

**TABLE QL3.1  
DISTRIBUTION OF NEW INDIVIDUAL BUSINESS (SIF)**

%					
Quarter	Whole Life	Endowment	Term	Others	Total
<b>NON-LINKED</b>					
<b>Number of Policies</b>					
2Q 2018	9.5	24.3	15.1	51.1	100.0
3Q 2018	11.1	25.2	13.8	49.9	100.0
4Q 2018	9.9	22.0	12.5	55.6	100.0
1Q 2019	11.0	22.9	13.3	52.8	100.0
2Q 2019	11.7	21.3	12.8	54.2	100.0
3Q 2019	11.0	20.8	15.3	52.9	100.0
4Q 2019	10.6	22.0	15.0	52.4	100.0
1Q 2020	11.3	19.8	14.6	54.3	100.0
2Q 2020	9.3	19.2	19.3	52.2	100.0
3Q 2020	17.6	14.9	18.2	49.3	100.0
4Q 2020	9.5	18.2	16.0	56.3	100.0
<b>1Q 2021</b>	<b>2.8</b>	<b>3.9</b>	<b>77.2</b>	<b>16.1</b>	<b>100.0</b>
<b>Annual Premium</b>					
2Q 2018	15.9	51.1	8.0	25.0	100.0
3Q 2018	20.5	49.2	6.0	24.3	100.0
4Q 2018	17.5	50.8	6.9	24.8	100.0
1Q 2019	14.9	59.1	4.6	21.4	100.0
2Q 2019	19.6	48.5	6.6	25.3	100.0
3Q 2019	19.9	50.8	6.4	22.9	100.0
4Q 2019	18.4	49.8	7.5	24.3	100.0
1Q 2020	17.6	51.8	6.9	23.7	100.0
2Q 2020	19.4	34.5	13.4	32.7	100.0
3Q 2020	24.9	38.1	10.8	26.2	100.0
4Q 2020	17.7	48.3	7.8	26.2	100.0

%					
Quarter	Whole Life	Endowment	Term	Others	Total
1Q 2021	19.8	37.1	20.0	23.1	100.0
<b>Single Premium</b>					
2Q 2018	46.9	52.0	1.0	0.1	100.0
3Q 2018	49.3	49.8	0.8	0.1	100.0
4Q 2018	53.5	45.4	1.0	0.1	100.0
1Q 2019	66.6	32.4	0.8	0.2	100.0
2Q 2019	57.8	40.8	1.3	0.1	100.0
3Q 2019	61.2	37.2	1.5	0.1	100.0
4Q 2019	55.3	43.4	1.2	0.1	100.0
1Q 2020	62.2	35.3	1.7	0.8	100.0
2Q 2020	29.7	63.4	0.5	6.4	100.0
3Q 2020	50.7	39.5	0.7	9.1	100.0
4Q 2020	48.7	43.9	0.7	6.7	100.0
1Q 2021	56.5	33.7	1.1	8.7	100.0
<b>LINKED</b>					
<b>Number of Policies</b>					
2Q 2018	89.8	10.2	0.0	0.0	100.0
3Q 2018	90.4	9.6	0.0	0.0	100.0
4Q 2018	91.1	8.9	0.0	0.0	100.0
1Q 2019	95.9	4.1	0.0	0.0	100.0
2Q 2019	95.2	4.8	0.0	0.0	100.0
3Q 2019	94.1	5.9	0.0	0.0	100.0
4Q 2019	95.2	4.8	0.0	0.0	100.0
1Q 2020	94.1	5.9	0.0	0.0	100.0
2Q 2020	91.0	9.0	0.0	0.0	100.0
3Q 2020	94.6	5.4	0.0	0.0	100.0
4Q 2020	93.8	6.2	0.0	0.0	100.0
1Q 2021	95.2	4.8	0.0	0.0	100.0

%					
Quarter	Whole Life	Endowment	Term	Others	Total
<b>Annual Premium</b>					
2Q 2018	98.0	1.9	0.0	0.1	100.0
3Q 2018	97.8	2.1	0.0	0.1	100.0
4Q 2018	97.7	2.3	0.0	0.0	100.0
1Q 2019	98.0	2.0	0.0	0.0	100.0
2Q 2019	98.4	1.6	0.0	0.0	100.0
3Q 2019	98.1	1.9	0.0	0.0	100.0
4Q 2019	99.1	0.9	0.0	0.0	100.0
1Q 2020	98.4	1.6	0.0	0.0	100.0
2Q 2020	97.7	2.3	0.0	0.0	100.0
3Q 2020	98.5	1.5	0.0	0.0	100.0
4Q 2020	98.8	1.2	0.0	0.0	100.0
<b>1Q 2021</b>	<b>99.1</b>	<b>0.9</b>	<b>0.0</b>	<b>0.0</b>	<b>100.0</b>
<b>Single Premium</b>					
2Q 2018	84.1	15.9	0.0	0.0	100.0
3Q 2018	87.6	12.4	0.0	0.0	100.0
4Q 2018	88.6	11.4	0.0	0.0	100.0
1Q 2019	92.9	7.1	0.0	0.0	100.0
2Q 2019	90.6	9.4	0.0	0.0	100.0
3Q 2019	90.1	9.9	0.0	0.0	100.0
4Q 2019	89.8	10.2	0.0	0.0	100.0
1Q 2020	90.7	9.3	0.0	0.0	100.0
2Q 2020	88.8	11.2	0.0	0.0	100.0
3Q 2020	92.0	8.0	0.0	0.0	100.0
4Q 2020	89.5	10.5	0.0	0.0	100.0
<b>1Q 2021</b>	<b>92.2</b>	<b>7.8</b>	<b>0.0</b>	<b>0.0</b>	<b>100.0</b>

Note: These figures for the latest quarter is preliminary, and could be subjected to changes.

**TABLE QL3.2  
DISTRIBUTION OF INDIVIDUAL BUSINESS IN FORCE (SIF)**

						%
Quarter	Whole Life	Endowment	Term	Others	Total	
<b>NON-LINKED</b>						
<b>Number of Policies</b>						
2Q 2018	16.3	16.5	18.6	48.6	100.0	
3Q 2018	16.3	16.6	18.6	48.5	100.0	
4Q 2018	16.2	16.6	18.5	48.7	100.0	
1Q 2019	16.2	16.7	18.2	48.9	100.0	
2Q 2019	16.2	16.7	18.0	49.1	100.0	
3Q 2019	16.2	16.7	18.0	49.1	100.0	
4Q 2019	16.7	17.4	18.7	47.2	100.0	
1Q 2020	16.1	16.7	18.0	49.2	100.0	
2Q 2020	16.1	16.7	17.8	49.4	100.0	
3Q 2020	16.2	16.4	17.9	49.5	100.0	
4Q 2020	16.2	16.2	17.9	49.7	100.0	
<b>1Q 2021</b>	<b>15.1</b>	<b>15.0</b>	<b>23.2</b>	<b>46.7</b>	<b>100.0</b>	
<b>Annual Premium</b>						
2Q 2018	24.7	47.4	6.1	21.8	100.0	
3Q 2018	24.7	47.1	6.1	22.1	100.0	
4Q 2018	24.6	46.9	6.2	22.3	100.0	
1Q 2019	24.1	47.5	6.1	22.3	100.0	
2Q 2019	24.1	47.3	6.1	22.5	100.0	
3Q 2019	24.1	47.2	6.1	22.6	100.0	
4Q 2019	24.0	47.5	6.1	22.4	100.0	
1Q 2020	23.9	47.3	6.1	22.7	100.0	
2Q 2020	23.8	47.0	6.1	23.1	100.0	
3Q 2020	23.9	46.6	6.3	23.2	100.0	
4Q 2020	23.7	46.7	6.3	23.3	100.0	

%					
Quarter	Whole Life	Endowment	Term	Others	Total
1Q 2021	23.7	46.3	6.8	23.2	100.0
<b>LINKED</b>					
<b>Number of Policies</b>					
2Q 2018	79.1	20.9	0.0	0.0	100.0
3Q 2018	79.4	20.6	0.0	0.0	100.0
4Q 2018	79.7	20.3	0.0	0.0	100.0
1Q 2019	80.0	20.0	0.0	0.0	100.0
2Q 2019	80.3	19.7	0.0	0.0	100.0
3Q 2019	80.7	19.3	0.0	0.0	100.0
4Q 2019	81.1	18.9	0.0	0.0	100.0
1Q 2020	81.4	18.6	0.0	0.0	100.0
2Q 2020	81.7	18.3	0.0	0.0	100.0
3Q 2020	82.1	17.9	0.0	0.0	100.0
4Q 2020	82.4	17.6	0.0	0.0	100.0
1Q 2021	82.9	17.1	0.0	0.0	100.0
<b>Annual Premium</b>					
2Q 2018	91.7	8.1	0.0	0.2	100.0
3Q 2018	92.3	7.6	0.0	0.1	100.0
4Q 2018	92.9	7.1	0.0	0.0	100.0
1Q 2019	93.4	6.6	0.0	0.0	100.0
2Q 2019	93.9	6.1	0.0	0.0	100.0
3Q 2019	94.4	5.6	0.0	0.0	100.0
4Q 2019	94.9	5.1	0.0	0.0	100.0
1Q 2020	95.3	4.7	0.0	0.0	100.0
2Q 2020	95.6	4.4	0.0	0.0	100.0
3Q 2020	95.9	4.1	0.0	0.0	100.0
4Q 2020	96.2	3.8	0.0	0.0	100.0
1Q 2021	96.5	3.5	0.0	0.0	100.0

						%
Quarter	Whole Life	Endowment	Term	Others	Total	

Note: These figures for the latest quarter is preliminary, and could be subjected to changes.

**TABLE QL3.3  
DISTRIBUTION OF GROUP BUSINESS IN FORCE (SIF)**

						%
Quarter	Term	Accident	Health	Others	Total	
<b>Number of Policies</b>						
2Q 2018	32.9	5.8	60.8	0.5	100.0	
3Q 2018	32.7	5.8	61.0	0.5	100.0	
4Q 2018	32.6	5.7	61.2	0.5	100.0	
1Q 2019	32.5	5.7	61.3	0.5	100.0	
2Q 2019	32.4	5.7	61.5	0.4	100.0	
3Q 2019	32.2	5.7	61.6	0.5	100.0	
4Q 2019	31.9	5.9	61.8	0.4	100.0	
1Q 2020	27.8	8.1	63.7	0.4	100.0	
2Q 2020	26.9	10.8	61.8	0.5	100.0	
3Q 2020	26.7	11.4	61.4	0.5	100.0	
4Q 2020	26.3	11.7	61.6	0.4	100.0	
<b>1Q 2021</b>	<b>25.1</b>	<b>11.5</b>	<b>63.1</b>	<b>0.3</b>	<b>100.0</b>	
<b>Annual Premium</b>						
2Q 2018	24.0	1.7	71.8	2.5	100.0	
3Q 2018	23.9	1.7	71.7	2.7	100.0	
4Q 2018	23.7	1.7	71.9	2.7	100.0	
1Q 2019	22.9	1.7	72.7	2.7	100.0	
2Q 2019	22.4	1.6	73.4	2.6	100.0	
3Q 2019	22.3	1.6	73.3	2.8	100.0	
4Q 2019	22.5	1.6	73.1	2.8	100.0	
1Q 2020	22.0	1.8	73.1	3.1	100.0	
2Q 2020	21.7	1.8	73.3	3.2	100.0	
3Q 2020	21.5	1.9	73.5	3.1	100.0	
4Q 2020	21.3	1.8	73.8	3.1	100.0	

						%
Quarter	Term	Accident	Health	Others	Total	
1Q 2021	21.0	1.8	74.0	3.2	100.0	

Note: These figures for the latest quarter is preliminary, and could be subjected to changes.