

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

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
<b>NON-LINKED</b>						
<b>Number of Policies</b>						
2008	8.8	23.1	16.4	51.7	100	
2009	7.8	19.3	15.3	57.7	100	
2010	8.1	19.7	13.2	59.0	100	
2011	7.4	20.9	13.3	58.4	100	
<b>2012</b>	<b>8.2</b>	<b>19.0</b>	<b>14.6</b>	<b>58.2</b>	<b>100</b>	
<b>Annual Premiums</b>						
2008	23.2	43.9	6.3	26.6	100	
2009	22.2	41.3	7.4	29.1	100	
2010	21.5	47.0	6.5	25.0	100	
2011	17.0	55.0	6.1	21.9	100	
<b>2012</b>	<b>18.1</b>	<b>57.3</b>	<b>6.0</b>	<b>18.7</b>	<b>100</b>	
<b>Single Premiums</b>						
2008	3.0	96.5	0.1	0.4	100	
2009	5.9	93.9	0.1	0.1	100	
2010	13.7	86.1	0.0	0.1	100	
2011	24.5	75.4	0.1	0.1	100	
<b>2012</b>	<b>44.6</b>	<b>54.7</b>	<b>0.6</b>	<b>0.1</b>	<b>100</b>	
<b>LINKED</b>						
<b>Number of Policies</b>						
2008	79.0	21.0	0.0	0.0	100	
2009	87.1	12.9	0.0	0.0	100	
2010	84.0	16.0	0.0	0.0	100	
2011	85.3	14.7	0.0	0.0	100	
<b>2012</b>	<b>82.4</b>	<b>17.6</b>	<b>0.0</b>	<b>0.0</b>	<b>100</b>	
<b>Annual Premiums</b>						
2008	73.1	26.6	0.0	0.4	100	
2009	83.2	16.6	0.0	0.2	100	
2010	78.5	21.2	0.0	0.3	100	
2011	80.5	19.3	0.0	0.2	100	
<b>2012</b>	<b>81.4</b>	<b>18.4</b>	<b>0.0</b>	<b>0.3</b>	<b>100</b>	
<b>Single Premiums</b>						
2008	74.8	25.2	0.0	0.0	100	
2009	74.9	25.1	0.0	0.0	100	
2010	71.7	28.3	0.0	0.0	100	
2011	75.5	24.5	0.0	0.0	100	
<b>2012</b>	<b>71.6</b>	<b>28.4</b>	<b>0.0</b>	<b>0.0</b>	<b>100</b>	

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

						(%)
Year	Whole Life	Endowment	Term	Others	Total	
<b>NON-LINKED</b>						
<b>Number of Policies</b>						
2008	20.1	22.6	23.8	33.6	100	
2009	18.3	20.2	22.0	39.5	100	
2010	17.9	19.5	21.5	41.1	100	
2011	17.5	18.8	21.0	42.7	100	
<b>2012</b>	<b>17.2</b>	<b>17.9</b>	<b>20.8</b>	<b>44.1</b>	<b>100</b>	
<b>Annual Premiums</b>						
2008	36.1	41.1	6.2	16.5	100	
2009	34.6	39.6	6.2	19.6	100	
2010	33.8	39.8	6.3	20.1	100	
2011	32.3	41.1	6.0	20.6	100	
<b>2012</b>	<b>31.1</b>	<b>42.6</b>	<b>6.1</b>	<b>20.2</b>	<b>100</b>	
<b>LINKED</b>						
<b>Number of Policies</b>						
2008	68.4	31.6	0.0	0.0	100	
2009	70.2	29.8	0.0	0.0	100	
2010	71.6	28.4	0.0	0.0	100	
2011	72.7	27.3	0.0	0.0	100	
<b>2012</b>	<b>73.7</b>	<b>26.3</b>	<b>0.0</b>	<b>0.0</b>	<b>100</b>	
<b>Annual Premiums</b>						
2008	77.7	22.2	0.0	0.2	100	
2009	78.1	21.7	0.0	0.2	100	
2010	79.0	20.8	0.0	0.2	100	
2011	80.0	19.8	0.0	0.2	100	
<b>2012</b>	<b>82.0</b>	<b>17.8</b>	<b>0.0</b>	<b>0.2</b>	<b>100</b>	

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

						(%)
Year	Term	Accident	Health	Others	Total	
<b>Number of Policies</b>						
2008	29.6	6.6	63.8	0.1	100	
2009	21.8	6.0	70.6	1.6	100	
2010	23.8	6.8	68.1	1.3	100	
2011	24.8	7.4	66.8	1.0	100	
<b>2012</b>	<b>25.5</b>	<b>7.5</b>	<b>66.3</b>	<b>0.7</b>	<b>100</b>	
<b>Annual Premiums</b>						
2008	36.1	2.1	60.2	1.6	100	
2009	35.9	1.8	60.5	1.8	100	
2010	33.8	1.8	62.7	1.7	100	
2011	32.5	2.6	62.9	2.0	100	
<b>2012</b>	<b>32.5</b>	<b>2.4</b>	<b>62.9</b>	<b>2.2</b>	<b>100</b>	