

**TABLE 1.1
TOTAL NEW INDIVIDUAL BUSINESS (SIF)**

Quarter	Policies		Annual Premium		Single Premium		Sum Insured	
	Number	% over Corr Qtr	\$m	% over Corr Qtr	\$m	% over Corr Qtr	\$m	% over Corr Qtr
NON-LINKED								
4Q 2015	260,345	7.5	566.6	10.9	2,208.5	37.4	27,884.0	33.0
1Q 2016	217,040	9.3	500.3	17.7	1,702.4	12.4	20,169.4	13.8
2Q 2016	258,700	12.4	594.7	16.0	2,301.8	102.0	26,689.1	22.9
3Q 2016	277,261	14.0	609.5	20.7	1,715.7	-18.5	27,925.7	20.1
4Q 2016	299,450	15.0	697.9	23.2	2,269.1	2.7	32,997.1	18.3
1Q 2017	236,535	9.0	568.4	13.6	2,184.2	28.3	22,422.9	11.2
2Q 2017	269,123	4.0	631.7	6.2	1,913.3	-16.9	29,488.2	10.5
3Q 2017	301,707	8.8	740.2	21.4	2,692.7	56.9	34,373.4	23.1
4Q 2017	344,492	15.0	732.5	5.0	3,893.9	71.6	34,466.6	4.5
1Q 2018	254,936	7.8	633.1	11.4	1,830.3	-16.2	27,530.6	22.8
2Q 2018	285,537	6.1	660.8	4.6	2,977.1	55.6	33,934.0	15.1
3Q 2018	286,087	-5.2	706.3	-4.6	3,187.6	18.4	33,310.1	-3.1
LINKED								
4Q 2015	29,986	-8.1	82.5	-23.7	638.4	3.0	3,123.3	-4.7
1Q 2016	20,635	-15.5	50.7	-32.9	460.2	-15.1	1,972.9	-8.5
2Q 2016	21,670	-30.1	57.7	-22.7	519.6	-27.1	1,986.6	-27.0
3Q 2016	21,465	-23.0	55.6	-45.5	611.5	0.4	2,170.4	-17.9
4Q 2016	26,309	-12.3	74.5	-9.8	670.7	5.1	2,614.9	-16.3
1Q 2017	21,389	3.7	51.3	1.2	627.5	36.3	1,909.7	-3.2
2Q 2017	25,439	17.4	66.0	14.5	745.5	43.5	2,003.6	0.9
3Q 2017	29,605	37.9	94.4	69.8	845.3	38.2	2,292.6	5.6
4Q 2017	41,164	56.5	139.5	87.4	1,738.2	159.2	3,423.6	30.9
1Q 2018	36,786	72.0	112.4	118.9	993.2	58.3	2,461.9	28.9
2Q 2018	34,225	34.5	121.8	84.5	977.7	31.2	2,350.9	17.3
3Q 2018	35,313	19.3	109.4	15.9	1,110.2	31.3	2,233.2	-2.6

**TABLE QL 1.2
TOTAL NEW INDIVIDUAL ANNUITY BUSINESS (SIF)**

Quarter	Policies		Single Premium		Annual Payment	
	Number	% over Corr Qtr	\$m	% over Corr Qtr	\$m	% over Corr Qtr
4Q 2015	82	-36.9	3.9	-40.2	0.3	-53.2
1Q 2016	90	-14.3	3.3	-31.1	0.4	-4.8
2Q 2016	94	9.3	5.9	43.9	0.4	2.7
3Q 2016	89	17.1	4.7	41.7	0.3	12.6
4Q 2016	121	47.6	6.8	76.4	0.4	61.5
1Q 2017	90	0.0	6.8	103.1	0.4	9.1
2Q 2017	89	-5.3	5.4	-9.4	0.3	-2.6
3Q 2017	86	-3.4	6.8	46.4	0.4	11.9
4Q 2017	81	-33.1	6.2	-9.2	0.4	7.5
1Q 2018	106	17.8	9.8	44.1	0.5	30.4
2Q 2018	145	62.9	10.9	103.7	0.6	76.6
3Q 2018	98	14.0	10.0	46.5	0.5	43.8

**TABLE QL 1.3
TOTAL NEW GROUP BUSINESS (SIF)**

Quarter	Policies		Lives Insured		Annual Premiums		Single Premiums		Sum Insured	% over Corr Qtr
	Number	% over Corr Qtr	Number	% over Corr Qtr	\$m	% over Corr Qtr	\$m	% over Corr Qtr	\$m	
4Q 2015	1,871	27.4	232,800	43.7	84.7	117.1	0.6	59.3	26,771.6	196.7
1Q 2016	1,896	4.7	298,898	11.0	76.8	1.2	0.4	45.9	19,528.0	31.9
2Q 2016	1,996	-3.4	269,046	3.6	70.2	-10.5	0.4	-2.1	13,743.7	0.9
3Q 2016	1,915	20.5	290,371	49.2	68.1	28.0	0.5	-8.5	18,395.2	57.6
4Q 2016	1,508	-19.4	336,111	44.4	60.1	-29.1	0.5	-17.8	83,093.8	210.4
1Q 2017	1,867	-1.5	360,638	20.7	127.3	65.8	0.3	-24.2	30,149.6	54.4
2Q 2017	1,972	-1.2	217,678	-19.1	78.3	11.4	0.5	5.1	16,390.2	19.3

3Q 2017	1,902	-0.7	214,550	-26.1	72.6	6.6	0.5	9.7	22,133.2	20.3
4Q 2017	1,715	13.7	138,362	-58.8	43.5	-27.5	0.5	9.7	12,974.0	-84.4
1Q 2018	2,146	14.9	228,907	-36.5	100.0	-21.5	0.4	28.2	20,918.7	-30.6
2Q 2018	2,321	17.7	248,220	14.0	89.5	14.3	0.5	4.1	23,088.6	40.9
3Q 2018	2,113	11.1	306,581	42.9	87.1	20.0	0.4	-19.8	23,722.2	7.2

Note: Excludes New Group Annuity Business

TABLE QL 1.4
TOTAL NEW BUSINESS FOR LIFE REINSURERS

Quarter	Annual Premiums		Single Premiums		Sum Insured	
	\$m	% over Corr Qtr	\$m	% over Corr Qtr	\$m	% over Corr Qtr
SIF						
4Q 2015	13.5	-31.9	0.0	#DIV/0	5,934.5	-32.5
1Q 2016	18.8	0.0	0.0	#DIV/0	23,847.3	1.9
2Q 2016	50.9	311.1	0.0	#DIV/0	16,286.0	52.9
3Q 2016	20.6	305.4	0.0	#DIV/0	2,716.2	-11.5
4Q 2016	26.6	96.9	0.0	#DIV/0	8,568.6	44.4
1Q 2017	10.8	-42.7	0.0	#DIV/0	13,623.9	-42.9
2Q 2017	5.7	-88.7	0.0	#DIV/0	9,348.4	-42.6
3Q 2017	7.6	-63.1	0.0	#DIV/0	9,152.6	237.0
4Q 2017	223.7	739.9	0.0	#DIV/0	10,197.7	19.0
1Q 2018	6.9	-35.8	0.0	#DIV/0	12,456.9	-8.6
2Q 2018	1.0	-83.1	0.0	#DIV/0	1,330.9	-85.8
3Q 2018	1.8	-75.8	0.0	#DIV/0	2,079.3	-77.3
OIF						
4Q 2015	158.0	47.4	0.0	#DIV/0	39,213.6	-7.7
1Q 2016	175.5	97.4	0.0	#DIV/0	56,336.3	33.9
2Q 2016	112.7	-66.2	0.0	#DIV/0	28,738.4	-32.4
3Q 2016	1,078.0	206.8	0.0	#DIV/0	54,305.4	54.1
4Q 2016	-184.4	-216.7	0.0	#DIV/0	73,295.9	86.9
1Q 2017	69.1	-60.6	0.0	#DIV/0	36,229.3	-35.7
2Q 2017	203.4	80.5	0.0	#DIV/0	20,145.8	-29.9
3Q 2017	62.3	-94.2	0.0	#DIV/0	31,335.4	-42.3
4Q 2017	56.6	-130.7	0.0	#DIV/0	29,601.6	-59.6
1Q 2018	794.3	1,048.7	0.0	#DIV/0	498,791.8	1,276.8
2Q 2018	48.3	-76.2	0.0	#DIV/0	21,976.0	9.1
3Q 2018	137.9	121.3	0.0	#DIV/0	33,339.3	6.4