

Date:

05/12/99

## U.S. ORDINARY REINSURANCE ASSUMED MARKET SHARE PERCENTAGES FOR 1997 AND 1998 ( AMOUNTS IN \$U.S. MILLIONS)

Company	Ordinary Reinsurance Assumed								Percentage Increase	Market Share Percentages							
	1997				1998					1997				1998			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total		Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	27,870	0	20	27,890	33,027	4,934	26	37,987	36.20%	5.50%	0.00%	0.05%	4.04%	4.87%	2.43%	0.05%	4.06%
AUL	25,603	0	12	25,615	34,296	0	24	34,320	33.98%	5.05%	0.00%	0.03%	3.71%	5.06%	0.00%	0.04%	3.67%
Annuity and Life Re	0	0	0	0	21,352	0	1,969	23,321	0.00%	0.00%	0.00%	0.00%	0.00%	3.15%	0.00%	3.66%	2.49%
BMA	20,132	0	0	20,132	21,920	0	0	21,920	8.88%	3.97%	0.00%	0.00%	2.91%	3.23%	0.00%	0.00%	2.34%
CIGNA Re	1,015	0	271	1,286	814	0	127	941	-26.83%	0.20%	0.00%	0.67%	0.19%	0.12%	0.00%	0.24%	0.10%
CNA	9,473	0	5,716	15,189	23,269	0	6,968	30,237	99.07%	1.87%	0.00%	14.18%	2.20%	3.43%	0.00%	12.96%	3.23%
Cologne	14,934	8,835	0	23,769	17,575	9,101	0	26,676	12.23%	2.95%	6.15%	0.00%	3.44%	2.59%	4.48%	0.00%	2.85%
Crown	3,584	0	0	3,584	7,134	0	0	7,134	99.05%	0.71%	0.00%	0.00%	0.52%	1.05%	0.00%	0.00%	0.76%
Employers/ERC	23,757	64,973	126	88,856	52,805	10,594	0	63,399	-28.65%	4.69%	45.22%	0.31%	12.87%	7.79%	5.22%	0.00%	6.78%
Equitable	0	0	9,816	9,816	0	0	7,462	7,462	-23.98%	0.00%	0.00%	24.35%	1.42%	0.00%	0.00%	13.88%	0.80%
Gerling Global	12,466	751	321	13,538	17,662	8,243	259	26,164	93.26%	2.46%	0.52%	0.80%	1.96%	2.60%	4.06%	0.48%	2.80%
Guardian	0	28,628	155	28,783	0	54,248	778	55,026	91.18%	0.00%	19.93%	0.38%	4.17%	0.00%	26.71%	1.45%	5.89%
Lincoln Re	39,897	0	0	39,897	78,545	15,064	0	93,609	134.63%	7.87%	0.00%	0.00%	5.78%	11.58%	7.42%	0.00%	10.01%
Manufacturers Life	0	5,535	13,104	18,639	0	0	20,153	20,153	8.12%	0.00%	3.85%	32.51%	2.70%	0.00%	0.00%	37.48%	2.16%
Munich American Re	17,937	0	0	17,937	25,337	1,602	0	26,939	50.19%	3.54%	0.00%	0.00%	2.60%	3.74%	0.79%	0.00%	2.88%
Mutual Group	0	0	2,462	2,462	0	0	4,586	4,586	86.27%	0.00%	0.00%	6.11%	0.36%	0.00%	0.00%	8.53%	0.49%
Optimum Re (CAN)	0	0	1	1	0	0	0	0	-100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Optimum Re (US)	1,439	851	0	2,290	1,337	0	0	1,337	-41.62%	0.28%	0.59%	0.00%	0.33%	0.20%	0.00%	0.00%	0.14%
Phoenix Home Life	34,347	216	650	35,213	34,663	0	402	35,065	-0.42%	6.78%	0.15%	1.61%	5.10%	5.11%	0.00%	0.75%	3.75%
Reassurance Co. of Hannover	2,333	1,317	0	3,650	3,638	538	0	4,176	14.41%	0.46%	0.92%	0.00%	0.53%	0.54%	0.26%	0.00%	0.45%
RGA	39,293	25,167	1,975	66,435	62,704	34,601	1,390	98,695	48.56%	7.76%	17.52%	4.90%	9.62%	9.25%	17.04%	2.59%	10.56%
Security Life	62,202	0	63	62,265	55,925	22,739	35	78,699	26.39%	12.28%	0.00%	0.16%	9.02%	8.25%	11.20%	0.07%	8.42%
Sun Life	0	0	5,613	5,613	0	0	9,450	9,450	68.36%	0.00%	0.00%	13.93%	0.81%	0.00%	0.00%	17.58%	1.01%
Swiss Re (incl. Life Re)	109,889	0	0	109,889	111,817	28,980	0	140,797	28.13%	21.69%	0.00%	0.00%	15.91%	16.49%	14.27%	0.00%	15.06%
Transamerica Re	59,513	6,857	0	66,370	73,636	11,999	0	85,635	29.03%	11.75%	4.77%	0.00%	9.61%	10.86%	5.91%	0.00%	9.16%
Winterthur/Republic Vanguard	486	543	1	1,030	513	452	0	965	-6.31%	0.10%	0.38%	0.00%	0.15%	0.08%	0.22%	0.00%	0.10%
World-Wide Re	498	0	0	498	88	0	138	226	-54.62%	0.10%	0.00%	0.00%	0.07%	0.01%	0.00%	0.26%	0.02%
<b>TOTALS</b>	<b>506,668</b>	<b>143,673</b>	<b>40,306</b>	<b>690,647</b>	<b>678,057</b>	<b>203,095</b>	<b>53,767</b>	<b>934,919</b>	<b>35.37%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Canadian Exchange Rate Used: 1997 = .6966 and 1998 = .6510

Date: 05/12/99

**U.S. ORDINARY REINSURANCE IN FORCE MARKET SHARE PERCENTAGES FOR 1997 AND 1998 ( AMOUNTS IN \$U.S. MILLIONS)**

Company	Ordinary Reinsurance In Force								Percentage Increase	Market Share Percentages							
	1997				1998					1997				1998			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total		Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	64,884	0	1,182	66,066	87,532	7,930	1,031	96,493	46.06%	4.20%	0.00%	0.64%	3.21%	4.38%	1.92%	0.48%	3.68%
AUL	69,784	0	214	69,998	94,475	0	201	94,676	35.26%	4.52%	0.00%	0.12%	3.40%	4.73%	0.00%	0.09%	3.61%
Annuity and Life Re	0	0	0	0	20,717	0	1,821	22,538	0.00%	0.00%	0.00%	0.00%	0.00%	1.04%	0.00%	0.85%	0.86%
BMA	59,387	0	0	59,387	72,181	0	0	72,181	21.54%	3.84%	0.00%	0.00%	2.89%	3.62%	0.00%	0.00%	2.75%
CIGNA Re	13,705	0	1,331	15,036	11,943	0	1,214	13,157	-12.50%	0.89%	0.00%	0.72%	0.73%	0.60%	0.00%	0.57%	0.50%
CNA	43,079	0	14,003	57,082	54,520	0	18,547	73,067	28.00%	2.79%	0.00%	7.56%	2.78%	2.73%	0.00%	8.65%	2.79%
Cologne	60,981	9,877	0	70,858	72,776	18,218	0	90,994	28.42%	3.95%	3.04%	0.00%	3.45%	3.65%	4.42%	0.00%	3.47%
Crown	14,265	2,652	0	16,917	19,053	2,386	0	21,439	26.73%	0.92%	0.82%	0.00%	0.82%	0.95%	0.58%	0.00%	0.82%
Employers/ERC	59,863	77,933	1,123	138,919	95,270	70,592	624	166,486	19.84%	3.87%	23.96%	0.61%	6.76%	4.77%	17.13%	0.29%	6.35%
Equitable	0	0	44,283	44,283	0	0	46,974	46,974	6.08%	0.00%	0.00%	23.91%	2.15%	0.00%	0.00%	21.91%	1.79%
Gerling Global	33,295	4,398	2,196	39,889	44,169	12,613	2,143	58,925	47.72%	2.15%	1.35%	1.19%	1.94%	2.21%	3.06%	1.00%	2.25%
Guardian	0	98,018	523	98,541	0	93,192	1,219	94,411	-4.19%	0.00%	30.13%	0.28%	4.79%	0.00%	22.62%	0.57%	3.60%
Lincoln Re	166,747	56,417	0	223,164	225,480	66,685	0	292,165	30.92%	10.79%	17.34%	0.00%	10.85%	11.29%	16.19%	0.00%	11.14%
Manufacturers Life	0	7,439	65,469	72,908	0	6,614	78,488	85,102	16.73%	0.00%	2.29%	35.35%	3.55%	0.00%	1.61%	36.61%	3.24%
Munich American Re	43,637	2	159	43,798	62,438	2,626	140	65,204	48.87%	2.82%	0.00%	0.09%	2.13%	3.13%	0.64%	0.07%	2.49%
Mutual Group	0	0	6,684	6,684	0	0	10,105	10,105	51.18%	0.00%	0.00%	3.61%	0.33%	0.00%	0.00%	4.71%	0.39%
Optimum Re (CAN)	0	0	243	243	0	0	207	207	-14.81%	0.00%	0.00%	0.13%	0.01%	0.00%	0.00%	0.10%	0.01%
Optimum Re (US)	4,824	851	0	5,675	5,401	540	0	5,941	4.69%	0.31%	0.26%	0.00%	0.28%	0.27%	0.13%	0.00%	0.23%
Phoenix Home Life	76,770	2,128	1,509	80,407	101,769	2,011	1,721	105,501	31.21%	4.97%	0.65%	0.81%	3.91%	5.10%	0.49%	0.80%	4.02%
Reassurance Co. of Hannover	7,113	4,329	0	11,442	9,552	4,742	0	14,294	24.93%	0.46%	1.33%	0.00%	0.56%	0.48%	1.15%	0.00%	0.54%
RGA	163,050	45,674	12,956	221,680	192,876	56,269	12,016	261,161	17.81%	10.55%	14.04%	6.99%	10.78%	9.66%	13.66%	5.61%	9.96%
Security Life	139,489	0	1,834	141,323	177,764	22,739	1,251	201,754	42.76%	9.03%	0.00%	0.99%	6.87%	8.90%	5.52%	0.58%	7.69%
Sun Life	0	0	31,278	31,278	0	0	36,086	36,086	15.37%	0.00%	0.00%	16.89%	1.52%	0.00%	0.00%	16.83%	1.38%
Swiss Re (incl. Life Re)	312,261	0	0	312,261	377,462	28,980	0	406,442	30.16%	20.20%	0.00%	0.00%	15.19%	18.91%	7.03%	0.00%	15.50%
Transamerica Re	208,882	14,339	0	223,221	267,855	14,568	0	282,423	26.52%	13.51%	4.41%	0.00%	10.86%	13.42%	3.54%	0.00%	10.77%
Winterthur/Republic Vanguard	2,233	1,252	233	3,718	2,441	1,278	214	3,933	5.78%	0.14%	0.38%	0.13%	0.18%	0.12%	0.31%	0.10%	0.15%
World-Wide Re	1,329	0	0	1,329	762	0	372	1,134	-14.67%	0.09%	0.00%	0.00%	0.06%	0.04%	0.00%	0.17%	0.04%
<b>TOTALS</b>	<b>1,545,578</b>	<b>325,309</b>	<b>185,220</b>	<b>2,056,107</b>	<b>1,996,436</b>	<b>411,983</b>	<b>214,374</b>	<b>2,622,793</b>	<b>27.56%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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## U.S. ORDINARY REINSURANCE

Company	Ordinary Reinsurance In Force 1997				Ordinary Reinsurance Assumed 1998				Ordinary Reinsurance In Force 1998			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	64,884	0	1,182	66,066	33,027	4,934	26	37,987	87,532	7,930	1,031	96,493
AUL	69,784	0	214	69,998	34,296	0	24	34,320	94,475	0	201	94,676
Annuity and Life Re	0	0	0	0	21,352	0	1,969	23,321	20,717	0	1,821	22,538
BMA	59,387	0	0	59,387	21,920	0	0	21,920	72,181	0	0	72,181
CIGNA Re	13,705	0	1,331	15,036	814	0	127	941	11,943	0	1,214	13,157
CNA	43,079	0	14,003	57,082	23,269	0	6,968	30,237	54,520	0	18,547	73,067
Cologne	60,981	9,877	0	70,858	17,575	9,101	0	26,676	72,776	18,218	0	90,994
Crown	14,265	2,652	0	16,917	7,134	0	0	7,134	19,053	2,386	0	21,439
Employers/ERC	59,863	77,933	1,123	138,919	52,805	10,594	0	63,399	95,270	70,592	624	166,486
Equitable	0	0	44,283	44,283	0	0	7,462	7,462	0	0	46,974	46,974
Gerling Global	33,295	4,398	2,196	39,889	17,662	8,243	259	26,164	44,169	12,613	2,143	58,925
Guardian	0	98,018	523	98,541	0	54,248	778	55,026	0	93,192	1,219	94,411
Lincoln Re	166,747	56,417	0	223,164	78,545	15,064	0	93,609	225,480	66,685	0	292,165
Manufacturers Life	0	7,439	65,469	72,908	0	0	20,153	20,153	0	6,614	78,488	85,102
Munich American Re	43,637	2	159	43,798	25,337	1,602	0	26,939	62,438	2,626	140	65,204
Mutual Group	0	0	6,684	6,684	0	0	4,586	4,586	0	0	10,105	10,105
Optimum Re (CAN)	0	0	243	243	0	0	0	0	0	0	207	207
Optimum Re (US)	4,824	851	0	5,675	1,337	0	0	1,337	5,401	540	0	5,941
Phoenix Home Life	76,770	2,128	1,509	80,407	34,663	0	402	35,065	101,769	2,011	1,721	105,501
Reassurance Co. of Hannover	7,113	4,329	0	11,442	3,638	538	0	4,176	9,552	4,742	0	14,294
RGA	163,050	45,674	12,956	221,680	62,704	34,601	1,390	98,695	192,876	56,269	12,016	261,161
Security Life	139,489	0	1,834	141,323	55,925	22,739	35	78,699	177,764	22,739	1,251	201,754
Sun Life	0	0	31,278	31,278	0	0	9,450	9,450	0	0	36,086	36,086
Swiss Re (incl. Life Re)	312,261	0	0	312,261	111,817	28,980	0	140,797	377,462	28,980	0	406,442
Transamerica Re	208,882	14,339	0	223,221	73,636	11,999	0	85,635	267,855	14,568	0	282,423
Winterthur/Republic Vanguard	2,233	1,252	233	3,718	513	452	0	965	2,441	1,278	214	3,933
World-Wide Re	1,329	0	0	1,329	88	0	138	226	762	0	372	1,134
<b>TOTALS</b>	<b>1,545,578</b>	<b>325,309</b>	<b>185,220</b>	<b>2,056,107</b>	<b>678,057</b>	<b>203,095</b>	<b>53,767</b>	<b>934,919</b>	<b>1,996,436</b>	<b>411,983</b>	<b>214,374</b>	<b>2,622,793</b>

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Company	Ordinary Reinsurance Assumed								Percentage Increase	Market Share Percentages							
	1997				1998					1997				1998			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total		Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	0	0	0	0	1	0	0	1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
BMA	12	0	0	12	0	0	0	0	-100.00%	0.05%	0.00%	0.00%	0.03%	0.00%	0.00%	0.00%	
CIGNA Re	19	0	8	27	4	0	0	4	-85.19%	0.09%	0.00%	0.16%	0.07%	0.01%	0.00%	0.00%	
CNA	34	0	0	34	36	0	0	36	5.88%	0.15%	0.00%	0.00%	0.09%	0.13%	0.00%	0.00%	
Cologne	3	0	0	3	1	0	0	1	-66.67%	0.01%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	
ERC-Canada	0	0	0	0	536	404	0	941	0.00%	0.00%	0.00%	0.00%	1.87%	5.23%	0.00%	2.52%	
Equitable	0	0	158	158	0	0	76	76	-51.90%	0.00%	0.00%	3.09%	0.43%	0.00%	0.00%	9.18%	
Gerling Global	30	0	45	75	4	0	33	37	-50.67%	0.14%	0.00%	0.88%	0.20%	0.01%	0.00%	3.99%	
Lincoln Re	1,306	0	0	1,306	3,976	0	0	3,976	204.44%	5.94%	0.00%	0.00%	3.52%	13.84%	0.00%	0.00%	
Manufacturers Life	0	19	779	798	0	66	338	404	-49.37%	0.00%	0.19%	15.25%	2.15%	0.00%	0.85%	40.82%	
Munich Re (Canada)	7,053	1,692	0	8,745	7,945	0	0	7,945	-9.15%	32.09%	16.95%	0.00%	23.59%	27.66%	0.00%	0.00%	
Mutual Group	0	0	30	30	0	0	27	27	-10.89%	0.00%	0.00%	0.59%	0.08%	0.00%	0.00%	3.22%	
Optimum Re (CAN)	715	525	0	1,241	750	0	0	750	-39.55%	3.25%	5.26%	0.00%	3.35%	2.61%	0.00%	0.00%	
RGA Re (Canada)	5,107	2,399	17	7,523	5,690	6,628	0	12,318	63.73%	23.24%	24.04%	0.33%	20.30%	19.81%	85.75%	0.00%	
RGA	40	0	3,515	3,555	1,715	631	120	2,466	-30.63%	0.18%	0.00%	68.82%	9.59%	5.97%	8.16%	14.49%	
Security Life	0	5,345	0	5,345	33	0	0	33	-99.38%	0.00%	53.56%	0.00%	14.42%	0.11%	0.00%	0.00%	
Sun Life	0	0	556	556	0	0	234	234	-57.84%	0.00%	0.00%	10.88%	1.50%	0.00%	0.00%	28.30%	
Swiss Re (incl. Life Re)	7,659	0	0	7,659	8,029	0	0	8,029	4.83%	34.84%	0.00%	0.00%	20.66%	27.96%	0.00%	0.00%	
Transamerica Re	2	0	0	2	0	0	0	0	-100.00%	0.01%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	
Winterthur/Republic Vanguard	0	0	0	0	0	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
<b>TOTALS</b>	<b>21,981</b>	<b>9,980</b>	<b>5,108</b>	<b>37,069</b>	<b>28,720</b>	<b>7,729</b>	<b>828</b>	<b>37,278</b>	<b>0.56%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	

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Company	Ordinary Reinsurance In Force								Percentage Increase	Market Share Percentages							
	1997				1998					1997				1998			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total		Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	33	0	3	36	30	0	3	33	-8.38%	0.03%	0.00%	0.02%	0.02%	0.02%	0.00%	0.02%	0.02%
BMA	179	0	0	179	0	0	0	0	-100.00%	0.16%	0.00%	0.00%	0.13%	0.00%	0.00%	0.00%	0.00%
CIGNA Re	288	0	104	392	236	0	88	324	-17.35%	0.26%	0.00%	0.66%	0.27%	0.18%	0.00%	0.61%	0.20%
CNA	160	0	0	160	175	0	0	175	9.38%	0.15%	0.00%	0.00%	0.11%	0.14%	0.00%	0.00%	0.11%
Cologne	189	0	0	189	164	0	0	164	-13.23%	0.17%	0.00%	0.00%	0.13%	0.13%	0.00%	0.00%	0.10%
ERC-Canada	63	0	0	63	624	404	0	1,027	1520.55%	0.06%	0.00%	0.00%	0.04%	0.48%	2.57%	0.00%	0.64%
Equitable	0	0	718	718	0	0	733	733	2.09%	0.00%	0.00%	4.53%	0.50%	0.00%	0.00%	5.04%	0.46%
Gerling Global	84	0	460	544	83	0	445	528	-2.94%	0.08%	0.00%	2.90%	0.38%	0.06%	0.00%	3.06%	0.33%
Lincoln Re	5,321	0	0	5,321	8,691	0	0	8,691	63.33%	4.84%	0.00%	0.00%	3.72%	6.73%	0.00%	0.00%	5.45%
Manufacturers Life	0	3,150	5,333	8,483	0	2,978	5,143	8,121	-4.27%	0.00%	18.23%	33.66%	5.93%	0.00%	18.93%	35.38%	5.09%
Munich Re (Canada)	34,769	1,685	0	36,454	39,856	0	0	39,856	9.33%	31.60%	9.75%	0.00%	25.47%	30.85%	0.00%	0.00%	25.00%
Mutual Group	0	0	192	192	0	0	199	199	3.99%	0.00%	0.00%	1.21%	0.13%	0.00%	0.00%	1.37%	0.12%
Optimum Re (CAN)	4,859	1,409	0	6,269	5,058	662	0	5,720	-8.75%	4.42%	8.16%	0.00%	4.38%	3.92%	4.21%	0.00%	3.59%
RGA Re (Canada)	19,905	5,031	2,251	27,187	26,553	6,358	2,157	35,067	28.99%	18.09%	29.12%	14.21%	18.99%	20.55%	40.42%	14.84%	21.99%
RGA	343	0	4,024	4,367	1,976	631	3,161	5,768	32.08%	0.31%	0.00%	25.40%	3.05%	1.53%	4.01%	21.75%	3.62%
Security Life	0	5,376	0	5,376	504	4,130	0	4,634	-13.80%	0.00%	31.12%	0.00%	3.76%	0.39%	26.26%	0.00%	2.91%
Sun Life	0	0	2,604	2,604	0	0	2,461	2,461	-5.50%	0.00%	0.00%	16.44%	1.82%	0.00%	0.00%	16.93%	1.54%
Swiss Re (incl. Life Re)	43,284	623	145	44,052	45,164	566	139	45,869	4.13%	39.34%	3.61%	0.91%	30.78%	34.96%	3.60%	0.96%	28.77%
Transamerica Re	547	0	0	547	76	0	0	76	-86.11%	0.50%	0.00%	0.00%	0.38%	0.06%	0.00%	0.00%	0.05%
Winterthur/Republic Vanguard	0	0	8	8	0	0	7	7	-12.50%	0.00%	0.00%	0.05%	0.01%	0.00%	0.00%	0.05%	0.00%
<b>TOTALS</b>	<b>110,024</b>	<b>17,275</b>	<b>15,842</b>	<b>143,140</b>	<b>129,190</b>	<b>15,729</b>	<b>14,536</b>	<b>159,454</b>	<b>11.40%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Canadian Exchange Rate Used: 1997 = .6966 and 1998 = .6510

Date

05/12/1999

## CANADIAN ORDINARY REINSURANCE

Company	Ordinary Reinsurance In Force 1997				Ordinary Reinsurance Assumed 1998				Ordinary Reinsurance In Force 1998			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total
Allianz	33	0	3	36	1	0	0	1	30	0	3	33
BMA	179	0	0	179	0	0	0	0	0	0	0	0
CIGNA Re	288	0	104	392	4	0	0	4	236	0	88	324
CNA	160	0	0	160	36	0	0	36	175	0	0	175
Cologne	189	0	0	189	1	0	0	1	164	0	0	164
ERC-Canada	63	0	0	63	536	404	0	941	624	404	0	1,027
Equitable	0	0	718	718	0	0	76	76	0	0	733	733
Gerling Global	84	0	460	544	4	0	33	37	83	0	445	528
Lincoln Re	5,321	0	0	5,321	3,976	0	0	3,976	8,691	0	0	8,691
Manufacturers Life	0	3,150	5,333	8,483	0	66	338	404	0	2,978	5,143	8,121
Munich Re (Canada)	34,769	1,685	0	36,454	7,945	0	0	7,945	39,856	0	0	39,856
Mutual Group	0	0	192	192	0	0	27	27	0	0	199	199
Optimum Re (CAN)	4,859	1,409	0	6,269	750	0	0	750	5,058	662	0	5,720
RGA Re (Canada)	19,905	5,031	2,251	27,187	5,690	6,628	0	12,318	26,553	6,358	2,157	35,067
RGA	343	0	4,024	4,367	1,715	631	120	2,466	1,976	631	3,161	5,768
Security Life	0	5,376	0	5,376	33	0	0	33	504	4,130	0	4,634
Sun Life	0	0	2,604	2,604	0	0	234	234	0	0	2,461	2,461
Swiss Re (incl. Life Re)	43,284	623	145	44,052	8,029	0	0	8,029	45,164	566	139	45,869
Transamerica Re	547	0	0	547	0	0	0	0	76	0	0	76
Winterthur/Republic Vanguard	0	0	8	8	0	0	0	0	0	0	7	7
<b>TOTALS</b>	<b>110,024</b>	<b>17,275</b>	<b>15,842</b>	<b>143,140</b>	<b>28,720</b>	<b>7,729</b>	<b>828</b>	<b>37,278</b>	<b>129,190</b>	<b>15,729</b>	<b>14,536</b>	<b>159,454</b>

Canadian Exchange Rate Used: 1997 = .6966 and 1998 = .6510

Date:

05/12/1999

## U.S. GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1997 AND 1998 (AMOUNTS IN \$U.S. MILLIONS)

Company	Group Reinsurance Assumed						Percentage Increase	Market Share Percentages						Group In Force				
	1997			1998				1997			1998			1997	1998	Pct. Incr.	Market Share	
	New	Incr.	Total	New	Incr.	Total		New	Incr.	Total	New	Incr.	Total	Amount	Amount		1997	1998
Allianz	54	5,066	5,120	1,542	0	1,542	-69.88%	0.16%	38.60%	10.91%	4.96%	0.00%	4.85%	6,569	2,292	-65.11%	6.17%	2.12%
AUL	167	0	167	13	114	127	-23.95%	0.49%	0.00%	0.36%	0.04%	16.22%	0.40%	1,376	1,487	8.07%	1.29%	1.38%
BMA	0	0	0	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	39	34	-12.82%	0.04%	0.03%
CIGNA Re	855	0	855	330	0	330	-61.40%	2.53%	0.00%	1.82%	1.06%	0.00%	1.04%	8,385	8,834	5.35%	7.87%	8.17%
CNA	61	78	139	0	0	0	-100.00%	0.18%	0.59%	0.30%	0.00%	0.00%	0.00%	291	0	0.00%	0.27%	0.00%
Cologne	2,020	0	2,020	2,394	0	2,394	18.51%	5.97%	0.00%	4.30%	7.70%	0.00%	7.52%	3,468	5,484	58.13%	3.26%	5.07%
Crown	1	0	1	0	0	0	-100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1,185	1,146	-3.28%	1.11%	1.06%
Employers/ERC	2,621	0	2,621	628	0	628	-76.04%	7.75%	0.00%	5.58%	2.02%	0.00%	1.97%	5,700	3,546	-37.79%	5.35%	3.28%
Gerling Global	920	0	920	607	0	607	-34.02%	2.72%	0.00%	1.96%	1.95%	0.00%	1.91%	2,983	3,537	18.57%	2.80%	3.27%
Lincoln Re	0	0	0	DNR	DNR	DNR	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	7,037	DNR	0.00%	6.61%	0.00%
Manufacturers Life	0	452	452	0	571	571	26.33%	0.00%	3.44%	0.96%	0.00%	81.22%	1.79%	922	1,210	31.24%	0.87%	1.12%
Munich American Re	245	0	245	924	0	924	277.14%	0.72%	0.00%	0.52%	2.97%	0.00%	2.90%	663	1,331	100.75%	0.62%	1.23%
Mutual Group	402	133	535	18,631	18	18,649	3385.79%	1.19%	1.01%	1.14%	59.89%	2.56%	58.62%	2,551	20,789	714.94%	2.40%	19.22%
Phoenix Home Life	15	108	123	0	0	0	-100.00%	0.04%	0.82%	0.26%	0.00%	0.00%	0.00%	4,399	4,147	-5.73%	4.13%	3.83%
Sun Life	17,573	0	17,573	2,112	0	2,112	-87.98%	51.95%	0.00%	37.43%	6.79%	0.00%	6.64%	21,043	22,467	6.77%	19.76%	20.78%
Swiss Re (incl. Life Re)	8,117	7,288	15,405	2,944	0	2,944	-80.89%	24.00%	55.53%	32.81%	9.46%	0.00%	9.25%	38,930	30,465	-21.74%	36.56%	28.17%
Winterthur/Republic Vanguard	774	0	774	986	0	986	27.39%	2.29%	0.00%	1.65%	3.17%	0.00%	3.10%	945	1,372	45.19%	0.89%	1.27%
<b>TOTALS</b>	<b>33,825</b>	<b>13,125</b>	<b>46,950</b>	<b>31,111</b>	<b>703</b>	<b>31,814</b>	<b>-32.24%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>106,486</b>	<b>108,141</b>	<b>1.55%</b>	<b>100.0%</b>	<b>100.0%</b>

DNR - Did Not Report

**CANADIAN GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1997 AND 1998 (AMOUNTS IN \$U.S. MILLIONS)**

Company	Group Reinsurance Assumed						Percentage Increase	Market Share Percentages						Group In Force				
	1997			1998				1997			1998			1997	1998	Pct. Incr.	Market Share	
	New	Incr.	Total	New	Incr.	Total		New	Incr.	Total	New	Incr.	Total	Amount	Amount		1997	1998
Manufacturers Life	0	0	0	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	14	5	-64.29%	0.06%	0.02%
Munich Re (Canada)	256	993	1,249	157	693	850	-31.98%	33.42%	98.55%	70.45%	17.97%	99.07%	54.04%	18,393	17,649	-4.05%	81.22%	80.22%
Optimum Re (Canada)	176	15	191	150	7	156	-18.14%	23.04%	1.45%	10.77%	17.15%	0.93%	9.94%	945	915	-3.24%	4.17%	4.16%
RGA Re (Canada)	326	0	326	438	0	438	34.39%	42.62%	0.00%	18.39%	50.19%	0.00%	27.87%	326	710	117.66%	1.44%	3.23%
Sun Life	0	0	0	3	0	3	0.00%	0.00%	0.00%	0.00%	0.37%	0.00%	0.21%	30	29	-2.20%	0.13%	0.13%
Swiss Re (incl. Life Re)	7	0	7	125	0	125	1694.32%	0.91%	0.00%	0.39%	14.32%	0.00%	7.95%	2,939	2,693	-8.38%	12.98%	12.24%
<b>TOTALS</b>	<b>765</b>	<b>1,008</b>	<b>1,773</b>	<b>873</b>	<b>699</b>	<b>1,572</b>	<b>-11.32%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>22,647</b>	<b>22,000</b>	<b>-2.86%</b>	<b>100.0%</b>	<b>100.0%</b>

Canadian Exchange Rate Used: 1997 = .6966 and 1998 = .6510

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.