

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

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
NON-LINKED						
Number of Policies						
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	
2015	16.9	16.4	19.4	47.4	100	
2016	16.7	16.2	19.1	48.0	100	
Annual Premiums						
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	
2015	25.6	48.5	5.8	20.1	100	
2016	25.4	48.8	5.8	20.0	100	
LINKED						
Number of Policies						
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	
2015	76.4	23.6	0.0	0.0	100	
2016	77.4	22.6	0.0	0.0	100	
Annual Premiums						
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	
2015	85.8	14.0	0.0	0.2	100	
2016	88.4	11.4	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						
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	
2015	30.8	7.9	60.8	0.5	100	
2016	31.4	8.0	60.1	0.5	100	
Annual Premiums						
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	
2015	29.9	1.9	65.6	2.6	100	
2016	27.8	2.1	67.8	2.2	100	