumers research policies online

Younger consumers more likely to solicit advice from family and friends

Telephone enquiries still common for over-65s

Figure 25: Home insurance research methods, September 2016

Most Recent Policy Renewal Behaviour

Nearly two thirds of consumers stayed with existing provider at last renewal

Figure 26: Actions taken at last home insurance renewal, September 2016

Those with combined policies more likely to switch

Figure 27: Actions taken at last home insurance renewal, by type of policy, September 2016

PCWs fuelling home insurance churn rates

Switching rates have stabilised

Figure 28: Action taken at last home insurance renewal, 2013-16

Factors Influencing Recent Policy Renewal

Price remains a key determinant for policy renewal...

...but consumers reward insurers' good service with renewals

Convenience and time pressure are drivers of renewals

Figure 29: Reasons for staying with existing provider, September 2016

Shopping around driven by price

Figure 30: Factors influencing most recent policy renewal, September 2016

Factors Affecting Future Choice of Home Insurance

More than half of policyholders prefer to stick with established brands

New tech start-ups could divide loyalties

Figure 31: Factors influencing choice of home insurance provider, September 2016

Attitudes towards Connected Home Products

Millennials are most interested in trialling connected home devices

Figure 32: Attitudes towards connected home products, September 2016

A range of smart home devices are of interest

Consumers expect discounts for a lowering risk profile

Connected home providers must allay consumer fears over data

Appendix – Data Sources, Abbreviations and Supporting Information

BUY THIS REPORT NOW



Report Price: £1995.00 | \$2490.76 | €2354.10

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Abbreviations

Consumer research methodology

Appendix – Market Size and Forecast

Additional market forecast data Figure 33: Best and worst case scenario forecast for domestic home insurance GWPs, 2016-21

Forecast Methodology

BUY THIS REPORT NOW