

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

| | | | | | | % |
|---------------------------|-------------|-------------|-------------|-------------|--------------|---|
| Quarter | Whole Life | Endowment | Term | Others | Total | |
| NON-LINKED | | | | | | |
| Number of Policies | | | | | | |
| 4Q 2015 | 10.7 | 23.2 | 10.8 | 55.3 | 100.0 | |
| | | | | | | |
| 1Q 2016 | 8.9 | 26.5 | 9.4 | 55.2 | 100.0 | |
| 2Q 2016 | 9.8 | 22.5 | 10.6 | 57.1 | 100.0 | |
| 3Q 2016 | 8.9 | 17.7 | 15.5 | 57.9 | 100.0 | |
| 4Q 2016 | 9.3 | 21.7 | 14.9 | 54.1 | 100.0 | |
| | | | | | | |
| 1Q 2017 | 8.8 | 25.4 | 12.2 | 53.6 | 100.0 | |
| 2Q 2017 | 9.6 | 19.0 | 15.7 | 55.7 | 100.0 | |
| 3Q 2017 | 9.1 | 22.8 | 12.5 | 55.6 | 100.0 | |
| 4Q 2017 | 8.0 | 27.8 | 11.0 | 53.2 | 100.0 | |
| | | | | | | |
| 1Q 2018 | 9.1 | 19.0 | 16.3 | 55.6 | 100.0 | |
| 2Q 2018 | 9.5 | 24.3 | 15.1 | 51.1 | 100.0 | |
| 3Q 2018 | 11.1 | 25.2 | 13.8 | 49.9 | 100.0 | |
| Annual Premium | | | | | | |
| 4Q 2015 | 16.0 | 62.0 | 5.3 | 16.7 | 100.0 | |
| | | | | | | |
| 1Q 2016 | 14.7 | 64.8 | 4.1 | 16.4 | 100.0 | |
| 2Q 2016 | 17.4 | 58.8 | 5.3 | 18.5 | 100.0 | |
| 3Q 2016 | 17.9 | 55.5 | 6.4 | 20.2 | 100.0 | |
| 4Q 2016 | 17.8 | 56.7 | 6.5 | 19.0 | 100.0 | |
| | | | | | | |
| 1Q 2017 | 16.6 | 59.8 | 4.7 | 18.9 | 100.0 | |
| 2Q 2017 | 17.9 | 52.7 | 7.3 | 22.1 | 100.0 | |
| 3Q 2017 | 16.3 | 55.9 | 5.5 | 22.3 | 100.0 | |
| 4Q 2017 | 15.8 | 53.2 | 6.1 | 24.9 | 100.0 | |
| | | | | | | |
| 1Q 2018 | 15.5 | 54.6 | 5.5 | 24.4 | 100.0 | |
| 2Q 2018 | 15.9 | 51.1 | 8.0 | 25.0 | 100.0 | |
| 3Q 2018 | 20.5 | 49.2 | 6.0 | 24.3 | 100.0 | |
| Single Premium | | | | | | |
| 4Q 2015 | 71.4 | 22.7 | 5.8 | 0.1 | 100.0 | |
| | | | | | | |
| 1Q 2016 | 59.5 | 39.5 | 1.0 | 0.0 | 100.0 | |
| 2Q 2016 | 71.9 | 27.2 | 0.9 | 0.0 | 100.0 | |
| 3Q 2016 | 74.3 | 24.7 | 0.9 | 0.1 | 100.0 | |
| 4Q 2016 | 65.5 | 32.2 | 2.3 | 0.0 | 100.0 | |
| | | | | | | |
| 1Q 2017 | 54.5 | 44.2 | 1.3 | 0.0 | 100.0 | |
| 2Q 2017 | 70.2 | 28.2 | 1.6 | 0.0 | 100.0 | |
| 3Q 2017 | 51.1 | 47.2 | 1.6 | 0.1 | 100.0 | |
| 4Q 2017 | 35.3 | 63.9 | 0.8 | 0.0 | 100.0 | |
| | | | | | | |
| 1Q 2018 | 73.7 | 24.3 | 1.8 | 0.2 | 100.0 | |

| | | | | | |
|---------------------------|-------------|-------------|------------|------------|--------------|
| 2Q 2018 | 46.9 | 52.0 | 1.0 | 0.1 | 100.0 |
| 3Q 2018 | 49.3 | 49.8 | 0.8 | 0.1 | 100.0 |
| LINKED | | | | | |
| Number of Policies | | | | | |
| 4Q 2015 | 85.6 | 14.4 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2016 | 89.0 | 11.0 | 0.0 | 0.0 | 100.0 |
| 2Q 2016 | 88.7 | 11.3 | 0.0 | 0.0 | 100.0 |
| 3Q 2016 | 90.6 | 9.4 | 0.0 | 0.0 | 100.0 |
| 4Q 2016 | 87.7 | 12.3 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2017 | 90.0 | 10.0 | 0.0 | 0.0 | 100.0 |
| 2Q 2017 | 87.5 | 12.5 | 0.0 | 0.0 | 100.0 |
| 3Q 2017 | 85.9 | 14.1 | 0.0 | 0.0 | 100.0 |
| 4Q 2017 | 84.8 | 15.2 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2018 | 86.3 | 13.7 | 0.0 | 0.0 | 100.0 |
| 2Q 2018 | 89.8 | 10.2 | 0.0 | 0.0 | 100.0 |
| 3Q 2018 | 90.4 | 9.6 | 0.0 | 0.0 | 100.0 |
| Annual Premium | | | | | |
| 4Q 2015 | 90.2 | 9.6 | 0.0 | 0.2 | 100.0 |
| | | | | | |
| 1Q 2016 | 94.7 | 5.0 | 0.0 | 0.3 | 100.0 |
| 2Q 2016 | 94.9 | 4.9 | 0.0 | 0.2 | 100.0 |
| 3Q 2016 | 95.8 | 4.1 | 0.0 | 0.1 | 100.0 |
| 4Q 2016 | 96.3 | 3.5 | 0.0 | 0.2 | 100.0 |
| | | | | | |
| 1Q 2017 | 94.8 | 5.0 | 0.0 | 0.2 | 100.0 |
| 2Q 2017 | 95.2 | 4.7 | 0.0 | 0.1 | 100.0 |
| 3Q 2017 | 97.2 | 2.7 | 0.0 | 0.1 | 100.0 |
| 4Q 2017 | 98.2 | 1.7 | 0.0 | 0.1 | 100.0 |
| | | | | | |
| 1Q 2018 | 97.5 | 2.5 | 0.0 | 0.0 | 100.0 |
| 2Q 2018 | 98.0 | 1.9 | 0.0 | 0.1 | 100.0 |
| 3Q 2018 | 97.8 | 2.1 | 0.0 | 0.1 | 100.0 |
| Single Premium | | | | | |
| 4Q 2015 | 76.9 | 23.1 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2016 | 82.7 | 17.3 | 0.0 | 0.0 | 100.0 |
| 2Q 2016 | 83.2 | 16.8 | 0.0 | 0.0 | 100.0 |
| 3Q 2016 | 87.1 | 12.9 | 0.0 | 0.0 | 100.0 |
| 4Q 2016 | 82.1 | 17.9 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2017 | 87.1 | 12.9 | 0.0 | 0.0 | 100.0 |
| 2Q 2017 | 84.5 | 15.5 | 0.0 | 0.0 | 100.0 |
| 3Q 2017 | 81.0 | 19.0 | 0.0 | 0.0 | 100.0 |
| 4Q 2017 | 86.4 | 13.6 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2018 | 80.5 | 19.5 | 0.0 | 0.0 | 100.0 |
| 2Q 2018 | 84.1 | 15.9 | 0.0 | 0.0 | 100.0 |
| 3Q 2018 | 87.6 | 12.4 | 0.0 | 0.0 | 100.0 |

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

| | | | | | | % |
|---------|------------|-----------|------|--------|-------|---|
| Quarter | Whole Life | Endowment | Term | Others | Total | |

| NON-LINKED | | | | | |
|---------------------------|-------------|-------------|-------------|-------------|--------------|
| Number of Policies | | | | | |
| 4Q 2015 | 16.9 | 16.4 | 19.4 | 47.3 | 100.0 |
| | | | | | |
| 1Q 2016 | 16.8 | 16.4 | 19.3 | 47.5 | 100.0 |
| 2Q 2016 | 16.8 | 16.3 | 19.1 | 47.8 | 100.0 |
| 3Q 2016 | 16.8 | 16.2 | 19.1 | 47.9 | 100.0 |
| 4Q 2016 | 16.7 | 16.1 | 19.1 | 48.1 | 100.0 |
| | | | | | |
| 1Q 2017 | 16.6 | 16.2 | 19.1 | 48.1 | 100.0 |
| 2Q 2017 | 16.6 | 16.2 | 19.0 | 48.2 | 100.0 |
| 3Q 2017 | 16.5 | 16.2 | 18.9 | 48.4 | 100.0 |
| 4Q 2017 | 16.4 | 16.4 | 18.8 | 48.4 | 100.0 |
| | | | | | |
| 1Q 2018 | 16.3 | 16.4 | 18.8 | 48.5 | 100.0 |
| 2Q 2018 | 16.3 | 16.5 | 18.6 | 48.6 | 100.0 |
| 3Q 2018 | 16.3 | 16.6 | 18.6 | 48.5 | 100.0 |
| Annual Premium | | | | | |
| 4Q 2015 | 25.6 | 48.5 | 5.8 | 20.1 | 100.0 |
| | | | | | |
| 1Q 2016 | 25.4 | 48.8 | 5.8 | 20.0 | 100.0 |
| 2Q 2016 | 25.3 | 49.0 | 5.7 | 20.0 | 100.0 |
| 3Q 2016 | 25.3 | 48.9 | 5.8 | 20.0 | 100.0 |
| 4Q 2016 | 25.4 | 48.8 | 5.8 | 20.0 | 100.0 |
| | | | | | |
| 1Q 2017 | 25.3 | 48.7 | 5.8 | 20.2 | 100.0 |
| 2Q 2017 | 25.3 | 48.4 | 5.9 | 20.4 | 100.0 |
| 3Q 2017 | 25.2 | 48.3 | 5.9 | 20.6 | 100.0 |
| 4Q 2017 | 25.1 | 47.9 | 6.0 | 21.0 | 100.0 |
| | | | | | |
| 1Q 2018 | 24.7 | 47.8 | 6.0 | 21.5 | 100.0 |
| 2Q 2018 | 24.7 | 47.4 | 6.1 | 21.8 | 100.0 |
| 3Q 2018 | 24.7 | 47.1 | 6.1 | 22.1 | 100.0 |
| LINKED | | | | | |
| Number of Policies | | | | | |
| 4Q 2015 | 76.4 | 23.6 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2016 | 76.6 | 23.4 | 0.0 | 0.0 | 100.0 |
| 2Q 2016 | 76.9 | 23.1 | 0.0 | 0.0 | 100.0 |
| 3Q 2016 | 77.2 | 22.8 | 0.0 | 0.0 | 100.0 |
| 4Q 2016 | 77.4 | 22.6 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2017 | 77.7 | 22.3 | 0.0 | 0.0 | 100.0 |
| 2Q 2017 | 78.0 | 22.0 | 0.0 | 0.0 | 100.0 |
| 3Q 2017 | 78.3 | 21.7 | 0.0 | 0.0 | 100.0 |
| 4Q 2017 | 78.5 | 21.5 | 0.0 | 0.0 | 100.0 |
| | | | | | |
| 1Q 2018 | 78.8 | 21.2 | 0.0 | 0.0 | 100.0 |
| 2Q 2018 | 79.1 | 20.9 | 0.0 | 0.0 | 100.0 |
| 3Q 2018 | 79.4 | 20.6 | 0.0 | 0.0 | 100.0 |
| Annual Premium | | | | | |
| 4Q 2015 | 85.8 | 14.0 | 0.0 | 0.2 | 100.0 |
| | | | | | |

| | | | | | |
|----------------|-------------|------------|------------|------------|--------------|
| 1Q 2016 | 86.6 | 13.2 | 0.0 | 0.2 | 100.0 |
| 2Q 2016 | 87.3 | 12.6 | 0.0 | 0.1 | 100.0 |
| 3Q 2016 | 87.8 | 12.0 | 0.0 | 0.2 | 100.0 |
| 4Q 2016 | 88.4 | 11.4 | 0.0 | 0.2 | 100.0 |
| | | | | | |
| 1Q 2017 | 88.9 | 10.9 | 0.0 | 0.2 | 100.0 |
| 2Q 2017 | 89.4 | 10.4 | 0.0 | 0.2 | 100.0 |
| 3Q 2017 | 90.0 | 9.9 | 0.0 | 0.1 | 100.0 |
| 4Q 2017 | 90.7 | 9.1 | 0.0 | 0.2 | 100.0 |
| | | | | | |
| 1Q 2018 | 91.2 | 8.6 | 0.0 | 0.2 | 100.0 |
| 2Q 2018 | 91.7 | 8.1 | 0.0 | 0.2 | 100.0 |
| 3Q 2018 | 92.3 | 7.6 | 0.0 | 0.1 | 100.0 |

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

| | | | | | | % |
|---------------------------|-------------|------------|-------------|------------|--------------|---|
| Quarter | Term | Accident | Health | Others | Total | |
| Number of Policies | | | | | | |
| 4Q 2015 | 30.8 | 7.9 | 60.7 | 0.6 | 100.0 | |
| | | | | | | |
| 1Q 2016 | 31.0 | 7.8 | 60.7 | 0.5 | 100.0 | |
| 2Q 2016 | 31.2 | 7.9 | 60.4 | 0.5 | 100.0 | |
| 3Q 2016 | 31.3 | 7.9 | 60.2 | 0.6 | 100.0 | |
| 4Q 2016 | 31.4 | 8.0 | 60.1 | 0.5 | 100.0 | |
| | | | | | | |
| 1Q 2017 | 31.7 | 7.1 | 60.7 | 0.5 | 100.0 | |
| 2Q 2017 | 32.4 | 6.0 | 61.1 | 0.5 | 100.0 | |
| 3Q 2017 | 33.0 | 5.0 | 61.5 | 0.5 | 100.0 | |
| 4Q 2017 | 33.4 | 4.4 | 61.6 | 0.6 | 100.0 | |
| | | | | | | |
| 1Q 2018 | 32.6 | 6.0 | 60.9 | 0.5 | 100.0 | |
| 2Q 2018 | 32.9 | 5.8 | 60.8 | 0.5 | 100.0 | |
| 3Q 2018 | 32.7 | 5.8 | 61.0 | 0.5 | 100.0 | |
| Annual Premiums | | | | | | |
| 4Q 2015 | 30.0 | 1.9 | 65.5 | 2.6 | 100.0 | |
| | | | | | | |
| 1Q 2016 | 30.2 | 1.9 | 65.5 | 2.4 | 100.0 | |
| 2Q 2016 | 30.8 | 1.9 | 64.9 | 2.4 | 100.0 | |
| 3Q 2016 | 30.0 | 1.8 | 65.9 | 2.3 | 100.0 | |
| 4Q 2016 | 27.8 | 2.1 | 67.8 | 2.3 | 100.0 | |
| | | | | | | |
| 1Q 2017 | 26.2 | 2.0 | 69.6 | 2.2 | 100.0 | |
| 2Q 2017 | 25.5 | 1.9 | 70.4 | 2.2 | 100.0 | |
| 3Q 2017 | 25.0 | 1.8 | 70.7 | 2.5 | 100.0 | |
| 4Q 2017 | 24.8 | 1.8 | 70.9 | 2.5 | 100.0 | |
| | | | | | | |
| 1Q 2018 | 24.1 | 1.7 | 71.7 | 2.5 | 100.0 | |
| 2Q 2018 | 24.0 | 1.7 | 71.8 | 2.5 | 100.0 | |
| 3Q 2018 | 23.9 | 1.7 | 71.7 | 2.7 | 100.0 | |