

**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
<b>NON-LINKED</b>								
2010	960,005	0.4	1,051.3	28.2	4,056.8	0.4	48,378.8	18.1
2011	1,018,511	6.1	1,281.5	21.9	4,838.0	19.3	57,758.5	19.4
2012	1,025,090	0.6	1,633.5	27.5	4,264.6	-11.9	68,793.0	19.1
2013	998,976	-2.5	2,150.0	31.6	5,098.1	19.5	73,470.5	6.8
<b>2014</b>	<b>934,456</b>	<b>-6.5</b>	<b>1,882.2</b>	<b>-12.5</b>	<b>6,604.2</b>	<b>29.5</b>	<b>78,465.0</b>	<b>6.8</b>
<b>LINKED</b>								
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
2012	87,922	-12.6	276.5	-1.8	1,595.8	-5.8	10,272.0	-2.9
2013	91,886	4.5	270.8	-2.1	1,939.1	21.5	9,397.5	-8.5
<b>2014</b>	<b>105,269</b>	<b>14.6</b>	<b>330.3</b>	<b>22.0</b>	<b>2,068.1</b>	<b>6.7</b>	<b>10,253.7</b>	<b>9.1</b>

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

Year	Policies		Single Premiums		Annual Payment	
	Number	% Change	\$m	% Change	\$m	% Change
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
2012	2,868	9.2	171.1	1.7	10.6	-23.2
2013	652	-77.3	36.8	-78.5	1.8	-82.8
<b>2014</b>	<b>576</b>	<b>-11.7</b>	<b>29.3</b>	<b>-20.6</b>	<b>1.8</b>	<b>-0.1</b>

**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
2010	10,245	-37.7	1,141,373	-7.4	179.5	19.4	0.1	-93.0	34,128.9	2.6
2011	9,132	-10.9	1,010,147	-11.5	221.5	23.4	6.2	6,538.8	47,967.1	40.5
2012	8,225	-9.9	1,064,104	5.3	223.9	1.1	0.7	-88.9	55,057.9	14.8
2013	6,534	-20.6	904,770	-15.0	267.1	19.3	0.9	29.1	40,487.6	-26.5
<b>2014</b>	<b>7,036</b>	<b>7.7</b>	<b>916,259</b>	<b>1.3</b>	<b>239.0</b>	<b>-10.5</b>	<b>0.6</b>	<b>-32.1</b>	<b>43,777.1</b>	<b>8.1</b>

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
<b>SIF</b>						
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
2012	27.7	-32.5	0.2	-93.9	11,383.3	-44.9
2013	117.8	325.7	0.0	-99.3	35,922.6	215.6
<b>2014</b>	<b>92.1</b>	<b>-21.8</b>	<b>0.0</b>	<b>-100.0</b>	<b>62,548.1</b>	<b>74.1</b>
<b>OIF</b>						
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
2012	309.4	-53.2	0.0	-51.9	151,005.2	6.7
2013	417.9	35.1	0.0	-101.7	136,382.4	-9.7
<b>2014</b>	<b>356.0</b>	<b>-14.8</b>	<b>0.0</b>	<b>-100.0</b>	<b>145,701.8</b>	<b>6.8</b>