

TABLE L11: LIFE INSURANCE: SELECTED INDICATORS OF SINGAPORE INSURANCE FUNDS  
FOR THE YEAR ENDED 31ST DECEMBER 2002

(PER CENT)

COMPANY	NEW SUMS INSURED AS A PERCENTAGE OF SUMS INSURED IN FORCE AT BEGINNING OF YEAR	NEW ANNUAL PREMIUMS AS A PERCENTAGE OF ANNUAL PREMIUMS IN FORCE AT BEGINNING OF YEAR	GROWTH RATE OF BUSINESS IN FORCE	COMMISSION RATE			EXPENSE RATE			
	(1)	(2)	(3)	INDIVIDUAL	GROUP (see 3)	AGENCY- RELATED EXPENSE RATE (see 4)	MANAGEMENT EXPENSE RATE (see 5)	AVERAGE 2-YEAR PERSISTENCY RATE (see 6)		
			SUMS INSURED	ANNUAL PREMIUMS	FIRST YEAR (see 1)	RENEWAL (see 2)	(7)	(8)	(9)	(10)
DIRECT INSURERS										
AIA	10.96	8.56	6.13	1.79	60.54	7.42	7.98	0.74	2.98	94.9
ASIA LIFE	7.61	11.19	9.98	6.77	57.44	5.69	12.19	0.39	8.19	93.9
AVIVA	15.60	24.50	7.16	18.17	41.35	4.12	10.71	0.08	6.40	94.3
AXA LIFE S'PORE	11.99	8.87	-0.98	-10.65	512.38	9.93	-17.22	1.28	10.17	95.6
CHINA LIFE 7	0.00	0.00	0.00	0.00	-	0.00	-	0.00	229.39	-
GREAT EASTERN LIFE	7.57	11.86	1.69	-5.07	19.40	2.44	1.06	0.42	1.89	93.3
HSBC INSURANCE	7.96	6.34	-2.45	-0.28	76.11	8.20	8.98	0.60	4.99	89.0
JOHN HANCOCK	27.31	25.88	18.94	19.00	68.07	6.98	10.00	1.13	4.02	91.6
MANULIFE	12.87	13.56	1.90	-1.15	75.58	7.87	247.76	2.37	8.82	82.8
NTUC INCOME	9.45	23.77	5.18	19.73	30.15	2.69	0.94	0.00	3.22	92.2
OAC	51.88	13.75	42.33	6.36	25.75	4.01	0.06	0.18	0.79	79.0
PRUDENTIAL	-	-	-	-	70.80	8.02	-7.13	0.96	2.84	90.7
UOB LIFE	32.99	28.51	28.13	22.89	24.35	4.59	8.29	0.23	0.65	96.6
PROFESSIONAL REINSURERS										
ALLIANZ AG	-	-	-	-	-	-	-	-	-	0.0
COLOGNE RE	0.00	0.00	-100.00	-100.00	-	-	-	0.00	3.08	1.8
GE FRANKONA REASSURANCE	0.00	0.00	-100.00	-100.00	-	-	-	0.00	9.70	3.8
GERLING GLOBAL RE	0.00	0.00	-100.00	-100.00	-	-	-	0.00	5.15	0.4
LE MANS RE 7	0.00	0.00	-100.00	-100.00	-	-	-	0.00	10.41	1.2
MUNICH RE	0.00	0.00	-100.00	-100.00	-	-	-	10.78	1.86	2.2
PARTNER RE	0.00	0.00	-100.00	-100.00	-	-	-	0.00	5.61	0.1
SCOR	0.00	0.00	-100.00	-100.00	-	-	-	0.00	7.07	1.0
SWISS RE	0.00	0.00	-100.00	-100.00	-	-	-	0.00	8.69	2.7

- Notes : 1. FIRST YEAR COMMISSION RATE = FIRST YEAR COMMISSIONS AS A PERCENTAGE OF FIRST YEAR PREMIUMS FOR THE YEAR.
2. RENEWAL COMMISSION RATE = RENEWAL COMMISSIONS AS A PERCENTAGE OF RENEWAL PREMIUMS FOR THE YEAR.
3. GROUP COMMISSION RATE = GROUP COMMISSIONS AS A PERCENTAGE OF GROUP PREMIUMS FOR THE YEAR.
4. AGENCY-RELATED EXPENSE RATE = AGENCY-RELATED EXPENSES AS A PERCENTAGE OF PREMIUM INCOME FOR THE YEAR.
5. MANAGEMENT EXPENSE RATE = MANAGEMENT EXPENSES AS A PERCENTAGE OF PREMIUM INCOME FOR THE YEAR.

6. AVERAGE 2-YEAR PERSISTENCY RATE = PERCENTAGE OF PREMIUMS IN FORCE AT THE END OF ONE YEAR AFTER THE YEAR OF ISSUE.

7. On run-off.