

**TABLE AL 3.1
DISTRIBUTION OF NEW INDIVIDUAL BUSINESS (SIF)**

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
NON-LINKED						
Number of Policies						
2007	9.2	20.2	21.7	48.9	100	
2008	8.8	23.1	16.4	51.7	100	
2009	7.8	19.3	15.3	57.7	100	
2010	8.0	19.7	13.2	59.0	100	
2011	7.4	20.9	13.3	58.4	100	
Annual Premiums						
2007	23.8	45.1	8.9	22.2	100	
2008	23.2	43.9	6.3	26.6	100	
2009	22.2	41.3	7.4	29.1	100	
2010	21.6	47.1	6.5	24.9	100	
2011	17.0	55.1	6.1	21.9	100	
Single Premiums						
2007	8.0	91.9	0.0	0.1	100	
2008	3.0	96.5	0.1	0.4	100	
2009	5.9	93.9	0.1	0.1	100	
2010	13.7	86.1	0.0	0.1	100	
2011	24.5	75.4	0.1	0.1	100	
LINKED						
Number of Policies						
2007	73.6	26.4	0.0	0.0	100	
2008	79.0	21.0	0.0	0.0	100	
2009	87.1	12.9	0.0	0.0	100	
2010	84.0	16.0	0.0	0.0	100	
2011	85.3	14.7	0.0	0.0	100	
Annual Premiums						
2007	77.1	22.7	0.0	0.2	100	
2008	73.1	26.6	0.0	0.4	100	
2009	83.2	16.6	0.0	0.2	100	
2010	78.5	21.2	0.0	0.3	100	
2011	80.5	19.3	0.0	0.2	100	
Single Premiums						
2007	71.8	28.2	0.0	0.0	100	
2008	74.8	25.2	0.0	0.0	100	
2009	74.9	25.1	0.0	0.0	100	
2010	71.7	28.3	0.0	0.0	100	
2011	75.5	24.5	0.0	0.0	100	

**TABLE AL 3.2
DISTRIBUTION OF INDIVIDUAL BUSINESS IN FORCE (SIF)**

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
NON-LINKED						
Number of Policies						
2007	20.7	23.5	24.5	31.3	100	
2008	20.1	22.6	23.8	33.6	100	
2009	18.3	20.2	22.0	39.5	100	
2010	17.9	19.5	21.5	41.1	100	
2011	17.5	18.8	21.0	42.7	100	
Annual Premiums						
2007	36.4	41.5	6.6	15.4	100	
2008	36.1	41.1	6.2	16.5	100	
2009	34.6	39.6	6.2	19.6	100	
2010	33.8	39.8	6.3	20.1	100	
2011	32.3	41.1	6.0	20.5	100	
LINKED						
Number of Policies						
2007	66.8	33.2	0.0	0.0	100	
2008	68.4	31.6	0.0	0.0	100	
2009	70.2	29.8	0.0	0.0	100	
2010	71.6	28.4	0.0	0.0	100	
2011	72.7	27.3	0.0	0.0	100	
Annual Premiums						
2007	78.7	21.1	0.0	0.1	100	
2008	77.7	22.2	0.0	0.2	100	
2009	78.1	21.7	0.0	0.2	100	
2010	79.0	20.8	0.0	0.2	100	
2011	80.0	19.8	0.0	0.2	100	

**TABLE AL 3.3
DISTRIBUTION OF GROUP BUSINESS IN FORCE (SIF)**

						(%)
Year	Term	Accident	Health	Others	Total	
Number of Policies						
2007	48.9	10.7	40.3	0.1	100	
2008	29.6	6.6	63.8	0.1	100	
2009	21.8	6.0	70.6	1.6	100	
2010	23.2	6.6	69.0	1.2	100	
2011	24.1	7.1	67.8	0.9	100	
Annual Premiums						
2007	38.2	2.3	58.1	1.4	100	
2008	36.1	2.1	60.2	1.6	100	
2009	35.9	1.8	60.5	1.8	100	
2010	33.3	1.8	63.2	1.7	100	
2011	32.1	2.6	63.4	2.0	100	