

TABLE 11 : LIFE INSURANCE : SELECTED INDICATOR OF SINGAPORE INSURANCE FUNDS FOR THE YEAR ENDED 31ST DECEMBER 2011

(%)

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	0.2	0.1	27.4	6.1	46	4.1	12.1	11.5	5.2	96.8
AVIVA	0.2	0.3	15.5	24.7	29.8	3.4	10.9	7	11	87.2
AXA LIFE S'PORE	0.2	0.3	1.4	10.8	49.2	4.2	-	32.5	12.5	84.0
FRIENDS PROVIDENT	0.3	1.2	31.8	108.2	135.6	5.4	-	21.1	12	100.0
GENERALI INTERNATIONAL	-	-	-	-	56.5	-	-	24.4	217	-
GREAT EASTERN LIFE	0.1	0.2	6.8	9.7	27.5	2.9	9.6	7.8	3.2	95.9
HSBC INSURANCE	0.3	0.3	27.4	26.1	44.6	5.9	12.2	15	4.8	92.8
IMI	0	0.2	-2.3	27.8	17.4	5.8	5.6	1.4	13.4	-
MANULIFE	0.2	0.2	10.7	11.9	33.5	6.8	-	14.2	5.2	96.4
NTUC INCOME	0.1	0.1	3.4	7.5	22	1.4	8.1	3.3	2.5	97.2
OAC	0.1	0.4	-2.4	18.8	28.6	0.5	0	8.4	2.5	97.7
PRUDENTIAL	-	-	-100	-100	30.8	2.9	17.2	12.5	4.1	92.5
PRU LIFE	-	-	-	-	-	-	-	-	-	-
ROYAL SKANDIA	0.7	-	64.4	-	-	-	-	5.2	1.9	-
SWISS LIFE	1.4	-	107.2	-	-	-	-	1.7	0.6	-
TOKIO MARINE LIFE	0.3	0.2	22.1	22.1	30.1	5.5	9.8	14	5.5	98.1
TRANSAMERICA	0.1	0.1	5.3	-3.4	107.7	7.2	-	-1.5	4	100.0
ZURICH INTERNATIONAL	3.9	0.4	331.8	19.5	56	4	1.7	20.8	5.7	99.0

TABLE 11 : LIFE INSURANCE : SELECTED INDICATOR OF SINGAPORE INSURANCE FUNDS FOR THE YEAR ENDED 31ST DECEMBER 2011

(%)

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 ⁶
			SUM INSURED	ANNUAL PREMIUMS	INDIVIDUAL		GROUP ³	DISTRIBUTION RELATED EXPENSE RATE ⁴	MANAGEMENT RELATED EXPENSE RATE ⁵	
					FIRST YEAR ¹	RENEWAL ²				
ALLIANZ SE	-	-	-	-	-	-	-	-3.4	5.1	-
ARAB INSURANCE	-	-	-	-	-	-	-	-	-	-
ASIA CAPITAL RE	-	-	-	-	-	-	-	105.7	7.3	-
GENERAL RE	-	-	-	-	-	-	-	24.7	7.5	-
MUNICH RE	-	-	-	-	-	-	-	22.5	5.4	-
PACIFIC LIFE RE	-	-	-	-	-	-	-	-	-	-
PARTNER RE	-	-	-	-	-	-	-	29.1	5.7	-
PARTNER RE EUROPE PLC	-	-	-	-	-	-	-	-	-	-
SCOR GLOBAL	-	-	-	-	-	-	-	28.9	2.1	-
SCOR RE AP	-	-	-	-	-	-	-	-	-	-
SWISS RE	-	-	-	-	-	-	-	47	9.9	-
TOKIO MARINE	-	-	-	-	-	-	-	0	20.3	-

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