

TABLE L11 : LIFE INSURANCE : SELECTED INDICATOR OF SINGAPORE INSURANCE FUNDS FOR THE YEAR ENDED
31ST DECEMBER 2007

(%)

DIRECT INSURERS	NEW SUM INSURED AS PERCENTAGE OF SUMS INSURED IN FORCE AT BEGINNING OF THE YEAR	NEW ANNUAL PREMIUMS AS PERCENTAGE OF ANNUAL PREMIUMS IN FORCE AT BEGINNING OF THE YEAR	GROWTH RATES OF BUSINESS IN FORCE		COMMISSION RATE			EXPENSE RATE		2- YEAR PERSISTENCY ⁶
			SUM INSURED	ANNUAL PREMIUMS	INDIVIDUAL		GROUP ³	DISTRIBUTION RELATED EXPENSE RATE ⁴	MANAGEMENT RELATED EXPENSE RATE ⁵	
					FIRST YEAR ¹	RENEWAL ²				
AIA	9.7%	7.5%	5.0%	2.1%	44.0%	3.1%	10.2%	7.7%	3.1%	95.3
AVIVA LTD	13.6%	18.2%	5.5%	9.1%	21.4%	3.0%	11.2%	2.8%	4.7%	78.9
AXA LIFE S'PORE	30.3%	12.2%	21.7%	4.8%	43.3%	2.1%	-	8.1%	6.9%	-
CHINA LIFE ¹	-	-	-	-	-	-	-	-	-	-
FRIENDS PROVIDENT	-	-	-	-	-	-	-	6.2%	21.5%	-
GREAT EASTERN LIFE	8.9%	8.0%	5.4%	2.6%	24.2%	2.0%	-	4.6%	2.5%	96.1
HSBC INSURANCE	25.8%	29.0%	42.8%	26.6%	54.4%	8.1%	12.7%	11.1%	8.5%	89.1
IMI	34.2%	35.7%	34.0%	63.3%	13.8%	24.2%	6.2%	6.4%	16.0%	-
MANULIFE	22.1%	21.0%	14.2%	15.5%	44.6%	10.9%	-	11.4%	2.5%	88.0
NTUC INCOME	8.3%	12.3%	8.8%	1.5%	37.1%	0.5%	-	3.1%	3.1%	93.3
OAC	19.0%	26.8%	-3.0%	20.8%	38.0%	2.3%	0.0%	4.6%	1.2%	98.7
PRUDENTIAL (S)	16.3%	15.8%	10.3%	10.4%	29.6%	3.3%	6.9%	8.8%	2.0%	91.4
TM ASIA LIFE	17.1%	29.2%	9.1%	24.6%	32.6%	5.6%	12.1%	12.5%	6.8%	97.4
TRANSAMERICA	205.3%	121.4%	195.3%	114.9%	-	-	-	-	-	100.0
UOB LIFE	20.1%	96.5%	2.9%	79.6%	24.5%	4.2%	4.6%	7.3%	3.7%	90.2
ZURICH LIFE	111.3%	392.5%	100.3%	381.6%	-	-	-	-	-	97.8

(%)

REINSURERS	NEW SUM INSURED AS PERCENTAGE OF SUMS INSURED IN FORCE AT BEGINNING OF THE YEAR	NEW ANNUAL PREMIUMS AS PERCENTAGE OF ANNUAL PREMIUMS IN FORCE AT BEGINNING OF THE YEAR	GROWTH RATES OF BUSINESS IN FORCE		COMMISSION RATE			EXPENSE RATE		2- YEAR PERSISTENCY
			SUM INSURED	ANNUAL PREMIUMS	INDIVIDUAL	GROUP	GROUP ³	DISTRIBUTION RELATED EXPENSE RATE	MANAGEMENT RELATED EXPENSE RATE	
					FIRST YEAR	RENEWAL				
ALLIANZ SE	-	-	-	-	-	-	-	10.0	26.6	-
ARAB INSURANCE	-	-	-	-	-	-	-	-	-	-
COLOGNE RE	-	-	-	-	-	-	-	8.8	70.8	-
MUNICH RE	-	-	-	-	-	-	-	9.7	27.9	-
PARTNER RE	-	-	-	-	-	-	-	9.7	25.8	-
SCOR GLOBAL	-	-	-	-	-	-	-	8.3	7.3	-
SCOR RE AP	-	-	-	-	-	-	-	-	-	-
SCOTTISH ANNUITY & LIFE	-	-	-	-	-	-	-	3,186.1	1,997.6	-
SWISS RE	-	-	-	-	-	-	-	8.2	33.7	-
TOKIO MARINE	-	-	-	-	-	-	-	-	-	-
TRANSAMERICA	-	-	-	-	-	-	-	6.5	1.9	-
XL RE	-	-	-	-	-	-	-	-	-	-
ZURICH LIFE	-	-	-	-	-	-	-	10.6	37.5	-

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. Distribution related expense rate = distribution expenses as a percentage of gross premiums for the year
5. Management related expense rate = management expenses as a percentage of gross premiums for the year
6. 2-year persistency rate = percentage of premiums in force at end of one year after the year of issue.
7. On run-off