



July 18, 2019

**Honorable Commissioner Atty. Dennis B. Funa**  
Insurance Commissioner  
Insurance Commission  
1071 United Nations Avenue  
Manila

Dear Commissioner Funa,

Attached is the **Statistical Report on Selected Financial Data of Sunlife of Canada (Philippines), Inc. as of June 30, 2019** as required per IC's Circular Letter No. 4-2005.

We hope you find everything in order

Thank you.

Very truly yours,

  
**Maria Josefina A. Castillo**  
Chief Financial Officer

**Statistical Report on Selected Financial Data  
on Life Insurance Companies**  
As of the Quarter Ended June 30, 2019

**SUN LIFE OF CANADA (PHILIPPINES), INC.**  
Name of Insurance Company

( In Pesos)

**I. FINANCIAL CONDITION**

|  |                        |                          |
|--|------------------------|--------------------------|
| <b>Total Assets</b>                                |                        | ₱ <u>247,659,415,849</u> |
| Cash & Invested Assets                             | 113,571,906,996        |                          |
| Premiums Due and Uncollected                       | <u>356,823,038</u>     |                          |
| Reinsurance Accounts Receivable                    | <u>-</u>               |                          |
| Segregated Fund Assets                             | <u>128,187,150,524</u> |                          |
| Other Assets                                       | <u>5,543,535,291</u>   |                          |
| <b>Total Liabilities</b>                           |                        | ₱ <u>207,863,051,028</u> |
| Aggregate Reserves                                 | 48,137,394,115         |                          |
| Policy & Contract Claims                           | <u>1,409,106,868</u>   |                          |
| Premium Deposits Fund                              | <u>188,216,129</u>     |                          |
| Reinsurance Accounts Payable                       | <u>-</u>               |                          |
| Segregated Fund Liabilities                        | <u>127,868,292,960</u> |                          |
| Taxes Payable                                      | <u>315,472,994</u>     |                          |
| Other Liabilities                                  | <u>29,944,567,962</u>  |                          |
| <b>Total Networth</b>                              |                        | ₱ <u>39,796,364,821</u>  |
| Capital Stock                                      | 500,000,200            |                          |
| Statutory Deposit                                  | <u>-</u>               |                          |
| Capital Stock Subscribed                           | <u>-</u>               |                          |
| Contributed Surplus                                | <u>50,000,000</u>      |                          |
| Contingency Surplus/Home Office/Inward Remittances | <u>2,826,225,200</u>   |                          |
| Capital Paid in Excess of Par Value                | <u>-</u>               |                          |
| Retained Earnings/Home Office Account              | <u>19,157,626,948</u>  |                          |
| Reserve Accounts                                   | <u>16,470,212,301</u>  |                          |
| Remeasurement Gains (Losses)                       |                        |                          |
| on Retirement Pension Asset (Obligation)           | <u>473,442,608</u>     |                          |
| Treasury Stocks                                    | <u>-</u>               |                          |
| Seed Capital on Variable Life                      | <u>318,857,564</u>     |                          |

**NOTES :****A. Assets**

1. Cash and Invested Assets - Cash on Hand and in Banks, Financial Assets at Fair Value Through Profit and Loss, Held-to-Maturity (HTM) Investments, Available-for-Sale (AFS) Financial Assets, Loans & Receivables, Investments in Subsidiaries, Associates and Joint Ventures and Investment Property.
2. Reinsurance Accounts Receivable - includes Due From Ceding Companies, Funds held by Ceding Companies, (net) and Amounts Recoverable from Reinsurers (net)

**B. Liabilities**

1. Aggregate Reserves - Aggregate Reserves for Life Policies, Aggregate Reserves for Accident & Health Policies and Supplementary Contracts without Life Contingencies
2. Reinsurance Accounts Payable - includes Due To Reinsurers and Funds Held for Reinsurers

**C. Networth**

1. Reserve Accounts - includes Reserves for AFS Securities, Cash Flow Hedge, Hedge of a Net Investment in Foreign Operations, Cumulative Foreign Currency Translation, Remeasurement on Life Insurance Reserves, Reserve for Investments in Associates and Reserve for Appraisal Investment - Property and Equipment.

**II. INVESTED ASSETS ( For TRADITIONAL LIFE )**

|   |   |                       |                          |
|---|---|-----------------------|--------------------------|
| 1 | Financial Assets at Fair Value Through Profit and Loss                      |                       | <u>318,857,564</u>       |
|   | a) Securities Held for Trading  |                       |                          |
|   | a.1. Trading Debt Securities - Government                                   | <u>-</u>              |                          |
|   | a.2. Trading Debt Securities - Private                                      | <u>-</u>              |                          |
|   | a.3. Trading Equity Securities  | <u>-</u>              |                          |
|   | a.4. Mutual Funds   | <u>-</u>              |                          |
|   | a.5. Unit Investment Trust Funds  | <u>-</u>              |                          |
|   | a.6. Real Estate Investment Trusts  | <u>-</u>              |                          |
|   | a.7. Other Funds  | <u>-</u>              |                          |
|   | b) Financial Assets Designated at Fair Value Through Profit and Loss (FVPL) | <u>318,857,564</u>    |                          |
|   | b.1. Debt Securities - Government   | <u>-</u>              |                          |
|   | b.2. Debt Securities - Private  | <u>-</u>              |                          |
|   | b.3. Equity Securities  | <u>-</u>              |                          |
|   | b.4. Mutual Funds   | <u>-</u>              |                          |
|   | b.5. Unit Investment Trust Funds  | <u>-</u>              |                          |
|   | b.6. Real Estate Investment Trusts  | <u>-</u>              |                          |
|   | b.7. Other Funds  | <u>318,857,564</u>    |                          |
|   | c) Derivative Assets  | <u>-</u>              |                          |
| 2 | Held to Maturity (HTM) Investments  |                       | <u>-</u>                 |
|   | a) HTM Debt Securities - Government   | <u>-</u>              |                          |
|   | b) HTM Debt Securities - Private  | <u>-</u>              |                          |
| 3 | Loans and Receivables   |                       | <u>12,057,695,822</u>    |
|   | a) Real Estate Mortgage Loans   | <u>-</u>              |                          |
|   | b) Collateral Loans   | <u>-</u>              |                          |
|   | c) Guaranteed Loans   | <u>5,008,432,539</u>  |                          |
|   | d) Chattel Mortgage Loans   | <u>-</u>              |                          |
|   | e) Policy Loans   | <u>7,049,263,283</u>  |                          |
|   | f) Notes Receivable   | <u>-</u>              |                          |
|   | g) Housing Loans  | <u>-</u>              |                          |
|   | h) Car Loans  | <u>-</u>              |                          |
|   | i) Low Cost Housing   | <u>-</u>              |                          |
|   | j) Purchase Money Mortgages   | <u>-</u>              |                          |
|   | k) Sales Contract Receivables   | <u>-</u>              |                          |
|   | l) Unquoted Debt Securities   | <u>-</u>              |                          |
|   | m) Salary Loans   | <u>-</u>              |                          |
|   | n) Other Loans Receivables  | <u>-</u>              |                          |
| 4 | Available-for-Sale (AFS) Financial Assets                                   |                       | <u>97,286,516,826</u>    |
|   | a) AFS Debt Securities - Government   | <u>86,678,847,014</u> |                          |
|   | b) AFS Debt Securities - Private  | <u>3,771,212,772</u>  |                          |
|   | c) AFS Equity Securities  | <u>5,794,807,111</u>  |                          |
|   | d) Mutual Funds   | <u>939,279,909</u>    |                          |
|   | e) Unit Investment Trust Funds  | <u>-</u>              |                          |
|   | f) Real Estate Investment Trusts  | <u>-</u>              |                          |
|   | g) Other Funds  | <u>102,370,020</u>    |                          |
| 5 | Investments in Subsidiaries, Associates and Joint Ventures                  |                       | <u>1,999,252,103</u>     |
|   | a) Investments in Subsidiaries  | <u>1,999,252,103</u>  |                          |
|   | b) Investments in Associates  | <u>-</u>              |                          |
|   | c) Investments in Joint Ventures  | <u>-</u>              |                          |
| 6 | Investment Property   |                       | <u>1,212,592,203</u>     |
| 7 | Time Deposits / Fixed Deposits  |                       | <u>3,728,025,744</u>     |
|   | <b>TOTAL INVESTMENTS</b>  |                       | <u>P 116,602,940,263</u> |

**II. INVESTED ASSETS ( For VARIABLE LIFE )**

|   |   |                        |                          |
|---|---|------------------------|--------------------------|
| 1 | Financial Assets at Fair Value Through Profit and Loss                      |                        | <u>124,416,176,917</u>   |
|   | a) Securities Held for Trading  |                        |                          |
|   | a.1. Trading Debt Securities - Government                                   |                        |                          |
|   | a.2. Trading Debt Securities - Private                                      |                        |                          |
|   | a.3. Trading Equity Securities  |                        |                          |
|   | a.4. Mutual Funds   |                        |                          |
|   | a.5. Unit Investment Trust Funds  |                        |                          |
|   | a.6. Real Estate Investment Trusts  |                        |                          |
|   | a.7. Other Funds  |                        |                          |
|   | b) Financial Assets Designated at Fair Value Through Profit and Loss (FVPL) | <u>124,283,775,374</u> |                          |
|   | b.1. Debt Securities - Government   | <u>23,357,815,928</u>  |                          |
|   | b.2. Debt Securities - Private  | <u>5,811,382,016</u>   |                          |
|   | b.3. Equity Securities  | <u>89,551,269,623</u>  |                          |
|   | b.4. Mutual Funds   | <u>5,563,307,807</u>   |                          |
|   | b.5. Unit Investment Trust Funds  |                        |                          |
|   | b.6. Real Estate Investment Trusts  |                        |                          |
|   | b.7. Other Funds  |                        |                          |
|   | c) Derivative Assets  | <u>132,401,543</u>     |                          |
| 2 | Held to Maturity (HTM) Investments  |                        | <u>-</u>                 |
|   | a) HTM Debt Securities - Government   |                        |                          |
|   | b) HTM Debt Securities - Private  |                        |                          |
| 3 | Loans and Receivables   |                        | <u>1,277,557,000</u>     |
|   | a) Real Estate Mortgage Loans   |                        |                          |
|   | b) Collateral Loans   |                        |                          |
|   | c) Guaranteed Loans   | <u>1,277,557,000</u>   |                          |
|   | d) Chattel Mortgage Loans   |                        |                          |
|   | e) Policy Loans   |                        |                          |
|   | f) Notes Receivable   |                        |                          |
|   | g) Housing Loans  |                        |                          |
|   | h) Car Loans  |                        |                          |
|   | i) Low Cost Housing   |                        |                          |
|   | j) Purchase Money Mortgages   |                        |                          |
|   | k) Sales Contract Receivables   |                        |                          |
|   | l) Unquoted Debt Securities   |                        |                          |
|   | m) Salary Loans   |                        |                          |
|   | n) Other Loans Receivables  |                        |                          |
| 4 | Available-for-Sale (AFS) Financial Assets                                   |                        | <u>-</u>                 |
|   | a) AFS Debt Securities - Government   |                        |                          |
|   | b) AFS Debt Securities - Private  |                        |                          |
|   | c) AFS Equity Securities  |                        |                          |
|   | d) Mutual Funds   |                        |                          |
|   | e) Unit Investment Trust Funds  |                        |                          |
|   | f) Real Estate Investment Trusts  |                        |                          |
|   | g) Other Funds  |                        |                          |
| 5 | Investments in Subsidiaries, Associates and Joint Ventures                  |                        | <u>-</u>                 |
|   | a) Investments in Subsidiaries  |                        |                          |
|   | b) Investments in Associates  |                        |                          |
|   | c) Investments in Joint Ventures  |                        |                          |
| 6 | Investment Property   |                        | <u>-</u>                 |
| 7 | Time Deposits / Fixed Deposits  |                        | <u>1,723,514,951</u>     |
|   | <b>TOTAL INVESTMENTS</b>  |                        | <u>P 127,417,248,868</u> |

**III. OPERATING RESULTS**

|   |               |                  |   |
|---|---------------|------------------|---|
| Premium Income ( net of reinsurance )                 |               | 17,957,898,850   | A |
| Increase /(Decrease) in Reserves                      |               | 455,824,799      | B |
| Commissions Earned                                    |               | -                | C |
| Income from Variable Life                             |               | -                | D |
| Other Underwriting Income                             |               | -                | E |
| Total Underwriting Income (A - B + C + D + E)         |               | 18,413,723,649   | F |
| Benefit Payments                                      |               | (2,959,445,130)  | G |
| Expenses from Variable Life                           |               | -                | H |
| Commission Expenses                                   |               | (2,154,819,095)  | I |
| Premium Tax   |               | (131,241,032)    | J |
| a) Traditional Life                                   | (52,917,509)  |                  |   |
| b) Variable Life                                      | (78,323,523)  |                  |   |
| c) Microinsurance                                     |               |                  |   |
| d) Migrant Workers Compulsory Insurance               |               |                  |   |
| Documentary Stamp Tax                                 |               | (23,965,230)     | K |
| a) Traditional Life                                   | (2,735,080)   |                  |   |
| b) Variable Life                                      | (21,230,150)  |                  |   |
| c) Microinsurance                                     |               |                  |   |
| d) Migrant Workers Compulsory Insurance               |               |                  |   |
| Other Underwriting expenses                           |               | 25,870,854       | L |
| Total Underwriting Expenses (G + H + I + J + K + L)   |               | (5,243,599,634)  | M |
| Net Underwriting Gain/ Loss ( F - M)                  |               | 13,170,124,016   | N |
| Gross Investment Income                               |               | 8,971,427,009    | O |
| a) Dividends Earned                                   | 68,019,158    |                  |   |
| b) Real Estate Income Eraned                          | 133,995,213   |                  |   |
| c) Interest Income Earned                             | 3,558,884,135 |                  |   |
| d) Other Income                                       | 5,210,528,504 |                  |   |
| Investment Expenses                                   |               | (249,417,527)    | P |
| Final Tax   |               | (570,296,258)    | Q |
| Net Investment Income (O -P - Q)                      |               | 8,151,713,224    | R |
| Other Income / (Expense)                              |               | (13,329,664,414) | S |
| Capital Gain/ ( Loss)                                 |               | 46,578,232       | T |
| General & Administrative Expenses                     |               | (4,262,225,454)  | U |
| Net Income /(Loss) before Inc.Tax (N + R - S - T - U) |               | 3,776,525,602.49 | V |
| Income Tax  |               | (54,764,981)     | W |
| Net Income /(Loss) as of the quarter (V - W)          |               | 3,721,760,622    | X |

I hereby certify to the accuracy/correctness of the aforementioned data

**SHERWIN S. SAMPANG - CHIEF ACCOUNTANT/COMPTRROLLER**

(Signature over printed name of Responsible Officer )

As of the Quarter ending June 30, 2019

**SUN LIFE OF CANADA (PHILIPPINES), INC.**

**V. Premiums By Type & Business Line**

|  | TOTALS<br>(cols 2-6)<br>(1) | VARIABLE<br>LIFE<br>(2) | ORDINARY<br>LIFE*<br>(3) | GROUP &<br>INDUSTRIAL<br>LIFE*<br>(4) | ACCIDENT*<br>(5) | HEALTH*<br>(6) | MICRO<br>INSURANCE**<br>(7) | MIGRANT<br>WORKERS**<br>(8) |
|--|-----------------------------|-------------------------|--------------------------|---------------------------------------|------------------|----------------|-----------------------------|-----------------------------|
| <b>NEW BUSINESS</b>  |                             |                         |                          |                                       |                  |                |                             |                             |
| <b>FIRST YEAR (Other than Single)</b>                                    |                             |                         |                          |                                       |                  |                |                             |                             |
| 1 First year premiums and considerations direct business                 | 3,951,785,241               | 3,439,654,569           | 497,447,485              | 13,427,545                            | 1,255,642        | -              | -                           | -                           |
| 2 First year reinsurance premiums assumed                                | -                           | -                       | -                        | -                                     | -                | -              | -                           | -                           |
| 3 First year reinsurance premiums ceded                                  | 31,415,199                  | 23,743,936              | 7,385,117                | 285,145                               | -                | -              | -                           | -                           |
| 4 First year premiums and considerations (line1 +line2-line3)            | 3,920,370,042               | 3,415,910,633           | 490,061,368              | 13,142,400                            | 1,255,642        | -              | -                           | -                           |
| <b>SINGLE</b>  |                             |                         |                          |                                       |                  |                |                             |                             |
| 5 Single premiums and considerations direct business                     | 3,025,690,925               | 2,560,270,102           | 465,420,823              | -                                     | -                | -              | -                           | -                           |
| 6 Single reinsurance premiums assumed                                    | -                           | -                       | -                        | -                                     | -                | -              | -                           | -                           |
| 7 Single reinsurance premiums ceded                                      | -                           | -                       | -                        | -                                     | -                | -              | -                           | -                           |
| 8 Single premiums and considerations (line5+line6-line7)                 | 3,025,690,925               | 2,560,270,102           | 465,420,823              | -                                     | -                | -              | -                           | -                           |
| <b>RENEWAL</b>   |                             |                         |                          |                                       |                  |                |                             |                             |
| 9 Renewal year premiums and considerations direct business               | 11,188,338,193              | 8,855,072,430           | 2,210,768,026            | 114,027,619                           | 8,470,118        | -              | -                           | -                           |
| 10 Renewal year reinsurance premiums assumed                             | -                           | -                       | -                        | -                                     | -                | -              | -                           | -                           |
| 11 Renewal year reinsurance premiums ceded                               | 176,500,310                 | 125,034,284             | 49,185,803               | 2,273,019                             | 7,204            | -              | -                           | -                           |
| 12 Renewal year premiums and considerations (line9+line10-line11)        | 11,011,837,883              | 8,730,038,146           | 2,161,582,224            | 111,754,599                           | 8,462,914        | -              | -                           | -                           |
| <b>TOTAL</b>   |                             |                         |                          |                                       |                  |                |                             |                             |
| 13 Total premiums and considerations direct business (line1+line5+line9) | 18,165,814,359              | 14,854,997,100          | 3,173,636,334            | 127,455,164                           | 9,725,760        | -              | -                           | -                           |
| 14 Total reinsurance premiums assumed (line2+line6+line10)               | -                           | -                       | -                        | -                                     | -                | -              | -                           | -                           |
| 15 Total reinsurance premiums ceded (line3+line7+line11)                 | 207,915,509                 | 148,778,220             | 56,571,920               | 2,558,165                             | 7,204            | -              | -                           | -                           |
| 16 Total premiums and considerations (line4+line8+line12)                | 17,957,898,850              | 14,706,218,880          | 3,117,064,414            | 124,896,999                           | 9,718,556        | -              | -                           | -                           |

NOTES:

\* Inclusive of Microinsurance and migrant workers insurance businesses

\*\* Amounts for microinsurance and migrant workers insurance are subsets of amounts allocated to Ordinary, Group & Industrial and Accident & Health

I hereby certify to the best of my knowledge the accuracy/correctness of the aforementioned data:

  
**MARIA SACHIKO A. PANG - CHIEF ACTUARY**  
 (Signature of responsible officer over printed name and position)

As of the Quarter ending June 30, 2019

SUN LIFE OF CANADA (PHILIPPINES), INC.

IV. Business Done

|                                     |                     | LIFE INSURANCE |             |                 |               |                 |                 |                    |             |                 |               |                 |                 |               |             |   |
|-------------------------------------|---------------------|----------------|-------------|-----------------|---------------|-----------------|-----------------|--------------------|-------------|-----------------|---------------|-----------------|-----------------|---------------|-------------|---|
|                                     |                     | TOTALS         |             |                 |               |                 |                 | Ordinary Insurance |             |                 |               |                 |                 |               |             |   |
|                                     |                     | Whole Life     |             |                 | Endowment     |                 |                 | Term               |             |                 | Sub-Total     |                 |                 |               |             |   |
| No. of Policies                     | No. of Certificates | Insured Lives  | Sum Assured | No. of Policies | Insured Lives | Sum Assured     | No. of Policies | Insured Lives      | Sum Assured | No. of Policies | Insured Lives | Sum Assured     | No. of Policies | Insured Lives | Sum Assured |   |
| 1. Beginning Balance                | 1,084,671           | 576,256        | -           | 853,822,970,435 | 286,785       | 194,669,600,941 | 13,342          | 6,909,214,355      | 16,738      | 21,080,612,081  | 316,865       | 222,659,427,377 | -               | -             | -           | - |
| 2. New Business                     |                     |                |             |                 |               |                 |                 |                    |             |                 |               |                 |                 |               |             |   |
| a. Issued                           | 115,603             | 61,966         | -           | 81,454,975,241  | 7,748         | 5,561,144,557   | 734             | 190,687,227        | 3,666       | 3,307,744,504   | 12,138        | 9,059,576,288   | -               | -             | -           | - |
| b. Revived                          | 2,149               | 1,833          | -           | 1,338,440,342   | 276           | 157,034,009     | 21              | 7,900,000          | 192         | 194,631,000     | 489           | 359,565,009     | -               | -             | -           | - |
| c. Increased                        | -                   | (53,322)       | -           | 1,697,839,988   | -             | (37,694,430)    | -               | (885,947)          | -           | (47,685,524)    | -             | (86,165,901)    | -               | -             | -           | - |
| d. Others                           | -                   | -              | -           | -               | -             | -               | -               | -                  | -           | -               | -             | -               | -               | -             | -           | - |
| 3. Insurance Terminated             | 31,502              | 23,165         | -           | 19,980,038,870  | 4,342         | 2,857,945,784   | 1,474           | 639,788,896        | 1,657       | 2,061,233,964   | 7,473         | 5,558,968,643   | -               | -             | -           | - |
| 4. Inforce as of end of the Quarter | 1,170,921           | 563,568        | -           | 918,934,187,136 | 290,467       | 197,492,139,293 | 12,623          | 6,467,126,740      | 18,929      | 22,474,168,097  | 322,019       | 226,433,434,130 | -               | -             | -           | - |

Note: Breakdown of insured lives not possible since an insured life may have multiple policies

As of the Quarter ending June 30, 2019

SUN LIFE OF CANADA (PHILIPPINES), INC.

IV. Business Done

|                                     | LIFE INSURANCE  |                     |               |                |                 |                     |               |                |                 |               |                 |                 | ACCIDENT      |             |  |  |
|-------------------------------------|-----------------|---------------------|---------------|----------------|-----------------|---------------------|---------------|----------------|-----------------|---------------|-----------------|-----------------|---------------|-------------|--|--|
|                                     | Group           |                     |               |                |                 |                     | Variable Life |                |                 |               |                 |                 | Group         |             |  |  |
|                                     | Term            |                     |               | Sub - Total    |                 |                     | Variable Life |                | Variable Life   |               | Group           |                 | Group         |             |  |  |
|                                     | No. of Policies | No. of Certificates | Insured Lives | Sum Assured    | No. of Policies | No. of Certificates | Insured Lives | Sum Assured    | No. of Policies | Insured Lives | Sum Assured     | No. of Policies | Insured Lives | Sum Assured |  |  |
| 1. Beginning Balance                | 990             | 321,236             |               | 82,913,912,537 | 990             | 321,236             | -             | 82,913,912,537 | 766,271         |               | 548,249,630,521 | 545             |               |             |  |  |
| 2. New Business                     | 151             | 40,862              |               | 9,079,347,537  | 151             | 40,862              | -             | 9,079,347,537  | 103,286         |               | 63,316,051,416  | 28              |               |             |  |  |
| a. Issued                           | 6               | 1,348               |               | 389,250,000    | 6               | 1,348               | -             | 389,250,000    | 1,653           |               | 1,189,625,333   | 1               |               |             |  |  |
| b. Revived                          | -               | (40,786)            |               | 2,127,610,304  | -               | (40,786)            | -             | 2,127,610,304  | -               |               | (343,604,416)   | -               |               |             |  |  |
| c. Increased                        | -               | -                   |               | -              | -               | -                   | -             | -              | -               |               | -               | -               |               |             |  |  |
| d. Others                           | -               | -                   |               | -              | -               | -                   | -             | -              | -               |               | -               | -               |               |             |  |  |
| 3. Insurance Terminated             | 65              | 4,888               |               | 1,008,751,018  | 65              | 4,888               | -             | 1,008,751,018  | 23,907          |               | 13,412,319,209  | 57              |               |             |  |  |
| 4. Inforce as of end of the Quarter | 1,082           | 317,772             |               | 93,501,369,361 | 1,082           | 317,772             | -             | 93,501,369,361 | 847,303         |               | 598,999,383,645 | 517             |               |             |  |  |

Note: Breakdown of insured lives not possible since an insured life may have multiple policies

I hereby certify to the best of my knowledge the accuracy/correctness of the aforementioned data:

  
**MARIA SACHIKO A. PANG** - CHIEF ACTUARY  
 (Signature of responsible officer over printed name and position)



As of the Quarter ending June 30, 2019  
**SUN LIFE OF CANADA (PHILIPPINES), INC.**

**BUSINESS BY DISTRIBUTION METHOD & BUSINESS LINE**  
 (Direct Business)

|  | Total Business    |                   |                            |                 | Total Business          |                       |                            |                   | Variable Life     |                  |                            |                        | Variable Life     |                   |                            |                 |                         |                       |   |
|--|-------------------|-------------------|----------------------------|-----------------|-------------------------|-----------------------|----------------------------|-------------------|-------------------|------------------|----------------------------|------------------------|-------------------|-------------------|----------------------------|-----------------|-------------------------|-----------------------|---|
|  | Premium Collected |                   | Inforce/Active at year end |                 | Premium Collected       |                       | Inforce/Active at year end |                   | Premium Collected |                  | Inforce/Active at year end |                        | Premium Collected |                   | Inforce/Active at year end |                 |                         |                       |   |
|  | Single<br>(1)     | First Year<br>(2) | Renewal<br>(3)             | Policies<br>(4) | Insured<br>Lives<br>(5) | Sum<br>Insured<br>(7) | Single<br>(8)              | First Year<br>(9) | Renewal<br>(10)   | Policies<br>(11) | Insured<br>Lives<br>(12)   | Sum<br>Insured<br>(14) | Single<br>(1)     | First Year<br>(2) | Renewal<br>(3)             | Policies<br>(4) | Insured<br>Lives<br>(5) | Sum<br>Insured<br>(7) |   |
| 1 Individual agents                                    | 3,025,690,925     | 3,951,785,242     | 11,188,338,193             | 1,170,921       | -                       | 918,934,187,136       | 2,560,270,102              | 3,439,654,569     | 8,855,072,430     | 847,303          | -                          | 598,999,383,645        | -                 | -                 | -                          | -               | -                       | -                     | - |
| 2 Brokers  | -                 | -                 | -                          | -               | -                       | -                     | -                          | -                 | -                 | -                | -                          | -                      | -                 | -                 | -                          | -               | -                       | -                     | - |
| 3 Bancassurance  | -                 | -                 | -                          | -               | -                       | -                     | -                          | -                 | -                 | -                | -                          | -                      | -                 | -                 | -                          | -               | -                       | -                     | - |
| a Bancassurance (commercial banks)                     | -                 | -                 | -                          | -               | -                       | -                     | -                          | -                 | -                 | -                | -                          | -                      | -                 | -                 | -                          | -               | -                       | -                     | - |
| b Bancassurance (Cooperative, Rural, and Thrift Banks) | -                 | -                 | -                          | -               | -                       | -                     | -                          | -                 | -                 | -                | -                          | -                      | -                 | -                 | -                          | -               | -                       | -                     | - |
| 4 Direct Marketing                                     | -                 | -                 | -                          | -               | -                       | -                     | -                          | -                 | -                 | -                | -                          | -                      | -                 | -                 | -                          | -               | -                       | -                     | - |
| 5 Electronic Commerce/ Online/ Digital                 | -                 | -                 | -                          | -               | -                       | -                     | -                          | -                 | -                 | -                | -                          | -                      | -                 | -                 | -                          | -               | -                       | -                     | - |
| 6 Mobile Phones  | -                 | -                 | -                          | -               | -                       | -                     | -                          | -                 | -                 | -                | -                          | -                      | -                 | -                 | -                          | -               | -                       | -                     | - |
| 7 Others   | -                 | -                 | -                          | -               | -                       | -                     | -                          | -                 | -                 | -                | -                          | -                      | -                 | -                 | -                          | -               | -                       | -                     | - |
|  | 3,025,690,925     | 3,951,785,242     | 11,188,338,193             | 1,170,921       | -                       | 918,934,187,136       | 2,560,270,102              | 3,439,654,569     | 8,855,072,430     | 847,303          | -                          | 598,999,383,645        | -                 | -                 | -                          | -               | -                       | -                     | - |

As of the Quarter ending June 30, 2019  
**SUN LIFE OF CANADA (PHILIPPINES), INC.**

**BUSINESS BY DISTRIBUTION METHOD & BUSINESS LINE**  
 (Direct Business)

|  | Ordinary Life     |                    |                 |                     | Group Life and Industrial  |                       |                     |                | Group Life and Industrial |                 |                  |                       |                            |  |  |  |
|--|-------------------|--------------------|-----------------|---------------------|----------------------------|-----------------------|---------------------|----------------|---------------------------|-----------------|------------------|-----------------------|----------------------------|--|--|--|
|  | Premium Collected |                    |                 |                     | Inforce/Active at year end |                       |                     |                | Premium Collected         |                 |                  |                       | Inforce/Active at year end |  |  |  |
|  | Single<br>(15)    | First Year<br>(16) | Renewal<br>(17) | Sum Insured<br>(20) | Policies<br>(18)           | Insured Lives<br>(19) | Sum Insured<br>(20) | Single<br>(21) | First Year<br>(22)        | Renewal<br>(23) | Policies<br>(24) | Insured Lives<br>(26) | Sum Insured<br>(27)        |  |  |  |
| 1 Individual agents                                    | 465,420,823       | 497,447,485        | 2,210,768,026   | 226,433,434,130     | 322,019                    | -                     | 226,433,434,130     | -              | 13,427,545                | 114,027,619     | 1,082            | -                     | 93,501,369,361             |  |  |  |
| 2 Brokers  | -                 | -                  | -               | -                   | -                          | -                     | -                   | -              | -                         | -               | -                | -                     | -                          |  |  |  |
| 3 Bancassurance  | -                 | -                  | -               | -                   | -                          | -                     | -                   | -              | -                         | -               | -                | -                     | -                          |  |  |  |
| a Bancassurance (commercial banks)                     | -                 | -                  | -               | -                   | -                          | -                     | -                   | -              | -                         | -               | -                | -                     | -                          |  |  |  |
| b Bancassurance (Cooperative, Rural, and Thrift Banks) | -                 | -                  | -               | -                   | -                          | -                     | -                   | -              | -                         | -               | -                | -                     | -                          |  |  |  |
| 4 Direct Marketing                                     | -                 | -                  | -               | -                   | -                          | -                     | -                   | -              | -                         | -               | -                | -                     | -                          |  |  |  |
| 5 Electronic Commerce/ Online/ Digital                 | -                 | -                  | -               | -                   | -                          | -                     | -                   | -              | -                         | -               | -                | -                     | -                          |  |  |  |
| 6 Mobile Phones  | -                 | -                  | -               | -                   | -                          | -                     | -                   | -              | -                         | -               | -                | -                     | -                          |  |  |  |
| 7 Others   | -                 | -                  | -               | -                   | -                          | -                     | -                   | -              | -                         | -               | -                | -                     | -                          |  |  |  |
|  | 465,420,823       | 497,447,485        | 2,210,768,026   | 226,433,434,130     | 322,019                    | -                     | 226,433,434,130     | -              | 13,427,545                | 114,027,619     | 1,082            | -                     | 93,501,369,361             |  |  |  |

As of the Quarter ending June 30, 2019  
**SUN LIFE OF CANADA (PHILIPPINES), INC.**

**BUSINESS BY DISTRIBUTION METHOD & BUSINESS LINE**  
 (Direct Business)

|  | Accident          |                    |                 |                  | Health   |                  |                 |  |                  |                     |  |                     |
|--|-------------------|--------------------|-----------------|------------------|--|------------------|-----------------|--|------------------|---------------------|--|---------------------|
|  | Premium Collected |                    |                 |                  | Inforce/Active at year end                         |                  |                 |  |                  |                     |  |                     |
|  | Single<br>(28)    | First Year<br>(29) | Renewal<br>(30) | Policies<br>(31) | Inforce/Active at year end<br>Inured Lives<br>(32) | Policies<br>(33) | Renewal<br>(34) | Inforce/Active at year end<br>Inured Lives<br>(35) | Policies<br>(36) | Sum Insured<br>(37) | Inforce/Active at year end<br>Inured Lives<br>(38) | Sum Insured<br>(39) |
| 1 Individual agents                                    | -                 | 1,255,642          | 8,470,118       | 517              | 245,796  | -                | -               | -  | -                | -                   | -  | -                   |
| 2 Brokers  | -                 | -                  | -               | -                | -  | -                | -               | -  | -                | -                   | -  | -                   |
| 3 Bancassurance  | -                 | -                  | -               | -                | -  | -                | -               | -  | -                | -                   | -  | -                   |
| a Bancassurance (commercial banks)                     | -                 | -                  | -               | -                | -  | -                | -               | -  | -                | -                   | -  | -                   |
| b Bancassurance (Cooperative, Rural, and Thrift Banks) | -                 | -                  | -               | -                | -  | -                | -               | -  | -                | -                   | -  | -                   |
| 4 Direct Marketing                                     | -                 | -                  | -               | -                | -  | -                | -               | -  | -                | -                   | -  | -                   |
| 5 Electronic Commerce/ Online/ Digital                 | -                 | -                  | -               | -                | -  | -                | -               | -  | -                | -                   | -  | -                   |
| 6 Mobile Phones  | -                 | -                  | -               | -                | -  | -                | -               | -  | -                | -                   | -  | -                   |
| 7 Others   | -                 | -                  | -               | -                | -  | -                | -               | -  | -                | -                   | -  | -                   |
|  | -                 | 1,255,642          | 8,470,118       | 517              | 245,796  | -                | -               | -  | -                | -                   | -  | -                   |

I hereby certify to the best of my knowledge the accuracy/correctness of the aforementioned data.

  
**MARIA SACHIKO A. PANG - CHIEF ACTUARY**  
 (Signature of responsible officer over printed name and position)