

Table AL 3
DISTRIBUTION OF NEW INDIVIDUAL BUSINESS
NON-LINKED

(Per cent)					
Year	Whole Life	Endowment	Term	Others	Total
Number of Policies					
1999	44.4	40.1	10.8	4.7	100.0
2000	24.9	34.5	6.7	33.9	100.0
2001	15.9	57.9	4.9	21.3	100.0
2002	7.0	18.3	2.2	72.5	100.0
2003	18.4	36.9	7.3	37.4	100.0
Annual Premiums					
1999	37.1	46.1	7.5	9.3	100.0
2000	26.3	57.1	5.4	11.2	100.0
2001	36.5	40.6	7.5	15.4	100.0
2002	19.4	29.2	4.4	47.1	100.0
2003	28.1	47.5	7.9	16.5	100.0

Table AL 3.1
DISTRIBUTION OF NEW INDIVIDUAL BUSINESS
LINKED

(Per cent)					
Year	Whole Life	Endowment	Term	Others	Total
Number of Policies					
1999	71.6	28.4	0.0	0.0	100.0
2000	72.4	27.6	0.0	0.0	100.0
2001	52.1	47.9	0.0	0.0	100.0
2002	58.2	41.8	0.0	0.0	100.0
2003	61.5	38.5	0.0	0.0	100.0
Annual Premiums					
1999	74.0	25.8	0.1	0.1	100.0
2000	70.4	29.6	0.0	0.0	100.0
2001	94.9	5.0	0.0	0.1	100.0
2002	91.9	7.7	0.0	0.4	100.0
2003	69.5	30.2	0.0	0.3	100.0

Table AL 3.2
DISTRIBUTION OF INDIVIDUAL BUSINESS IN FORCE
NON-LINKED

(Per cent)					
Year	Whole Life	Endowment	Term	Others	Total
Number of Policies					
1999	48.5	46.1	4.3	1.1	100.0
2000	45.6	45.2	4.5	4.7	100.0
2001	41.6	46.7	4.6	7.1	100.0
2002	33.8	39.7	4.0	22.4	100.0
2003	33.0	39.3	4.3	23.4	100.0
Annual Premiums					
1999	39.3	51.2	2.9	6.6	100.0
2000	38.7	51.0	3.1	7.2	100.0
2001	39.3	49.5	3.5	7.7	100.0
2002	38.7	45.2	3.6	12.5	100.0
2003	38.5	45.2	3.7	12.6	100.0

Table AL 3.3
DISTRIBUTION OF INDIVIDUAL BUSINESS IN FORCE
LINKED

(Per cent)					
Year	Whole Life	Endowment	Term	Others	Total
Number of Policies					
1999	74.0	26.0	0.0	0.0	100.0
2000	73.3	26.7	0.0	0.0	100.0
2001	63.0	37.0	0.0	0.0	100.0
2002	61.9	38.1	0.0	0.0	100.0
2003	62.2	37.8	0.0	0.0	100.0
Annual Premiums					
1998	74.7	25.2	0.1	0.0	100.0
1999	75.1	24.8	0.1	0.0	100.0
2000	73.7	26.3	0.0	0.0	100.0
2001	76.6	23.3	0.1	0.0	100.0
2002	78.8	21.1	0.1	0.0	100.0
2003	79.8	20.0	0.1	0.1	100.0

Table AL 3.4
DISTRIBUTION OF GROUP BUSINESS IN FORCE

(Per cent)				
Year	Term	Accident & Health	Others	Total
Annual Premiums				
1999	59.7	38.8	1.5	100.0
2000	57.5	40.9	1.6	100.0
2001	56.3	40.7	3.0	100.0
2002	59.0	39.4	1.6	100.0
2003	59.5	38.9	1.6	100.0