

GROUP UNIVERSE REPORT

2010 Data Year - Canada

Introduction

The Group Universe Report is an annual analysis of market size and market share in the Canadian Group Life and Health business. Creditors and Affinity Groups are **excluded** from these statistics.

This brief public summary is based on this proprietary research.

Disclaimer

Most of the data underlying this report was obtained directly from participating companies. In many cases, however, the statistics reported here represent the conclusions of an analytical process for which Fraser Group is solely responsible.

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Market Size

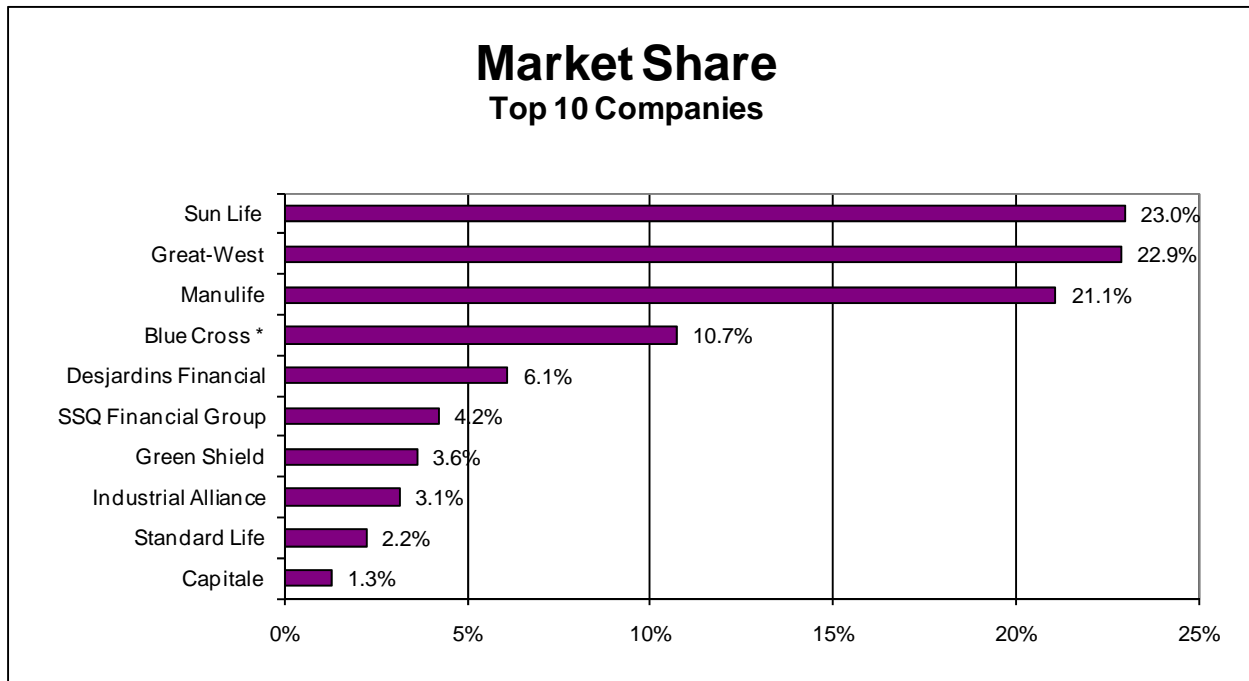
We estimate the total 2010 revenue received by all group insurance companies from Employee Benefit Group Life and Health plans to be \$31.2 billion.

Growth Rate

The market in 2010 grew 3.8% over the year 2009.

Top 10 Companies

The top 10 companies comprise 98.3% of the market.



* Represents aggregate of all Blue Cross plans in Canada

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Market Size by Region

Region	Revenue (in \$millions)	Market Share
British Columbia	3,100	10%
Prairies	4,700	15%
Ontario	16,400	53%
Quebec	5,400	17%
Atlantic	1,500	5%
Territories and Misc.	*	*
Total	31,200	100%

* value is greater than zero but less than rounding error

Market Size by Benefit:

Benefit	Revenue (in \$millions)	Market Share
Life/AD&D	2,900	9%
Medical	14,500	46%
Dental	7,000	22%
Short Term Disability	1,400	4%
Long Term Disability	5,400	17%
Total	31,200	100%

Market Size by Employer Size:

Employer Size	Revenue (in \$millions)	Market Share
1-49 employees	3,500	11%
50-999 employees	7,900	25%
1,000+ employees	19,800	63%
Total	31,200	100%