

03/27/2017

**NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS
LIFE AND FRATERNAL INSURANCE INDUSTRY
2016 TOP 25 GROUPS AND COMPANIES BY COUNTRYWIDE PREMIUM
States, U.S. Territories, Canada and Aggregate Other Alien
Life Insurance**

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE % ¹
1	241	METROPOLITAN GRP	12,632,868,728	7.88	7.88
2	860	NORTHWESTERN MUT GRP	10,100,910,245	6.30	14.17
3	826	NEW YORK LIFE GRP	8,794,014,675	5.48	19.66
4	304	PRUDENTIAL OF AMER GRP	8,564,866,555	5.34	25.00
5	20	LINCOLN NATL GRP	6,903,962,450	4.30	29.30
6	435	MASS MUT LIFE INS GRP	6,658,688,131	4.15	33.46
7	468	AEGON US HOLDING GRP	4,650,569,703	2.90	36.35
8	904	JOHN HANCOCK GRP	4,567,250,248	2.85	39.20
9	176	STATE FARM GRP	4,390,556,884	2.74	41.94
10	869	MINNESOTA MUT GRP	3,907,991,135	2.44	44.38
11	429	GUARDIAN LIFE GRP	3,826,137,935	2.39	46.76
12	12	AMERICAN INTL GRP	3,417,213,820	2.13	48.89
13	370	AFLAC GRP	3,337,478,471	2.08	50.97
14	968	AXA INS GRP	3,086,940,280	1.92	52.90
15	709	PACIFIC LIFE GRP	3,031,386,419	1.89	54.79
16	4832	VOYA FINANCIAL GRP	2,703,476,305	1.69	56.47
17	431	SAMMONS ENTERPRISES GRP	2,671,712,051	1.67	58.14
18	458	PROTECTIVE LIFE INS GRP	2,470,962,105	1.54	59.68
19	140	NATIONWIDE CORP GRP	2,416,130,109	1.51	61.19
20	91	HARTFORD FIRE & CAS GRP	2,387,109,999	1.49	62.68
21	4750	PRIMERICA GRP	2,220,985,473	1.38	64.06
22	290	TORCHMARK CORP GRP	2,150,136,513	1.34	65.40
23	565	UNUMPROVIDENT CORP GRP	2,088,523,870	1.30	66.70
24	901	CIGNA HLTH GRP	2,006,884,523	1.25	67.96
25	261	MUTUAL OF OMAHA GRP	1,968,030,192	1.23	69.18
		INDUSTRY TOTAL	160,379,668,150	100.00	100.00

¹ Cumulative Market Share is the running total of the individual Company or Group market shares.

NOTE: Based on filings received by 03/27/2017, an estimated 98.75% of Life, Accident & Health filings have been received and an estimated 100.00% of Fraternal filings have been received. Additional information can be found on the NAIC's Research and Actuarial Dept. Webpage at http://www.naic.org/research_actuarial_dept.htm

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States, U.S. Territories, Canada and Aggregate Other Alien
Annuity Considerations**

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE % ¹
1	918	JACKSON NATL GRP	18,752,172,778	7.40	7.40
2	12	AMERICAN INTL GRP	16,228,482,092	6.40	13.80
3	1216	TIAA FAMILY GRP	15,142,002,239	5.98	19.78
4	304	PRUDENTIAL OF AMER GRP	14,000,821,774	5.52	25.30
5	4832	VOYA FINANCIAL GRP	13,817,304,895	5.45	30.76
6	20	LINCOLN NATL GRP	12,537,592,447	4.95	35.70
7	431	SAMMONS ENTERPRISES GRP	12,373,861,789	4.88	40.59
8	761	ALLIANZ INS GRP	12,255,267,171	4.84	45.42
9	826	NEW YORK LIFE GRP	12,228,800,072	4.83	50.25
10	968	AXA INS GRP	10,730,932,334	4.23	54.48
11	241	METROPOLITAN GRP	9,349,604,577	3.69	58.17
12	2658	AMERICAN EQUITY INVESTMENT GRP	7,109,167,517	2.81	60.98
13	709	PACIFIC LIFE GRP	5,855,314,205	2.31	63.29
14	3891	GOLDMAN SACHS GRP	5,623,504,416	2.22	65.51
15	4734	ATHENE GRP	5,437,333,781	2.15	67.65
16	769	GREAT WEST GRP	5,181,015,843	2.04	69.70
17	435	MASS MUT LIFE INS GRP	5,152,863,778	2.03	71.73
18	332	PRINCIPAL FIN GRP	5,000,679,824	1.97	73.70
19	4	AMERIPRISE FIN GRP	4,822,842,922	1.90	75.61
20	468	AEGON US HOLDING GRP	4,512,479,965	1.78	77.39
21	84	AMERICAN FINANCIAL GRP	4,415,903,308	1.74	79.13
22	4855	SUMITOMO LIFE INS GRP	3,735,336,934	1.47	80.60
23	2938	THRIVENT FINANCIAL FOR LUTHERANS GRP	3,717,364,648	1.47	82.07
24	619	ONEAMERICA FIN PARTNERS GRP	3,456,862,241	1.36	83.43
25	4731	HARBINGER GRP	2,549,402,712	1.01	84.44
		INDUSTRY TOTAL	253,420,253,228	100.00	100.00

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Totals for Life Ins, Annuity Considerations, Deposit Type Contract Funds, Other Considerations, and Accident and Health

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE % ¹
1	241	METROPOLITAN GRP	102,518,506,651	12.61	12.61
2	304	PRUDENTIAL OF AMER GRP	47,201,451,028	5.81	18.42
3	707	UNITEDHEALTH GRP	46,837,167,009	5.76	24.18
4	826	NEW YORK LIFE GRP	31,389,677,528	3.86	28.04
5	1	AETNA GRP	30,338,374,664	3.73	31.78
6	332	PRINCIPAL FIN GRP	29,788,734,051	3.66	35.44
7	435	MASS MUT LIFE INS GRP	24,155,366,703	2.97	38.41
8	468	AEGON US HOLDING GRP	23,148,106,235	2.85	41.26
9	12	AMERICAN INTL GRP	22,803,768,932	2.81	44.07
10	918	JACKSON NATL GRP	22,185,024,065	2.73	46.80
11	968	AXA INS GRP	21,978,025,999	2.70	49.50
12	20	LINCOLN NATL GRP	20,720,709,760	2.55	52.05
13	904	JOHN HANCOCK GRP	20,580,075,859	2.53	54.58
14	4832	VOYA FINANCIAL GRP	18,631,943,731	2.29	56.87
15	370	AFLAC GRP	18,515,336,545	2.28	59.15
16	901	CIGNA HLTH GRP	17,560,189,396	2.16	61.31
17	1216	TIAA FAMILY GRP	17,101,110,007	2.10	63.42
18	431	SAMMONS ENTERPRISES GRP	16,723,017,826	2.06	65.47
19	140	NATIONWIDE CORP GRP	14,677,203,650	1.81	67.28
20	860	NORTHWESTERN MUT GRP	14,315,243,962	1.76	69.04
21	761	ALLIANZ INS GRP	13,099,839,495	1.61	70.65
22	709	PACIFIC LIFE GRP	9,742,221,169	1.20	71.85
23	429	GUARDIAN LIFE GRP	8,781,080,027	1.08	72.93
24	91	HARTFORD FIRE & CAS GRP	8,375,044,763	1.03	73.96
25	261	MUTUAL OF OMAHA GRP	7,933,591,193	0.98	74.94
		INDUSTRY TOTAL	812,810,861,865	100.00	100.00

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