

**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>								
2013	998,976	-2.5	2,150.0	31.6	5,098.1	19.5	73,470.5	6.8
2014	934,456	-6.5	1,882.2	-12.5	6,604.2	29.5	78,465.0	6.8
2015	932,265	-0.2	2,009.4	6.8	6,973.7	5.6	90,594.7	15.5
2016	1,052,471	12.9	2,402.5	19.6	7,990.5	14.6	107,787.7	19.0
<b>2017</b>	<b>1,151,857</b>	<b>9.4</b>	<b>2,672.7</b>	<b>11.2</b>	<b>10,681.5</b>	<b>33.7</b>	<b>120,740.7</b>	<b>12.0</b>
<b>LINKED</b>								
2013	91,886	4.5	270.8	-2.1	1,939.1	21.5	9,397.5	-8.5
2014	105,269	14.6	330.3	22.0	2,068.1	6.7	10,253.7	9.1
2015	113,065	7.4	330.6	0.1	2,488.0	20.3	10,722.9	4.6
2016	90,079	-20.3	238.5	-27.9	2,266.6	-8.9	8,848.8	-17.5
<b>2017</b>	<b>117,566</b>	<b>30.5</b>	<b>351.3</b>	<b>47.3</b>	<b>3,957.5</b>	<b>74.6</b>	<b>9,670.9</b>	<b>9.3</b>

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

Year	Policies		Single Premiums		Annual Payment	
	Number	% Change	\$m	% Change	\$m	% Change
2013	652	-77.3	36.8	-78.5	1.8	-82.8
2014	576	-11.7	29.3	-20.6	1.8	-0.1
2015	349	-39.4	16.1	-44.9	1.3	-31.1
2016	394	12.9	20.7	28.7	1.4	14.8
<b>2017</b>	<b>346</b>	<b>-12.2</b>	<b>25.2</b>	<b>21.3</b>	<b>1.5</b>	<b>6.4</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
2013	6,534	-20.6	904,770	-15.0	267.1	19.3	0.9	29.1	40,487.6	-26.5
2014	7,036	7.7	916,259	1.3	239.0	-10.5	0.6	-32.1	43,777.1	8.1
2015	7,340	4.3	956,363	4.4	292.3	22.3	1.8	200.5	66,876.7	52.8
2016	7,315	-0.3	1,194,426	24.9	275.2	-5.8	1.8	-1.3	134,760.7	101.5
<b>2017</b>	<b>7,459</b>	<b>2.0</b>	<b>931,975</b>	<b>-22.0</b>	<b>321.8</b>	<b>16.9</b>	<b>1.8</b>	<b>0.7</b>	<b>81,650.4</b>	<b>-39.4</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>						
2013	117.8	325.7	0.0	-99.3	35,922.6	215.6
2014	92.1	-21.8	0.0	-100.0	62,548.1	74.1
2015	48.5	-47.3	0.0	0.0	42,794.4	-31.6
2016	117.0	141.2	0.0	0.0	51,427.3	20.2
<b>2017</b>	<b>249.0</b>	<b>112.8</b>	<b>0.0</b>	<b>0.0</b>	<b>42,402.4</b>	<b>-17.5</b>
<b>OIF</b>						
2013	417.9	35.1	0.0	-101.7	136,382.4	-9.7
2014	356.0	-14.8	0.0	-100.0	145,701.8	6.8
2015	1,016.7	185.6	0.0	0.0	165,579.3	13.6
2016	1,214.1	19.4	0.0	0.0	210,569.3	27.2
<b>2017</b>	<b>395.1</b>	<b>-67.5</b>	<b>0.0</b>	<b>0.0</b>	<b>124,338.8</b>	<b>-41.0</b>