

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

						( <b>%</b> )
<b>Year</b>	<b>Whole Life</b>	<b>Endowment</b>	<b>Term</b>	<b>Others</b>	<b>Total</b>	
<b>NON-LINKED</b>						
<b>Number of Policies</b>						
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	
<b>2015</b>	<b>9.4</b>	<b>23.2</b>	<b>11.2</b>	<b>56.3</b>	<b>100</b>	
<b>Annual Premiums</b>						
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	
<b>2015</b>	<b>13.4</b>	<b>64.4</b>	<b>5.4</b>	<b>16.8</b>	<b>100</b>	
<b>Single Premiums</b>						
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	
<b>2015</b>	<b>67.5</b>	<b>27.7</b>	<b>4.7</b>	<b>0.1</b>	<b>100</b>	
<b>LINKED</b>						
<b>Number of Policies</b>						
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	
<b>2015</b>	<b>85.9</b>	<b>14.1</b>	<b>0.0</b>	<b>0.0</b>	<b>100</b>	
<b>Annual Premiums</b>						
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	
<b>2015</b>	<b>85.0</b>	<b>14.8</b>	<b>0.0</b>	<b>0.2</b>	<b>100</b>	
<b>Single Premiums</b>						
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	
<b>2015</b>	<b>79.1</b>	<b>20.9</b>	<b>0.0</b>	<b>0.0</b>	<b>100</b>	

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

						( <b>%</b> )
<b>Year</b>	<b>Whole Life</b>	<b>Endowment</b>	<b>Term</b>	<b>Others</b>	<b>Total</b>	
<b>NON-LINKED</b>						
<b>Number of Policies</b>						
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	
<b>2015</b>	<b>16.9</b>	<b>16.4</b>	<b>19.4</b>	<b>47.4</b>	<b>100</b>	
<b>Annual Premiums</b>						
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	
<b>2015</b>	<b>25.6</b>	<b>48.5</b>	<b>5.8</b>	<b>20.1</b>	<b>100</b>	
<b>LINKED</b>						
<b>Number of Policies</b>						
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	
<b>2015</b>	<b>76.4</b>	<b>23.6</b>	<b>0.0</b>	<b>0.0</b>	<b>100</b>	
<b>Annual Premiums</b>						
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	
<b>2015</b>	<b>85.8</b>	<b>14.0</b>	<b>0.0</b>	<b>0.2</b>	<b>100</b>	

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

						( <b>%</b> )
<b>Year</b>	<b>Term</b>	<b>Accident</b>	<b>Health</b>	<b>Others</b>	<b>Total</b>	
<b>Number of Policies</b>						
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	
<b>2015</b>	<b>30.8</b>	<b>7.9</b>	<b>60.8</b>	<b>0.5</b>	<b>100</b>	
<b>Annual Premiums</b>						
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	
<b>2015</b>	<b>29.9</b>	<b>1.9</b>	<b>65.6</b>	<b>2.6</b>	<b>100</b>	