# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

#### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): March 13, 2012

#### REINSURANCE GROUP OF AMERICA, INCORPORATED

(Exact Name of Registrant as Specified in its Charter)

Missouri (State or Other Jurisdiction of Incorporation) 1-11848 (Commission File Number) 43-1627032 (IRS Employer Identification Number)

1370 Timberlake Manor Parkway, Chesterfield, Missouri 63017
(Address of Principal Executive Office)

Registrant's telephone number, including area code: (636) 736-7000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01 Regulation FD Disclosure.

As previously reported in Reinsurance Group of America, Incorporated's Current Report on Form 8-K furnished on March 9, 2012, the company announced that it will host a conference for institutional investors and analysts at The Plaza Hotel in New York City on Wednesday, March 14, from 8:30 a.m. to 12:30 p.m. Eastern Time. Copies of the slides used in the presentation will be available on the company's web site at <a href="https://www.rgare.com">www.rgare.com</a> (through the link on the Investor Relations page) and are attached as Exhibit 99.1 and incorporated herein by reference.

The information in this Item 7.01 and the exhibit attached hereto will not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act"), or otherwise subject to the liabilities of such section, nor will such information or exhibit be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as may be expressly set forth by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits

- (d) Exhibits. The following documents are filed as exhibits to this report:
- 99.1 Copy of slide presentation for RGA 2012 Investor Day

#### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

#### REINSURANCE GROUP OF AMERICA, INCORPORATED

Date: March 13, 2012

By: /s/ Jack B. Lay
Jack B. Lay
Senior Executive Vice President and Chief

Financial Officer

#### EXHIBIT INDEX

Exhibit Number Description

99.1 Copy of slide presentation for RGA 2012 Investor Day







# **Thriving in Challenging Times**

## John Hayden

**Senior Vice President, Controller and Investor Relations** 

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012



#### Safe Harbor

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others, statements relating to projections of the earnings, revenues, income or loss, future financial performance and growth potential of Reinsurance Group of America, Incorporated and its subsidiaries (which we refer to in the following paragraphs as "we," "us" or "our"). The words "intend," "expect," "project," "estimate," "predict," "anticipate," "should," "believe," and other similar expressions also are intended to identify forward-looking statements. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. Future events and actual results, performance and achievements could differ materially from those set forth in, contemplated by or underlying the forward-looking statements.

Numerous important factors could cause actual results and events to differ materially from those expressed or implied by forward-looking statements including, without limitation, (1) adverse capital and credit market conditions and their impact on our liquidity, access to capital, and cost of capital, (2) the impairment of other financial institutions and its effect on our business, (3) requirements to post collateral or make payments due to declines in market value of assets subject to our collateral arrangements, (4) the fact that the determination of allowances and impairments taken on our investments is highly subjective, (5) adverse changes in mortality, morbidity, lapsation, or claims experience, (6) changes in our financial strength and credit ratings and the effect of such changes on our future results of operations and financial condition, (7) inadequate risk analysis and underwriting, (8) general economic conditions or a prolonged economic downturn affecting the demand for insurance and reinsurance in our current and planned markets, (9) the availability and cost of collateral necessary for regulatory reserves and capital, (10) market or economic conditions that adversely affect the value of our investment securities or result in the impairment of all or a portion of the value of certain of our investment securities, (11) market or economic conditions that adversely affect our ability to make timely sales of investment securities, (12) risks inherent in our risk management and investment strategy, including changes in investment portfolio yields due to interest rate or credit quality changes, (13) fluctuations in U.S. or foreign currency exchange rates, interest rates, or securities and real estate markets, (14) adverse litigation or arbitration results, (15) the adequacy of reserves, resources, and accurate information relating to settlements, awards, and terminated and discontinued lines of business, (16) the stability of and actions by governments and economies in the markets in which we operate, including ongoing uncertainties regarding the amount of United States sovereign debt and the credit ratings thereof, (17) competitive factors and competitors' responses to our initiatives, (18) the success of our clients, (19) successful execution of our entry into new markets, (20) successful development and introduction of new products and distribution opportunities, (21) our ability to successfully integrate and operate reinsurance business that we acquire, (22) action by regulators who have authority over our reinsurance operations in the jurisdictions in which we operate, (23) our dependence on third parties, including those insurance companies and reinsurers to which we cede some reinsurance, third-party investment managers, and others, (24) the threat of natural disasters, catastrophes, terrorist attacks, epidemics, or pandemics anywhere in the world where we or our clients do business. (25) changes in laws, regulations, and accounting standards applicable to us, our subsidiaries, or our business, (26) the effect of our status as an insurance holding company and regulatory restrictions on our ability to pay principal and interest on our debt obligations, and (27) other risks and uncertainties described in this document and in our other filings with the Securities and Exchange Commission

Forward-looking statements should be evaluated together with the many risks and uncertainties that affect our business, including those mentioned in this document and described in the periodic reports we file with the Securities and Exchange Commission. These forward-looking statements speak only as of the date on which they are made. We do not undertake any obligations to update these forward-looking statements, even though our situation may change in the future. We qualify all of our forward-looking statements by these cautionary statements. For a discussion of the risks and uncertainties that could cause actual results to differ materially from those contained in the forward-looking statements, you are advised to review the risk factors in our most recent Form 10-K.



## **Capital Allocation**

Effective in 1Q 2006, the Company changed its capital allocation methodology from a regulatory-based approach to an economic-based approach. To enhance comparability, all prior period segment results in this presentation have been adjusted to reflect the new methodology. This change in capital allocation does not affect the Company's reported consolidated financial results.

#### Non-GAAP Measures

RGA uses a non-GAAP financial measure called "operating income" as a basis for analyzing financial results. This measure also serves as a basis for establishing target levels and awards under RGA's management incentive programs. Management believes that operating income, on a pre-tax and after-tax basis, better measures the ongoing profitability and underlying trends of the company's continuing operations because that measure excludes the effect of net realized capital gains and losses, changes in the fair value of certain embedded derivatives and related deferred acquisition costs. These items tend to be highly variable primarily due to the credit market and interest rate environment and are not necessarily indicative of the performance of our underlying businesses. Additionally, operating income excludes any net gain or loss from discontinued operations, which management believes is not indicative of the company's ongoing operations. The definition of operating income can vary by company and is not considered a substitute for GAAP net income.

Additionally, the Company evaluates its stockholder equity position excluding the impact of "Other Comprehensive Income".

This is also considered a non-GAAP measure. The Company believes it is important to evaluate its stockholders' equity position to exclude the effect of Other Comprehensive Income since the net unrealized gains or losses included in Other Comprehensive Income primarily relate to changes in interest rates, credit spreads on its investment securities and foreign currency fluctuations that are not permanent and can fluctuate significantly from period to period.

Reconciliations of non-GAAP measures to the nearest GAAP measures are provided at the end of this presentation.

# RGA

# Agenda

Opening Remarks John Hayden, Senior Vice President, Controller and Investor Relations				
Overview	A. Greig Woodring, President, Chief Executive Officer, and Director			
U.S. Traditional Markets	Anna Manning, Executive Vice President and Head of U.S. Markets			
Non-traditional Markets				
International Markets	Allan O'Bryant, Executive Vice President, Head of International Markets and Operation			
	20-Minute Break			
Global Acquisitions	Scott Cochran, Executive Vice President, Global Acquisitions and Financial Solutions			
Investments David Fischer, Senior Vice President and Chief Investment Officer				
inancial Overview Jack Lay, Senior Executive Vice President and Chief Financial Officer				
losing Remarks A. Greig Woodring, President, Chief Executive Officer, and Director				
Q&A Session				



# **RGA**



# **Thriving in Challenging Times**

**RGA 2012 Investor Day** 

A. Greig Woodring
President and Chief Executive Officer

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012



## **Strategic Overview**

#### **Signature Strengths**

- · Deep technical expertise
- Organizational focus on establishing and maintaining strong, multilayered, long- term customer relationships
- Collaborative organization that leverages knowledge and skills across products and geographies
- Abundance of highquality data and strong analysis capabilities
- Innovation

# Compelling Competitive Position

- Global footprint with substantial market share in key markets
- Preferred partner with high customer satisfaction
- Diversified revenue streams by geography and product
- Experienced executive management team

#### **Opportunity**

- Expected growth rates of 7-10% for 2012- 2014
- Extraordinary environment
  - Interest rates
  - · Equity markets
  - Regulations/ Accounting
  - Capital
  - Growth
- Ability to thrive in challenging times



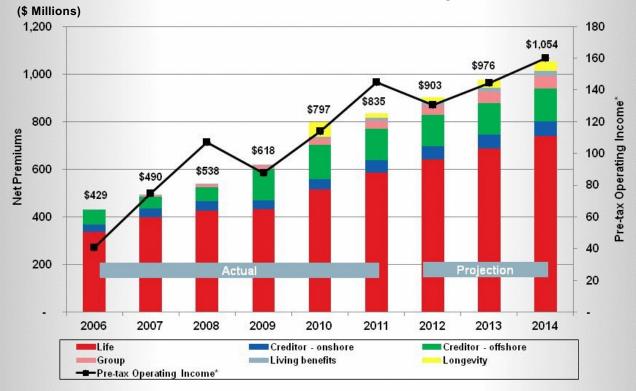
## RGA is Different than Most Insurance Investment Opportunities

- Different risk profile, focus and approach
- Lower asset leverage
- Lower equity and interest rate sensitivity
- Mortality focus more predictable
- Higher ROE
- Built-in, long-term, high-quality earnings
- Generally, better performance during difficult economic times

RGA: an opportunity to diversify within the insurance space



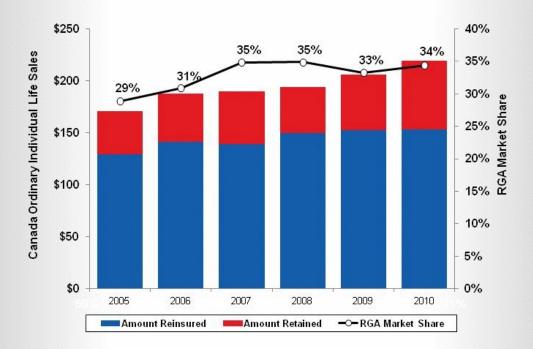
# RGA Canada – Financial Results and Projections



\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.



# Canada Individual Life Market



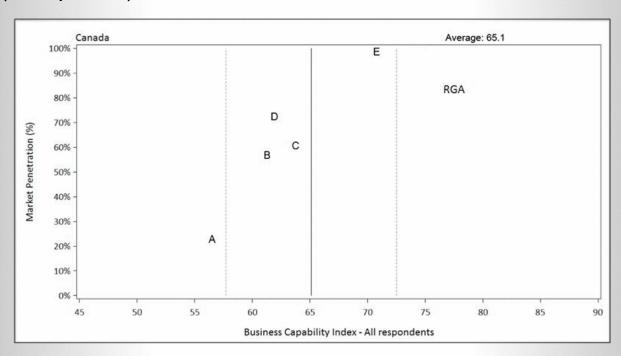
Life cession rates expected to decline

Source: Munich American / Society of Actuaries Reinsurance Surveys



# RGA Canada – NMG Study

# **Business Capability Index – Momentum – 2011** (All Respondents)



Source: NMG Consulting

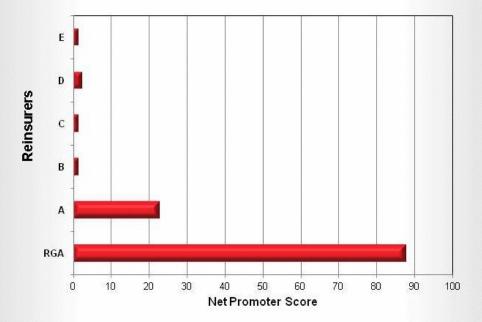


# RGA Canada –NMG Study

## Value Competitiveness - Likelihood to Recommend

(All Respondents)

Value Competitiveness - Promoters/Detractors



Source: NMG Consulting

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### **RGA Canada**

### **Strengths**

- In force has substantial embedded value
- Facultative underwriting expertise
- Strong client relationships at all levels
- Service all companies
- Quality and experience of staff across all product lines

### **Opportunities**

- Expected growth rates of 8-9% premium; bottom-line 10-12%
- Sustain leadership in shrinking mortality market
- Continue momentum in Group market
- Grow by diversification into new lines of business
  - Living Benefits
    - Critical illness
    - · Individual disability
  - Longevity
- Large capital-motivated transactions

# **RGA 2012 Investor Day**

## **Key Messages**

- Principal focus on client relationships
- Leading global presence
- High levels of expertise and collaboration
- Challenging environment that is creating opportunities

Proven ability to thrive in challenging times

# **RGA**



# **U.S. Traditional**

# Anna Manning Executive Vice President and Head of U.S. Markets

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012

### **U.S. Traditional**

### Strong Client Focus Key to Stability and Growth

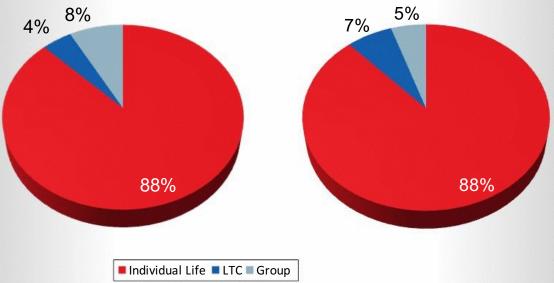
- Consistent approach to market
- Pricing discipline
- Leader in client satisfaction
- Innovation and continuous improvement leading to differentiated products and services valued by clients
- Collaboration across product lines, functions, and geographies to understand and meet client needs most effectively and efficiently

Long-term focus on clients enables stable results

# **Product Line Distribution**





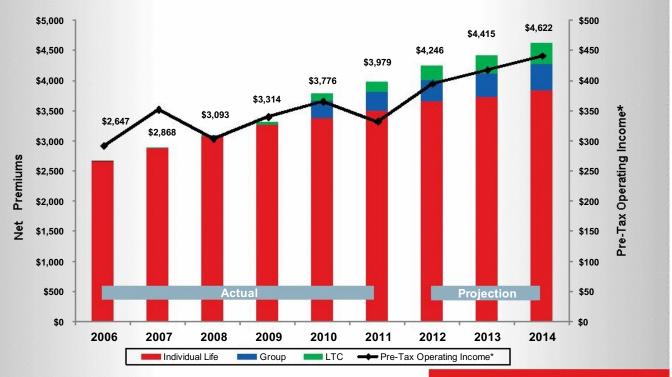


Product line diversification

\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

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# Financial Results and Projections

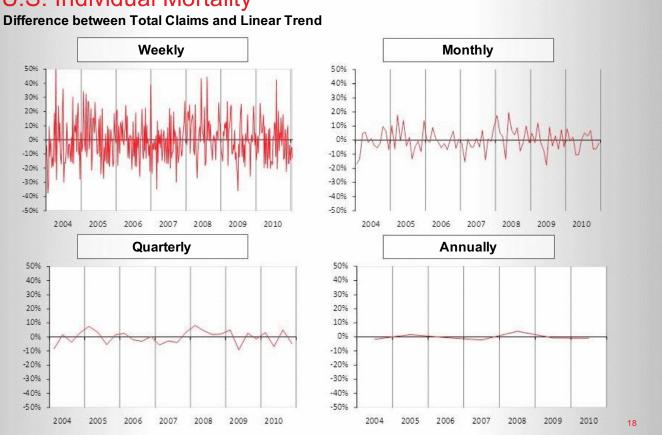


Steady financial performance

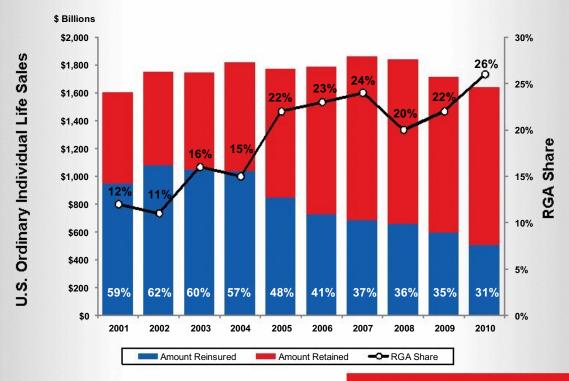
\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

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# U.S. Individual Mortality



## U.S. Individual Life Market

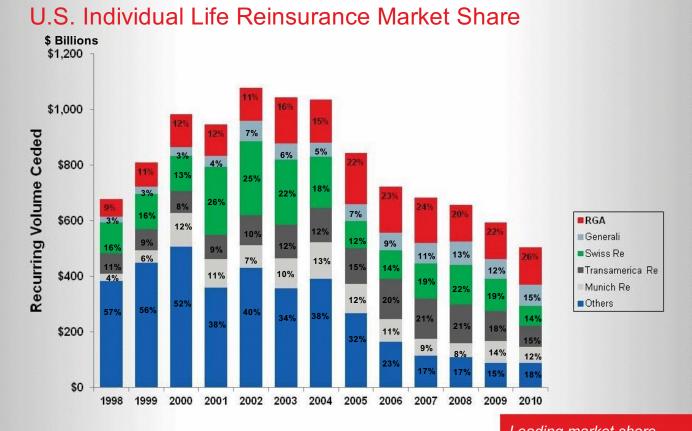


Life cession rates continue to decline

Source: Munich American / Society of Actuaries Reinsurance Surveys

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Leading market share

Source: Munich American / Society of Actuaries Reinsurance Surveys

# U.S. Traditional –Consistent Approach to Market

Fair and Consistent Pricing

Client Focus

Value-added Services

Value-added Services

Technical Risk Expertise

Data-driven analytic insights

Leading industry research

Leading to long-term client partnerships

Innovative thinkingLeading client satisfaction



# Leading Client Satisfaction –Flaspöhler Results

Factor	Ordinal Rank
Medical Underwriting Capabilities	#1
Financial Value	#1
Financial Security	#3
Strong Client Orientation	#1
Leading Expertise & Market Knowledge	#1
Leading Actuarial Product Development Expertise	#1
Timely Service	#1
High-Quality Risk Management Service	#1
Effective Training Courses & Seminars	#1
Strong Claims-Handling Ability	#1

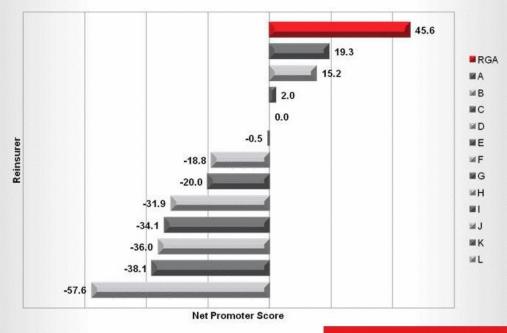
RGA #1 in client perception

Source: 2011 Flaspöhler Cedent Survey (Life -- North America)



# Leading Client Satisfaction -Flaspöhler Net Promoter Score

## Measures How Likely Client is to Recommend Reinsurer



A strong indicator of future growth

Source: 2011 Flaspöhler Cedent Survey (Life -- North America)

# Mortality - Facultative Leadership

#### **Client Support**

- Facultative call desk
- Year-end and high-volume resource support

### Expertise

- Impaired risk expertise
- Client education programs
- Webcasts

### Consistency

- Consistency of offers
- Time service
- Experienced staff

### Technology

- Electronic underwriting tools and programs
- Electronic facultative submission program

Key differentiator providing competitive advantage

### Data-Driven Research at RGA

#### **Internal Data**

- Largest "clean" database of automatic and facultative life reinsurance business
- Dedicated research and development team

#### **External Research**

- · Strong partnerships with industry groups and third-party data providers
- · Analytical expertise
- · Life insurance business knowledge

#### **Competitive Advantage**

- Reinsurance pricing
- · Facultative underwriting
- e-Underwriting rules development
- Product development
- · Client education/ training seminars

Leader in research



## Innovation at RGA –Recent Recognition

### A.M. Best Innovators Showcase, January 2012

#### RGA Reinsurance Co.

#### **Prescription History Query Tool**

#### RGA Reinsurance Co.

#### **ASAP: Automated Selection Assessment Program**

Why It is Different

Axi Pwas developed to provide automatic facultative assessment
common impairments a shutterandar table-share programs began to
phased our throughout the industry. Using Axia?, a client underwrite
able to obtain a quick standard to low substandard table-share
to befair a quick standard to low substandard tables throughout the
tele to obtain a quick standard to low substandard tables from the industriety device
time-consuming process and documentation requirements of traditifacultative reinsurance. AXIP is ratalible to clients based on several
factors, including underwriting philosophy, indirector to guidelines
serves as the rules engine as proprietarly enablevening tool, AXIP
technology backbone for AXIP.

"Through discussions users and the rules of the properties of the

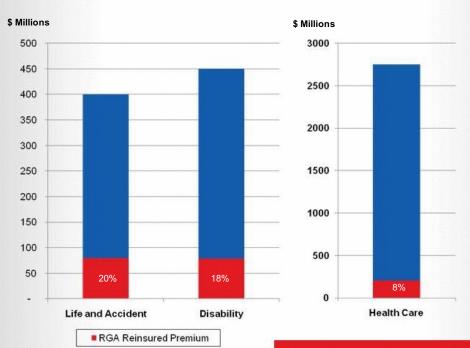
Published in Sect 2 Review, January 2012. Copyright 2012. All rights reserved. This file is for web porting and e-staid date and extended by the Registed Outcomer. 717:294-7390.

U.S. Traditional



# U.S. Group Reinsurance Market

### **Estimated Premiums and Market Share**



Leader in U.S. group reinsurance market

Sources: LIMRA, CDC, NMG, Internal Adjustments and Estimates

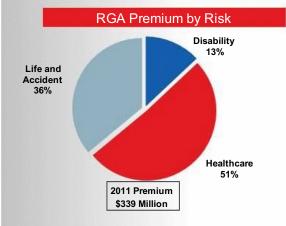
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# U.S. Group Reinsurance

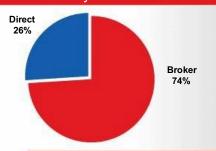
**Healthcare Reinsurance** 

- Morbidity risk transfer products
- Life, Accident and Disability Reinsurance
- Mortality risk transfer products
- Ancillary A&H products
- Long-term and short-term disability products

22.2	Employers	Insurers	RGA	Retrocessionaires
	Employers offer Life. AD&D.	Benefits are insured with	Reinsures benefits	RGA may choose to reinsure a portion
	LTD,	insurance	or quota share	of its assumed risk
	Medical Benefits	companies and health providers		on either a treaty or facultative basis

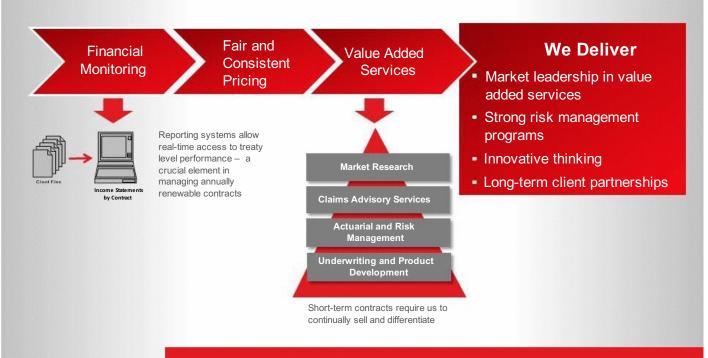






Focus on employee benefit market

# U.S. Group Reinsurance - Approach to Market



Portfolio of services provides differentiation and competitive advantage

# U.S. Long Term Care

### Overview

- Established in 2007 to focus on individual living benefit-style products
- Primary focus has been on new business opportunities, not in-force blocks
- Limited competition
- No drag from low or unprofitable legacy business

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# U.S. Long Term Care –Approach to Market

Alignment of Interests with Our Clients

Experienced Staff

Financial Monitoring Technical Risk Expertise

#### **We Deliver**

- Detailed risk analysis and product modeling
- Cost-effective risk management programs
- Underwriting and claims expertise
- Disciplined pricing

Disciplined and measured approach

# U.S. Traditional Summary

Competitive advantages from key differentiators

- Leading market share
- Deep technical expertise
- Strong, long-term client relationships
- Large, stable, high-quality earnings engine
- Quality and experience of staff

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# **Global Financial Solutions**

John Laughlin
Executive Vice President
Global Financial Solutions

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012

**Global Financial Solutions** 

### **Global Financial Solutions**

#### **Lines of Business**

- Financial Reinsurance
- Asset Intensive Reinsurance
- Longevity Reinsurance

#### **Objectives**

- Provide tailored capital and risk solutions to clients
- Generate high-return business
- Provide diversified income streams
- · Leverage expertise across global markets

Global capital and risk solutions

**Global Financial Solutions** 

### **RGA**

### **Global Financial Solutions**

#### **Environment**

- Volatile economic conditions
- Increased regulation
- Increased capital requirements
- Accounting changes
- Demographic changes

#### **Trend**

- Increased demand for efficient capital and risk management
- Increased management of interest rate, distintermediation, default risks
- Consumer demand for
  - Protection
  - Guarantees
  - Stability

### **Opportunity**

- Provide expertise, capital, risk-sharing
  - Asset Intensive coinsurance
  - Embedded value transactions
  - Financially motivated reinsurance

### **Keys to Success**

#### **Experience**

Seasoned group, dedicated to line of business, innovation across markets

#### Risk Management

Strong analytical and structuring expertise; conservative approach to risk assessment

#### **Brand**

Strong RGA history, rating, capital

#### We Deliver

- Consistent growth in profits
- High-return business
- Industry credibility with clients, regulators
- Longest client relationships
- Financial Reinsurance 19 years
- Asset Intensive 15 years

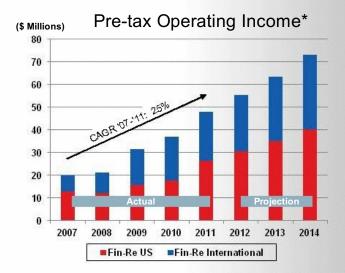
### Financial Reinsurance

### Strengths

- · Pioneers in this business
- Strong analytical, regulatory, structuring expertise
- Large client base; long, established client contacts
- Industry credibility with clients and regulators
- Global expansion allows further financial reinsurance growth

### Results

- Steady growth in Operating Income
- Successful expansion into international markets



Superior strengths lead to outstanding results

\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

### Financial Reinsurance –Summary

#### **Current State**

- Established expertise
- Leading presence in U.S., Japan
- Pressure on efficient capital management

#### **Strategies**

- Expand strategic accounts in developed markets: U.S., Japan, Canada
  - · Health & Group
  - XXX/AXXX
- Deploy RGA developed expertise in targeted markets: U.K., Australia, Germany, France, Taiwan

#### **Expected Results**

 15-20% intermediateterm growth in operating income





#### **Asset Intensive Reinsurance**

#### **Characteristics**

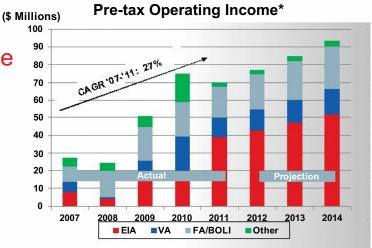
- Doesn't require distribution force or substantial fixed administration expenses
- Complements large mortality base
- Defined appetite for amount of business allows selective participation in best opportunities
- Valuable review partner to clients
- Flexibility as products/markets/economic factors change

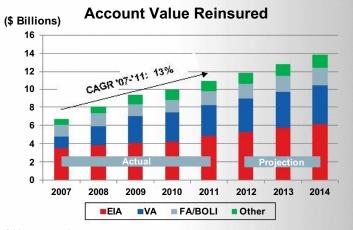
Optimally positioned to deliver profitable growth

### **Asset Intensive Reinsurance**

### Strengths

- Strong RGA brand; history, rating, capital
- Client contacts and relationships
- Analytical and Risk Management expertise
- Well-positioned to support broad range of products/risks
  - Capital
  - Expertise
  - Risk Management





\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

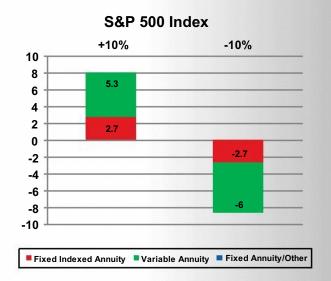
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### **Asset Intensive Reinsurance**

Estimated Interest Rate and Equity Impacts on Pre-tax Operating Income





Manageable interest rate and equity sensitivities

### Asset Intensive Reinsurance -Summary

#### **Current State**

- Established business in U.S.
- Strong pricing and risk management skills
- Ability to review and support all investment products

#### **Strategies**

- Reinsure products in favorable environments
- Target well-designed products from quality direct writers
- Expand in established markets: U.S., Japan, Australia
- Deploy resources into new markets: U.K., Germany, France, Hong Kong

#### **Expected Results**

- 10-20% intermediateterm growth in operating income
- Balanced portfolio of income and risks



### Longevity

### Strengths

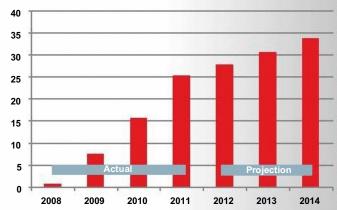
- Effective hedge to large mortality position
- Analytical and Risk Management expertise
- Strong client contacts
- Demand for reinsurance exceeds supply
- Defined appetite for amount of business in each market

### Results

- Relatively new line of business
- Significant, diversified income stream
- · Primarily U.K., Canada

#### **Pre-tax Operating Income\***





\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

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### Longevity - Summary

#### **Current State**

- Solid expertise
- Strong current and projected demand
- Organic profits on inforce business

#### **Strategies**

- Expansion into targeted markets: U.S., Netherlands
- Continued production, profits in established markets
- Combination with Asset Intensive solutions

#### **Expected Results**

 10-20% intermediateterm growth in operating income







# **International Markets and Operations**

Allan O'Bryant
Executive Vice President
Head of International Markets and Operations

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012

#### **International Growth**

### Serve clients in 70+ countries from 25 countries around the world

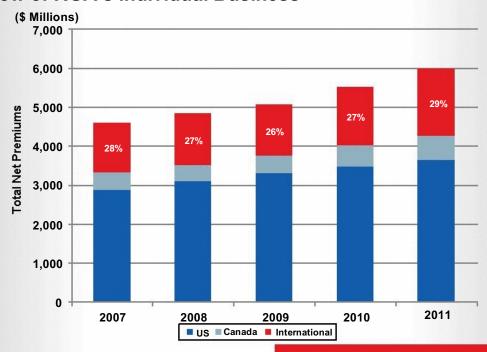


34% of net premiums derived from outside North America



### **International Presence**

#### **Overview of RGA's Individual Business**

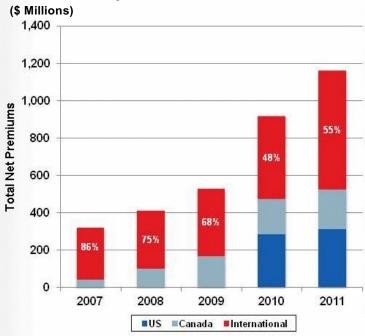


Individual premiums expected to increase



### **International Presence**

### **Overview of RGA's Group Business**



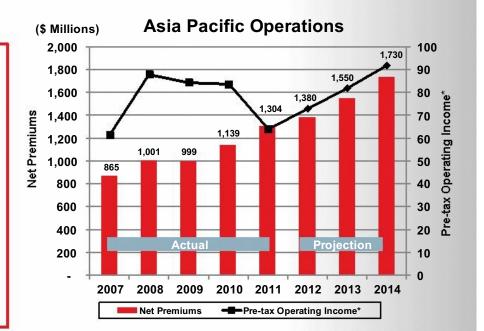
Continued opportunities for growth



### **Asia Pacific Operations**

#### **Overview**

- Recognized market leader, based on NMG survey
- Product development key to growth in Southeast Asia
- Adverse Australian disability experience in 2011
- Increased focus on financial and asset-based transactions in Japan
- Established presence in China, with representative office operating in Beijing



\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.





# Asia Pacific Operations

Market	2011 Net Premiums (\$ Millions)	2010/2011 Annual Premium Growth	5-year CAGR	2010/2011 Fee Income Growth
Australia/New Zealand	746.2	26%	19%	
Japan	183.5	-12%	11%	19%
South Korea	177.1	6%	1%	-100%
Hong Kong & Southeast Asia	125.5	18%	15%	-
Taiwan	70.3	12%	13%	62%
China	1.9	6%	57%	-
Total	1,304.5			





### Asia Pacific Operations - Emerging Opportunities

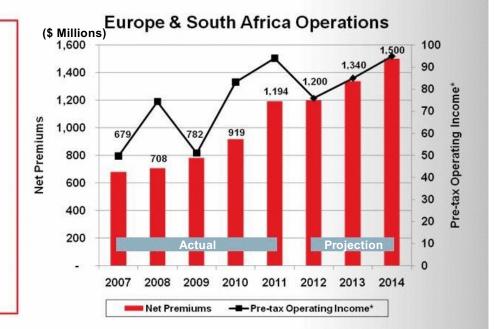
- Risk products are being increasingly featured
- Financial reinsurance demand is high
- Generally more favorable tax, capital and regulatory regimes encourage growth
- Economics and demographics support growth
- Growth of medical insurance
- Anticipate significant growth opportunities in China after licensing



### **Europe & South Africa Operations**

#### Overview

- U.K. market fueled past growth
- Strengthening presence in continental Europe
- Primary products: life YRT and coinsurance, accelerated critical illness, longevity
- Increased focus on financial and asset-based transactions in France and South Africa
- Significant growth in India, particularly health business



\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.



# **Europe & South Africa Operations**

Market	2011 Net Premiums (\$ millions)	2010/2011 Annual Premium Growth	5-year CAGR	2010/2011 Fee Income Growth
U.K.	755.5	20%	33%	100%
South Africa	112.1	37%	33%	80%
Italy	87.4	290%	372%	
Spain	59.7	17%	35%	50%
India	55.2	55%	43%	-
France	50.4	7%	5040%	62%
Latin America	29.4	9%	35%	-
Middle East	25.0	169%	-	<del>-</del>
Netherlands	9.0	27%	50%	-
Germany	6.3	80%		
CEE	4.8	60%	240%	-
Total	1,194.5			





### **Europe & South Africa Operations - Emerging Opportunities**

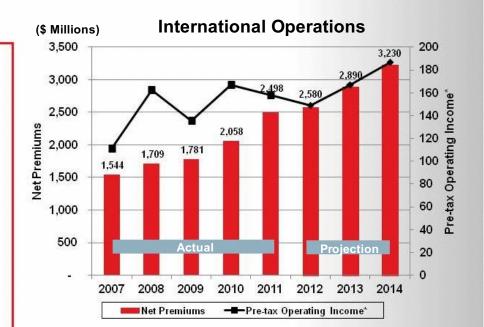
- Solvency II forcing companies to reassess their risks and consider capital-efficient transactions
- Increased focus on risk management encourages life assurers to specialize in key products
- Financial and banking crisis is forcing bank assurers to create free capital through product restructures and financial transactions
- Demographics are creating an opportunity for annuities and longterm care products
- Changes in client distribution channels offer new product development opportunities



### International Operations Asia Pacific, Europe & South Africa

#### **Overview**

- International operations play a substantial and growing role in RGA's worldwide business, now 34% of premiums
- Developing significant expertise and economies of scale within these operations
- Increasing penetration of multinational and local insurers in key international markets
- Significant opportunities in China and India



\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.



### **Market Size**

### Individual Business Estimated to December 31, 2011

Country	Market Size (in \$ millions)	Currency	RGA Market Share (%)
Australia/New Zealand	210	USD	26%
CEE	3	EURO	11%
China			n/a
France	62	EURO	8%
Germany◆/ Austria	74	EURO	1%
Hong Kong	27	USD	21%
India	42	USD	34%
Indonesia	8	USD	10%
Italy	15	EURO	20%
Japan	71	USD	22%

Country	Market Size (in \$ millions)	Currency	RGA Market Share (%)
Malaysia	29	USD	28%
Mexico	58	USD	10%
Middle East	4	USD	12%
Netherlands	25	EURO	14%
Singapore	34	USD	23%
South Africa*	110	USD	19%
South Korea**	72	USD	11%
Spain	173	EURO	20%
Taiwan	25	USD	22%
Thailand	12	USD	34%
U.K. & Ireland	396	GBP	23%

<sup>\*</sup>Estimated
Source:NMG ConsultingLife & HealthReinsuranc&egmentUpdate2011
\*NMGLife & HealthReinsuranc&rogramme2010SouthAfrica - TotalMarket
\*\*NMGLife & HealthReinsuranceProgramme2010-2011SouthKorea-TotalMarket



### **Market Size**

### **Group Business Estimated to December 31, 2011**

Market	Market Size (in \$ millions)	Currency	RGA Market Share (%)
Australia/New Zealand	1,049	USD	36%
CEE	7	EURO	12%
China			n/a
France/Belgium	241	EURO	8%
Germany/Austria	ı 38	EURO	0%
Hong Kong	35	USD	13%
India	17	USD	40%
Indonesia	2	USD	0%
Italy	193	EURO	8%
Japan	7	USD	0%
Malaysia	14	USD	8%

			Marie Control of the
Market	Market Size (in \$ millions)	Currency	RGA Market Share (%)
Mexico	127	USD	10%
Middle East	233	USD	10%
Netherlands	28	EURO	7%
Singapore	12	USD	2%
South Africa*	178	USD	8%
South Korea**	27	USD	59%
Spain	238	EURO	23%
Taiwan	4	USD	0%
Thailand	9	USD	0%
U.K./Ireland	101	GBP	8%

Source: NMG Consulting Life & HealthReinsuranceSegmen Update2011
\*NMG Life & HealthReinsuranceProgramm £010SouthAfrica – TotalMarket
\*\*NMG Life & HealthReinsuranceProgramm £010-201 SouthKorea – TotalMarket

### **Looking Forward**

#### **Growth Factors for Success**



**Client Focus** 

Proprietary data collection and analysis

**RGA Framework** 

Teams of experts to leverage expertise worldwide

Deep, long-term multinational client relationships

Technical expertise tailored to clients' needs

**Long-term Growth** 

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### Technical Expertise Tailored to Clients' Needs

#### **Underwriting Excellence**

- Over 150,000 facultative cases reviewed in 2011
- Global Underwriting Manual (GUM) ranked most preferred manual in 2011
- · Client seminars and process reviews
- · Longer Life Foundation partnership



#### **Global Underwriting Learning Framework (GULF)**

- · Ongoing, multi-level, flexible learning framework
- Face-to-face interactive learning facilitated by trained RGA associates
- 82 modules in 3 streams Fundamentals, Intermediate and Advanced
- · Packaged according to client need
- Available to treaty clients globally
- Supported by the innovative GULF Stream educational video series



#### **AURA®** e-Underwriting Solutions

- Cutting-edge, automated e-underwriting solutions
- Adapted to four client needs, from simplified rules hosted on RGA's network to complicated multinational rules hosted by clients
- Automated underwriting of impaired annuities in the U.K. allowed significant increase in market share
- Used by 28 customers in 12 countries in 6 languages; developing rules in other languages
- · Over 2 million cases underwritten annually





### Deep, Long-Term Multinational Client Relationships

#### **Dedicated Teams**

- Oversees global relationships
- · Offers world-class support and solutions at the global, regional or local level

#### Deep, Multilayered, Long-term Relationships

- Enhance working relationships at global and regional level
- Complement strong local relationships

#### **Comprehensive Understanding**

- Ensures RGA associates understand the objectives and needs of their counterparts at the client company
- Provides effective feedback mechanisms, continually improves the value RGA brings to such clients to maintain trust and remain a valued long-term global partner



### Teams of Experts Leverage Expertise Worldwide

### **International Support Successes**



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### **Proprietary Data Collection and Analysis**

#### **Strategic and Technical Expertise**

- \* RGA's research and development teams work with local experts
- · Provide support to clients

#### Market and Industry Research and Analysis

 Market and industry research and analysis including regulatory, distribution and other trending reviews

#### **Services Provided**

- Product development
- · Biometric experience analysis
- Benchmarking
- Surveys



# **Thriving in Challenging Times**

**RGA 2012 Investor Day** 

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012



# **Global Acquisitions**

#### **Scott Cochran**

**Executive Vice President Global Acquisitions and Financial Solutions** 

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012



## **RGA Global Acquisitions**

### Expanding a capability to better serve clients and shareholders



Global Acquisitions



### Overview

- Launched in 2011, with objective to deploy capital in attractive, closed-block opportunities
- Significant opportunities exist in numerous markets that RGA already serves
- Natural extension of RGA's strengths and capabilities
- Considerable variation in competitive offerings by market
- Building our reputation as a creative, fair and reliable partner for in-force transactions

Another approach to better serve RGA clients and shareholders



### **Building on a Strong Existing Platform**

#### **Existing Strengths**

Solid global brand

Strong customer relationships

Underwriting and actuarial strengths

Capital management solutions

Customized reinsurance solutions

Geographic reach

Diverse product offerings

Reinsurance platform



#### **Evolving Capabilities**

Building acquisition-oriented team and focus

Adding direct policy administration solutions

Extending brand to include acquisitions



# **Acquisition Approaches**

	Block Re	Block Acquisition	Partnered Acquisitions
Solution Description	Reinsure in-force block	Block Re, with transfer of direct policy administration	Supporting an acquirer in their M&A pursuits
Client Benefits			
Monetize future profits	<b>✓</b>	✓	✓
Risk and capital relief	✓	<b>Y</b>	✓
Divest line of business, and in some situations, retire legacy administrative platforms		<b>✓</b>	<b>√</b>
Refocus management time and reduce pressure on other resources		✓	<b>✓</b>
Leverage RGA's historical capabilities (e.g., risk, product and capital management insights)	<b>✓</b>	<b>✓</b>	<b>✓</b>

Customized solutions that transition insurance risks to RGA



### **Market Outlook**

#### **Favorable Trends**

- Strategic refocus
- European uncertainties
- Regulatory changes such as Solvency II and Basel III
- Accounting changes
- High primary growth rates in Asia, low in U.S.

#### **Neutral Trends**

- Low stock valuations
- Low interest rates
- Competitive landscape

#### **Unfavorable Trends**

 Historical price expectations

Outlook is favorable due in large part to market disruptions

RGA Global Acquisitions

#### **RGA Differentiators**

- Customer relationships, both at local and global levels
- Entrepreneurial culture
- Global perspective with local skills
- Capital management
- Brand / reputation
- Pricing discipline
- Reinsurance structuring options
- Deep insurance risk expertise
- Existing scalable back office

Competitive positioning varies by market and opportunity



### **Acquisition Goals**

- Continually deploying capital via in-force acquisitions
  - Transactions priced to be accretive
  - Expect to achieve ultimate run rate within 2-3 years, with material near-term financial contributions
  - Transactions irregular in size and frequency...challenging to predict
  - Product and market interests consistent with RGA's existing business
- Develop and sustain the reputation of being a creative, fair and reliable partner for in-force transactions

Building a sustainable value-adding capability

## **RGA**



# **Investments**

**David Fischer**Senior Vice President and Chief Investment Officer

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012

### RGA

# **RGA Investments: Mission**

**RGA**Investments

#### **RGA Investments: Mission**

#### **Create Optimal Portfolios**

- Designed for liability matching and return goals
- Tailored for the market environment
- Meeting all constraints

#### **Balance Different Needs**

- Growing investment income
- Achieving total return objectives
- Ensuring balance sheet safety

### **Risk Management Principles**

#### **Investment Policies**

- Risk budgets
- Diversification requirements and limits
- Interest rate and currency matching

### Culture

- Four "Cs" of credit: capital, cash flow, collateral, character
- Monitor portfolio on total return basis
- \* Is there "Margin of Safety"?

### **RGA** Asset Liability Management

 ALM starts with a clearly defined investment mandate for each portfolio, i.e., duration, convexity and gross yield targets

- Rely on expanded metrics for asset intensive deals such as key rate durations, as well as credit and asset class splits
- Short-term and long-term profitability analysis prepared to show how profitability of blocks react to changes in the economic environment
- Risk is measured using regulatory and economic frameworks

# RGA

# **Portfolio Overview**



# **Allocation by Asset Class**

	December 31	, 2011
Asset Class	Market Value (\$ Millions)	%
U.S. Government Bonds	\$439,215	1.9%
Foreign Government Bonds	769,213	3.3%
Agency, Provincial & Other Government Bonds	6,482,346	27.8%
Investment-grade Corporate Bonds	8,109,866	34.7%
High-yield Corporate Bonds & Bank Loans	640,784	2.7%
Private Placements	941,785	4.0%
Commercial Mortgage Loans	1,162,130	5.0%
MBS & CMOs	1,592,313	6.8%
ABS	896,688	3.8%
CMBS	1,571,906	6.7%
Other	751,514	3.2%
Total Market Value	\$23,357,760	100%
Total Book Value	\$20,614,187	
Market to Book %	1.13%	

Note: Includes Asset-Intensive Funds Withheld assets Excludes Policy Loans & Other Funds Withheld assets



# Allocation by Rating

	December	December 31, 2011			
Ratings	Market Value (\$ Millions)	%			
AAA-AA	\$10,242,710	43.9%			
Α	5,872,729	25.1%			
BBB	4,778,075	20.5%			
< BBB	981,033	4.2%			
Not Rated*	357,022	1.5%			
Equities & CML**	1,126,191	4.8%			
Total	\$23,357,760	100%			

<sup>\*</sup> Includes Derivatives & Mutual Funds

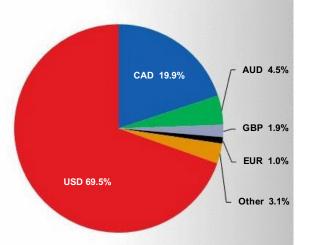
<sup>\*\*</sup> Excludes Credit Tenant Loans, as most are rated by NRSRO and included in ratings above

**RGA**Investments

# Asset Allocation by Currency (in U.S. \$ equivalents)

	December 31, 2011			
Currency	Market Value (\$ Millions)	%		
USD	\$16,235,100	69.5%		
CAD	4,654,554	19.9%		
AUD	1,056,065	4.5%		
GBP	444,096	1.9%		
EUR	234,551	1.0%		
Other	733,395	3.1%		
Total	\$23,357,760	100%		

Note: Includes Asset-Intensive Funds Withheld assets Excludes Policy Loans & Other Funds Withheld assets



### RGA

# **Current Heightened Focus**



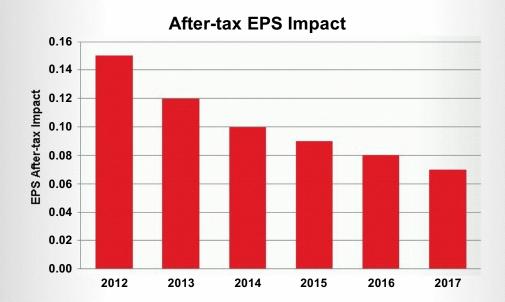
### **RGA Earned Yield History & Projections**



Assumes \$525 million of net new premiums; cash coupon is equal to the beginning of period book yield and 19% turnover (maturities, calls, paydowns and sales). New money (maturities, calls and paydowns) is assumed to be invested at 4.1%. Securities sold are assumed to be invested at the mid-point between the beginning book yield and 4.1%. All reinvestments are assumed to be invested in the middle of each year.

# RGA

## RGA After-tax EPS Impact of Low Investment Yields





# **Exposure to Europe and Periphery**

# Country Definition: Issue Country (without Funds Withheld)

Exposure to Greece, Italy, Ireland, Portugal and Spain (GIIPS) as of December 31, 2011

	Market Value (\$ Millions)					Tota	ıl
	Greece	Italy	Ireland	Portugal	Spain	Market Value	Book Value
Financials	\$-	\$-	\$4,397	\$-	\$20,378	\$24,774	\$29,650
Industrials	-	2,809	8,342	-	33,137	44,288	44,857
Utilities	-	-	4,807	-	-	4,807	4,974
Sovereign	-	-	-	-	-	-	-
Supranationals/ Agencies	-	-	-	-	<del>-</del>	-	<del>-</del>
Total	\$0	\$2,809	\$17,546	\$0	\$53,515	\$73,869	\$79,480

Exposure to European Based Institutions as of December 31, 2011

	Market Value (\$ Millions)					Total	
	GIIPS	U.K.	France	Germany	Other Europe	Market Value	Book Value
Financials	\$24,774	\$120,558	\$80,346	\$10,446	\$172,958	\$409,082	\$433,712
Industrials	44,288	158,965	79,437	65,841	179,133	527,664	484,910
Utilities	4,807	68,789	5,842	379	36,392	116,209	109,439
Sovereign	-	142,009	4,266	73,869	9,852	229,996	216,223
Supranationals/ Agencies	-	8,238	19,570	31,872	63,256	122,936	118,289
Total	\$73,869	\$498,559	\$189,461	\$182,407	\$461,591	\$1,405,887	\$1,362,572

**RGA**Investments

# Commercial Real Estate – Direct Commercial Loan Portfolio

- \$1.004 billion balance outstanding, as of December 31, 2011
- 218 loans, \$4.6 million average loan size
- 5.74% average coupon
- Average DSCR\* 1.71x
- Average LTV 59%
- +90 Delinquent 145bp

LTV	Debt Serv	Total		
	>1.2x	1.0-1.2x	<1.0x	Total
<65%	57.9%	4.2%	2.2%	64.3%
65-75%	11.9%	3.9%	2.1%	17.9%
76-80%	2.7%	0.7%	1.3%	4.7%
>80%	4.2%	4.9%	4.0%	13.1%
Total	76.7%	13.7%	9.6%	100%

<sup>\*</sup> Debt Service Coverage Ratio Excludes Asset-Intensive Funds Withheld CMLs



### Commercial Real Estate - CMBS

#### Commercial Mortgage-backed Securities as of December 31, 2011

Vintage Year		Market Value (\$ Millions)					Total	
	AAA	AA	Α	BBB	BIG	Market Value	Book Value	
2005 & Prior	\$98,213	\$143,609	\$31,187	\$24,295	\$40,753	\$338,057	\$332,894	
2006	227,959	59,727	55,074	26,563	43,559	462,882	447,653	
2007	214,510	18,700	122,945	108,047	77,718	541,920	558,241	
2008	9,053	59,536	19,237	-	17,554	105,380	99,721	
2009	1,709	13,684	9,515	-	-	24,908	21,091	
2010	28,872	53,480	20,727	-	-	103,079	96,703	
2011	20,002	12,079	7,594	-	-		38,756	
Total	\$650,318	\$360,815	\$266,279	\$158,905	\$179,584	\$1,615,901	\$1,595,059	

Note: Totals include directly held investments with amortized cost of \$1,234.0 million and fair value of \$1,242.2 million as well as investments in funds withheld with amortized cost of \$361.1 million and fair value of \$373.7 million.

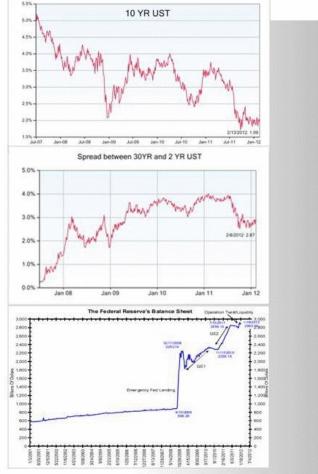
## **RGA**

# **Market Outlook**

## **RGA**

### U.S. Outlook

- Most likely: "Slow Grow Out"
- U.S. economy stronger than Europe
- Same as last year:
   Fed still at 0%
- Fed still trying to avert Japan-like U.S. future
- Apparently, will risk an "Inflation Surprise"

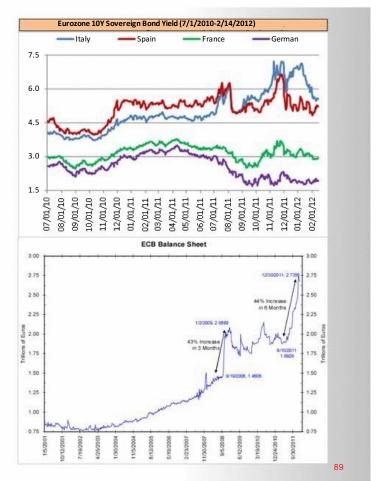


Source: Data Insight, Bianco Research L.L.C.

**RGA**Investments

#### **Eurozone Outlook**

- Most likely: EMU to stay (largely) intact
- Back-and-forth politics and "painsharing" enables this outcome
- Economic growth necessary to avoid the more pessimistic outcomes
- Long-Term Refinancing Operations (LTRO) is European-style quantitative easing



Source: Data Insight, Bianco Research L.L.C.

**RGA**Investments

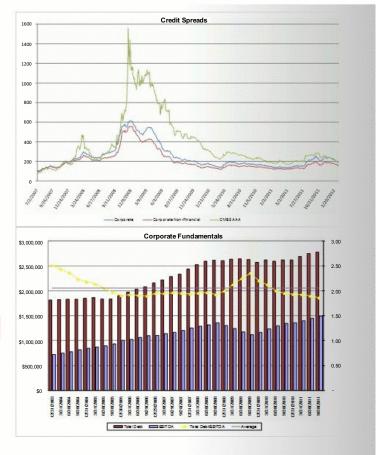
#### **Asset Class Outlook**

- Fed imposing "financial repression" (negative real rates) on the market
- Real rates are negative at least to 10-year risk-free rates
- Spreads on credit asset classes look attractive for the "Slow Grow Out" view and reasonable for other scenarios

Credit Asset Classes	Spreads
Corporate	+206 bps
Corporate –Non Financial	+171 bps
CMBS – AAA	+201 bps
CML	+290-310 bps

(01/31/2012 Levels)

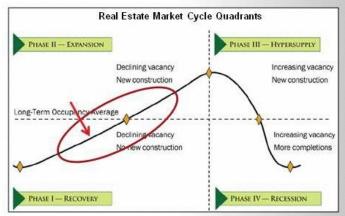
Sources: Barclays, Bloomberg



RGA\* Investments

### **RGA Commercial Mortgage Lending**

- Market early in the recovery cycle
  - Little new construction
  - Space demand is increasing
  - Underwriting remains conservative
  - Valuations remain low
- Attractive returns
  - Superior spreads
     +290-310 to Treasuries
     +100-120 to Corporates
  - Attractive relative value LTV ≤ 65% DSCR 1.3x
  - Excellent risk-adjusted returns
- Outlook: Favorable market conditions, but slow growth for next 3-5 years



→ Market currently in early-mid recovery

Oldinates best credit environment for RE lending



## **Asset Allocation 2012 Consolidated Projection**

Asset Class	December 31, 2011 Book Value (\$ Millions)	% of Portfolio	Projected Net Investment	December 31, 2012 Projected Ending Book Value	% of Portfolio
Government Bonds	\$6,008,528	29.1%	\$389,000	\$6,397,528	29.0%
Investment-grade Corporate Bonds (Public and Private Placement)	8,359,539	40.6%	725,000	9,084,539	41.2%
High-yield Corporate Bonds & Bank Loans	649,064	3.1%	40,000	689,064	3.1%
Commercial Mortgage Loans	1,051,684	5.1%	250,000	1,301,684	5.9%
MBS & CMO	1,484,642	7.2%	62,000	1,546,642	7.0%
ABS	931,443	4.5%	139,000	1,070,443	4.9%
CMBS	1,542,493	7.5%	(10,000)	1,532,493	7.0%
Other	586,795	2.8%	(162,000)	424,795	1.9%
Total	\$20,614,187	100%	\$1,433,000	\$22,047,187	100%

Note: Includes Asset-Intensive Funds Withheld assets

Excludes Policy Loans & Other Funds Withheld assets
Government bonds includes U.S. Treasuries, foreign government, agencies, provincials and other government bonds
Other includes Cash, Short-term, Derivatives and Alternative assets

# RGA



# **Financial Overview**

Jack B. Lay
Senior Executive Vice President and Chief Financial Officer

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012

RGA\* Financial Overview

### **Financial Overview**

- I. Where We Have Been
- II. The RGA Investment Opportunity
- III. Capital Management
- IV. Where We Are Going

Thriving in challenging times

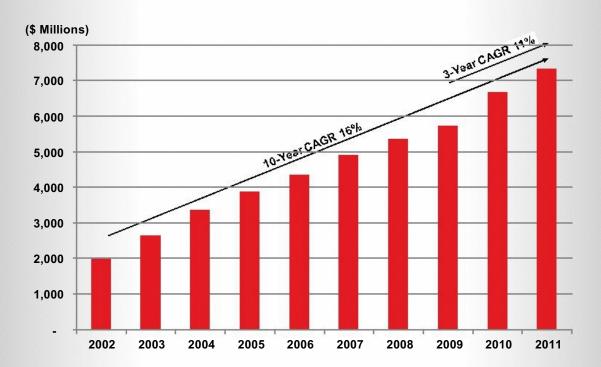
**Financial Overview** 

### RGA

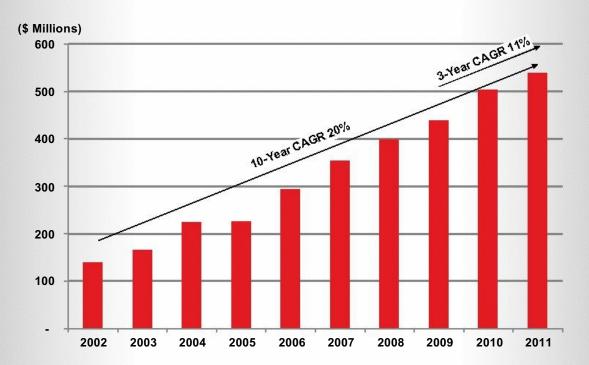
# I. Where We Have Been

RGA Financial Overview

### **Consolidated Net Premiums**

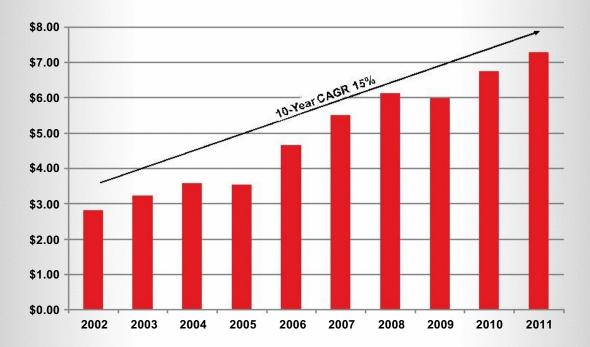


# Operating Income\*



\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

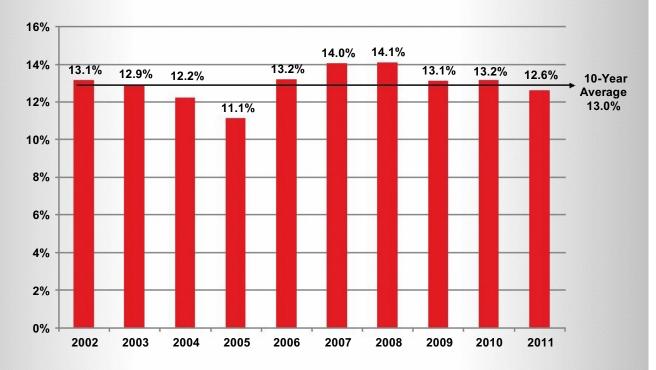
## Operating Income per Share\*



\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.



# Operating Return on Equity\*

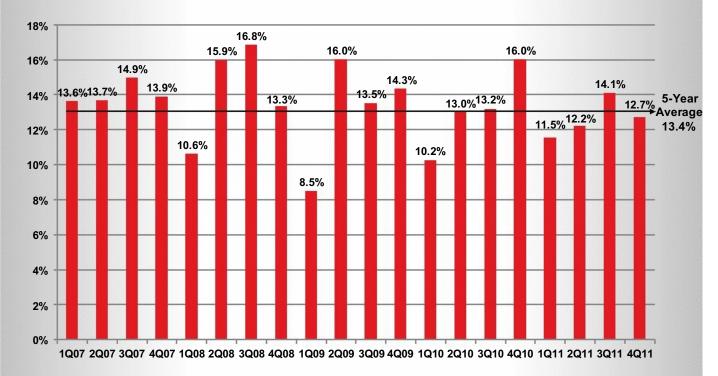


<sup>\*</sup>Operating ROE is computed excluding other comprehensive income, using quarterly averages for equity amounts. Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.





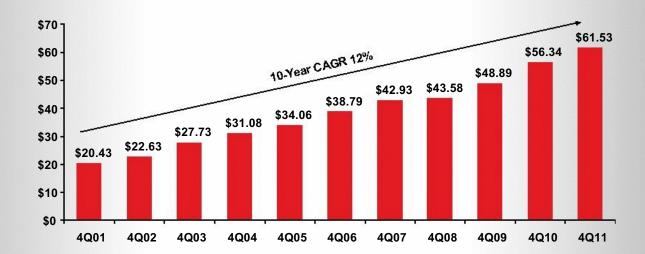
### Annualized Operating ROE\* –Quarterly Performance



<sup>\*</sup>Operating ROE is computed excluding other comprehensive income, using quarterly averages for equity amounts. Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.



### Book Value per Share\* 10-Year Trend



\*Book value excludes other comprehensive income. Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

**Financial Overview** 

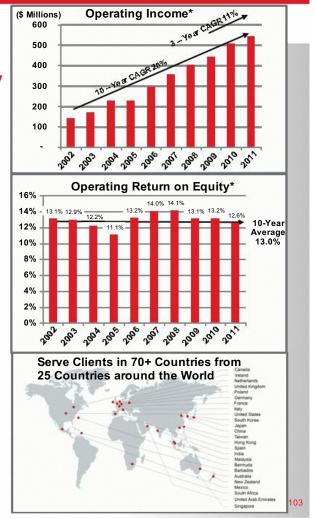
### RGA

# **II. The RGA Investment Opportunity**

### RGA

### The RGA Investment Opportunity

- Business provides consistent earnings
- Strong return on equity
- Comprehensive geographic reach
  - Build-out substantially complete; RGA has operations in virtually all markets in which it intends to operate

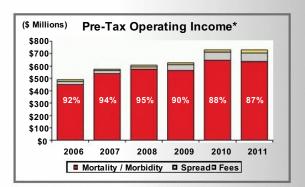


\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

### RGA

### The RGA Investment Opportunity

- Business based on insurance risks (mortality), less sensitive to capital markets
- Existing mortality portfolio produces "locked-in" premium and earnings flows for years
- Stable investment portfolio, moderate asset leverage

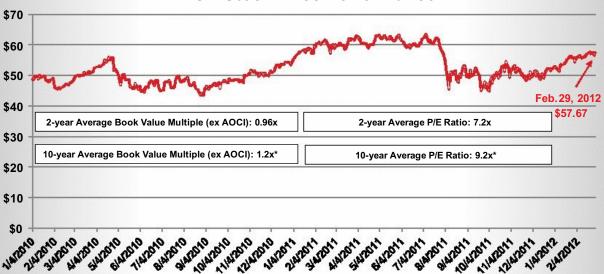


\*Note: Figures include results from the U.S., Canada, Asia Pacific and Europe & South Africa operating segments; exclude Corporate segment. Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.



### **Attractive Opportunity**

#### **RGA Stock Price Performance**



\* Source: Macquarie (USA) Research

**Financial Overview** 

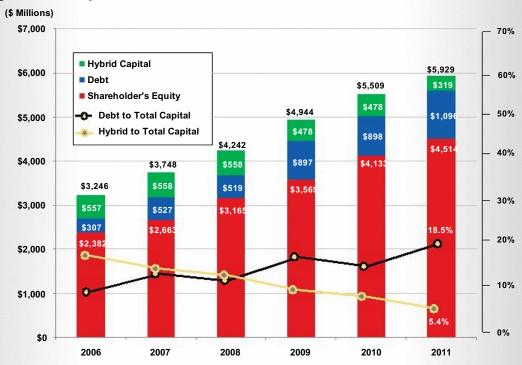
### RGA

# III. Capital Management



#### **Total Capitalization Levels**

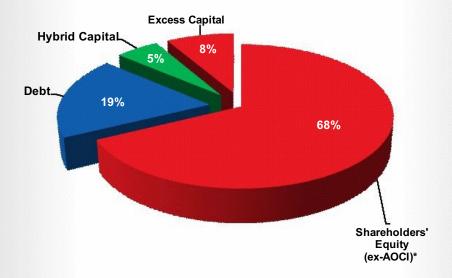
#### **Excluding Other Comprehensive Income**



Timberlake Notes/collateral finance facility not included in figures above.

RGA Financial Overview

## **Current Capital Structure**



\*Excludes accumulated other comprehensive income. Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation. 108

RGA Financial Overview

#### **Capital Management**

- Current excess capital estimated at \$500 million
- Minimum target capital cushion \$300 million
- Expect to generate ~ \$200 million excess capital annually
- Leverage
  - Debt is a flexible, yet permanent, component of the capital structure
- On-going attention to efficient capital management

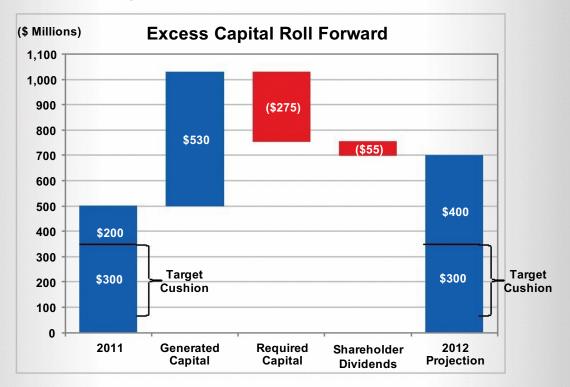
Maximizing shareholder value

RGA Financial Overview

### Potential Deployment of Excess Capital

- Organic opportunities at target returns
- Block and M&A opportunities
- Shareholder dividend increases
- Other means of returning capital

#### 2012 Excess Capital Guidance



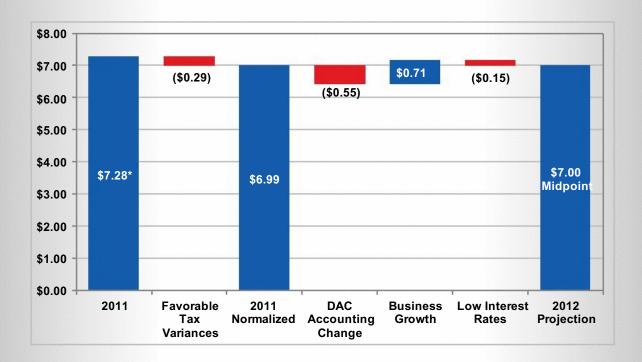
**Financial Overview** 

#### RGA

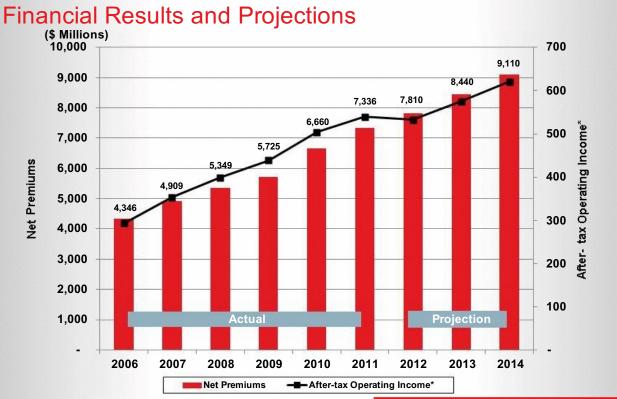
# IV. Where We Are Going



### 2012 Operating Earnings Guidance



\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.



2012-2014 ROE expectations: 12-13%

\*Please refer to "Reconciliations of Non-GAAP Measures" at the end of this presentation.

Financial Overview



#### Where We Expect to Be in 5 Years

- The premier life and health reinsurance company in the world
- \$15 billion in revenue
- Significantly expanded market capitalization
- Roughly symmetrical premium distribution between North American and Other International operations
- Considered to be among the most successful financial services companies in the world

## RGA



# **Thriving in Challenging Times**

RGA 2012 Investor Day Q&A

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012



#### **RGA 2012 Investor Day**

### **Key Messages**

- Principal focus on client relationships
- · Leading global presence
- High levels of expertise and collaboration
- Challenging environment that is creating opportunities

Proven ability to thrive in challenging times

# RGA



# **Appendix**

#### **Reconciliation of Non-GAAP Measures**

Reinsurance Group of America, Incorporated | Wednesday, March 14, 2012



#### Reconciliation of Pre-Tax Income to Pre-Tax Operating Income (\$ in millions)

U.S. TRADITIONAL OPERATIONS	<u>200</u> 6	2	<u>200</u> 7		<u>200</u> 8		2009	<u>201</u> 0	<u>201</u> 1
GAAP Pre-Tax IncomeGont Ops Realized Capital (Gains) / Losses Change in MV of Embedded Derivatives net of DAC offset	287.1 4.1		337.6 13.8		231.0 71.9		255.7 83.9	390.0 (24.8)	376.2 (41.8) (2.4)
Pre-tax Operating Income	291.2	351.4			302.9		339.6	365.2	332.0
FINANCIALREINSURANCE US & INTERNATIONAL									
		2	2007	30	<u>200</u> 8		2009	2010	2011
GAAP Pre-Tax IncomeCont Ops Realized Capital (Gains) / Losses		\$	20.0	\$	20.0 1.0	\$	32.0	\$ 37.0	\$ 48.0
Pre-tax Operating Income		\$	20.0	\$	21.0	\$	32.0	\$ 37.0	\$ 48.0
ASSET INTENSIVEUS & INTERNATIONAL		2	<u>200</u> 7	1	<u>200</u> 8		2009	<u>201</u> 0	<u>201</u> 1
GAAP Pre-Tax IncomeCont Ops Realized Capital (Gains) / Losses GMxB Embedded Derivatives net of DAC offset		\$	(18.5) 5.0 3.3	\$	(171.8) 5.1 (5.2)	\$	42.3 6.4 37.9	\$ 143.0 (4.7) 2.0	\$ 37.0 1.8 10.5
Change in value of modified coinsurance and funds withheld embedded derivatives net of DAC offset Funds withheld capital gains/(losses) net of DAC offset			37.5		181.1		(33.1)	(44.4) (26.7)	11.7 (7.3)
EIA embedded derivatives net of DAC offset Pre-tax Operating Income		\$	27.3	\$	15.2 24.4	\$	50.9	\$ 5.9 75.1	\$ <u>16.5</u> 70.2
LONGEVITY US & INTERNATIONAL			<del></del>		<u>200</u> 8	::- ::::::::::::::::::::::::::::::::::	2009	<u>201</u> 0	<u>201</u> 1
GAAP Pre-Tax IncomeCont Ops Realized Capital (Gains) / Losses				\$	0.1	\$	7.6	\$ 15.6	\$ 25.7 (0.4)
Pre-tax Operating Income				\$	0.1	\$	7.6	\$ 15.6	\$ 25.3



#### Reconciliation of Pre-Tax Income to Pre-Tax Operating Income (\$ in millions)

2006 2007 2008 2009 2010 2011  GAAP Pre-Tax IncomeCont Ops 322.3 327.9 66.1 308.7 539.4 436.7
GAAP Pre-Tax IncomeCont Ops 322.3 327.9 66.1 308.7 539.4 436.7
Realized Capital (Gains) / Losses net of DAC Offset 11.3 13.0 62.5 71.1 (59.6) (84.0
Change in MV of Embedded Derivatives net of DAC offset         (2.8)         46.5         206.7         21.4         (30.7)         74.7           Pre-tax Operating Income         330.8         387.4         335.3         401.2         449.1         427.4
CANADA OPERATIONS
2006 2007 2008 2009 2010 2011
GAAP Pre-Tax IncomeCont Ops 45.8 81.5 102.2 106.3 122.4 166.6
Realized Capital (Gains) / Losses(5.2)(6.6)5.0(18.4)(8.7)(21.8
Pre-tax Operating Income 40.6 74.9 107.2 87.9 113.7 144.8
EUROPE & SOUTH AFRICA OPERATIONS
2006 2007 2008 2009 2010 2011
GAAP Pre-Tax IncomeCont Ops 58.3 47.5 65.7 52.3 85.8 100.0
Realized Capital (Gains) / Losses
Pre-tax Operating Income <u>58.6</u> <u>49.7</u> <u>74.4</u> <u>51.1</u> <u>83.2</u> <u>94.0</u>
ASIA-PACIFIC OPERATIONS
2006 2007 2008 2009 2010 2011
<b>GAAP Pre-Tax IncomeCont Ops</b> 58.6 60.1 85.5 83.6 88.8 67.1
Realized Capital (Gains) / Losses
Pre-tax Operating Income59.061.688.284.683.864.1



#### GAAP / Operating Income and EPS Reconciliations (\$ in millions)

RGA CONSOLIDATED	2	002	1	2003	2004	2005	100	2006	2007	2008		2009		2010	2	2011
GAAP After-Tax Income - Cont Ops		128.4		178.3	245.3	235.6		293.3	308.3	187.8		407.1		574.4		599.6
Realized Capital (Gains) / Losses net of DAC Offset Change in MV of Embedded Derivatives net of DAC offset		10.0		(3.7) (8.4)	(21.9 1.3	(9.8 (0.3		1.7 (1.8)	15.0 30.2	77.0 134.4		42.6 13.9		(50.4) (20.0)		(175.9) 155.2
Less Goodwill Write-off		0.8		-	-	-		-	-	- 13						
Gain on Debt Repurchase		-		-	-	-		-	-	- 37		(25.3)				(42.6)
Loss on Retirement of PIERS		- 0								90		- 7				2.9
After-tax Operating Income	-	139.2	0	166.2	224.6	225.5	1000	293.2	353.5	399.2	_	438.3	=	504.0	=	539.2
	2	002		2003	2004	2005		2006	2007	2008		2009		2010	2	011
ONSOLIDATED EPS RECONCILIATION er Diluted Share Basis		2002		2003	2004	2005		2006	2007	2008		2009		2010		2011
	\$	2.47	\$	<b>2003</b> 3.36	<b>2004</b> \$ 3.52	<b>2005</b> \$ 3.55		<b>2006</b> 4.57	<b>2007</b> \$ 4.57	<b>2008</b> \$ 2.71	\$	<b>2009</b> 5.55	\$	<b>2010</b> 7.69	2 \$	8.09
er Diluted Share Basis GAAP Net Income		2.47		3.36	\$ 3.52	\$ 3.5	\$	4.57	\$ 4.57	\$ 2.71		5.55		7.69		8.09
r Diluted Share Basis  GAAP Net Income  Realized Capital (Gains) / Losses				3.36	\$ 3.52 (0.34	\$ 3.55 (0.15	\$	4.57 0.03	\$ 4.57 0.32	\$ 2.71 1.18		5.55 0.58		7.69 (0.67)		8.09
r Diluted Share Basis  GAAP Net Income  Realized Capital (Gains) / Losses  Change in MV of Embedded Derivatives		2.47 0.21		3.36 (0.09) (0.16)	\$ 3.52 (0.34 0.02	\$ 3.5. (0.15 (0.01	\$	4.57 0.03 (0.03)	\$ 4.57 0.32 0.38	\$ 2.71 1.18 2.06		5.55		7.69		8.09
r Diluted Share Basis  GAAP Net Income  Realized Capital (Gains) / Losses Change in MV of Embedded Derivatives Loss from Discontinued Operations		2.47		3.36 (0.09)	\$ 3.52 (0.34	\$ 3.55 (0.15	\$	4.57 0.03	\$ 4.57 0.32	\$ 2.71 1.18		5.55 0.58 0.19		7.69 (0.67) (0.27)		8.09 (0.93 0.66
GAAP Net Income  Realized Capital (Gains) / Losses  Change in MV of Embedded Derivatives  Loss from Discontinued Operations  Less Goodwill Write-off		2.47 0.21		3.36 (0.09) (0.16)	\$ 3.52 (0.34 0.02	\$ 3.5. (0.15 (0.01	\$	4.57 0.03 (0.03)	\$ 4.57 0.32 0.38	\$ 2.71 1.18 2.06		5.55 0.58 0.19		7.69 (0.67) (0.27)		8.09 (0.93) 0.66
er Diluted Share Basis  GAAP Net Income  Realized Capital (Gains) / Losses Change in MV of Embedded Derivatives Loss from Discontinued Operations		2.47 0.21		3.36 (0.09) (0.16)	\$ 3.52 (0.34 0.02	\$ 3.5. (0.15 (0.01	\$	4.57 0.03 (0.03)	\$ 4.57 0.32 0.38	\$ 2.71 1.18 2.06		5.55 0.58 0.19		7.69 (0.67) (0.27)		8.09 (0.93) 0.66



#### Stockholders' Equity Reconciliation (\$ in millions)

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
GAAP Stockholders' Equity	\$1,222.5	\$1,947.7	\$2,279.0	\$2,527.5	\$2,815.4	\$3,189.8	\$2,616.8	\$3,867.9	\$5,040.6	\$ 6,137.1
FAS 115 Equity Adjustment	102.8	170.6	244.7	361.8	335.6	313.2	(553.4)	104.4	651.4	1,419.3
Foreign Currency Adjustment Unrealized Pension	0.7	53.6	93.7	85.1	109.1	222.0 (8.4)	19.8 (14.7)	210.9 (16.1)	270.5 (14.5)	234.7
Equity Excluding OCI	\$ 1,119.0	\$ 1,723.5	\$ 1,940.6	\$ 2,080.6	\$ 2,382.0	\$ 2,663.0	\$ 3,165.1	\$ 3,568.7	\$ 4,133.2	\$ 4,514.1
GAAP Stockholders' Average Equity	\$ 1,098.0	\$ 1,460.8	\$ 2,071.7	\$ 2,423.4	\$ 2,613.8	\$ 2,965.8	\$ 2,906.8	\$ 3,166.0	\$ 4,502.9	\$ 5,437.6
FAS 115 Average Equity Adjustment	30.8	148.5	180.0	310.5	287.9	282.2	(76.8)	(266.3)	462.4	914.
Foreign Currency Adjustment	6.5	26.9	54.6	84.1	102.3	174.9	161.0	103.8	227.1	262.
Unrealized Pension	7				(2.3)	(10.9)	(9.4)	(14.6)	(15.7)	(17.
Average Equity Excluding OCI	\$ 1,060.7	\$ 1,285.4	\$ 1,837.0	\$ 2,028.8	\$ 2,225.9	\$ 2,519.6	\$ 2,832.0	\$ 3,343.1	\$ 3,829.1	\$ 4,277.7
Operating ROE - GAAP Stockholders' Equity	13%	11%	11%	9%	11%	12%	14%	14%	11%	104
Operating ROE - Excluding OCI	13%	13%	12%	11%	13%	14%	14%	13%	13%	139

# Book Value per Share Reconciliation

		2011	2010		200		09 2008		2007		2006		2005		2004		2003		;	2002	2001	
Book value per share	\$	83.65	\$	68.71	\$	52.99	\$	36.03	\$	51.42	\$	45.85	\$	41.38	\$	36.50	\$	31.33	\$	24.72 \$	20.30	
Less: effect of FAS 115		19.35		8.88		1.43		(7.62)		5.04		5.46		5.92		3.92		2.74		2.08	(0.01)	)
Less: effect of CTA		3.20		3.69		2.89		0.27		3.58		1.78		1.40		1.50		0.86		0.01	(0.12)	)
Less: effect of Pension Benefit	65	(0.43)		(0.20)		(0.22)		(0.20)		(0.13)		(0.18)		-		-				-	-	
Book value ner chare evaluding OCI	-	64 52	Φ.	EG 24	Φ	40.00	Ф	42 E0	Ф	42.02	Φ	20.70	¢.	24.06	Φ	24.00	0	27.72	0	22 62 6	20.42	100



RGA CONSOLIDATED																								
	12/	<u>31/201</u> 1	9/3	0/2011	6/3	30/2011	3/3	31/2011	12/3	31/2010	9/3	0/2010	6/30	0/2010	3/3	1/2010	12/	31/2009	9/3	0/2009	6/3	0/2009	3/3	/2009
GAAP After-Tax Income - Cont Ops	\$	158.5	\$	147.4	\$	132.9	\$	160.8	\$	196.7	\$	128.2	\$	127.0	\$	122.4	\$	112.4	\$	118.2	\$	153.2	\$	23.3
Realized Capital (Gains) / Losses net of DAC Offset		(4.9)		(144.8)		(26.4)		0.2		59.3		(25.0)		(85.0)		- 33		41.3		13.2		96.1		44.1
Change in MV of Embedded Derivatives net of DAC offset Gain on Debt Repurchase		(6.6) (6.3)		182.1 (33.1)		21.5		(41.8) (3.2)		(94.6)		24.5		79.9 -		(29.4)		(27.9)		(16.8)		(93.4) (25.3)		(0.1)
Loss on Retirement of PIERS		- 9				- 333		2.9		- 000		- 2		- 30		- 333		-		-				-
After-tax Operating Income	\$	140.7	\$	151.6	\$	128.0	\$	118.9	\$	161.4	\$	127.7	\$	121.9	\$	93.0	\$	125.8	\$	114.6	\$	130.6	\$	67.3
	12/	31/2008	9/3	0/2008	6/3	30/2008	3/3	31/2008	12/3	31/2007	9/3	0/2007	6/30	0/2007	3/3	1/2007								
GAAP After-Tax Income - Cont Ops Realized Capital (Gains) / Losses net of DAC Offset	\$	15.2 (95.3)	\$	25.3 65.0	\$	110.8	\$	36.6 0.6	\$	71.5 3.3	\$	80.8 5.4	\$	79.0 4.7	\$	76.9 5.7								
Change in MV of Embedded Derivatives net of DAC offset		180.1		28.3		(2.3)		33.7		16.4		9.4		0.9		(0.5)								
Gain on Debt Repurchase		-		- 1		-		-		-		-		-		-								
Loss on Retirement of PIERS	883	- 53		-, 20	SE .	- (33)		- 9	1385	- 339		. 9		- 33	97	- 553								
After-tax Operating Income		100.0		118.6		109.7		70.9		91.2		95.6		84.6		82.1								