

Circular 4999

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To enable member offices to make meaningful comparisons in future, this circular also contains a history file of data that was re-aggregated according to the new categorisation.

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HAIF-YEARLY STATISTICS

Herewith half-yearly figures for the six months ended 30 June 1993 as well as revised figures for the six months ended 31 December 1992, according to the categories used over the past few years whereby -

the large offices are Fedlife, Liberty Life, Metropolitan Life, Momentum Life, SA Mutual, Sanlam and Southern Life;

the medium offices are AA Life, Charter Life, CU Life, Norwich Life, Protea Assurance, Segé Life and Standard General;

the small offices are ABSA Life, ACA Insurers, African Life, Anchor Life, AVBOB Mutual, Crusader Life, IGI Life, Fedlife, Liberty Life, Metropolitan Life, Saambou Life Swabou Life and Time Life; and

the reinsurers are Cologne Re, Gerling Global, Hollanda, Mercantile & General, Munich Re and Swiss-SA.

Figures will in future only be issued according to the new categorization, proposed in circular 4919. According to that proposal, the first category consists of "the ten largest offices". They are: CU Life, Fedlife, Liberty Life, Metropolitan Life, Momentum Life, Norwich Life, SA Mutual, Sage Life, Sanlam and Southern Life.

The "medium and small" category consists of: AA Life, ABSA Life, ACA Insurers, African Life, Anchor Life, AVBOB Mutual, Charter Life, Crusader Life, IGI Life, NBS Life, New Era, Prosperity, Protea Assurance, Fentmeester, Saambou Life, Standard General, Swabou Life and Time Life.

The reinsurers, of course, remain the same.

FORM A: REVENUE ACCOUNT

INCOME ITEMS

INCOME	Note	ALL OFFICES Adjusted		LARGE OFFICES Adjusted		MEDIUM OFFICES Adjusted	
		6 months to 31 Dec. 1992	6 months to 30 June 1993	6 months to 31 Dec. 1992	6 months to 30 June 1993	6 months to 31 Dec. 1992	6 months to 30 June 1993
		R'000	R'000	R'000	R'000	R'000	R'000
1. INDIVIDUAL							
1.1 Single premiums	(i)	3 997 698	4 777 248	3 482 817	4 422 422	436 219	260 279
1.2 Recurring RA's		1 123 011	1 165 436	1 057 166	1 088 440	62 889	69 209
1.3 Recurring other		6 154 706	6 258 404	5 149 583	5 396 772	465 574	474 862
Total Individual premiums		11 275 415	12 201 088	9 689 566	10 907 634	964 682	804 350
2. GROUP SCHEMES AND PENSION FUNDS(ii)							
2.1 Lump sums							
2.1.1 Investment only		2 004 226	1 508 723	1 882 783	1 333 604	121 443	175 119
2.1.2 Other		796 972	745 556	784 051	719 853	12 393	23 682
2.2 Other premium income						0	0
2.2.1 Investment only		1 252 715	1 297 604	1 150 734	1 233 690	91 669	51 809
2.2.2 Other		2 826 045	2 803 781	2 622 039	2 562 889	99 763	159 084
Total group premiums		6 879 958	6 355 664	6 439 607	5 850 036	325 268	409 694
Classification change	(ii)B(c)						
Lump sums: 2.1.1 to 2.1.2		5 648	18 810	5 648	18 810	0	0
2.1.2 to 2.1.1		5 648	18 810	5 648	18 810	0	0
Other: 2.2.1 to 2.2.2		123 236	129 396	123 236	129 396	0	0
2.2.2 to 2.2.1		124 037	129 418	123 236	129 396	582	0
3. INVESTMENT INCOME	(iii)	6 812 517	7 117 609	6 322 638	6 596 943	313 723	359 148
TOTAL INCOME		24 967 890	25 674 362	22 451 811	23 354 613	1 552 964	1 486 147

## FORM A: REVENUE ACCOUNT

## OUTGO ITEMS

OUTGO	Note	ALL OFFICES Adjusted		LARGE OFFICES Adjusted		MEDIUM OFFICES Adjusted	
		6 months to 31 Dec. 1992	6 months to 30 June 1993	6 months to 31 Dec. 1992	6 months to 30 June 1993	6 months to 31 Dec. 1992	6 months to 30 June 1993
		R'000	R'000	R'000	R'000	R'000	R'000
<b>4. BENEFITS</b>							
4.1 Death and disability	(iv)	2 183 621	2 182 079	1 851 457	1 862 531	100 505	110 632
4.2 Maturity claims	(iv)	1 821 114	2 375 073	1 717 684	2 274 674	82 361	88 615
4.3 Annuity payments	(iv)	2 696 904	3 032 161	2 545 530	2 864 472	139 447	153 457
4.4 Group member withdrawals	(v)	863 593	989 652	812 950	925 710	47 901	59 204
4.5 Group scheme surrenders	(vi)	2 599 110	2 262 589	2 520 234	2 173 678	74 979	85 911
4.6 Individual surrenders	(vii)	1 281 029	1 428 173	1 142 284	1 265 313	114 508	143 650
<b>Total benefits</b>		<b>11 445 371</b>	<b>12 269 726</b>	<b>10 590 139</b>	<b>11 366 378</b>	<b>559 701</b>	<b>641 468</b>
<b>5. EXPENSES</b>							
5.1 Sales Remuneration							
5.1.1 Individual business	(vii)	1 357 667	1 394 727	1 127 859	1 194 313	103 972	87 784
5.1.2 Group business	(ix)	86 077	83 470	56 219	58 400	13 816	8 206
<b>Total Commission</b>		<b>1 443 744</b>	<b>1 478 197</b>	<b>1 184 078</b>	<b>1 252 713</b>	<b>117 788</b>	<b>95 990</b>
5.2 Admin. expenses		1 520 182	1 534 978	1 261 457	1 289 700	157 199	151 013
<b>Total expenses</b>		<b>2 963 926</b>	<b>3 013 175</b>	<b>2 445 535</b>	<b>2 542 413</b>	<b>274 987</b>	<b>247 003</b>
<b>6. TAXATION</b>							
6.1 Income tax	(x)	301 522	293 622	274 618	270 092	6 154	11 491
6.2 Regional services levy	(xi)	16 391	19 917	15 232	18 846	604	570
6.3 Stamp duty - policy contracts	(xii)	36 455	38 121	30 684	32 735	3 650	2 982
6.4 Input VAT paid	(xii)	47 553	63 069	41 914	57 761	3 869	4 157
6.5 Financial Services Board Levy	(xiv)	2 272	4 330	1 893	3 749	144	377
6.6 Levy on fin. services (S.64A)	(xv)	32 094	37 706	29 448	35 371	1 779	1 831
<b>Total taxation</b>		<b>436 287</b>	<b>456 765</b>	<b>393 789</b>	<b>418 554</b>	<b>16 200</b>	<b>21 408</b>

## FORM A: REVENUE ACCOUNT

## INCOME ITEMS

INCOME	Note	SMALL OFFICES		REINSURERS	
		Adjusted 6 months to 31 Dec. 1992	Adjusted 6 months to 30 June 1993	Adjusted 6 months to 31 Dec. 1992	Adjusted 6 months to 30 June 1993
		R'000	R'000	R'000	R'000
1. INDIVIDUAL					
1.1 Single premiums	(i)	76 354	93 581	2 308	966
1.2 Recurring RA's		2 213	7 222	743	565
1.3 Recurring other		255 912	235 280	283 637	151 490
Total Individual premiums		334 479	336 083	286 688	153 021
2. GROUP SCHEMES AND PENSION FUNDS(ii)					
2.1 Lump sums					
2.1.1 Investment only		0	0	0	0
2.1.2 Other		528	2 021	0	0
2.2 Other premium income					
2.2.1 Investment only		10 263	8 376	49	3 729
2.2.2 Other		14 784	19 320	89 459	62 488
Total group premiums		25 575	29 717	89 508	66 217
Classification change	(ii)				
Lump sums: 2.1.1 to 2.1.2		0	0	0	0
2.1.2 to 2.1.1		0	0	0	0
Other: 2.2.1 to 2.2.2		0	0	0	0
2.2.2 to 2.2.1		0	0	219	22
3. INVESTMENT INCOME	(iii)	86 550	84 857	89 606	76 661
TOTAL INCOME		446 604	450 657	465 802	295 899

## FORM A: REVENUE ACCOUNT

## OUTGO ITEMS

OUTGO	Note	SMALL OFFICES		REINSURERS	
		Adjusted 6 months to 31 Dec. 1992	Adjusted 6 months to 30 June 1993	Adjusted 6 months to 31 Dec. 1992	Adjusted 6 months to 30 June 1993
		R'000	R'000	R'000	R'000
<b>4. BENEFITS</b>					
4.1 Death and disability	(iv)	61 889	62 234	169 770	146 682
4.2 Maturity claims	(iv)	18 770	9 716	2 299	2 068
4.3 Annuity payments	(iv)	10 392	13 465	1 535	767
4.4 Group member withdrawals	(v)	2 742	4 738	0	0
4.5 Group scheme surrenders	(vi)	3 897	3 000	0	0
4.6 Individual surrenders	(vii)	12 475	14 918	11 762	4 292
Total benefits		110 165	108 071	185 366	153 809
<b>5. EXPENSES</b>					
5.1 Sales Remuneration					
5.1.1 Individual business	(vii)	71 006	84 920	54 830	27 710
5.1.2 Group business	(ix)	8 022	9 794	8 020	7 070
Total Commission		79 028	94 714	62 850	34 780
5.2 Admin. expenses		72 261	75 761	29 265	18 504
Total expenses		151 289	170 475	92 115	53 284
<b>6. TAXATION</b>					
6.1 Income tax	(x)	8 854	6 622	11 896	5 417
6.2 Regional services levy	(xi)	305	410	250	91
6.3 Stamp duty - policy contracts	(xii)	1 789	2 298	332	106
6.4 Input VAT paid	(xii)	1 566	981	204	170
6.5 Financial Services Board Levy	(xiv)	189	157	46	47
6.6 Levy on fin. services (S.64A)	(xv)	285	364	582	140
Total taxation		12 988	10 832	13 310	5 971

## FORM B: ASSETS

	ALL OFFICES		LARGE OFFICES		MEDIUM OFFICES	
	Adjusted Figures as at	Figures as at	Adjusted Figures as at	Figures as at	Adjusted Figures as at	Figures as at
	31 Dec. 1992	30 June 1993	31 Dec. 1992	30 June 1993	31 Dec. 1992	30 June 1993
	R'000	R'000	R'000	R'000		
(a) Coins, notes & deposits	15 085 770	13 848 912	13 269 096	12 058 183	1 293 369	1 221 567
(b) Government stock	29 224 513	34 142 395	27 873 660	32 396 996	768 806	1 069 035
(c) Local authority stock & loans	3 918 158	4 062 726	3 751 537	3 931 665	124 610	95 476
(d) Public corporation stock	7 132 682	8 652 334	6 599 686	8 103 645	356 813	342 783
(e) University loans	558 810	571 740	513 246	528 519	44 049	41 717
(f) Other part 1 assets	1 492 994	1 721 715	1 445 477	1 683 232	990	0
<b>Total part 1 assets</b>	<b>57 412 928</b>	<b>62 999 821</b>	<b>53 452 702</b>	<b>58 702 240</b>	<b>2 588 638</b>	<b>2 770 577</b>
(g) Shares in and advances to wholly-owned subsidiary investment companies	25 582 061	29 418 764	25 498 110	29 332 146	42 335	42 416
(h) Ordinary shares	79 049 598	90 953 336	74 265 855	85 170 679	4 037 254	4 899 752
(i) Units in unit trusts	1 722 663	1 879 069	1 136 842	1 154 930	497 572	598 289
<b>Total shares</b>	<b>106 354 322</b>	<b>122 251 169</b>	<b>100 900 807</b>	<b>115 657 755</b>	<b>4 577 161</b>	<b>5 540 457</b>
(j) Shares in & advances to directly & indirectly controlled subsidiary property investment companies	7 657 436	7 883 190	7 236 518	7 555 096	335 157	251 005
(k) Fixed property	16 161 206	17 205 415	15 228 816	16 032 504	701 398	929 769
(l) Units in property trusts	2 583 017	2 455 795	2 364 025	2 216 366	171 899	185 842
<b>Total property</b>	<b>26 401 659</b>	<b>27 544 400</b>	<b>24 829 359</b>	<b>25 803 966</b>	<b>1 208 454</b>	<b>1 366 616</b>
(m) Fixed interest securities	5 072 236	7 081 209	4 848 330	6 790 240	115 750	191 357
(n) Mortgage loans	656 315	1 055 778	516 749	920 518	107 788	114 194
(o) Loans against policies	2 262 151	2 445 869	2 086 487	2 235 615	105 341	127 391
(p) Other loans	2 646 984	3 181 925	2 410 391	2 995 283	176 761	146 055
(q) Other assets	7 453 639	8 508 535	6 645 321	7 636 084	433 138	501 833
<b>Miscellaneous assets</b>	<b>18 091 325</b>	<b>22 273 315</b>	<b>16 507 278</b>	<b>20 577 740</b>	<b>938 778</b>	<b>1 080 829</b>
<b>TOTAL ASSETS</b>	<b>208 260 234</b>	<b>235 068 705</b>	<b>195 690 146</b>	<b>220 741 701</b>	<b>9 313 031</b>	<b>10 758 479</b>

## FORM B: ASSETS

	SMALL OFFICERS		REINSURERS	
	Adjusted Figures as at	Figures as at	Adjusted Figures as at	Figures as at
	31 Dec. 1992	30 June 1993	31 Dec. 1992	30 June 1993
	R'000	R'000	R'000	R'000
(a) Coins, notes & deposits	259 299	342 378	264 006	226 784
(b) Government stock	184 616	177 465	397 431	498 899
(c) Local authority stock & loans	30 155	23 428	11 856	12 157
(d) Public corporation stock	58 166	59 473	118 017	146 433
(e) University loans	269	258	1 246	1 246
(f) Other part 1 assets	36 470	38 483	10 057	0
<b>Total part 1 assets</b>	<b>568 975</b>	<b>641 485</b>	<b>802 613</b>	<b>885 519</b>
(g) Shares in and advances to wholly-owned subsidiary investment companies	41 598	44 184	18	18
(h) Ordinary shares	563 311	693 661	183 178	189 244
(i) Units in unit trusts	88 249	125 850	0	0
<b>Total shares</b>	<b>693 158</b>	<b>863 695</b>	<b>183 196</b>	<b>189 262</b>
(j) Shares in & advances to directly & indirectly controlled subsidiary property investment companies	74 443	64 734	11 318	12 355
(k) Fixed property	163 438	158 715	67 554	84 427
(l) Units in property trusts	25 010	29 167	22 083	24 420
<b>Total property</b>	<b>262 891</b>	<b>252 616</b>	<b>100 955</b>	<b>121 202</b>
(m) Fixed interest securities	31 033	29 504	77 123	70 108
(n) Mortgage loans	29 492	18 867	2 286	2 199
(o) Loans against policies	58 386	70 937	11 937	11 926
(p) Other loans	59 028	39 990	804	597
(q) Other assets	295 800	247 827	79 380	122 791
<b>Miscellaneous assets</b>	<b>473 739</b>	<b>407 125</b>	<b>171 530</b>	<b>207 621</b>
<b>TOTAL ASSETS</b>	<b>1 998 763</b>	<b>2 164 921</b>	<b>1 258 294</b>	<b>1 403 604</b>

FORM C: NEW BUSINESS & LAPSES  
ALL OFFICES

	ADJUSTED FIGURES:			HALF YEAR TO 30 JUNE 1993		
	HALF-YEAR TO 31 DECEMBER 1992					
	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000
<b>A. NEW BUSINESS</b>						
<b>1. Ind. Recurring Premium</b>						
<b>1.1 Ordinary business</b>						
(a) Introduced by brokers	358 626	719 496	132 231	344 054	685 237	136 621
(b) Introduced by agents	603 304	790 332	181 857	574 824	830 012	197 269
(c) Sub-total	961 930	1 509 828	314 088	918 878	1 515 249	333 890
<b>1.2 Retirement Annuities</b>						
(a) Introduced by brokers	20 435	47 798	18 549	30 166	73 669	26 634
(b) Introduced by agents	67 070	97 228	50 150	81 026	128 363	63 268
(c) Sub-total	87 505	145 026	68 699	111 192	202 032	89 902
Total Recurring	1 049 435	1 654 854	382 786	1 030 070	1 717 281	423 792
<b>2. Ind. Single premium</b>						
(a) Introduced by brokers	73 594	1 993 396	8 090	76 765	2 408 438	11 482
(b) Introduced by agents	43 106	1 739 113	25 486	55 837	2 175 956	103 682
(c) Sub-total	116 700	3 732 509	33 576	132 602	4 584 394	115 164
TOTAL	1 166 135	5 387 363	416 362	1 162 672	6 301 675	538 956
<b>B. LAPSES</b>						
1. Lapses within first year	149 469	163 204	0	198 467	214 211	89
2. Others	144 141	139 304	169	141 994	162 001	943
Total lapses	293 610	302 508	169	340 461	376 212	1 032



FORM C: NEW BUSINESS & LAPSES  
LARGE OFFICES

	ADJUSTED FIGURES HALF-YEAR TO 31 DECEMBER 1992			HALF YEAR TO 30 JUNE 1993		
	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000
<b>A. NEW BUSINESS</b>						
<b>1. Ind. Recurring Premium</b>						
<b>1.1 Ordinary business</b>						
(a) Introduced by brokers	238 278	518 117	106 542	228 298	557 691	116 827
(b) Introduced by agents	498 025	713 001	172 084	465 907	745 733	186 772
(c) Sub-total	736 303	1 231 118	278 626	694 205	1 303 424	303 599
<b>1.2 Retirement Annuities</b>						
(a) Introduced by brokers	18 046	42 919	17 983	26 644	65 475	26 154
(b) Introduced by agents	60 194	92 467	49 883	72 199	120 065	59 685
(c) Sub-total	78 240	135 386	67 866	98 843	185 540	85 839
<b>Total Recurring</b>	<b>814 543</b>	<b>1 366 504</b>	<b>346 492</b>	<b>793 048</b>	<b>1 488 964</b>	<b>389 438</b>
<b>2. Ind. Single premium</b>						
(a) Introduced by brokers	29 974	1 647 644	8 090	35 526	2 158 368	11 482
(b) Introduced by agents	34 421	1 702 921	25 486	39 720	2 156 623	103 682
(c) Sub-total	64 395	3 350 565	33 576	75 246	4 314 991	115 164
<b>TOTAL</b>	<b>878 938</b>	<b>4 717 069</b>	<b>380 068</b>	<b>868 294</b>	<b>5 803 955</b>	<b>504 602</b>
<b>B. LAPSES</b>						
1. Lapses within first year	99 333	119 195	0	112 204	146 075	89
2. Others	86 283	106 603	0	89 548	118 674	861
<b>Total lapses</b>	<b>185 616</b>	<b>225 798</b>	<b>0</b>	<b>201 752</b>	<b>264 749</b>	<b>950</b>

FORM C: NEW BUSINESS & LAPSES  
MEDIUM OFFICES

	ADJUSTED FIGURES:			HALF YEAR TO 30 JUNE 1993		
	HALF-YEAR TO 31 DECEMBER 1992			No. of	Gross	Premium
	No. of	Gross	Premium	policies	premiums	escalations
	policies	premiums	escalations		R'000	R'000
		R'000	R'000			
<b>A. NEW BUSINESS</b>						
1. Ind. Recurring Premium						
1.1 Ordinary business						
(a) Introduced by brokers	54 195	142 840	19 550	48 496	82 676	14 659
(b) Introduced by agents	20 040	29 488	9 038	20 569	31 225	8 718
(c) Sub-total	74 235	172 328	28 588	69 065	113 901	23 377
1.2 Retirement Annuities						
(a) Introduced by brokers	2 218	4 549	545	3 446	7 989	460
(b) Introduced by agents	5 255	3 203	257	5 523	5 849	3 567
(c) Sub-total	7 473	7 752	802	8 969	13 838	4 027
Total Recurring	81 708	180 080	29 389	78 034	127 739	27 404
2. Ind. Single premium						
(a) Introduced by brokers	21 130	319 529	0	16 443	229 715	0
(b) Introduced by agents	866	33 160	0	398	14 583	0
(c) Sub-total	21 996	352 689	0	16 841	244 298	0
<b>TOTAL</b>	103 704	532 769	29 389	94 875	372 037	27 404
<b>B. LAPSES</b>						
1. Lapses within first year	23 017	28 757	0	19 196	33 382	0
2. Others	9 440	10 582	169	17 907	18 842	82
Total lapses	32 457	39 339	169	37 103	52 224	82

FORM C: NEW BUSINESS & LAPSES  
SMALL OFFICES

	ADJUSTED FIGURES:			HALF YEAR TO 30 JUNE 1993		
	HALF-YEAR TO 31 DECEMBER 1992			HALF YEAR TO 30 JUNE 1993		
	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000
<b>A. NEW BUSINESS</b>						
<b>1. Ind. Recurring Premium</b>						
<b>1.1 Ordinary business</b>						
(a) Introduced by brokers	66 153	58 539	6 139	67 260	44 870	5 135
(b) Introduced by agents	85 239	47 843	735	88 348	53 054	1 779
(c) Sub-total	151 392	106 382	6 874	155 608	97 924	6 914
<b>1.2 Retirement Annuities</b>						
(a) Introduced by brokers	171	330	21	76	205	20
(b) Introduced by agents	1 621	1 558	10	3 304	2 449	16
(c) Sub-total	1 792	1 888	31	3 380	2 654	36
<b>Total Recurring</b>	<b>153 184</b>	<b>108 270</b>	<b>6 905</b>	<b>158 988</b>	<b>100 578</b>	<b>6 950</b>
<b>2. Ind. Single premium</b>						
(a) Introduced by brokers	22 490	26 223	0	24 796	20 355	0
(b) Introduced by agents	7 819	3 032	0	15 719	4 750	0
(c) Sub-total	30 309	29 255	0	40 515	25 105	0
<b>TOTAL</b>	<b>183 493</b>	<b>137 525</b>	<b>6 905</b>	<b>199 503</b>	<b>125 683</b>	<b>6 950</b>
<b>B. LAPSES</b>						
1. Lapses within first year	27 119	15 251	0	67 067	34 754	0
2. Others	48 418	22 120	0	34 539	24 485	0
<b>Total lapses</b>	<b>75 537</b>	<b>37 371</b>	<b>0</b>	<b>101 606</b>	<b>59 239</b>	<b>0</b>

FORM D: GROUP NEW BUSINESS  
 ALL OFFICES  
 ADJUSTED FIGURES:  
 HALF-YEAR TO 31 DECEMBER 1992

PRODUCT -----	FIRST TIME REGISTRATIONS (A)			TRANSFERRED BUSINESS (B)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	4	5	6	7	8	9
1. PENSION	613	23838	80310	128	11790	47674	425	46846	120047
2. PROVIDENT	1239	63799	49375	72	5051	15397	223	17758	7364
3. FREE STANDING GROUP LIFE & DISABILITY	423	42708	1142	31	3894	0	189	31107	300
4. FREE STANDING PHI	192	15648	108	73	85025	709916	61	1863	0
5. INVESTMENT ONLY	161	67540	484063	138	119257	1032911	125	139515	890373
<b>TOTAL</b>	<b>2 628</b>	<b>213 533</b>	<b>614 998</b>	<b>442</b>	<b>225 017</b>	<b>1 805 898</b>	<b>1 023</b>	<b>237 089</b>	<b>1 018 084</b>

HALF-YEAR TO 30 JUNE 1993

PRODUCT -----	FIRST TIME REGISTRATIONS (A)			TRANSFERRED BUSINESS (B)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	4	5	6	7	8	9
1. PENSION	770	41947	86417	272	23101	170984	547	102534	354336
2. PROVIDENT	997	98414	587906	162	6592	31023	317	29888	36115
3. FREE STANDING GROUP LIFE & DISABILITY	356	44338	423	69	5293	0	178	21155	0
4. FREE STANDING PHI	163	11378	0	48	5069	0	55	6483	63
5. INVESTMENT ONLY	160	49455	592492	122	32313	536714	113	29071	629640
<b>TOTAL</b>	<b>2 446</b>	<b>245 532</b>	<b>1 267 238</b>	<b>673</b>	<b>72 368</b>	<b>738 721</b>	<b>1 210</b>	<b>189 131</b>	<b>1 020 154</b>

FORM D: GROUP NEW BUSINESS  
 LARGE OFFICES  
 ADJUSTED FIGURES HALF-YEAR TO  
 31 DECEMBER 1992

PRODUCT	FIRST TIME REGISTRATIONS (A)			TRANSFERRED BUSINESS (B)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	4	5	6	7	8	9
1. PENSION	554	21 088	79 788	112	10 163	44 481	393	45 243	120 047
2. PROVIDENT	1 149	58 797	27 889	66	3 937	14 557	206	17 267	7 364
3. FREE STANDING GROUP LIFE & DISABILITY	310	37 531	4	0	1 345	0	146	24 173	300
4. FREE STANDING PHI	103	11 643	0	58	83 717	709 916	27	1 252	0
5. INVESTMENT ONLY	127	61 328	470 555	111	103 758	961 650	123	138 665	888 402
<b>TOTAL</b>	<b>2 251</b>	<b>190 387</b>	<b>578 236</b>	<b>355</b>	<b>202 920</b>	<b>1 730 604</b>	<b>895</b>	<b>226 600</b>	<b>1 016 113</b>

HALF-YEAR TO 30 JUNE 1993

PRODUCT	FIRST TIME REGISTRATIONS (A)			TRANSFERRED BUSINESS (B)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	4	5	6	7	8	9
1. PENSION	712	38 505	76 109	253	20 887	162 628	504	97 859	347 761
2. PROVIDENT	900	92 820	587 889	136	5 331	29 560	212	24 872	34 945
3. FREE STANDING GROUP LIFE & DISABILITY	209	40 660	423	35	3 518	0	132	16 665	0
4. FREE STANDING PHI	93	9 687	0	6	215	0	24	5 829	63
5. INVESTMENT ONLY	122	45 924	579 246	96	25 157	391 696	99	26 308	538 106
<b>TOTAL</b>	<b>2 036</b>	<b>227 596</b>	<b>1 243 667</b>	<b>526</b>	<b>55 108</b>	<b>583 884</b>	<b>971</b>	<b>171 533</b>	<b>920 875</b>

FORM D: GROUP NEW BUSINESS  
MEDIUM OFFICES  
ADJUSTED FIGURES HALF-YEAR TO  
31 DECEMBER 1992

PRODUCT -----	FIRST TIME REGISTRATIONS (A)			TRANSFERRED BUSINESS (B)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	4	5	6	7	8	9
1. PENSION	59	2 750	522	14	1 513	3 193	30	736	0
2. PROVIDENT	90	5 002	21 486	3	897	840	17	491	0
3. FREE STANDING GROUP LIFE & DISABILITY	105	5 177	1 138	21	2 456	0	43	6 934	0
4. FREE STANDING PHI	89	4 005	108	15	1 308	0	34	611	0
5. INVESTMENT ONLY	34	6 212	13 508	26	15 343	71 261	2	850	1 971
<b>TOTAL</b>	<b>377</b>	<b>23 146</b>	<b>36 762</b>	<b>79</b>	<b>21 517</b>	<b>75 294</b>	<b>126</b>	<b>9 622</b>	<b>1 971</b>

HALF-YEAR TO 30 JUNE 1993

PRODUCT -----	FIRST TIME REGISTRATIONS (A)			TRANSFERRED BUSINESS (B)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	4	5	6	7	8	9
1. PENSION	58	3 442	10 308	19	2 214	8 356	41	3 515	6 575
2. PROVIDENT	96	4 985	17	22	1 084	1 463	105	5 016	1 170
3. FREE STANDING GROUP LIFE & DISABILITY	97	3 671	0	34	1 775	0	46	4 441	0
4. FREE STANDING PHI	70	1 691	0	34	3 043	0	31	654	0
5. INVESTMENT ONLY	38	3 531	13 246	26	7 156	145 018	14	2 763	91 534
<b>TOTAL</b>	<b>359</b>	<b>17 320</b>	<b>23 571</b>	<b>135</b>	<b>15 272</b>	<b>154 837</b>	<b>237</b>	<b>16 309</b>	<b>99 279</b>

FORM D: GROUP NEW BUSINESS  
 SMALL OFFICES  
 ADJUSTED FIGURES HALF-YEAR TO  
 31 DECEMBER 1992

PRODUCT -----	FIRST TIME REGISTRATIONS (A)			TRANSFERRED BUSINESS (B)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	4	5	6	7	8	9
1. PENSION	0	0	0	2	114	0	2	867	0
2. PROVIDENT	0	0	0	3	217	0	0	0	0
3. FREE STANDING GROUP LIFE & DISABILITY	0	0	0	2	93	0	0	0	0
4. FREE STANDING PHI	0	0	0	0	0	0	0	0	0
5. INVESTMENT ONLY	0	0	0	1	156	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8</b>	<b>580</b>	<b>0</b>	<b>2</b>	<b>867</b>	<b>0</b>

HALF-YEAR TO 30 JUNE 1993

PRODUCT -----	FIRST TIME REGISTRATIONS (A)			TRANSFERRED BUSINESS (B)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	4	5	6	7	8	9
. PENSION	0	0	0	0	0	0	2	1160	0
. PROVIDENT	1	609	0	4	177	0	0	0	0
. FREE STANDING GROUP LIFE & DISABILITY	50	7	0	0	0	0	0	49	0
. FREE STANDING PHI	0	0	0	8	1811	0	0	0	0
. INVESTMENT ONLY	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>51</b>	<b>616</b>	<b>0</b>	<b>12</b>	<b>1 988</b>	<b>0</b>	<b>2</b>	<b>1 209</b>	<b>0</b>

Herewith the history file of data that was re-aggregated according to the new categorisation. For obvious reasons, only the new categories "ten largest" and "medium and small" are reproduced. The reinsurers were not affected.



## FORM A: REVENUE ACCOUNT

TEN LARGEST TEN LARGEST TEN LARGEST TEN LARGEST TEN LARGEST

## LARGE OFFICES

Adjusted figures:

INCOME	Note	half-year to	half-year to	half-year to	half-year to	half-year to
		June 1993	December 1992	June 1992	December 1991	June 1991
		R'000	R'000	R'000	R'000	R'000
<b>1. INDIVIDUAL</b>						
1.1 Single premiums	(i)	4 659 886	3 897 666	3 350 106	2 508 354	2 543 021
1.2 Recurring RA's		1 144 796	1 109 601	1 018 961	947 991	937 780
1.3 Recurring other		5 742 256	5 489 145	4 846 073	4 680 274	4 044 323
<b>Total Individual premiums</b>		<b>11 546 938</b>	<b>10 496 412</b>	<b>9 215 140</b>	<b>8 136 619</b>	<b>7 525 124</b>
<b>2. GROUP SCHEMES AND PENSION FUNDS (ii)</b>						
2.1 Lump sums					2 463 343	896 862
2.1.1 Investment only		1 504 878	1 985 245	995 205		
2.1.2 Other		743 535	796 444	626 968		
2.2 Other premium income					3 398 550	2 886 551
2.2.1 Investment only		1 281 023	1 239 386	981 299		
2.2.2 Other		2 710 581	2 708 705	2 568 809		
<b>Total group premiums</b>		<b>6 240 017</b>	<b>6 729 780</b>	<b>5 172 281</b>	<b>5 861 893</b>	<b>3 783 413</b>
3. INVESTMENT INCOME	(iii)	6 075 442	6 580 995	6 599 392	6 562 546	5 659 860
<b>TOTAL INCOME</b>		<b>24 662 397</b>	<b>23 807 187</b>	<b>20 986 813</b>	<b>20 561 058</b>	<b>16 968 397</b>
<b>OUTGO</b>						
<b>4. BENEFITS</b>						
4.1 Death and disability	(iv)	1 950 518	1 927 930	1 779 547	1 657 920	1 378 465
4.2 Maturity claims	(iv)	2 342 192	1 779 968	2 039 867	1 129 549	1 243 118
4.3 Annuity payments	(iv)	3 010 347	2 676 548	2 446 628	2 120 549	1 900 275
4.4 Group member withdrawals	(v)	968 103	845 120	721 462	578 164	567 218
4.5 Group scheme surrenders	(vi)	2 257 864	2 594 130	2 244 052	1 653 101	1 203 878
4.6 Individual surrenders	(vii)	1 383 980	1 229 446	1 142 423	816 967	831 835
<b>Total benefits</b>		<b>11 913 004</b>	<b>11 053 142</b>	<b>10 373 979</b>	<b>7 956 250</b>	<b>7 124 789</b>
<b>5. EXPENSES</b>						
5.1 Sales Remuneration						
5.1.1 Individual business	(viii)	1 264 139	1 209 993	1 054 289	966 021	910 506
5.1.2 Group business	(ix)	62 376	63 101	60 745	91 823	54 198
<b>Total Commission</b>		<b>1 326 515</b>	<b>1 273 094</b>	<b>1 115 034</b>	<b>1 057 844</b>	<b>964 704</b>
5.2 Admin. expenses		1 403 684	1 377 796	1 283 329	1 210 376	1 089 397
<b>Total expenses</b>		<b>2 730 199</b>	<b>2 650 890</b>	<b>2 398 363</b>	<b>2 268 220</b>	<b>2 054 101</b>
<b>6. TAXATION</b>						
6.1 Income tax	(x)	281 507	281 082	233 699	281 652	288 544
6.2 Regional services levy	(xi)	19 309	15 725	13 383	19 351	10 091
6.3 Stamp duty - policy contracts	(xii)	34 924	33 264	29 966		
6.4 Input VAT paid	(xiii)	60 810	44 804	42 914		
6.5 Financial Services Board Levy	(xiv)	4 091	2 006	3 763		
6.6 Levy on fin. services (S.64A)	(xv)	36 930	30 914	39 786		
<b>Total Taxation</b>		<b>437 571</b>	<b>407 795</b>	<b>363 511</b>		

## FORM A: REVENUE ACCOUNT

## LARGE OFFICES

INCOME	Note	MEDIUM AND SMALL	MEDIUM AND SMALL	MEDIUM AND SMALL	MEDIUM AND SMALL	MEDIUM AND SMALL
		half-year to June 1993	Adjusted figures: half-year to December 1992	half-year to June 1992	half-year to December 1991	half-year to June 1991
		R'000	R'000	R'000	R'000	R'000
<b>1. INDIVIDUAL</b>						
1.1 Single premiums	(i)	116 396	97 724	94 264	90 948	72 386
1.2 Recurring RA's		20 075	12 667	12 866	12 306	8 742
1.3 Recurring other		364 658	381 924	319 528	294 918	249 102
<b>Total Individual premiums</b>		<b>501 032</b>	<b>492 315</b>	<b>426 658</b>	<b>398 171</b>	<b>330 230</b>
<b>2. GROUP SCHEMES AND PENSION FUNDS (ii)</b>						
2.1 Lump sums					4 322	627
2.1.1 Investment only		3 845	18 981	17 329		
2.1.2 Other		2 021	528	1 415		
2.2 Other premium income					50 324	46 993
2.2.1 Investment only		12 852	13 280	8 064		
2.2.2 Other		30 712	27 881	19 739		
<b>Total group premiums</b>		<b>49 430</b>	<b>60 670</b>	<b>46 547</b>	<b>54 646</b>	<b>47 620</b>
3. INVESTMENT INCOME	(iii)	165 506	141 916	131 545	160 393	103 273
<b>TOTAL INCOME</b>		<b>628 923</b>	<b>694 901</b>	<b>604 750</b>	<b>613 210</b>	<b>481 123</b>
<b>OUTGO</b>						
<b>4. BENEFITS</b>						
4.1 Death and disability	(iv)	84 879	97 317	80 709	101 822	66 462
4.2 Maturity claims	(iv)	30 813	30 788	19 033	15 995	14 038
4.3 Annuity payments	(iv)	21 047	27 443	22 291	26 259	10 348
4.4 Group member withdrawals	(v)	21 549	7 597	9 235	6 938	4 017
4.5 Group scheme surrenders	(vi)	4 725	13 645	10 268	4 110	7 165
4.6 Individual surrenders	(vii)	39 901	33 846	29 677	19 076	13 645
<b>Total benefits</b>		<b>169 263</b>	<b>210 636</b>	<b>171 213</b>	<b>174 200</b>	<b>115 675</b>
<b>5. EXPENSES</b>						
5.1 Sales Remuneration						
5.1.1 Individual business	(viii)	102 878	99 727	83 876	102 813	82 555
5.1.2 Group business	(ix)	14 024	8 250	2 168	9 691	2 465
<b>Total Commission</b>		<b>112 245</b>	<b>107 977</b>	<b>86 044</b>	<b>112 504</b>	<b>85 020</b>
5.2 Admin. expenses		112 790	116 437	132 338	108 769	80 960
<b>Total expenses</b>		<b>220 312</b>	<b>224 414</b>	<b>218 382</b>	<b>221 273</b>	<b>165 980</b>
<b>6. TAXATION</b>						
6.1 Income tax	(x)	6 698	8 544	12 256	10 313	10 146
6.2 Regional services levy	(xi)	517	459	362	581	215
6.3 Stamp duty - policy contracts	(xii)	3 091	2 979	2 469		
6.4 Input VAT paid	(xiii)	2 089	2 382	1 662		
6.5 Financial Services Board Levy	(xiv)	192	241	443		
6.6 Levy on fin. services (S.64A)	(xv)	636	705	307		
<b>Total Taxation</b>		<b>12 946</b>	<b>15 310</b>	<b>17 498</b>		

## FORM B: ASSETS

	TEN LARGEST Figures as at 30 June 1993	TEN LARGEST Adjusted Figures as at 31 Dec. 1992	TEN LARGEST Adjusted Figures as at 30 June '92	TEN LARGEST Adjusted figures as at 31 Dec '91	TEN LARGEST Adjusted figures as at 30 June '91
	R'000	R'000	R'000	R'000	R'000
(a) Coins, notes & deposits	13 107 072	14 275 044	11 166 828	12 652 389	12 691 842
(b) Government stock	33 103 970	28 427 535	26 348 837	21 436 463	17 965 083
(c) Local authority stock & loans	3 999 565	3 848 351	3 802 005	3 581 292	3 765 729
(d) Public corporation stock	8 385 570	6 864 452	6 013 863	6 222 214	6 109 881
(e) University loans	570 236	557 295	540 467	534 404	539 932
(f) Other part 1 assets	1 683 232	1 446 467	591 353	640 060	642 303
<b>Total part 1 assets</b>	<b>60 849 645</b>	<b>55 419 144</b>	<b>48 463 353</b>	<b>45 066 822</b>	<b>41 714 770</b>
(g) Shares in and advances to wholly-owned subsidiary investment companies	29 372 947	25 539 007	14 860 796	16 722 865	13 804 950
(h) Ordinary shares	89 758 609	78 058 456	77 195 214	70 246 312	63 719 814
(i) Units in unit trusts	1 693 519	1 579 030	1 434 293	1 443 602	1 476 256
<b>Total shares</b>	<b>120 825 075</b>	<b>105 176 493</b>	<b>93 490 303</b>	<b>88 412 779</b>	<b>79 001 020</b>
(j) Shares in & advances to directly & indirectly controlled subsidiary property investment companies	7 784 528	7 550 102	4 625 242	4 935 736	4 544 173
(k) Fixed property	16 932 884	15 908 504	13 732 184	12 470 536	10 744 932
(l) Units in property trusts	2 384 994	2 518 046	2 442 501	2 519 024	2 362 547
<b>Total property</b>	<b>27 102 406</b>	<b>25 976 652</b>	<b>20 799 927</b>	<b>19 925 296</b>	<b>17 651 652</b>
(m) Fixed interest securities	6 955 031	4 929 392	3 051 481	2 392 413	1 888 749
(n) Mortgage loans	995 385	586 114	581 468	586 045	580 532
(o) Loans against policies	2 321 341	2 151 515	1 894 376	1 597 894	1 373 450
(p) Other loans	3 109 326	2 556 279	3 145 447	2 265 844	1 621 839
(q) Other assets	7 965 148	6 900 711	7 708 877	7 699 734	6 091 692
<b>Miscellaneous assets</b>	<b>21 346 231</b>	<b>17 124 011</b>	<b>16 381 649</b>	<b>14 541 930</b>	<b>11 556 262</b>
<b>TOTAL ASSETS</b>	<b>230 123 357</b>	<b>203 696 300</b>	<b>179 135 232</b>	<b>167 946 827</b>	<b>149 923 704</b>

## FORM B: ASSETS

	MEDIUM AND SMALL	MEDIUM AND SMALL	MEDIUM AND SMALL	MEDIUM AND SMALL	MEDIUM AND SMALL
	Figures as at 30 June 1993	Adjusted Figures as at 31 Dec. 1992	Adjusted Figures as at 30 June '92	Adjusted figures as at 31 Dec '91	Adjusted figures as at 30 June '91
	R'000	R'000	R'000	R'000	R'000
(a) Coins, notes & deposits	515 056	546 720	508 334	377 640	415 601
(b) Government stock	539 526	399 547	373 930	290 005	269 272
(c) Local authority stock & loans	51 004	57 951	36 041	27 605	25 600
(d) Public corporation stock	120 331	150 213	116 246	96 345	96 580
(e) University loans	258	269	317	318	318
(f) Other part 1 assets	38 483	36 470	25 306	33 365	29 089
<b>Total part 1 assets</b>	<b>1 264 657</b>	<b>1 191 171</b>	<b>1 060 173</b>	<b>825 279</b>	<b>836 460</b>
(g) Shares in and advances to wholly-owned subsidiary investment companies	45 799	43 036	40 792	40 652	49 190
(h) Ordinary shares	1 005 483	807 964	809 726	748 464	727 411
(i) Units in unit trusts	185 550	143 633	171 677	61 799	33 971
<b>Total shares</b>	<b>1 236 832</b>	<b>994 633</b>	<b>1 022 195</b>	<b>850 915</b>	<b>810 572</b>
(j) Shares in & advances to directly & indirectly controlled subsidiary property investment companies	86 307	96 016	81 439	84 137	93 903
(k) Fixed property	188 104	185 148	170 949	164 092	153 281
(l) Units in property trusts	46 381	42 888	46 532	57 528	29 343
<b>Total property</b>	<b>320 792</b>	<b>324 052</b>	<b>298 920</b>	<b>305 757</b>	<b>276 527</b>
(m) Fixed interest securities	56 070	65 721	54 275	43 388	37 843
(n) Mortgage loans	58 194	67 915	66 704	52 459	55 046
(o) Loans against policies	112 602	98 699	93 253	72 547	60 889
(p) Other loans	72 002	89 901	69 292	64 973	26 152
(q) Other assets	420 596	473 548	423 573	366 921	313 662
<b>Miscellaneous assets</b>	<b>719 463</b>	<b>795 784</b>	<b>707 097</b>	<b>600 289</b>	<b>493 592</b>
<b>TOTAL ASSETS</b>	<b>3 541 744</b>	<b>3 305 640</b>	<b>3 088 385</b>	<b>2 582 240</b>	<b>2 417 151</b>

NEW BUSINESS AND LAPSES FORM C	TEN LARGEST FIGURES TO JUNE 1993			TEN LARGEST ADJUSTED FIGURES TO DECEMBER 1992			TEN LARGEST ADJUSTED FIGURES TO JUNE 1992		
	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000
<b>A. NEW BUSINESS</b>	<hr/>								
1. Ind. Recurring Premium	<hr/>								
1.1 Ordinary business	<hr/>								
(a) Introduced by brokers	252 271	613 100	127 091	267 917	630 925	122 427	247 332	543 680	93 450
(b) Introduced by agents	479 149	770 340	194 577	507 437	734 069	180 245	470 747	662 758	146 943
(c) Sub-total	731 420	1 383 440	321 668	775 354	1 364 994	302 672	718 079	1 206 438	240 393
1.2 Retirement Annuities	<hr/>								
(a) Introduced by brokers	28 622	71 399	26 388	19 319	46 289	18 366	24 524	58 399	18 694
(b) Introduced by agents	73 275	123 559	63 180	60 817	94 199	50 036	62 765	103 357	51 946
(c) Sub-total	101 897	194 958	89 568	80 136	140 488	68 402	87 289	161 756	70 640
Total Recurring	833 317	1 578 398	411 236	855 490	1 505 482	371 074	805 368	1 368 194	311 033
2. Ind. Single premium	<hr/>								
(a) Introduced by brokers	38 548	2 367 208	11 482	35 082	1 953 811	8 090	30 499	1 675 397	8 997
(b) Introduced by agents	39 995	2 169 302	103 682	35 151	1 732 791	25 486	35 220	1 621 352	20 418
(c) Sub-total	78 543	4 536 510	115 164	70 233	3 686 602	33 576	65 719	3 296 749	29 415
TOTAL	911 860	6 114 908	526 400	925 723	5 192 084	404 650	871 087	4 664 943	340 448
<b>B. LAPSES</b>	<hr/>								
1. Lapses within first year	121 006	170 412	89	106 527	132 673	0	121 887	122 460	8 839
2. Others	95 168	127 244	861	89 599	112 110	0	85 000	104 409	299
Total lapses	216 174	297 656	950	196 126	244 783	0	206 887	226 869	9 138

NEW BUSINESS AND LAPSES FORM C	TEN LARGEST ADJUSTED FIGURES TO DECEMBER 1991			TEN LARGEST ADJUSTED FIGURES TO JUNE 1991		
	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000
<b>A. NEW BUSINESS</b>	<hr/>					
<b>1. Ind. Recurring Premium</b>	<hr/>					
<b>1.1 Ordinary business</b>						
(a) Introduced by brokers	280 686	511 912	83 579	198 469	447 702	67 324
(b) Introduced by agents	518 330	656 036	178 567	460 038	571 554	114 924
(c) Sub-total	799 016	1 167 948	262 146	658 507	1 019 256	182 248
<b>1.2 Retirement Annuities</b>						
(a) Introduced by brokers	22 440	46 235	16 028	25 490	62 087	15 634
(b) Introduced by agents	68 847	100 158	42 714	72 434	117 548	40 862
(c) Sub-total	91 287	146 393	58 742	97 924	179 635	56 496
<b>Total Recurring</b>	890 303	1 314 341	320 888	756 431	1 198 891	238 744
<b>2. Ind. Single premium</b>	<hr/>					
(a) Introduced by brokers	24 372	1 269 536	13 655	25 122	1 277 974	5 207
(b) Introduced by agents	29 131	1 191 839	21 240	30 128	1 213 757	23 374
(c) Sub-total	53 503	2 461 375	34 895	55 250	2 491 731	28 581
<b>TOTAL</b>	943 806	3 775 716	355 783	811 681	3 690 622	267 325
<b>B. LAPSES</b>	<hr/>					
<b>1. Lapses within first year</b>						
<b>2. Others</b>						
<b>Total lapses</b>	204 160	250 415	331	203 262	239 645	271

NEW BUSINESS AND LAPSES FORM C	MEDIUM AND SMALL FIGURES TO JUNE 1993			MEDIUM AND SMALL ADJUSTED FIGURES TO DECEMBER 1992			MEDIUM AND SMALL ADJUSTED FIGURES TO JUNE 1992		
	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000
<b>A. NEW BUSINESS</b>	<hr/>								
1. Ind. Recurring Premium	<hr/>								
1.1 Ordinary business	<hr/>								
(a) Introduced by brokers	91 783	72 137	9 530	90 709	88 571	9 804	94 101	70 151	7 403
(b) Introduced by agents	95 675	59 672	2 692	95 867	56 263	1 612	66 761	47 546	1 782
(c) Sub-total	187 458	131 809	12 222	186 576	144 834	11 416	160 862	117 697	9 185
1.2 Retirement Annuities	<hr/>								
(a) Introduced by brokers	1 544	2 270	246	1 116	1 509	183	1 455	2 070	261
(b) Introduced by agents	7 751	4 804	88	6 253	3 029	114	4 228	3 112	72
(c) Sub-total	9 295	7 074	334	7 369	4 538	297	5 683	5 182	333
Total Recurring	196 753	138 883	12 556	193 945	149 372	11 712	166 545	122 879	9 518
2. Ind. Single premium	<hr/>								
(a) Introduced by brokers	38 217	41 230	0	38 512	39 585	0	33 825	34 894	0
(b) Introduced by agents	15 842	6 654	0	7 955	6 322	0	151	3 945	0
(c) Sub-total	54 059	47 884	0	46 467	45 907	0	33 976	38 839	0
TOTAL	250 812	186 767	12 556	240 412	195 279	11 712	200 521	161 718	9 518
<b>B. LAPSES</b>	<hr/>								
1. Lapses within first year	77 461	43 799	0	42 942	30 531	0	27 705	22 749	0
2. Others	46 826	34 757	82	54 542	27 194	169	57 364	33 502	145
Total lapses	124 287	78 556	82	97 484	57 725	169	85 069	56 251	145

NEW BUSINESS AND LAPSES  
FORM C

MEDIUM AND SMALL  
ADJUSTED FIGURES TO  
DECEMBER 1991

MEDIUM AND SMALL  
ADJUSTED FIGURES TO  
JUNE 1991

	No. of policies	Gross premiums R'000	Premium escalations R'000	No. of policies	Gross premiums R'000	Premium escalations R'000
<b>A. NEW BUSINESS</b>						
<b>1. Ind. Recurring Premium</b>						
<b>1.1 Ordinary business</b>						
(a) Introduced by brokers	116 306	82 566	4 624	102 643	84 793	5 267
(b) Introduced by agents	72 802	41 793	1 028	77 032	44 305	2 805
(c) Sub-total	189 108	124 359	5 652	179 675	129 098	8 072
<b>1.2 Retirement Annuities</b>						
(a) Introduced by brokers	1 006	1 139	135	1 310	1 809	153
(b) Introduced by agents	4 051	1 723	88	1 954	731	71
(c) Sub-total	5 057	2 862	223	3 264	2 540	224
Total Recurring	194 165	127 221	5 875	182 939	131 638	8 296
<b>2. Ind. Single premium</b>						
(a) Introduced by brokers	29 131	54 206	0	28 510	41 849	0
(b) Introduced by agents	170	4 213	0	177	3 879	0
(c) Sub-total	29 301	58 419	0	28 510	41 849	0
<b>TOTAL</b>	<b>223 466</b>	<b>185 640</b>	<b>5 875</b>	<b>211 449</b>	<b>173 487</b>	<b>8 296</b>
<b>B. LAPSES</b>						
<b>1. Lapses within first year</b>						
<b>2. Others</b>						
Total lapses	170	4 213	0	177	3 879	0



FORM D: GROUP NEW BUSINESS PRODUCT -----	TEN LARGEST HALF-YEAR TO JUNE 1993 FIRST TIME REGISTRATIONS (A)			TEN LARGEST ADJUSTED FIGURES TO DECEMBER 1992 FIRST TIME REGISTRATIONS (A)			TEN LARGEST ADJUSTED FIGURES TO JUNE 1992 FIRST TIME REGISTRATIONS (A)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	1	2	3	1	2	3
1. PENSION	768	41 914	86 417	610	23 707	80 310	568	27 788	36 240
2. PROVIDENT	986	97 543	587 906	1 233	63 691	49 375	865	62 904	12 125
3. FREE STANDING GROUP LIFE & DISABILITY	265	43 985	423	384	41 444	1 142	338	49 674	0
4. FREE STANDING PHI	151	11 200	0	172	15 575	108	190	11 479	0
5. INVESTMENT ONLY	132	49 337	589 847	147	67 540	470 555	146	61 713	400 983
<b>TOTAL</b>	<b>2 302</b>	<b>243 979</b>	<b>1 264 593</b>	<b>2 546</b>	<b>211 957</b>	<b>601 490</b>	<b>2 107</b>	<b>213 558</b>	<b>449 348</b>

FORM D: GROUP NEW BUSINESS PRODUCT -----	TEN LARGEST ADJUSTED FIGURES TO DECEMBER 1991 FIRST TIME REGISTRATIONS (A)			TEN LARGEST ADJUSTED FIGURES TO JUNE 1991 FIRST TIME REGISTRATIONS (A)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	1	2	3	1	2	3
1. PENSION	1 016	35 836	34 451	448	26 050	25 359
2. PROVIDENT	7 940	50 034	25 134	846	69 479	88 494
3. FREE STANDING GROUP LIFE & DISABILITY	389	35 738	37 974	335	19 116	3
4. FREE STANDING PHI	200	8 384	1 803	171	3 894	0
5. INVESTMENT ONLY	210	38 697	490 491	86	40 973	46 512
<b>TOTAL</b>	<b>9 755</b>	<b>168 689</b>	<b>589 853</b>	<b>1 886</b>	<b>159 512</b>	<b>160 368</b>

FORM D: GROUP NEW BUSINESS PRODUCT	TEN LARGEST HALF-YEAR TO JUNE 1993 TRANSFERRED BUSINESS (B)			TEN LARGEST ADJUSTED FIGURES TO DECEMBER 1992 TRANSFERRED BUSINESS (B)			TEN LARGEST ADJUSTED FIGURES TO JUNE 1992 TRANSFERRED BUSINESS (B)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	4	5	6	4	5	6	4	5	6
1. PENSION	271	22 941	170 984	124	11 613	47 674	139	195 270	105 931
2. PROVIDENT	157	6 392	31 023	69	4 834	15 397	71	5 580	19 613
3. FREE STANDING GROUP LIFE & DISABILITY	56	4 128	0	20	3 523	0	37	19 543	0
4. FREE STANDING PHI	26	2 725	0	69	84 892	709 916	14	1 106	0
5. INVESTMENT ONLY	120	32 143	533 214	137	119 101	1 032 911	81	40 295	406 893
<b>TOTAL</b>	<b>630</b>	<b>68 329</b>	<b>735 221</b>	<b>419</b>	<b>223 963</b>	<b>1 805 898</b>	<b>342</b>	<b>261 794</b>	<b>532 437</b>

FORM D: GROUP NEW BUSINESS PRODUCT	TEN LARGEST ADJUSTED FIGURES TO DECEMBER 1991 TRANSFERRED BUSINESS (B)			TEN LARGEST ADJUSTED FIGURES TO JUNE 1991 TRANSFERRED BUSINESS (B)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	4	5	6	4	5	6
1. PENSION	76	29 541	66 664	76	11 490	28 850
2. PROVIDENT	66	10 037	28 289	53	14 283	34 894
3. FREE STANDING GROUP LIFE & DISABILITY	49	5 666	0	27	6 940	0
4. FREE STANDING PHI	17	1 789	0	7	298	0
5. INVESTMENT ONLY	48	418 450	1 182 906	53	13 008	95 165
<b>TOTAL</b>	<b>256</b>	<b>465 483</b>	<b>1 277 859</b>	<b>216</b>	<b>46 019</b>	<b>158 909</b>

FORM D: GROUP NEW BUSINESS PRODUCT	TEN LARGEST HALF-YEAR TO JUNE 1993			TEN LARGEST ADJUSTED FIGURES TO DECEMBER 1992			TEN LARGEST ADJUSTED FIGURES TO JUNE 1992		
	IMPROVEMENT TO EXISTING BUSINESS (C)			IMPROVEMENT TO EXISTING BUSINESS (C)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	7	8	9	7	8	9	7	8	9
1. PENSION	543	101 184	354 336	421	45 914	120 047	453	27 217	92 370
2. PROVIDENT	314	29 796	36 115	221	17 684	7 364	176	12 275	88 525
3. FREE STANDING GROUP LIFE & DISABILITY	158	18 244	0	169	25 407	300	134	15 816	448
4. FREE STANDING PHI	49	6 460	63	57	1 827	0	35	1 101	8
5. INVESTMENT ONLY	113	29 071	629 640	125	139 515	890 373	95	43 743	199 432
<b>TOTAL</b>	<b>1 177</b>	<b>184 755</b>	<b>1 020 154</b>	<b>993</b>	<b>230 347</b>	<b>1 018 084</b>	<b>893</b>	<b>100 152</b>	<b>380 783</b>

FORM D: GROUP NEW BUSINESS PRODUCT	TEN LARGEST ADJUSTED FIGURES TO DECEMBER 1991			TEN LARGEST ADJUSTED FIGURES TO JUNE 1991		
	IMPROVEMENT TO EXISTING BUSINESS (C)			IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	7	8	9	7	8	9
1. PENSION	422	36 739	51 150	545	37 555	166 370
2. PROVIDENT	159	5 883	4 460	148	4 605	4 008
3. FREE STANDING GROUP LIFE & DISABILITY	190	23 678	0	162	15 330	246
4. FREE STANDING PHI	84	3 614	4 964	33	1 296	0
5. INVESTMENT ONLY	82	37 186	342 073	79	32 828	213 347
<b>TOTAL</b>	<b>937</b>	<b>107 100</b>	<b>402 647</b>	<b>987</b>	<b>91 614</b>	<b>383 971</b>

FORM D: GROUP NEW BUSINESS	MEDIUM AND SMALL HALF-YEAR TO JUNE 1993			MEDIUM AND SMALL ADJUSTED FIGURES TO DECEMBER 1992			MEDIUM AND SMALL ADJUSTED FIGURES TO JUNE 1992		
	FIRST TIME REGISTRATIONS (A)			FIRST TIME REGISTRATIONS (A)			FIRST TIME REGISTRATIONS (A)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
PRODUCT	1	2	3	1	2	3	1	2	3
1. PENSION	2	33	0	3	131	0	2	33	0
2. PROVIDENT	11	871	0	6	108	0	8	221	0
3. FREE STANDING GROUP LIFE & DISABILITY	69	353	0	39	1 264	0	20	610	0
4. FREE STANDING PHI	12	178	0	20	73	0	11	177	0
5. INVESTMENT ONLY	28	118	2 645	14	0	13 508	10	183	0
<b>TOTAL</b>	<b>122</b>	<b>1 553</b>	<b>2 645</b>	<b>82</b>	<b>1 576</b>	<b>13 508</b>	<b>51</b>	<b>1 224</b>	<b>0</b>

FORM D: GROUP NEW BUSINESS	MEDIUM AND SMALL ADJUSTED FIGURES TO DECEMBER 1991			MEDIUM AND SMALL ADJUSTED FIGURES TO JUNE 1991		
	FIRST TIME REGISTRATIONS (A)			FIRST TIME REGISTRATIONS (A)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
PRODUCT	1	2	3	1	2	3
1. PENSION	7	163	0	9	467	0
2. PROVIDENT	41	591	0	65	1 346	0
3. FREE STANDING GROUP LIFE & DISABILITY	57	1 845	0	82	1 874	0
4. FREE STANDING PHI	32	270	0	33	238	0
5. INVESTMENT ONLY	7	180	0	18	159	0
<b>TOTAL</b>	<b>144</b>	<b>3 049</b>	<b>0</b>	<b>207</b>	<b>4 084</b>	<b>0</b>

FORM D: GROUP NEW BUSINESS	MEDIUM AND SMALL HALF-YEAR TO JUNE 1993			MEDIUM AND SMALL ADJUSTED FIGURES TO DECEMBER 1992			MEDIUM AND SMALL ADJUSTED FIGURES TO JUNE 1992		
	TRANSFERRED BUSINESS (B)			TRANSFERRED BUSINESS (B)			TRANSFERRED BUSINESS (B)		
	PRODUCT	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000
	4	5	6	4	5	6	4	5	6
1. PENSION	1	160	0	4	177	0	1	41	0
2. PROVIDENT	5	200	0	3	217	0	1	23	0
3. FREE STANDING GROUP LIFE & DISABILITY	13	1 165	0	11	371	0	8	1 545	0
4. FREE STANDING PHI	22	2 344	0	4	133	0	3	59	0
5. INVESTMENT ONLY	2	170	3 500	1	156	0	2	170	3 500
<b>TOTAL</b>	<b>43</b>	<b>4 039</b>	<b>3 500</b>	<b>23</b>	<b>1 054</b>	<b>0</b>	<b>15</b>	<b>1 838</b>	<b>3 500</b>

FORM D: GROUP NEW BUSINESS	MEDIUM AND SMALL ADJUSTED FIGURES TO DECEMBER 1991			MEDIUM AND SMALL ADJUSTED FIGURES TO JUNE 1991		
	TRANSFERRED BUSINESS (B)			TRANSFERRED BUSINESS (B)		
	PRODUCT	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000
	4	5	6	4	5	6
1. PENSION	0	0	0	0	0	0
2. PROVIDENT	0	0	0	0	0	0
3. FREE STANDING GROUP LIFE & DISABILITY	4	2 255	0	0	0	0
4. FREE STANDING PHI	1	44	0	0	0	0
5. INVESTMENT ONLY	0	0	0	0	0	0
<b>TOTAL</b>	<b>5</b>	<b>2 299</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

FORM D: GROUP NEW BUSINESS PRODUCT -----	MEDIUM AND SMALL HALF-YEAR TO JUNE 1993 IMPROVEMENT TO EXISTING BUSINESS (C)			MEDIUM AND SMALL ADJUSTED FIGURES TO DECEMBER 1992 IMPROVEMENT TO EXISTING BUSINESS (C)			MEDIUM AND SMALL ADJUSTED FIGURES TO JUNE 1992 IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	7	8	9	7	8	9	7	8	9
1. PENSION	4	1 350	0	4	932	0	4	1 224	0
2. PROVIDENT	3	92	0	2	74	0	3	92	0
3. FREE STANDING GROUP LIFE & DISABILITY	20	2 911	0	20	5 700	0	20	2 613	0
4. FREE STANDING PHI	6	23	0	4	36	0	5	20	0
5. INVESTMENT ONLY	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>33</b>	<b>4 376</b>	<b>0</b>	<b>30</b>	<b>6 742</b>	<b>0</b>	<b>32</b>	<b>3 949</b>	<b>0</b>

FORM D: GROUP NEW BUSINESS PRODUCT -----	MEDIUM AND SMALL ADJUSTED FIGURES TO DECEMBER 1991 IMPROVEMENT TO EXISTING BUSINESS (C)			MEDIUM AND SMALL ADJUSTED FIGURES TO JUNE 1991 IMPROVEMENT TO EXISTING BUSINESS (C)		
	No. of funds	Annual R'000	Lump sum contr. R'000	No. of funds	Annual R'000	Lump sum contr. R'000
	7	8	9	7	8	9
1. PENSION	2	610	0	2	19	0
2. PROVIDENT	1	24	0	0	0	0
3. FREE STANDING GROUP LIFE & DISABILITY	7	701	0	0	0	0
4. FREE STANDING PHI	7	6	0	0	35	0
5. INVESTMENT ONLY	4	52	0	0	0	0
<b>TOTAL</b>	<b>21</b>	<b>1 393</b>	<b>0</b>	<b>2</b>	<b>54</b>	<b>0</b>