

FileName: resurvey 2000
 Date: 04-May-01

U.S. ORDINARY REINSURANCE ASSUMED MARKET SHARE PERCENTAGES FOR 1999 AND 2000 (AMOUNTS IN \$U.S. MILLIONS)

| Company | Ordinary Reinsurance Assumed | | | | | | | | Percentage Increase | Market Share Percentages | | | | | | | |
|-----------------------------|------------------------------|----------------|---------------|----------------|-----------------------------|----------------|---------------|------------------|---------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 1999 | | | | 2000 | | | | | 1999 | | | | 2000 | | | |
| | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total | | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total |
| Allianz | 35,850 | 5,964 | 38 | 41,852 | 45,536 | 7,800 | 10 | 53,346 | 27.46% | 4.42% | 5.54% | 0.06% | 4.27% | 4.62% | 4.96% | 0.02% | 4.48% |
| Annuity and Life Re | 15,934 | 0 | 7,018 | 22,952 | 32,253 | 0 | 2,982 | 35,235 | 53.52% | 1.97% | 0.00% | 11.34% | 2.34% | 3.27% | 0.00% | 6.28% | 2.96% |
| AUL | 42,126 | 0 | 17 | 42,143 | 46,942 | 0 | 173 | 47,115 | 11.80% | 5.20% | 0.00% | 0.03% | 4.30% | 4.76% | 0.00% | 0.36% | 3.96% |
| BMA | 25,217 | 0 | 0 | 25,217 | 33,004 | 0 | 0 | 33,004 | 30.88% | 3.11% | 0.00% | 0.00% | 2.57% | 3.35% | 0.00% | 0.00% | 2.77% |
| Canada Life | 9,494 | 5,775 | 0 | 15,269 | 11,471 | 0 | 0 | 11,471 | -24.87% | 1.17% | 5.36% | 0.00% | 1.56% | 1.16% | 0.00% | 0.00% | 0.96% |
| CIGNA Re | 632 | 0 | 99 | 731 | Acquired by Swiss Re | | | 0 | 0.00% | 0.08% | 0.00% | 0.16% | 0.07% | 0.00% | 0.00% | 0.00% | 0.00% |
| Clarica LIC (Mutual Group) | 0 | 0 | 4,340 | 4,340 | 0 | 0 | 13,714 | 13,714 | 215.99% | 0.00% | 0.00% | 7.01% | 0.44% | 0.00% | 0.00% | 28.86% | 1.15% |
| CNA | 33,565 | 437 | 5,589 | 39,591 | Acquired by Munich American | | | 0 | 0.00% | 4.14% | 0.41% | 9.03% | 4.04% | 0.00% | 0.00% | 0.00% | 0.00% |
| Employers/ERC | 90,248 | 8,932 | 0 | 99,180 | 86,577 | 2,242 | 0 | 88,819 | -10.45% | 11.13% | 8.30% | 0.00% | 10.12% | 8.79% | 1.42% | 0.00% | 7.46% |
| Equitable | 0 | 0 | 7,007 | 7,007 | 0 | 0 | 4,924 | 4,924 | -29.73% | 0.00% | 0.00% | 11.32% | 0.71% | 0.00% | 0.00% | 10.36% | 0.41% |
| General & Cologne | 20,680 | 0 | 635 | 21,315 | 20,305 | 1,269 | 0 | 21,574 | 1.22% | 2.55% | 0.00% | 1.03% | 2.17% | 2.06% | 0.81% | 0.00% | 1.81% |
| Gerling Global | 26,320 | 3,295 | 338 | 29,953 | 31,397 | 4,952 | 131 | 36,480 | 21.79% | 3.25% | 3.06% | 0.55% | 3.06% | 3.19% | 3.15% | 0.28% | 3.06% |
| Guardian | 0 | 23 | 858 | 881 | 0 | 6,885 | 1,128 | 8,013 | 809.53% | 0.00% | 0.02% | 1.39% | 0.09% | 0.00% | 4.37% | 2.37% | 0.67% |
| ING Re | 55,836 | 0 | 76 | 55,912 | 86,009 | 0 | 6 | 86,015 | 53.84% | 6.89% | 0.00% | 0.12% | 5.70% | 8.73% | 0.00% | 0.01% | 7.23% |
| Lincoln Re | 114,792 | 13,649 | 0 | 128,441 | 134,393 | 27,293 | 0 | 161,686 | 25.88% | 14.16% | 12.68% | 0.00% | 13.10% | 13.64% | 17.34% | 0.00% | 13.58% |
| Manufacturers Life | 0 | 1,217 | 24,239 | 25,456 | 0 | 648 | 14,304 | 14,952 | -41.26% | 0.00% | 1.13% | 39.16% | 2.60% | 0.00% | 0.41% | 30.10% | 1.26% |
| Munich American Re | 44,591 | 7,289 | 5 | 51,885 | 119,859 | 903 | 2,663 | 123,425 | 137.88% | 5.50% | 6.77% | 0.01% | 5.29% | 12.16% | 0.57% | 5.60% | 10.37% |
| Optimum Re (CAN) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Optimum Re (US) | 1,083 | 1,338 | 988 | 3,409 | 1,069 | 1,338 | 173 | 2,580 | -24.32% | 0.13% | 1.24% | 1.60% | 0.35% | 0.11% | 0.85% | 0.36% | 0.22% |
| Reassurance Co. of Hannover | 3,990 | 903 | 0 | 4,893 | 6,381 | 1,252 | 0 | 7,633 | 56.00% | 0.49% | 0.84% | 0.00% | 0.50% | 0.65% | 0.80% | 0.00% | 0.64% |
| RGA | 87,433 | 26,626 | 0 | 114,059 | 119,449 | 9,734 | 0 | 129,183 | 13.26% | 10.79% | 24.73% | 0.00% | 11.64% | 12.12% | 6.18% | 0.00% | 10.85% |
| SCOR Life Re | 583 | 928 | 0 | 1,511 | 844 | 3 | 0 | 847 | -43.94% | 0.07% | 0.86% | 0.00% | 0.15% | 0.09% | 0.00% | 0.00% | 0.07% |
| Scottish Re (US) | 0 | 0 | 0 | 0 | 5,060 | 0 | 7,311 | 12,371 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.51% | 0.00% | 15.39% | 1.04% |
| Sun Life | 0 | 0 | 10,588 | 10,588 | Acquired by Clarica | | | 0 | 0.00% | 0.00% | 0.00% | 17.11% | 1.08% | 0.00% | 0.00% | 0.00% | 0.00% |
| Swiss Re* | 127,109 | 31,298 | 0 | 158,407 | 124,176 | 93,075 | 0 | 217,251 | 37.15% | 15.68% | 29.07% | 0.00% | 16.16% | 12.60% | 59.14% | 0.00% | 18.25% |
| Transamerica Re | 74,986 | 0 | 0 | 74,986 | 80,741 | 0 | 0 | 80,741 | 7.67% | 9.25% | 0.00% | 0.00% | 7.65% | 8.19% | 0.00% | 0.00% | 6.78% |
| World-Wide Re | 123 | 0 | 58 | 181 | DNR | DNR | DNR | DNR | 0.00% | 0.02% | 0.00% | 0.09% | 0.02% | 0.00% | 0.00% | 0.00% | 0.00% |
| TOTALS | 810,592 | 107,674 | 61,893 | 980,159 | 985,466 | 157,394 | 47,519 | 1,190,379 | 21.45% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

DNR: Did Not Report

* Portfolio data includes Administrative Reinsurance

Canadian Exchange Rate Used: 1999 = .6904 and 2000 = .6631

Date:

05/04/2001

U.S. ORDINARY REINSURANCE IN FORCE MARKET SHARE PERCENTAGES FOR 1999 AND 2000 (AMOUNTS IN \$U.S. MILLIONS)

| Company | Ordinary Reinsurance In Force | | | | | | | | Percentage Increase | Market Share Percentages | | | | | | | |
|-----------------------------|-------------------------------|----------------|----------------|------------------|-----------------------------|----------------|----------------|------------------|---------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 1999 | | | | 2000 | | | | | 1999 | | | | 2000 | | | |
| | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total | | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total |
| Allianz | 112,910 | 13,234 | 925 | 127,069 | 150,046 | 14,916 | 819 | 165,781 | 30.47% | 4.30% | 4.34% | 0.38% | 4.00% | 4.58% | 4.09% | 0.32% | 4.26% |
| Annuity and Life Re | 35,137 | 0 | 8,131 | 43,268 | 64,827 | 0 | 10,002 | 74,829 | 72.94% | 1.34% | 0.00% | 3.31% | 1.36% | 1.98% | 0.00% | 3.95% | 1.92% |
| AUL | 125,769 | 0 | 187 | 125,956 | 155,567 | 0 | 336 | 155,903 | 23.78% | 4.79% | 0.00% | 0.08% | 3.96% | 4.75% | 0.00% | 0.13% | 4.01% |
| BMA | 85,832 | 0 | 0 | 85,832 | 107,920 | 0 | 0 | 107,920 | 25.73% | 3.27% | 0.00% | 0.00% | 2.70% | 3.30% | 0.00% | 0.00% | 2.77% |
| Canada Life | 25,404 | 5,935 | 0 | 31,339 | 32,330 | 5,502 | 0 | 37,832 | 20.72% | 0.97% | 1.95% | 0.00% | 0.99% | 0.99% | 1.51% | 0.00% | 0.97% |
| CIGNA Re | 10,874 | 0 | 1,129 | 12,003 | Acquired by Swiss Re | | | | 0.00% | 0.41% | 0.00% | 0.46% | 0.38% | 0.00% | 0.00% | 0.00% | 0.00% |
| Clarica LIC | 0 | 0 | 12,775 | 12,775 | 0 | 0 | 65,161 | 65,161 | 410.07% | 0.00% | 0.00% | 5.19% | 0.40% | 0.00% | 0.00% | 25.71% | 1.67% |
| CNA | 81,623 | 5,646 | 20,822 | 108,091 | Acquired by Munich American | | | | 0.00% | 3.11% | 1.85% | 8.46% | 3.40% | 0.00% | 0.00% | 0.00% | 0.00% |
| Employers/ERC | 272,599 | 56,484 | 2,038 | 331,121 | 329,448 | 27,889 | 2,562 | 359,899 | 8.69% | 10.37% | 18.51% | 0.83% | 10.42% | 10.06% | 7.65% | 1.01% | 9.25% |
| Equitable | 0 | 0 | 46,283 | 46,283 | 0 | 0 | 44,053 | 44,053 | -4.82% | 0.00% | 0.00% | 18.81% | 1.46% | 0.00% | 0.00% | 17.38% | 1.13% |
| General & Cologne | 91,026 | 0 | 12,358 | 103,384 | 102,402 | 8,788 | 0 | 111,190 | 7.55% | 3.46% | 0.00% | 5.02% | 3.25% | 3.13% | 2.41% | 0.00% | 2.86% |
| Gerling Global | 63,079 | 14,305 | 1,901 | 79,285 | 85,783 | 18,411 | 1,847 | 106,041 | 33.75% | 2.40% | 4.69% | 0.77% | 2.49% | 2.62% | 5.05% | 0.73% | 2.72% |
| Guardian | 0 | 24,064 | 1,909 | 25,973 | 0 | 8,900 | 2,784 | 11,684 | -55.01% | 0.00% | 7.89% | 0.78% | 0.82% | 0.00% | 2.44% | 1.10% | 0.30% |
| ING Re | 212,255 | 22,072 | 1,150 | 235,477 | 268,534 | 19,864 | 1,039 | 289,437 | 22.92% | 8.08% | 7.23% | 0.47% | 7.41% | 8.20% | 5.45% | 0.41% | 7.44% |
| Lincoln Re | 316,257 | 15,856 | 0 | 332,113 | 400,975 | 41,824 | 0 | 442,799 | 33.33% | 12.04% | 5.20% | 0.00% | 10.45% | 12.25% | 11.48% | 0.00% | 11.38% |
| Manufacturers Life | 0 | 6,222 | 92,621 | 98,843 | 0 | 6,501 | 97,122 | 103,623 | 4.84% | 0.00% | 2.04% | 37.65% | 3.11% | 0.00% | 1.78% | 38.32% | 2.66% |
| Munich American Re | 99,857 | 9,278 | 159 | 109,294 | 270,310 | 14,464 | 20,040 | 304,814 | 178.89% | 3.80% | 3.04% | 0.06% | 3.44% | 8.26% | 3.97% | 7.91% | 7.83% |
| Optimum Re (CAN) | 0 | 0 | 57 | 57 | 0 | 0 | 39 | 39 | -31.58% | 0.00% | 0.00% | 0.02% | 0.00% | 0.00% | 0.00% | 0.02% | 0.00% |
| Optimum Re (US) | 4,913 | 2,064 | 1,180 | 8,157 | 5,023 | 2,786 | 1,295 | 9,104 | 11.61% | 0.19% | 0.68% | 0.48% | 0.26% | 0.15% | 0.76% | 0.51% | 0.23% |
| Reassurance Co. of Hannover | 12,222 | 4,582 | 0 | 16,804 | 18,966 | 3,971 | 0 | 22,937 | 36.50% | 0.47% | 1.50% | 0.00% | 0.53% | 0.58% | 1.09% | 0.00% | 0.59% |
| RGA | 273,023 | 77,299 | 0 | 350,322 | 345,232 | 68,155 | 0 | 413,387 | 18.00% | 10.39% | 25.34% | 0.00% | 11.02% | 10.54% | 18.71% | 0.00% | 10.62% |
| SCOR Life Re | 2,770 | 2,014 | 200 | 4,984 | 3,324 | 1,774 | 160 | 5,258 | 5.50% | 0.11% | 0.66% | 0.08% | 0.16% | 0.10% | 0.49% | 0.06% | 0.14% |
| Scottish Re (US) | 0 | 0 | 0 | 0 | 5,037 | 0 | 6,183 | 11,220 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.15% | 0.00% | 2.44% | 0.29% |
| Sun Life | 0 | 0 | 41,798 | 41,798 | Acquired by Clarica | | | | 0.00% | 0.00% | 0.00% | 16.99% | 1.31% | 0.00% | 0.00% | 0.00% | 0.00% |
| Swiss Re* | 481,307 | 46,020 | 0 | 527,327 | 565,676 | 120,592 | 0 | 686,268 | 30.14% | 18.32% | 15.08% | 0.00% | 16.59% | 17.28% | 33.10% | 0.00% | 17.63% |
| Transamerica Re | 319,936 | 0 | 0 | 319,936 | 362,758 | 0 | 0 | 362,758 | 13.38% | 12.18% | 0.00% | 0.00% | 10.07% | 11.08% | 0.00% | 0.00% | 9.32% |
| World-Wide Re | 762 | 0 | 391 | 1,153 | DNR | DNR | DNR | DNR | 0.00% | 0.03% | 0.00% | 0.16% | 0.04% | 0.00% | 0.00% | 0.00% | 0.00% |
| TOTALS | 2,627,555 | 305,075 | 246,014 | 3,178,644 | 3,274,158 | 364,337 | 253,442 | 3,891,937 | 22.44% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

DNR: Did Not Report

* Portfolio data includes Administrative Reinsurance

Canadian Exchange Rate Used: 1999 = .6904 and 2000 = .6631

Date:

05/04/2001

U.S. ORDINARY REINSURANCE

| Company | Ordinary Reinsurance In Force 1999 | | | | Ordinary Reinsurance Assumed 2000 | | | | Ordinary Reinsurance In Force 2000 | | | |
|-----------------------------|---------------------------------------|----------------|----------------|------------------|--------------------------------------|----------------|---------------|------------------|---------------------------------------|----------------|----------------|------------------|
| | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total |
| Allianz | 112,910 | 13,234 | 925 | 127,069 | 45,536 | 7,800 | 10 | 53,346 | 150,046 | 14,916 | 819 | 165,781 |
| Annuity and Life Re | 35,137 | 0 | 8,131 | 43,268 | 32,253 | 0 | 2,982 | 35,235 | 64,827 | 0 | 10,002 | 74,829 |
| AUL | 125,769 | 0 | 187 | 125,956 | 46,942 | 0 | 173 | 47,115 | 155,567 | 0 | 336 | 155,903 |
| BMA | 85,832 | 0 | 0 | 85,832 | 33,004 | 0 | 0 | 33,004 | 107,920 | 0 | 0 | 107,920 |
| Canada Life | 25,404 | 5,935 | 0 | 31,339 | 11,471 | 0 | 0 | 11,471 | 32,330 | 5,502 | 0 | 37,832 |
| CIGNA Re | 10,874 | 0 | 1,129 | 12,003 | Acquired by Swiss Re | | | | Acquired by Swiss Re | | | |
| Clarica LIC | 0 | 0 | 12,775 | 12,775 | 0 | 0 | 13,714 | 13,714 | 0 | 0 | 65,161 | 65,161 |
| CNA | 81,623 | 5,646 | 20,822 | 108,091 | Acquired by Munich American | | | | Acquired by Munich American | | | |
| Employers/ERC | 272,599 | 56,484 | 2,038 | 331,121 | 86,577 | 2,242 | 0 | 88,819 | 329,448 | 27,889 | 2,562 | 359,899 |
| Equitable | 0 | 0 | 46,283 | 46,283 | 0 | 0 | 4,924 | 4,924 | 0 | 0 | 44,053 | 44,053 |
| General & Cologne | 91,026 | 0 | 12,358 | 103,384 | 20,305 | 1,269 | 0 | 21,574 | 102,402 | 8,788 | 0 | 111,190 |
| Gerling Global | 63,079 | 14,305 | 1,901 | 79,285 | 31,397 | 4,952 | 131 | 36,480 | 85,783 | 18,411 | 1,847 | 106,041 |
| Guardian | 0 | 24,064 | 1,909 | 25,973 | 0 | 6,885 | 1,128 | 8,013 | 0 | 8,900 | 2,784 | 11,684 |
| ING Re | 212,255 | 22,072 | 1,150 | 235,477 | 86,009 | 0 | 6 | 86,015 | 268,534 | 19,864 | 1,039 | 289,437 |
| Lincoln Re | 316,257 | 15,856 | 0 | 332,113 | 134,393 | 27,293 | 0 | 161,686 | 400,975 | 41,824 | 0 | 442,799 |
| Manufacturers Life | 0 | 6,222 | 92,621 | 98,843 | 0 | 648 | 14,304 | 14,952 | 0 | 6,501 | 97,122 | 103,623 |
| Munich American Re | 99,857 | 9,278 | 159 | 109,294 | 119,859 | 903 | 2,663 | 123,425 | 270,310 | 14,464 | 20,040 | 304,814 |
| Optimum Re (CAN) | 0 | 0 | 57 | 57 | 0 | 0 | 0 | 0 | 0 | 0 | 39 | 39 |
| Optimum Re (US) | 4,913 | 2,064 | 1,180 | 8,157 | 1,069 | 1,338 | 173 | 2,580 | 5,023 | 2,786 | 1,295 | 9,104 |
| Reassurance Co. of Hannover | 12,222 | 4,582 | 0 | 16,804 | 6,381 | 1,252 | 0 | 7,633 | 18,966 | 3,971 | 0 | 22,937 |
| RGA | 273,023 | 77,299 | 0 | 350,322 | 119,449 | 9,734 | 0 | 129,183 | 345,232 | 68,155 | 0 | 413,387 |
| SCOR Life Re | 2,770 | 2,014 | 200 | 4,984 | 844 | 3 | 0 | 847 | 3,324 | 1,774 | 160 | 5,258 |
| Scottish Re (US) | 0 | 0 | 0 | 0 | 5,060 | 0 | 7,311 | 12,371 | 5,037 | 0 | 6,183 | 11,220 |
| Sun Life | 0 | 0 | 41,798 | 41,798 | Acquired by Clarica | | | | Acquired by Clarica | | | |
| Swiss Re* | 481,307 | 46,020 | 0 | 527,327 | 124,176 | 93,075 | 0 | 217,251 | 565,676 | 120,592 | 0 | 686,268 |
| Transamerica Re | 319,936 | 0 | 0 | 319,936 | 80,741 | 0 | 0 | 80,741 | 362,758 | 0 | 0 | 362,758 |
| World-Wide Re | 762 | 0 | 391 | 1,153 | DNR | DNR | DNR | DNR | DNR | DNR | DNR | DNR |
| TOTALS | 2,627,555 | 305,075 | 246,014 | 3,178,644 | 985,466 | 157,394 | 47,519 | 1,190,379 | 3,274,158 | 364,337 | 253,442 | 3,891,937 |

DNR: Did Not Report

* Portfolio data includes Administrative Reinsurance

Canadian Exchange Rate Used: 1999 = .6904 and 2000 = .6631

Date

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CANADIAN ORDINARY REINSURANCE ASSUMED MARKET SHARE PERCENTAGES FOR 1999 AND 2000 (AMOUNTS IN \$U.S. MILLIONS)

| Company | Ordinary Reinsurance Assumed | | | | | | | | Percentage Increase | Market Share Percentages | | | | | | | |
|----------------------------|------------------------------|---------------|--------------|---------------|----------------------|---------------|------------|---------------|---------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 1999 | | | | 2000 | | | | | 1999 | | | | 2000 | | | |
| | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total | | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total |
| Allianz | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Annuity and Life Re | 2,166 | 0 | 8 | 2,175 | 144 | 0 | 17 | 161 | -92.62% | 5.92% | 0.00% | 0.77% | 3.93% | 0.28% | 0.00% | 2.28% | 0.25% |
| CIGNA Re | 1 | 0 | 3 | 4 | Acquired by Swiss Re | | | | 0.00% | 0.00% | 0.00% | 0.28% | 0.01% | 0.00% | 0.00% | 0.00% | |
| Clarica LIC (Mutual Group) | 0 | 0 | 95 | 95 | 0 | 0 | 239 | 239 | 151.25% | 0.00% | 0.00% | 8.82% | 0.17% | 0.00% | 0.00% | 32.52% | 0.37% |
| Equitable | 0 | 0 | 52 | 52 | 0 | 0 | 62 | 62 | 19.23% | 0.00% | 0.00% | 4.81% | 0.09% | 0.00% | 0.00% | 8.42% | 0.10% |
| ERC-Canada | 1,600 | 2,789 | 0 | 4,390 | 3,796 | 6,756 | 0 | 10,553 | 140.40% | 4.37% | 15.78% | 0.00% | 7.93% | 7.32% | 54.85% | 0.00% | 16.26% |
| General & Cologne | 1 | 0 | 0 | 1 | 6 | 0 | 0 | 6 | 500.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.01% | 0.00% | 0.00% | 0.01% |
| Gerling Global | 7 | 0 | 13 | 20 | 1,562 | 0 | 7 | 1,569 | 7745.00% | 0.02% | 0.00% | 1.20% | 0.04% | 3.01% | 0.00% | 0.95% | 2.42% |
| ING Re | 4 | 0 | 0 | 4 | 2 | 0 | 0 | 2 | -50.00% | 0.01% | 0.00% | 0.00% | 0.01% | 0.00% | 0.00% | 0.00% | 0.00% |
| Lincoln Re | 3,960 | 0 | 0 | 3,960 | 6,063 | 0 | 0 | 6,063 | 53.11% | 10.82% | 0.00% | 0.00% | 7.15% | 11.69% | 0.00% | 0.00% | 9.34% |
| Manufacturers Life | 0 | 284 | 524 | 808 | 0 | 7 | 411 | 418 | -48.27% | 0.00% | 1.61% | 48.48% | 1.46% | 0.00% | 0.06% | 55.83% | 0.64% |
| Munich Re (Canada) | 10,181 | 13,191 | 0 | 23,372 | 16,619 | 377 | 0 | 16,997 | -27.28% | 27.82% | 74.61% | 0.00% | 42.22% | 32.05% | 3.06% | 0.00% | 26.19% |
| Optimum Re (CAN) | 826 | 0 | 0 | 826 | 1,382 | 0 | 0 | 1,382 | 67.36% | 2.26% | 0.00% | 0.00% | 1.49% | 2.67% | 0.00% | 0.00% | 2.13% |
| RGA | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 2 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| RGA Re (Canada) | 8,147 | 1,416 | 0 | 9,563 | 8,439 | 5,177 | 0 | 13,615 | 42.37% | 22.26% | 8.01% | 0.00% | 17.28% | 16.28% | 42.03% | 0.00% | 20.98% |
| Sun Life | 0 | 0 | 385 | 385 | Acquired by Clarica | | | | 0.00% | 0.00% | 0.00% | 35.64% | 0.70% | 0.00% | 0.00% | 0.00% | 0.00% |
| Swiss Re | 9,702 | 0 | 0 | 9,702 | 13,832 | 0 | 0 | 13,832 | 42.56% | 26.51% | 0.00% | 0.00% | 17.53% | 26.68% | 0.00% | 0.00% | 21.31% |
| TOTALS | 36,596 | 17,681 | 1,081 | 55,357 | 51,846 | 12,317 | 736 | 64,900 | 17.24% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

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CANADIAN ORDINARY REINSURANCE IN FORCE MARKET SHARE PERCENTAGES FOR 1999 AND 2000 (AMOUNTS IN \$U.S. MILLIONS)

| Company | Ordinary Reinsurance In Force | | | | | | | | Percentage Increase | Market Share Percentages | | | | | | | |
|----------------------------|-------------------------------|---------------|---------------|----------------|----------------------|---------------|---------------|----------------|---------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 1999 | | | | 2000 | | | | | 1999 | | | | 2000 | | | |
| | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total | | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total |
| Allianz | 38 | 0 | 1 | 39 | 36 | 0 | 1 | 37 | -4.37% | 0.02% | 0.00% | 0.01% | 0.02% | 0.02% | 0.00% | 0.01% | 0.01% |
| Annuity and Life Re | 2,102 | 0 | 8 | 2,109 | 2,165 | 0 | 23 | 2,188 | 3.73% | 1.24% | 0.00% | 0.06% | 1.04% | 0.99% | 0.00% | 0.22% | 0.89% |
| CIGNA Re | 238 | 0 | 61 | 299 | Acquired by Swiss Re | | | | 0.00% | 0.14% | 0.00% | 0.51% | 0.15% | 0.00% | 0.00% | 0.00% | 0.00% |
| Clarica LIC (Mutual Group) | 0 | 0 | 293 | 293 | 0 | 0 | 3,298 | 3,298 | 1025.46% | 0.00% | 0.00% | 2.44% | 0.14% | 0.00% | 0.00% | 31.54% | 1.34% |
| Equitable | 0 | 0 | 800 | 800 | 0 | 0 | 842 | 842 | 5.25% | 0.00% | 0.00% | 6.65% | 0.40% | 0.00% | 0.00% | 8.05% | 0.34% |
| ERC-Canada | 1,799 | 3,231 | 0 | 5,030 | 5,590 | 9,051 | 0 | 14,641 | 191.05% | 1.06% | 15.47% | 0.00% | 2.49% | 2.55% | 52.02% | 0.00% | 5.94% |
| General & Cologne | 147 | 0 | 0 | 147 | 144 | 0 | 0 | 144 | -2.04% | 0.09% | 0.00% | 0.00% | 0.07% | 0.07% | 0.00% | 0.00% | 0.06% |
| Gerling Global | 126 | 0 | 379 | 505 | 1,670 | 0 | 340 | 2,010 | 298.02% | 0.07% | 0.00% | 3.15% | 0.25% | 0.76% | 0.00% | 3.25% | 0.81% |
| ING Re | 88 | 0 | 0 | 88 | 90 | 0 | 0 | 90 | 2.27% | 0.05% | 0.00% | 0.00% | 0.04% | 0.04% | 0.00% | 0.00% | 0.04% |
| Lincoln Re | 10,156 | 0 | 0 | 10,156 | 15,956 | 0 | 0 | 15,956 | 57.11% | 6.00% | 0.00% | 0.00% | 5.02% | 7.29% | 0.00% | 0.00% | 6.47% |
| Manufacturers Life | 0 | 2,699 | 5,098 | 7,797 | 0 | 2,474 | 4,430 | 6,904 | -11.45% | 0.00% | 12.93% | 42.38% | 3.86% | 0.00% | 14.22% | 42.37% | 2.80% |
| Munich Re (Canada) | 49,682 | 12,978 | 0 | 62,660 | 74,004 | 377 | 0 | 74,381 | 18.71% | 29.35% | 62.15% | 0.00% | 30.99% | 33.82% | 2.17% | 0.00% | 30.15% |
| Optimum Re (CAN) | 5,900 | 557 | 0 | 6,457 | 6,736 | 484 | 0 | 7,220 | 11.82% | 3.49% | 2.67% | 0.00% | 3.19% | 3.08% | 2.78% | 0.00% | 2.93% |
| RGA | 1 | 0 | 0 | 1 | 2 | 0 | 0 | 2 | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| RGA Re (Canada) | 41,081 | 1,416 | 2,468 | 44,965 | 46,438 | 5,013 | 1,522 | 52,973 | 17.81% | 24.27% | 6.78% | 20.52% | 22.24% | 21.22% | 28.81% | 14.56% | 21.47% |
| Sun Life | 0 | 0 | 2,922 | 2,922 | Acquired by Clarica | | | | 0.00% | 0.00% | 0.00% | 24.29% | 1.45% | 0.00% | 0.00% | 0.00% | 0.00% |
| Swiss Re | 57,921 | 0 | 0 | 57,921 | 65,994 | 0 | 0 | 65,994 | 13.94% | 34.22% | 0.00% | 0.00% | 28.65% | 30.16% | 0.00% | 0.00% | 26.75% |
| TOTALS | 169,279 | 20,881 | 12,029 | 202,189 | 218,824 | 17,399 | 10,456 | 246,680 | 22.00% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Canadian Exchange Rate Used: 1999 = .6904 and 2000 = .6631

CANADIAN ORDINARY REINSURANCE

| Company | Ordinary Reinsurance In Force 1999 | | | | Ordinary Reinsurance Assumed 2000 | | | | Ordinary Reinsurance In Force 2000 | | | |
|----------------------------|---------------------------------------|---------------|---------------|----------------|--------------------------------------|---------------|------------|---------------|---------------------------------------|---------------|---------------|----------------|
| | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total | Recur. | Port. | Retro. | Total |
| Allianz | 38 | 0 | 1 | 39 | 0 | 0 | 0 | 0 | 36 | 0 | 1 | 37 |
| Annuity and Life Re | 2,102 | 0 | 8 | 2,109 | 144 | 0 | 17 | 161 | 2,165 | 0 | 23 | 2,188 |
| CIGNA Re | 238 | 0 | 61 | 299 | Acquired by Swiss Re | | | | Acquired by Swiss Re | | | |
| Clarica LIC (Mutual Group) | 0 | 0 | 293 | 293 | 0 | 0 | 239 | 239 | 0 | 0 | 3,298 | 3,298 |
| Equitable | 0 | 0 | 800 | 800 | 0 | 0 | 62 | 62 | 0 | 0 | 842 | 842 |
| ERC-Canada | 1,799 | 3,231 | 0 | 5,030 | 3,796 | 6,756 | 0 | 10,553 | 5,590 | 9,051 | 0 | 14,641 |
| General & Cologne | 147 | 0 | 0 | 147 | 6 | 0 | 0 | 6 | 144 | 0 | 0 | 144 |
| Gerling Global | 126 | 0 | 379 | 505 | 1,562 | 0 | 7 | 1,569 | 1,670 | 0 | 340 | 2,010 |
| ING Re | 88 | 0 | 0 | 88 | 2 | 0 | 0 | 2 | 90 | 0 | 0 | 90 |
| Lincoln Re | 10,156 | 0 | 0 | 10,156 | 6,063 | 0 | 0 | 6,063 | 15,956 | 0 | 0 | 15,956 |
| Manufacturers Life | 0 | 2,699 | 5,098 | 7,797 | 0 | 7 | 411 | 418 | 0 | 2,474 | 4,430 | 6,904 |
| Munich Re (Canada) | 49,682 | 12,978 | 0 | 62,660 | 16,619 | 377 | 0 | 16,997 | 74,004 | 377 | 0 | 74,381 |
| Optimum Re (CAN) | 5,900 | 557 | 0 | 6,457 | 1,382 | 0 | 0 | 1,382 | 6,736 | 484 | 0 | 7,220 |
| RGA | 1 | 0 | 0 | 1 | 2 | 0 | 0 | 2 | 2 | 0 | 0 | 2 |
| RGA Re (Canada) | 41,081 | 1,416 | 2,468 | 44,965 | 8,439 | 5,177 | 0 | 13,615 | 46,438 | 5,013 | 1,522 | 52,973 |
| Sun Life | 0 | 0 | 2,922 | 2,922 | Acquired by Clarica | | | | Acquired by Clarica | | | |
| Swiss Re | 57,921 | 0 | 0 | 57,921 | 13,832 | 0 | 0 | 13,832 | 65,994 | 0 | 0 | 65,994 |
| TOTALS | 169,279 | 20,881 | 12,029 | 202,189 | 51,846 | 12,317 | 736 | 64,900 | 218,824 | 17,399 | 10,456 | 246,680 |

Canadian Exchange Rate Used: 1999 = .6904 and 2000 = .6631

Date:

04-May-01

U.S. GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1999 AND 2000 (AMOUNTS IN \$U.S. MILLIONS)

| Company | Group Reinsurance Assumed | | | | | | Percentage Increase | Market Share Percentages | | | | | | Group In Force | | | | |
|----------------------------|---------------------------|--------------|---------------|----------------------|------------|---------------|---------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|---------------|---------------|
| | 1999 | | | 2000 | | | | 1999 | | | 2000 | | | 1999 | 2000 | Pct. Incr. | Market Share | |
| | New | Incr. | Total | New | Incr. | Total | | New | Incr. | Total | New | Incr. | Total | Amount | Amount | | 1999 | 2000 |
| Allianz | 1,391 | 0 | 1,391 | 319 | 0 | 319 | -77.07% | 7.03% | 0.00% | 5.30% | 1.59% | 0.00% | 1.56% | 2,204 | 2,610 | 18.42% | 1.99% | 2.36% |
| AUL | 1,389 | 0 | 1,389 | 119 | 94 | 213 | -84.67% | 7.02% | 0.00% | 5.29% | 0.59% | 27.33% | 1.04% | 1,923 | 2,078 | 8.06% | 1.73% | 1.88% |
| BMA | 14 | 2 | 16 | 5 | 3 | 8 | -50.00% | 0.07% | 0.03% | 0.06% | 0.02% | 0.87% | 0.04% | 50 | 58 | 16.00% | 0.05% | 0.05% |
| Canada Life | 9,856 | 0 | 9,856 | 5 | 0 | 5 | -99.95% | 49.78% | 0.00% | 37.56% | 0.02% | 0.00% | 0.02% | 4,191 | 1,724 | -58.86% | 3.78% | 1.56% |
| CIGNA Re | 442 | 0 | 442 | Acquired by Swiss Re | | | 0.00% | 2.23% | 0.00% | 1.68% | 0.00% | 0.00% | 0.00% | 14,912 | ACQ | 0.00% | 13.44% | 0.00% |
| Clarica LIC (Mutual Group) | 673 | 8 | 681 | 114 | 0 | 114 | -83.26% | 3.40% | 0.12% | 2.60% | 0.57% | 0.00% | 0.56% | 21,123 | 43,196 | 104.50% | 19.04% | 39.01% |
| Employers/ERC | 432 | 0 | 432 | 560 | 0 | 560 | 29.63% | 2.18% | 0.00% | 1.65% | 2.79% | 0.00% | 2.74% | 2,162 | 7,491 | 246.48% | 1.95% | 6.76% |
| General & Cologne | 0 | 0 | 0 | 2,760 | 0 | 2,760 | 0.00% | 0.00% | 0.00% | 0.00% | 13.74% | 0.00% | 13.51% | 2,778 | 5,375 | 93.48% | 2.50% | 4.85% |
| Gerling Global | 1,583 | 0 | 1,583 | 1,121 | 0 | 1,121 | -29.19% | 8.00% | 0.00% | 6.03% | 5.58% | 0.00% | 5.49% | 4,610 | 3,712 | -19.48% | 4.15% | 3.35% |
| Manufacturers Life | 0 | 249 | 249 | 0 | 247 | 247 | -0.80% | 0.00% | 3.87% | 0.95% | 0.00% | 71.80% | 1.21% | 750 | 546 | -27.20% | 0.68% | 0.49% |
| Munich American Re | 3,868 | 0 | 3,868 | 571 | 0 | 571 | -85.24% | 19.54% | 0.00% | 14.74% | 2.84% | 0.00% | 2.79% | 4,011 | 3,599 | -10.27% | 3.61% | 3.25% |
| SCOR Life Re | 64 | 0 | 64 | 79 | 0 | 79 | 23.44% | 0.32% | 0.00% | 0.24% | 0.39% | 0.00% | 0.39% | 1,407 | 1,114 | -20.82% | 1.27% | 1.01% |
| Sun Life | 87 | 0 | 87 | Acquired by Clarica | | | 0.00% | 0.44% | 0.00% | 0.33% | 0.00% | 0.00% | 0.00% | 22,514 | ACQ | 0.00% | 20.29% | 0.00% |
| Swiss Re | 0 | 6,182 | 6,182 | 14,433 | 0 | 14,433 | 133.47% | 0.00% | 95.98% | 23.56% | 71.86% | 0.00% | 70.65% | 28,331 | 39,234 | 38.48% | 25.53% | 35.43% |
| TOTALS | 19,799 | 6,441 | 26,240 | 20,086 | 344 | 20,430 | -22.14% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 110,966 | 110,737 | -0.21% | 100.0% | 100.0% |

CANADIAN GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1999 AND 2000 (AMOUNTS IN \$U.S. MILLIONS)

| Company | Group Reinsurance Assumed | | | | | | Percentage Increase | Market Share Percentages | | | | | | Group In Force | | | | |
|---------------------|---------------------------|------------|--------------|---------------------|--------------|--------------|---------------------|--------------------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|--------------|---------------|--------------|
| | 1999 | | | 2000 | | | | 1999 | | | 2000 | | | 1999 | 2000 | Pct. Incr. | Market Share | |
| | New | Incr. | Total | New | Incr. | Total | | New | Incr. | Total | New | Incr. | Total | Amount | Amount | | 1999 | 2000 |
| Clarica | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0 | 95 | 0.00% | 0.00% | 0.33% |
| Manufacturers Life | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 7 | 7 | 0.00% | 0.03% | 0.02% |
| Munich Re (Canada) | 157 | 719 | 876 | 822 | 2,629 | 3,451 | 293.87% | 14.45% | 98.30% | 48.23% | 56.22% | 99.52% | 84.10% | 19,230 | 21,611 | 12.38% | 72.04% | 75.67% |
| Optimum Re (Canada) | 142 | 12 | 154 | 359 | 13 | 371 | 141.19% | 13.05% | 1.70% | 8.48% | 24.55% | 0.48% | 9.05% | 750 | 943 | 25.65% | 2.81% | 3.30% |
| RGA Re (Canada) | 530 | 0 | 530 | 265 | 0 | 265 | -50.04% | 48.82% | 0.00% | 29.15% | 18.10% | 0.00% | 6.45% | 1,069 | 619 | -42.09% | 4.01% | 2.17% |
| Sun Life | 0 | 0 | 0 | Acquired by Clarica | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 37 | ACQ | 0.00% | 0.14% | 0.00% |
| Swiss Re | 257 | 0 | 257 | 17 | 0 | 17 | -93.55% | 23.68% | 0.00% | 14.14% | 1.13% | 0.00% | 0.40% | 5,598 | 5,284 | -5.62% | 20.97% | 18.50% |
| TOTALS | 1,085 | 732 | 1,816 | 1,461 | 2,642 | 4,103 | 125.90% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 26,692 | 28,559 | 6.99% | 100.0% | 99.7% |

Canadian Exchange Rate Used: 1999 = .6904 and 2000 = .6631