

TABLE AL 3.1
DISTRIBUTION OF NEW INDIVIDUAL BUSINESS (SIF)

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
NON-LINKED						
Number of Policies						
2015	9.4	23.2	11.2	56.2	100	
2016	9.2	21.8	12.9	56.1	100	
2017	8.5	24.2	12.8	54.5	100	
2018	9.6	23.0	14.3	53.1	100	
2019	11.1	21.5	13.8	53.6	100	
Annual Premiums						
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	
2018	16.3	52.5	6.6	24.6	100	
2019	18.3	51.5	6.5	23.7	100	
Single Premiums						
2015	67.5	27.7	4.7	0.1	100	
2016	67.9	30.7	1.3	0.1	100	
2017	49.4	49.3	1.3	0.0	100	
2018	53.9	44.9	1.1	0.1	100	
2019	59.6	38.9	1.4	0.1	100	
LINKED						
Number of Policies						
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	
2018	89.2	10.8	0.0	0.0	100	
2019	95.1	4.9	0.0	0.0	100	
Annual Premiums						
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	
2018	97.7	2.2	0.0	0.1	100	
2019	98.5	1.5	0.0	0.0	100	
Single Premiums						
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	
2018	84.8	15.2	0.0	0.0	100	
2019	90.7	9.3	0.0	0.0	100	

TABLE AL 3.2
DISTRIBUTION OF NEW GROUP BUSINESS (SIF)

						(%)
Year	Term	Accident	Health	Others	Total	
Number of Policies						
2015	28.1	10.3	61.6	0.0	100	
2016	26.0	10.2	63.8	0.0	100	
2017	27.5	6.0	66.6	-0.1	100	
2018	27.1	5.4	67.5	0.0	100	
2019	24.4	5.6	70.1	-0.1	100	
Annual Premiums						
2015	31.5	2.0	64.7	1.8	100	
2016	33.7	4.2	59.9	2.2	100	
2017	12.7	1.9	83.0	2.4	100	
2018	16.9	1.5	78.9	2.7	100	
2019	16.9	1.2	78.6	3.3	100	
Single Premiums						
2015	43.5	0.0	56.5	0.0	100	
2016	0.0	0.0	100.0	0.0	100	
2017	0.0	0.0	100.0	0.0	100	
2018	0.0	0.0	100.0	0.0	100	
2019	0.0	0.0	100.0	0.0	100	

**TABLE AL 3.3
DISTRIBUTION OF INDIVIDUAL BUSINESS IN FORCE (SIF)**

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
NON-LINKED						
Number of Policies						
2015	16.9	16.4	19.4	47.3	100	
2016	16.7	16.2	19.1	48.0	100	
2017	16.4	16.5	18.8	48.3	100	
2018	16.2	16.6	18.5	48.7	100	
2019	16.1	16.8	18.0	49.1	100	
Annual Premiums						
2015	25.6	48.5	5.8	20.1	100	
2016	25.4	48.8	5.8	20.0	100	
2017	24.8	48.2	6.0	21.0	100	
2018	24.6	46.9	6.2	22.3	100	
2019	23.9	47.3	6.1	22.7	100	
LINKED						
Number of Policies						
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	
2018	79.7	20.3	0.0	0.0	100	
2019	81.1	18.9	0.0	0.0	100	
Annual Premiums						
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	
2018	92.9	7.1	0.0	0.0	100	
2019	94.9	5.1	0.0	0.0	100	

**TABLE AL 3.4
DISTRIBUTION OF GROUP BUSINESS IN FORCE (SIF)**

						(%)
Year	Term	Accident	Health	Others	Total	
Annual Premiums						
2015	29.9	1.9	65.6	2.6	100	
2016	27.8	2.1	67.8	2.3	100	
2017	24.8	1.8	70.9	2.5	100	
2018	23.7	1.7	71.9	2.7	100	
2019	22.5	1.6	73.0	2.9	100	