

Date:

05/04/1998

U.S. ORDINARY REINSURANCE ASSUMED MARKET SHARE PERCENTAGES FOR 1996 AND 1997 (AMOUNTS IN \$U.S. MILLIONS)

Canadian Exchange Rate Used: 1996 = .7300 and 1997 = .6966																	
Company	Ordinary Reinsurance Assumed								Percentage Increase	Market Share Percentages							
	1996				1997					1996				1997			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total		Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	19,294	0	1,024	20,318	27,870	0	20	27,890	37.27%	5.51%	0.00%	2.93%	4.42%	5.47%	0.00%	0.05%	4.00%
AUL	14,259	0	35	14,294	25,603	0	12	25,615	79.20%	4.07%	0.00%	0.10%	3.11%	5.02%	0.00%	0.03%	3.68%
BMA	17,399	0	0	17,399	20,132	0	0	20,132	15.71%	4.96%	0.00%	0.00%	3.79%	3.95%	0.00%	0.00%	2.89%
CIGNA Re	1,392	0	121	1,513	1,015	0	271	1,286	-15.00%	0.40%	0.00%	0.35%	0.33%	0.20%	0.00%	0.70%	0.18%
CNA	9,269	0	2,404	11,673	9,473	0	5,716	15,189	30.12%	2.64%	0.00%	6.87%	2.54%	1.86%	0.00%	14.85%	2.18%
Cologne	11,899	475	0	12,374	14,934	8,835	0	23,769	92.09%	3.40%	0.64%	0.00%	2.69%	2.93%	5.96%	0.00%	3.41%
Crown	977	0	0	977	3,584	0	0	3,584	266.94%	0.28%	0.00%	0.00%	0.21%	0.70%	0.00%	0.00%	0.51%
Employers/ERC	10,647	5,642	5,917	22,206	23,757	64,973	126	88,856	300.14%	3.04%	7.61%	16.92%	4.83%	4.66%	43.82%	0.33%	12.76%
Equitable	0	0	6,987	6,987	0	0	9,816	9,816	40.49%	0.00%	0.00%	19.98%	1.52%	0.00%	0.00%	25.50%	1.41%
Gerling Global	11,899	0	281	12,180	13,217	0	276	13,493	10.78%	3.40%	0.00%	0.80%	2.65%	2.59%	0.00%	0.72%	1.94%
Guardian	0	58,380	12	58,392	0	28,628	155	28,783	-50.71%	0.00%	78.73%	0.03%	12.71%	0.00%	19.31%	0.40%	4.13%
Life Re*	29,298	0	0	29,298	51,088	0	0	51,088	74.37%	8.36%	0.00%	0.00%	6.38%	10.02%	0.00%	0.00%	7.34%
Lincoln Re	29,646	0	0	29,646	39,897	0	0	39,897	34.58%	8.46%	0.00%	0.00%	6.45%	7.83%	0.00%	0.00%	5.73%
Manufacturers Life	0	1,875	11,696	13,571	0	5,535	13,104	18,639	37.35%	0.00%	2.53%	33.45%	2.95%	0.00%	3.73%	34.04%	2.68%
Munich American Re	12,037	0	30	12,067	17,937	0	0	17,937	48.65%	3.43%	0.00%	0.09%	2.63%	3.52%	0.00%	0.00%	2.58%
Mutual Group	0	0	1,131	1,131	0	0	2,462	2,462	117.68%	0.00%	0.00%	3.23%	0.25%	0.00%	0.00%	6.40%	0.35%
Optimum Re (CAN)	0	0	9	9	0	0	1	1	-88.89%	0.00%	0.00%	0.03%	0.00%	0.00%	0.00%	0.00%	0.00%
Optimum Re (US)	1,029	0	0	1,029	1,439	851	0	2,290	122.55%	0.29%	0.00%	0.00%	0.22%	0.28%	0.57%	0.00%	0.33%
Phoenix Home Life	21,523	259	446	22,228	34,347	216	650	35,213	58.42%	6.14%	0.35%	1.28%	4.84%	6.74%	0.15%	1.69%	5.06%
Reassurance Co. of Hannover	1,432	0	0	1,432	2,333	1,317	0	3,650	154.89%	0.41%	0.00%	0.00%	0.31%	0.46%	0.89%	0.00%	0.52%
RGA	28,259	2,742	169	31,170	41,527	25,167	208	66,902	114.64%	8.06%	3.70%	0.48%	6.78%	8.15%	16.97%	0.54%	9.61%
Security Life	40,260	0	246	40,506	62,202	5,345	63	67,610	66.91%	11.49%	0.00%	0.70%	8.81%	12.20%	3.60%	0.16%	9.71%
Sun Life	0	0	4,458	4,458	0	0	5,613	5,613	25.91%	0.00%	0.00%	12.75%	0.97%	0.00%	0.00%	14.58%	0.81%
Swiss Re (incl. M&G)	36,907	1,884	0	38,791	58,801	0	0	58,801	51.58%	10.53%	2.54%	0.00%	8.44%	11.54%	0.00%	0.00%	8.44%
Transamerica Re	52,122	2,900	0	55,022	59,513	6,857	0	66,370	20.62%	14.87%	3.91%	0.00%	11.97%	11.68%	4.62%	0.00%	9.53%
Winterthur/Republic Vanguard	489	0	4	493	486	543	1	1,030	108.92%	0.14%	0.00%	0.01%	0.11%	0.10%	0.37%	0.00%	0.15%
World-Wide Re	403	0	0	403	498	0	0	498	23.57%	0.11%	0.00%	0.00%	0.09%	0.10%	0.00%	0.00%	0.07%
TOTALS	350,440	74,157	34,970	459,566	509,653	148,267	38,494	696,414	51.54%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

*Note: Life Re was unable to break down its business into the various categories and reported all business as recurring.

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U.S. ORDINARY REINSURANCE IN FORCE MARKET SHARE PERCENTAGES FOR 1996 AND 1997 (AMOUNTS IN \$U.S. MILLIONS)

Canadian Exchange Rate Used: 1996 = .7300 and 1997 = .6966																	
Company	Ordinary Reinsurance In Force								Percentage Increase	Market Share Percentages							
	1996				1997					1996				1997			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total		Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	42,669	0	1,339	44,008	64,884	0	1,182	66,066	50.12%	3.44%	0.00%	0.84%	2.68%	4.15%	0.00%	0.68%	3.20%
AUL	53,663	0	230	53,893	69,784	0	214	69,998	29.88%	4.33%	0.00%	0.14%	3.28%	4.46%	0.00%	0.12%	3.39%
BMA	47,019	0	0	47,019	59,387	0	0	59,387	26.30%	3.79%	0.00%	0.00%	2.86%	3.80%	0.00%	0.00%	2.88%
CIGNA Re	14,479	0	1,360	15,839	13,705	0	1,331	15,036	-5.07%	1.17%	0.00%	0.86%	0.96%	0.88%	0.00%	0.77%	0.73%
CNA	44,030	0	5,844	49,874	43,079	0	14,003	57,082	14.45%	3.55%	0.00%	3.67%	3.03%	2.76%	0.00%	8.11%	2.77%
Cologne	52,561	3,205		55,766	60,981	9,877	0	70,858	27.06%	4.24%	1.31%	0.00%	3.39%	3.90%	3.03%	0.00%	3.44%
Crown	13,017	2,936	0	15,953	14,265	2,652	0	16,917	6.04%	1.05%	1.20%	0.00%	0.97%	0.91%	0.81%	0.00%	0.82%
Employers/ERC	39,188	38,546	6,922	84,656	59,863	77,933	1,123	138,919	64.10%	3.16%	15.73%	4.35%	5.15%	3.83%	23.88%	0.65%	6.74%
Equitable	0	0	41,247	41,247	0	0	44,283	44,283	7.36%	0.00%	0.00%	25.94%	2.51%	0.00%	0.00%	25.65%	2.15%
Gerling Global	29,245	0	2,030	31,275	37,693	0	1,991	39,684	26.89%	2.36%	0.00%	1.28%	1.90%	2.41%	0.00%	1.15%	1.92%
Guardian	0	79,689	390	80,079	0	98,018	523	98,541	23.05%	0.00%	32.52%	0.25%	4.87%	0.00%	30.04%	0.30%	4.78%
Life Re*	103,967	0	0	103,967	140,956	0	0	140,956	35.58%	8.38%	0.00%	0.00%	6.32%	9.02%	0.00%	0.00%	6.84%
Lincoln Re	145,289	61,651		206,940	166,747	56,417	0	223,164	7.84%	11.71%	25.16%	0.00%	12.58%	10.67%	17.29%	0.00%	10.82%
Manufacturers Life	0	2,045	60,690	62,735	0	7,439	65,469	72,908	16.22%	0.00%	0.83%	38.16%	3.82%	0.00%	2.28%	37.92%	3.54%
Munich American Re	30,215	2	587	30,804	43,637	2	159	43,798	42.18%	2.44%	0.00%	0.37%	1.87%	2.79%	0.00%	0.09%	2.12%
Mutual Group	0	0	5,012	5,012	0	0	6,684	6,684	33.36%	0.00%	0.00%	3.15%	0.30%	0.00%	0.00%	3.87%	0.32%
Optimum Re (CAN)	0	0	397	397	0	0	243	243	-38.79%	0.00%	0.00%	0.25%	0.02%	0.00%	0.00%	0.14%	0.01%
Optimum Re (US)	4,368	0	0	4,368	4,824	851	0	5,675	29.92%	0.35%	0.00%	0.00%	0.27%	0.31%	0.26%	0.00%	0.28%
Phoenix Home Life	48,882	1,970	989	51,841	76,770	2,128	1,509	80,407	55.10%	3.94%	0.80%	0.62%	3.15%	4.91%	0.65%	0.87%	3.90%
Reassurance Co. of Hannover	5,923	3,776	0	9,699	7,113	4,329	0	11,442	17.97%	0.48%	1.54%	0.00%	0.59%	0.46%	1.33%	0.00%	0.55%
RGA	146,378	35,763	296	182,437	176,249	45,674	605	222,528	21.98%	11.80%	14.59%	0.19%	11.09%	11.28%	14.00%	0.35%	10.79%
Security Life	94,013	33	1,829	95,875	139,489	5,376	1,834	146,699	53.01%	7.58%	0.01%	1.15%	5.83%	8.92%	1.65%	1.06%	7.11%
Sun Life	0	0	29,598	29,598	0	0	31,278	31,278	5.68%	0.00%	0.00%	18.61%	1.80%	0.00%	0.00%	18.11%	1.52%
Swiss Re (incl. M&G)	131,415	6,383	0	137,798	171,305	0	0	171,305	24.32%	10.60%	2.60%	0.00%	8.38%	10.96%	0.00%	0.00%	8.31%
Transamerica Re	190,867	8,247	0	199,114	208,882	14,339	0	223,221	12.11%	15.39%	3.37%	0.00%	12.11%	13.36%	4.39%	0.00%	10.82%
Winterthur/Republic Vanguard	1,942	810	275	3,027	2,233	1,252	233	3,718	22.83%	0.16%	0.33%	0.17%	0.18%	0.14%	0.38%	0.13%	0.18%
World-Wide Re	1,159	0	0	1,159	1,329	0	0	1,329	14.67%	0.09%	0.00%	0.00%	0.07%	0.09%	0.00%	0.00%	0.06%
TOTALS	1,240,289	245,056	159,035	1,644,380	1,563,175	326,287	172,664	2,062,126	25.40%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

*Note: Life Re was unable to break down its business into the various categories and reported all business as recurring.

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05/04/1998

U.S. ORDINARY REINSURANCE

Canadian Exchange Rate Used: 1996 = .7300 and 1997 = .6966												
Company	Ordinary Reinsurance In Force 1996				Ordinary Reinsurance Assumed 1997				Ordinary Reinsurance In Force 1997			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	42,669	0	1,339	44,008	27,870	0	20	27,890	64,884	0	1,182	66,066
AUL	53,663	0	230	53,893	25,603	0	12	25,615	69,784	0	214	69,998
BMA	47,019	0	0	47,019	20,132	0	0	20,132	59,387	0	0	59,387
CIGNA Re	14,479	0	1,360	15,839	1,015	0	271	1,286	13,705	0	1,331	15,036
CNA	44,030	0	5,844	49,874	9,473	0	5,716	15,189	43,079	0	14,003	57,082
Cologne	52,561	3,205	0	55,766	14,934	8,835	0	23,769	60,981	9,877	0	70,858
Crown	13,017	2,936	0	15,953	3,584	0	0	3,584	14,265	2,652	0	16,917
Employers/ERC	39,188	38,546	6,922	84,656	23,757	64,973	126	88,856	59,863	77,933	1,123	138,919
Equitable	0	0	41,247	41,247	0	0	9,816	9,816	0	0	44,283	44,283
Gerling Global	29,245	0	2,030	31,275	13,217	0	276	13,493	37,693	0	1,991	39,684
Guardian	0	79,689	390	80,079	0	28,628	155	28,783	0	98,018	523	98,541
Life Re*	103,967	0	0	103,967	51,088	0	0	51,088	140,956	0	0	140,956
Lincoln Re	145,289	61,651	0	206,940	39,897	0	0	39,897	166,747	56,417	0	223,164
Manufacturers Life	0	2,045	60,690	62,735	0	5,535	13,104	18,639	0	7,439	65,469	72,908
Munich American Re	30,215	2	587	30,804	17,937	0	0	17,937	43,637	2	159	43,798
Mutual Group	0	0	5,012	5,012	0	0	2,462	2,462	0	0	6,684	6,684
Optimum Re (CAN)	0	0	397	397	0	0	1	1	0	0	243	243
Optimum Re (US)	4,368	0	0	4,368	1,439	851	0	2,290	4,824	851	0	5,675
Phoenix Home Life	48,882	1,970	989	51,841	34,347	216	650	35,213	76,770	2,128	1,509	80,407
Reassurance Co. of Hannover	5,923	3,776	0	9,699	2,333	1,317	0	3,650	7,113	4,329	0	11,442
RGA	146,378	35,763	296	182,437	41,527	25,167	208	66,902	176,249	45,674	605	222,528
Security Life	94,013	33	1,829	95,875	62,202	5,345	63	67,610	139,489	5,376	1,834	146,699
Sun Life	0	0	29,598	29,598	0	0	5,613	5,613	0	0	31,278	31,278
Swiss Re (incl. M&G)	131,415	6,383	0	137,798	58,801	0	0	58,801	171,305	0	0	171,305
Transamerica Re	190,867	8,247	0	199,114	59,513	6,857	0	66,370	208,882	14,339	0	223,221
Winterthur/Republic Vanguard	1,942	810	275	3,027	486	543	1	1,030	2,233	1,252	233	3,718
World-Wide Re	1,159	0	0	1,159	498	0	0	498	1,329	0	0	1,329
TOTALS	1,240,289	245,056	159,035	1,644,380	509,653	148,267	38,494	696,414	1,563,175	326,287	172,664	2,062,126

*Note: Life Re was unable to break down its business into the various categories and reported all business as recurring.

Date

05/04/1998

CANADIAN ORDINARY REINSURANCE

Canadian Exchange Rate Used: 1996 = .7300 and 1997 = .6966												
Company	Ordinary Reinsurance In Force 1996				Ordinary Reinsurance Assumed 1997				Ordinary Reinsurance In Force 1997			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	35	0	28	63	0	0	0	0	0	0	0	0
BMA	42	0	0	42	12	0	0	12	179	0	0	179
CIGNA Re	294	0	292	586	19	0	8	27	288	0	104	392
CNA	31	0	0	31	34	0	0	34	160	0	0	160
Cologne	181	0	0	181	3	0	0	3	189	0	0	189
Employers/ERC	0	0	62	62	0	0	0	0	0	0	0	0
Equitable	0	0	535	535	0	0	158	158	0	0	718	718
Gerling Global	102	0	565	667	30	0	121	151	84	0	665	749
Life Re	623	0	156	779	9	0	0	9	571	0	145	715
Lincoln Re	4,947	0	0	4,947	1,306	0	0	1,306	5,321	0	0	5,321
Manufacturers Life	0	3,493	5,004	8,497	0	19	779	798	0	3,150	5,333	8,483
Munich Re (Canada)	34,103	885	0	34,988	7,053	1,692	0	8,745	34,769	1,685	0	36,454
Mutual Group	0	0	183	183	0	0	30	30	0	0	192	192
Optimum Re (CAN)	4,861	750	0	5,612	715	525	0	1,241	4,859	1,409	0	6,269
RGA Re (Canada)	17,104	2,772	2,467	22,342	5,107	2,399	17	7,523	19,905	5,031	2,251	27,187
RGA	834	2,047	344	3,225	40	0	3,048	3,088	343	0	3,176	3,519
Sun Life	0	0	2,317	2,317	0	0	556	556	0	0	2,604	2,604
Swiss Re (incl. M&G)	41,339	412	0	41,750	7,460	0	0	7,460	42,713	623	0	43,337
Transamerica Re	462	0	0	462	0	0	0	0	547	0	0	547
TOTALS	104,957	10,359	11,953	127,270	21,789	4,635	4,717	31,141	109,928	11,899	15,188	137,014

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U.S. GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1996 AND 1997 (AMOUNTS IN \$U.S. MILLIONS)

Canadian Exchange Rate Used: 1996 = .7300 & 1997 = .6966																		
Company	Group Reinsurance Assumed						Percentage Increase	Market Share Percentages						Group In Force		Pct. Incr.	Market Share	
	1996			1997				1996			1997			1996	1997		1996%	1997%
	New	Incr.	Total	New	Incr.	Total		New	Incr.	Total	New	Incr.	Total	Amount	Amount			
Allianz	165	0	165	54	5,066	5,120	3003.03%	2.00%	0.00%	1.14%	0.16%	38.60%	10.91%	1,541	6,569	326.28%	2.37%	6.17%
AUL	15	46	61	167	0	167	173.77%	0.18%	0.75%	0.42%	0.49%	0.00%	0.36%	1,896	1,376	-27.43%	2.92%	1.29%
BMA	0	4	4	0	0	0	-100.00%	0.00%	0.07%	0.03%	0.00%	0.00%	0.00%	35	39	11.43%	0.05%	0.04%
CIGNA Re	374	0	374	855	0	855	128.61%	4.53%	0.00%	2.59%	2.53%	0.00%	1.82%	5,496	8,385	52.57%	8.46%	7.87%
CNA	70	45	115	61	78	139	20.87%	0.85%	0.73%	0.80%	0.18%	0.59%	0.30%	281	291	3.56%	0.43%	0.27%
Cologne	229	0	229	2,020	0	2,020	782.10%	2.77%	0.00%	1.59%	5.97%	0.00%	4.30%	1,708	3,468	103.04%	2.63%	3.26%
Crown	1	0	1	1	0	1	-4.58%	0.02%	0.00%	0.01%	0.00%	0.00%	0.00%	2,297	1,185	-48.41%	3.54%	1.11%
Employers/ERC	130	180	310	2,621	0	2,621	745.48%	1.57%	2.93%	2.15%	7.75%	0.00%	5.58%	1,497	5,700	280.76%	2.31%	5.35%
Gerling Global	592	0	592	920	0	920	55.41%	7.16%	0.00%	4.11%	2.72%	0.00%	1.96%	2,232	2,983	33.65%	3.44%	2.80%
Life Re	1,228	0	1,228	2,709	7,288	9,997	714.09%	14.86%	0.00%	8.52%	8.01%	55.53%	21.29%	7,932	16,980	114.07%	12.21%	15.95%
Lincoln Re	0	0	0	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	7,578	7,037	-7.14%	11.67%	6.61%
Manufacturers Life	0	888	888	0	452	452	-49.08%	0.00%	14.43%	6.16%	0.00%	3.44%	0.96%	864	922	6.76%	1.33%	0.87%
Munich American Re	45	0	45	245	0	245	444.44%	0.54%	0.00%	0.31%	0.72%	0.00%	0.52%	806	663	-17.74%	1.24%	0.62%
Mutual Group	206	0	206	402	133	535	159.71%	2.49%	0.00%	1.43%	1.19%	1.01%	1.14%	2,215	2,551	15.17%	3.41%	2.40%
Phoenix Home Life	607	5	612	15	108	123	-79.90%	7.34%	0.08%	4.24%	0.04%	0.82%	0.26%	3,222	4,399	36.53%	4.96%	4.13%
Sun Life	376	0	376	17,573	0	17,573	4573.67%	4.55%	0.00%	2.61%	51.95%	0.00%	37.43%	3,009	21,043	599.34%	4.63%	19.76%
Swiss Re (incl. M&G)	4,041	4,986	9,027	5,408	0	5,408	-40.09%	48.90%	81.02%	62.61%	15.99%	0.00%	11.52%	22,138	21,950	-0.85%	34.09%	20.61%
Winterthur/Republic Vanguard	185	0	185	774	0	774	318.38%	2.24%	0.00%	1.28%	2.29%	0.00%	1.65%	192	945	392.19%	0.30%	0.89%
TOTALS	8,264	6,154	14,418	33,825	13,125	46,950	225.63%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	64,938	106,486	63.98%	100.0%	100.0%

CANADIAN GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1996 AND 1997 (AMOUNTS IN \$U.S. MILLIONS)

Canadian Exchange Rate Used: 1996 = .7300 & 1997 = .6966

Company	Group Reinsurance Assumed						Percentage Increase	Market Share Percentages						Group In Force		Pct. Incr.	Market Share	
	1996			1997				New	1996			1997			1996 Amount		1997 Amount	1996%
	New	Incr.	Total	New	Incr.	Total		New	Incr.	Total	New	Incr.	Total					
Gerling Global	0	0	0	221	0	221	0.00%	0.00%	0.00%	0.00%	22.42%	0.00%	11.08%	0	221	0.00%	0.00%	0.97%
Manufacturers Life	0	0	0	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	13	14	6.54%	0.06%	0.06%
Munich Re (Canada)	258	1,906	2,164	256	993	1,249	-42.28%	55.49%	86.32%	80.96%	25.93%	98.55%	62.64%	18,727	18,393	-1.78%	81.58%	80.43%
Optimum Re (Canada)	176	19	195	176	15	191	-2.07%	37.84%	0.86%	7.29%	17.88%	1.45%	9.57%	844	945	12.02%	3.68%	4.13%
RGA Re (Canada)	0	0	0	326	0	326	0.00%	0.00%	0.00%	0.00%	33.07%	0.00%	16.35%	0	326	0.00%	0.00%	1.43%
Sun Life	0	0	0	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	59	30	-49.34%	0.26%	0.13%
Swiss Re (incl. M&G)	31	283	314	7	0	7	-97.78%	6.67%	12.82%	11.75%	0.71%	0.00%	0.35%	3,313	2,939	-11.29%	14.43%	12.85%
TOTALS	465	2,208	2,673	986	1,008	1,994	-25.41%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	22,956	22,868	-0.38%	100.0%	100.0%

NOTE: This survey data is prepared by Munich American Reassurance Company at the request of the Society of Actuaries Reinsurance Section as a service to Section members. The numbers are provided by the contributing companies in response to the survey. These numbers are not audited, and Munich American, the Society of Actuaries, and the Reinsurance Section take no responsibility for the accuracy of the figures.