

TABLE AL 3.1
DISTRIBUTION OF NEW INDIVIDUAL BUSINESS (SIF)

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
NON-LINKED						
Number of Policies						
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
2014	8.3	22.7	11.0	58.0		100
Annual Premiums						
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
2014	11.3	64.3	6.0	18.5		100
Single Premiums						
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
2014	59.0	37.2	3.7	0.1		100
LINKED						
Number of Policies						
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
2014	83.1	16.9	0.0	0.0		100
Annual Premiums						
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
2014	87.2	12.7	0.0	0.2		100
Single Premiums						
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
2014	72.1	27.9	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						
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
2014	17.0	16.6	19.8	46.5		100
Annual Premiums						
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
2014	26.8	46.7	5.9	20.5		100
LINKED						
Number of Policies						
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
2014	75.2	24.8	0.0	0.0		100
Annual Premiums						
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
2014	85.2	14.6	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						
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
2014	29.3	7.7	62.4	0.6		100
Annual Premiums						
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
2014	30.9	2.1	64.3	2.7		100