

03/26/2018

**NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS
LIFE AND FRATERNAL INSURANCE INDUSTRY
2017 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	12,982,325,422	7.71	7.71
2	860	NORTHWESTERN MUT GRP	10,488,283,742	6.23	13.94
3	826	NEW YORK LIFE GRP	9,426,914,822	5.60	19.53
4	304	PRUDENTIAL OF AMER GRP	9,015,154,570	5.35	24.88
5	20	LINCOLN NATL GRP	7,508,922,584	4.46	29.34
6	435	MASS MUT LIFE INS GRP	7,182,246,250	4.26	33.61
7	468	AEGON US HOLDING GRP	4,792,900,134	2.85	36.45
8	904	JOHN HANCOCK GRP	4,598,437,217	2.73	39.18
9	176	STATE FARM GRP	4,530,065,255	2.69	41.87
10	869	MINNESOTA MUT GRP	4,141,351,917	2.46	44.33
11	429	GUARDIAN LIFE GRP	3,986,667,213	2.37	46.70
12	12	AMERICAN INTL GRP	3,492,326,542	2.07	48.77
13	709	PACIFIC LIFE GRP	3,410,512,837	2.02	50.80
14	140	NATIONWIDE CORP GRP	3,396,413,913	2.02	52.81
15	968	AXA INS GRP	3,125,160,392	1.86	54.67
16	212	ZURICH INS GRP	2,955,465,275	1.75	56.42
17	431	SAMMONS ENTERPRISES GRP	2,722,749,998	1.62	58.04
18	4832	VOYA FINANCIAL GRP	2,685,255,307	1.59	59.64
19	370	AFLAC GRP	2,679,835,060	1.59	61.23
20	458	PROTECTIVE LIFE INS GRP	2,447,383,271	1.45	62.68
21	91	HARTFORD FIRE & CAS GRP	2,418,560,129	1.44	64.12
22	290	TORCHMARK CORP GRP	2,267,700,018	1.35	65.46
23	4750	PRIMERICA GRP	2,266,140,269	1.35	66.81
24	565	UNUM GRP	2,165,976,796	1.29	68.09
25	261	MUTUAL OF OMAHA GRP	2,118,346,178	1.26	69.35
		INDUSTRY TOTAL	168,425,684,895	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 03/26/2018, an estimated 97.91% 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	18,617,821,596	7.57	7.57
2	12	AMERICAN INTL GRP	15,429,797,295	6.27	13.84
3	1216	TIAA FAMILY GRP	15,406,920,980	6.26	20.10
4	4832	VOYA FINANCIAL GRP	13,536,804,437	5.50	25.60
5	20	LINCOLN NATL GRP	12,888,471,593	5.24	30.84
6	304	PRUDENTIAL OF AMER GRP	12,812,004,172	5.21	36.04
7	826	NEW YORK LIFE GRP	12,673,388,368	5.15	41.19
8	968	AXA INS GRP	10,453,740,899	4.25	45.44
9	241	METROPOLITAN GRP	10,226,343,954	4.16	49.60
10	761	ALLIANZ INS GRP	9,952,705,165	4.04	53.64
11	4734	ATHENE GRP	7,731,806,922	3.14	56.79
12	709	PACIFIC LIFE GRP	6,592,406,750	2.68	59.46
13	3891	GOLDMAN SACHS GRP	6,190,568,080	2.52	61.98
14	431	SAMMONS ENTERPRISES GRP	5,610,459,303	2.28	64.26
15	332	PRINCIPAL FIN GRP	5,380,069,602	2.19	66.45
16	435	MASS MUT LIFE INS GRP	5,374,787,422	2.18	68.63
17	769	GREAT WEST GRP	4,399,377,090	1.79	70.42
18	84	AMERICAN FINANCIAL GRP	4,326,388,877	1.76	72.18
19	4	AMERIPRISE FIN GRP	4,297,878,807	1.75	73.92
20	2658	AMERICAN EQUITY INVESTMENT GRP	4,161,544,551	1.69	75.62
21	619	ONEAMERICA FIN PARTNERS GRP	4,100,460,504	1.67	77.28
22	468	AEGON US HOLDING GRP	3,263,405,010	1.33	78.61
23	4855	SUMITOMO LIFE INS GRP	3,216,751,811	1.31	79.92
24	2938	THRIVENT FINANCIAL FOR LUTHERANS GRP	3,177,394,468	1.29	81.21
25	4890	SBL HOLDINGS GRP	3,011,941,964	1.22	82.43
		INDUSTRY TOTAL	246,066,123,560	100.00	100.00

¹ 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 % ¹
1	241	METROPOLITAN GRP	101,380,960,794	12.12	12.12
2	707	UNITEDHEALTH GRP	52,328,832,169	6.26	18.38
3	304	PRUDENTIAL OF AMER GRP	48,863,328,955	5.84	24.22
4	826	NEW YORK LIFE GRP	32,331,376,244	3.87	28.09
5	1	AETNA GRP	32,124,740,694	3.84	31.93
6	332	PRINCIPAL FIN GRP	29,866,835,631	3.57	35.50
7	435	MASS MUT LIFE INS GRP	25,453,367,237	3.04	38.54
8	468	AEGON US HOLDING GRP	23,293,138,423	2.79	41.33
9	918	JACKSON NATL GRP	22,486,827,639	2.69	44.01
10	12	AMERICAN INTL GRP	21,748,017,718	2.60	46.62
11	20	LINCOLN NATL GRP	21,726,554,168	2.60	49.21
12	968	AXA INS GRP	21,351,858,740	2.55	51.77
13	904	JOHN HANCOCK GRP	21,177,608,931	2.53	54.30
14	4832	VOYA FINANCIAL GRP	19,877,715,864	2.38	56.67
15	901	CIGNA HLTH GRP	19,755,222,123	2.36	59.04
16	140	NATIONWIDE CORP GRP	18,269,537,150	2.18	61.22
17	1216	TIAA FAMILY GRP	18,052,794,931	2.16	63.38
18	370	AFLAC GRP	17,919,868,326	2.14	65.52
19	860	NORTHWESTERN MUT GRP	14,566,741,461	1.74	67.26
20	761	ALLIANZ INS GRP	10,919,667,649	1.31	68.57
21	4734	ATHENE GRP	10,840,157,689	1.30	69.87
22	709	PACIFIC LIFE GRP	10,724,117,519	1.28	71.15
23	836	WEST SOUTHERN GRP	9,991,451,607	1.19	72.34
24	431	SAMMONS ENTERPRISES GRP	8,919,501,874	1.07	73.41
25	429	GUARDIAN LIFE GRP	8,871,799,779	1.06	74.47
		INDUSTRY TOTAL	836,374,973,125	100.00	100.00

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