

04/01/2013

**NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS
LIFE AND FRATERNAL INSURANCE INDUSTRY
2012 TOP 25 GROUPS AND COMPANIES BY COUNTRYWIDE PREMIUM
By Line of Business
Life Insurance**

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE %
1	241	METROPOLITAN GRP	16,024,713,435	9.98	9.98
2	370	AFLAC GRP	11,096,134,613	6.91	16.88
3	304	PRUDENTIAL OF AMER GRP	9,855,948,765	6.14	23.02
4	860	NORTHWESTERN MUT GRP	9,015,873,563	5.61	28.63
5	826	NEW YORK LIFE GRP	7,665,497,193	4.77	33.40
6	20	LINCOLN NATL GRP	5,833,713,909	3.63	37.03
7	904	JOHN HANCOCK GRP	5,216,064,323	3.25	40.28
8	435	MASS MUT LIFE INS GRP	4,778,766,233	2.97	43.26
9	468	AEGON US HOLDING GRP	4,180,037,991	2.60	45.86
10	176	STATE FARM GRP	3,865,043,569	2.41	48.27
11	12	AMERICAN INTL GRP	3,553,463,616	2.21	50.48
12	429	GUARDIAN LIFE GRP	3,336,634,901	2.08	52.55
13	968	AXA INS GRP	3,302,079,304	2.06	54.61
14	91	HARTFORD FIRE & CAS GRP	3,235,814,646	2.01	56.62
15	229	ING AMER INS HOLDING GRP	2,977,177,074	1.85	58.48
16	869	MINNESOTA MUT GRP	2,746,324,435	1.71	60.19
17	709	PACIFIC LIFE GRP	2,721,913,767	1.69	61.88
18	458	PROTECTIVE LIFE INS GRP	2,488,844,456	1.55	63.43
19	8	ALLSTATE INS GRP	2,133,161,453	1.33	64.76
20	4011	GENWORTH FIN GRP	2,110,720,093	1.31	66.07
21	431	SAMMONS ENTERPRISES GRP	2,061,145,309	1.28	67.36
22	4750	PRIMERICA GRP	1,935,549,094	1.20	68.56
23	332	PRINCIPAL FIN GRP	1,875,709,264	1.17	69.73
24	140	NATIONWIDE CORP GRP	1,857,540,880	1.16	70.88
25	565	UNUMPROVIDENT CORP GRP	1,819,793,427	1.13	72.02
		INDUSTRY TOTAL	160,637,523,701	100.00	100.00

NOTE: Based on filings received by April 1, 2013, an estimated 98.98% of Life, Accident & Health filings have been received and an estimated 100.00% of Fraternal filings ave 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

04/01/2013

**NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS
LIFE AND FRATERNAL INSURANCE INDUSTRY
2012 TOP 25 GROUPS AND COMPANIES BY COUNTRYWIDE PREMIUM
By Line of Business
Annuity Considerations**

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE %
1	304	PRUDENTIAL OF AMER GRP	54,310,384,701	20.02	20.02
2	241	METROPOLITAN GRP	23,511,782,975	8.67	28.68
3	918	JACKSON NATL GRP	22,442,536,340	8.27	36.95
4	20	LINCOLN NATL GRP	15,170,600,089	5.59	42.55
5	12	AMERICAN INTL GRP	12,510,445,594	4.61	47.16
6	229	ING AMER INS HOLDING GRP	10,228,270,750	3.77	50.93
7	1216	TIAA FAMILY GRP	10,211,018,910	3.76	54.69
8	431	SAMMONS ENTERPRISES GRP	9,467,363,378	3.49	58.18
9	968	AXA INS GRP	8,835,357,090	3.26	61.44
10	761	ALLIANZ INS GRP	8,784,970,384	3.24	64.67
11	826	NEW YORK LIFE GRP	7,303,035,271	2.69	67.36
12	709	PACIFIC LIFE GRP	6,151,616,048	2.27	69.63
13	4	AMERIPRISE FIN GRP	5,585,324,177	2.06	71.69
14	468	AEGON US HOLDING GRP	5,469,552,084	2.02	73.71
15	769	GREAT WEST GRP	4,579,524,693	1.69	75.39
16	44	AVIVA GRP	4,133,495,220	1.52	76.92
17	2658	AMERICAN EQUITY INVESTMENT GRP	3,828,734,136	1.41	78.33
18	458	PROTECTIVE LIFE INS GRP	3,372,670,476	1.24	79.57
19	435	MASS MUT LIFE INS GRP	3,229,914,381	1.19	80.76
20	2938	THRIVENT FINANCIAL FOR LUTHERANS GRP	3,182,794,631	1.17	81.94
21	84	AMERICAN FINANCIAL GRP	2,981,658,383	1.10	83.03
22	704	OHIO NATL LIFE GRP	2,835,075,176	1.04	84.08
23	619	ONEAMERICA FIN PARTNERS GRP	2,646,028,004	0.98	85.05
24	332	PRINCIPAL FIN GRP	2,626,321,377	0.97	86.02
25	429	GUARDIAN LIFE GRP	1,943,655,955	0.72	86.74
		INDUSTRY TOTAL	271,322,065,686	100.00	100.00

NOTE: Based on filings received by April 1, 2013, an estimated 98.98% of Life, Accident & Health filings have been received and an estimated 100.00% of Fraternal filings ave 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

04/01/2013

**NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS
LIFE AND FRATERNAL INSURANCE INDUSTRY
2012 TOP 25 GROUPS AND COMPANIES BY COUNTRYWIDE PREMIUM**

By Line of Business

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	241	METROPOLITAN GRP	110,944,664,757	13.80	13.80
2	304	PRUDENTIAL OF AMER GRP	87,352,033,124	10.87	24.67
3	707	UNITEDHEALTH GRP	40,560,059,004	5.05	29.72
4	370	AFLAC GRP	30,099,817,184	3.75	33.47
5	826	NEW YORK LIFE GRP	24,592,078,271	3.06	36.53
6	918	JACKSON NATL GRP	24,280,263,236	3.02	39.55
7	229	ING AMER INS HOLDING GRP	24,200,504,438	3.01	42.56
8	904	JOHN HANCOCK GRP	22,607,907,583	2.81	45.37
9	20	LINCOLN NATL GRP	22,285,043,875	2.77	48.14
10	468	AEGON US HOLDING GRP	21,453,715,431	2.67	50.81
11	435	MASS MUT LIFE INS GRP	21,397,737,167	2.66	53.48
12	332	PRINCIPAL FIN GRP	19,581,729,719	2.44	55.91
13	119	HUMANA GRP	19,371,530,402	2.41	58.32
14	1	AETNA GRP	19,168,555,533	2.39	60.71
15	12	AMERICAN INTL GRP	16,842,058,276	2.10	62.80
16	431	SAMMONS ENTERPRISES GRP	14,881,926,291	1.85	64.66
17	91	HARTFORD FIRE & CAS GRP	13,512,485,956	1.68	66.34
18	901	CIGNA HLTH GRP	13,138,788,486	1.63	67.97
19	968	AXA INS GRP	12,807,432,205	1.59	69.57
20	1216	TIAA FAMILY GRP	12,375,067,994	1.54	71.11
21	860	NORTHWESTERN MUT GRP	12,245,600,835	1.52	72.63
22	140	NATIONWIDE CORP GRP	11,268,591,079	1.40	74.03
23	761	ALLIANZ INS GRP	9,343,975,756	1.16	75.19
24	709	PACIFIC LIFE GRP	9,215,179,347	1.15	76.34
25	429	GUARDIAN LIFE GRP	8,159,017,169	1.02	77.36
		INDUSTRY TOTAL	803,673,744,260	100.00	100.00

NOTE: Based on filings received by April 1, 2013, an estimated 98.98% 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