

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

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
NON-LINKED						
Number of Policies						
2009	7.8	19.3	15.3	57.7	100	
2010	8.1	19.7	13.2	59.0	100	
2011	7.4	20.9	13.3	58.4	100	
2012	8.2	19.0	14.6	58.2	100	
2013	8.8	21.3	11.3	58.6	100	
Annual Premiums						
2009	22.2	41.3	7.4	29.1	100	
2010	21.5	47.0	6.5	25.0	100	
2011	17.0	55.0	6.1	21.9	100	
2012	18.1	57.3	6.0	18.7	100	
2013	15.1	55.3	5.4	24.1	100	
Single Premiums						
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	
2012	44.6	54.7	0.6	0.1	100	
2013	48.8	49.7	1.3	0.1	100	
LINKED						
Number of Policies						
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	
2012	82.4	17.6	0.0	0.0	100	
2013	82.7	17.3	0.0	0.0	100	
Annual Premiums						
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	
2012	81.4	18.4	0.0	0.3	100	
2013	88.7	11.2	0.0	0.2	100	
Single Premiums						
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	
2012	71.6	28.4	0.0	0.0	100	
2013	74.7	25.3	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						
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	
2012	17.2	17.9	20.8	44.1	100	
2013	17.1	17.2	20.4	45.3	100	
Annual Premiums						
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	20.6	100	
2012	31.1	42.6	6.1	20.2	100	
2013	29.0	44.0	6.0	20.9	100	
LINKED						
Number of Policies						
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	
2012	73.7	26.3	0.0	0.0	100	
2013	74.4	25.6	0.0	0.0	100	
Annual Premiums						
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	
2012	82.0	17.8	0.0	0.2	100	
2013	83.8	16.0	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						
2009	21.8	6.0	70.6	1.6	100	
2010	23.8	6.8	68.1	1.3	100	
2011	24.8	7.4	66.8	1.0	100	
2012	25.5	7.5	66.3	0.7	100	
2013	27.3	7.7	64.3	0.7	100	
Annual Premiums						
2009	35.9	1.8	60.5	1.8	100	
2010	33.8	1.8	62.7	1.7	100	
2011	32.5	2.6	62.9	2.0	100	
2012	32.5	2.4	62.9	2.2	100	
2013	30.9	2.2	64.4	2.5	100	