

Country-by-country analysis - Norway

Annex IX to the Report on the application of the
Insurance Distribution Directive (IDD)

Consumer Protection Department
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EIOPA-BoS-21/584
06 January 2022

Note:

Powers of national competent authorities (NCAs):

In January 2021, EIOPA launched an online survey addressed to NCAs to gather input as to whether they are sufficiently empowered to carry out their tasks. The following information is based on the response from the Financial Supervisory Authority of Norway to this survey.

The figures should be interpreted with some caution as insurance markets – including the number and type of insurance intermediaries operating therein – vary significantly across Members States, as well as the supervisory structure and framework. **There are, therefore, limits to the level of comparability of data.**

Changes in the EU insurance distribution market:

In February 2021, EIOPA launched a survey addressed to NCAs to gather information on the insurance intermediaries' market structure and patterns of cross-border activities. The following information is based on the response from the Financial Supervisory Authority of Norway to this survey.

The figures should be interpreted with some caution as there are differences as to how intermediaries are registered in their home Member State, in the national categories of insurance intermediaries and in the approaches by NCAs to collect data.

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Information on the insurance intermediaries' market structure and patterns of cross-border activity

General data of the national market (2020):

	Amounts	Share total EEA
Population (in 1000) ¹	5,367	1.2%
(Re)insurance GWP (in million) ²	17,924.24	1.2%
Number of (re)insurance undertakings ³	66	2.7%
Number of registered insurance intermediaries	124	0.01%

National competent authority:

The Financial Supervisory Authority of Norway

Registered insurance intermediaries split by natural and legal persons:

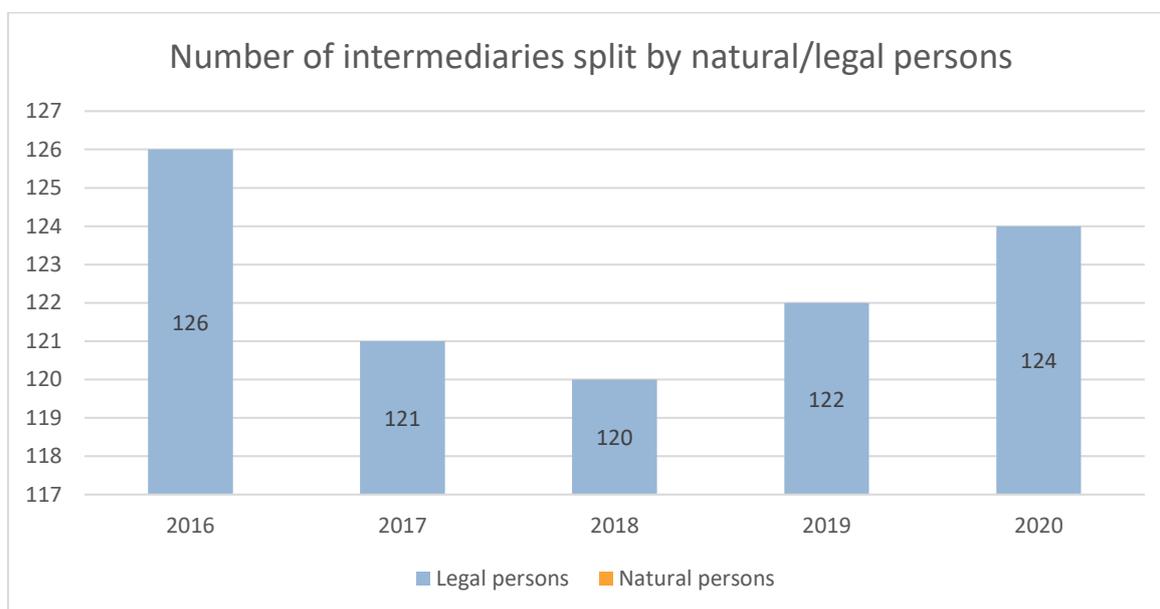
¹ Based on eurostat data:

<https://ec.europa.eu/eurostat/documents/2995521/11081093/3-10072020-AP-EN.pdf/d2f799bf-4412-05cc-a357-7b49b93615f1>

² (Re)insurance GWP includes life and non-life premiums generated by domestically registered undertakings year-end 2020 based on annually reported SII information:

https://www.eiopa.europa.eu/tools-and-data/insurance-statistics_en#Premiums,claimsandexpenses

³ Number of (re)insurance undertakings includes the domestically registered undertakings. Based on SII information (see link above)



Comments provided by the NCA on the figures included in the chart above:

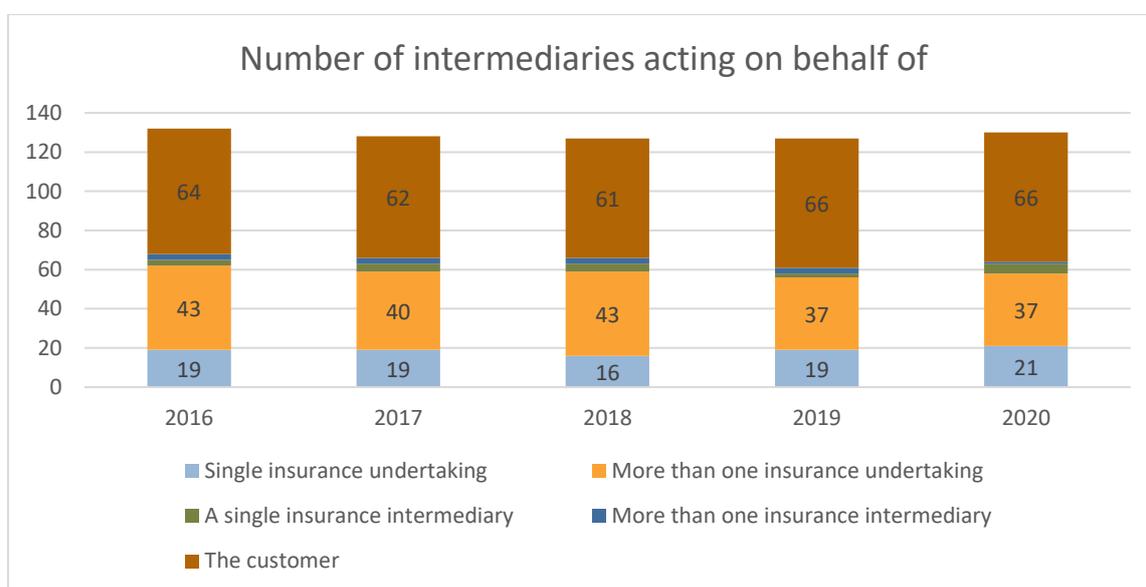
The figures cover those insurance intermediaries registered by Finanstilsynet in Finanstilsynet's registry. Finanstilsynet registers insurance agent undertakings (hereinafter agents) and ancillary insurance agent undertakings (hereinafter ancillary insurance agents) which represent insurance undertakings with headquarter in other EEA-states, unless the agent or ancillary insurance agent is already registered in the insurance undertaking's home state according to public regulation in that state. In addition Finanstilsynet's registry includes insurance and reinsurance brokers authorized by Finanstilsynet. Domestic insurance undertakings maintain and keep a registry of their own insurance and ancillary insurance agents, according to law. Norwegian branches of insurance undertakings with headquarter in other EEA-states may choose to establish a registry of their own insurance and ancillary insurance agents according to the same rules that applies to domestic insurance undertakings.

The conditions for the registration are the same, regardless of registry (Finanstilsynet's or the insurance undertakings' registry). In addition to being available at the insurance undertaking's webpage, the insurance undertakings' registries are also available via URL-links in Finanstilsynet's official registry. However, it is not possible to do automatic extractions of the number of agents registered in the insurance undertaking's registry. With the implementation of the IDD into Norwegian legislation, however, all insurance agentes, including ancillary agents and sub agents, will be registered in Finanstilsynet's registry. Please note that in the numbers below we have included ancillary insurance agents (ancillary intermediaries) registered in Finanstilsynet's registry, while our last reporting in 2017 (covering the years 2012-2016) did not include registered ancillary intermediaries.

Online registration system:

Currently, we do not have a registration system to allow the registration form to be completed online. When the the IDD is implemented into Norwegian legislation, an online registration system will be in place.

Registered insurance intermediaries split by categories based on the activities of insurance intermediaries:



Comments provided by the NCA on the figures included in the chart above:

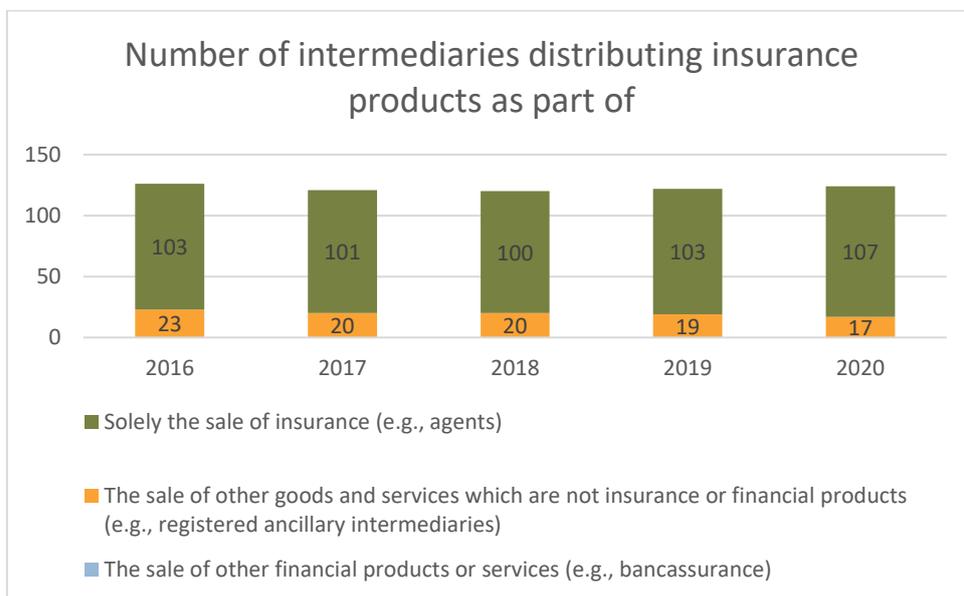
Insurance intermediaries (brokers and agents, excluding ancillary insurance agents) registered in Finanstilsynet's registry report to Finanstilsynet on an annual basis. Insurance agent undertakings (hereinafter agents) must provide information on the amount of premium intermediated to other agents (identified by name of agent and which agent they act on behalf of), and premium collected/intermediated from the insurance agents' own sub agents (identified by name of sub agent). However, we do not have easily accessible data indicating whether the sub agents act on behalf of many or a single insurance intermediary. The numbers on “a single insurance intermediary” and “more than one insurance intermediary” is the number of registered agents acting on behalf of a single/more than one insurance intermediary in addition to acting on behalf of one or more insurance undertakings. In order to not count these intermediaries twice, the numbers on “a single insurance intermediary” and “more than one insurance intermediary” should not be included when calculating the total sum.

Registered insurance intermediaries split by categories based on the way in which they are paid:

Number of intermediaries paid in relation to the insurance contract	No intermediary is remunerated this way	Up to 25% of the intermediaries in the market are remunerated this way	25%-50% of the intermediaries in the market are remunerated this way	50%-75% of the intermediaries in the market are remunerated this way	More than 75% of the intermediaries in the market are remunerated this way
1. on the basis of a fee				66	
2. on the basis of a commission			58		
3. on the basis of any other type of remuneration					
4. on the basis of a combination of any type of remuneration set out at points 1, 2 and 3					
5.Total number of registered intermediaries (5=1+2+3+4)			58	66	

These are the numbers for insurance intermediaries registeret in Finanstilsynet's register as per 31.12.2020.

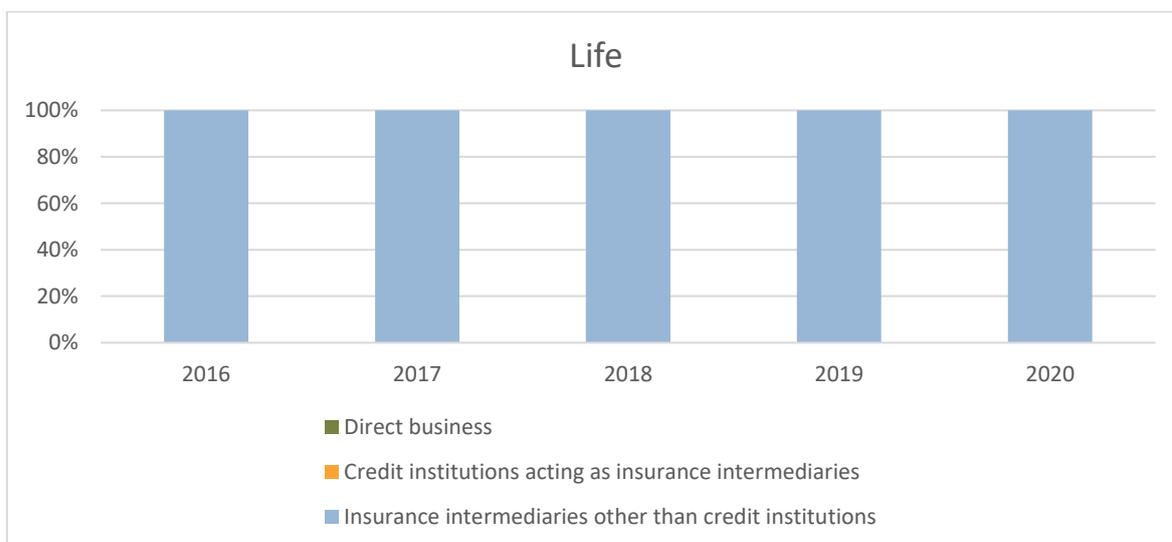
Registered insurance intermediaries split by categories based on the basis in which they sell insurance products:



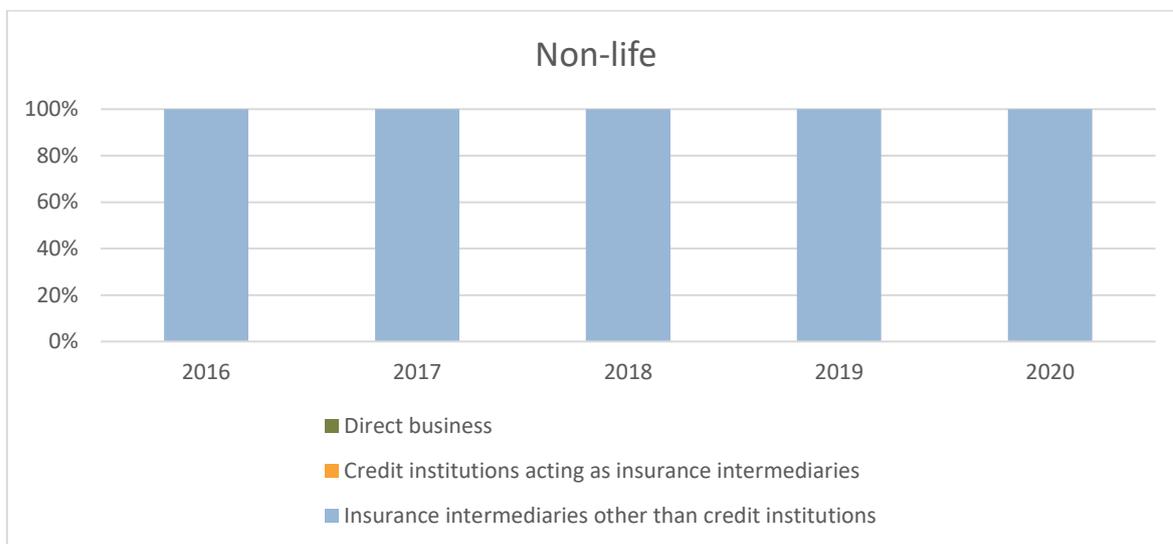
Comments provided by the NCA on the figures included in the chart above:

There are currently 7 banks and 3 financial institutions registered as ancillary intermediaries in Finanstilsynet's registry. Under IDD these would have been classified under “the sale of other financial products or services”, but as they are registered as ancillary intermediaries according to national legislation we have included them under “the sale of other goods and services which are not insurance or financial products”. We do not have historical information on the number of intermediaries falling into “the sale of other financial products or services” easily available.

GWP split by distribution channels:



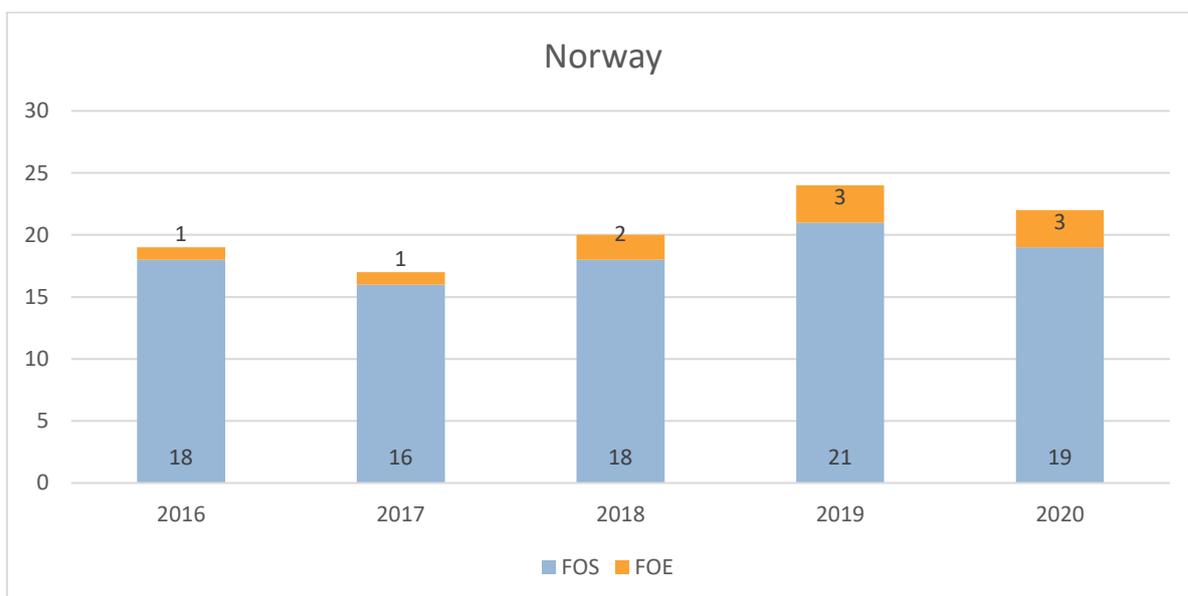
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Comments provided by the NCA on the figures included in the chart above:

Based on reports from the intermediaries (brokers and agents) registered by Finanstilsynet (the deadline for reporting is 15 March). Registered ancillary intermediaries do not report data to Finanstilsynet.

Number of domestic insurance intermediaries with a passport to carry out insurance mediation activities under freedom to provide services (FOS) or under freedom of establishment (FOE):



Number of insurance intermediaries with a passport to carry out insurance mediation activities under FOS or under FOE at the reference date 31.12.2020 split by host Member State:

<i>Host Member State</i>	<i>1. FOS</i>	<i>2. FOE</i>	<i>3. TOTAL</i>
<i>Austria</i>	6	0	6
<i>Belgium</i>	9	0	9
<i>Bulgaria</i>	5	0	5
<i>Cyprus</i>	8	0	8
<i>Croatia</i>	3	0	3
<i>Czech Republic</i>	7	0	7
<i>Denmark</i>	20	2	22
<i>Estonia</i>	10	0	10
<i>Finland</i>	18	0	18
<i>France</i>	8	0	8
<i>Germany</i>	10	0	10
<i>Greece</i>	9	0	9
<i>Hungary</i>	5	0	5
<i>Iceland</i>	14	0	14
<i>Ireland</i>	7	0	7
<i>Italy</i>	6	0	6
<i>Latvia</i>	10	0	10
<i>Liechtenstein</i>	5	0	5
<i>Lithuania</i>	11	0	11
<i>Luxembourg</i>	7	0	7
<i>Malta</i>	8	0	8
<i>Netherlands</i>	10	0	10
<i>Norway</i>	0	0	0

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<i>Poland</i>	10	0	10
<i>Portugal</i>	6	0	6
<i>Romania</i>	5	0	5
<i>Slovakia</i>	5	0	5
<i>Slovenia</i>	4	0	4
<i>Spain</i>	8	0	8
<i>Sweden</i>	27	2	29
<i>Total EEA</i>	261	4	265

Information on the powers of the NCA

Statutory powers to implement the IDD:

Act 10 June 2005 on Insurance Mediation gives Finanstilsynet those statutory powers of the Insurance Mediation Directive (2002/92/EC). The Ministry of Finance has submitted a bill on the implementation of the IDD into Norwegian national legislation to the Parliament. The bill is pending adoption in the Parliament.

Extent to which NCA has not been sufficiently empowered to ensure the implementation of the IDD

We believe the FSA is sufficiently empowered to ensure the implementation of the IDD.

Most common supervisory tools to monitor the IDD implementation (1=least common; 5=most common)

Tools	Insurance undertakings	Insurance intermediaries
Market monitoring	4	3
Data-driven market monitoring, beyond complaints data analysis	3	4
Thematic reviews	4	1
Mystery shopping	n/a	n/a
On-site inspections	5	3
Off-site monitoring	4	4
Consumer focus groups	n/a	n/a
Product oversight activities	3	1

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Consumer research	1	1
Investigations stemming out of complaints	3	3
Other <i>a priori</i> supervisory activities (e.g., fit&proper assessments)	5	5

Comment by NCA on supervisory tools referred to in the table above:

The FSA pays great attention to the fit and proper assessment.

Supervisory tools adopted before and following IDD implementation:

Cells marked in **blue** means "yes" and cells marked in **grey** means "no".

Tools adopted	Adopted before IDD implementation	Adopted following IDD implementation	Is planning to adopt this or next year	Would like to adopt but is not empowered to adopt
Market monitoring	grey	blue	grey	grey
Data-driven market monitoring, beyond complaints data analysis	blue	grey	grey	grey
Thematic reviews	blue	grey	grey	grey
Mystery shopping	grey	grey	grey	grey
On-site inspections	blue	grey	grey	grey
Off-site monitoring	blue	grey	grey	grey
Product oversight activities	grey	grey	grey	grey
Consumer focus groups	grey	grey	grey	grey

Consumer research				
Investigations stemming out of complaints				
Other <i>a priori</i> supervisory activities (e.g., fit & proper assessments) – indicate below				

Comment by NCA on supervisory tools referred to in the table above:

Norway is in the process of implementing an Early Warning system for insurance intermediaries.

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