

**Table AL 3**  
**DISTRIBUTION OF NEW INDIVIDUAL BUSINESS**  
**NON-LINKED**

(Per cent)					
Year	Whole Life	Endowment	Term	Others	Total
<b>Number of Policies</b>					
1998	55.6	37.1	5.8	1.5	100.0
1999	44.4	40.1	10.8	4.7	100.0
2000	24.9	34.5	6.7	33.9	100.0
2001	15.9	57.9	4.9	21.3	100.0
2002	7.0	18.3	2.2	72.5	100.0
<b>Annual Premiums</b>					
1998	41.7	44.5	4.8	9.0	100.0
1999	37.1	46.1	7.5	9.3	100.0
2000	26.3	57.1	5.4	11.2	100.0
2001	36.5	40.6	7.5	15.4	100.0
2002	19.4	29.2	4.4	47.1	100.0

**Table AL 3.1**  
**DISTRIBUTION OF NEW INDIVIDUAL BUSINESS**  
**LINKED**

(Per cent)					
Year	Whole Life	Endowment	Term	Others	Total
<b>Number of Policies</b>					
1998	70.4	29.6	0.0	0.0	100.0
1999	71.6	28.4	0.0	0.0	100.0
2000	72.4	27.6	0.0	0.0	100.0
2001	52.1	47.9	0.0	0.0	100.0
2002	58.2	41.8	0.0	0.0	100.0
<b>Annual Premiums</b>					
1998	74.9	24.8	0.2	0.1	100.0
1999	74.0	25.8	0.1	0.1	100.0
2000	70.4	29.6	0.0	0.0	100.0
2001	94.9	5.0	0.0	0.1	100.0
2002	91.9	7.7	0.0	0.4	100.0

**Table AL 3.2**  
**DISTRIBUTION OF INDIVIDUAL BUSINESS IN FORCE**  
**NON-LINKED**

(Per cent)					
Year	Whole Life	Endowment	Term	Others	Total
<b>Number of Policies</b>					
1997	48.0	48.4	3.0	0.6	100.0
1998	48.9	47.0	3.4	0.7	100.0
1999	48.5	46.1	4.3	1.1	100.0
2000	45.6	45.2	4.5	4.7	100.0
2001	41.6	46.7	4.6	7.1	100.0
2002	33.8	39.7	4.0	22.4	100.0
<b>Annual Premiums</b>					
1998	38.4	52.8	2.4	6.4	100.0
1999	39.3	51.2	2.9	6.6	100.0
2000	38.7	51.0	3.1	7.2	100.0
2001	39.3	49.5	3.5	7.7	100.0
2002	38.7	45.2	3.6	12.5	100.0

**Table AL 3.3**  
**DISTRIBUTION OF INDIVIDUAL BUSINESS IN FORCE**  
**LINKED**

(Per cent)					
Year	Whole Life	Endowment	Term	Others	Total
<b>Number of Policies</b>					
1998	74.6	25.4	0.0	0.0	100.0
1999	74.0	26.0	0.0	0.0	100.0
2000	73.3	26.7	0.0	0.0	100.0
2001	63.0	37.0	0.0	0.0	100.0
2002	61.9	38.1	0.0	0.0	100.0
<b>Annual Premiums</b>					
1998	74.7	25.2	0.1	0.0	100.0
1999	75.1	24.8	0.1	0.0	100.0
2000	73.7	26.3	0.0	0.0	100.0
2001	76.6	23.3	0.1	0.0	100.0
2002	78.8	21.1	0.1	0.0	100.0

**Table AL 3.4**  
**DISTRIBUTION OF GROUP BUSINESS IN FORCE**

(Per cent)				
Year	Term	Accident & Health	Others	Total
<b>Annual Premiums</b>				
1998	60.9	37.8	1.3	100.0
1999	59.7	38.8	1.5	100.0
2000	57.5	40.9	1.6	100.0
2001	56.3	40.7	3.0	100.0
2002	59.0	39.4	1.6	100.0