

TABLE AL 3.1
DISTRIBUTION OF NEW INDIVIDUAL BUSINESS (SIF)

| | | | | | | (%) |
|---------------------------|-------------|-------------|-------------|-------------|------------|-----|
| Year | Whole Life | Endowment | Term | Others | Total | |
| NON-LINKED | | | | | | |
| Number of Policies | | | | | | |
| 2013 | 8.8 | 21.3 | 11.3 | 58.6 | 100 | |
| 2014 | 8.3 | 22.7 | 11.0 | 58.0 | 100 | |
| 2015 | 9.4 | 23.2 | 11.2 | 56.3 | 100 | |
| 2016 | 9.2 | 21.8 | 12.9 | 56.1 | 100 | |
| 2017 | 8.5 | 24.2 | 12.8 | 54.5 | 100 | |
| Annual Premiums | | | | | | |
| 2013 | 15.1 | 55.3 | 5.4 | 24.1 | 100 | |
| 2014 | 11.3 | 64.3 | 6.0 | 18.5 | 100 | |
| 2015 | 13.4 | 64.4 | 5.4 | 16.8 | 100 | |
| 2016 | 17.1 | 58.6 | 5.7 | 18.6 | 100 | |
| 2017 | 15.2 | 56.6 | 5.9 | 22.3 | 100 | |
| Single Premiums | | | | | | |
| 2013 | 48.8 | 49.7 | 1.3 | 0.1 | 100 | |
| 2014 | 59.0 | 37.2 | 3.7 | 0.1 | 100 | |
| 2015 | 67.5 | 27.7 | 4.7 | 0.1 | 100 | |
| 2016 | 67.9 | 30.7 | 1.3 | 0.0 | 100 | |
| 2017 | 49.4 | 49.3 | 1.3 | 0.0 | 100 | |
| LINKED | | | | | | |
| Number of Policies | | | | | | |
| 2013 | 82.7 | 17.3 | 0.0 | 0.0 | 100 | |
| 2014 | 83.1 | 16.9 | 0.0 | 0.0 | 100 | |
| 2015 | 85.9 | 14.1 | 0.0 | 0.0 | 100 | |
| 2016 | 88.9 | 11.1 | 0.0 | 0.0 | 100 | |
| 2017 | 86.6 | 13.4 | 0.0 | 0.0 | 100 | |
| Annual Premiums | | | | | | |
| 2013 | 88.7 | 11.2 | 0.0 | 0.2 | 100 | |
| 2014 | 87.2 | 12.7 | 0.0 | 0.2 | 100 | |
| 2015 | 85.0 | 14.8 | 0.0 | 0.2 | 100 | |
| 2016 | 95.5 | 4.3 | 0.0 | 0.2 | 100 | |
| 2017 | 96.9 | 3.0 | 0.0 | 0.1 | 100 | |
| Single Premiums | | | | | | |
| 2013 | 74.7 | 25.3 | 0.0 | 0.0 | 100 | |
| 2014 | 72.1 | 27.9 | 0.0 | 0.0 | 100 | |
| 2015 | 79.1 | 20.9 | 0.0 | 0.0 | 100 | |
| 2016 | 83.9 | 16.1 | 0.0 | 0.0 | 100 | |
| 2017 | 85.0 | 15.0 | 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 | | | | | | |
| 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 | |
| 2017 | 16.4 | 16.5 | 18.8 | 48.4 | 100 | |
| Annual Premiums | | | | | | |
| 2012 | 29.0 | 44.0 | 6.0 | 20.9 | 100 | |
| 2013 | 26.8 | 46.7 | 5.9 | 20.5 | 100 | |
| 2014 | 25.6 | 48.5 | 5.8 | 20.1 | 100 | |
| 2015 | 25.4 | 48.8 | 5.8 | 20.0 | 100 | |
| 2016 | 24.8 | 48.2 | 6.0 | 21.1 | 100 | |
| LINKED | | | | | | |
| Number of Policies | | | | | | |
| 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 | |
| 2017 | 78.5 | 21.5 | 0.0 | 0.0 | 100 | |
| Annual Premiums | | | | | | |
| 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 | |
| 2017 | 90.7 | 9.1 | 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 | | | | | | |
| 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 | |
| 2017 | 33.5 | 4.4 | 61.6 | 0.5 | 100 | |
| Annual Premiums | | | | | | |
| 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 | |
| 2017 | 24.8 | 1.8 | 70.9 | 2.5 | 100 | |