



# 2016 Life Reinsurance Survey Results

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# Disclaimer

Munich Re prepared the survey on behalf of the Society of Actuaries Reinsurance Section as a service to section members. The contributing companies provide the numbers in response to the survey. These numbers are not audited and Munich Re, the Society of Actuaries and the Reinsurance Section take no responsibility for the accuracy of the figures.

# 2016 Life Reinsurance Survey results

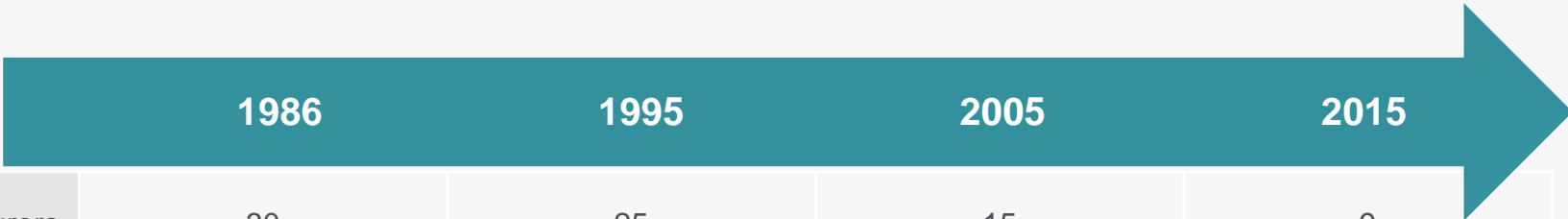
- Who: top U.S. & Canadian reinsurers
- What: individual & group new business (assumed) and in force
- Definitions
  - **Recurring:** issued in same year as reinsured
  - **Portfolio:** issued prior to year reinsured
  - **Retrocession:** reinsurance not directly written by ceding company
- Reinsurance figures for individual life based on amount (NAR) and group life based on premium
- Note: some figures may not add due to rounding

The background of the slide is a dense, overlapping field of 3D-rendered American flags. Each flag is depicted as a rounded, spherical object, giving it a three-dimensional appearance. The flags are arranged in a way that they seem to be piled together, with some in the foreground and others receding into the background. The colors are vibrant, with the red and white stripes and the blue field with white stars clearly visible. The lighting creates soft shadows and highlights, emphasizing the rounded shape of the flags.

U.S. individual life new business

A brief history...

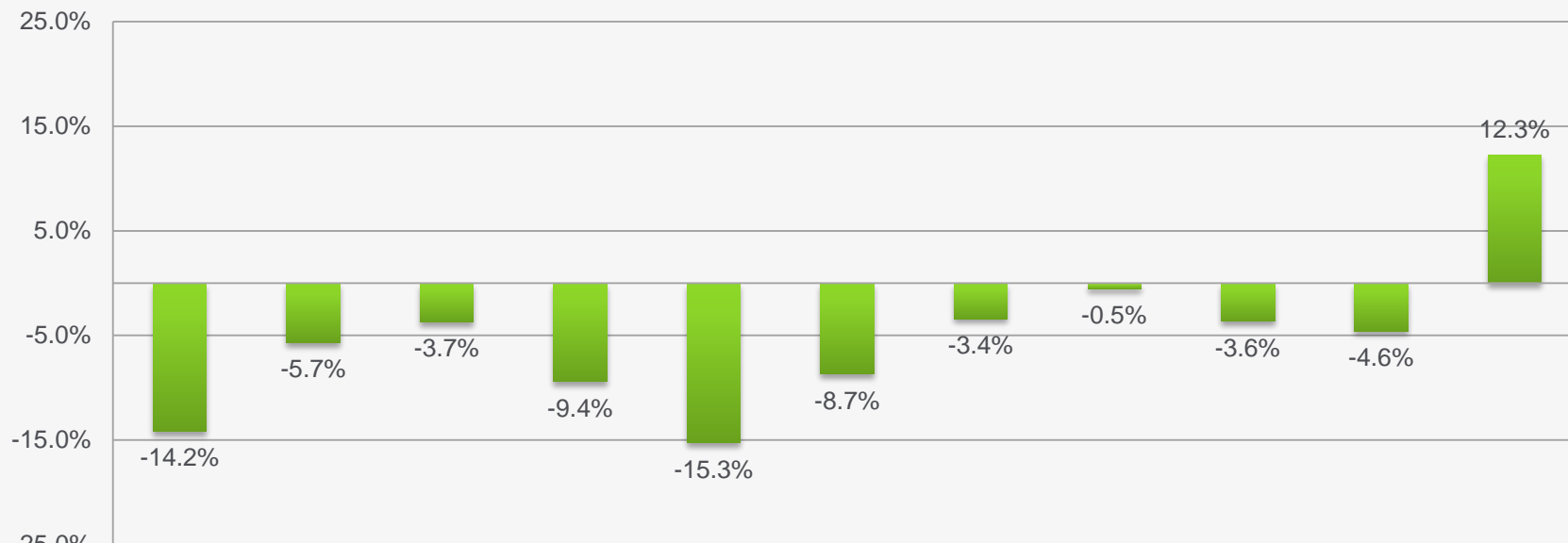
# U.S. individual life recurring new business



	1986	1995	2005	2015
# of Reinsurers	30	25	15	9
Recurring NB	\$156B	\$268B	\$844B	\$422B
Top Reinsurers	<ul style="list-style-type: none"> <li>Transamerica Occidental (\$28B)</li> <li>Lincoln National Life (\$17B)</li> <li>General Re (\$16B)</li> </ul>	<ul style="list-style-type: none"> <li>Transamerica Re (\$41B)</li> <li>Lincoln National Life (\$34B)</li> <li>RGA Re (\$24B)</li> </ul>	<ul style="list-style-type: none"> <li>RGA Re (\$183B)</li> <li>Scottish Re (\$131B)</li> <li>Transamerica Re (\$130B)</li> </ul>	<ul style="list-style-type: none"> <li>SCOR (\$97B)</li> <li>Swiss Re (\$90B)</li> <li>Munich Re (\$70B)</li> </ul>

# U.S. individual life new business trend

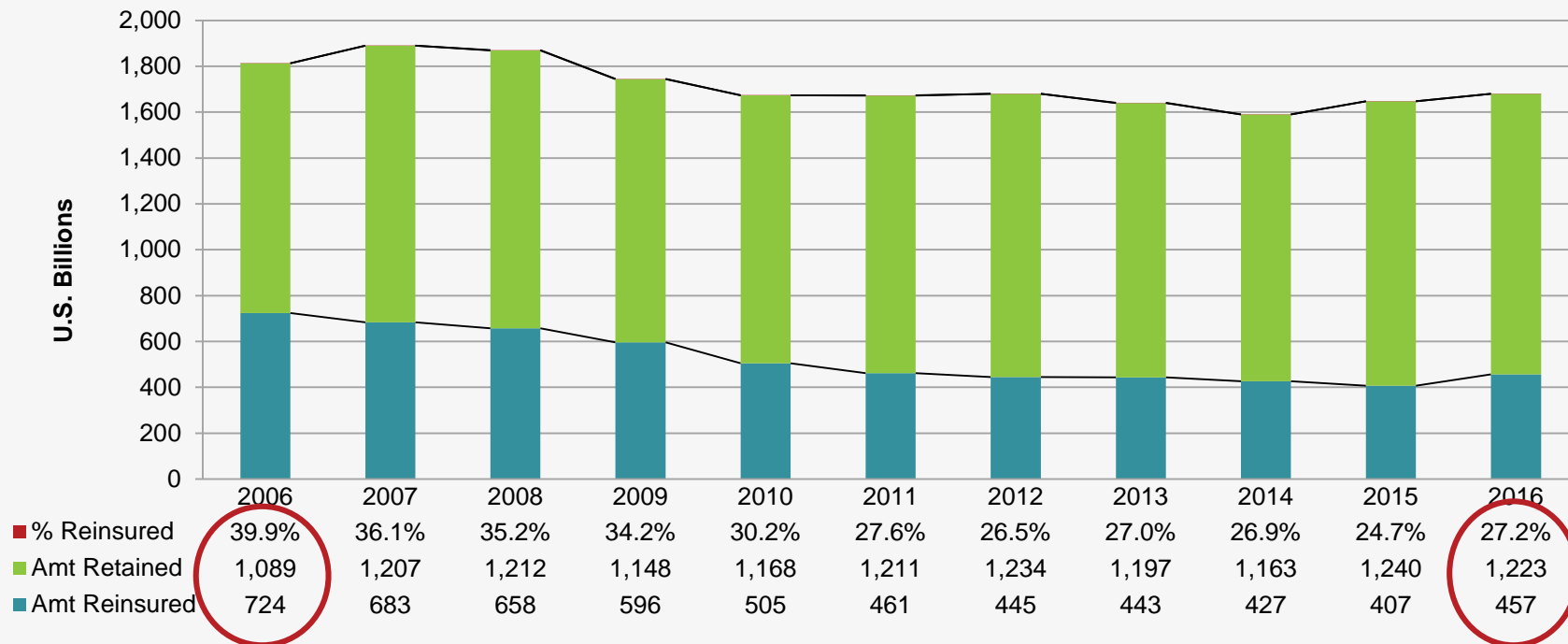
## Annual Percentage Change in U.S. Recurring New Business



	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
% Change	-14.2%	-5.7%	-3.7%	-9.4%	-15.3%	-8.7%	-3.4%	-0.5%	-3.6%	-4.6%	12.3%

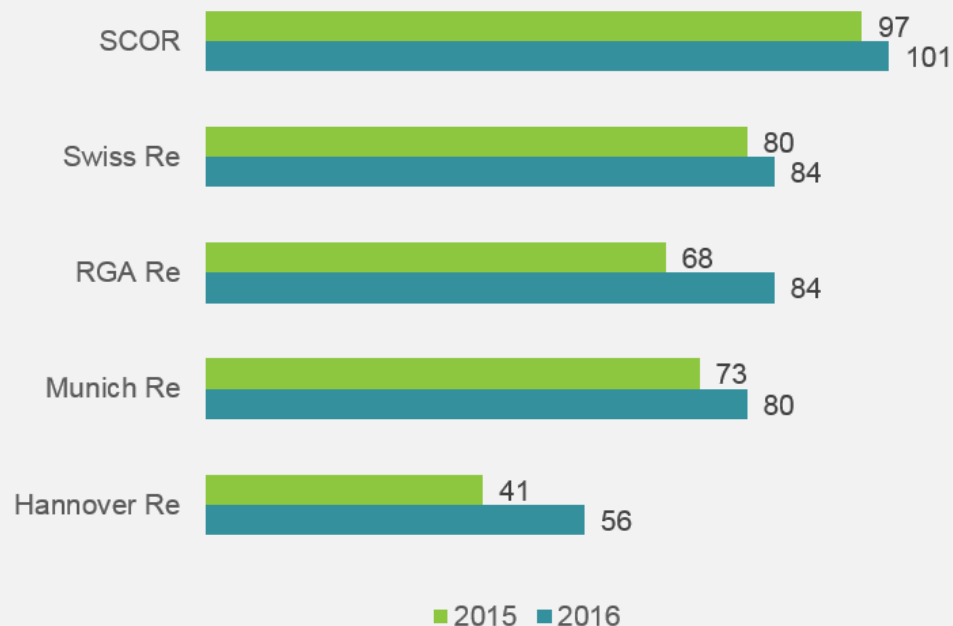
# U.S. recurring cession rate

## U.S. Ordinary Individual Life Insurance Sales

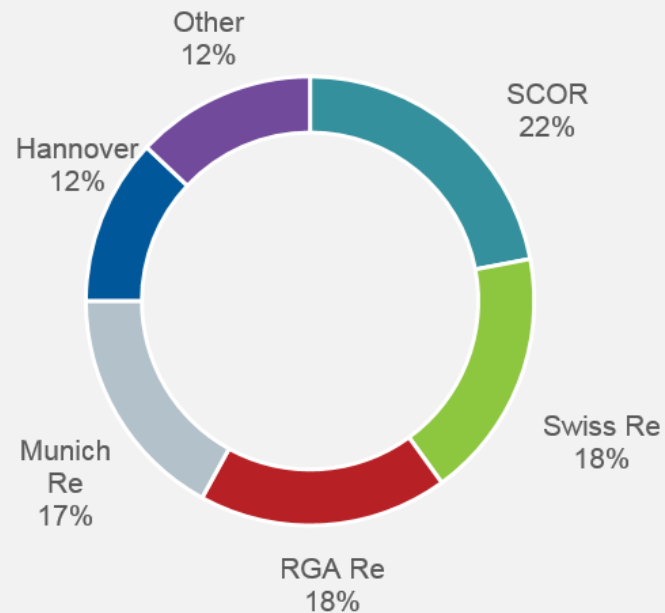


# U.S. recurring by company – top five companies

## Recurring Business (\$ billions)



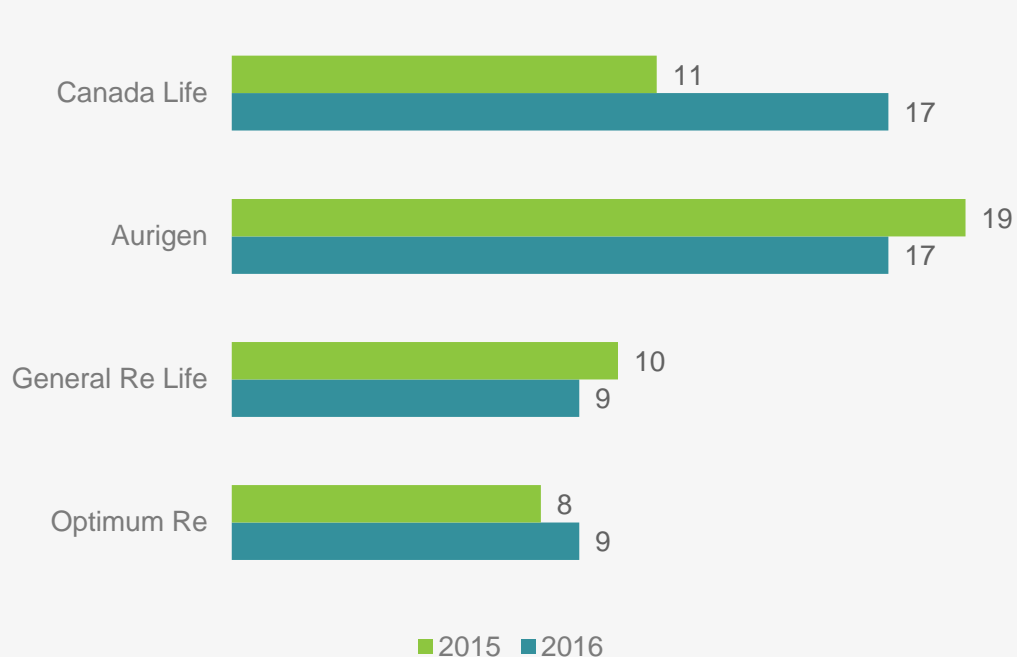
## 2016 Market Share



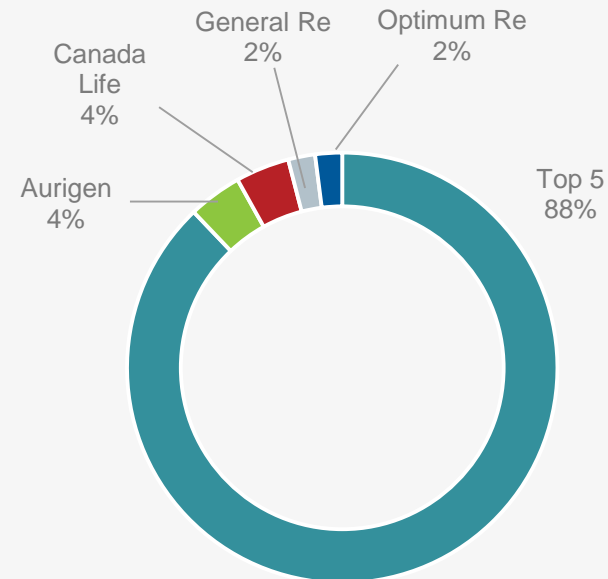


# U.S. recurring by company – next four companies

## Recurring Business (\$ billions)



## 2016 Market Share



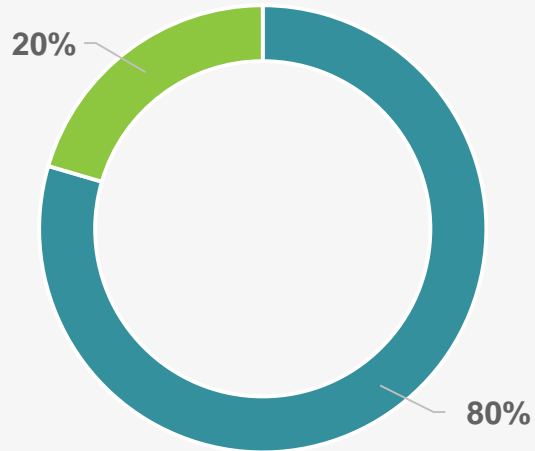
# U.S. recurring by company (\$ billions)

## All companies

Company	2015		2016		Change from 2015 to 2016
	Assumed Business	Market Share	Assumed Business	Market Share	
SCOR Global Life	97	24%	101	22%	4%
Swiss Re	80	20%	84	18%	5%
RGA Re	68	17%	84	18%	23%
Munich Re	73	18%	80	17%	9%
Hannover Life Re	41	10%	56	12%	37%
Canada Life	11	3%	17	4%	65%
<u>Aurigen</u>	19	5%	17	4%	-11%
General Re Life	10	2%	9	2%	-9%
Optimum Re	8	2%	9	2%	7%
<b>Total</b>	<b>407</b>	<b>100%</b>	<b>457</b>	<b>100%</b>	<b>12%</b>

- Top five companies continue to represent almost 90% of market share

## 2016 New Business



■ YRT ■ Coinsurance

## 2016 In Force

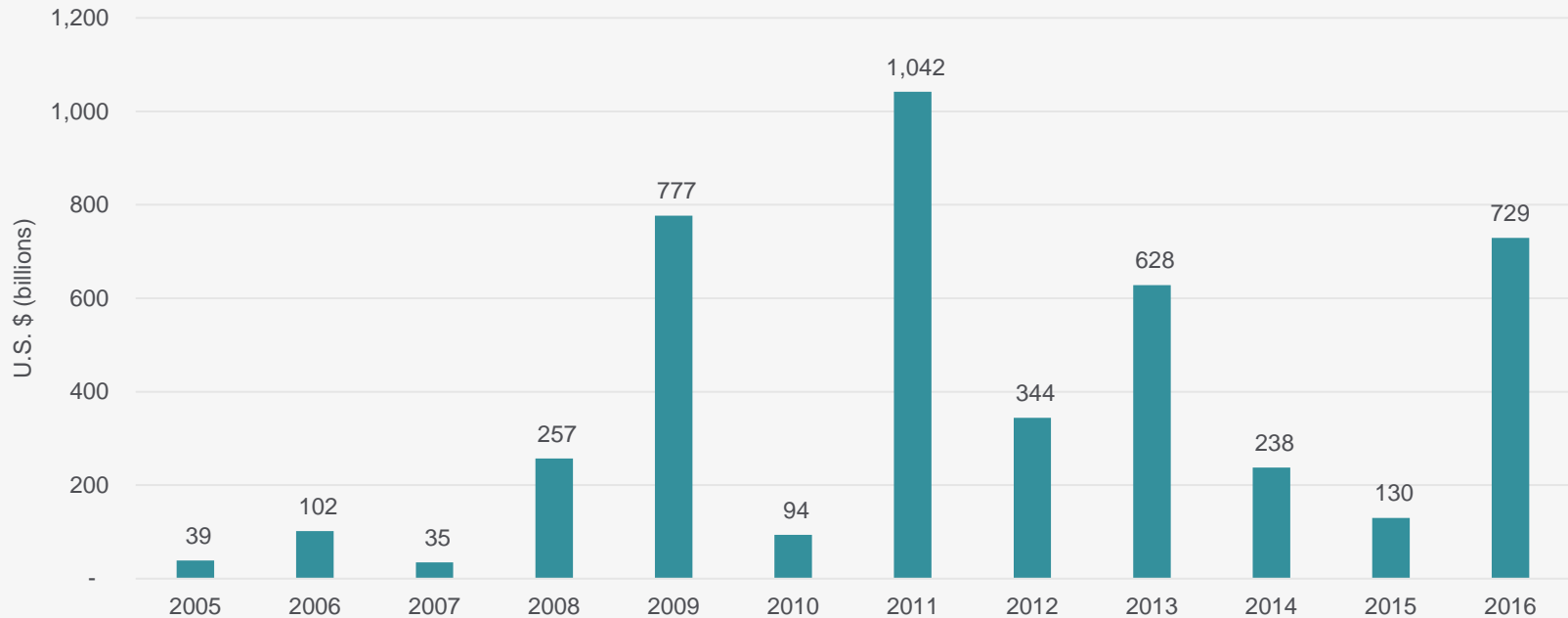


■ YRT ■ Coinsurance

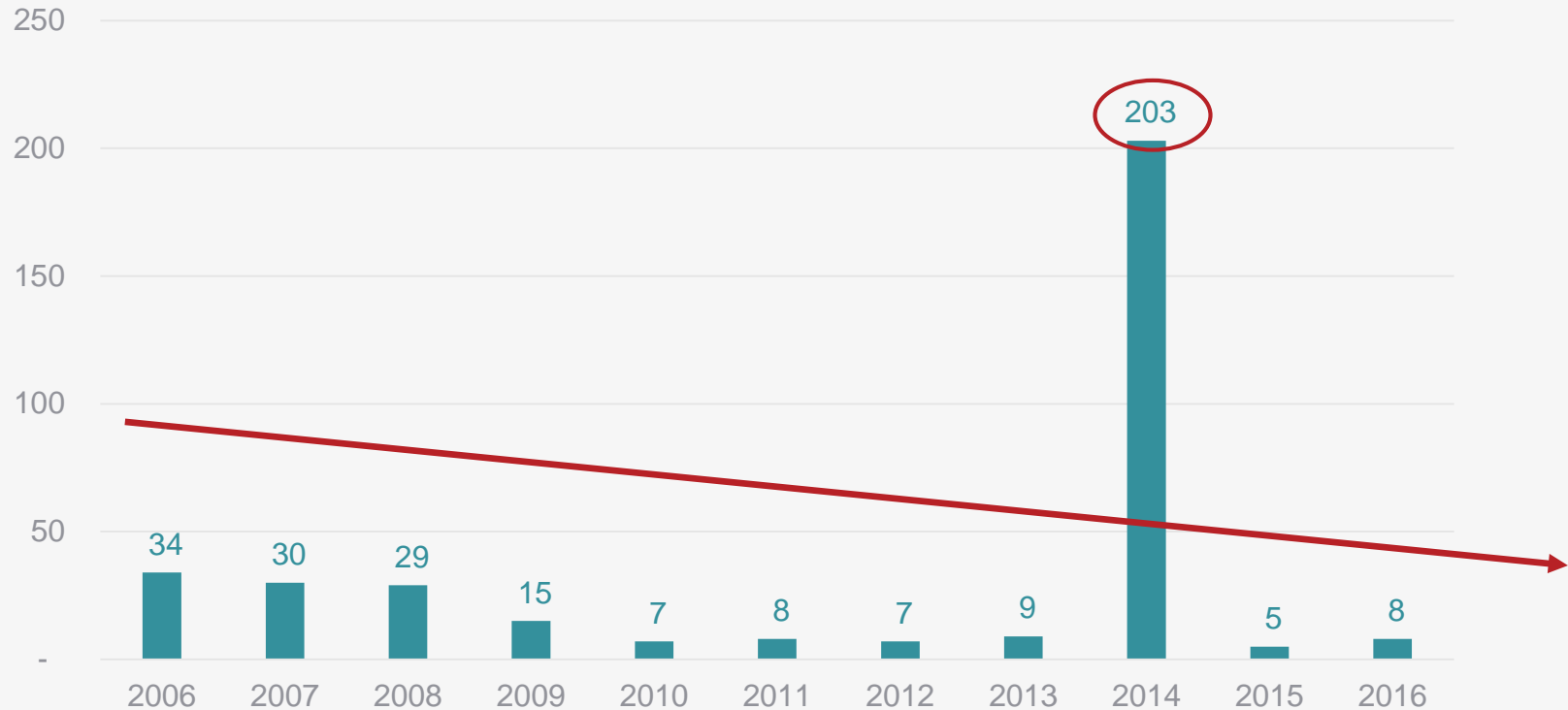
➤ New business coinsurance levels have fallen from 37% in 2009 to 20% in 2016

# U.S. portfolio business (\$ billions)

## U.S. Portfolio Business



# U.S. retrocession (\$ billions)



The background of the slide is a dense, repeating pattern of 3D-rendered Canadian maple leaf icons. Each icon is a white, rounded shape with a red maple leaf silhouette in the center, set against a red background. The icons are arranged in a way that they appear to be floating or stacked, creating a sense of depth and movement. The overall color scheme is red and white, which is the national colors of Canada.

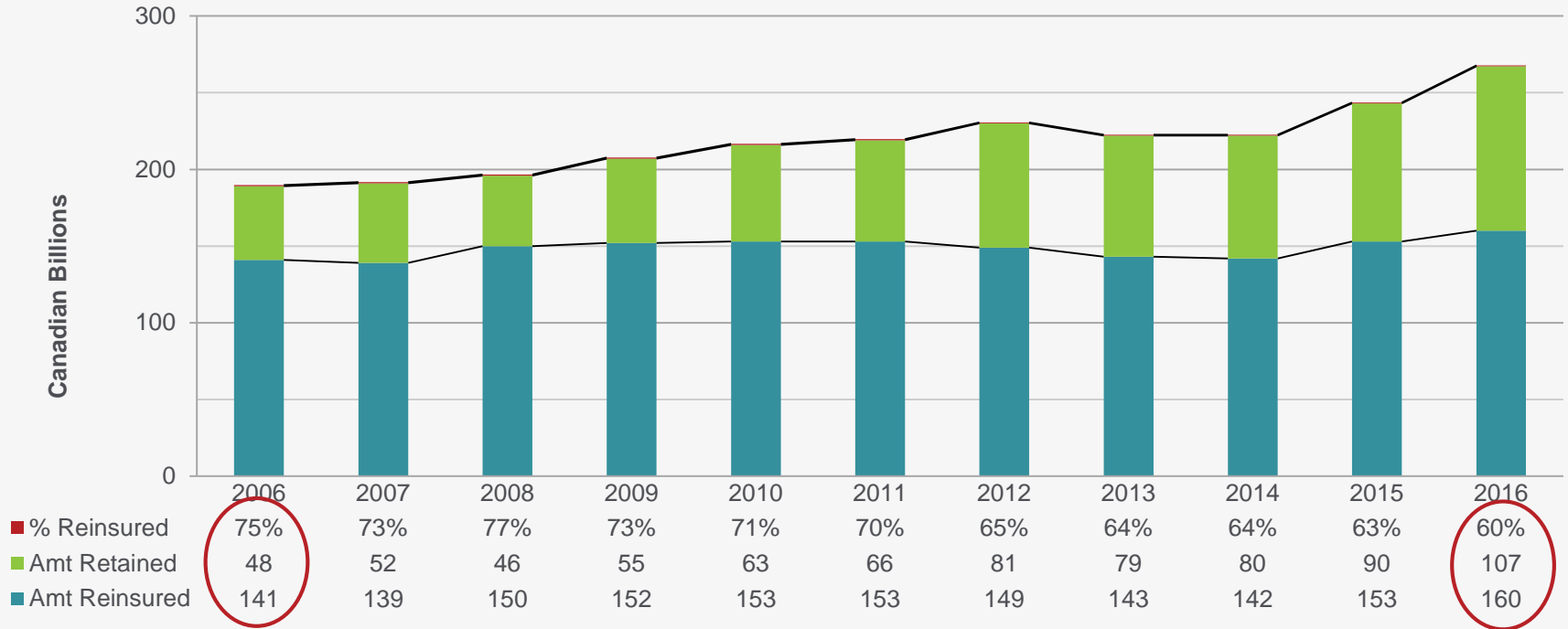
Canada individual life new business

A brief history ...

## Canada individual life recurring new business

	1986	1995	2005	2015
# of Reinsurers	14	14	7	6
Recurring NB	\$9B	\$17B	\$110B	\$153B
Top Reinsurers	<ul style="list-style-type: none"> <li>▪ Munich Re (\$3B)</li> <li>▪ Canadian Re (\$2B)</li> <li>▪ St. Lawrence Re (\$1B)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Swiss Re (\$4B)</li> <li>▪ Munich Re (\$4B)</li> <li>▪ RGA Re (\$3B)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Munich Re (\$49B)</li> <li>▪ RGA Re (\$31B)</li> <li>▪ Swiss Re (\$26B)</li> </ul>	<ul style="list-style-type: none"> <li>▪ RGA Re (\$49B)</li> <li>▪ Munich Re (\$40B)</li> <li>▪ Swiss Re (\$25B)</li> </ul>

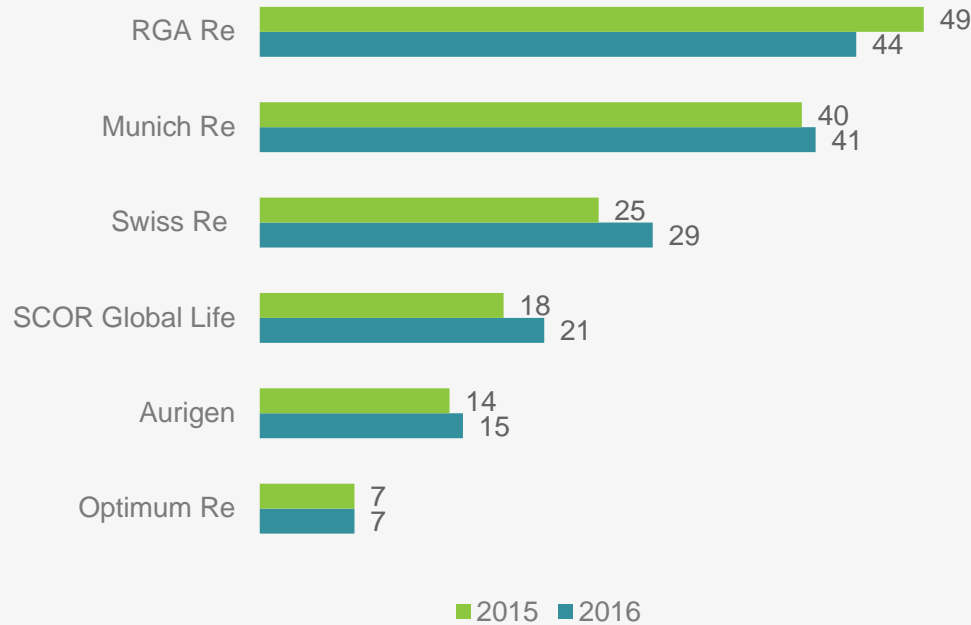
## Canadian Ordinary Individual Life Insurance Sales



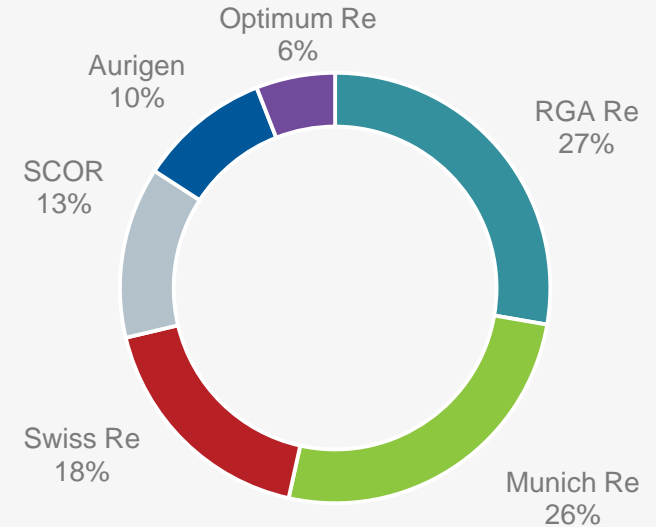


# Canada recurring by company

## Recurring Business (\$ billions)



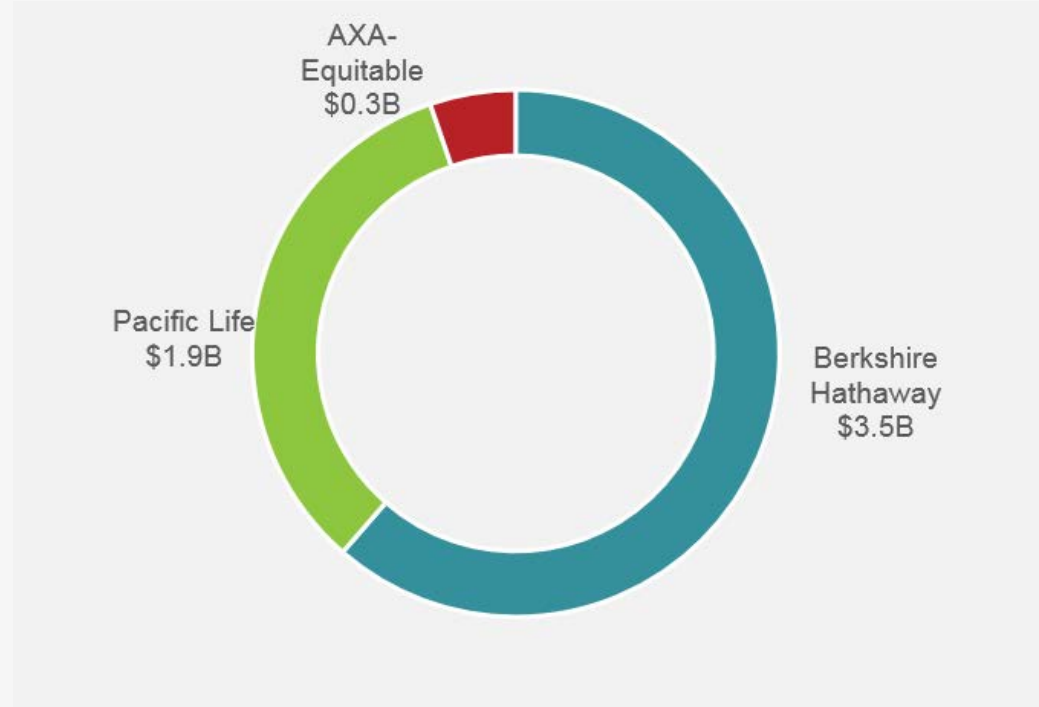
## 2016 Market Share



## Portfolio

- Munich Re: CA\$40.7 billion

## Retrocession



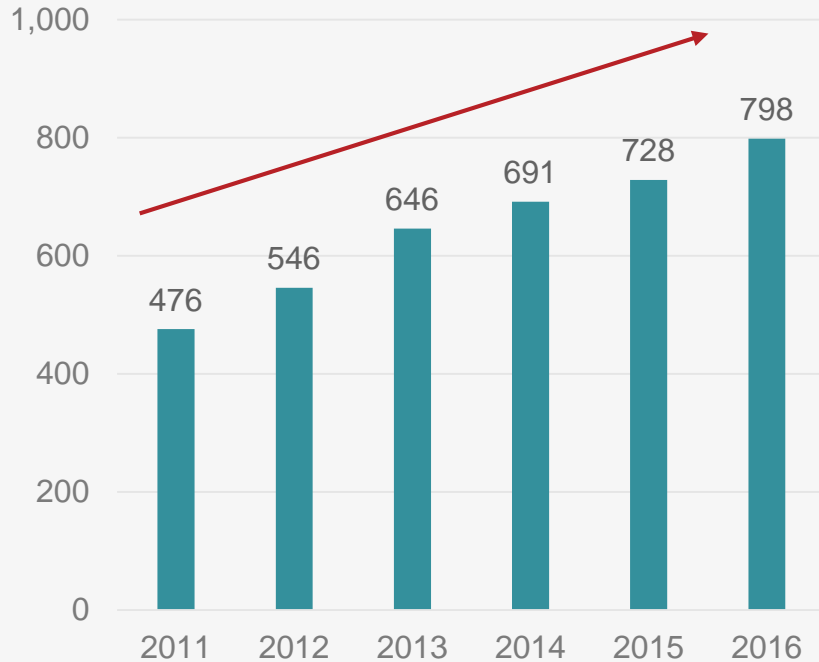
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## Group business

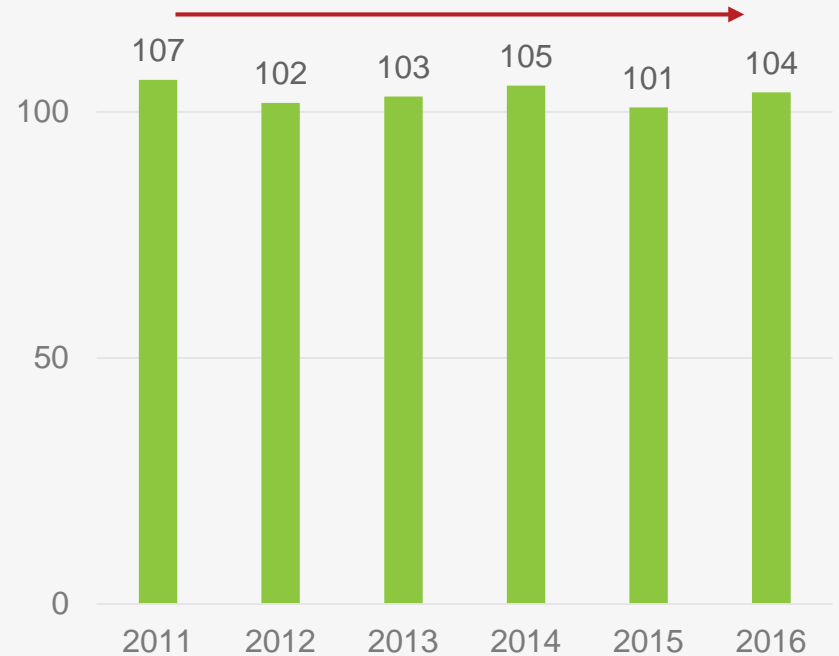


# Group business – recurring business

## US In Force Premiums (\$ millions USD)

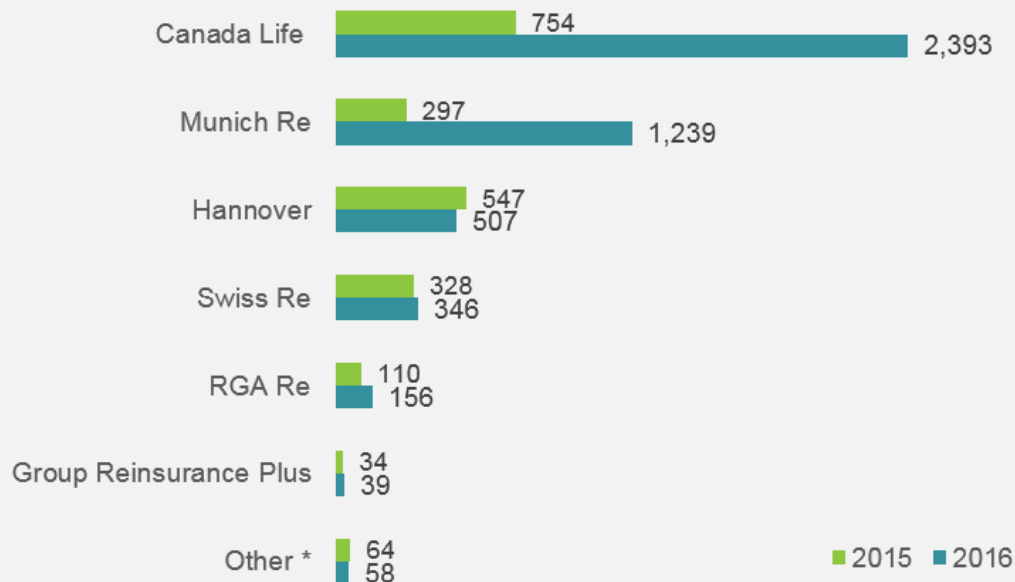


## Canada In Force Premiums (\$ millions CAD)

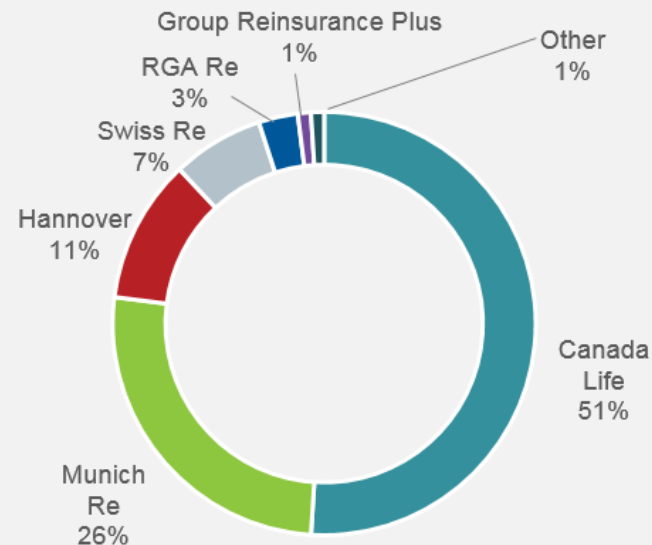


# U.S. group life in force premiums

## In Force Premiums (\$ millions)



## 2016 Market Share

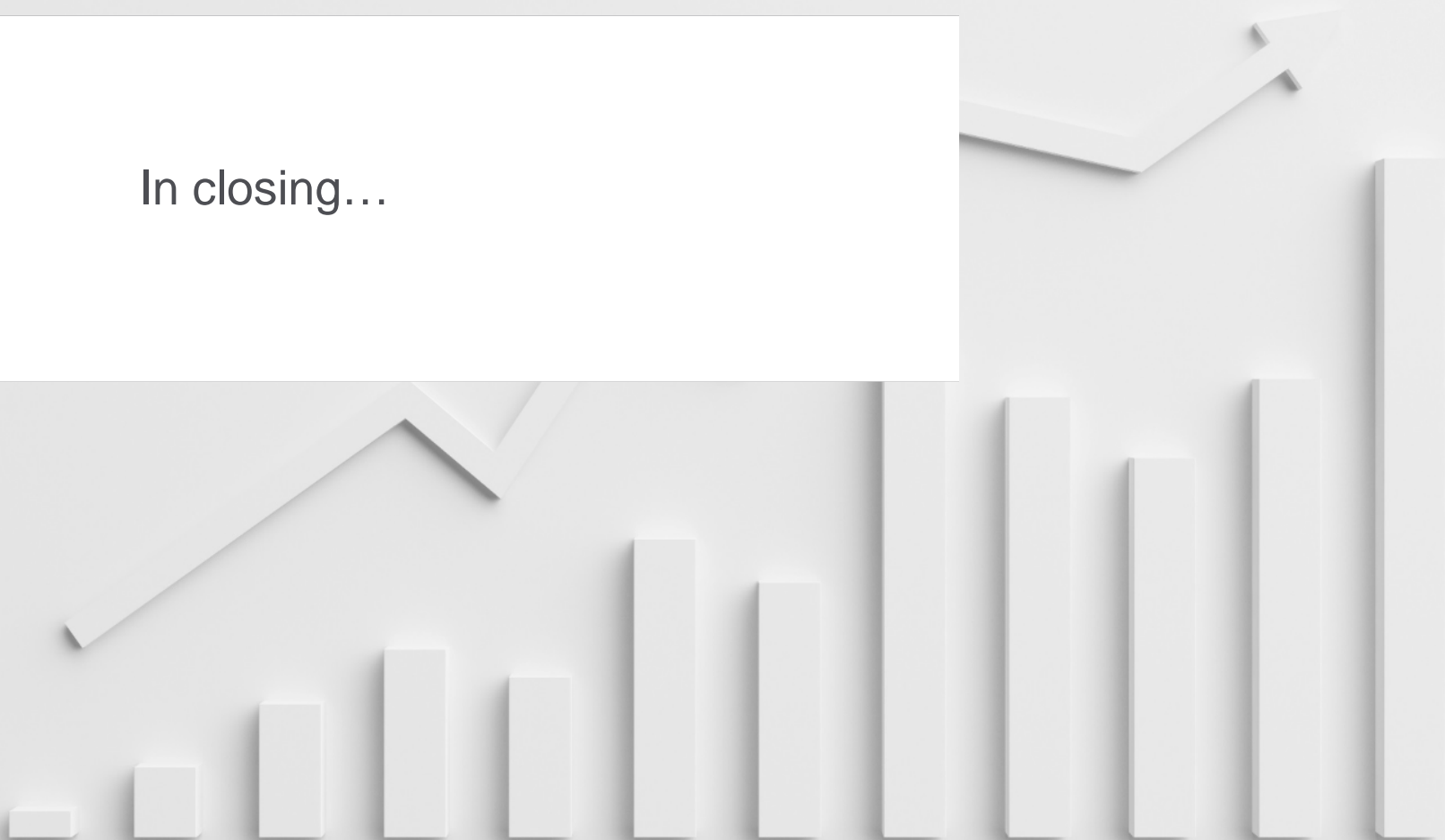


Note: Other includes General Re, SCOR, Scottish Re, Berkshire Hathaway Group, Optimum Re and Pacific Life

# Canada group life inforce premiums (CA\$ millions)



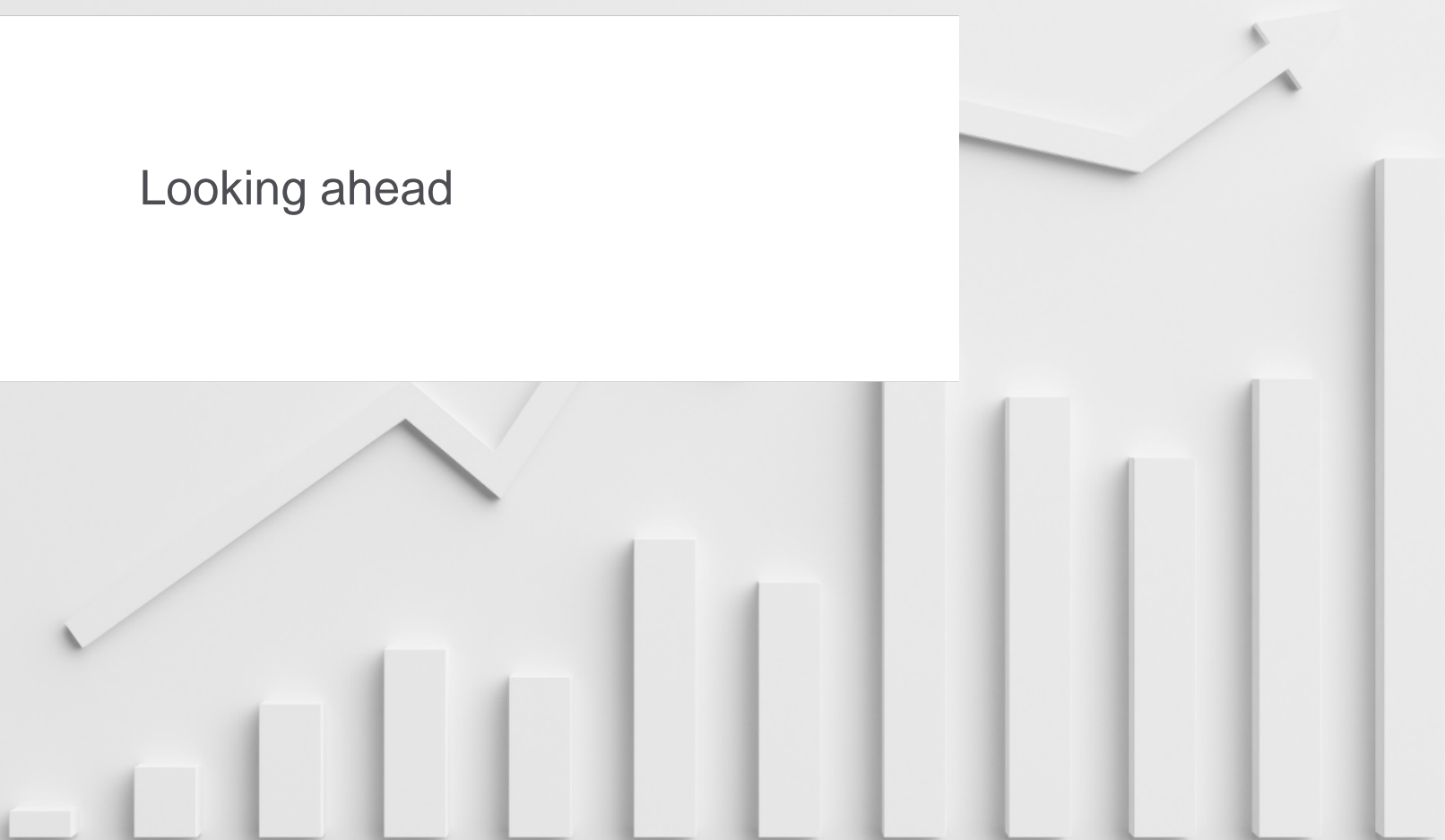
In closing...



	Individual Life New Business Volumes (\$ billions)			Group Inforce Premiums (\$ millions)		
	2015	2016	% Change	2015	2016	% Change
	U.S.					
Recurring	407	457	12%	728	798	10%
Portfolio	130	729	459%	1,405	3,938	180%
Retrocession	5	8	61%	0	0	n/a
Total	543	1,194	120%	2,134	4,737	122%
Canada						
Recurring	153	159	4%	101	104	3%
Portfolio	3	41	1131%	1,098	786	-28%
Retrocession	2	6	240%	0	0	n/a
Total	158	206	30%	1,241	885	-26%



Looking ahead



# Questions?

- Complete results: [www.munichre.com/us/life](http://www.munichre.com/us/life) under “Publications”
- E-mail questions to [dbruggeman@munichre.com](mailto:dbruggeman@munichre.com)