

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

| | | | | | | (%) |
|---------------------------|-------------------|------------------|-------------|---------------|--------------|--------------|
| Year | Whole Life | Endowment | Term | Others | Total | |
| NON-LINKED | | | | | | |
| Number of Policies | | | | | | |
| 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 | |
| 2004 | 13.2 | 38.4 | 9.5 | 38.9 | 100.0 | |
| 2005 | 3.0 | 6.0 | 68.9 | 22.2 | 100.0 | |
| Annual Premiums | | | | | | |
| 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 | |
| 2004 | 29.7 | 40.4 | 10.0 | 19.9 | 100.0 | |
| 2005 | 19.9 | 32.7 | 28.3 | 19.1 | 100.0 | |
| Single Premiums | | | | | | |
| 2001 | 0 | 99.8 | 0.2 | 0 | 100.0 | |
| 2002 | 0.1 | 98.4 | 0.3 | 1.2 | 100.0 | |
| 2003 | 0.2 | 99.7 | 0.1 | 0.1 | 100.0 | |
| 2004 | 0.3 | 99.4 | 0.3 | 0.1 | 100.0 | |
| 2005 | 0.5 | 87.8 | 11.7 | 0.1 | 100.0 | |
| LINKED | | | | | | |
| Number of Policies | | | | | | |
| 2001 | 52.1 | 47.9 | 0 | 0 | 100.0 | |
| 2002 | 58.2 | 41.8 | 0 | 0 | 100.0 | |
| 2003 | 61.5 | 38.5 | 0 | 0 | 100.0 | |
| 2004 | 65.9 | 34.1 | 0 | 0 | 100.0 | |
| 2005 | 65.3 | 34.7 | 0 | 0 | 100.0 | |
| Annual Premiums | | | | | | |
| 2001 | 94.9 | 5.0 | 0 | 0.1 | 100.0 | |
| 2002 | 91.9 | 7.7 | 0 | 0.4 | 100.0 | |
| 2003 | 69.5 | 30.2 | 0 | 0.3 | 100.0 | |
| 2004 | 68.9 | 30.9 | 0 | 0.2 | 100.0 | |
| 2005 | 73.7 | 26.2 | 0 | 0.1 | 100.0 | |
| Single Premiums | | | | | | |
| 2001 | 46.1 | 53.9 | 0 | 0 | 100.0 | |
| 2002 | 57.4 | 42.6 | 0 | 0 | 100.0 | |
| 2003 | 68.8 | 31.2 | 0 | 0 | 100.0 | |
| 2004 | 69.7 | 30.3 | 0 | 0 | 100.0 | |
| 2005 | 64.3 | 35.7 | 0 | 0 | 100.0 | |

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

| | | | | | | (%) |
|---------------------------|-------------------|------------------|-------------|---------------|--------------|--------------|
| Year | Whole Life | Endowment | Term | Others | Total | |
| NON-LINKED | | | | | | |
| Number of Policies | | | | | | |
| 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 | |
| 2004 | 29.1 | 36.0 | 4.3 | 30.6 | 100.0 | |
| 2005 | 21.3 | 26.2 | 24.0 | 28.4 | 100.0 | |
| Annual Premiums | | | | | | |
| 2001 | 39.3 | 49.5 | 3.5 | 7.6 | 100.0 | |
| 2002 | 38.7 | 45.2 | 3.6 | 12.5 | 100.0 | |
| 2003 | 38.5 | 45.2 | 3.7 | 12.6 | 100.0 | |
| 2004 | 38.0 | 43.6 | 3.9 | 14.5 | 100.0 | |
| 2005 | 36.7 | 41.7 | 6.1 | 15.5 | 100.0 | |
| LINKED | | | | | | |
| Number of Policies | | | | | | |
| 2001 | 63.0 | 37.0 | 0 | 0 | 100.0 | |
| 2002 | 61.9 | 38.1 | 0 | 0 | 100.0 | |
| 2003 | 62.2 | 37.8 | 0 | 0 | 100.0 | |
| 2004 | 62.7 | 37.3 | 0 | 0 | 100.0 | |
| 2005 | 62.9 | 37.1 | 0 | 0 | 100.0 | |
| Annual Premiums | | | | | | |
| 2001 | 76.6 | 23.3 | 0.1 | 0 | 100.0 | |
| 2002 | 78.8 | 21.0 | 0.1 | 0.1 | 100.0 | |
| 2003 | 79.8 | 20.0 | 0 | 0.1 | 100.0 | |
| 2004 | 78.6 | 21.3 | 0 | 0.1 | 100.0 | |
| 2005 | 78.5 | 21.3 | 0 | 0.1 | 100.0 | |

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

| | | | | | | (%) |
|---------------------------|-------------|-----------------|---------------|---------------|--------------|--------------|
| Year | Term | Accident | Health | Others | Total | |
| Number of Policies | | | | | | |
| 2001 | 68.9 | 0.2 | 30.6 | 0.3 | 100.0 | |
| 2002 | 67.7 | 0.2 | 31.8 | 0.4 | 100.0 | |
| 2003 | 65.5 | 0.1 | 34.1 | 0.3 | 100.0 | |
| 2004 | 45.6 | 7.6 | 46.6 | 0.2 | 100.0 | |
| 2005 | 40.1 | 32.2 | 27.6 | 0.2 | 100.0 | |
| Annual Premiums | | | | | | |
| 2001 | 56.4 | 1.4 | 39.3 | 3.0 | 100.0 | |
| 2002 | 59.0 | 1.2 | 38.1 | 1.7 | 100.0 | |
| 2003 | 59.5 | 1.1 | 37.8 | 1.6 | 100.0 | |
| 2004 | 44.9 | 2.7 | 50.0 | 2.4 | 100.0 | |
| 2005 | 40.4 | 22.0 | 35.5 | 2.1 | 100.0 | |