

Life Insurance Statistical Overview 2013/2012

Individual Life Sales Data 2012/2013

This business line produced \$4.7 billion of new annualized regular premiums for 2013 1.6% above the \$4.6 billion produced in 2012. New Face Amount Payable was \$170.0 billion up 12 % relative to the \$151.7 billion in 2012. Number of new policies sold in 2013 rose to 108,772 while 2012 recorded a total of 107,632 registering an increase of only 1 %.

Total number of Sales Representatives for the period under review rose 3.8 % to 854 at 31st December 2013, from 822, at the end of 2012. When Risk Premium, Investment Premium (AIP), and Investment Premium Lump Sum are all taken into consideration total new premiums amounted to **\$9.94 billion a 0.1% slippage from the \$9.99 billion for 2012.**

Total Premiums Income from new and renewal business in 2013 was \$28.93 billion, up 5.2 % from \$27.48 billion in 2012

Life Insurance Sales Product Level Data

Investment linked policies continue to represent the lion's share of new sales(Interest Sensitive 53 % and equity linked 10%) there is a clear preference for interest sensitive policies over equity linked plans. Critical Illness plans are increasing in their importance and now account for 20 % of policy sales, while personal accident policies recorded sales of 10 %.

Persons continue to see life insurance as a steady, reliable investment vehicle which is packaged with insurance protection. In terms of premium income paid on policies, interest sensitive, representing (80%) and, equity linked at (8%) account for the major share of the dollar spent on life insurance premiums.

Approved Retirement Schemes

The number of Approved Retirement Schemes (ARS) bought in 2013 amounted to 5,756, which is 14.6% more than the 5,019 recorded in 2012. Total contributions to Approved Retirement Schemes in 2013 were \$2.186 B, up 39 % on the \$1.571B received in 2012.

Individual Life Policies in Force

Total number of individual Life policies in force at 31st December 2013 was 793,558, up 29% from the 770,879 policies at the same time in 2012.

Benefits Paid Out

Benefits paid out on life policies amounted to **\$18.3 billion for 2013 against \$13.8 billion for 2012. Disbursements include, Death benefits, Policy Loans, Surrenders, Encashments, Critical Illness, Maturities and others. This represents a 32 % jump in benefits paid year over year.**

Group Business

Health Claims Data 2012/2013

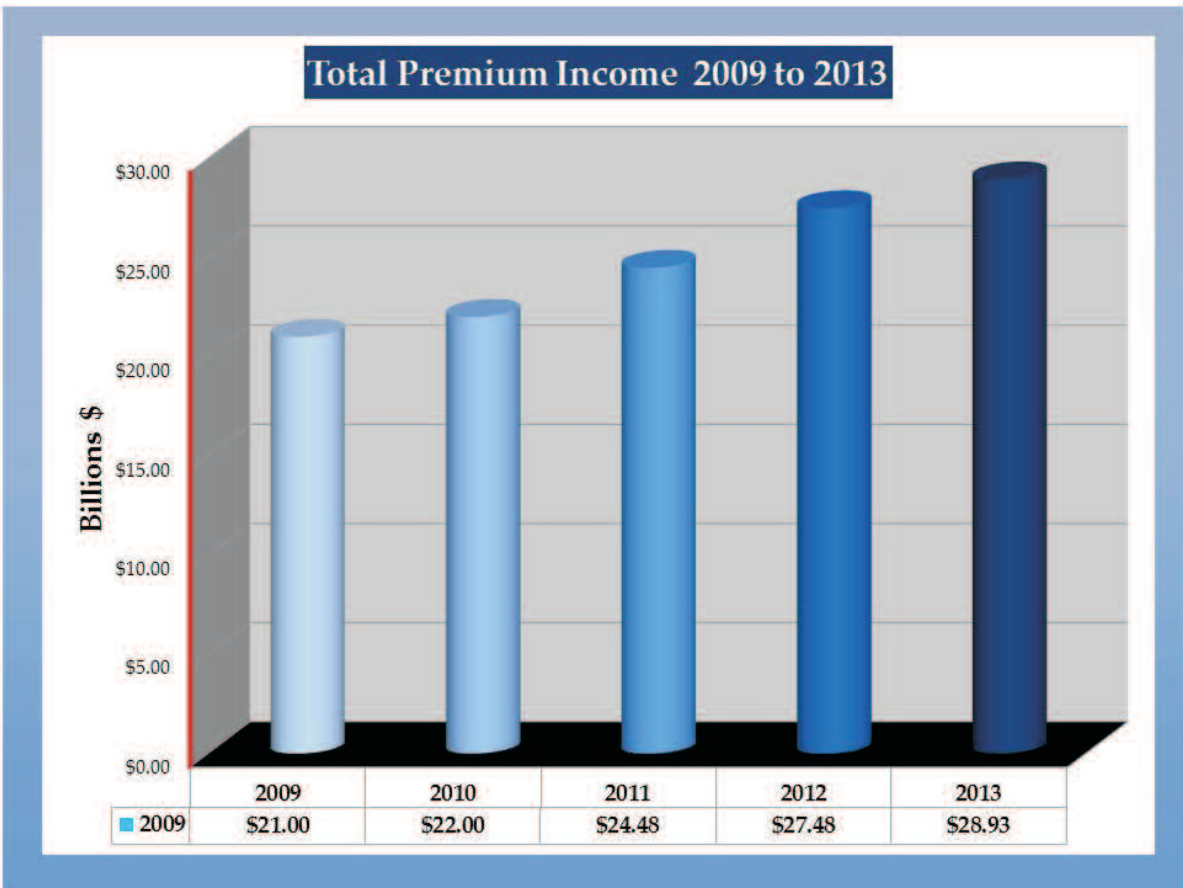
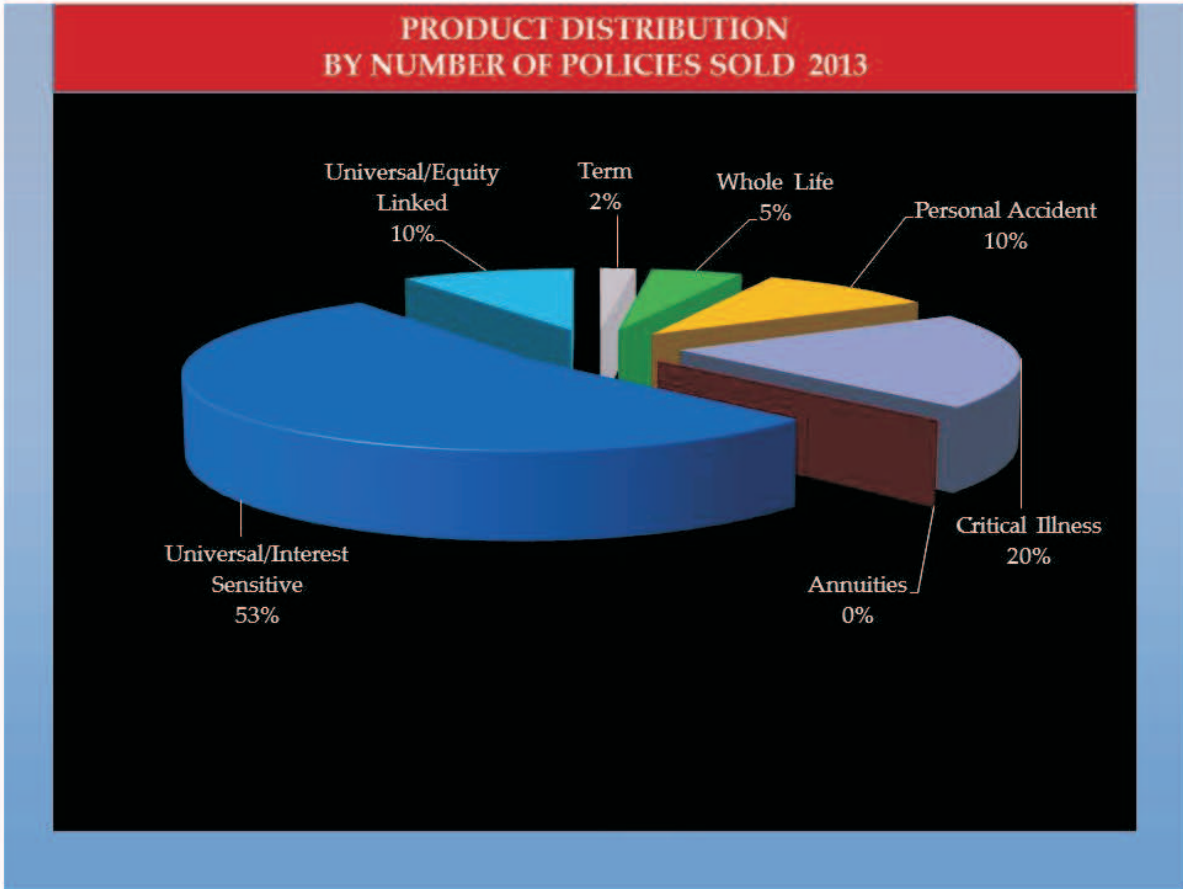
Health Benefits paid in 2013 amounted to **\$13.85 billion against \$11.58 billion for 2012 an increase of 19.6%. Health Claims include: Hospitalization, Surgery, Doctors Fees, Lab/X-ray, Prescription Drugs, Maternity, Dental, Optical, Disability and Other benefit payments. Prescription drug claims continue to be the largest category of claims at \$4.50 billion representing 33% of all health claims for 2013 compared with \$4.24 billion representing 37 % for 2012. Total Group Health Premiums in 2013 was \$15.9 billion.**

Group Life and Group Creditors Life

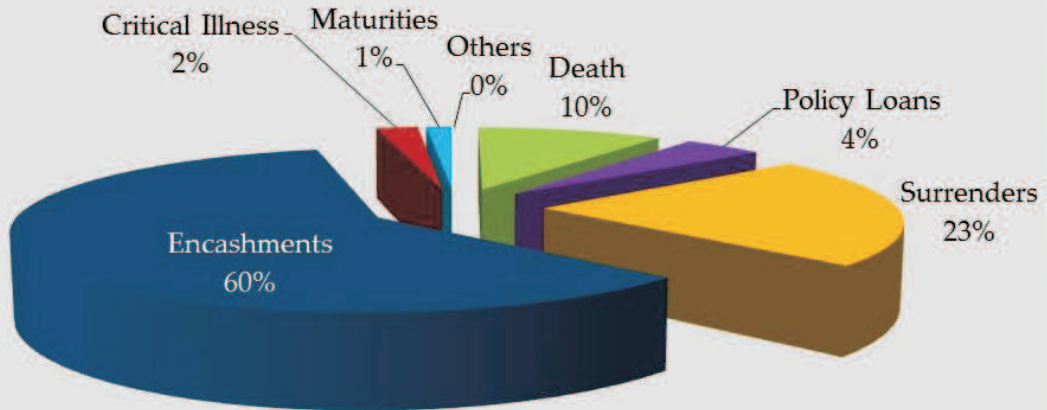
Some 440,166 persons were covered in 1, 656 Group life policies at the 31st December 2013, representing total coverage of \$454.3 billion dollars. While during the same period Group Creditor Life coverage totalled \$259.9 Billion dollars.

Group Pensions

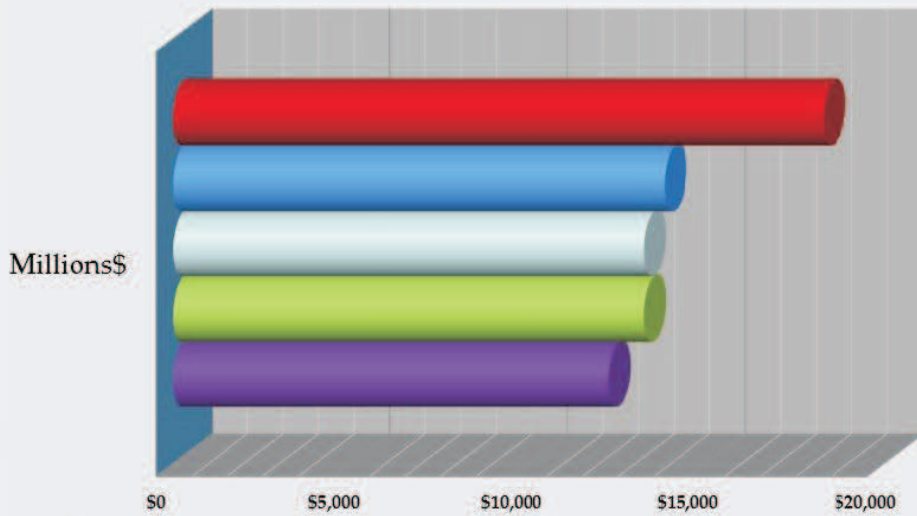
The Life Insurance Industry with \$154.8 Billion dollars in Asset values under management, represented 50.4 % of Pension Funds under management in Jamaica. There were 499 plans with 64,360 members at the 31st December 2013.



TOTAL BENEFITS PAID 2013 – INDIVIDUAL LIFE

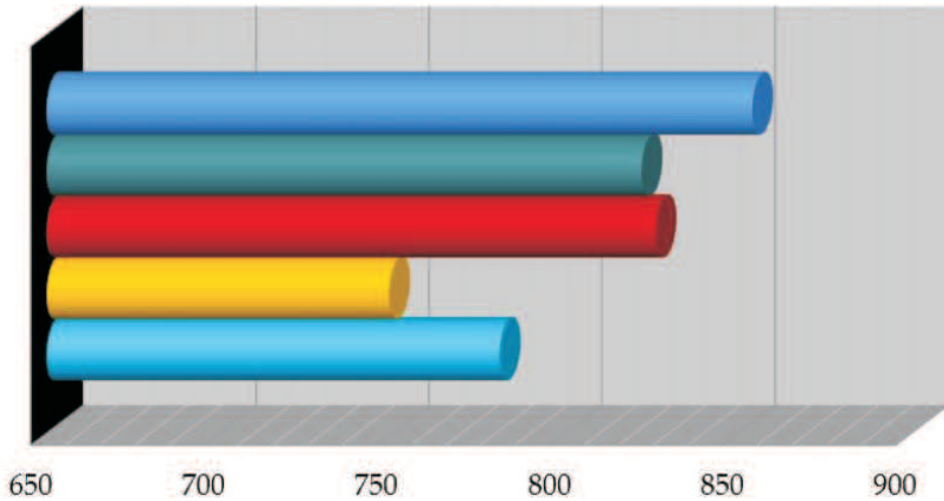


TOTAL PAID OUT 2009-2013 – INDIVIDUAL LIFE



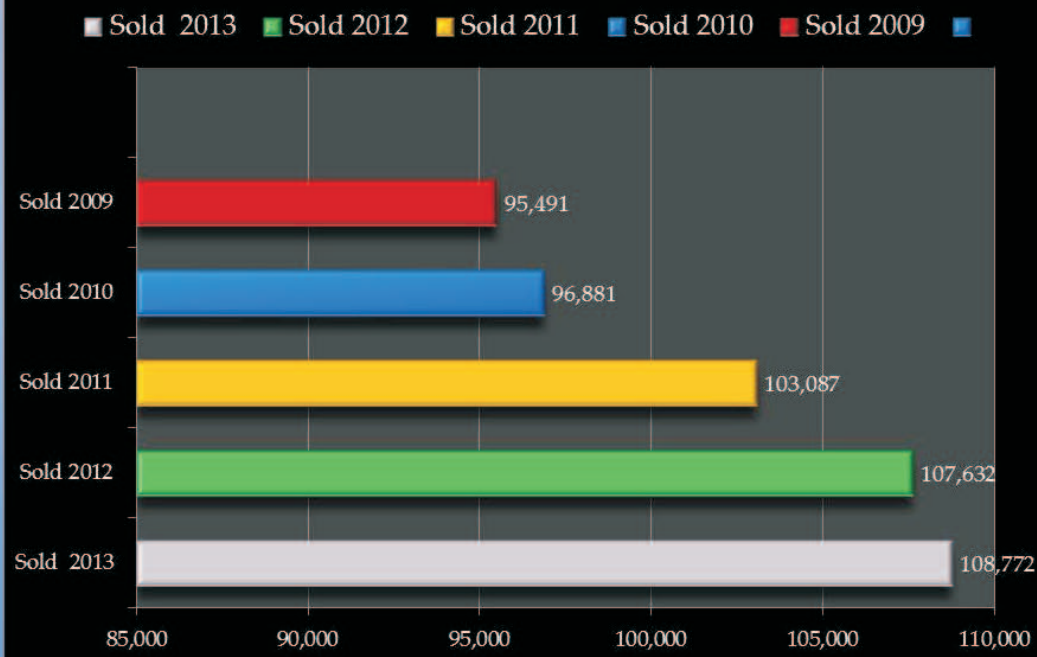
| | Millions\$ |
|--------|------------|
| ■ 2013 | \$18,295 |
| ■ 2012 | \$13,822 |
| ■ 2011 | \$13,238 |
| ■ 2010 | \$13,232 |
| ■ 2009 | \$12,214 |

Sales Representatives 2009 to 2013

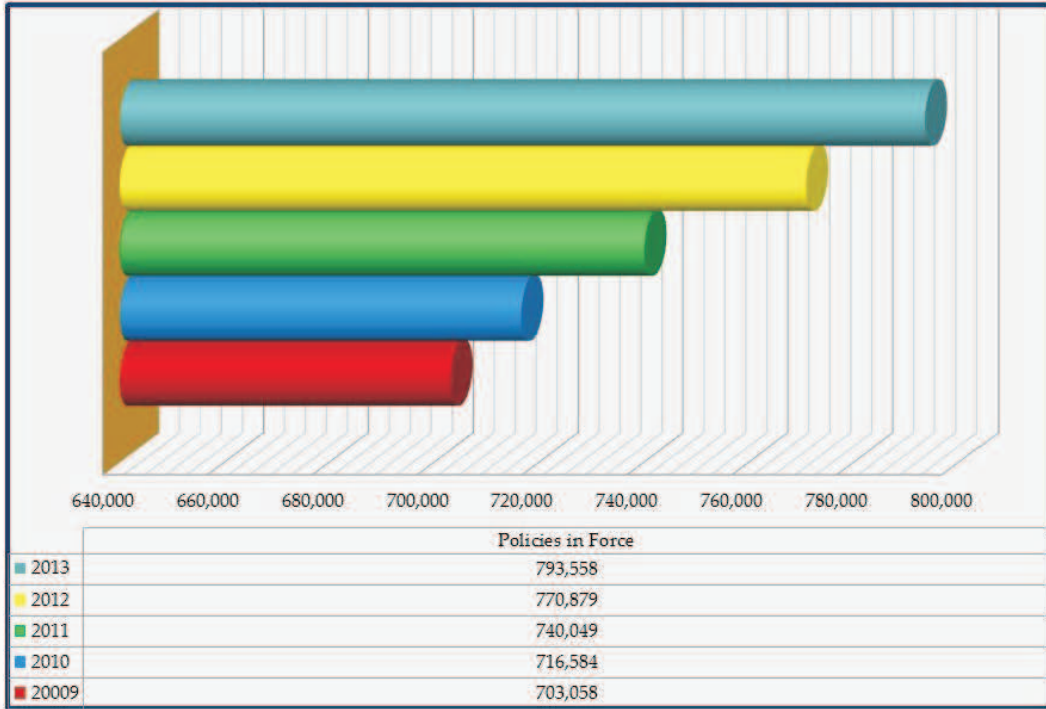


| | Sales Representatives |
|--------|-----------------------|
| ■ 2013 | 854 |
| ■ 2012 | 822 |
| ■ 2011 | 826 |
| ■ 2010 | 749 |
| ■ 2009 | 781 |

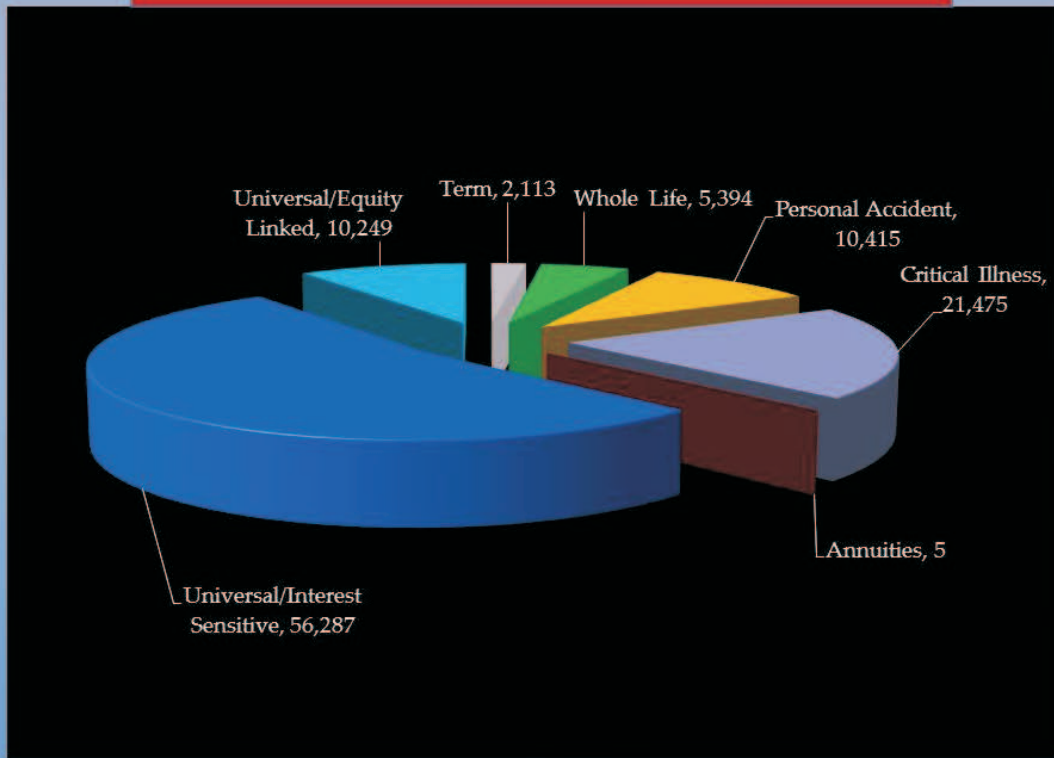
Number of Policies Sold (Jan-Dec) 2009-2013



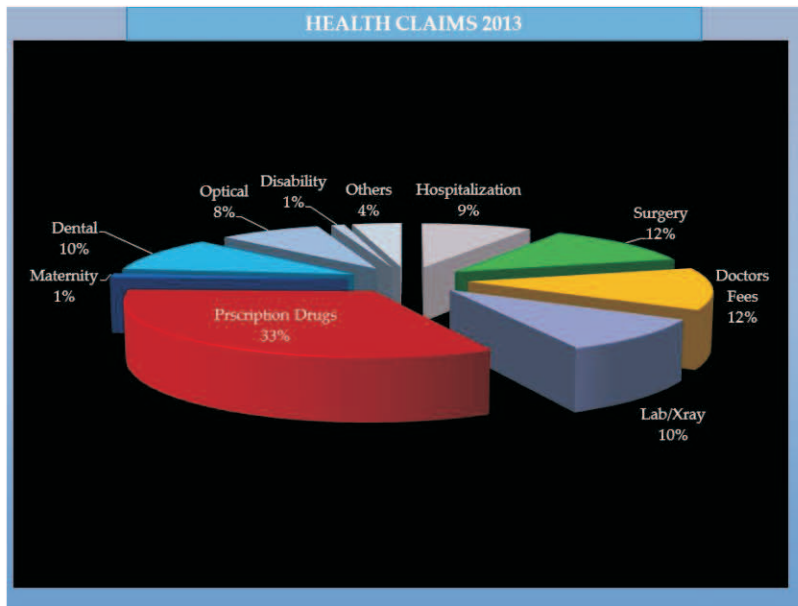
POLICIES IN FORCE 2009-2013 (LIFE)



PRODUCT DISTRIBUTION 2013 SALES



Life Insurance



Life Insurance Health Claims Data 2013

Life Insurance Health Claims Data 2012

| CATEGORY | \$ | PERCENTAGE (%) | Category | \$ | Percentage (%) |
|--------------------|----------------------------|----------------|--------------------|----------------------------|----------------|
| HOSPITALIZATION | 1,196,601,989.78 | 9% | HOSPITALIZATION | 936,238,358.58 | 8% |
| SURGERY | 1,691,654,032.86 | 12% | SURGERY | 1,333,549,775.41 | 12% |
| DOCTORS FEES | 1,716,788,698.99 | 12% | DOCTORS FEES | 1,478,972,393.58 | 13% |
| LAB/XRAY | 1,345,961,163.20 | 10% | LAB/XRAY | 754,322,290.87 | 7% |
| PRESCRIPTION DRUGS | 4,504,349,159.75 | 33% | PRESCRIPTION DRUGS | 4,240,686,092.47 | 37% |
| MATERNITY | 163,607,365.70 | 1% | MATERNITY | 131,687,865.19 | 1% |
| DENTAL | 1,446,412,937.59 | 10% | DENTAL | 1,291,586,517.68 | 11% |
| OPTICAL | 1,106,810,295.11 | 8% | OPTICAL | 1,032,829,126.45 | 9% |
| DISABILITY | 140,823,849.38 | 1% | DISABILITY | 74,758,320.90 | 1% |
| OTHERS | 535,769,774.48 | 4% | OTHERS | 308,840,894.57 | 3% |
| TOTAL | \$13,848,779,266.84 | 100% | TOTAL | \$11,583,471,635.70 | 100% |

DISTRIBUTION OF ASSETS IN THE FINANCIAL SECTOR

| Types of Financial Institution | Dec-11 | | Dec-12 | | Dec-13 ^F | |
|-------------------------------------|--------------------------------------|---------------------|--------------------------------------|---------------------|--------------------------------------|---------------------|
| | Percentage of Total Financial System | Assets (\$ Billion) | Percentage of Total Financial System | Assets (\$ Billion) | Percentage of Total Financial System | Assets (\$ Billion) |
| FSC-Regulated Institutions | | | | | | |
| Life Insurers | 11.3 | 191.4 | 11.8 | 207.2 | 12 | 250.2 |
| General Insurers | 3.1 | 50.1 | 3.1 | 54.2 | 3.1 | 54.3 |
| Securities Firms | 31.5 | 502.7 | 31.1 | 512.5 | 29.7 | 525.8 |
| Sub-Total | 45.8 | 744.2 | 46 | 773.9 | 44.8 | 830.3 |
| Deposit-Taking Institutions: | | | | | | |
| Banks | 38 | 601 | 37.2 | 659.8 | 38.2 | 726.6 |
| Building Societies | 10.8 | 185.4 | 11.5 | 201.4 | 11.7 | 211.1 |
| Merchant Banks | 1.5 | 20 | 1.2 | 21.3 | 1.2 | 23.7 |
| Credit Unions | 3.9 | 66.8 | 4.1 | 69.7 | 4 | 74.7 |
| Sub-Total | 54.2 | 873.1 | 54 | 952.2 | 55.2 | 1,036.1 |
| TOTAL | 100 | 1,617.30 | 100 | 1,726.10 | 100 | 1,866.4 |

Distribution Chart published by the FSC.