

Our Market Leadership

United States

#1 provider of 401(k) defined contribution plans

US\$1 million average face value of new life insurance sales, the **highest in the industry**

2.3% market share of new annualized life insurance premiums

#12 variable annuity provider (based on sales); 3.3% market share

Canada

#1 provider of life and health insurance to alumni associations

#2 in individual life insurance market (based on new annualized premiums)

#2 in individual annuity market (based on total premiums)

#2 in individual segregated fund assets

#3 in individual segregated fund based annuity sales

#3 in group life and health insurance (based on new annualized premiums and premium equivalents)

Reinsurance

#1 life retrocessionaire in North America (based on new and inforce business)

A leading provider of financial reinsurance

Investments

Canada's **largest** commercial mortgage lender

One of **Canada's largest managers** of investment grade corporate bonds

One of the largest Canadian direct owners and managers of real estate, ranked by assets and square footage

Asia

Hong Kong

#2 in life insurance market (based on new annualized premiums); **9% market share**

#2 in defined contribution pension plans for small and medium-sized businesses; 13% of all participants in group pensions

#3 in group life and health plans for small and medium-sized organizations (based on gross earned premiums); **12% market share**

Japan

2.4% market share of term life market and 1.8% market share of medical products market (based on case count)

China

#5 in life insurance market (based on total individual premiums) in Shanghai; **3% market share**

Indonesia

#1 provider of pensions and pension administration services (based on total assets)

#2 asset manager (based on total assets under management)

#5 in group life and health insurance market (based on total life premium); **6% market share**

Philippines

#4 in individual life insurance premiums (based on direct premiums); **6% market share**

Vietnam

#3 in life insurance market (based on total premium); **10% market share**

Singapore

2% market share in individual life market, based on weighted annualized and single premiums

Taiwan

Niche player with **strong product-innovation** focus