

1993

276



Munich American Reassurance Company

Date: June 27, 1994

To: Reinsurance Survey Participants and
Other Interested Parties

From: David Bruggeman

Subject: Life Reinsurance Production and In Force Survey
REVISED RESULTS

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Enclosed with this letter is a revised draft of the results of the Society of Actuaries Reinsurance Section's survey of Life Reinsurance Production and In Force for 1992/93. The United States numbers remain the same, however, the Canadian recurring, portfolio and retrocession figures have been updated. The results replace those that were sent to you in the letter dated June 13, 1994.

We apologize for any inconvenience resulting from this revision.

Should you have any questions relating to the Life Reinsurance Survey results, please call me at (404) 394-5665 Ext. 314.

Best Regards,

David Bruggeman, ASA, MAAA
Senior Actuarial Associate

/dmb
Enclosure

NAME: \DATA\SYMPH\RESURVEY\PIFORD

Date: 23-Jun-94

Canadian Exchange Rate Used: 1992 = .7816 and 1993 = 0.7580

U.S. ORDINARY REINSURANCE ASSUMED MARKET SHARE PERCENTAGES FOR 1992 AND 1993 (AMOUNTS IN \$U.S. MILLIONS)

Company	Ordinary Reinsurance Assumed			Percentage Increase	1992			1993			Market Share Percentages		
	Recur.	Port.	Total		Recur.	Port.	Total	Recur.	Port.	Total	Recur.	Port.	Total
American United Life	7,378	0	7,412	49.9	11,063	0	11,110	4.73	0.00	0.13	6.68	0.00	0.16
Business Men's	4,862	0	4,862	(46.2)	2,616	0	2,616	3.11	0.00	0.00	1.58	0.00	0.00
Canadian Re	512	0	512	(21.3)	403	0	403	0.33	0.00	0.00	0.24	0.00	0.00
CIGNA Re	3,049	0	3,049	(24.1)	2,217	0	2,217	1.95	0.00	1.00	1.34	0.00	1.03
Cologne Life Re	6,769	0	6,769	23.0	6,996	1,328	8,324	4.34	0.00	0.00	4.23	5.08	0.00
CNA	7,012	0	7,012	(46.8)	3,727	0	3,727	4.49	0.00	0.00	2.25	0.00	0.00
Crown Life	1,623	22,339	23,962	(62.5)	1,258	7,732	8,990	1.04	62.26	0.00	0.76	29.60	0.00
Employers Reinsurance Corp	1,675	4,284	4,959	(53.2)	319	2,000	2,319	0.43	11.94	0.00	0.19	7.66	0.00
Equitable Life	0	0	0	65.5	0	0	0	0.00	0.00	26.04	0.00	0.00	38.85
Frankona America Life	3,694	0	3,694	16.6	4,278	0	4,358	2.37	0.00	0.17	2.58	0.00	0.28
St. Louis Re (Gen. Am.)	22,323	0	22,323	(4.4)	21,330	0	21,330	14.30	0.00	1.71	12.89	0.00	1.53
Gerling Global Life	769	0	769	6.7	1,480	0	1,750	0.49	0.00	3.37	0.89	0.00	0.94
Guardian Life	0	6,477	6,477	124.1	0	14,714	14,798	0.00	18.05	0.49	0.00	56.32	0.29
Reassurance Co. of Hannover	684	131	815	27.4	1,041	0	1,041	0.44	0.37	0.01	0.63	0.00	0.00
ITT Hartford (Am. Skandia)	2,944	0	2,944	(6.7)	2,748	0	2,748	1.89	0.00	0.00	1.66	0.00	0.00
Life Reinsurance Corp	3,822	0	3,822	236.0	12,842	0	12,842	2.45	0.00	0.00	7.76	0.00	0.00
Lincoln National Life	14,833	0	14,833	13.9	16,888	0	16,888	9.50	0.00	0.00	10.20	0.00	0.00
Manufacturers Life	0	61	61	(9.9)	0	0	0	0.00	0.17	37.04	0.00	0.00	30.28
Mercantile & General	9,232	0	9,232	(34.9)	6,006	0	6,006	5.91	0.00	0.00	3.63	0.00	0.00
Munich American Re	2,797	0	2,797	22.8	3,515	0	3,515	1.79	0.00	0.36	2.12	0.00	0.12
North American Life	600	0	600	(79.0)	126	0	126	0.38	0.00	0.00	0.08	0.00	0.00
Allianz (NALAC)	3,953	0	3,953	(1.6)	3,869	0	3,869	2.53	0.00	0.03	2.34	0.00	0.10
North American Re	8,769	0	8,769	0.1	8,776	0	8,776	5.62	0.00	0.00	5.30	0.00	0.00
NRG American Life Re	941	822	1,763	(89.4)	0	187	187	0.60	2.29	0.00	0.00	0.72	0.00
Optimum Re	963	0	963	(20.4)	767	0	767	0.62	0.00	0.00	0.46	0.00	0.00
Phoenix Home Life	3,747	0	3,747	0.1	3,756	0	3,806	2.40	0.00	0.21	2.27	0.00	0.17
Republic-Vanguard Life	667	0	667	(8.1)	448	0	448	0.43	0.00	0.00	0.27	0.00	0.58
St. Lawrence Re	21	0	21	(88.6)	18	0	18	0.01	0.00	0.53	0.01	0.00	0.00
Security Life	10,495	0	10,495	36.6	14,268	0	14,630	6.72	0.00	0.83	8.62	0.00	1.26
Sun Life of Canada	0	0	0	(16.7)	0	0	0	0.00	0.00	27.83	0.00	0.00	20.90
Transamerica Re	32,290	0	32,290	9.3	34,364	0	35,365	20.69	0.00	0.24	20.76	0.00	3.49
Urbaine Life Re	0	0	0	NA	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00
World-Wide Re	676	1,764	2,440	(76.6)	407	164	571	0.43	4.92	0.00	0.25	0.63	0.00
TOTALS	156,100	35,878	217,815	1.1	165,526	26,125	220,302	100	100	100	100	100	100

NAME: \DATA\SYMPH\RESURVEY\PIFORD

Date: 23-Jun-94

Canadian Exchange Rate Used: 1992 = .7816 and 1993 = 0.758

U.S. ORDINARY REINSURANCE IN FORCE MARKET SHARE PERCENTAGES FOR 1992 AND 1993 (AMOUNTS IN \$U.S. MILLIONS)

Company	Ordinary Reinsurance In Force				Percentage Increase	Market Share Percentages									
	1992		1993			1992		1993							
	Recur.	Port.	Recur.	Port.		Recur.	Port.	Recur.	Port.						
American United Life	23,586	0	23,773	0	31,344	0	204	32.7	31,548	0.16	2.31	3.76	0.00	0.16	2.91
Business Men's	23,776	0	23,776	0	22,493	0	0	(5.4)	22,493	0.00	2.31	2.70	0.00	0.00	2.07
Canadian Re	1,627	0	1,627	0	1,833	0	0	12.7	1,833	0.00	0.16	0.22	0.00	0.00	0.17
CIGNA Re	14,352	2	15,117	0	13,972	0	1,299	1.0	15,271	0.00	0.64	1.68	0.00	0.99	1.41
Cologne Life Re	28,652	2,537	31,189	3,001	32,749	0	0	14.6	33,750	0.00	0.00	3.66	2.00	0.00	3.29
CNA	44,949	0	44,949	0	43,003	0	0	(4.3)	43,003	0.00	0.00	5.75	0.00	0.00	3.96
Crown Life	19,814	38,143	57,956	0	18,407	46,036	0	11.2	64,443	30.11	0.00	2.53	30.11	0.00	5.94
Employers Reassurance Corp	9,461	37,955	48,154	0	9,154	37,209	708	(2.2)	47,071	29.97	0.62	1.21	29.97	0.54	4.34
Equitable Life	0	0	40,531	0	14,505	79	575	6.0	42,945	0.00	0.00	0.00	0.00	33.78	3.94
Frankona America Life	12,021	64	12,592	0	97,975	0	2,067	20.4	15,159	1.54	0.05	1.54	0.05	0.42	1.40
St. Louis Re (Gen. Am.)	88,723	7,475	98,134	0	10,082	0	1,362	1.9	100,042	11.34	5.90	0.88	5.90	1.61	9.22
Gerling Global Life	6,906	0	8,126	0	10,082	0	0	40.8	11,444	0.00	1.02	1.21	0.00	1.04	1.05
Guardian Life	0	15,385	16,490	0	26,394	704	0	64.3	27,098	0.00	0.92	0.00	12.15	0.54	2.50
Reassurance Co. of Hannover	4,751	410	5,184	0	5,499	0	0	6.1	5,499	0.61	0.32	0.61	0.32	0.00	0.51
ITT Hartford (Am. Skandia)	12,018	0	12,018	0	12,852	0	0	6.9	12,852	1.54	0.00	1.54	0.00	0.00	1.18
Life Reassurance Corp	61,861	352	64,861	285	66,686	285	2,310	6.8	69,281	7.91	0.28	8.00	0.24	1.76	6.38
Lincoln National Life	93,357	0	93,357	0	97,472	0	0	4.4	97,472	11.94	0.00	11.70	0.00	0.00	8.98
Manufacturers Life	0	708	41,619	0	31,165	0	554	8.8	45,288	0.00	0.56	0.00	0.46	34.09	4.17
Mercantile & General	29,820	0	29,820	0	31,165	0	0	4.5	31,165	3.81	0.00	3.74	0.00	0.00	2.87
Munich American Re	13,710	5	14,653	2	14,616	2	821	5.4	15,439	1.75	0.00	1.75	0.00	0.63	1.42
North American Life	957	0	957	0	927	0	0	(3.1)	927	0.12	0.00	0.11	0.00	0.00	0.09
Allianz (NALAC)	20,661	0	20,860	0	21,189	0	117	2.1	21,306	2.64	0.00	2.54	0.00	0.09	1.96
North American Re	61,348	7,310	68,658	3,929	62,788	3,929	0	(2.8)	66,717	7.84	5.77	7.53	3.25	0.00	6.15
NRG American Life Re	5,594	14,606	20,302	3,044	4,628	3,044	59	(61.9)	7,731	0.72	0.09	0.56	0.00	0.04	0.71
Optimum Re	3,727	0	3,727	0	3,709	0	0	(0.5)	3,709	0.48	0.00	0.45	0.00	0.00	0.34
Phoenix Home Life	19,310	0	19,972	0	20,170	0	571	3.9	20,741	2.47	0.00	2.42	0.00	0.44	1.91
Republic-Vanguard Life	1,315	0	1,387	0	1,494	0	211	22.9	1,705	0.17	0.06	0.18	0.00	0.16	0.16
St. Lawrence Re	87	0	1,131	0	92	0	716	(28.6)	808	0.01	0.00	0.01	0.00	0.55	0.07
Security Life	36,879	82	38,047	49	45,875	49	1,669	25.1	47,593	4.72	0.06	5.50	0.04	1.27	4.38
Sun Life of Canada	0	0	24,052	0	0	0	26,080	8.4	26,080	0.00	0.00	0.00	0.00	19.87	2.40
Transamerica Re	139,631	0	140,898	0	145,284	0	4,082	6.0	149,366	17.85	0.00	17.43	0.00	3.11	13.76
Urbaine Life Re	1,191	0	1,191	0	1,110	0	0	(6.8)	1,110	0.15	0.00	0.13	0.00	0.00	0.10
World-Wide Re	1,972	1,629	3,601	313	2,281	313	0	(28.0)	2,594	0.25	1.29	0.27	0.26	0.00	0.24
TOTALS	782,056	126,663	1,028,709	1,028,709	833,354	120,895	131,234	5.5	1,085,483	100	100	100	100	100	100

NAME: \DATA\SYMPH\RESURVEY\PIFORD

Date: 23-Jun-94

Canadian Exchange Rate Used: 1992 = .7816 and 1993 = 0.758

U. S. ORDINARY REINSURANCE

Company	Ordinary Reinsurance In Force 1992			Ordinary Reinsurance Assumed 1993			Ordinary Reinsurance In Force 1993		
	Recur.	Port.	Total	Recur.	Port.	Total	Recur.	Port.	Total
American United Life	23,586	0	23,773	11,063	0	11,110	31,344	0	31,548
Business Men's	23,776	0	23,776	2,616	0	2,616	22,493	0	22,493
Canadian Re	1,627	0	1,627	403	0	403	1,833	0	1,833
CIGNA Re	14,352	2	15,117	2,217	0	2,217	13,972	1,299	15,271
Cologne Life Re	28,652	2,537	31,189	6,996	1,328	8,324	32,749	3,001	35,750
CNA	44,949	0	44,949	3,727	0	3,727	43,003	0	43,003
Crown Life	19,814	38,143	57,956	1,258	7,732	8,990	18,407	46,036	64,443
Employers Reassurance Corp	9,461	37,955	48,154	319	2,000	2,319	9,154	37,209	47,071
Equitable Life	0	0	0	0	0	0	0	0	0
Frankona America Life	12,021	64	12,552	4,278	0	4,278	14,505	79	15,159
St. Louis Re (Gen. Am.)	88,723	7,475	98,134	21,330	0	21,330	97,975	0	100,042
Gerling Global Life	6,906	0	6,906	1,480	0	1,480	10,082	0	11,444
Guardian Life	0	15,385	15,385	0	14,714	14,714	0	26,394	27,098
Reassurance Co. of Hannover	4,751	410	5,161	1,041	0	1,041	5,499	0	5,499
ITT Hartford (Am. Skandia)	12,018	0	12,018	2,748	0	2,748	12,852	0	12,852
Life Reassurance Corp	61,861	352	64,861	12,842	0	12,842	66,686	285	69,281
Lincoln National Life	93,357	0	93,357	16,888	0	16,888	97,472	0	97,472
Manufacturers Life	0	708	708	0	0	0	0	554	45,288
Mercantile & General	29,820	0	29,820	6,006	0	6,006	31,165	0	31,165
Munich American Re	13,710	5	13,715	3,515	0	3,515	14,616	2	15,439
North American Life	20,957	0	20,957	126	0	126	927	0	927
Allianz (NALAC)	20,661	0	20,661	3,869	0	3,869	21,189	117	21,306
North American Re	61,348	7,310	68,658	8,776	0	8,776	62,788	3,929	66,717
NRG American Life Re	5,594	14,606	20,302	0	187	187	4,628	3,044	7,731
Optimum Re	3,727	0	3,727	767	0	767	3,709	0	3,709
Phoenix Home Life	19,310	0	19,310	3,756	0	3,756	20,170	0	20,170
Republic-Vanguard Life	1,315	0	1,315	448	0	448	1,494	0	1,494
St. Lawrence Re	87	0	87	18	0	18	92	0	92
Security Life of Denver	36,879	82	37,047	14,268	0	14,268	45,875	49	47,593
Sun Life of Canada	0	0	0	0	0	0	0	0	0
Transamerica Re	139,631	0	139,631	34,364	0	34,364	145,284	0	145,284
Urbaine Life Re	1,191	0	1,191	0	0	0	1,110	0	1,110
World-Wide Re	1,972	1,629	3,601	407	164	571	2,281	313	2,594
TOTALS	782,056	126,663	1,028,709	165,526	26,125	191,651	833,354	120,895	1,085,483

NAME: \DATA\SYMPH\RESURVEY\PIFORD

Date: 23-Jun-94

Canadian Exchange Rate Used: 1992 = .7816 and 1993 = 0.758

CANADIAN ORDINARY REINSURANCE ASSUMED MARKET SHARE PERCENTAGES FOR 1992 AND 1993 (AMOUNTS IN \$U.S. MILLIONS)

Company	Ordinary Reinsurance Assumed			Market Share Percentages			Percentage Increase	1992			1993		
	Recur.	Port.	Total	Recur.	Port.	Total		Recur.	Port.	Total	Recur.	Port.	Total
Business Men's	2	0	2	1	0	1	(50.0)	0.02	0.00	0.01	0.01	0.00	0.01
Canadian Re	2,427	0	2,427	2,567	0	2,567	5.8	20.42	0.00	17.45	20.56	0.00	14.93
CIGNA Re	41	0	41	31	0	31	(4.7)	0.34	0.00	0.61	0.25	0.00	5.78
Cologne Life Re	8	0	8	12	0	12	50.0	0.07	0.00	0.06	0.10	0.00	0.07
Employers Reassurance Corp	0	0	0	0	0	0	NA	0.00	0.00	0.00	0.00	0.00	0.00
Equitable Life	0	0	0	0	0	0	(25.9)	0.00	0.00	0.00	0.00	0.00	0.00
Gerling Global Life	14	0	14	14	0	14	52.1	0.12	0.00	0.51	0.11	0.00	10.86
Reassurance Co. of Hannover	34	0	34	0	0	0	(100.0)	0.29	0.00	0.24	0.00	0.00	0.00
ITT Hartford (Am. Skandia)	3	0	3	3	0	3	0.0	0.03	0.00	0.02	0.02	0.00	0.02
Life Reassurance Corp	0	0	0	0	0	0	NA	0.00	0.00	0.00	0.00	0.00	0.00
Lincoln National Life	565	0	565	634	0	634	12.2	4.75	0.00	4.06	5.08	0.00	3.69
Manufacturers Life	0	743	743	0	0	0	(36.2)	0.00	100.00	43.49	0.00	9.67	52.63
Mercantile & General	2,857	0	2,857	2,507	0	2,507	(12.2)	24.03	0.00	20.55	20.09	0.00	14.58
Munich Re (Canada)	2,911	0	2,911	3,604	0	3,604	132.0	24.49	0.00	20.94	28.87	81.86	39.28
General American (Nat'l Re)	2,607	0	2,607	2,667	0	2,667	2.3	21.93	0.00	18.75	21.37	0.00	15.51
North American Life	2	0	2	14	0	14	600.0	0.02	0.00	0.01	0.11	0.00	0.08
Allianz (NALAC)	4	0	4	0	0	0	(75.0)	0.03	0.00	0.31	0.00	0.00	0.23
NRG American Life Re	0	0	0	0	0	0	NA	0.00	0.00	0.00	0.00	0.00	0.00
Republic-Vanguard Life	1	0	1	1	0	1	(66.7)	0.01	0.00	0.16	0.01	0.00	0.01
St. Lawrence Re	410	0	411	427	0	427	83.1	3.45	0.00	0.06	3.42	8.47	0.00
Sun Life of Canada	0	0	0	0	0	0	(67.7)	0.00	0.00	34.98	0.00	0.00	16.64
Transamerica Re	0	0	0	0	0	0	(100.0)	0.00	0.00	0.39	0.00	0.00	0.84
Urban Life Re	0	0	0	0	0	0	NA	0.00	0.00	0.00	0.00	0.00	0.00
TOTALS	11,886	743	13,905	12,483	3,849	17,198	23.7	100	100.00	100	100	100.00	100

Company	Ordinary Reinsurance In Force				Percentage Increase	Market Share Percentages					
	1992		1993			1992		1993			
	Recur.	Port.	Recur.	Port.		Recur.	Port.	Recur.	Port.		
Business Men's	124	0	113	0	(8.9)	0.18	0.00	0.15	0.16	0.00	0.13
Canadian Re	18,646	0	18,535	2,612	13.4	27.81	0.00	21.92	26.36	32.03	23.55
CIGNA Re	335	0	331	0	7.7	0.50	0.00	1.16	0.47	0.00	0.63
Cologne Life Re	239	0	222	0	(7.1)	0.36	0.00	0.28	0.32	0.00	0.25
Employers Reinsurance Corp	0	0	0	0	(14.7)	0.00	0.00	0.89	0.00	0.00	0.14
Equitable Life	0	0	143	0	122	0.00	0.00	6.72	0.00	0.00	5.33
Gerling Global Life	0	0	1,085	0	(42.1)	628	0.00	2.02	0.59	0.24	3.68
Reassurance Co. of Hannover	178	0	168	0	16.3	0.27	0.00	0.00	0.00	0.00	0.00
ITT Hartford (Am. Skandia)	57	0	57	0	(100.0)	0.09	0.00	0.07	0.00	0.00	0.00
Life Reinsurance Corp	15	0	22	0	46.7	0.02	0.00	0.02	0.03	0.00	0.02
Lincoln National Life	876	0	763	0	(11.6)	1.31	0.00	1.54	1.11	0.00	1.11
Manufacturers Life	3,481	0	3,611	0	3.7	5.19	0.00	4.09	5.14	0.00	4.02
Mercantile & General	0	1,119	3,749	0	(16.4)	0.00	59.10	23.23	0.00	17.27	23.45
Munich Re (Canada)	13,176	0	13,862	0	5.2	19.65	0.00	15.49	19.72	0.00	15.44
General American (Nat'l Re)	17,647	0	19,220	3,151	26.8	26.32	0.00	20.74	27.34	38.64	24.91
North American Life	6,481	34	7,978	26	7.9	9.67	1.77	35.15	11.35	0.32	45.36
Allianz (NALAC)	146	0	152	0	4.1	0.22	0.00	0.17	0.22	0.00	0.17
NRG American Life Re	50	0	18	0	(7.3)	0.07	0.00	0.37	0.13	0.00	0.74
Republic-Vanguard Life	12	0	0	0	(95.5)	0.02	0.00	18.32	0.00	0.00	1.18
St. Lawrence Re	2	0	3	0	10.0	0.00	0.00	0.05	0.01	0.00	0.07
Sun Life of Canada	5,234	741	4,984	957	(0.6)	7.81	39.13	7.03	7.09	11.74	0.05
Transamerica Re	0	0	0	0	(0.5)	0.00	0.00	10.15	0.00	0.00	14.36
Urbaine Life Re	337	0	315	0	(8.1)	0.50	0.00	0.36	0.45	0.00	0.42
TOTALS	67,045	1,894	70,306	8,154	5.6	100.00	100.00	100.00	100.00	100.00	100.00

NAME: \DATA\SYMPH\RESURVEY\PIFORD

Date: 23-Jun-94

Canadian Exchange Rate Used: 1992 = .7816 and 1993 = 0.758

CANADIAN ORDINARY REINSURANCE

Company	Ordinary Reinsurance In Force 1992			Ordinary Reinsurance Assumed 1993			Ordinary Reinsurance In Force 1993		
	Recur.	Port.	Total	Recur.	Port.	Total	Recur.	Port.	Total
Business Men's	124	0	124	1	0	1	113	0	113
Canadian Re	18,646	0	18,646	2,567	0	2,567	18,535	2,612	21,147
CIGNA Re	335	0	335	31	50	81	331	0	331
Cologne Life Re	239	0	239	12	0	12	222	0	222
Employers Reassurance Corp	0	0	0	0	0	0	0	0	0
Equitable Life	0	0	0	0	0	0	0	0	0
Gerling Global Life	178	0	178	14	120	134	168	0	168
Reassurance Co. of Hannover	57	0	57	0	94	94	0	0	0
ITT Hartford (Am. Skandia)	15	0	15	3	0	3	22	0	22
Life Reassurance Corp	876	0	876	0	0	0	763	0	763
Lincoln National Life	3,481	0	3,481	634	0	634	3,611	0	3,611
Manufacturers Life	0	1,119	1,119	0	0	0	0	0	0
Mercantile & General	13,176	0	13,176	0	372	372	0	1,408	1,408
Munich Re (Canada)	17,647	0	17,647	2,507	0	2,507	13,862	0	13,862
General American (Nat'l Re)	6,481	34	6,515	3,604	3,151	6,755	19,220	3,151	22,371
North American Life	146	0	146	2,667	0	2,667	7,978	26	8,004
Allianz (NALAC)	50	0	50	14	0	14	152	0	152
NRG American Life Re	12	0	12	0	2	2	18	0	18
Republic-Vanguard Life	2	0	2	0	0	0	0	0	0
St. Lawrence Re	5,234	741	5,975	427	326	753	4,984	957	5,941
Sun Life of Canada	0	0	0	0	0	0	0	0	0
Transamerica Re	337	0	337	0	144	144	315	0	315
Urbaine Life Re	9	0	9	0	0	0	9	0	9
TOTALS	67,045	1,894	68,939	12,483	3,849	16,332	70,306	8,154	78,460

Date: 23-Jun-94

Canadian Exchange Rate Used: 1992 = .7816 & 1993 = 0.7580

U.S. GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1992 AND 1993 (AMOUNTS IN \$U.S. MILLIONS)

Company	Group Reinsurance Assumed			Market Share Percentages			Group In Force		Pct. Incr.	Market Share	
	New	1992 Incr.	Total	New	1992 Incr.	Total	1992 Amount	1993 Amount		1992 %	1993 %
American United Life	73	(70)	3	33	13	46	1,104	1,102	(0.2)	2.5	2.5
Business Men's	0	0	0	0	0	0	44	21	(52.3)	0.1	0.0
CIGNA Re	1,259	1,462	2,721	67	167	234	9,892	6,768	(31.6)	22.4	15.2
Cologne Life Re	171	0	171	106	0	106	1,396	1,499	7.4	3.2	3.4
CNA	2	22	24	51	13	64	146	177	21.2	0.3	0.4
Crown Life	1,180	0	1,180	133	0	133	1,387	1,668	20.3	3.1	3.8
Employers Reinsurance	0	127	127	0	3	3	266	255	(4.1)	0.6	0.6
Frankona America Life	0	313	313	0	112	112	1,201	1,310	9.1	2.7	3.0
Gerling Global Life	467	0	467	178	0	178	535	671	25.4	1.2	1.5
Guardian Life	0	0	0	0	0	0	10	0	(100.0)	0.0	0.0
Reassurance Co. of Hannover	41	0	41	0	0	0	61	0	(100.0)	0.1	0.0
ITT Hartford (Am. Skandia)	209	0	209	0	202	202	209	411	96.7	0.5	0.9
Life Reinsurance Corp	1,093	0	1,093	1,726	0	1,726	6,362	7,481	17.6	14.4	16.9
Lincoln National	0	0	0	0	0	0	5,492	3,063	(44.2)	12.4	6.9
Manufacturers Life	0	316	316	0	122	122	2,585	3,559	37.7	5.9	8.0
Mercantile & General	1,477	0	1,477	1,808	0	1,808	760	748	(1.6)	1.7	1.7
Munich American Re	18	0	18	185	0	185	960	607	(36.7)	2.2	1.4
Allianz (NALAC)	621	0	621	11	0	11	49	31	(36.7)	0.1	0.1
North American Life	49	0	49	8	0	8	10,345	13,238	28.0	23.4	29.8
North American Re	1,269	2,043	3,312	1,735	3,757	5,492	777	1,091	40.4	1.8	2.5
Phoenix Home Life	141	33	174	157	168	325	232	232	0.0	0.0	0.5
Republic-Vanguard Life	1	0	1	1	0	1	1	0	(100.0)	0.0	0.0
Sun Life of Canada	0	0	0	0	0	0	44,157	44,397	0.5	100.0	100.0
Urbaine Life Re	0	0	0	0	0	0					
TOTALS	8,071	4,246	12,317	6,199	4,557	10,756					

CANADIAN GROUP REINSURANCE ASSUMED AND IN FORCE MARKET SHARE PERCENTAGES FOR 1992 AND 1993 (AMOUNTS IN \$U.S. MILLIONS)

Company	Group Reinsurance Assumed			Market Share Percentages			Group In Force		Pct. Incr.	Market Share	
	New	1992 Incr.	Total	New	1992 Incr.	Total	1992 Amount	1993 Amount		1992 %	1993 %
Canadian Re	140	422	562	94	101	195	1,466	1,407	(4.0)	13.7	8.1
CIGNA Re	0	8	8	0	19	19	17	36	111.8	0.2	0.2
Manufacturers Life	0	1	1	0	33	33	7	36	406.5	0.1	0.2
Mercantile & General	315	0	315	210	0	210	1,871	1,877	0.3	17.5	10.8
Munich Re (Canada)	1,585	467	2,052	7,038	416	7,454	6,363	12,953	103.6	59.6	74.9
North American Life	0	0	0	32	0	32	0	32	NA	0.0	0.2
Allianz (NALAC)	36	0	36	0	0	0	36	0	(100.0)	0.3	0.0
General American (Nat'l Re)	0	49	49	0	6	6	433	36	(91.6)	4.1	0.2
Republic-Vanguard Life	0	0	0	6	0	6	82	88	7.3	0.8	0.5
St. Lawrence Re	132	8	140	641	1	641	395	840	112.8	3.7	4.9
TOTALS	2,209	955	3,164	8,021	576	8,596	10,670	17,304	62.2	100.0	100.0