

我國人口老化與保險商品發展

Ageing Issues and Insurance Products Development in

Taiwan

研究報告

主持人：

國立政治大學風險管理與保險學系

王儷玲 博士

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中文部份

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壹、 序論

本研究分析台灣近來所面臨的人口老化問題，並進一步探討未來人口老化現象對我國年金保險與長期看護保險市場之影響。本研究第一部分首先介紹台灣人口老化問題與現況，第二部分則介紹目前台灣年金保險與長期看護保險市場現況，第三部分探討未來潛在的保險市場。最後，本研究檢視目前台灣年金保險與長期看護保險市場所面臨的挑戰，並進一步提出可行的解決方案，希望能強化台灣未來年金保險與長期看護保險市場環境。

貳、 台灣人口老化現象

在 2005 年底台灣人口已達到 2280 萬人，其中男性比例為 50.7%，女性比例為 49.3%。隨著醫療水準的進步，台灣國民的平均餘命也逐年提高，並且人口結構也跟著改變。表一說明了近 30 年來台灣平均餘命的情況，在 1980 年時，男性平均餘命為 69.56 歲，而女性為 74.54 歲；到了 1990 年時，男性的平均餘命為 71.33，女性為 76.75；而到 2005 年時，男性平均餘命為 74.5，而女性為 80.8，從表一可知台灣人口的平均餘命從過去幾十年間是逐年增加。

表一 台灣人口平均餘命

年度	1970	1980	1990	1995	2000	2004	2005
男性	66.66	69.56	71.33	71.85	72.67	73.47	74.5
女性	71.56	74.54	76.75	77.74	78.44	79.7	80.8

資料來源：<http://www.moi.gov.tw/stat/>

根據內政部統計，在 1993 年台灣超過 65 歲以上的老年人口有 150 萬人，約佔總人口的 7%；到了 2005 年老年人口已經達到 220 萬人，

已經佔台灣總人口的 9.74%，因此台灣已經達到聯合國所定義的老年化社會，並且預估到了 2011 年時老年人口比例將會達到 15%，2031 年時老年人口比例會達到 20%。

從另一方面來看，近年來台灣的生育率卻是逐年下降，從 1993 年到 2005 年，台灣人口從 2100 萬人增加到 2280 萬人，然而在這期間的人口出生率卻從千分之 10.27 下降到千分之 5.8，因此人口成長趨緩的主要原因來自於出生率的下降。

綜合以上種種因素，台灣老年人口的依賴比例在過去也逐漸增加，老年人口依賴比之定義為退休老年人口和工作人口之比例，從 1951 到 1971 年台灣的老年人口依賴比大約都在 5% 左右，也就是 20 個工作人口扶養一個老人，但是近年來依賴比例大幅上升，並且在表二顯示出從 2001 年到 2036 年的情況，在 2001 年的時候，依賴比為 13.52%，並且預估到了 2021 年時老年人口依賴比會達到 22.87%，到了 2036 年更高達 34.13%，表示到了 2036 年時每三個工作人口必須扶養一個老年人。因此，我們也可以預期在台灣未來工作人口扶養老年人口之負擔將會越來越大。特別注意的是，這樣的問題將會使得未來台灣社會保險基金可能面臨嚴重破產危機的嚴厲挑戰。

表二 台灣老年人口依賴比

年度	65 歲以上人口	65 歲以上人口比例	老年人口依賴比
2001	194 萬	8.65%	13.52%
2021	362 萬	14.42%	22.87%
2036	561 萬	21.66%	34.13%

資料來源: <http://www.moi.gov.tw/stat/>

參、 年金保險市場現況介紹

年金保險是個人和保險公司之間所簽定的重要財務契約，其設計是用來提供老年人口退休後的退休收入，因此，年金保險可視為對抗長壽風險的最佳工具。在過去 20 年來，世界各國對於年金保險的需求與重視逐年不斷增加，但在台灣過去對年金保險的需求卻相對較無顯著增加，直到近幾年來才有顯著的增加。

表三和表四是台灣壽險業初年度保單保費收入的情況，從表三中可以看出在 2001 年之後年金保險保費收入明顯成長上升，年金保險成長率開始顯著上升可能的原因為利率變動型年金商品與投資型變額年金保險的問市¹。但是 2005 年以後年金險需求量呈現減少的情況，需求量減少的主因是因為新的保證利率法規限制所造成的，因此 2005 年和 2006 年利率變動型年金保險的新保單數量呈現減少的情況。但是，若以表四中 2006 年和 2007 年 1-2 月初年度保單保費收入來比較，也可看出 2007 年年金保險市場有明顯的成長。

¹ 1992 年保險法修正公布將壽險業可銷售之人身保險商品另增列年金保險，於 1997 年 6 月頒布個人即期與遞延年金保險單示範條款，1997 年 7 月起主管機關始接受業者申請銷售年金保險，而 2001 年 7 月總統令保險法再次修正公布，新增「投資型保險」之項目（保險法第 146 條），因此才陸續有除了傳統年金保險、利率變動型年金保險及投資型之變額年金保險商品的銷售，而增加年金商品可選擇性，與促進年金保險銷量。

表三 台灣壽險業各險種初年度保費

台灣壽險業初年度保費收入(新台幣 1,000)								
年度	壽險		意外險		健康險		年金險	
	初年度	成長率	初年度	成長率	初年度	成長率	初年度	成長率
1998	93,434,181		17,293,616		16,741,635		340,259	
1999	91,176,915	-2%	15,655,088	-9%	20,716,436	24%	736,376	116%
2000	100,183,212	10%	16,555,489	6%	26,600,903	28%	472,008	-36%
2001	130,669,158	30%	16,412,357	-1%	25,384,178	-5%	3,761,566	697%
2002	214,025,045	64%	14,447,256	-12%	22,376,932	-12%	12,607,717	235%
2003	235,558,750	10%	15,090,276	4%	20,703,842	-7%	73,011,855	479%
2004	259,985,931	10%	12,224,040	-19%	20,314,735	-2%	153,681,589	110%
2005	371,824,200	43%	11,995,350	-2%	19,717,950	-3%	115,237,650	-25%
2006	379,230,300	2%	10,792,650	-10%	21,996,750	12%	91,088,700	-21%

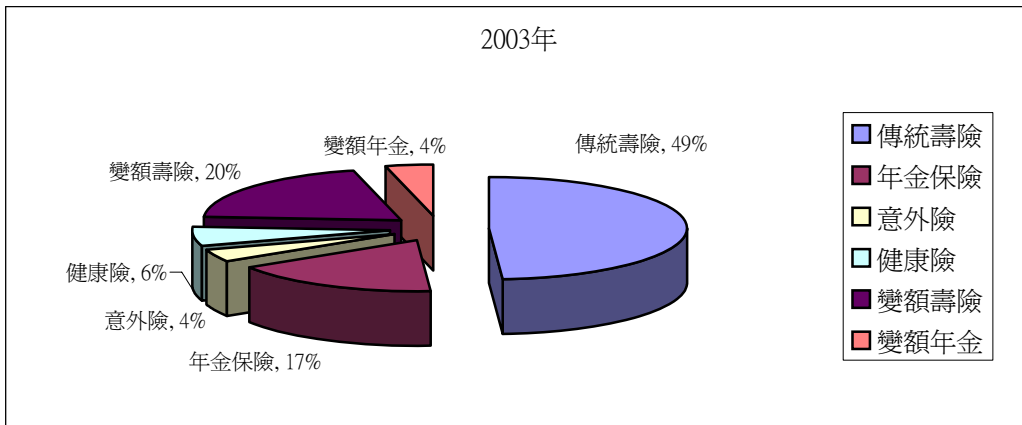
資料來源：台灣壽險業統計年報，頁.42-43

表四 2006 年與 2007 年台灣壽險業各險種初年度保費比較

年度	壽險		意外險		健康險		年金險	
	初年度	成長率	初年度	成長率	初年度	成長率	初年度	成長率
2006/1-2	2,131.85		48.30		87.42		215.58	
2007/1-2	2,205.27	3.4%	49.18	1.8%	103.79	18.7%	253.03	17.4%

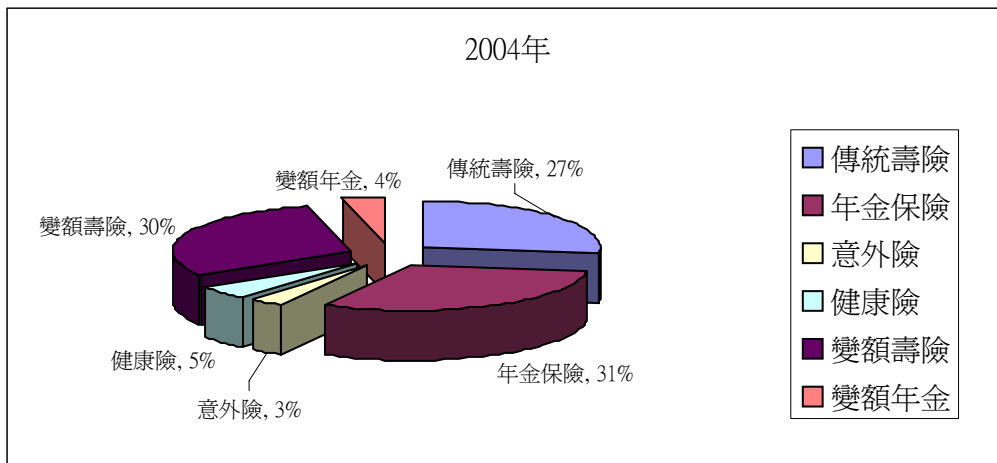
圖一到圖四分別為 2003 年到 2006 年各險種的初年度保費市場佔有率，從圖中發現，在 2004 年 2003 年年金保險保費收入佔所有險種的 21%，到了 2004 年年金保險的市占率上升到 35%，到了 2006 年，年金保費收入佔所有保費收入下降到 18%，其中傳統年金保險佔所有保費收入約 15%，而變額年金保險佔所有保費收入約 3%。另外，圖四為年金保險從 1999 年到 2006 年的初年度保費收入成長率，2001 到 2004 年年金保險的成長比例非常高，2005 與 2006 年年金保險的成長比例有下跌情況。此外，在勞退新制實施後，勞工在超過 200 人以上之公司可以決定以購買保險公司之年金保險契約來取代個人帳戶，因此可以預見的是，在未來我國團體年金保險的市場也將可能有明顯的成長。

圖一 2003 年各險種初年度保費比例



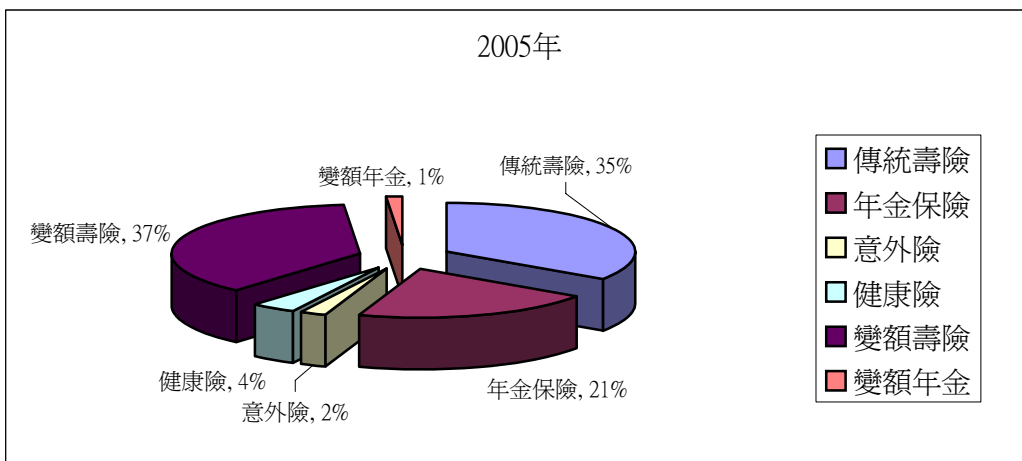
資料來源：保險事業發展中心出版：2004 年壽險市場概況，頁.10

圖二 2004 年各險種初年度保費比例



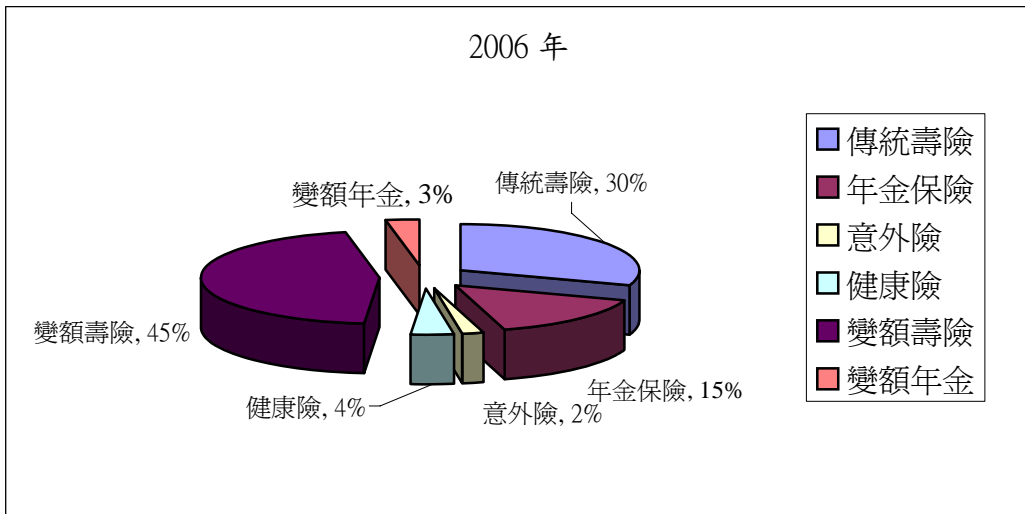
資料來源：保險事業發展中心出版：2004 年壽險市場概況，頁.10

圖三 2005 年各險種初年度保費比例



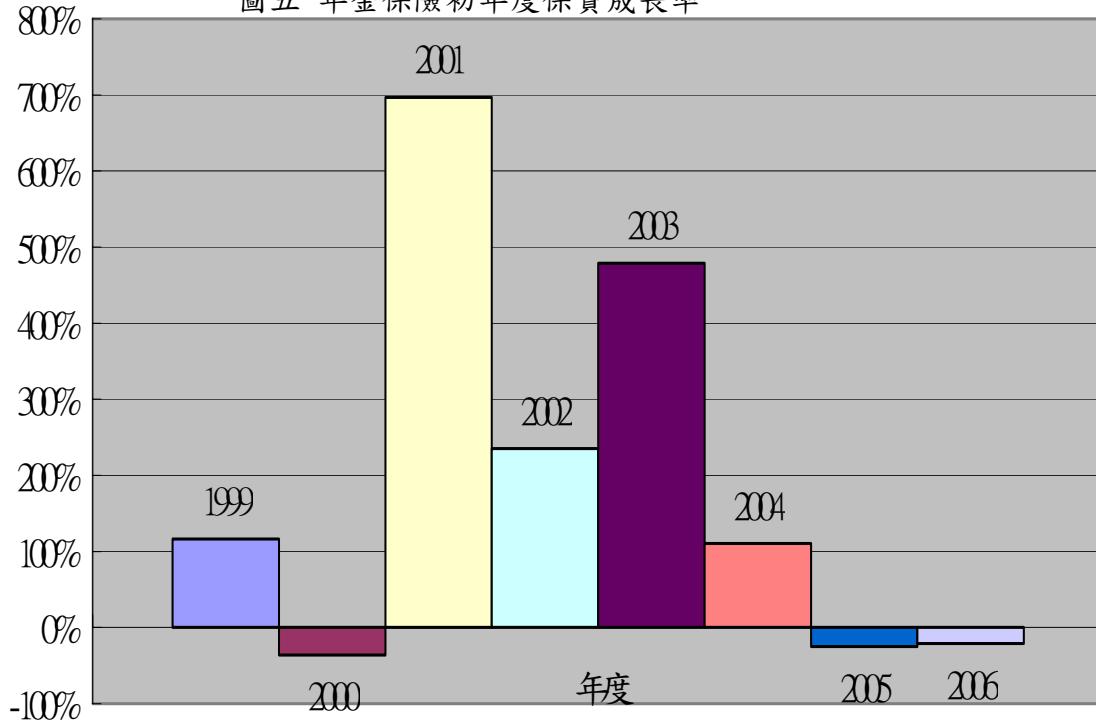
資料來源：94 年度壽險業績統計分析；壽險季刊 139 期 p.39

圖四 2006年各險種初年度保費比例



資料來源：保險事業發展中心出版：2006年

圖五 年金保險初年度保費成長率



資料來源：台灣壽險業統計年報頁.42-43

肆、 長期看護保險市場現況介紹

長期看護保險是除了年金險之外另一種重要的退休商品。但是，和其他國家的長期看護保險市場比較之下，目前臺灣長期看護保險僅由 8 間保險公司提供，並且無團體長期看護保險的提供，因此消費者的需求量也較小。表五為 2006 年台灣壽險業看護保險銷售概況，由表五可知看護保險保費收入總合約為 40 百萬美元，給付金額約為 2.6 百萬美元。

表五 2006 年台灣看護保險銷售概況

月份	保單數量		保費收入 (美元\$1,000)			保險給付 美元\$1,000)	
	新保單	有效保單	新保單	有效保單	總合	給付保單	給付金額
一月	3,306	144,404	1,793	4,367	6,159	70	272
二月	3,382	147,019	1,584	4,161	5,745	50	378
三月	5,659	151,952	2,788	6,053	8,841	53	510
四月	3,619	155,308	1,806	3,856	5,662	60	390
五月	4,240	158,782	1,897	5,208	7,105	75	409
六月	4,426	162,492	2,159	5,064	7,224	76	734
總合	24,632	162,492	12,027	28,709	40,736	384	2,693

伍、 潛在保險市場分析

由於目前政府已著手積極改善目前保險市場的相關問題，下列即將實施的三項重要政策將會影響未來保險市場需求，因此我們預期未來的年金保險市場可能會有顯著的成長。

1. 根據台灣的勞工退休金條例，在 200 人以上公司服務的員工可以參加年金保險取代個人退休金帳戶。
2. 在勞退新制之個人退休金帳戶之下，當退休員工申請年金給付

時，需要購買年金保險。

除此之外，政府目前正積極成立額外的長期看護系統的計劃，這也可能會增加了未來的長期看護保險市場的需求。

陸、 台灣人口老化問題對保險業的挑戰未來挑戰

相較於國外市場，台灣的年金保險與長期看護保險，皆處於初期開發階段，若能透過更多的法令修訂與相關配套措施之實施，應仍有相當大的發展潛力。雖然年金保險市場預期未來將有明顯的成長，但是年金保險市場未來仍有許多挑戰仍待克服，其主要的挑戰為：

1. 利率變動型年金商品目前銷售因受限於國內十年期政府公債次級市場殖利率，對消費者而言，並無多大之購買誘因，以致業務急劇萎縮。
2. 台灣勞退新制對於團體年金保險的最低保證利率，增加了保險人的風險和未來資本上的負擔。
3. 相較於國外，個人年金商品部分又無較大的稅賦優惠誘因，因此無法激勵民眾購買年金保險之需求。

除此之外，將目前台灣長期看護保險也面臨以下重要問題：

1. 缺乏長期看護保險發生率評估的資料庫，在長期看護保險的商品設計上，目前各家保險在需要長期看護狀態的判定差異很大。
2. 醫療費用之高漲與壽命之延長，使壽險公司經營長期看護保險有相當大的潛在風險。
3. 目前在給付型態只限於現金給付，在國外有許多商品將保險給付直接給予照護中心或提供其他服務等的設計仍無法落實。
4. 由於保障不足，再加上一般國民對長期看護之需求與成本考量都未能有較正確的認識與瞭解，因此市場需求仍相當有限。

柒、 結論與未來解決方案建議

為了確保每位國民能夠擁有足夠的退休收入，為台灣創造一個穩定的退休養老環境，政府必須設法解決對於目前保險市場上所面臨之種種問題。國內目前保險業在退休市場仍然只停留在個人自願購買年金的階段，對於與退休制度相結合之團體保險市場並未有太大的開放空間，雖然現行的勞退新制中有提供年金保險制的運作，但由於相關法令限制過多，可以操作之市場非常有限。為了進一步增進未來年金市場需求，本研究建議未來可以考慮實施的解決方案如下：

1. 在保證利率相關的法規放寬後，預期利率連結型與投資連結型年金保險市場在未來能夠成長。
2. 未來在勞退新制下，在資金運用上，除了考量讓保險公司以 internal fund 方式販售保險商品，可以進一步開放讓保險公司直接承作資產管理帳戶。
3. 政府應提供更好的稅賦優惠以鼓勵更多的退休儲蓄行為，例如在購買年金商品或其他退休儲蓄商品時能夠給予更多的稅賦優惠與免稅額度等。

此外，針對進一步增進未來長期看護市場需求，本研究建議未來可以考慮實施的解決方案如下：

1. 應積極建立長期看護保險發生率評估的資料庫。
2. 鼓勵保險業開發新產品，在長期照護的商品設計上可以發展分級式長期看護保險商品。
3. 長期照護的商品設計上，除了現金給付型態外，可以進一步開發將保險給付直接給予照護中心或提供其他服務等的設計。

另外，在稅賦措施上，本研究建議未來可以考慮實施以下之稅賦措施來鼓勵更多的消費需求：

1. 在勞退新制下的團保年金部分，政府應提供更好的稅賦優惠以鼓勵勞工更多的自願提撥金額來累積退休金。
2. 在個人年金保險與長期照護保險部分，提供更多額外賦稅優惠，例如增加現行免稅扣除額之上限
3. 為了更有效推動年金保險與退休儲蓄，建議政府應推動適格年金商品制度或為年金保險設立獨立免稅扣除額。

最後，在退休金商品創新的部份，本研究建議未來可以考慮發展以下創新商品：

1. 外幣利變型年金。

外幣利變型年金商品的優點為，根據幣種作出不同的保證利率，同時資金的轉換十分自由，不但有 unite system 可以將複數的貨幣商品整合，資金也可以一部或全部互相移換，還可以在保險期間到期時選擇延長累積期間直到最高年限為止。

2. 附保證型態之變額年金。

變額年金在美國、英國以及日本等國家皆有許多投資保證的設計，在市場上提供了保戶不同的選擇，台灣目前亦有一些保險公司參考國外的經驗推出所謂的 GMDB 以及 GMMB 等投資保證的商品，從退休規劃的市場來看，此種商品可以保障客戶退休所需，然而，由於投資保證是屬於尾端風險 (Tail Risk)，保險公司應著重於風險控管與監理。

3. 分級式之長期看護商品。

目前台灣雖然有全民健保，但尚無長期照護的社會保險制度，

因此商業的長期照護保險相形之下更顯重要，只是在缺乏第一層的國家的照護制度下可能會有嚴重的逆選擇問題，或許可以參考日本以特約的形式，附加在年金或是醫療保單上。在長期照護的商品設計上可以比照日本之長期照護社會保險的型態，將需要看護的等級區分為 5-7 個等級，依次給予不同程度的給付，或是支付不同的服務型態，除了看護金的給付外，還可結合各醫療院所、社區型照護所等周邊設施，提供更多元的保障範圍與內容。由於現行國內的需要長期看護狀態的判定上差異很大，建議未來在商品的推動上，應編制以台灣市場的分制長期看護的發生率評估，如此，才能健全長期看護的保險市場。

4. 退休金帳戶商品。

台灣也可以考慮發展終身全面保障的商品，讓保戶在保險公司以建立一個退休金帳戶的模式，可在些許限制下彈性繳交保險費，並可附加從死亡保障、醫療保障到看護保障等的各種批單，定期由帳戶內扣除保費。保戶可根據自己的生命週期決定需要的保障，僅用一張保單便可作彈性調整，無須考慮解約、保險期間甚至保障額度的問題，完美的滿足保戶所有可能的需要。

5. 年金屋。

台灣居民之購屋率相當高，若能有效改善國外年金屋實施上之相關問題，有效地將居住品質、老人醫療看護設施與保險機制等功能結合，年金屋在台灣可能可以開拓出新的市場。

6. 反向房屋抵押貸款。

雖然對退休老人而言，出售原本的住宅，換到一間較小或地段較差之房子，把中間的價差換做退休基金，是一個把資產換成現金

的可行辦法，但有不少老人仍希望可以繼續居在在自己的房子與熟悉的社區環境中。因此，反向房屋抵押貸款便提供這樣的一個融資管道，讓老人既可以繼續居在自己的房子，又可以將資產換成現金花用，而且在英美澳等國家所發行之反向房屋抵押貸款，皆提供在老人去世前，或自願搬離以前，都不用負擔還清貸款的壓力，也不用擔心房子會被強制查封拍賣，此特殊性質十分適合已無工作所得之退休老人。

7. 強化年金。

強化年金為英國保險市場針對不同族群所設計的年金保險，主要是讓健康狀況不好的人享有較高的年金率，此種族群的人亦能參與年金化來因應長命風險，透過年金保險來因應人口老化的市場，主要概念是運用壽險中的優體及弱體的概念，在年金保險的費率計算時考慮差別費率，對於好的風險（good-risks）的年金保戶給較優的年金率。保險公司在年金率上反應健康的差別。

英文部份

**Ageing Issues and Insurance Products
Development in Taiwan**

April 2007

I. Introduction

This report analyzes the current ageing problems in Taiwan and further examines the probable effects that the rapid growth in the elderly population will have on future insurance market in Taiwan. The first part (section II) of this report discusses recent ageing problems in Taiwan. The second part (section III and IV) briefly outlines the current insurance products and market situation of annuity as well as long-term care insurance markets in Taiwan. Finally, section V and VI point out key issues and challenges and provides some solutions for insurance market to ensure better elderly protection system in Taiwan.

II. Ageing Issue in Taiwan

The population of Taiwan is 22.8 million at the end of 2005. Among them, male and female account for 50.7% and 49.3% of total population respectively. Due to the improvement of public health environment, people in Taiwan live longer and the age structure is gradually changing. Table 1 reports the life expectancy over past thirty years in Taiwan. From Table 1, it shows that in 1980, the life expectancy was 69.56 years for male and 74.54 years for female; in 1990, the life expectancy was 71.33 years for male and 76.75 years for female; in 2004, the life expectancy was 73.47 years for male and 79.70 years for female; in 2005, the life expectancy was 73.5 years for male and 80.8 years for female. Thus, Table 1 clearly reveals that the life expectancy in Taiwan has increased gradually over past decades.

Table 1 Life Expectancy in Taiwan

Year	1970	1980	1990	1995	2000	2004	2005
Male	66.66	69.56	71.33	71.85	72.67	73.47	74.5
Female	71.56	74.54	76.75	77.74	78.44	79.70	80.8

Source:<http://www.moi.gov.tw/stat/>

According to statistics from the Ministry of Interior, there were 1.5 million elderly people with age over 65 in 1993, representing more than 7 percent of total population in Taiwan. In 2005, the number of elderly people has increased to 2.2 million, accounting for 9.74% of total population. Thus, Taiwan has met the criteria of ageing society defined by the United Nations. In the near future, the number of elderly people is expected to reach 15 percent of the total population by 2011 and more than 20 percent by 2031.

On the other hand, the birth rate in Taiwan has declined in recent years. From 1993 to 2005, the total population of Taiwan increased from 21 million to 22.8 million . However, during this period, the natural growth rate of population dropped from 10.27 to 5.8 per thousand people. The decreasing tendency of population is mainly due to the decline of the birth rate.

Thus, the elderly dependency ratio in Taiwan has also increased over past years. By definition, the elderly dependency ratio represents the ratio of retirement people to the current working people. Between 1951 and 1971, the old age dependency ratio was around 5 percent in Taiwan. It implies that during those years every 20 working people supported one elderly citizen in Taiwan. However, the elderly dependency ratio has significantly increased

recently. Table 2 shows the elderly dependency ratio from 2001 to 2036. In 2001, the elderly dependency ratio is 13.52 percent. According to estimate, this ratio will increase to 22.87 percent in 2021 and to 34.13 percent in 2036. This implies that in 2036 every three persons in the working age shall support one aged citizen. From above figures, we can expect that the increase in old age dependency ratio will make it harder for the wage-earning population to support the aged in Taiwan. Especially, it will raise the serious insolvency problems for the social insurance pension funds in the near future.

Table 2 Elderly Dependency Ratio in Taiwan

Year	Population of age over 65 years	% of age over 65 years	Elderly Dependency Ratio
2001	1.94 million	8.65%	13.52%
2021	3.62 million	14.42%	22.87%
2036	5.61 million	21.66%	34.13%

Source: <http://www.moi.gov.tw/stat/>

III. Current Annuity Market in Taiwan

Annuity is an important financial contract between individual and insurance company. It is designed to provide the age as source of retirement income. Annuity can be widely considered as a perfect tool to protect the longevity risk. Thus, for the past 20 years, there has been a very significant growth of demand for as saving around the world.

Table 3 and Table 4 report the first-year premium of life insurance in Taiwan. We can find a significant increase of annuity market share after 2001. The reason to cause the increase of the sale in annuity market is the

launch of the interest-rate-linked and the investment-link annuity products in the market after 2001. It clearly shows an significant growth pattern of the insurance annuity premium from 2001 to 2004 in Taiwan. However, there is a slightly decrease of demand after 2005. This drop is mainly caused by the new regulation limitation on the guaranteed interest rate for insurance contract. Thus, the number of new policies of interest-rate-linked annuities decreased during 2005-2006.

Furthermore, if we comparing the demand of first-year premium for the first two months between 2006 and 2007 in Table 4. We can also observe that the demand of annuity in 2007 is growing up.

Table 3 First-Year Premium of Life Insurance in Taiwan

First-Year Premium of Life Insurance in Taiwan (US\$ Million)								
Year	Life		Accident		Health		Annuity	
	First Year	Growth %	First Year	Growth %	First Year	Growth %	First Year	Growth %
1998	2,952		546		529		11	
1999	2,881	-2%	495	-9%	655	24%	23	116%
2000	3,165	10%	523	6%	840	28%	15	-36%
2001	4,129	30%	519	-1%	802	-5%	119	697%
2002	6,762	64%	456	-12%	707	-12%	398	235%
2003	7,443	10%	477	4%	654	-7%	2,307	479%
2004	8,214	10%	386	-19%	642	-2%	4,856	110%
2005	11,748	43%	379	-2%	623	-3%	3,641	-25%
2006	11,982	2%	341	-10%	695	11%	2,878	-20%

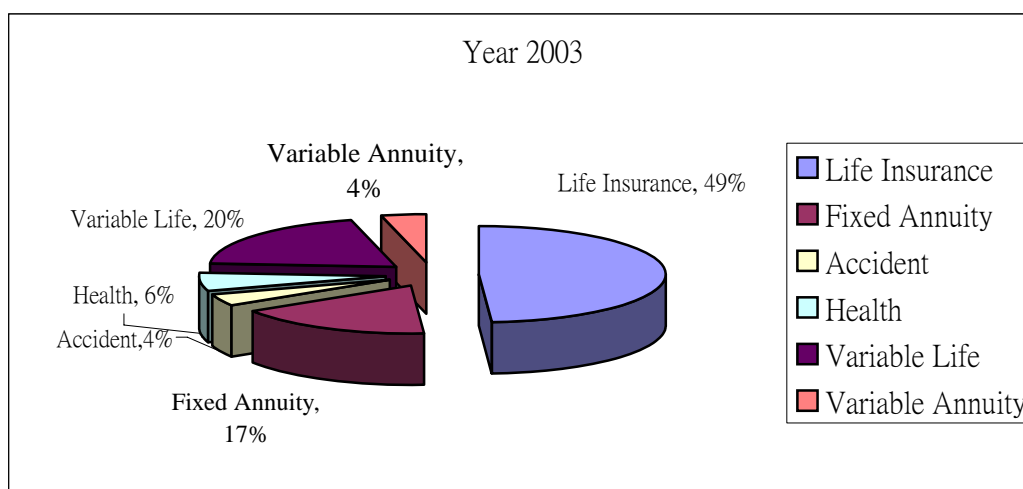
Source: Annual Statistic Report of Life Insurance, P.42-43

Table 4 Comparison of First-Year Premium of Life Insurance between 2006 and 2007

First Year Premium of Life Insurance in Chinese Taipei (US\$ Million)								
Year	Life		Accident		Health		Annuity	
	Premium	Growth %	Premium	Growth %	Premium	Growth %	Premium	Growth %
2006/ 1-2	2,131.85		48.30		87.42		215.58	
2007/ 1-2	2,205.27	3.4%	49.18	1.8%	103.79	18.7%	253.03	17.4%

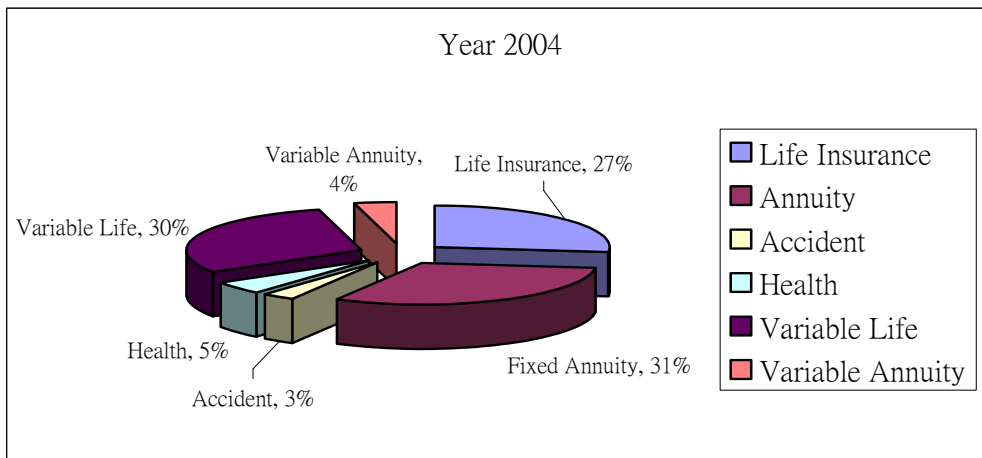
Figure 1-4 shows the market share of first-year insurance premium in 2003, 2004, , 2005 and 2006 in Taiwan. In 2003, the market share of annuity premium represents about 21 percent of total insurance premium. In 2004, the market share of annuity premium increases to 35 percent of total insurance premium. In 2006, the market share of annuity premium represents about 18 percent of total insurance premium. Specifically, the market share of the fix annuity accounts for 15% and variable annuity for 3% respectively. Figure 5 shows the growth rate of first-year insurance annuity premium from 1999 to 2006 in Taiwan. There is a huge growth of annuity market from 2001 to 2004 following decrease in 2005 and in 2006.

Figure 1 Market Share of first-year Insurance Premium in 2003



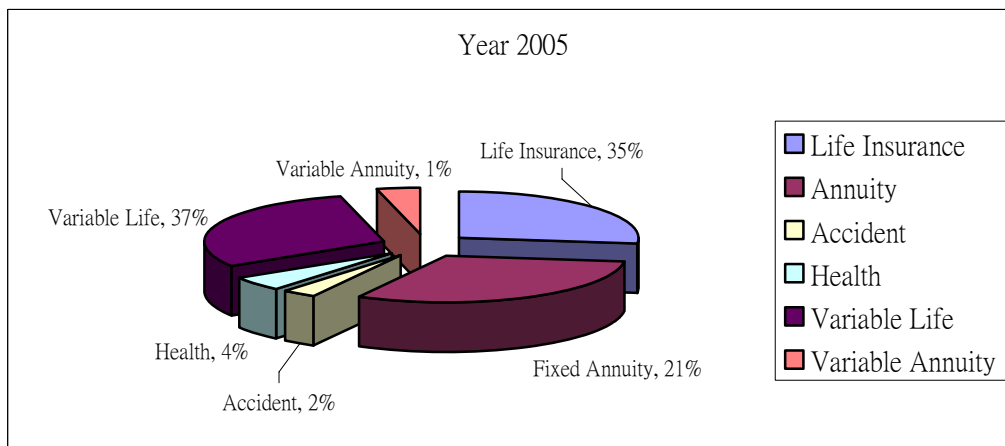
Source: Market profile of life insurance in 2004, P.13

Figure 2 Market Share of first-year Insurance Premium in 2004



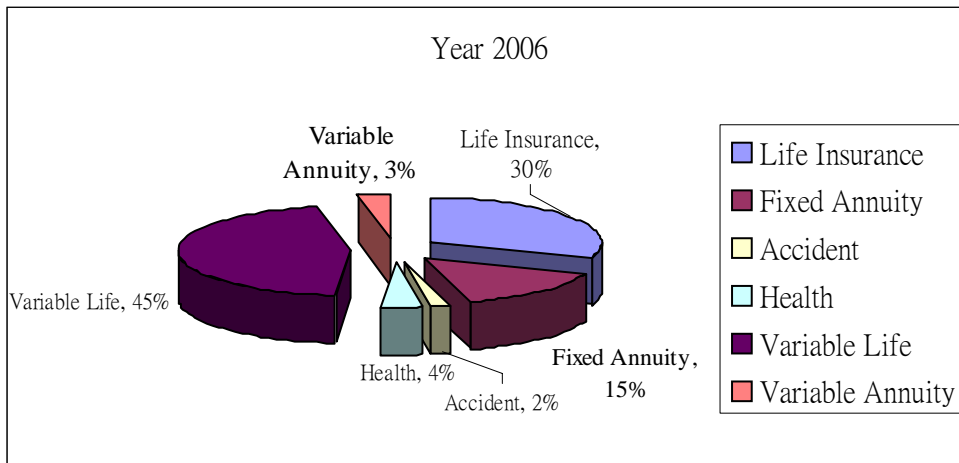
Source: Market profile of life insurance in 2004, P.13

Figure 3 Market Share of first-year Insurance Premium in 2005



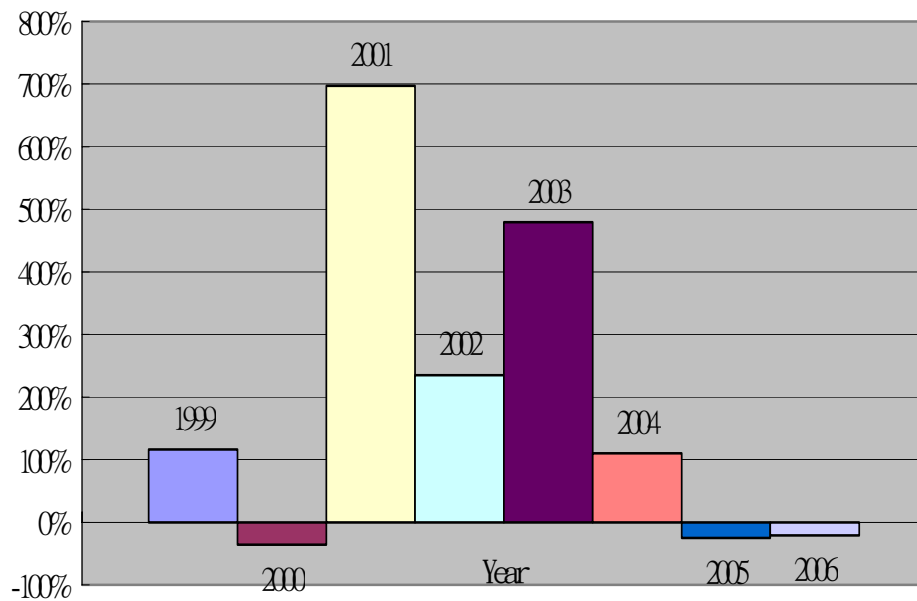
Source: Market profile of life insurance in 2005

Figure 4 Market Share of first-year Insurance Premium in 2006



Source: Market profile of life insurance in 2006

Figure 5 Growth Rate of Annuity first-year premium



Source: Annual Statistic Report of Life Insurance, P.42-43

However, in Taiwan, the demand for annuity was only limit to the voluntary individual annuity market. Although group annuity products have been approved, there is no group annuity market available now. Comparing to other countries, the demand for annuity in Taiwan was relatively small.

However, it began to pick up in recent years. The main individual annuity products are:

1. Traditional fixed annuity
2. Interest-rate-link annuity
3. Investment-link or Variable annuity

IV. Current Long-term Care Insurance Market

Long-term care insurance is another important vehicle to protect the ageing problem. However, in Taiwan, the demand for annuity was only limit to the voluntary individual long-term care market and is provided by 8 insurers. There is no group Long-term Care Insurance available. Table 5 reports the market condition for long-term care insurance for the first six months in 2006 in Taiwan. From the table, we can see that the written premium in total is only about 40 million NT\$ and the incurred payment is only about 2 million NT\$. Thus, the demand for long-term care insurance in Taiwan is relatively small. Comparing to other countries, the demand for long-term care insurance in Taiwan is also relatively insignificant.

Table 5 Long-term Care Insurance Market in Taiwan in 2006

Month	Policy number		Written Premium (in US\$1,000)			Incurred Payment (in US\$1,000)	
	New Policy	In-force Policy	New Policy	In-force Policy	Total	Number Paid	Amount Paid
January	3,306	144,404	1,793	4,367	6,159	70	272
February	3,382	147,019	1,584	4,161	5,745	50	378
March	5,659	151,952	2,788	6,053	8,841	53	510
April	3,619	155,308	1,806	3,856	5,662	60	390
May	4,240	158,782	1,897	5,208	7,105	75	409
June	4,426	162,492	2,159	5,064	7,224	76	734
Total	24,632	162,492	12,027	28,709	40,736	384	2,693

V. Potential Insurance Market for Elderly People

It is expected that there will be a significant growth of group annuity market in the future. Three important policies that may influence the further potential insurance market in Taiwan are as follows:

1. Under the new Labor Pension Scheme in Taiwan, the employee working in the companies with more than 200 workers can choose to buy an annuity contract instead of joining the individual retirement scheme.
2. In addition, the retiring employees have to buy a life annuity when applying for pension payment under the individual retirement scheme.
3. The government is now undertaking a project to establish additional governmental plan for long-term care system.

Thus, it is expected that there will be a significant growth of group annuity market in the near future. As for the long-term care insurance market, the government is now undertaking a project to establish additional governmental plan for long-term care system. In the mean time, it may also increase the demand for long-term care insurance market in the near future.

VI. Challenge to insurers caused by the ageing issue

There are a number of challenges to insurers for the annuity market need to be overcome in the future. The key issues and challenges can be summarized as following:

1. Regulation stipulate a new limitation on the guaranteed interest rate up to yield-rate of 10-year government bond for insurance contract. As a result, number of new policies of interest-rate-linked annuities decreased during 2005-2006, due to this new limitation on the guaranteed interest rate.
2. The minimum guaranteed interest rate for group annuity under new Labor Pension Scheme increases the insurers' risk and future capital burden. Thus, it decrease the incentive for insurers to expend the supply for annuity market.
3. Shortage of tax-incentives to encourage employee to buy annuity insurance as retirement saving. Thus, it decreases the demand for consumers to buy more annuity products in the insurance market.

There are also a number of challenges to the insurers for the long-term care insurance market need to be overcome in the future. The key issues and challenges can be summarized as following:

1. Experience data base and incidence-rate table for long-term care have not built-up yet.
2. Sharp increase of medical service cost and life expectancy may cause worse loss ratio and rising operation cost in the long run. Thus, it decreases the incentive for insurers to expand the supply for long-term care insurance market.
3. Payment option of insurance policy is only limited to the cash, and nursing homes and other kinds of service are still unavailable.
4. The coverage not sufficient to provide complete protection to the elder people. Thus, it decreases the demand for consumers to buy more long-term care products in the insurance market.

VII. Conclusion and Possible Solutions

To ensure individuals with sufficient retirement income security, it is critically important to resolve the current undermined problems of insurance market and create a more secured environment for the elderly people. Continuous attention needs to be paid to the evolution of market practices so as to ensure the supervisory measures are adapted well to the realities of the marketplace.

In the future, the possible solutions from the government to overcome the

above key challenges for improving the demand for annuity in Taiwan can be summarized as following:

1. The interest- rate-link and investment-linked annuity market expected to grow in the near future after deregulation on the guaranteed interest rate upon implementation of new insurance policy examination system.
2. Future policy may allow insurers to provide other types of annuity product or to act as asset-managers under new Labor Pension Scheme.

In addition, the possible solutions from the government to overcome the above key challenges for improving the demand for long-term care insurance can be summarized as following:

1. Build up valuation data base in order to identify and classify the risk of long-term care.
2. Encourage insurers to issue long-term care insurance contracts based on different risk classification.
3. Encourage insurers to design new long-term care products providing nursing homes or other kinds of service.

Furthermore, continuous attention needs also need to be paid to the evolution of providing more tax-incentives. The possible solutions from the government can be summarized as following:

1. Allow tax exemption for voluntary employee contribution to group

annuity contract under new Labor Pension Scheme.

2. Increase the amount of tax-exemption for voluntary individual annuity and long-term care insurance premium.
3. Allow tax exemption for qualified retirement saving account or qualified retirement plan to encourage more voluntary retirement saving.

Finally, after reviewing the current elderly insurance products in the foreign countries, we find that the innovation of products may motivate more demand for the insurance products. The following new insurance products were suggested to launch in the near future to ensure the better elderly protection in Taiwan:

1. Foreign-currency-interest-rate-link Annuity

Under the foreign-currency-interest-rate-link annuity, the insured is entitled to receive the interests or dividends calculated by the interest rates of different currencies and the unit system can be invested in many different currency products. The foreign-currency-interest-rate-link annuity also provides the insured with the advantage of transferring the currency risk. In addition, the insured has the option to extend the date to receive their insurance benefits up to a certain period limit.

2. Investment-link Annuity with Death or Interest Rate Guarantee.

The investment-link annuity which provides investment return or

death benefit guarantee is very popular in the insurance market of U.S.A., United Kingdom, and Japan. Some insurance companies in Taiwan are intend to offer GMDB and GMMB products in the near future. However, from the asset-liability management perspective, it has been suggested that these kinds of products increase the Tail Risk for the insurance company. Therefore, the insurance companies should put more effort on the control of risk management and monitoring when they offer this type of insurance contracts.

3. Long-term Care Insurance with Different Care Classification

Although the social insurance program in Taiwan currently provides the national health insurance, but does cover the long-term care insurance. Hence, it is important for the insurance companies to offer vary long-term care insurance contracts to meet the consumers' need. However, under current long-term care insurance products, payment option of insurance policy is only limited to the cash and nursing homes and other kinds of service are still unavailable. In Japan, many long-term care insurance are offered with different care classification are good examples for the future market in Taiwan.

4. Retirement Account

The retirement account product is also suggested to launch in Taiwan insurance market to protect the pension income of elderly. Under the retirement account, the consumers are allowed to pay flexible premium and insurance companies will pay the adjusted retirement

benefit, death benefit or medical service benefit according to the balance of the account. The retirement account can also meet the need of the participant without considering the problem of the surrender, contract period or coverage protection level.

5. Annuity House

Annuity House is a new innovative product which provides the integrated service of good living quality, long term care insurance and annuity income to the retired people. If the practical problems of Annuity House in foreign countries could be resolved, it is expected that this product will open up a potential market in Taiwan.

6. Reverse Mortgage

Reverse mortgage enables older homeowners to convert part of the equity in their homes into income without having to sell the home, give up title, or take on a new monthly mortgage payment. The reverse mortgage is aptly named because the payment stream is “reversed.” This kind of product is usually issued by the banks or insurance companies and is very popular in the market of U.S.A., United Kingdom, and Japan. Some insurance companies have intended to offer this product in the near future in Taiwan.

7. Enhanced Annuity

Enhanced Annuity is designed for the insured with lower average life expectancy to receive higher retirement income before they die.

The insurance company will take into account the difference in the longevity risk among different insured when calculating the annuity premium. This kind of product enables those people with impaired health to buy annuity with lower premium. Thus it should be able to create a new potential market in Taiwan.

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