

Moderate growth

New business (individual life & health) total weighted premium

WEIGHTED BASIS (IN \$ MILLION)	YTD Q4 2017	YTD Q4 2018	Q4 2017	Q4 2018	% CHANGE FROM CORRESPONDING PERIOD IN 2017	
					YTD Q4 2018	Q4 2018
Single premium	1,463.9	1,416.4	563.2	308.2	-3%	-45%
■ Linked	395.4	370.2	173.8	62.1	-6%	-64%
■ Non-linked	1,068.5	1,046.2	389.4	246.1	-2%	-37%
Annual premium	2,624.3	2,779.6	777.3	722.4	+6%	-7%
Total	4,088.2	4,196.0	1,340.5	1,030.6	+3%	-23%