



IPNRS Regional Meeting for the Eastern and Central European Countries

Fee Structure

Country Case: Expenditure of Estonian
Life Insurers

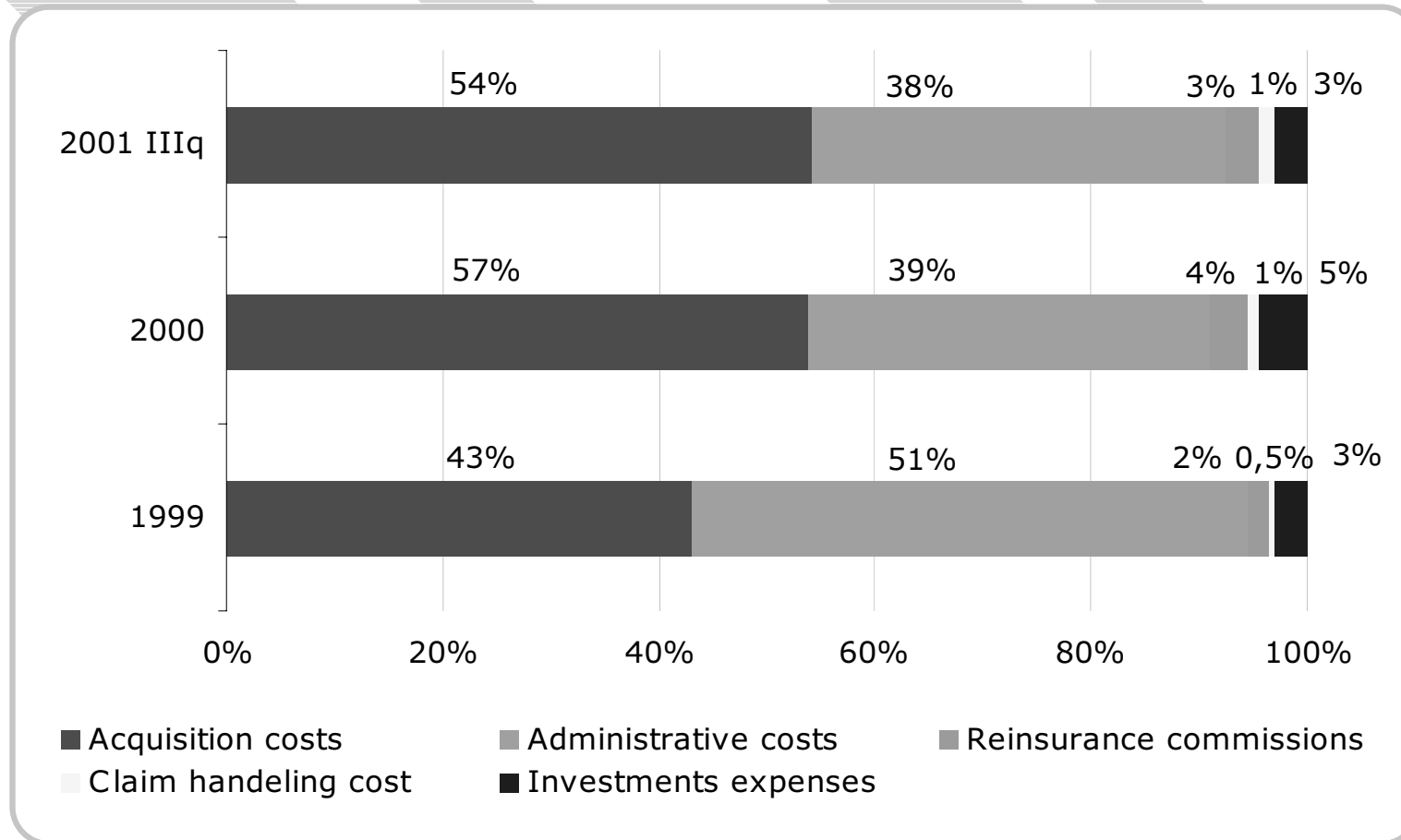
Martin Rajasalu
Estonian Insurance Association

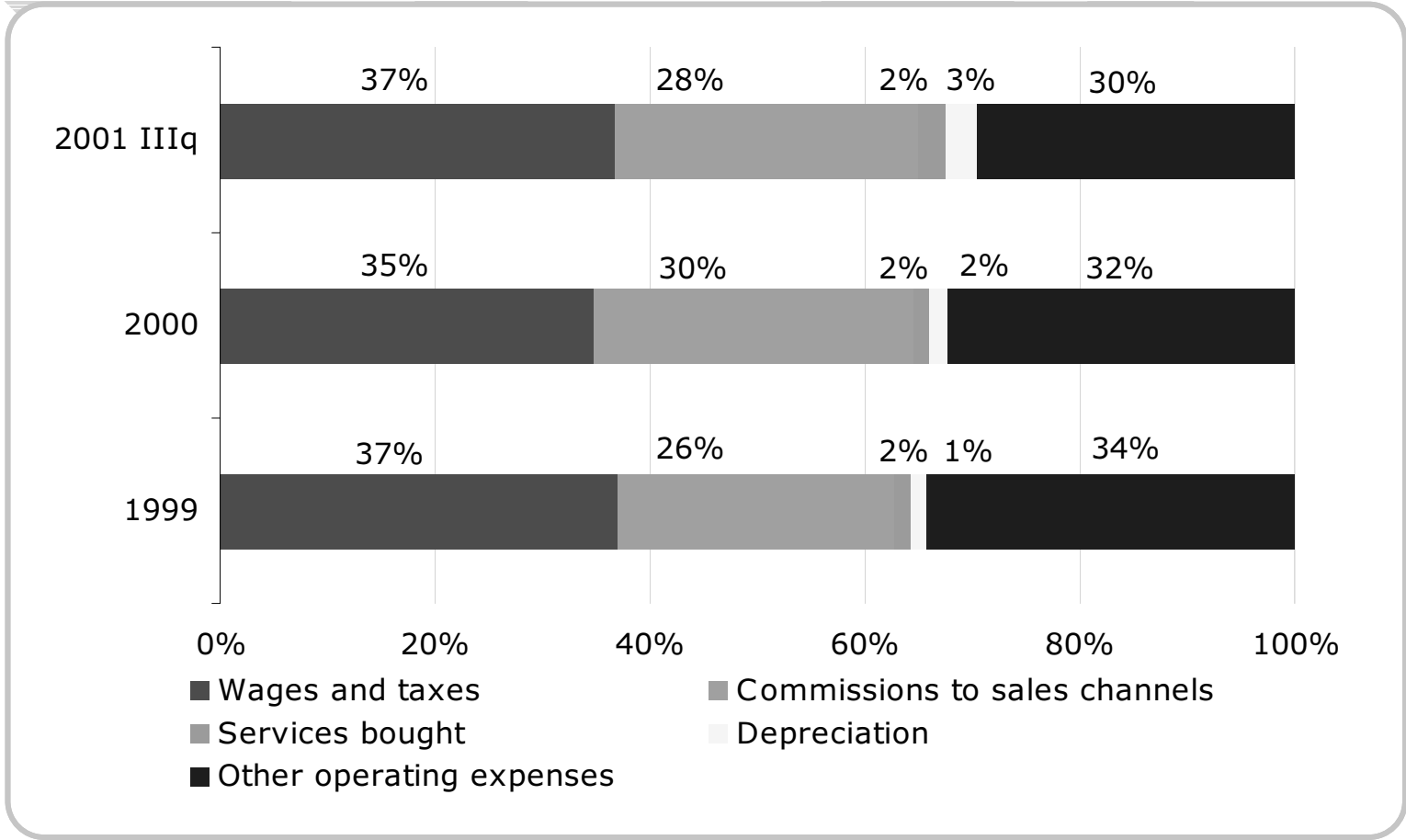
Room Document 44

Classification

- **Administrative expenses**
 - Acquisition and claim handling
 - Investments and general administration
- **Operating expenses**
 - Wages and social tax
 - Commissions paid and other services bought
 - Depreciation and other operating expenses
- **Additional fees on changing contract**

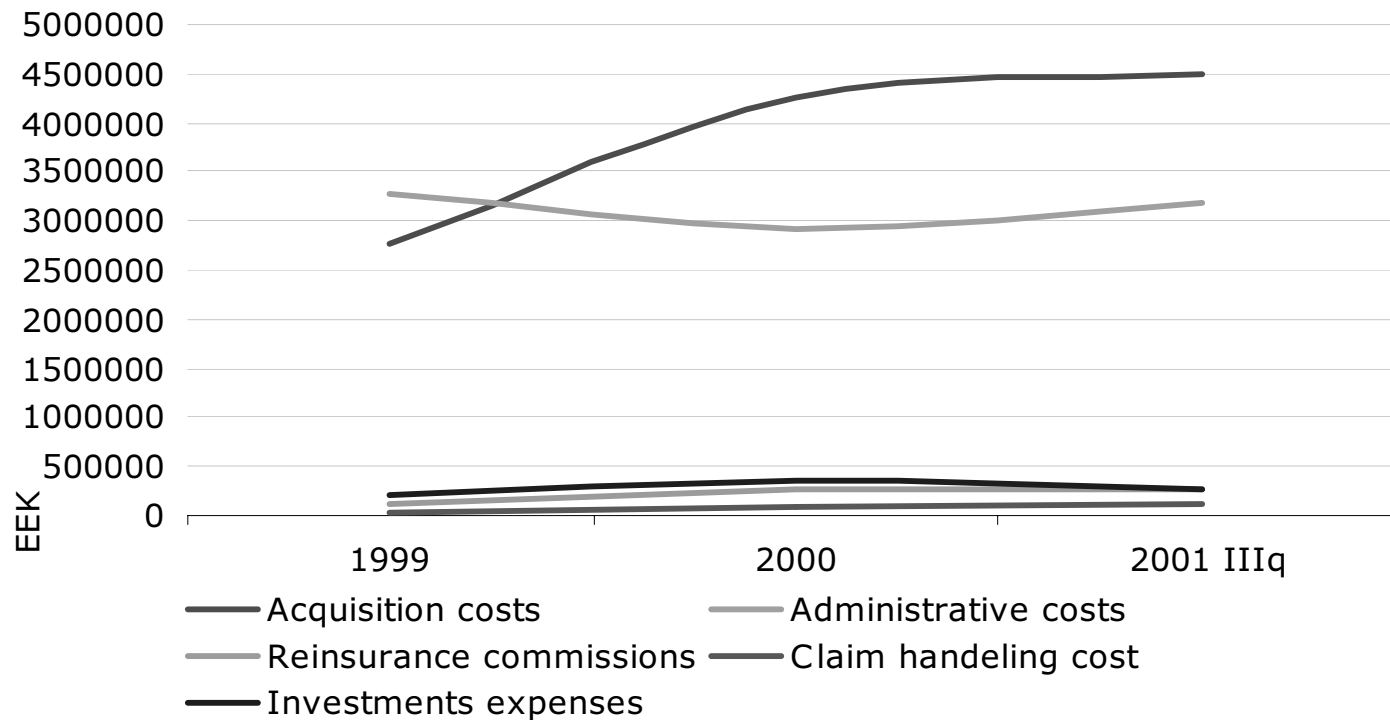
Breakdown of Life Insurers Expenses





Change in Life Insurers Expenses

Average monthly expenses



Additional Fees Regarding Unit-linked Products

- Unit-linked portfolio management fee
 - Depending on the portfolio net volume
 - Depending on the funds in portfolio
- Funds management fees
 - Regular investment fund expenses
- Issue and redemption fees

- Fee on changing portfolio structure