

TABLE L11: LIFE INSURANCE: SELECTED INDICATORS OF SINGAPORE INSURANCE FUNDS
FOR THE YEAR ENDED 31ST DECEMBER 2003

(PER CENT)

COMPANY	NEW SUMS INSURED AS A PERCENTAGE OF SUMS INSURED IN FORCE AT BEGINNING OF YEAR	NEW ANNUAL PREMIUMS AS A PERCENTAGE OF ANNUAL PREMIUMS IN FORCE AT BEGINNING OF YEAR	GROWTH RATE OF BUSINESS IN FORCE		COMMISSION RATE			EXPENSE RATE		AVERAGE 2-YEAR PERSISTENCY RATE (see 6)
	(1)	(2)	SUMS INSURED (3)	ANNUAL PREMIUMS (4)	INDIVIDUAL FIRST YEAR (see 1) (5)	GROUP RENEWAL (see 2) (6)	GROUP (see 3) (7)	AGENCY- RELATED EXPENSE RATE (see 4) (8)	MANGEMENT EXPENSE RATE (see 5) (9)	
DIRECT INSURERS =====										
AIA	9.52	6.50	3.78	0.35	63.38	6.68	9.38	0.88	3.30	94.7
ASIA LIFE	9.66	11.98	4.46	7.23	57.80	4.58	13.40	0.14	6.78	90.5
AVIVA	16.27	45.15	11.21	34.30	32.94	3.35	15.50	0.11	7.83	85.6
AXA LIFE S'PORE	14.34	6.24	-3.47	-7.29	58.31	0.94	-28.39	0.84	7.13	97.9
CHINA LIFE 7	0.00	0.00	-50.00	-58.01	-	0.00	-	0.00	170.64	-
GREAT EASTERN LIFE	6.68	4.16	-0.48	-1.93	66.39	1.89	-3.88	0.38	2.15	93.7
HSBC INSURANCE	11.52	17.54	0.93	8.17	43.40	5.73	12.50	0.57	6.16	88.5
JOHN HANCOCK	22.87	24.31	11.59	16.25	47.39	6.71	45.79	1.05	3.49	90.6
MANULIFE	24.11	15.69	22.05	7.87	84.97	6.02	0.00	1.66	6.06	86.3
NTUC INCOME	6.13	5.65	3.67	1.26	32.75	1.79	0.81	0.00	5.89	93.6
OAC	26.18	10.24	18.59	3.01	17.75	2.46	-3.09	0.02	1.38	82.4
PRUDENTIAL	14.22	14.13	6.02	6.37	71.29	6.66	5.88	1.27	3.21	90.1
UOB LIFE	26.56	40.34	20.00	35.11	31.00	4.81	8.82	0.41	1.23	94.0
PROFESSIONAL REINSURERS =====										
ALLIANZ AG	-	-	-	-	-	-	-	-	-	-
COLOGNE RE	-	-	-	-	-	-	-	0.00	4.70	-
GE FRANKONA REASSURANCE	-	-	-	-	-	-	-	0.00	3.60	-
GERLING GLOBAL RE	-	-	-	-	-	-	-	0.00	28.37	-
MUNICH RE	-	-	-	-	-	-	-	10.02	1.71	-
PARTNER RE	-	-	-	-	-	-	-	0.00	1.11	-
SCOR	-	-	-	-	-	-	-	0.00	5.30	-
SCOR RE AP	-	-	-	-	-	-	-	-	-	-
SWISS RE	-	-	-	-	-	-	-	0.00	10.54	-
XLRE	-	-	-	-	-	-	-	0.00	18.16	-

Notes : 1. FIRST YEAR COMMISSION RATE = FIRST YEAR COMMISSIONS AS A PERCENTAGE OF FIRST YEAR PREMIUMS FOR THE YEAR.

2. RENEWAL COMMISSION RATE = RENEWAL COMMISSIONS AS A PERCENTAGE OF RENEWAL PREMIUMS FOR THE YEAR.

3. GROUP COMMISSION RATE = GROUP COMMISSIONS AS A PERCENTAGE OF GROUP PREMIUMS FOR THE YEAR.

4. AGENCY-RELATED EXPENSE RATE = AGENCY-RELATED EXPENSES AS A PERCENTAGE OF PREMIUM INCOME FOR THE YEAR.
5. MANAGEMENT EXPENSE RATE = MANAGEMENT EXPENSES AS A PERCENTAGE OF PREMIUM INCOME FOR THE YEAR.
6. AVERAGE 2-YEAR PERSISTENCY RATE = PERCENTAGE OF PREMIUMS IN FORCE AT THE END OF ONE YEAR AFTER THE YEAR OF ISSUE.
7. On run-off.