



## Fulfillment Ratio for Participating Products

The following table shows the fulfillment ratios for each of the participating product series. The product series shown are those which have new policies issued in the previous 5 calendar years prior to the reporting year. The fulfillment ratios are intended as a reference only. Please be alerted that the historical dividends / bonuses (if applicable) are not an indicator of future dividends / bonuses declaration of the participating products.

### Calculation of Fulfillment Ratio

#### Fulfillment ratio for annual dividends

The fulfillment ratio for annual dividends is calculated as the ratio of aggregate actual accumulated annual dividends, and actual interests accumulated on dividend and guaranteed payment against the illustrated amounts at the point of sale for all relevant inforce policies in the reporting year. It is assumed that all premiums are paid in full when due, no cash withdrawal or policy loans are taken throughout the term of the policy and policyholders opt to leave all declared dividends and guaranteed payments with the Company for interest accumulation based on the relevant actual interest rates.

#### Fulfillment ratio for special dividends

The fulfillment ratio for special dividends, including but not limited to maturity dividends which are payable upon maturity of the policy, is calculated as the ratio of aggregate payout of special dividends against the illustrated amounts at the point of sale for all relevant policies which were actually terminated in the reporting year. It is assumed that all premiums are paid in full when due, no cash withdrawal or policy loans are taken throughout the term of the policy. Special dividends can change from year to year or more frequently.

## Policies with Annual Dividends

Product Series	Product Type	Fulfillment Ratios for Annual Dividends for Reporting Year 2021										
		Policy Year 1 (Policies Effective in 2020)	Policy Year 2 (Policies Effective in 2019)	Policy Year 3 (Policies Effective in 2018)	Policy Year 4 (Policies Effective in 2017)	Policy Year 5 (Policies Effective in 2016)	Policy Year 6 (Policies Effective in 2015)	Policy Year 7 (Policies Effective in 2014)	Policy Year 8 (Policies Effective in 2013)	Policy Year 9 (Policies Effective in 2012)	Policy Year 10 (Policies Effective in 2011)	Policy Year 11 (Policies Effective in 2010)
3-Year Quick Savings Insurance Plus	Participating Endowment	N/A	N/A	100%	99%	99%	99%	99%	99%	N/A	N/A	N/A
8-Year Smart Savings Insurance	Participating Endowment	N/A	N/A	100%	N/A	N/A	N/A	N/A	100%	N/A	N/A	N/A
High Income Generator Insurance	Participating Annuity	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MultiReward Whole Life Insurance	Participating Whole Life	100%	100%	100%	100%	100%	97%	97%	99%	96%	N/A	N/A
ProRetire Annuity Insurance	Participating Annuity	N/A	95%	97%	95%	96%	97%	97%	98%	N/A	N/A	N/A
Target Savings Insurance	Participating Endowment	100%	100%	100%	100%	100%	99%	99%	99%	99%	99%	99%
Valuable Savings Insurance	Participating Endowment	100%	100%	N/A	100%	99%	99%	99%	N/A	100%	99%	N/A
Wellcare Critical Illness Insurance	Participating Whole Life	100%	100%	100%	100%	100%	100%	100%	99%	N/A	N/A	N/A

## Policies with Special Dividends

Product Series	Product Type	Fulfillment Ratios for Special Dividends for Reporting Year 2021										
		Policy Year 1 (Policies Effective in 2020)	Policy Year 2 (Policies Effective in 2019)	Policy Year 3 (Policies Effective in 2018)	Policy Year 4 (Policies Effective in 2017)	Policy Year 5 (Policies Effective in 2016)	Policy Year 6 (Policies Effective in 2015)	Policy Year 7 (Policies Effective in 2014)	Policy Year 8 (Policies Effective in 2013)	Policy Year 9 (Policies Effective in 2012)	Policy Year 10 (Policies Effective in 2011)	Policy Year 11 (Policies Effective in 2010)
3-Year Quick Savings Insurance Plus	Participating Endowment	N/A	N/A	N/A	N/A	N/A	N/A	N/A	100%	N/A	N/A	N/A
8-Year Smart Savings Insurance	Participating Endowment	N/A	N/A	N/A	N/A	N/A	N/A	N/A	100%	N/A	N/A	N/A
Lifetime Medical Savings Insurance	Participating Whole Life	N/A	N/A	N/A	N/A	N/A	N/A	100%	N/A	N/A	N/A	100%
Lifetime Protection Insurance	Participating Whole Life	N/A	N/A	N/A	N/A	N/A	100%	N/A	N/A	N/A	N/A	100%
Savings Express Insurance	Participating Endowment	N/A	N/A	N/A	N/A	N/A	N/A	N/A	100%	N/A	N/A	N/A
SmartGain Insurance	Participating Endowment	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Top Scholar Savings Insurance	Participating Endowment	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Notes:

1. As the fulfillment ratios are calculated on aggregate level among all relevant participating policies and assumptions relating to premium payment, dividend/coupon payment options, withdrawal and policy loan etc are made, the fulfillment ratios shown in the table may not represent the situation of each individual participating policy.
2. The figures are calculated based on the data as of relevant reporting year and have been rounded to the nearest percent.
3. The product series shown are those which have new policies issued in the previous 5 calendar years prior to the reporting year. For the avoidance of doubt, products that were launched after the reporting year are excluded.
4. Fulfillment ratio would not be applicable (i.e. shown as "N.A.") for some policy years of some products under the following situations,
  - a. Under the fulfillment ratio for annual dividends,
    - i. there are no relevant inforce policies in the reporting year; or
    - ii. up to the corresponding policy years, no annual dividends has been declared;
  - b. Under the fulfillment ratio for special dividends,
    - i. there are no relevant inforce policies in the reporting year;
    - ii. there are relevant inforce policies but no relevant policies has been terminated in the reporting year; or
    - iii. in the corresponding policy years, no special dividends has been declared