

**TABLE AL 1.1
TOTAL NEW INDIVIDUAL BUSINESS (SIF)**

| Year | Policies | | Annual Premiums | | Single Premiums | | Sum Insured | |
|-------------------|------------------|------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|
| | Number | % Change | \$m | % Change | \$m | % Change | \$m | % Change |
| NON-LINKED | | | | | | | | |
| 2007 | 705,408 | 15.7 | 594.7 | 23.3 | 2,476.0 | 7.6 | 29,354.3 | -3.8 |
| 2008 | 859,522 | 21.8 | 741.1 | 24.6 | 4,592.8 | 85.5 | 32,707.9 | 11.4 |
| 2009 | 956,335 | 11.3 | 820.4 | 10.7 | 4,041.1 | -12.0 | 40,978.5 | 25.3 |
| 2010 | 960,046 | 0.4 | 1,049.4 | 27.9 | 4,056.8 | 0.4 | 48,381.5 | 18.1 |
| 2011 | 1,018,671 | 6.1 | 1,281.0 | 22.1 | 4,838.0 | 19.3 | 57,759.8 | 19.4 |
| LINKED | | | | | | | | |
| 2007 | 335,787 | 21.2 | 243.7 | 47.7 | 6,393.6 | 39.3 | 15,595.2 | 44.7 |
| 2008 | 210,918 | -37.2 | 265.6 | 9.0 | 3,053.6 | -52.2 | 12,486.1 | -19.9 |
| 2009 | 85,738 | -59.4 | 181.1 | -31.8 | 1,134.7 | -62.8 | 8,467.8 | -32.2 |
| 2010 | 94,718 | 10.5 | 220.4 | 21.7 | 1,553.5 | 36.9 | 9,108.4 | 7.6 |
| 2011 | 100,592 | 6.2 | 281.6 | 27.8 | 1,693.2 | 9.0 | 10,584.0 | 16.2 |

**TABLE AL 1.2
TOTAL NEW INDIVIDUAL ANNUITIES BUSINESS (SIF)**

| Year | Policies | | Single Premiums | | Annual Payment | |
|-------------|--------------|-------------|-----------------|-------------|----------------|--------------|
| | Number | % Change | \$m | % Change | \$m | % Change |
| 2007 | 6,496 | -8.9 | 399.5 | 5.9 | 116.2 | 167.8 |
| 2008 | 6,317 | -2.8 | 551.0 | 37.9 | 177.1 | 52.4 |
| 2009 | 2,528 | -60.0 | 186.5 | -66.2 | 82.5 | -53.4 |
| 2010 | 2,186 | -13.5 | 152.2 | -18.4 | 16.3 | -80.2 |
| 2011 | 2,627 | 20.2 | 168.2 | 10.5 | 13.8 | -15.1 |

**TABLE AL 1.3
TOTAL NEW GROUP BUSINESS (SIF)**

| Year | Policies | | Lives Insured | | Annual Premiums | | Single Premiums | | Sum Insured | |
|-------------|--------------|--------------|------------------|--------------|-----------------|-------------|-----------------|----------------|-----------------|-------------|
| | Number | % Change | Number | % Change | \$m | % Change | \$m | % Change | \$m | % Change |
| 2007 | 5,864 | 4.2 | 812,593 | 10.1 | 132.8 | 45.2 | 0.8 | 3.1 | 27,826.2 | 60.3 |
| 2008 | 24,120 | 311.3 | 3,131,750 | 285.4 | 187.5 | 41.2 | 1.0 | 20.4 | 47,074.1 | 69.2 |
| 2009 | 16,434 | -31.9 | 1,232,167 | -60.7 | 150.4 | -19.8 | 1.3 | 36.1 | 33,261.5 | -29.3 |
| 2010 | 10,362 | -36.9 | 1,151,083 | -6.6 | 179.2 | 19.2 | 0.1 | -93.0 | 33,853.3 | 1.8 |
| 2011 | 9,189 | -11.3 | 1,027,337 | -10.8 | 226.1 | 26.1 | 6.2 | 6,538.8 | 47,808.0 | 41.2 |

Note: Excludes New Group Annuity Business

**TABLE AL 1.4
TOTAL NEW BUSINESS FOR LIFE REINSURERS**

| Year | Annual Premiums | | Single Premiums | | Sum Insured | |
|-------------|-----------------|--------------|-----------------|--------------|------------------|--------------|
| | \$m | % Change | \$m | % Change | \$m | % Change |
| SIF | | | | | | |
| 2007 | 9.2 | 5.1 | 0.0 | 0.0 | 4,398.4 | 25.3 |
| 2008 | 37.9 | 311.9 | 1.2 | 0.0 | 11,694.0 | 165.9 |
| 2009 | 26.4 | -30.4 | 5.0 | 318.0 | 4,095.5 | -65.0 |
| 2010 | 39.9 | 51.2 | 5.7 | 13.6 | 12,380.4 | 202.3 |
| 2011 | 41.0 | 2.7 | 2.5 | -56.7 | 20,660.0 | 66.9 |
| OIF | | | | | | |
| 2007 | 121.0 | 9.9 | 1.6 | -36.4 | 52,726.1 | 2.4 |
| 2008 | 198.2 | 63.8 | 0.2 | -86.3 | 42,334.9 | -19.7 |
| 2009 | 668.0 | 237.0 | 0.1 | -57.1 | 154,171.3 | 264.2 |
| 2010 | 1,542.6 | 130.9 | 0.1 | 57.9 | 343,156.8 | 122.6 |
| 2011 | 660.4 | -57.2 | 0.0 | -71.2 | 141,475.8 | -58.8 |