

1988

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**Munich American Reassurance Company**

June 14, 1989

To: Society of Actuaries Reinsurance Section Officers, Council
Members, Committee Chairpersons
Reinsurance Production and In Force Survey Participants

From: Beth Merdian

Subject: Reinsurance Production and In Force Survey Final Results

Enclosed with this letter are the final results of the Society of Actuaries Reinsurance Section's survey of Reinsurance Production and In Force for 1987/88.

While we have followed the same format used in previous years, we have also created a new spreadsheet showing Ordinary reinsurance in force as of 12/31/87, 1988 Ordinary reinsurance new business assumed, and Ordinary reinsurance in force as of 12/31/88. This new spreadsheet has been created for both U.S. and Canadian business and should hopefully facilitate the users' analysis of the data.

The results of the survey are summarized in eight tables:

- United States and Canadian Ordinary Reinsurance Assumed
- United States and Canadian Ordinary Reinsurance In Force
- United States and Canadian Ordinary Reinsurance 1987 In Force, 1988
New Business Assumed, and 1988 In Force
- United States and Canadian Group Reinsurance Assumed and In Force

The responses to the survey encompass a wide variety of companies and reporting methods, but we have attempted to fairly and accurately represent the data provided.

Should you have any questions relating to the survey results, please call me at (404) 394-5665 ext. 432. We hope this information will be helpful to you.

Sincerely,

Beth Merdian

U.S. ORDINARY REINSURANCE ASSUMED MARKET SHARE PERCENTAGES FOR 1987 AND 1988 (AMOUNTS IN \$U.S. MILLIONS)

Company	Ordinary Reinsurance Assumed				Percentage Increase				Market Share Percentages			
	1987	1987	1987	1987	1988	1988	1988	1988	1987	1987	1988	1988
	Recur.	Port.	Total	Ret.	Recur.	Port.	Total	Ret.	Recur.	Port.	Total	Ret.
ABC Life	1,081	0	1,081	0	836	0	836	0	0.64	0.00	0.43	0.00
American United Life	3,257	0	3,257	0	5,171	0	5,171	0	1.93	0.00	1.29	0.00
Business Men's	3,599	16,020	19,619	5,090	0	0	5,090	0	2.14	47.99	7.79	0.00
Canadian Re	244	0	244	0	294	0	294	0	0.15	0.00	0.10	0.00
CIGNA Re	2,842	0	3,023	2,563	0	232	2,795	0	1.69	0.00	1.20	0.00
Cologne Life Re	4,909	0	4,909	5,005	0	0	5,005	0	2.92	0.00	1.95	0.00
CNA	10,175	0	10,175	6,176	0	0	6,176	0	6.05	0.00	4.04	0.00
Crown Life	7,440	233	7,673	5,992	206	0	6,198	0	4.42	0.70	3.05	0.00
Employers Re Life Group	392	0	392	3,168	3,950	0	7,118	0	0.23	0.00	0.16	0.00
Equitable Life	0	0	9,480	0	11,213	0	11,213	0	0.00	0.00	18.92	0.00
Frankona America Life	802	0	1,013	1,902	0	108	2,010	0	0.48	0.00	0.40	0.00
General American Life	13,278	0	14,377	15,019	2,064	2,262	19,345	0	7.89	0.00	5.71	0.00
Gerling Global Life	2,548	0	2,548	1,899	0	13	1,912	0	1.51	0.00	1.04	0.00
Guardian Life	0	7,824	7,824	0	9,765	449	10,214	0	0.00	23.44	0.00	3.11
Hamburg International	635	476	1,111	1,752	0	10	1,762	0	0.38	1.43	0.03	0.00
Hudson Life Re	2,233	0	2,233	693	225	0	918	0	1.33	0.00	0.89	0.00
Life Reassurance Corp	14,069	2	14,104	15,573	0	69	15,642	0	8.36	0.01	5.60	0.00
Lincoln National Life	21,487	0	21,487	22,425	0	0	22,425	0	12.77	0.00	8.54	0.00
Manufacturers Life	0	14,238	14,238	0	18,598	0	18,598	0	0.00	0.00	5.66	0.00
Mercantile & General	3,964	0	3,964	4,634	0	0	4,634	0	2.36	0.00	1.57	0.00
Munich American Re	2,310	0	2,310	1,865	0	284	2,149	0	1.37	0.00	1.00	0.00
National Re of Canada	348	0	348	52	0	1	53	0	0.21	0.00	0.15	0.00
North American Life	52	0	52	55	0	0	55	0	0.03	0.00	0.02	0.00
North Amer. Life & Cas.	3,378	293	3,786	5,196	0	223	5,419	0	43.1	0.88	1.50	0.00
North American Re	10,432	63	10,495	11,338	0	0	11,338	0	6.20	0.19	4.17	0.00
NRG American Life Re	1,189	6,854	20,155	28,198	305	235	15,814	0	0.71	20.53	11.20	0.18
Optimum Re	1,189	0	1,189	215	358	0	573	0	0.71	0.00	0.47	0.00
Phoenix Mutual Life	6,886	0	7,081	2,845	0	112	2,957	0	4.09	0.00	2.81	0.00
St. Lawrence Re	4	0	75	7	0	145	152	0	0.00	0.14	0.03	0.00
Security Benefit Life	1,229	1,618	3,064	1,618	143	91	1,852	0	0.73	4.85	1.22	0.00
Security Life of Denver	6,883	0	7,326	9,290	2	532	9,824	0	4.09	0.00	2.91	0.00
Sun Life of Canada	0	0	3,356	0	0	5,982	5,982	0	0.00	0.00	6.70	0.00
Transamerica Occidental	40,844	0	40,844	40,245	0	257	40,502	0	24.28	0.00	16.23	0.00
Urbaine Life Re	358	0	358	511	0	0	511	0	0.21	0.00	0.14	0.00
World-Wide Re	171	0	171	612	0	0	612	0	0.10	0.00	0.07	0.00
TOTALS	166,218	33,383	251,700	172,335	16,948	56,406	245,688	(2.4)	100.0	100.0	100.0	100.0

U.S. ORDINARY REINSURANCE IN FORCE MARKET SHARE PERCENTAGES FOR 1987 AND 1988 (AMOUNTS IN \$U.S. MILLIONS)

Company	Ordinary Reinsurance In Force					Percentage Increase	Market Share Percentages					
	1987		1988				1987		1988			
	Recur.	Port.	Total	Recur.	Port.		Recur.	Port.	Total	Recur.	Port.	Total
AGC Life	2,769	0	2,769	2,785	0	0	0.48	0.00	0.37	0.45	0.00	0.33
American United Life	11,868	0	12,003	14,764	0	159	2.06	0.00	0.13	1.58	0.00	0.10
Business Men's	13,651	17,634	31,285	16,341	170	0	2.37	22.50	0.00	4.13	2.63	0.00
Canadian Re	891	0	891	1,193	0	0	0.15	0.00	0.00	0.12	0.00	0.00
CIGNA Re	12,753	15	13,576	12,979	14	916	2.21	0.02	0.79	1.79	2.09	0.57
Cologne Life Re	14,755	144	14,899	17,298	139	0	2.56	0.18	0.00	1.97	2.78	0.00
CNA	42,716	0	42,716	41,634	0	0	7.40	0.00	0.00	5.63	6.70	0.00
Crown Life	29,667	592	30,258	29,819	658	0	5.14	0.76	0.00	3.99	4.80	0.00
Employers Re Life Group	6,742	14,393	21,135	7,946	17,982	1,385	1.17	18.37	0.00	2.79	1.28	30.03
Equitable Life	0	2,519	28,295	0	2,072	35,678	0.00	3.21	25.07	3.73	0.00	3.46
Frankona America Life	3,395	20	3,961	4,656	11	619	0.59	0.03	0.53	0.52	0.75	0.02
General American Life	35,961	3,019	41,853	44,608	3,302	4,593	6.23	3.85	2.79	5.52	7.17	5.51
Gerling Global Life	11,256	0	11,529	9,994	0	209	1.95	0.00	0.27	1.52	1.61	0.00
Guardian Life	0	19,032	19,032	0	18,605	4,029	0.00	24.29	0.00	2.51	0.00	31.07
Hamburg International	1,989	0	2,030	2,952	383	32	0.34	0.00	0.04	0.27	0.47	0.02
Hudson Life Re	10,565	0	10,565	8,603	225	0	1.83	0.00	0.00	1.39	1.38	0.00
Life Reassurance Corp	68,799	3,343	78,825	65,078	1,020	15,593	11.92	4.27	6.50	10.40	10.47	1.70
Lincoln National Life	73,122	0	73,122	81,641	0	0	12.67	0.00	0.00	9.64	13.13	0.00
Manufacturers Life	0	31,776	31,776	43,952	0	43,952	0.00	0.00	30.91	4.19	0.00	27.25
Mercantile & General	15,516	0	15,516	16,915	0	16,915	2.69	0.00	0.00	2.05	2.72	0.00
Munich American Re	9,372	0	10,070	9,706	0	875	1.62	0.00	0.68	1.33	1.56	0.00
National Re of Canada	781	0	819	48	0	35	0.14	0.00	0.04	0.11	0.01	0.00
North American Life	399	0	399	376	0	0	0.07	0.00	0.00	0.05	0.06	0.00
North Amer. Life & Cas.	8,876	1,163	10,451	12,308	994	570	1.54	1.48	0.40	1.38	1.98	1.66
North American Re	51,771	661	52,432	52,685	704	0	8.97	0.84	0.00	6.92	8.47	0.00
NRG American Life Re	10,455	13,689	44,791	10,779	11,320	34,759	1.81	17.47	20.08	5.91	1.73	18.91
Optimum Re	2,782	0	2,782	2,298	358	0	0.48	0.00	0.00	0.37	0.37	0.00
Phoenix Mutual Life	26,538	0	27,545	24,514	0	934	4.60	0.00	0.98	3.63	3.94	0.00
St. Lawrence Re	46	0	515	46	0	449	0.01	0.00	0.46	0.07	0.01	0.00
Security Benefit Life	3,248	1,664	5,307	4,080	1,575	299	0.56	2.12	0.38	0.70	0.66	2.63
Security Life of Denver	17,147	454	18,493	20,381	345	1,501	2.97	0.58	0.87	2.44	3.28	0.58
Sun Life of Canada	0	0	9,349	0	0	13,931	0.00	0.00	9.09	1.23	0.00	0.00
Transamerica Occidental	86,264	21	86,285	101,864	0	794	14.95	0.03	0.00	11.39	16.38	0.00
Urbaine Life Re	1,636	0	1,636	1,783	0	0	0.28	0.00	0.00	0.22	0.29	0.00
World-Wide Re	1,286	0	1,286	1,743	0	0	0.22	0.00	0.00	0.17	0.28	0.00
TOTALS	577,015	78,363	102,818	758,196	621,816	59,877	11.2	100.0	100.0	100.0	100.0	100.0

U. S. ORDINARY REINSURANCE

Company	Ordinary Reinsurance In Force			Ordinary Reinsurance New Business			Ordinary Reinsurance In Force		
	1987	1987	1987	1988	1988	1988	1988	1988	1988
	Recur.	Port.	Total	Recur.	Port.	Total	Recur.	Port.	Total
AGC Life	2,789	0	2,789	836	0	836	2,785	0	2,785
American United Life	11,868	0	12,003	5,160	0	5,171	14,764	0	14,764
Business Men's	13,651	17,634	31,285	5,090	0	5,090	16,341	170	16,511
Canadian Re	891	0	891	294	0	294	1,193	0	1,193
CIGNA Re	12,753	15	13,576	2,563	0	2,563	12,979	14	13,009
Cologne Life Re	14,755	144	14,899	5,005	0	5,005	17,298	139	17,437
CNA	42,716	0	42,716	6,176	0	6,176	41,634	0	41,634
Crown Life	29,667	592	30,258	5,992	206	6,198	29,819	658	30,476
Employers Re Life Group	6,742	14,393	21,135	3,168	3,950	7,118	7,946	17,982	25,938
Equitable Life	0	2,519	2,519	0	0	0	0	2,072	2,072
Frankona America Life	3,395	20	3,415	1,902	0	1,902	4,656	11	4,667
General American Life	35,961	3,019	41,853	15,019	2,064	19,345	44,608	3,302	47,910
Serling Global Life	11,256	0	11,256	1,899	0	1,899	9,994	0	9,994
Guardian Life	0	19,032	19,032	0	9,765	9,765	18,605	4,029	22,634
Hamburg International	1,989	0	2,030	1,752	0	1,752	2,952	383	3,335
Hudson Life Re	10,565	0	10,565	693	225	918	8,603	225	8,828
Life Reassurance Corp	68,799	3,343	78,825	15,573	0	15,573	65,078	1,020	66,098
Lincoln National Life	73,122	0	73,122	22,425	0	22,425	81,641	0	81,641
Manufacturers Life	0	31,776	31,776	0	0	0	0	43,952	43,952
Mercantile & General	15,516	0	15,516	4,634	0	4,634	16,915	0	16,915
Munich American Re	9,372	0	9,372	1,865	0	1,865	9,706	0	9,706
National Re of Canada	781	0	781	52	0	52	48	0	48
North American Life	399	0	399	55	0	55	376	0	376
North Amer. Life & Cas.	8,876	1,163	10,451	5,196	0	5,196	12,308	994	13,302
North American Re	51,771	661	52,432	11,338	0	11,338	52,685	704	53,389
NRS American Life Re	10,455	13,689	24,144	305	235	540	10,779	11,320	22,099
Optimum Re	2,782	0	2,782	215	358	573	2,298	358	2,656
Phoenix Mutual Life	26,538	0	26,538	2,845	0	2,845	24,514	0	24,514
St. Lawrence Re	46	0	46	7	0	7	46	0	46
Security Benefit Life	3,248	1,664	4,912	1,618	143	1,761	4,080	1,575	5,655
Security Life of Denver	17,147	454	18,493	9,290	2	9,292	20,381	345	20,726
Sun Life of Canada	0	9,349	9,349	0	0	0	5,982	0	5,982
Transamerica Occidental	86,264	21	86,285	40,245	0	40,245	101,864	0	101,864
Urbaine Life Re	1,636	0	1,636	511	0	511	1,783	0	1,783
World-Wide Re	1,286	0	1,286	612	0	612	1,743	0	1,743
TOTALS	577,015	78,363	655,378	172,335	16,948	189,283	621,616	59,877	681,493

Company	Ordinary Reinsurance Assumed						Market Share Percentages						
	1987			1988			1987			1988			
	Recur.	Port.	Total	Recur.	Port.	Total	Percentage Increase	Recur.	Port.	Total	Recur.	Port.	Total
AGC Life	1	0	1	0	0	0	(100.0)	0.01	0.00	0.01	0.00	0.00	0.00
American United Life	2	0	3	0	0	0	(100.0)	0.02	0.00	0.02	0.00	0.00	0.00
Business Men's	98	0	98	56	0	56	(42.9)	0.96	0.00	0.64	0.00	0.00	0.19
Canadian Re	2,467	220	2,687	2,932	0	2,932	9.1	24.06	9.24	17.57	23.05	0.00	9.85
CIGNA Re	74	0	147	63	52	115	(21.8)	0.72	0.00	0.74	0.00	0.00	0.39
Cologne Life Re	10	0	10	11	0	11	10.0	0.10	0.00	0.07	0.00	0.00	0.04
Equitable Life	0	0	95	0	0	190	100.0	0.00	0.00	0.62	0.00	0.00	0.64
General American Life	722	0	1,837	952	0	1,419	29.1	7.04	0.00	41.91	0.00	0.00	8.93
Gerling Global Life	0	0	2	0	0	4	100.0	0.00	0.00	0.08	0.00	0.00	0.01
Hamburg International	0	0	0	3	0	3	N/A	0.00	0.00	0.00	0.00	0.00	0.01
Life Reassurance Corp	296	0	296	641	0	7	118.9	2.89	0.00	1.94	5.04	0.00	2.18
Lincoln National Life	254	0	254	606	0	0	138.6	2.48	0.00	1.66	4.77	0.00	2.04
Manufacturers Life	0	0	973	0	0	590	(39.4)	0.00	0.00	36.57	0.00	0.00	1.98
Mercantile & General	1,112	2,161	3,273	1,647	0	1,647	(49.7)	10.84	90.76	21.40	12.95	0.00	5.54
Munich Re (Canada)	3,829	0	3,829	4,311	0	4,311	12.6	37.34	0.00	25.03	33.90	0.00	14.49
National Re of Canada	508	0	535	355	0	20	(29.9)	4.96	0.00	3.50	2.79	0.00	1.26
North American Life	21	0	21	24	0	0	14.3	0.20	0.00	0.14	0.19	0.00	0.08
NRS American Life Re	0	0	0	0	0	13,331	N/A	0.00	0.00	0.00	0.00	0.00	83.95
St. Lawrence Re	860	0	860	1,116	1,132	0	161.3	8.39	0.00	5.63	8.78	100.00	7.56
Security Life of Denver	0	0	251	0	0	0	(100.0)	0.00	0.00	9.43	0.00	0.00	0.00
Sun Life of Canada	0	0	124	0	0	286	131.0	0.00	0.00	4.65	0.00	0.00	1.80
Transamerica Occidental	0	0	0	0	0	0	N/A	0.00	0.00	0.00	0.00	0.00	0.00
TOTALS	10,254	2,381	15,296	12,717	1,132	15,899	94.5	100.0	100.0	100.0	100.0	100.0	100.0

CANADIAN ORDINARY REINSURANCE IN FORCE MARKET SHARE PERCENTAGES FOR 1987 AND 1988 (AMOUNTS IN \$U.S. MILLIONS)

Company	Ordinary Reinsurance In Force						Market Share Percentages						
	1987			1988			1987			1988			
	Recur.	Port.	Retro.	Total	Recur.	Port.	Retro.	Total	Percentage Increase	Recur.	Port.	Retro.	Total
ABC Life	2	0	0	2	0	0	0	0	(100.0)	0.01	0.00	0.00	0.00
American United Life	99	0	51	150	0	0	0	0	(100.0)	0.23	0.00	0.73	0.28
Business Men's	493	200	0	693	425	0	0	425	(38.7)	1.14	8.16	0.00	1.31
Canadian Re	10,633	239	0	10,872	11,966	235	0	12,201	12.2	24.53	9.75	0.00	20.60
CIGNA Re	288	0	350	638	306	0	318	624	(2.2)	0.66	0.00	5.01	1.21
Cologne Life Re	345	0	0	345	311	0	0	311	(9.9)	0.80	0.00	0.00	0.65
Employers Re Life Group	189	0	0	189	116	0	71	187	(1.1)	0.44	0.00	0.00	0.36
Equitable Life	0	0	248	248	0	0	393	393	58.5	0.00	0.00	3.55	0.47
General American Life	2,073	0	3,000	5,073	2,767	0	3,832	6,599	30.1	4.78	0.00	42.98	9.61
Gerling Global Life	22	0	31	53	20	0	26	46	(13.2)	0.05	0.00	0.44	0.10
Hamburg International	0	0	0	0	16	0	1	17	N/A	0.00	0.00	0.00	0.00
Life Reassurance Corp	1,149	46	0	1,195	713	0	827	1,540	28.9	2.65	1.88	0.00	2.26
Lincoln National Life	2,020	0	0	2,020	2,662	0	0	2,662	31.8	4.66	0.00	0.00	3.83
Manufacturers Life	0	0	2,173	2,173	0	0	1,888	1,888	(13.1)	0.00	0.00	31.13	4.12
Mercantile & General	5,459	1,904	0	7,393	6,712	1,833	0	8,545	15.6	12.67	77.65	0.00	14.01
Munich Re (Canada)	13,037	0	0	13,037	16,109	0	0	16,109	23.6	30.08	0.00	0.00	24.71
National Re of Canada	3,941	63	191	4,195	4,017	55	159	4,231	0.9	9.09	2.57	2.74	7.95
North American Life	124	0	0	124	129	0	0	129	4.0	0.29	0.00	0.00	0.23
NRG American Life Re	0	0	0	0	25	2	13,331	13,358	N/A	0.00	0.00	0.00	0.00
St. Lawrence Re	3,400	0	0	3,400	4,293	1,132	0	5,425	59.6	7.85	0.00	0.00	6.44
Security Life of Denver	0	0	442	442	0	0	0	0	(100.0)	0.00	0.00	6.33	0.84
Sun Life of Canada	0	0	493	493	0	0	732	732	48.5	0.00	0.00	7.06	0.93
Transamerica Occidental	34	0	0	34	0	0	0	0	(100.0)	0.08	0.00	0.00	0.06
TOTALS	43,338	2,452	6,979	55,770	50,588	3,257	21,578	75,423	42.9	100.0	100.0	100.0	100.0

NAME: \DATA\SYKPH\RESURVEY\IFNBIF

REVISED: 6/1/89

REVISED: 8/1/87
Canadian Exchange Rate Used: 1987 = .7880 & 1988 = .8357

CANADIAN ORDINARY REINSURANCE

Company	Ordinary Reinsurance In Force 1987			Ordinary Reinsurance New Business 1988			Ordinary Reinsurance In Force 1988		
	Recur.	Port.	Total	Recur.	Port.	Total	Recur.	Port.	Total
AGC Life	2	0	2	0	0	0	0	0	0
American United Life	99	0	150	0	0	0	0	0	0
Business Men's	493	200	693	0	0	56	425	0	425
Canadian Re	10,633	239	10,872	2,932	0	2,932	11,966	235	12,201
CIGNA Re	288	0	638	63	0	52	306	0	311
Cologne Life Re	345	0	345	11	0	11	311	0	311
Employers Re Life Group	189	0	189	0	0	0	116	0	116
Equitable Life	0	0	248	0	0	190	0	0	190
General American Life	2,073	0	5,073	952	0	1,419	2,371	0	2,371
Gerling Global Life	22	0	53	0	0	4	20	0	20
Hamburg International	0	0	0	3	0	3	16	0	16
Life Reassurance Corp	1,149	46	1,195	641	0	7	648	713	1,361
Lincoln National Life	2,020	0	2,020	606	0	0	2,662	0	2,662
Manufacturers Life	0	0	2,173	0	0	590	0	0	590
Mercantile & General	5,489	1,904	7,393	1,647	0	0	6,712	1,833	8,545
Munich Re (Canada)	13,037	0	13,037	4,311	0	0	16,109	0	16,109
National Re of Canada	3,941	63	4,195	355	0	20	4,017	55	4,072
North American Life	124	0	124	24	0	0	129	0	129
NRG American Life Re	0	0	0	0	0	13,331	25	2	13,356
St. Lawrence Re	3,400	0	3,400	1,132	0	0	4,293	1,132	5,425
Security Life of Denver	0	0	442	0	0	0	0	0	0
Sun Life of Canada	0	0	493	0	0	286	0	0	286
Transamerica Occidental	34	0	34	0	0	0	0	0	0
TOTALS	43,338	2,452	52,770	12,717	1,132	15,899	50,588	3,257	53,845

U.S. GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1987 AND 1988 (AMOUNTS IN \$U.S. MILLIONS)

Company	Group Reinsurance Assumed			Market Share Percentages			Group In Force			Market Share		
	1987	1988	Percentage Increase	1987	1988	1989	1987	1988	1989	1987	1988	1989
	New	Total	Incr.	New	Total	Incr.	New	Total	Incr.	New	Total	Incr.
American United Life	304	419	723	154	2	156	(78.4)	3.1	23.7	6.3	2.7	0.1
Business Men's	0	0	0	0	0	0	N/A	0.0	0.0	0.0	0.0	0.0
Canadian Re	0	0	0	0	0	0	N/A	0.0	0.0	0.0	0.0	0.0
CIGNA Re	731	454	1,185	423	896	1,319	11.3	7.5	25.7	10.3	7.5	40.7
Cologne Life Re	5,596	0	5,596	2,428	0	2,428	(56.6)	57.7	0.0	48.8	42.9	0.0
CNA	0	15	15	137	29	166	1,006.7	0.0	0.8	0.1	2.4	1.3
Crown Life	9	0	9	0	0	0	(100.0)	0.1	0.0	0.1	0.0	0.0
Employers Re Life Group	0	0	0	19	0	19	N/A	0.0	0.0	0.0	0.3	0.0
Frankena America Life	5	0	5	0	3	3	(40.0)	0.1	0.0	0.0	0.0	0.1
Gerling Global Life	3	0	3	157	0	157	5,133.3	0.0	0.0	0.0	2.8	0.0
Guardian Life	0	3	3	0	5	5	66.7	0.0	0.2	0.0	0.0	0.0
Hamburg International	0	0	0	0	0	0	N/A	0.0	0.0	0.0	0.0	0.0
Life Reassurance Corp	1,923	1	1,924	78	0	78	(95.9)	19.8	0.1	16.8	1.4	0.0
Mercantile & General	291	0	291	409	0	409	40.5	3.0	0.0	2.5	7.2	0.0
Munich American Re	335	0	335	493	43	536	60.0	3.5	0.0	2.9	8.7	2.0
North Amer. Life & Cas.	0	0	0	1	630	631	N/A	0.0	0.0	0.0	0.0	28.6
North American Re	494	753	1,247	1,319	493	1,812	45.3	5.1	42.6	10.9	23.3	22.4
Phoenix Mutual Life	6	111	117	20	97	117	0.0	0.1	6.3	1.0	0.4	4.4
Security Benefit Life	0	0	0	0	0	0	N/A	0.0	0.0	0.0	0.0	0.0
Security Life of Denver	0	13	13	25	6	31	138.5	0.0	0.7	0.1	0.4	0.3
Urbaine Life Re	3	0	3	0	0	0	(100.0)	0.0	0.0	0.0	0.0	0.0
TOTALS	9,700	1,769	11,469	5,663	2,204	7,867	(31.4)	100	100	100	100	100

CANADIAN GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1987 AND 1988 (AMOUNTS IN \$U.S. MILLIONS)

Company	Group Reinsurance Assumed			Market Share Percentages			Group In Force			Market Share		
	1987	1988	Percentage Increase	1987	1988	1989	1987	1988	1989	1987	1988	1989
	New	Total	Incr.	New	Total	Incr.	New	Total	Incr.	New	Total	Incr.
Canadian Re	0	0	0	69	16	84	N/A	0.0	0.0	0.0	5.6	15.3
Life Reassurance Corp	0	0	0	0	0	0	N/A	0.0	0.0	0.0	0.0	0.0
Mercantile & General	403	0	403	846	0	846	110.0	54.7	0.0	49.5	68.9	0.0
Munich Re (Canada)	285	0	285	252	0	252	(11.7)	38.7	0.0	35.0	20.5	0.0
North American Re	0	0	0	1	0	1	N/A	0.0	0.0	0.0	0.1	0.0
National Re of Canada	20	53	72	4	66	70	(3.2)	2.7	67.7	8.9	0.3	63.7
St. Lawrence Re	28	25	54	56	22	78	45.0	3.9	32.3	6.6	4.6	21.0
TOTALS	736	78	814	1,227	104	1,331	63.5	100	100	100	100	100