

03/28/2016

**NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS  
LIFE AND FRATERNAL INSURANCE INDUSTRY  
2015 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 % <sup>1</sup>
1	241	METROPOLITAN GRP	13,356,817,802	8.39	8.39
2	860	NORTHWESTERN MUT GRP	10,123,987,236	6.36	14.75
3	826	NEW YORK LIFE GRP	8,822,266,796	5.54	20.29
4	304	PRUDENTIAL OF AMER GRP	8,626,713,484	5.42	25.71
5	20	LINCOLN NATL GRP	6,731,270,174	4.23	29.94
6	435	MASS MUT LIFE INS GRP	6,176,244,595	3.88	33.82
7	904	JOHN HANCOCK GRP	4,755,478,621	2.99	36.81
8	468	AEGON US HOLDING GRP	4,483,371,714	2.82	39.63
9	176	STATE FARM GRP	4,232,704,277	2.66	42.29
10	869	MINNESOTA MUT GRP	3,815,847,464	2.40	44.68
11	429	GUARDIAN LIFE GRP	3,648,750,442	2.29	46.98
12	370	AFLAC GRP	3,497,523,957	2.20	49.17
13	12	AMERICAN INTL GRP	3,442,793,503	2.16	51.34
14	140	NATIONWIDE CORP GRP	3,256,740,701	2.05	53.38
15	968	AXA INS GRP	3,062,948,755	1.92	55.31
16	709	PACIFIC LIFE GRP	3,011,194,692	1.89	57.20
17	4832	VOYA FINANCIAL GRP	2,701,362,877	1.70	58.89
18	91	HARTFORD FIRE & CAS GRP	2,475,130,729	1.55	60.45
19	458	PROTECTIVE LIFE INS GRP	2,391,646,752	1.50	61.95
20	431	SAMMONS ENTERPRISES GRP	2,299,720,792	1.44	63.40
21	4750	PRIMERICA GRP	2,088,362,102	1.31	64.71
22	290	TORCHMARK CORP GRP	2,035,985,367	1.28	65.99
23	565	UNUMPROVIDENT CORP GRP	2,009,462,106	1.26	67.25
24	901	CIGNA HLTH GRP	2,001,240,284	1.26	68.51
25	4011	GENWORTH FIN GRP	1,845,455,987	1.16	69.67
		**INDUSTRY TOTAL**	159,176,148,365	100.00	100.00

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

NOTE: Based on filings received by 03/28/2016, an estimated 97.83% of Life, Accident & Health filings have been received and an estimated 98.68% 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](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 % <sup>1</sup>
1	918	JACKSON NATL GRP	24,613,401,792	9.32	9.32
2	12	AMERICAN INTL GRP	21,103,210,301	7.99	17.31
3	20	LINCOLN NATL GRP	15,945,646,045	6.04	23.35
4	304	PRUDENTIAL OF AMER GRP	14,247,940,650	5.40	28.74
5	4832	VOYA FINANCIAL GRP	13,557,649,315	5.13	33.88
6	1216	TIAA FAMILY GRP	11,913,596,863	4.51	38.39
7	826	NEW YORK LIFE GRP	11,312,531,034	4.28	42.67
8	241	METROPOLITAN GRP	11,056,362,793	4.19	46.86
9	761	ALLIANZ INS GRP	10,778,425,740	4.08	50.94
10	968	AXA INS GRP	10,101,559,461	3.82	54.76
11	431	SAMMONS ENTERPRISES GRP	8,629,753,068	3.27	58.03
12	468	AEGON US HOLDING GRP	7,909,394,868	2.99	61.03
13	2658	AMERICAN EQUITY INVESTMENT GRP	7,061,477,850	2.67	63.70
14	3891	GOLDMAN SACHS GRP	6,446,738,081	2.44	66.14
15	709	PACIFIC LIFE GRP	6,441,679,095	2.44	68.58
16	435	MASS MUT LIFE INS GRP	5,778,444,443	2.19	70.77
17	4	AMERIPRISE FIN GRP	5,436,928,912	2.06	72.83
18	769	GREAT WEST GRP	5,010,146,374	1.90	74.72
19	332	PRINCIPAL FIN GRP	4,932,151,313	1.87	76.59
20	84	AMERICAN FINANCIAL GRP	4,123,896,735	1.56	78.15
21	1129	WHITE MOUNTAINS GRP	3,984,134,358	1.51	79.66
22	2938	THRIVENT FINANCIAL FOR LUTHERANS GRP	3,899,529,078	1.48	81.14
23	619	ONEAMERICA FIN PARTNERS GRP	3,475,299,927	1.32	82.46
24	4734	ATHENE GRP	2,566,953,423	0.97	83.43
25	860	NORTHWESTERN MUT GRP	2,304,191,887	0.87	84.30
		**INDUSTRY TOTAL**	264,095,083,171	100.00	100.00

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

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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 % <sup>1</sup>
1	241	METROPOLITAN GRP	109,466,588,496	13.62	13.62
2	304	PRUDENTIAL OF AMER GRP	44,401,124,465	5.52	19.14
3	707	UNITEDHEALTH GRP	43,980,881,498	5.47	24.61
4	826	NEW YORK LIFE GRP	30,096,435,369	3.74	28.35
5	918	JACKSON NATL GRP	27,514,523,083	3.42	31.78
6	468	AEGON US HOLDING GRP	27,133,411,872	3.38	35.15
7	1	AETNA GRP	27,080,693,630	3.37	38.52
8	12	AMERICAN INTL GRP	25,356,469,716	3.15	41.67
9	332	PRINCIPAL FIN GRP	24,908,854,436	3.10	44.77
10	20	LINCOLN NATL GRP	24,111,867,612	3.00	47.77
11	435	MASS MUT LIFE INS GRP	23,799,823,854	2.96	50.73
12	904	JOHN HANCOCK GRP	20,869,058,967	2.60	53.33
13	968	AXA INS GRP	19,539,743,668	2.43	55.76
14	4832	VOYA FINANCIAL GRP	18,128,260,592	2.25	58.01
15	370	AFLAC GRP	17,508,673,276	2.18	60.19
16	901	CIGNA HLTH GRP	16,912,789,903	2.10	62.30
17	140	NATIONWIDE CORP GRP	16,274,767,059	2.02	64.32
18	860	NORTHWESTERN MUT GRP	14,319,130,540	1.78	66.10
19	1216	TIAA FAMILY GRP	14,132,276,105	1.76	67.86
20	431	SAMMONS ENTERPRISES GRP	12,359,720,629	1.54	69.40
21	761	ALLIANZ INS GRP	11,581,069,570	1.44	70.84
22	709	PACIFIC LIFE GRP	10,056,438,878	1.25	72.09
23	91	HARTFORD FIRE & CAS GRP	9,038,031,412	1.12	73.21
24	429	GUARDIAN LIFE GRP	8,767,003,336	1.09	74.30
25	565	UNUMPROVIDENT CORP GRP	7,470,966,165	0.93	75.23
		**INDUSTRY TOTAL**	803,924,712,258	100.00	100.00

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

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