



2010 U.S. Group Life Market Survey Summary Report

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PARTICIPATING COMPANIES

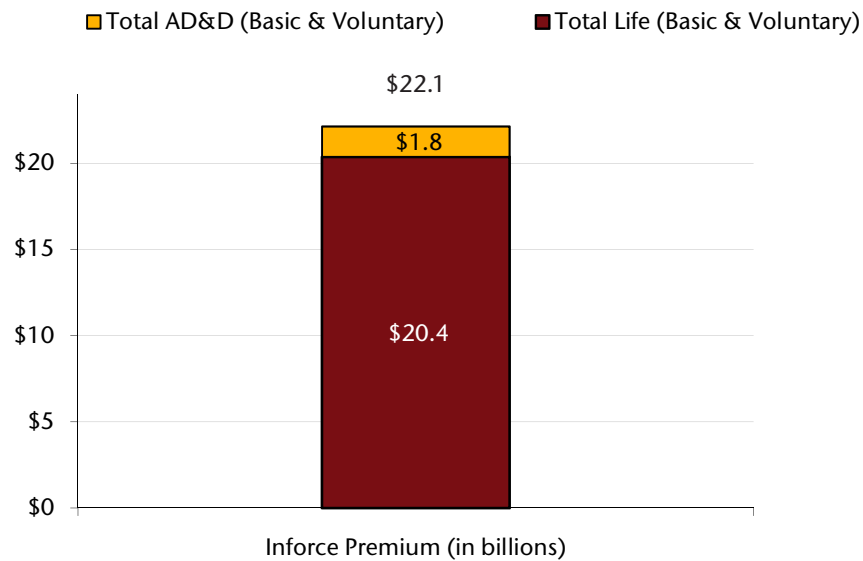
Aetna	Nationwide Specialty Health
Assurant Employee Benefits	New York Life
CIGNA	OneAmerica
Consumers Life	Principal Financial Group
CUNA Mutual	Prudential
Dearborn National	Reliance Standard
Guardian Life	Standard (The)
Harleysville Life	Sun Life Financial
Hartford (The)	Symetra
ING Employee Benefits	Trustmark Insurance
Kansas City Life	Union Labor Life
Liberty Mutual	UnitedHealthcare Specialty Benefits
Lincoln Financial Group	Unum
MetLife	USABLE Life
Minnesota Life	WellPoint
Mutual of America	
Mutual of Omaha	

SUMMARY

Gen Re is pleased to present the 2010 U.S. Group Life Market Survey. This survey is in its ninth year and covers new sales and inforce premium, volume, lives, and cases for Total Group Term Life (Basic and Voluntary), Voluntary Group Term Life and AD&D. In addition, data on lapse rates and renewals is provided for those companies that supplied the information.

Thirty-two companies participated in this year's survey, representing over \$22.1 billion in Total Life and AD&D premium. (Exhibit A)

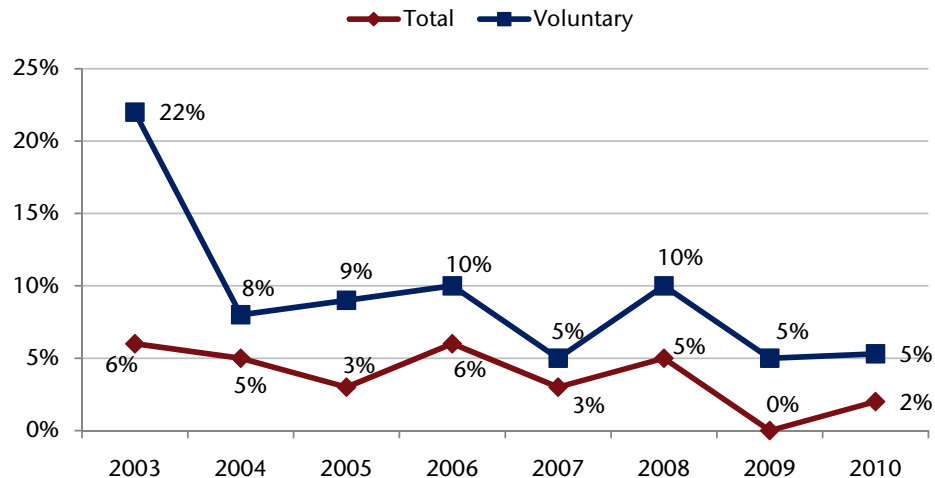
Exhibit A. Total 2010 Inforce Premium As Reported by Survey Participants



Market Growth

Inforce premium for Total Group Term Life saw welcomed growth from 2009 to 2010, with a 2% increase. Voluntary Life inforce premium growth has continued to pace at a rate of 5% for the second year in a row. (Exhibit B)

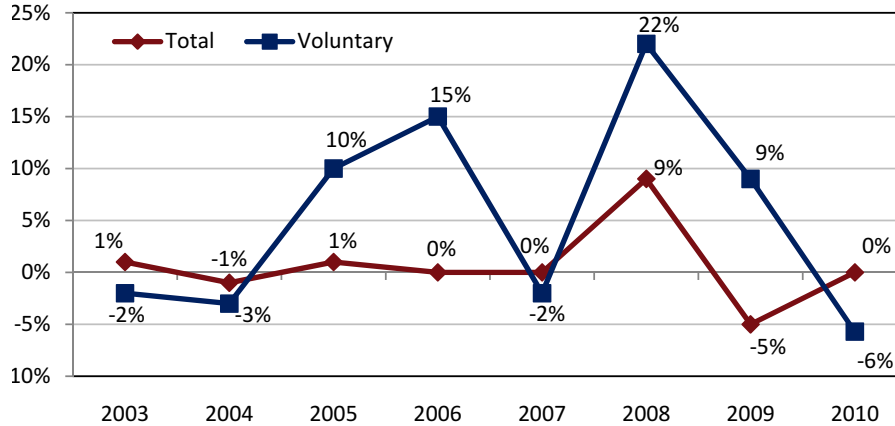
Exhibit B. Group Term Life Inforce Premium Change by Product Type (Total & Voluntary)



SUMMARY

Total Life sales premium has leveled off while Voluntary Life sales premium continues to struggle. With growth rates declining to -6%, Voluntary Sales premium has fallen into the deepest decline seen since this study's inception. (Exhibit C)

Exhibit C. New Sales Premium Growth by Product Type



Note: Beginning in 2009, reported sales include NBOC.

Client Growth

The market for new sales in 2010 continues to reflect current economic factors. Growth in the number of new cases sold remains negative for the third year in a row, down 6%. At the same time, the associated lives insured by new cases is down nearly 13%. This would indicate that smaller cases were sold in 2010 than 2009. (Exhibit D)

Exhibit D. Total Group Term Life: Change 2010 vs. 2009

	New Sales	Inforce
Cases	-6.5%	-1.3%
Lives	-12.9%	1.3%

Notably, when looking at participants that were able to provide both the number of cases sold and cases lapsed, 64% reported lapsing more cases than they sold in 2010, up from 56% last year.

Pricing and Volume Levels

The average face amounts for new cases sold are again on the rise, reaching over \$79 thousand, widening the gap between inforce and new sales. Carriers seem to be trying to make up for lost premium in lagging cases and lives by offering increased benefits. (Exhibit E)

SUMMARY

Exhibit E. Average Face Amount

	Total Life	Voluntary Life
Inforce <i>Growth</i>	\$73,236 2.5%	\$76,991 4.4%
New Sales <i>Growth</i>	\$79,204 10.4%	\$98,416 2.8%

Although premium per life on inforce cases remained relatively static, the average premium per life on new policies has risen drastically. This increase coincides with the increasing face amounts on new cases, providing further evidence of the industry responding to the market by using volume to drive premium levels. (Exhibit F)

Exhibit F. Average Premium Per Life

	Total Life	Voluntary Life
Inforce <i>Growth</i>	\$198 0.7%	\$220 0.7%
New Sales <i>Growth</i>	\$180 18.1%	\$258 1.7%

AD&D

Total inforce premium remained level this year while new sales struggled to keep pace. Total AD&D sales premium growth is down 6% for 2010. Voluntary AD&D sales premium experienced the largest decline in the survey, falling nearly 30% from 2009. Voluntary AD&D inforce resulted in a lesser decline, dropping about 6% year over year.

In Our View...

The overall Total Group Term Life (Basic and Voluntary) inforce premium showed modest results this year with growth of 2% after holding stable during the economic unrest of the previous year. Reported inforce volume and lives followed suit with slight upticks to end the year. The total number of cases inforce fell by just over 1%, continuing the trend we saw in 2009 of more existing cases lapsing than new sales being added to the industry.

Sales premium in 2010 was flat, despite the fact that 19 participating carriers reported a decline. Carriers have been forced to find new ways to grow sales premium as more and more employers and employees withdrew from the marketplace. The premium growth in 2010 appears to be the result of carriers providing richer benefits at a higher monthly premium rate and premium per life.

While Basic Term Life remains the majority of the Total Group Term Life business, Voluntary sales have historically had a positive impact to the Total Life results. For 2010, however, Voluntary sales growth set a new record low with a rate of -6%.

Regardless of whether or not the economy is improving, employers continue to struggle with the ability to offer this benefit to their employees. With the continuation of stagnant growth, carriers will need to consider non-traditional ways to grow premium.

SURVEY TERMS & DEFINITIONS

New Business on Existing Cases (NBOC) – Benefit increases and/or new business on inforce policies resulting in additional premium, lives, and/or volume. NBOC should be included in all new sales and inforce results.

Basic Group Term Life/AD&D – 100% employer paid can be sold as a stand-alone coverage or in conjunction with additional employee paid Supplemental or Optional coverage.

Supplemental or Optional Group Term Life/AD&D – 100% employee paid and sold in conjunction with Basic Group Term Life/AD&D.

Voluntary Group Term Life/AD&D – 100% employee paid stand-alone coverage sold on a group platform.

Total Term Life Sales - Annualized U.S. Basic, Supplemental/Optional and Voluntary Group Term Life (GTL) premium, volume, lives, and cases for new business with effective dates between 1/1/2010-12/31/2010. Sales figures should be provided prior to reinsurance ceded and should include all premium, lives and volume associated with NBOC, Dependent Life and Association/Affinity business. Excludes: AD&D, block purchases, Critical Illness (CI), Group Universal Life (GUL), NBOC case counts, non-U.S. sales, premium equivalents, rate increases, reinsurance assumed, renewals, Variable Life (VL), Variable Universal Life (VUL) and Whole Life.

Total Term Life Inforce - U.S. Basic, Supplemental/Optional and Voluntary Group Term Life (GTL) inforce premium, volume, lives, and cases as of 12/31/2010. Inforce premium should be provided prior to reinsurance ceded and should include all premium, lives, volume and cases associated with NBOC, Dependent Life and Association/Affinity business. Excludes: AD&D, Critical Illness (CI), Group Universal Life (GUL), non-U.S. sales, premium equivalents, reinsurance assumed, Variable Life (VL), Variable Universal Life (VUL) and Whole Life.

Voluntary Life Sales - Annualized U.S. Voluntary Group Term Life (VGTL) sales premium, volume, lives, and cases for new business with effective dates between 1/1/2010-12/31/2010. Sales figures should be provided prior to reinsurance ceded and should include all premium, lives and volume associated with NBOC, Dependent Life and Association/Affinity business. Excludes: AD&D, block purchases, Critical Illness (CI), Group Universal Life (GUL), NBOC case counts, non-U.S. sales, premium equivalents, rate increases, reinsurance assumed, renewals, Supplemental/Optional Life, Variable Life (VL), Variable Universal Life (VUL) and Whole Life.

Voluntary Life Inforce - U.S. Voluntary Group Term Life inforce premium, volume, lives, and cases as of 12/31/2010. Voluntary Inforce premium should be provided prior to reinsurance ceded and should include all premium, lives, volume and cases associated with NBOC, Dependent Life and Association/Affinity business. Excludes: AD&D, Critical Illness (CI), Group Universal Life (GUL), Non-U.S. business, premium equivalents, reinsurance assumed, Supplemental/Optional Life, Variable Life (VL), Variable Universal Life (VUL), and Whole Life.

Total Term Life Renewals – U.S. Basic, Supplemental/Optional, and Voluntary GTL cases effective prior to 1/1/2010 that were reviewed for a rate action between 1/1/2010 and 12/31/2010, and remained with existing carrier. Dependent Life and Association/Affinity business should be included. Excludes: AD&D, Critical Illness (CI), Group Universal Life (GUL), Non-U.S. business, premium equivalents, reinsurance assumed, Variable Life (VL), Variable Universal Life (VUL), and Whole Life.

SURVEY TERMS & DEFINITIONS

Total Term Life Lapses – U.S. Basic, Supplemental/Optional, and Voluntary GTL premium and cases that were inforce as of 12/31/2009 and no longer inforce as of 12/31/2010. Inforce premium should be provided prior to reinsurance ceded and should include Dependent Life and Association/Affinity business. Excludes: AD&D, Critical Illness (CI), Group Universal Life (GUL), Non-U.S. business, premium equivalents, reinsurance assumed, Variable Life (VL), Variable Universal Life (VUL), and Whole Life.

Total Term AD&D Sales - Annualized U.S. Basic, Supplemental/Optional and Voluntary Group Term Accidental Death and Dismemberment (AD&D) premium for new business with effective dates between 1/1/2010-12/31/2010. Sales figures should be provided prior to reinsurance ceded and should include all premium associated with NBOC, Dependent AD&D and Association/Affinity business. Excludes: Block purchases, Critical Illness (CI), NBOC case counts, non-U.S. sales, premium equivalents, rate increases, reinsurance assumed, and renewals. Also, any AD&D associated with Group Universal Life (GUL), Variable Life (VL), Variable Universal Life (VUL) and Whole Life.

Total Term AD&D Inforce - U.S. Basic, Supplemental/Optional and Voluntary Group Term AD&D inforce premium as of 12/31/2010. Inforce premium should be provided prior to reinsurance ceded and should include all premium associated with NBOC, Dependent AD&D and Association/Affinity business. Excludes: Critical Illness (CI), non-U.S. sales, premium equivalents, and reinsurance assumed. Also, any AD&D associated with Group Universal Life (GUL), Variable Life (VL), Variable Universal Life (VUL) and Whole Life.

Voluntary AD&D Sales - Annualized U.S. Voluntary Group Term AD&D (VAD&D) sales premium new business with effective dates between 1/1/2010-12/31/2010. Sales figures should be provided prior to reinsurance ceded and should include all premium associated with NBOC, Dependent AD&D and Association/Affinity business. Excludes: Block purchases, Critical Illness (CI), NBOC case counts, non-U.S. sales, premium equivalents, rate increases, reinsurance assumed, renewals and Supplemental/Optional AD&D. Also any VAD&D associated with Group Universal Life (GUL), Variable Life (VL), Variable Universal Life (VUL) and Whole Life.

Voluntary AD&D Inforce - U.S. Voluntary Group Term AD&D inforce premium, as of 12/31/2010. Voluntary Inforce premium should be provided prior to reinsurance ceded and should include all premium associated with NBOC, Dependent AD&D and Association/Affinity business. Excludes: Critical Illness (CI), Non-U.S. business, premium equivalents, reinsurance assumed and Supplemental/Optional AD&D. Also, any AD&D associated with Group Universal Life (GUL), Variable Life (VL), Variable Universal Life (VUL), and Whole Life.

SUMMARY

Total Life Inforce Results

Company	2010 Premium	Mkt Share*
MetLife	\$6,514.8	32.0%
Prudential	\$2,960.6	14.5%
Hartford (The)	\$1,420.4	7.0%
Minnesota Life	\$1,192.9	5.9%
Unum	\$1,110.3	5.5%
CIGNA	\$1,078.1	5.3%
Aetna	\$942.0	4.6%
Standard (The)	\$763.7	3.7%
Lincoln Financial Group	\$575.2	2.8%
Sun Life Financial	\$557.4	2.7%
ING Employee Benefits	\$492.8	2.4%
Reliance Standard	\$409.7	2.0%
WellPoint	\$331.1	1.6%
Dearborn National	\$329.1	1.6%
Mutual of Omaha	\$307.9	1.5%
Guardian Life	\$303.3	1.5%
Principal Financial Group	\$280.1	1.4%
Liberty Mutual	\$175.4	0.9%
Assurant Employee Benefits	\$167.7	0.8%
UnitedHealthcare Specialty Benefits	\$143.5	0.7%
USABLE Life	\$102.2	0.5%
OneAmerica	\$92.3	0.5%
Union Labor Life	\$40.5	0.2%
CUNA Mutual	\$13.5	0.1%
Harleysville Life	\$11.3	0.1%
Kansas City Life	\$10.4	0.1%
Consumers Life	\$9.9	0.05%
Symetra Life	\$9.8	0.05%
Mutual of America	\$7.9	0.04%
Nationwide Specialty Health	\$7.6	0.04%
New York Life	\$7.0	0.03%
Trustmark Insurance	\$3.0	0.01%
TOTAL	\$20,371	

Premium in millions

*Market share based on 2010 premium

SUMMARY

Total Life Sales Results

Company	2010 Premium	Mkt Share*
Prudential	\$383.6	16.5%
MetLife	\$267.3	11.5%
Hartford (The)	\$224.4	9.6%
CIGNA	\$187.0	8.0%
Unum	\$166.8	7.2%
Standard (The)	\$143.5	6.2%
Aetna	\$124.8	5.4%
Minnesota Life	\$124.0	5.3%
Lincoln Financial Group	\$115.0	4.9%
Sun Life Financial	\$104.0	4.5%
Reliance Standard	\$90.7	3.9%
Mutual of Omaha	\$67.9	2.9%
Guardian Life	\$57.7	2.5%
ING Employee Benefits	\$47.8	2.1%
Principal Financial Group	\$42.0	1.8%
Liberty Mutual	\$33.0	1.4%
Dearborn National	\$28.6	1.2%
WellPoint	\$24.3	1.0%
Assurant Employee Benefits	\$22.8	1.0%
UnitedHealthcare Specialty Benefits	\$22.6	1.0%
USAble Life	\$20.6	0.9%
OneAmerica	\$12.1	0.5%
Nationwide Specialty Health	\$7.6	0.3%
Consumers Life	\$2.2	0.1%
Kansas City Life	\$2.1	0.1%
Harleysville Life	\$1.7	0.1%
New York Life	\$1.5	0.1%
Symetra Life	\$1.2	0.1%
Union Labor Life	\$0.7	0.03%
CUNA Mutual	\$0.4	0.02%
Trustmark Insurance	\$0.3	0.01%
Mutual of America	\$0.0	0.00%
TOTAL	\$2,328	

Premium in millions

*Market share based on 2010 premium

SUMMARY

Total AD&D Inforce Results

Company	2010 Premium	Mkt Share*
Hartford (The)	\$612.9	34.8%
MetLife	\$262.3	14.9%
CIGNA	\$180.4	10.2%
Unum	\$110.2	6.3%
Prudential	\$90.1	5.1%
Standard (The)	\$71.6	4.1%
Aetna	\$68.4	3.9%
Lincoln Financial Group	\$62.1	3.5%
Sun Life Financial	\$51.3	2.9%
ING Employee Benefits	\$40.8	2.3%
Dearborn National	\$38.0	2.2%
Mutual of Omaha	\$33.3	1.9%
Guardian Life	\$27.7	1.6%
Principal Financial Group	\$22.1	1.3%
WellPoint	\$20.9	1.2%
Assurant Employee Benefits	\$18.0	1.0%
UnitedHealthcare Specialty Benefits	\$14.0	0.8%
USAble Life	\$10.5	0.6%
Liberty Mutual	\$8.4	0.5%
OneAmerica	\$7.1	0.4%
Union Labor Life	\$2.8	0.2%
CUNA Mutual	\$2.2	0.1%
Symetra Life	\$1.2	0.1%
New York Life	\$1.2	0.1%
Harleysville Life	\$0.8	0.05%
Consumers Life	\$0.7	0.04%
Mutual of America	\$0.6	0.03%
Nationwide Specialty Health	\$0.3	0.02%
TOTAL	\$1,760	

Premium in millions

*Market share based on 2010 premium

SUMMARY

Total AD&D Sales Results

Company	2010 Premium	Mkt Share*
Hartford (The)	\$99.6	39.2%
CIGNA	\$23.6	9.3%
MetLife	\$19.3	7.6%
Unum	\$18.1	7.1%
Aetna	\$15.7	6.2%
Lincoln Financial Group	\$15.7	6.2%
Standard (The)	\$13.4	5.3%
Sun Life Financial	\$10.0	3.9%
Mutual of Omaha	\$7.0	2.8%
Guardian Life	\$5.9	2.3%
ING Employee Benefits	\$4.9	1.9%
Prudential	\$4.8	1.9%
Principal Financial Group	\$4.1	1.6%
Assurant Employee Benefits	\$3.0	1.2%
WellPoint	\$2.9	1.1%
Dearborn National	\$2.0	0.8%
UnitedHealthcare Specialty Benefits	\$1.7	0.7%
OneAmerica	\$1.1	0.4%
Consumers Life	\$0.6	0.3%
Nationwide Specialty Health	\$0.3	0.1%
Harleysville Life	\$0.2	0.1%
Symetra Life	\$0.2	0.1%
Union Labor Life	\$0.1	0.02%
CUNA Mutual	\$0.04	0.01%
New York Life	\$0.00	0.00%
Mutual of America	\$0.00	0.00%
TOTAL	\$254	

Premium in millions

**Market share based on 2010 premium*

Gen Re, as a direct reinsurer, is one of the leading property/casualty and life/health reinsurers in the world. We are represented in all major reinsurance markets through a network of more than 45 offices, supported by over 1,900 employees worldwide. We are a member of the Berkshire Hathaway family of companies.

Through the Gen Re Research Center in South Portland, Maine, Gen Re is the leading source for information and insight about the Disability and Group Life markets.



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