

CALIFORNIA LIFE & ANNUITY INSURANCE INDUSTRY



2017

MARKET SHARE REPORT

**RATE SPECIALIST BUREAU
CALIFORNIA DEPARTMENT OF INSURANCE
JUNE 2018**

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**California Life and Annuity Market Share Report for Calendar Year 2017***Preface*

We are releasing the "California Life and Annuity Market Share Report for Calendar Year 2017", in addition to our regular Property & Casualty Market Share Report. This report is based on data from the NAIC's Life and Accident and Health Annual Statement database, and in part, the Health Insurance Statement database.

While we were preparing the 2009 results, we noticed that the Total California Life & Annuity Premiums substantially decreased from \$68 billion to \$59 billion. The reduction was primarily due to Anthem Blue Cross Life and Health Insurance Company's data reporting. In 2009, the company started reporting its data using NAIC's Health Insurance Statement (Orange) form, which primarily focused on health insurance business. In the years before 2009, the company had been reporting data using the Life and Accident and Health Statement (Blue), which focused on life insurance business.

In the first quarter of 2009, Anthem Blue Cross Life and Health Insurance Company passed the health test set forth in the general interrogatories for several consecutive years. Moreover, since it is only licensed to transact business within the state of California, the Company determined with the California Department of Insurance that the Health Insurance Statement was the most appropriate statement to file.

For consistency in comparing historical market share data, we made the adjustment to include Anthem Blue Cross' data in the 2009 through 2017 reports.

The report consists of a historical summary page which compares California Life Insurance Business to Countrywide, along with the following exhibits:

Historical Summary Data from 1991 thru 2017, with 3 graphs:

Exhibit (1A): All 5 lines of business as displayed in the Life and Accident & Health Annual Statement:

- * Life Insurance.
- * Annuity Considerations.
- * Accident and Health.
- * Deposit Type Contract Funds.
- * Other Considerations.

Exhibits (1B), (1C), (1D), (1E) and (1F): Shows each of the above, alone.

Premium Distribution of the above 5 lines of business, for Calendar Year 2017, in Pie Chart form:

Exhibit (2A): California data.

Exhibit (2B): Countrywide data.

Listing of Insurance Group data, for all 5 lines of business:

Exhibit (3A): Sorted by Group Market Share.

Exhibit (3B) Sorted by Group Name (Alphabetical)

Listing of data for individual companies, **sorted by Market Share**:

Exhibit (4A): 5 lines of business.

Exhibits (4B), (4C), (4D), (4E) and (4F): Each line of business, alone.

Listing of data for individual companies, **sorted by Company Name**:

Exhibit (5A): All 5 lines of business as displayed above.

Exhibits (5B), (5C), (5D), (5E) and (5F): Each line of business, alone.

We hope that this report will be useful to you. If you have any questions or comments, please feel free to contact us.

George Yen

Chief, Rate Specialist Bureau

June 22, 2018

1991 - 2017 Comparison of California Life Insurance Business to Countrywide

All numbers are in millions ('000,000), except the Company Counts.

Active Companies Only

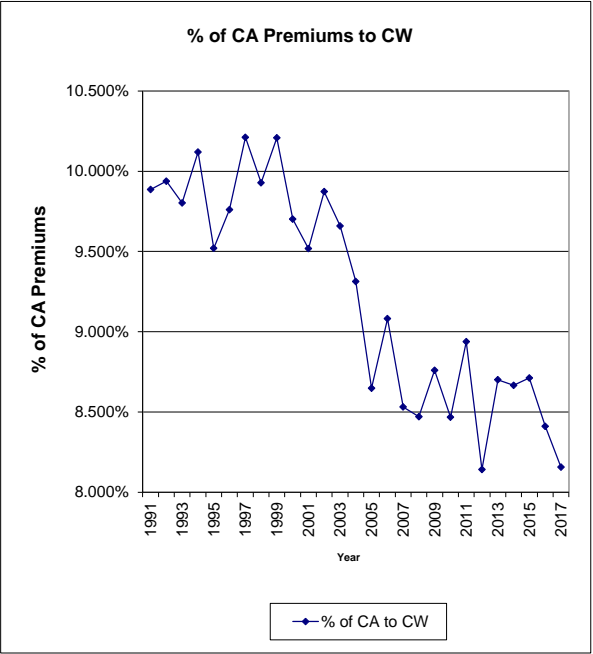
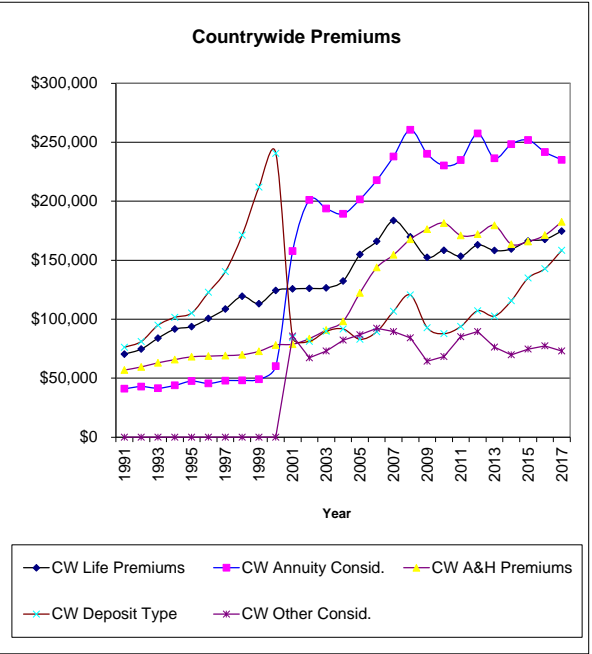
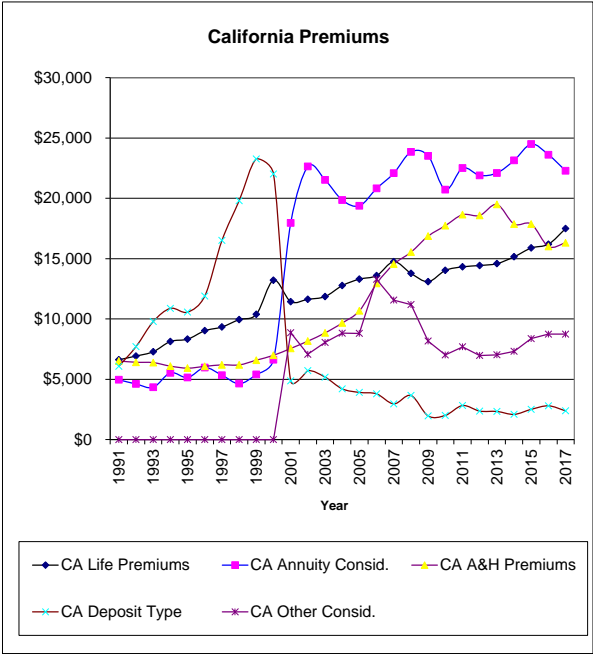
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)
Calendar Year	Co. Count	California Life Insurance Premiums	California Annuity Consid.	California A&H Premiums	California Deposit Type Contract	California Other Consid.	Total California Premiums Sum(3)...(7)	Countrywide (CW) Life Insurance Premiums	CW Annuity Consid.	CW A&H Premiums	CW Deposit Type Contract	CW Other Consid.	Total CW Premiums Sum(9)...(13)	% of CA Prem. To Countrywide (8)/(14)
1991	603	\$6,619	\$4,958	\$6,516	\$6,076	\$0	\$24,169	\$70,383	\$41,012	\$56,878	\$76,195	\$0	\$244,468	9.886%
1992	596	\$6,927	\$4,609	\$6,411	\$7,710	\$0	\$25,657	\$74,657	\$42,880	\$59,546	\$81,092	\$0	\$258,175	9.938%
1993	587	\$7,283	\$4,334	\$6,380	\$9,782	\$0	\$27,779	\$83,940	\$41,501	\$63,040	\$94,929	\$0	\$283,410	9.802%
1994	587	\$8,135	\$5,535	\$6,088	\$10,877	\$0	\$30,635	\$91,597	\$43,883	\$65,726	\$101,528	\$0	\$302,734	10.119%
1995	595	\$8,323	\$5,143	\$5,924	\$10,563	\$0	\$29,953	\$93,671	\$47,517	\$68,178	\$105,266	\$0	\$314,632	9.520%
1996	597	\$9,024	\$5,966	\$6,069	\$11,898	\$0	\$32,957	\$100,595	\$45,521	\$68,681	\$122,874	\$0	\$337,671	9.760%
1997	589	\$9,337	\$5,337	\$6,196	\$16,511	\$0	\$37,381	\$108,635	\$47,852	\$69,208	\$140,398	\$0	\$366,093	10.211%
1998	578	\$9,947	\$4,636	\$6,191	\$19,799	\$0	\$40,573	\$119,407	\$48,104	\$69,850	\$171,307	\$0	\$408,668	9.928%
1999	557	\$10,386	\$5,396	\$6,584	\$23,261	\$0	\$45,627	\$113,116	\$49,086	\$72,790	\$211,976	\$0	\$446,968	10.208%
2000	479	\$13,207	\$6,617	\$6,987	\$22,014	\$0	\$48,825	\$124,298	\$60,252	\$78,123	\$240,609	\$0	\$503,282	9.701%
2001	458	\$11,436	\$17,952	\$7,556	\$4,861	\$8,853	\$50,658	\$125,719	\$157,676	\$78,757	\$84,393	\$85,674	\$532,219	9.518%
2002	437	\$11,629	\$22,630	\$8,163	\$5,714	\$7,067	\$55,203	\$126,047	\$201,101	\$83,530	\$81,258	\$67,174	\$559,110	9.873%
2003	430	\$11,854	\$21,526	\$8,842	\$5,178	\$8,044	\$55,444	\$126,532	\$193,810	\$90,908	\$89,727	\$73,039	\$574,016	9.659%
2004	410	\$12,765	\$19,846	\$9,667	\$4,206	\$8,812	\$55,296	\$132,320	\$189,252	\$98,204	\$91,716	\$82,290	\$593,782	9.313%
2005	408	\$13,303	\$19,378	\$10,678	\$3,912	\$8,807	\$56,078	\$154,813	\$201,569	\$122,283	\$83,003	\$86,819	\$648,487	8.648%
2006	401	\$13,589	\$20,812	\$12,939	\$3,791	\$13,286	\$64,417	\$166,000	\$217,821	\$143,812	\$89,345	\$92,331	\$709,309	9.082%
2007	382	\$14,744	\$22,078	\$14,540	\$2,963	\$11,563	\$65,888	\$183,635	\$237,905	\$154,557	\$106,723	\$89,544	\$772,364	8.531%
2008	375	\$13,774	\$23,839	\$15,536	\$3,657	\$11,187	\$67,993	\$169,785	\$260,563	\$167,743	\$120,506	\$84,172	\$802,769	8.470%
2009	362	\$13,091	\$23,510	\$16,865	\$1,962	\$8,170	\$63,598	\$152,358	\$240,186	\$176,308	\$92,786	\$64,389	\$726,027	8.760%
2010	363	\$14,024	\$20,709	\$17,732	\$2,009	\$7,011	\$61,485	\$158,365	\$230,230	\$181,497	\$87,745	\$68,288	\$726,125	8.468%
2011	364	\$14,318	\$22,502	\$18,639	\$2,822	\$7,691	\$65,972	\$153,320	\$234,822	\$170,985	\$93,838	\$85,132	\$738,097	8.938%
2012	350	\$14,428	\$21,897	\$18,576	\$2,364	\$6,973	\$64,238	\$162,969	\$257,429	\$172,026	\$107,114	\$89,536	\$789,074	8.141%
2013	354	\$14,585	\$22,098	\$19,489	\$2,334	\$7,023	\$65,529	\$158,208	\$236,396	\$179,500	\$102,654	\$76,383	\$753,141	8.701%
2014	348	\$15,150	\$23,136	\$17,867	\$2,093	\$7,324	\$65,570	\$159,428	\$248,306	\$163,572	\$115,631	\$69,772	\$756,709	8.665%
2015	342	\$15,882	\$24,492	\$17,865	\$2,510	\$8,374	\$69,123	\$166,262	\$251,876	\$165,792	\$134,907	\$74,640	\$793,477	8.711%
2016	338	\$16,196	\$23,608	\$16,004	\$2,800	\$8,744	\$67,352	\$167,652	\$241,687	\$171,262	\$142,819	\$77,429	\$800,849	8.410%
2017	341	\$17,492	\$22,281	\$16,306	\$2,384	\$8,738	\$67,201	\$174,726	\$235,088	\$182,585	\$158,441	\$73,061	\$823,901	8.156%
Totals:		\$327,448	\$424,825	\$310,610	\$194,051	\$147,667	\$1,404,601	\$3,618,438	\$4,303,325	\$3,175,341	\$3,128,780	\$1,339,673	\$15,565,557	9.024%

Data from Schedule T

1991 - 2017 Comparison of California Life Insurance Business to Countrywide

All numbers are in millions ('000,000), except the Company Counts.

Active Companies Only

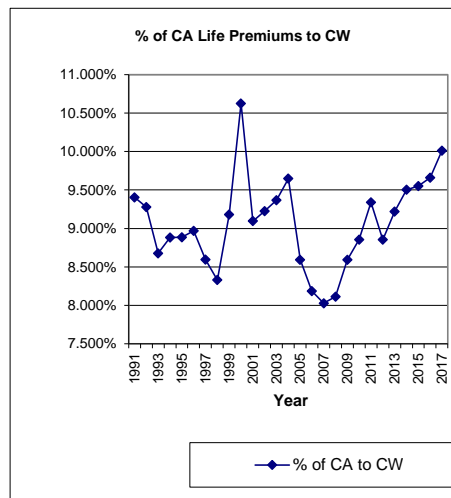
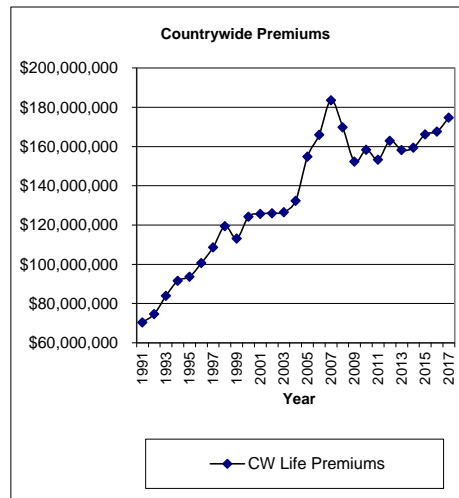
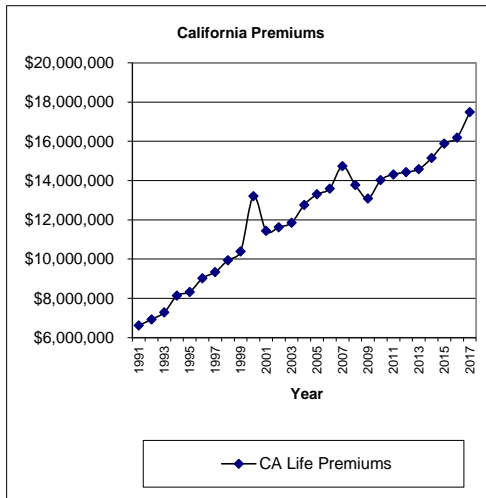


Data from Schedule T

1991 - 2017 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Life Insurance
Active Companies Only

All numbers are in thousands ('000), except the Company Count.

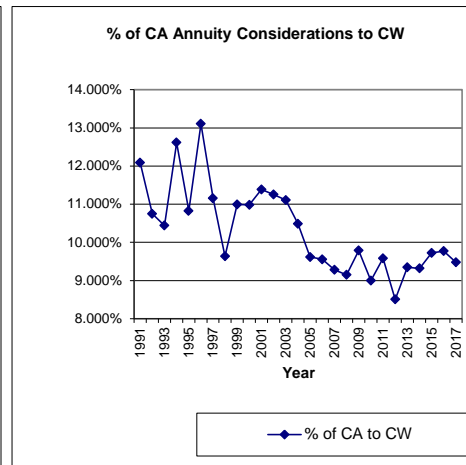
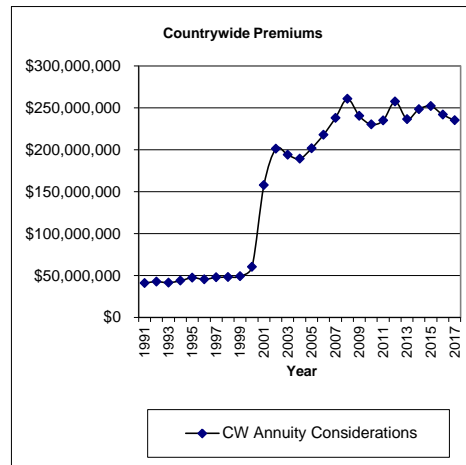
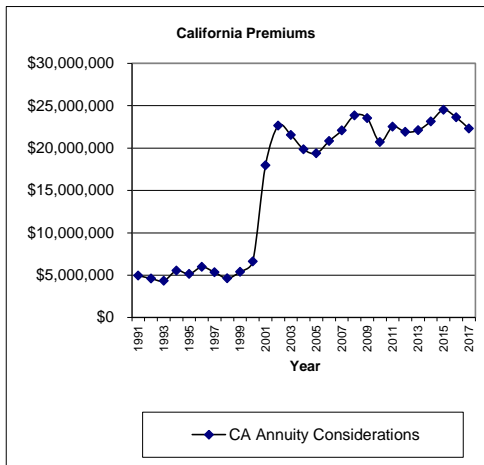
(1) Calendar Year	(2) Company Count	(3) California Life Insurance Premiums, Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Life Insurance To All Premiums ('3) / (4)	(6) Countrywide Life Insurance Premiums, Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Life Insurance To All Premiums ('6) / ('7)	(9) % of CA Life Premiums To Countrywide ('3) / ('6)
1991	n/a	\$6,619,223	\$24,168,801	27.387%	\$70,382,551	\$244,467,621	28.790%	9.405%
1992	n/a	\$6,926,751	\$25,655,760	26.999%	\$74,657,242	\$258,175,773	28.917%	9.278%
1993	n/a	\$7,283,207	\$27,779,568	26.218%	\$83,939,706	\$283,410,074	29.618%	8.677%
1994	n/a	\$8,135,354	\$30,634,921	26.556%	\$91,597,417	\$302,734,231	30.257%	8.882%
1995	n/a	\$8,322,925	\$29,953,248	27.786%	\$93,670,905	\$314,631,397	29.772%	8.885%
1996	n/a	\$9,023,777	\$32,956,278	27.381%	\$100,594,587	\$337,669,981	29.791%	8.970%
1997	n/a	\$9,337,245	\$37,380,563	24.979%	\$108,634,624	\$366,092,994	29.674%	8.595%
1998	n/a	\$9,946,636	\$40,572,419	24.516%	\$119,407,013	\$408,667,853	29.219%	8.330%
1999	n/a	\$10,385,858	\$45,626,162	22.763%	\$113,116,285	\$446,967,910	25.307%	9.182%
2000	434	\$13,206,515	\$48,825,172	27.049%	\$124,297,814	\$503,282,189	24.697%	10.625%
2001	422	\$11,435,746	\$50,658,217	22.574%	\$125,719,235	\$532,219,216	23.622%	9.096%
2002	406	\$11,628,929	\$55,203,426	21.066%	\$126,047,426	\$559,111,230	22.544%	9.226%
2003	394	\$11,853,886	\$55,443,042	21.380%	\$126,531,945	\$574,016,943	22.043%	9.368%
2004	384	\$12,766,591	\$55,296,765	23.087%	\$132,319,628	\$593,781,994	22.284%	9.648%
2005	381	\$13,304,584	\$56,077,766	23.725%	\$154,812,615	\$648,486,716	23.873%	8.594%
2006	377	\$13,589,913	\$64,416,886	21.097%	\$165,999,593	\$709,308,675	23.403%	8.187%
2007	357	\$14,743,664	\$65,887,288	22.377%	\$183,634,524	\$772,364,076	23.776%	8.029%
2008	353	\$13,774,328	\$67,994,244	20.258%	\$169,785,214	\$802,769,706	21.150%	8.113%
2009	337	\$13,090,926	\$63,596,960	20.584%	\$152,357,764	\$726,027,748	20.985%	8.592%
2010	341	\$14,023,703	\$61,483,904	22.809%	\$158,365,196	\$726,126,297	21.810%	8.855%
2011	340	\$14,317,724	\$65,972,240	21.703%	\$153,319,685	\$738,096,923	20.772%	9.338%
2012	324	\$14,428,548	\$64,239,063	22.461%	\$162,969,085	\$789,073,598	20.653%	8.854%
2013	328	\$14,585,306	\$65,528,366	22.258%	\$158,208,416	\$753,141,548	21.006%	9.219%
2014	320	\$15,149,988	\$65,569,292	23.105%	\$159,427,511	\$756,708,546	21.069%	9.503%
2015	317	\$15,882,279	\$69,122,878	22.977%	\$166,262,492	\$793,477,884	20.954%	9.553%
2016	315	\$16,196,461	\$67,352,238	24.047%	\$167,651,744	\$800,848,650	20.934%	9.661%
2017	318	\$17,492,337	\$67,201,989	26.029%	\$174,726,470	\$823,901,347	21.207%	10.011%
Totals:		\$327,452,404	\$1,404,597,456	23.313%	\$3,618,436,687	\$15,565,561,120	23.246%	9.050%



1991 - 2017 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Annuity Considerations
Active Companies Only

All numbers are in thousands ('000), except the Company Count.

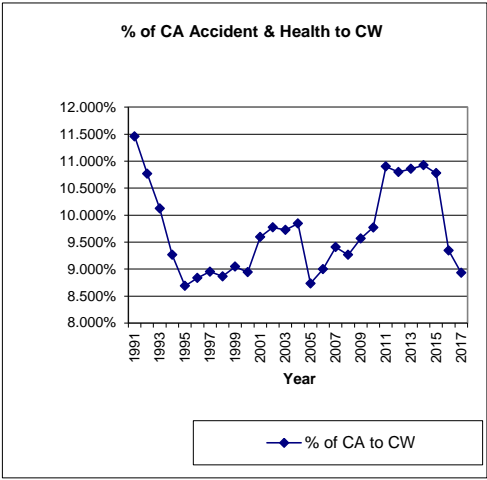
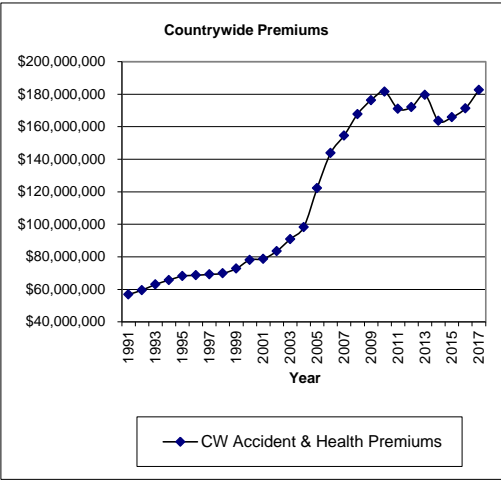
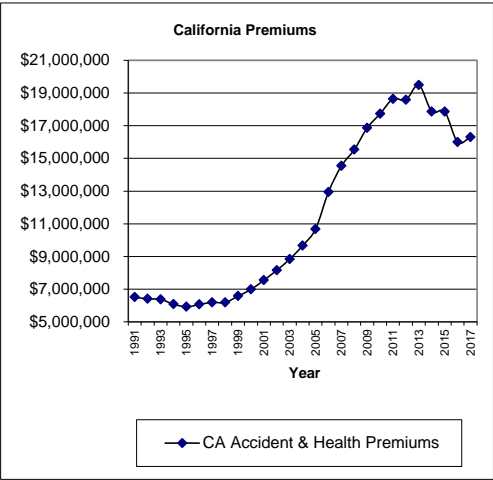
(1) Calendar Year	(2) Company Count	(3) California Annuity Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Annuity Consid. To All Premiums '(3) / (4)	(6) Countrywide Annuity Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Annuity Consid. To All Premiums '(6) / (7)	(9) % of CA Annuity Consid. To Countrywide '(3) / (6)
1991	n/a	\$4,957,723	\$24,168,801	20.513%	\$41,012,326	\$244,467,621	16.776%	12.088%
1992	n/a	\$4,608,859	\$25,655,760	17.964%	\$42,880,177	\$258,175,773	16.609%	10.748%
1993	n/a	\$4,333,663	\$27,779,568	15.600%	\$41,501,477	\$283,410,074	14.644%	10.442%
1994	n/a	\$5,535,159	\$30,634,921	18.068%	\$43,882,669	\$302,734,231	14.495%	12.614%
1995	n/a	\$5,142,969	\$29,953,248	17.170%	\$47,516,874	\$314,631,397	15.102%	10.823%
1996	n/a	\$5,965,864	\$32,956,278	18.102%	\$45,520,605	\$337,669,981	13.481%	13.106%
1997	n/a	\$5,336,783	\$37,380,563	14.277%	\$47,852,391	\$366,092,994	13.071%	11.153%
1998	n/a	\$4,635,838	\$40,572,419	11.426%	\$48,103,667	\$408,667,853	11.771%	9.637%
1999	n/a	\$5,395,608	\$45,626,162	11.826%	\$49,085,622	\$446,967,910	10.982%	10.992%
2000	288	\$6,617,214	\$48,825,172	13.553%	\$60,251,974	\$503,282,189	11.972%	10.983%
2001	305	\$17,951,906	\$50,658,217	35.437%	\$157,675,508	\$532,219,216	29.626%	11.385%
2002	296	\$22,630,021	\$55,203,426	40.994%	\$201,101,331	\$559,111,230	35.968%	11.253%
2003	291	\$21,525,595	\$55,443,042	38.825%	\$193,810,008	\$574,016,943	33.764%	11.107%
2004	279	\$19,845,896	\$55,296,765	35.890%	\$189,252,278	\$593,781,994	31.872%	10.486%
2005	275	\$19,377,847	\$56,077,766	34.555%	\$201,568,860	\$648,486,716	31.083%	9.614%
2006	267	\$20,812,196	\$64,416,886	32.309%	\$217,821,118	\$709,308,675	30.709%	9.555%
2007	254	\$22,077,944	\$65,887,288	33.509%	\$237,905,308	\$772,364,076	30.802%	9.280%
2008	245	\$23,839,292	\$67,994,244	35.061%	\$260,562,969	\$802,769,706	32.458%	9.149%
2009	238	\$23,509,505	\$63,596,960	36.966%	\$240,186,467	\$726,027,748	33.082%	9.788%
2010	235	\$20,708,515	\$61,483,904	33.681%	\$230,230,378	\$726,126,297	31.707%	8.995%
2011	233	\$22,502,016	\$65,972,240	34.108%	\$234,822,010	\$738,096,923	31.815%	9.583%
2012	219	\$21,897,295	\$64,239,063	34.087%	\$257,429,382	\$789,073,598	32.624%	8.506%
2013	227	\$22,097,634	\$65,528,366	33.722%	\$236,396,095	\$753,141,548	31.388%	9.348%
2014	216	\$23,135,820	\$65,569,292	35.285%	\$248,306,431	\$756,708,546	32.814%	9.317%
2015	216	\$24,492,509	\$69,122,878	35.433%	\$251,875,995	\$793,477,884	31.743%	9.724%
2016	210	\$23,608,210	\$67,352,238	35.052%	\$241,687,134	\$800,848,650	30.179%	9.768%
2017	217	\$22,281,213	\$67,201,989	33.156%	\$235,087,602	\$823,901,347	28.533%	9.478%
Totals:		\$424,823,094	\$1,404,597,456	30.245%	\$4,303,326,656	\$15,565,561,120	27.646%	9.872%



**1991 - 2017 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Accident and Health Premiums
Active Companies Only**

All numbers are in thousands ('000), except the Company Count.

(1) Calendar Year	(2) Company Count	(3) California Accident & Health Premiums Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Acc. & Health To All Premiums '(3) / (4)	(6) Countrywide Accident & Health Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Acc. & Health To All Premiums '(6) / (7)	(9) % of CA Acc. & Health To Countrywide '(3) / (6)
1991	n/a	\$6,515,856	\$24,168,801	26.960%	\$56,878,030	\$244,467,621	23.266%	11.456%
1992	n/a	\$6,410,571	\$25,655,760	24.987%	\$59,545,885	\$258,175,773	23.064%	10.766%
1993	n/a	\$6,380,329	\$27,779,568	22.968%	\$63,039,760	\$283,410,074	22.243%	10.121%
1994	n/a	\$6,087,823	\$30,634,921	19.872%	\$65,725,692	\$302,734,231	21.711%	9.262%
1995	n/a	\$5,923,991	\$29,953,248	19.777%	\$68,178,079	\$314,631,397	21.669%	8.689%
1996	n/a	\$6,068,849	\$32,956,278	18.415%	\$68,681,035	\$337,669,981	20.340%	8.836%
1997	n/a	\$6,195,695	\$37,380,563	16.575%	\$69,207,550	\$366,092,994	18.904%	8.952%
1998	n/a	\$6,190,887	\$40,572,419	15.259%	\$69,849,782	\$408,667,853	17.092%	8.863%
1999	n/a	\$6,583,954	\$45,626,162	14.430%	\$72,790,497	\$446,967,910	16.285%	9.045%
2000	345	\$6,987,102	\$48,825,172	14.310%	\$78,122,950	\$503,282,189	15.523%	8.944%
2001	339	\$7,556,145	\$50,658,217	14.916%	\$78,756,982	\$532,219,216	14.798%	9.594%
2002	324	\$8,162,937	\$55,203,426	14.787%	\$83,530,195	\$559,111,230	14.940%	9.772%
2003	314	\$8,841,707	\$55,443,042	15.947%	\$90,908,487	\$574,016,943	15.837%	9.726%
2004	303	\$9,666,656	\$55,296,765	17.481%	\$98,204,190	\$593,781,994	16.539%	9.843%
2005	298	\$10,678,448	\$56,077,766	19.042%	\$122,282,599	\$648,486,716	18.857%	8.733%
2006	295	\$12,939,297	\$64,416,886	20.087%	\$143,811,862	\$709,308,675	20.275%	8.997%
2007	282	\$14,539,691	\$65,887,288	22.068%	\$154,557,024	\$772,364,076	20.011%	9.407%
2008	270	\$15,537,044	\$67,994,244	22.851%	\$167,743,412	\$802,769,706	20.896%	9.262%
2009	267	\$16,865,005	\$63,596,960	26.519%	\$176,308,026	\$726,027,748	24.284%	9.566%
2010	273	\$17,732,247	\$61,483,904	28.840%	\$181,496,924	\$726,126,297	24.995%	9.770%
2011	269	\$18,639,442	\$65,972,240	28.253%	\$170,985,468	\$738,096,923	23.166%	10.901%
2012	261	\$18,576,433	\$64,239,063	28.918%	\$172,025,643	\$789,073,598	21.801%	10.799%
2013	262	\$19,488,731	\$65,528,366	29.741%	\$179,500,146	\$753,141,548	23.834%	10.857%
2014	256	\$17,866,978	\$65,569,292	27.249%	\$163,572,102	\$756,708,546	21.616%	10.923%
2015	246	\$17,864,755	\$69,122,878	25.845%	\$165,792,283	\$793,477,884	20.894%	10.775%
2016	248	\$16,004,009	\$67,352,238	23.762%	\$171,262,020	\$800,848,650	21.385%	9.345%
2017	247	\$16,306,166	\$67,201,989	24.264%	\$182,584,586	\$823,901,347	22.161%	8.931%
Totals:		\$310,610,748	\$1,404,597,456	22.114%	\$3,175,341,209	\$15,565,561,120	20.400%	9.782%



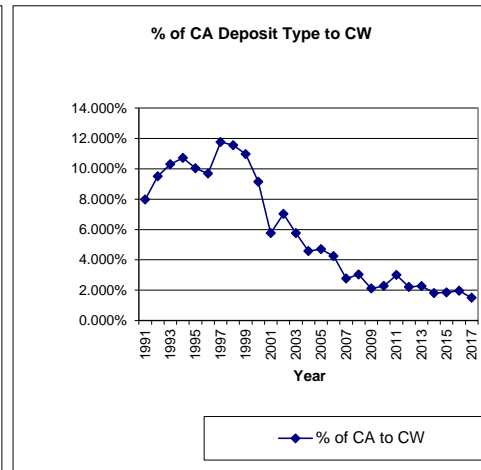
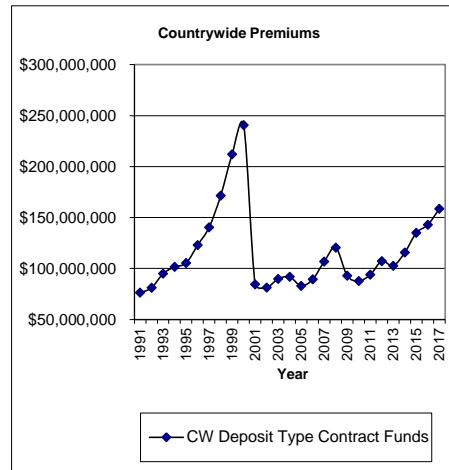
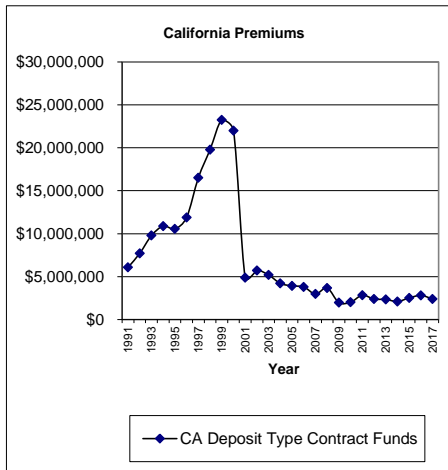
1991 - 2017 Comparison of California Life Insurance Premium to Countrywide

Line of Business: Deposit Type Contracts

Active Companies Only

All numbers are in thousands ('000), except the Company Count.

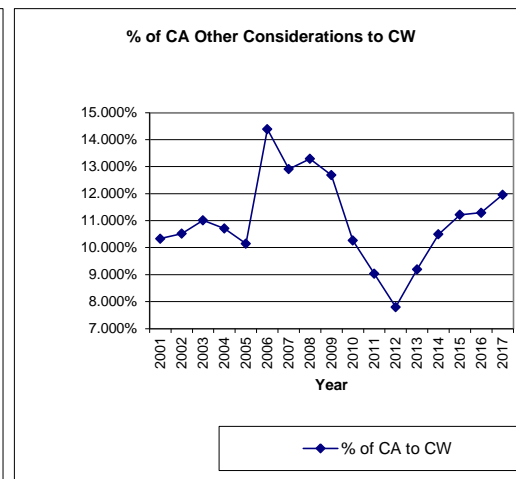
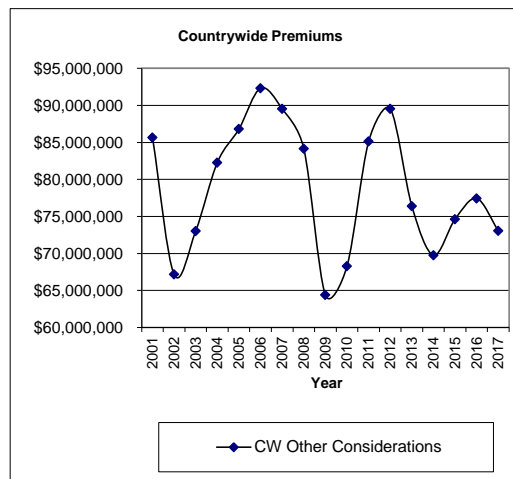
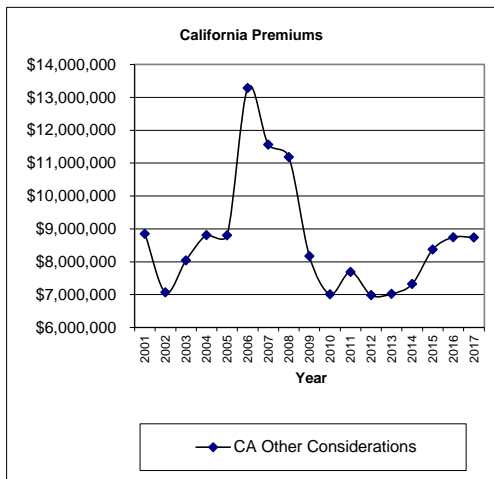
(1) Calendar Year	(2) Company Count	(3) California Deposit Type Contracts Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Deposit Type To All Premiums (3) / (4)	(6) Countrywide Deposit Type Contracts Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Deposit Type To All Premiums (6) / (7)	(9) % of CA Deposit Type To Countrywide (3) / (6)
1991	n/a	\$6,075,999	\$24,168,801	25.140%	\$76,194,714	\$244,467,621	31.168%	7.974%
1992	n/a	\$7,709,579	\$25,655,760	30.050%	\$81,092,469	\$258,175,773	31.410%	9.507%
1993	n/a	\$9,782,569	\$27,779,568	35.214%	\$94,929,131	\$283,410,074	33.495%	10.305%
1994	n/a	\$10,876,585	\$30,634,921	35.504%	\$101,528,453	\$302,734,231	33.537%	10.713%
1995	n/a	\$10,563,363	\$29,953,248	35.266%	\$105,265,539	\$314,631,397	33.457%	10.035%
1996	n/a	\$11,897,788	\$32,956,278	36.102%	\$122,873,754	\$337,669,981	36.389%	9.683%
1997	n/a	\$16,510,840	\$37,380,563	44.170%	\$140,398,429	\$366,092,994	38.350%	11.760%
1998	n/a	\$19,799,058	\$40,572,419	48.799%	\$171,307,391	\$408,667,853	41.918%	11.558%
1999	n/a	\$23,260,742	\$45,626,162	50.981%	\$211,975,506	\$446,967,910	47.425%	10.973%
2000	168	\$22,014,341	\$48,825,172	45.088%	\$240,609,451	\$503,282,189	47.808%	9.149%
2001	110	\$4,861,340	\$50,658,217	9.596%	\$84,393,009	\$532,219,216	15.857%	5.760%
2002	143	\$5,714,471	\$55,203,426	10.352%	\$81,257,902	\$559,111,230	14.533%	7.033%
2003	141	\$5,178,009	\$55,443,042	9.339%	\$89,727,401	\$574,016,943	15.631%	5.771%
2004	145	\$4,206,560	\$55,296,765	7.607%	\$91,715,717	\$593,781,994	15.446%	4.587%
2005	137	\$3,911,778	\$56,077,766	6.976%	\$83,003,303	\$648,486,716	12.800%	4.713%
2006	129	\$3,790,850	\$64,416,886	5.885%	\$89,345,058	\$709,308,675	12.596%	4.243%
2007	123	\$2,962,989	\$65,887,288	4.497%	\$106,723,462	\$772,364,076	13.818%	2.776%
2008	127	\$3,657,754	\$67,994,244	5.380%	\$120,506,384	\$802,769,706	15.011%	3.035%
2009	120	\$1,961,855	\$63,596,960	3.085%	\$92,786,258	\$726,027,748	12.780%	2.114%
2010	118	\$2,008,798	\$61,483,904	3.267%	\$87,745,495	\$726,126,297	12.084%	2.289%
2011	119	\$2,822,407	\$65,972,240	4.278%	\$93,837,694	\$738,096,923	12.713%	3.008%
2012	116	\$2,373,476	\$64,239,063	3.695%	\$107,115,702	\$789,073,598	13.575%	2.216%
2013	116	\$2,333,683	\$65,528,366	3.561%	\$102,654,117	\$753,141,548	13.630%	2.273%
2014	108	\$2,093,040	\$65,569,292	3.192%	\$115,630,897	\$756,708,546	15.281%	1.810%
2015	106	\$2,509,792	\$69,122,878	3.631%	\$134,906,982	\$793,477,884	17.002%	1.860%
2016	105	\$2,799,525	\$67,352,238	4.157%	\$142,818,551	\$800,848,650	17.833%	1.960%
2017	100	\$2,384,556	\$67,201,989	3.548%	\$158,441,486	\$823,901,347	19.231%	1.505%
Totals:		\$194,061,547	\$1,404,597,456	13.816%	\$3,128,784,255	\$15,565,561,120	20.101%	6.202%



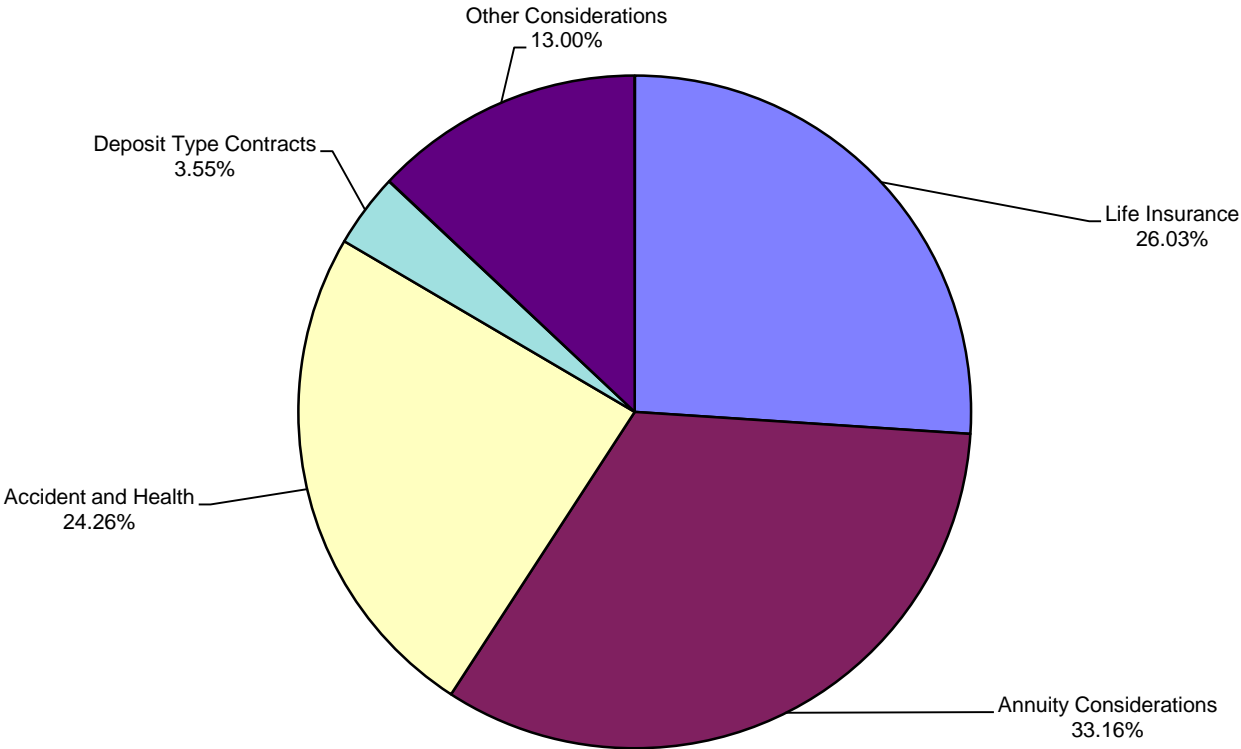
1991 - 2017 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Other Considerations
Active Companies Only

All numbers are in thousands ('000), except the Company Count.

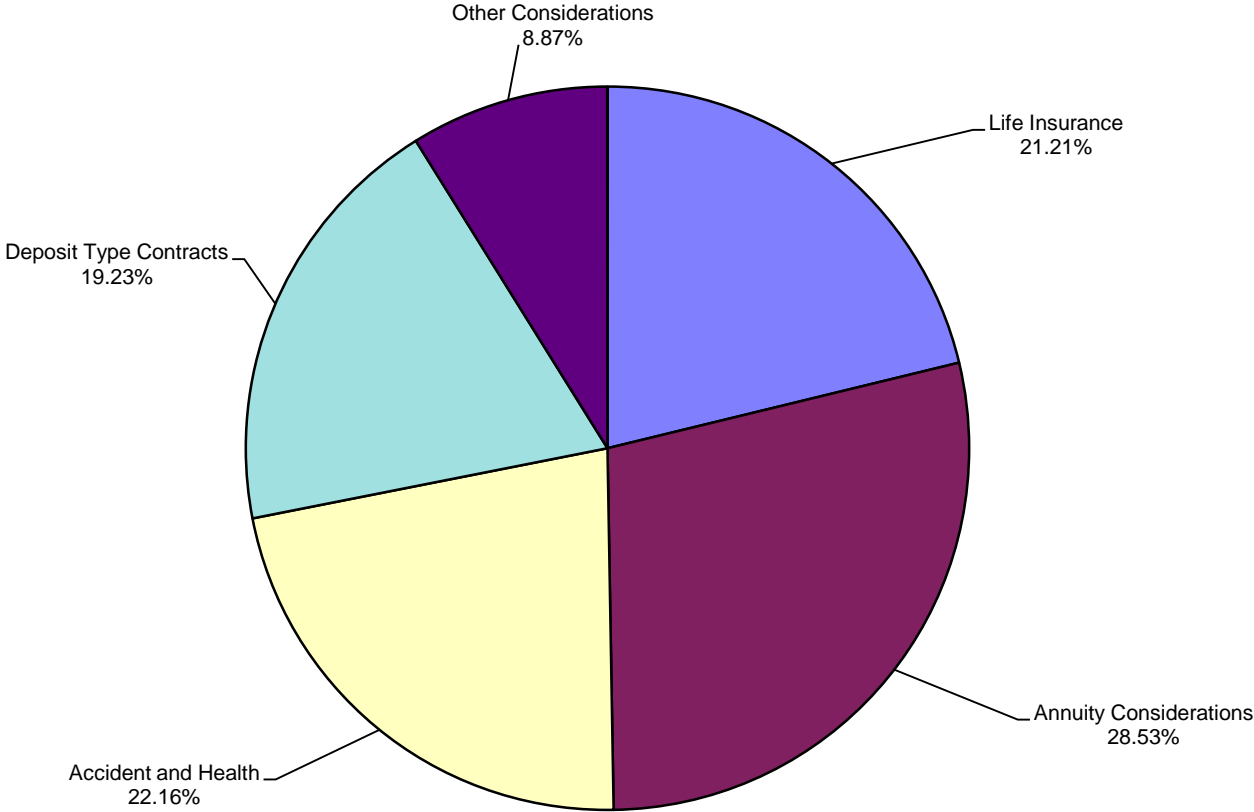
(1) Calendar Year	(2) Company Count	(3) California Other Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Other Consid. To All Premiums (3) / (4)	(6) Countrywide Other Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Other Consid. To All Premiums (6) / (7)	(9) % of CA Other Consid. To Countrywide (3) / (6)
1991	n/a	\$0	\$24,168,801	0.000%	\$0	\$244,467,621	0.000%	0.000%
1992	n/a	\$0	\$25,655,760	0.000%	\$0	\$258,175,773	0.000%	0.000%
1993	n/a	\$0	\$27,779,568	0.000%	\$0	\$283,410,074	0.000%	0.000%
1994	n/a	\$0	\$30,634,921	0.000%	\$0	\$302,734,231	0.000%	0.000%
1995	n/a	\$0	\$29,953,248	0.000%	\$0	\$314,631,397	0.000%	0.000%
1996	n/a	\$0	\$32,956,278	0.000%	\$0	\$337,669,981	0.000%	0.000%
1997	n/a	\$0	\$37,380,563	0.000%	\$0	\$366,092,994	0.000%	0.000%
1998	n/a	\$0	\$40,572,419	0.000%	\$0	\$408,667,853	0.000%	0.000%
1999	n/a	\$0	\$45,626,162	0.000%	\$0	\$446,967,910	0.000%	0.000%
2000	n/a	\$0	\$48,825,172	0.000%	\$0	\$503,282,189	0.000%	0.000%
2001	46	\$8,853,081	\$50,658,217	17.476%	\$85,674,482	\$532,219,216	16.098%	10.333%
2002	35	\$7,067,068	\$55,203,426	12.802%	\$67,174,376	\$559,111,230	12.014%	10.520%
2003	36	\$8,043,845	\$55,443,042	14.508%	\$73,039,102	\$574,016,943	12.724%	11.013%
2004	39	\$8,812,264	\$55,296,765	15.936%	\$82,290,181	\$593,781,994	13.859%	10.709%
2005	36	\$8,806,956	\$56,077,766	15.705%	\$86,819,339	\$648,486,716	13.388%	10.144%
2006	38	\$13,286,442	\$64,416,886	20.626%	\$92,331,043	\$709,308,675	13.017%	14.390%
2007	33	\$11,562,999	\$65,887,288	17.550%	\$89,543,759	\$772,364,076	11.593%	12.913%
2008	33	\$11,187,155	\$67,994,244	16.453%	\$84,171,725	\$802,769,706	10.485%	13.291%
2009	32	\$8,169,669	\$63,596,960	12.846%	\$64,389,233	\$726,027,748	8.869%	12.688%
2010	30	\$7,010,642	\$61,483,904	11.402%	\$68,288,304	\$726,126,297	9.404%	10.266%
2011	29	\$7,691,327	\$65,972,240	11.658%	\$85,132,065	\$738,096,923	11.534%	9.035%
2012	29	\$6,982,384	\$64,239,063	10.869%	\$89,535,739	\$789,073,598	11.347%	7.798%
2013	29	\$7,023,134	\$65,528,366	10.718%	\$76,382,773	\$753,141,548	10.142%	9.195%
2014	26	\$7,323,951	\$65,569,292	11.170%	\$69,771,605	\$756,708,546	9.220%	10.497%
2015	27	\$8,373,907	\$69,122,878	12.115%	\$74,640,132	\$793,477,884	9.407%	11.219%
2016	27	\$8,744,066	\$67,352,238	12.983%	\$77,429,201	\$800,848,650	9.668%	11.293%
2017	25	\$8,738,006	\$67,201,989	13.003%	\$73,061,203	\$823,901,347	8.868%	11.960%
Totals:		\$147,676,896	\$1,404,597,456	10.514%	\$1,339,674,262	\$15,565,561,120	8.607%	11.023%



2017 California Premium Distribution By Line



2017 Countrywide Premium Distribution By Line



2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Market Share

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
1	304	PRUDENTIAL OF AMER GRP							
		68241 Prudential Ins Co Of Amer	356,015,854	460,393,775	114,284,703	27,817,148	1,705,470,080	2,663,981,560	3.9641%
		79227 Pruco Life Ins Co	450,185,888	437,105,727	0	5,988,827	0	893,280,442	1.3292%
		93629 Prudential Retirement Ins & Ann Co	0	41,126	0	215,907,058	224,348	216,172,532	0.3217%
		86630 Prudential Ann Life Assur Corp	178,611	6,842,562	0	3,512,974	0	10,534,147	0.0157%
			806,380,353	904,383,190	114,284,703	253,226,007	1,705,694,428	3,783,968,681	5.6307%
2	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	6,903,118	0	3,395,270,766	0	0	3,402,173,884	5.0626%
		91529 Unimerica Ins Co	10,306,759	0	58,937,296	0	0	69,244,055	0.1030%
		70785 Pacificare Life & Hlth Ins Co	0	0	6,334,868	0	0	6,334,868	0.0094%
		62286 Golden Rule Ins Co	1,241,966	178,865	1,967,487	0	0	3,388,318	0.0050%
		97179 UnitedHealthcare Life Ins Co	0	0	430,709	0	0	430,709	0.0006%
		69647 Optum Ins of OH Inc	114,866	313	0	0	0	115,179	0.0002%
			18,566,709	179,178	3,462,941,126	0	0	3,481,687,013	5.1809%
3	468	Aegon US Holding Grp							
		86231 Transamerica Life Ins Co	461,365,365	240,202,140	101,678,953	396,969	1,428,926,620	2,232,570,047	3.3222%
		66281 Transamerica Premier Life Ins Co	543,481,251	106,415,262	73,269,298	11,813	115,674	723,293,298	1.0763%
		70688 Transamerica Financial Life Ins Co	955,691	658,918	739,016	0	452,919,396	455,273,021	0.6775%
		79022 Transamerica Advisors Life Ins Co	749,051	9,552	0	0	0	758,603	0.0011%
			1,006,551,358	347,285,872	175,687,267	408,782	1,881,961,690	3,411,894,969	5.0771%
4	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	312,364,638	1,451,657,973	0	24,871,655	0	1,788,894,266	2.6620%
		66915 New York Life Ins Co	1,068,972,932	48,346,441	60,799,192	0	245,259,481	1,423,378,046	2.1181%
		81353 NYLife Ins Co Of AZ	6,573,244	0	0	0	0	6,573,244	0.0098%
			1,387,910,814	1,500,004,414	60,799,192	24,871,655	245,259,481	3,218,845,556	4.7898%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Market Share

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
5	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	862,353,507	475,634,707	776,978,386	29,308,357	97,236,825	2,241,511,782	3.3355%
		87726 Brighthouse Life Ins Co	284,940,951	428,095,741	13,146,576	0	29,334	726,212,602	1.0806%
		63665 General Amer Life Ins Co	102,099,336	599,636	1,076,321	0	0	103,775,293	0.1544%
		91626 New England Life Ins Co	12,110,672	818,112	42,295	0	0	12,971,079	0.0193%
		97136 Metropolitan Tower Life Ins Co	5,474,907	5,520	0	20,583	0	5,501,010	0.0082%
		62634 Delaware Amer Life Ins Co	114,646	0	220,248	0	0	334,894	0.0005%
			1,267,094,019	905,153,716	791,463,826	29,328,940	97,266,159	3,090,306,660	4.5985%
6	904	JOHN HANCOCK GRP							
		65838 John Hancock Life Ins Co USA	506,769,434	9,710,230	108,534,915	0	1,966,380,917	2,591,395,496	3.8561%
		93610 John Hancock Life & Hlth Ins Co	109,679	0	2,821,054	0	0	2,930,733	0.0044%
			506,879,113	9,710,230	111,355,969	0	1,966,380,917	2,594,326,229	3.8605%
7	4832	Voya Financial Grp							
		86509 Voya Retirement Ins & Ann Co	8,381,625	1,149,790,945	0	8,343	336,392,944	1,494,573,857	2.2240%
		67105 Reliastar Life Ins Co	185,071,804	41,414,675	210,492,077	3,333	0	436,981,889	0.6503%
		80942 Voya Ins & Ann Co	2,219,337	338,481,943	273	0	0	340,701,553	0.5070%
		68713 Security Life Of Denver Ins Co	144,911,717	1,262	0	0	0	144,912,979	0.2156%
		61360 Reliastar Life Ins Co Of NY	3,001,571	5,400	3,495,433	0	0	6,502,404	0.0097%
		66109 Midwestern United Life Ins Co	222,212	18	0	0	0	222,230	0.0003%
			343,808,266	1,529,694,243	213,987,783	11,676	336,392,944	2,423,894,912	3.6069%
8	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	501,973,837	1,292,793,554	11,871,196	45,843,268	0	1,852,481,855	2.7566%
		70238 Variable Ann Life Ins Co	0	293,626,402	0	39,745,749	0	333,372,151	0.4961%
		70106 United States Life Ins Co in the Cit	9,377,986	1,944,873	12,055,936	0	0	23,378,795	0.0348%
			511,351,823	1,588,364,829	23,927,132	85,589,017	0	2,209,232,801	3.2875%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Market Share

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
9	671	Anthem Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	50,662,900	0	1,944,977,732	0	0	1,995,640,632	2.9696%
		61069 Anthem Life Ins Co	4,150,327	0	20,672,791	0	0	24,823,118	0.0369%
		80314 Unicare Life & Hlth Ins Co	4,216,953	0	1,867,695	0	0	6,084,648	0.0091%
			59,030,180	0	1,967,518,218	0	0	2,026,548,398	3.0156%
10	1	AETNA GRP							
		60054 Aetna Life Ins Co	68,233,800	1,470,136	1,861,003,773	5,334,643	0	1,936,042,352	2.8809%
		90328 First Hlth Life & Hlth Ins Co	3,228	0	38,032,311	0	0	38,035,539	0.0566%
		68500 Continental Life Ins Co Brentwood	5,967	0	21,216,765	0	0	21,222,732	0.0316%
		78700 Aetna Hlth & Life Ins Co	0	0	99,723	0	0	99,723	0.0001%
			68,242,995	1,470,136	1,920,352,572	5,334,643	0	1,995,400,346	2.9693%
11	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	241,753,079	30,321,576	5,635,290	0	955,613,037	1,233,322,982	1.8352%
		92657 Nationwide Life & Ann Ins Co	240,590,251	171,594	0	0	391,162,063	631,923,908	0.9403%
		64017 Jefferson Natl Life Ins Co	1,247,890	101,492,906	18,255	793,980	0	103,553,031	0.1541%
			483,591,220	131,986,076	5,653,545	793,980	1,346,775,100	1,968,799,921	2.9297%
12	901	CIGNA HLTH GRP							
		67369 Cigna Hlth & Life Ins Co	10,279	0	1,314,961,112	-3,975	0	1,314,967,416	1.9567%
		65498 Life Ins Co Of N Amer	241,001,688	0	277,563,811	0	0	518,565,499	0.7717%
		62308 Connecticut Gen Life Ins Co	27,476,033	192,356	5,863,445	173,741	0	33,705,575	0.0502%
		65722 Loyal Amer Life Ins Co	89,152	910	28,052,407	2,391	0	28,144,860	0.0419%
		77399 Sterling Life Ins Co	3,089	0	635,798	0	0	638,887	0.0010%
		88366 American Retirement Life Ins Co	0	0	348,954	0	0	348,954	0.0005%
		67903 Provident Amer Life & Hlth Ins Co	475	0	9,994	0	0	10,469	0.0000%
			268,580,716	193,266	1,627,435,521	172,157	0	1,896,381,660	2.8219%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Market Share

Source: NAIC Database

Active companies only

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13	20	LINCOLN NATL GRP							
		65676 Lincoln Natl Life Ins Co	704,054,984	1,047,953,059	104,782,469	0	0	1,856,790,512	2.7630%
		67652 First Penn Pacific Life Ins Co	17,968,836	0	4,573	0	0	17,973,409	0.0267%
		62057 Lincoln Life & Ann Co of NY	1,256,901	2,748,072	226,570	0	0	4,231,543	0.0063%
			723,280,721	1,050,701,131	105,013,612	0	0	1,878,995,464	2.7960%
14	918	JACKSON NATL GRP							
		65056 Jackson Natl Life Ins Co	96,606,834	1,752,336,871	4,735,165	1,115,280	0	1,854,794,150	2.7600%
			96,606,834	1,752,336,871	4,735,165	1,115,280	0	1,854,794,150	2.7600%
15	435	MASS MUT LIFE INS GRP							
		65935 Massachusetts Mut Life Ins Co	746,821,756	338,528,105	59,714,963	258,315,319	333,756,321	1,737,136,464	2.5849%
		93432 CM Life Ins Co	27,209,532	12,272,696	0	0	0	39,482,228	0.0588%
		70416 MML Bay State Life Ins Co	4,090,898	120,000	0	0	0	4,210,898	0.0063%
			778,122,186	350,920,801	59,714,963	258,315,319	333,756,321	1,780,829,590	2.6500%
16	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	137,826,956	339,179,114	235,961,331	877,973,227	0	1,590,940,628	2.3674%
		71161 Principal Natl Life Ins Co	80,281,690	0	0	0	0	80,281,690	0.1195%
			218,108,646	339,179,114	235,961,331	877,973,227	0	1,671,222,318	2.4869%
17	761	ALLIANZ INS GRP							
		90611 Allianz Life Ins Co Of N Amer	190,783,420	1,254,536,097	9,528,062	0	0	1,454,847,579	2.1649%
			190,783,420	1,254,536,097	9,528,062	0	0	1,454,847,579	2.1649%
18	709	PACIFIC LIFE GRP							
		67466 Pacific Life Ins Co	573,048,539	815,048,462	0	2,044,127	0	1,390,141,128	2.0686%
		97268 Pacific Life & Ann Co	179,788	25,174	0	0	0	204,962	0.0003%
			573,228,327	815,073,636	0	2,044,127	0	1,390,346,090	2.0689%

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19	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	222,228,427	987,577,601	4,613,170	0	37,240,253	1,251,659,451	1.8625%
		78077 Mony Life Ins Co Of Amer	85,422,460	1,945,503	531,780	0	0	87,899,743	0.1308%
		84530 US Financial Life Ins Co	7,903,446	0	0	0	0	7,903,446	0.0118%
		62880 AXA Equitable Life & Ann Co	1,506,652	0	0	0	0	1,506,652	0.0022%
			317,060,985	989,523,104	5,144,950	0	37,240,253	1,348,969,292	2.0073%
20	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	18,797,565	803,659,441	674,427	29,445,415	0	852,576,848	1.2687%
		60142 TIAA Cref Life Ins Co	38,217,530	29,975,874	225,405	361,684,067	0	430,102,876	0.6400%
			57,015,095	833,635,315	899,832	391,129,482	0	1,282,679,724	1.9087%
21	431	Sammons Enterprises Grp							
		66044 Midland Natl Life Ins Co	227,790,634	362,328,123	2,601	1,888,741	0	592,010,099	0.8809%
		66974 North Amer Co Life & Hlth Ins	115,099,409	281,306,027	561	1,386,856	0	397,792,853	0.5919%
		83607 Guggenheim Life & Ann Co	316,332	48,581,758	1,523	1,285,893	0	50,185,506	0.0747%
			343,206,375	692,215,908	4,685	4,561,490	0	1,039,988,458	1.5476%
22	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	808,345,710	88,513,776	90,287,819	1,987,098	60,000	989,194,403	1.4720%
		69000 Northwestern Long Term Care Ins Co	0	0	38,508,869	0	0	38,508,869	0.0573%
			808,345,710	88,513,776	128,796,688	1,987,098	60,000	1,027,703,272	1.5293%
23	1295	CENTENE CORP GRP							
		66141 Health Net Life Ins Co	1,379,948	0	887,567,824	0	0	888,947,772	1.3228%
			1,379,948	0	887,567,824	0	0	888,947,772	1.3228%

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24	429	GUARDIAN LIFE GRP							
		64246 Guardian Life Ins Co Of Amer	244,938,587	841,537	438,765,452	0	0	684,545,576	1.0186%
		78778 Guardian Ins & Ann Co Inc	2,185,024	66,644,153	0	383,754	2,438,235	71,651,166	0.1066%
		71714 Berkshire Life Ins Co of Amer	552,408	0	45,344,554	0	0	45,896,962	0.0683%
		60003 Park Avenue Life Ins Co	266,780	0	0	0	0	266,780	0.0004%
		74004 Family Serv Life Ins Co	1,180	0	0	0	0	1,180	0.0000%
			247,943,979	67,485,690	484,110,006	383,754	2,438,235	802,361,664	1.1940%
25	91	HARTFORD FIRE & CAS GRP							
		88072 Hartford Life Ins Co	7,582,953	25,087,180	2,433,991	230,913,726	146,294,865	412,312,715	0.6135%
		70815 Hartford Life & Accident Ins Co	108,027,548	283	132,138,403	0	0	240,166,234	0.3574%
		71153 Hartford Life & Ann Ins Co	96,981,053	16,605,812	-24,179	0	6,002,383	119,565,069	0.1779%
		81213 American Maturity Life Ins Co	0	0	0	0	1,653	1,653	0.0000%
			212,591,554	41,693,275	134,548,215	230,913,726	152,298,901	772,045,671	1.1488%
26	565	UNUM GRP							
		62235 Unum Life Ins Co Of Amer	124,836,110	7,174	324,434,615	28	0	449,277,927	0.6685%
		62049 Colonial Life & Accident Ins Co	33,144,252	7,990	130,226,645	0	0	163,378,887	0.2431%
		68195 Provident Life & Accident Ins Co	18,599,990	0	83,214,485	0	0	101,814,475	0.1515%
		67598 Paul Revere Life Ins Co	640,426	0	18,710,326	0	0	19,350,752	0.0288%
		67601 Unum Ins Co	165,820	0	0	6,039,342	0	6,205,162	0.0092%
		68985 Starmount Life Ins Co	119,980	0	2,643,039	0	0	2,763,019	0.0041%
			177,506,578	15,164	559,229,110	6,039,370	0	742,790,222	1.1053%
27	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	96,266,224	588,603,916	6,447,325	2,505,047	0	693,822,512	1.0324%
		80659 US Business of Canada Life Assur Co	6,043,952	103,003	264,652	0	0	6,411,607	0.0095%
		80705 US Br Great West Life Assur Co	1,130,714	0	399,188	0	0	1,529,902	0.0023%
			103,440,890	588,706,919	7,111,165	2,505,047	0	701,764,021	1.0443%

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28	3891	Goldman Sachs Grp							
		91642 Forethought Life Ins Co	31,388,733	513,287,579	1,366,535	0	0	546,042,847	0.8125%
		62200 Accordia Life & Ann Co	139,546,870	0	0	0	0	139,546,870	0.2077%
		84824 Commonwealth Ann & Life Ins Co	3,430,976	5,432,584	9,028	147,505	0	9,020,093	0.0134%
		69140 First Allmerica Fin Life Ins Co	787,162	7,275	1,126	0	0	795,563	0.0012%
			175,153,741	518,727,438	1,376,689	147,505	0	695,405,373	1.0348%
29	4734	Athene Grp							
		61689 Athene Ann & Life Co	9,332,035	676,532,236	135,051	851,982	0	686,851,304	1.0221%
		61492 Athene Annuity & Life Assur Co	4,372,104	13,756	1,321,963	0	0	5,707,823	0.0085%
		68039 Athene Ann & Life Assur Co of NY	675,351	281,361	0	0	0	956,712	0.0014%
			14,379,490	676,827,353	1,457,014	851,982	0	693,515,839	1.0320%
30	619	OneAmerica Fin Partners Grp							
		60895 American United Life Ins Co	30,637,925	517,658,192	98,898	1,485,297	0	549,880,312	0.8183%
		69116 State Life Ins Co	74,984,389	37,487,040	3,445,566	184,943	0	116,101,938	0.1728%
		67911 Pioneer Mut Life Ins Co	6,248,308	31,975	0	0	0	6,280,283	0.0093%
			111,870,622	555,177,207	3,544,464	1,670,240	0	672,262,533	1.0004%
31	4855	Sumitomo Life Ins Grp							
		68608 Symetra Life Ins Co	60,238,774	516,778,436	59,382,541	24,955,837	0	661,355,588	0.9841%
		90581 Symetra Natl Life Ins Co	17,442	0	0	0	0	17,442	0.0000%
			60,256,216	516,778,436	59,382,541	24,955,837	0	661,373,030	0.9842%
32	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	285,052,111	337,687,771	642	443,911	0	623,184,435	0.9273%
		66680 National Life Ins Co	28,730,069	152,644	2,040,959	0	0	30,923,672	0.0460%
			313,782,180	337,840,415	2,041,601	443,911	0	654,108,107	0.9733%

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33	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	270,866,163	66,916,281	23,102,649	43,759,727	149,298,680	553,943,500	0.8243%
		93742 Securian Life Ins Co	89,765,561	196,991	3,882,858	663,227	0	94,508,637	0.1406%
		65811 American Modern Life Ins Co	59,886	0	31,471	0	0	91,357	0.0001%
			360,691,610	67,113,272	27,016,978	44,422,954	149,298,680	648,543,494	0.9651%
34	1348	Meiji Yasuda Life Ins Grp							
		69019 Standard Ins Co	100,629,634	58,512,613	235,292,248	681,931	189,377,818	584,494,244	0.8698%
		64343 Pacific Guardian Life Ins Co Ltd	11,556,206	148	1,031	2,283,978	0	13,841,363	0.0206%
			112,185,840	58,512,761	235,293,279	2,965,909	189,377,818	598,335,607	0.8904%
35	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	118,279,548	380,198,027	31,153,773	2,690,658	0	532,322,006	0.7921%
			118,279,548	380,198,027	31,153,773	2,690,658	0	532,322,006	0.7921%
36	176	STATE FARM GRP							
		69108 State Farm Life Ins Co	474,802,934	18,922,912	0	451,585	0	494,177,431	0.7354%
			474,802,934	18,922,912	0	451,585	0	494,177,431	0.7354%
37	4011	Genworth Fin Grp							
		70025 Genworth Life Ins Co	35,395,152	662,450	291,370,726	0	0	327,428,328	0.4872%
		65536 Genworth Life & Ann Ins Co	145,112,072	2,057,889	1,913,747	0	0	149,083,708	0.2218%
			180,507,224	2,720,339	293,284,473	0	0	476,512,036	0.7091%
38	4914	FGL Holdings Grp							
		63274 Fidelity & Guar Life Ins Co	105,742,021	351,030,860	0	355,747	0	457,128,628	0.6802%
			105,742,021	351,030,860	0	355,747	0	457,128,628	0.6802%

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39	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	204,106,274	154,648,011	333,821	1,801,868	0	360,889,974	0.5370%
		70335 West Coast Life Ins Co	83,349,535	106,828	1,560	0	0	83,457,923	0.1242%
		66370 Mony Life Ins Co	10,549,757	16,275	2,072,785	0	0	12,638,817	0.0188%
		88536 Protective Life & Annuity Ins Co	125,845	2,000	0	0	0	127,845	0.0002%
			298,131,411	154,773,114	2,408,166	1,801,868	0	457,114,559	0.6802%
40	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	26,213,028	0	374,732,770	0	0	400,945,798	0.5966%
		71730 Continental Amer Ins Co	264,949	0	36,519,993	0	0	36,784,942	0.0547%
			26,477,977	0	411,252,763	0	0	437,730,740	0.6514%
41	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	178,782,196	43,170,525	58,248,059	50,043,132	72,884	330,316,796	0.4915%
		71412 Mutual Of Omaha Ins Co	0	0	75,172,326	0	0	75,172,326	0.1119%
		72850 United World Life Ins Co	103,943	0	15,695,145	0	0	15,799,088	0.0235%
			178,886,139	43,170,525	149,115,530	50,043,132	72,884	421,288,210	0.6269%
42	84	American Financial Grp							
		63312 Great Amer Life Ins Co	7,603,056	353,961,937	12,230	78,307	0	361,655,530	0.5382%
		93661 Annuity Investors Life Ins Co	0	37,881,372	0	0	0	37,881,372	0.0564%
		67083 Manhattan Natl Life Ins Co	2,273,936	2,427	0	0	0	2,276,363	0.0034%
			9,876,992	391,845,736	12,230	78,307	0	401,813,265	0.5979%
43	4750	Primerica Grp							
		65919 Primerica Life Ins Co	380,171,229	68,908	33,228	942,333	0	381,215,698	0.5673%
		61409 National Benefit Life Ins Co	1,440,132	0	77,388	0	0	1,517,520	0.0023%
			381,611,361	68,908	110,616	942,333	0	382,733,218	0.5695%

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44	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	305,726,872	11,445,920	5,685,488	8,160,934	0	331,019,214	0.4926%
		90557 Zurich Amer Life Ins Co	31,798,316	5,946,947	1,709,271	0	0	39,454,534	0.0587%
		80896 Centre Life Ins Co	0	0	2,520,697	0	0	2,520,697	0.0038%
			337,525,188	17,392,867	9,915,456	8,160,934	0	372,994,445	0.5550%
45	3098	Tokio Marine Holdings Inc GRP							
		68381 Reliance Standard Life Ins Co	52,855,839	140,509,407	73,616,574	0	0	266,981,820	0.3973%
		92711 HCC Life Ins Co	775,277	3,600	58,067,089	0	0	58,845,966	0.0876%
			53,631,116	140,513,007	131,683,663	0	0	325,827,786	0.4848%
46	4853	AAA Life Grp							
		71854 AAA Life Ins Co	229,593,502	72,151,916	14,401,545	456,902	0	316,603,865	0.4711%
			229,593,502	72,151,916	14,401,545	456,902	0	316,603,865	0.4711%
47	943	Ameritas Mut Holding GRP							
		61301 Ameritas Life Ins Corp	72,771,176	135,677,865	93,988,420	9,898,147	0	312,335,608	0.4648%
			72,771,176	135,677,865	93,988,420	9,898,147	0	312,335,608	0.4648%
48	111	LIBERTY MUT GRP							
		65315 Liberty Life Assur Co Of Boston	99,986,109	4,337,063	182,993,649	51,060	0	287,367,881	0.4276%
			99,986,109	4,337,063	182,993,649	51,060	0	287,367,881	0.4276%
49	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	70,772,919	169,045,110	730,751	11,931,536	0	252,480,316	0.3757%
		86355 Standard Life & Accident Ins Co	958,503	6,962	6,889,396	0	0	7,854,861	0.0117%
		71773 American Natl Life Ins Co Of TX	138,661	0	2,867,055	0	0	3,005,716	0.0045%
		63657 Garden State Life Ins Co	1,530,720	0	1,065	0	0	1,531,785	0.0023%
			73,400,803	169,052,072	10,488,267	11,931,536	0	264,872,678	0.3941%

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50	2798	Blue Shield of CA Grp							
		61557 Blue Shield of CA Life & Hlth Ins Co	9,751,329	0	252,485,331	0	0	262,236,660	0.3902%
		71331 Careamerica Life Ins Co	4,500	0	0	0	0	4,500	0.0000%
			9,755,829	0	252,485,331	0	0	262,241,160	0.3902%
51	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	36,632,768	71,783,601	150,979,724	0	0	259,396,093	0.3860%
		60801 American Public Life Ins Co	14,112	0	1,469,754	0	0	1,483,866	0.0022%
			36,646,880	71,783,601	152,449,478	0	0	260,879,959	0.3882%
52	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	24,168	226,343,244	0	684,919	0	227,052,331	0.3379%
		13183 Eagle Life Ins Co	0	28,383,953	0	0	0	28,383,953	0.0422%
			24,168	254,727,197	0	684,919	0	255,436,284	0.3801%
53	19	Assurant Inc Grp							
		67989 American Memorial Life Ins Co	123,448,408	552,240	13	0	0	124,000,661	0.1845%
		70408 Union Security Ins Co	22,099,615	2,120,887	82,404,246	0	0	106,624,748	0.1587%
		69477 Time Ins Co	985,240	0	9,233,429	0	0	10,218,669	0.0152%
		60275 American Bankers Life Assur Co Of FL	1,094,559	1,465	1,249,321	0	0	2,345,345	0.0035%
		65080 John Alden Life Ins Co	683,106	5,000	375,642	0	0	1,063,748	0.0016%
			148,310,928	2,679,592	93,262,651	0	0	244,253,171	0.3635%
54	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	367,351	11,019,937	90,032	8,955	226,505,240	237,991,515	0.3541%
			367,351	11,019,937	90,032	8,955	226,505,240	237,991,515	0.3541%

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55	200	UNITED SERV AUTOMOBILE ASSN GRP 69663 USAA Life Ins Co	103,320,976	77,184,459	36,719,875	2,334,942	0	219,560,252	0.3267%
			103,320,976	77,184,459	36,719,875	2,334,942	0	219,560,252	0.3267%
56	290	Torchmark Corp Grp							
		60577 American Income Life Ins Co	105,053,980	0	6,984,262	0	0	112,038,242	0.1667%
		91472 Globe Life & Accident Ins Co	49,587,947	0	2,572,814	0	0	52,160,761	0.0776%
		92916 United Amer Ins Co	684,683	385,891	32,268,341	0	0	33,338,915	0.0496%
		65331 Liberty Natl Life Ins Co	6,464,776	845	249,357	0	0	6,714,978	0.0100%
		77968 Family Heritage Life Ins Co Of Amer	54,821	0	5,706,216	0	0	5,761,037	0.0086%
			161,846,207	386,736	47,780,990	0	0	210,013,933	0.3125%
57	4815	Resolution Life Grp							
		65595 Lincoln Benefit Life Co	183,984,282	7,180,870	9,665,547	1,998,532	0	202,829,231	0.3018%
			183,984,282	7,180,870	9,665,547	1,998,532	0	202,829,231	0.3018%
58	549	SUN LIFE ASSUR CO OF CN GRP							
		80802 US Br Sun Life Assur Co of Canada	82,608,852	0	109,658,126	0	0	192,266,978	0.2861%
		80926 Sun Life & Hlth Ins Co	6,785,345	0	791,509	0	0	7,576,854	0.0113%
		68047 Professional Ins Co	24,546	0	1,639,402	0	0	1,663,948	0.0025%
			89,418,743	0	112,089,037	0	0	201,507,780	0.2999%
59	981	FIDELITY INVESTMENT INS & ANN GRP							
		93696 Fidelity Investments Life Ins Co	2,148,105	198,964,893	0	0	0	201,112,998	0.2993%
			2,148,105	198,964,893	0	0	0	201,112,998	0.2993%

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60	836	WEST SOUTHERN GRP							
		74780 Integrity Life Ins Co	15,704	51,072,261	0	4,558,559	0	55,646,524	0.0828%
		92622 Western Southern Life Assur Co	7,133,305	47,571,972	0	0	0	54,705,277	0.0814%
		65242 Lafayette Life Ins Co	28,567,747	16,497,547	20,079	160,000	0	45,245,373	0.0673%
		99937 Columbus Life Ins Co	28,175,079	3,679,035	1,255	17,480	0	31,872,849	0.0474%
		70483 Western & Southern Life Ins Co	10,513,558	0	557,212	0	0	11,070,770	0.0165%
			74,405,393	118,820,815	578,546	4,736,039	0	198,540,793	0.2954%
61	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	32,705,645	44,251,356	44,537,722	0	0	121,494,723	0.1808%
		62065 Colonial Penn Life Ins Co	21,570,735	0	27,286,127	0	0	48,856,862	0.0727%
		70319 Washington Natl Ins Co	5,574,343	1,248,750	16,354,179	0	0	23,177,272	0.0345%
			59,850,723	45,500,106	88,178,028	0	0	193,528,857	0.2880%
62	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	131,167,606	13,116,672	651,283	4,121,343	0	149,056,904	0.2218%
		93262 Penn Ins & Ann Co	32,463,539	8,650,263	0	0	0	41,113,802	0.0612%
		68632 Vantis Life Ins Co	324,671	7,000	0	0	0	331,671	0.0005%
		68446 Longevity Ins Co	14,817	2,000	7,377	0	0	24,194	0.0000%
			163,970,633	21,775,935	658,660	4,121,343	0	190,526,571	0.2835%
63	4890	SBL Holdings Grp							
		68675 Security Benefit Life Ins Co	1,364,834	172,973,779	0	0	0	174,338,613	0.2594%
			1,364,834	172,973,779	0	0	0	174,338,613	0.2594%
64	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	37,834,250	72,556,517	767,989	1,297,673	12,549,490	125,005,919	0.1860%
		89206 Ohio Natl Life Assur Corp	39,995,225	0	1,084,683	378,612	0	41,458,520	0.0617%
			77,829,475	72,556,517	1,852,672	1,676,285	12,549,490	166,464,439	0.2477%

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65	306	CUNA MUT GRP							
		62626 CMFG Life Ins Co	28,859,327	3,228,337	34,598,231	369,982	54,677,023	121,732,900	0.1811%
		86126 Members Life Ins Co	112,939	41,991,927	0	0	0	42,104,866	0.0627%
			28,972,266	45,220,264	34,598,231	369,982	54,677,023	163,837,766	0.2438%
66	872	BANNER LIFE GRP							
		94250 Banner Life Ins Co	114,470,138	43,424,497	0	337,500	0	158,232,135	0.2355%
			114,470,138	43,424,497	0	337,500	0	158,232,135	0.2355%
67	8	ALLSTATE INS GRP							
		60186 Allstate Life Ins Co	50,324,038	4,176,494	2,565,938	0	0	57,066,470	0.0849%
		60534 American Heritage Life Ins Co	5,731,739	7,355	44,737,474	0	0	50,476,568	0.0751%
		70866 Allstate Assur Co	22,729,964	5,000	0	0	0	22,734,964	0.0338%
		70874 Allstate Life Ins Co Of NY	569,250	300	30,326	0	0	599,876	0.0009%
			79,354,991	4,189,149	47,333,738	0	0	130,877,878	0.1948%
68	62510	Equitrust Life Ins Co							
		62510 Equitrust Life Ins Co	5,778,583	105,128,733	0	3,558,251	0	114,465,567	0.1703%
			5,778,583	105,128,733	0	3,558,251	0	114,465,567	0.1703%
69	81264	Nippon Life Ins Co Of Amer							
		81264 Nippon Life Ins Co Of Amer	436,551	0	112,948,253	0	0	113,384,804	0.1687%
			436,551	0	112,948,253	0	0	113,384,804	0.1687%
70	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	64,946,316	4,289,265	33,102,175	7,190,042	0	109,527,798	0.1630%
		97241 Settlers Life Ins Co	45,647	515	1,317	0	0	47,479	0.0001%
		81426 Commercial Travelers Life Ins Co	0	0	19,653	0	0	19,653	0.0000%
			64,991,963	4,289,780	33,123,145	7,190,042	0	109,594,930	0.1631%

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71	4794	Group One Thousand One Grp 79065 Delaware Life Ins Co	2,457,610	106,807,777	0	0	0	109,265,387	0.1626%
			2,457,610	106,807,777	0	0	0	109,265,387	0.1626%
72	4844	LIA Holdings Grp 60232 Lombard Intl Life Assur Co	904,566	99,552,640	0	0	0	100,457,206	0.1495%
			904,566	99,552,640	0	0	0	100,457,206	0.1495%
73	4736	GGC Grp							
		93548 PHL Variable Ins Co	41,977,311	34,165,963	0	0	0	76,143,274	0.1133%
		67814 Phoenix Life Ins Co	16,915,541	323,396	133,884	0	0	17,372,821	0.0259%
		62359 Constitution Life Ins Co	257,228	600	2,441,501	0	0	2,699,329	0.0040%
		68284 Pyramid Life Ins Co	17,524	0	39,678	0	0	57,202	0.0001%
			59,167,604	34,489,959	2,615,063	0	0	96,272,626	0.1433%
74	65927	Lincoln Heritage Life Ins Co 65927 Lincoln Heritage Life Ins Co	87,480,735	3,918	287,005	0	0	87,771,658	0.1306%
			87,480,735	3,918	287,005	0	0	87,771,658	0.1306%
75	169	SENTRY INS GRP							
		68810 Sentry Life Ins Co	2,734,758	78,686,067	329,853	0	0	81,750,678	0.1216%
		71099 Parker Centennial Assur Co	0	213,786	0	0	0	213,786	0.0003%
			2,734,758	78,899,853	329,853	0	0	81,964,464	0.1220%

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76	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	14,882,713	53,148,338	55,882	334,854	0	68,421,787	0.1018%
		90212 Great Southern Life Ins Co	3,583,107	346,663	139,929	45,883	0	4,115,582	0.0061%
		67180 Ohio State Life Ins Co	2,516,607	847	57	195	0	2,517,706	0.0037%
		63487 Investors Life Ins Co N Amer	1,260,224	0	0	0	0	1,260,224	0.0019%
		66540 National Farmers Union Life Ins Co	497,256	17	0	0	0	497,273	0.0007%
		87645 United Fidelity Life Ins Co	374,184	10,383	0	3,129	0	387,696	0.0006%
			23,114,091	53,506,248	195,868	384,061	0	77,200,268	0.1149%
77	525	PAN AMER LIFE GRP							
		67539 Pan Amer Life Ins Co	488,291	13,980	38,239,111	0	0	38,741,382	0.0576%
		66427 Mutual Trust Life Ins Co a Pan Amer	31,801,967	162,867	18,401	0	0	31,983,235	0.0476%
		93459 Pan Amer Assur Co	2,184,795	0	0	0	0	2,184,795	0.0033%
			34,475,053	176,847	38,257,512	0	0	72,909,412	0.1085%
78	4483	Nestle SA Grp							
		70939 Gerber Life Ins Co	34,485,490	0	34,297,262	0	0	68,782,752	0.1024%
			34,485,490	0	34,297,262	0	0	68,782,752	0.1024%
79	4824	Advantage Capital Grp							
		68802 Sentinel Security Life Ins Co	2,429,344	47,876,029	199,806	11,643,584	0	62,148,763	0.0925%
		71471 Ability Ins Co	20,313	0	903,343	0	0	923,656	0.0014%
			2,449,657	47,876,029	1,103,149	11,643,584	0	63,072,419	0.0939%
80	276	Trustmark Mut Holding Co GRP							
		61425 Trustmark Ins Co	41,548,903	3,085	10,888,861	0	0	52,440,849	0.0780%
		62863 Trustmark Life Ins Co	295,855	0	6,315,075	0	0	6,610,930	0.0098%
			41,844,758	3,085	17,203,936	0	0	59,051,779	0.0879%

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81	451	FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co	1,552,851	327,620	57,097,297	0	0	58,977,768	0.0878%
			1,552,851	327,620	57,097,297	0	0	58,977,768	0.0878%
82	4213	Wilton Re Grp							
		65900 Wilco Life Ins Co	32,471,516	69,811	1,275,940	0	0	33,817,267	0.0503%
		69396 Texas Life Ins Co	21,563,532	0	0	0	0	21,563,532	0.0321%
		62413 Wilcac Life Ins Co	758,894	0	2,841	993,627	0	1,755,362	0.0026%
		60704 Wilton Reassur Life Co of NY	483,070	6,750	8,699	0	0	498,519	0.0007%
			55,277,012	76,561	1,287,480	993,627	0	57,634,680	0.0858%
83	66850	National Western Life Ins Co 66850 National Western Life Ins Co	12,675,309	44,694,283	0	158,581	0	57,528,173	0.0856%
			12,675,309	44,694,283	0	158,581	0	57,528,173	0.0856%
84	626	Chubb Ltd Grp 62146 Combined Ins Co Of Amer	3,977,944	0	44,388,038	0	0	48,365,982	0.0720%
			3,977,944	0	44,388,038	0	0	48,365,982	0.0720%
85	23	BCS INS GRP 80985 4 Ever Life Ins Co	456,685	0	40,258,978	-25,602	0	40,690,061	0.0605%
			456,685	0	40,258,978	-25,602	0	40,690,061	0.0605%
86	4796	National Teachers Assoc Life Group 87963 National Teachers Assoc Life Ins Co	224,885	0	35,596,089	0	0	35,820,974	0.0533%
			224,885	0	35,596,089	0	0	35,820,974	0.0533%

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87	812	HIGHMARK GRP 93440 HM Life Ins Co	6,862	0	35,418,481	0	0	35,425,343	0.0527%
			6,862	0	35,418,481	0	0	35,425,343	0.0527%
88	98	WR Berkley Corp GRP 64890 Berkley Life & Hlth Ins Co	3,015	0	34,589,472	92	0	34,592,579	0.0515%
			3,015	0	34,589,472	92	0	34,592,579	0.0515%
89	64505	Homesteaders Life Co 64505 Homesteaders Life Co	34,177,378	376,242	0	0	0	34,553,620	0.0514%
			34,177,378	376,242	0	0	0	34,553,620	0.0514%
90	367	PHYSICIANS MUT GRP 80578 Physicians Mut Ins Co 72125 Physicians Life Ins Co	0	0	18,948,567	0	0	18,948,567	0.0282%
			12,760,830	1,108,302	540,020	0	0	14,409,152	0.0214%
			12,760,830	1,108,302	19,488,587	0	0	33,357,719	0.0496%
91	574	AMERCO CORP GRP 76112 Oxford Life Ins Co	3,049,974	28,632,420	502,596	0	0	32,184,990	0.0479%
			3,049,974	28,632,420	502,596	0	0	32,184,990	0.0479%
92	315	INDUSTRIAL ALLIANCE GRP 68594 American Amicable Life Ins Co Of TX 91693 IA Amer Life Ins Co 14406 Industrial Alliance Ins & Fin Serv I 67148 Occidental Life Ins Co Of NC 67873 Pioneer Amer Ins Co 67946 Pioneer Security Life Ins Co	9,138,631	404,704	0	0	0	9,543,335	0.0142%
			8,158,866	146,655	8,558	0	0	8,314,079	0.0124%
			4,327,932	3,522,641	0	0	0	7,850,573	0.0117%
			3,223,318	843,102	0	0	0	4,066,420	0.0061%
			1,104,769	1,840	0	0	0	1,106,609	0.0016%
			309,368	540	0	0	0	309,908	0.0005%
			26,262,884	4,919,482	8,558	0	0	31,190,924	0.0464%

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93	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	5,059,486	22,976,514	11,019	0	0	28,047,019	0.0417%
			5,059,486	22,976,514	11,019	0	0	28,047,019	0.0417%
94	588	KANSAS CITY LIFE INS GRP							
		65129 Kansas City Life Ins Co	13,105,436	3,682,757	1,217,501	109,485	0	18,115,179	0.0270%
		69272 Sunset Life Ins Co Of Amer	3,945,154	1,122,202	0	458	0	5,067,814	0.0075%
		67199 Old Amer Ins Co	4,507,479	0	52,577	0	0	4,560,056	0.0068%
			21,558,069	4,804,959	1,270,078	109,943	0	27,743,049	0.0413%
95	3527	American Enterprise Mut Grp							
		71480 Great Western Ins Co	24,885,228	964,843	0	0	0	25,850,071	0.0385%
		60836 American Republic Ins Co	205,851	0	558,811	0	0	764,662	0.0011%
		31119 Medico Ins Co	15,422	0	569,586	0	0	585,008	0.0009%
			25,106,501	964,843	1,128,397	0	0	27,199,741	0.0405%
96	4827	Southland Natl Holding Grp							
		84786 Colorado Bankers Life Ins Co	11,885,405	8,790,861	2,264,062	474,835	0	23,415,163	0.0348%
		93777 Pavonia Life Ins Co of MI	2,715,659	0	178,096	0	0	2,893,755	0.0043%
			14,601,064	8,790,861	2,442,158	474,835	0	26,308,918	0.0391%
97	264	HealthMarkets Grp							
		61832 Chesapeake Life Ins Co	5,124,215	127,632	17,637,963	0	0	22,889,810	0.0341%
		66087 Mid West Natl Life Ins Co Of TN	972,355	39,409	1,591,763	0	0	2,603,527	0.0039%
			6,096,570	167,041	19,229,726	0	0	25,493,337	0.0379%
98	2938	Thrivent Financial For Lutherans Grp							
		97721 Thrivent Life Ins Co	1,444,540	20,950,656	0	0	0	22,395,196	0.0333%
			1,444,540	20,950,656	0	0	0	22,395,196	0.0333%

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99	4862	Assurity Grp 71439 Assurity Life Ins Co	14,748,886	129,555	5,605,082	418,298	0	20,901,821	0.0311%
			14,748,886	129,555	5,605,082	418,298	0	20,901,821	0.0311%
100	63495	Foresters Life Ins Ann Co 63495 Foresters Life Ins Ann Co	7,974,664	11,831,093	249	278,000	0	20,084,006	0.0299%
			7,974,664	11,831,093	249	278,000	0	20,084,006	0.0299%
101	2538	AmTrust NGH Grp 82538 National Hlth Ins Co	0	0	19,172,299	0	0	19,172,299	0.0285%
			0	0	19,172,299	0	0	19,172,299	0.0285%
102	215	Kemper Corp Grp 69930 United Ins Co Of Amer 68462 Reserve Natl Ins Co 68357 Reliable Life Ins Co	17,200,940 8,461 16,202	0 0 0	572,405 114,907 351	0 0 0	0 0 0	17,773,345 123,368 16,553	0.0264% 0.0002% 0.0000%
			17,225,603	0	687,663	0	0	17,913,266	0.0267%
103	781	UNION LABOR GRP 69744 Union Labor Life Ins Co	6,165,806	0	10,787,016	0	0	16,952,822	0.0252%
			6,165,806	0	10,787,016	0	0	16,952,822	0.0252%
104	4553	Savings Bank Life Grp 70435 The Savings Bank Mut Life Ins Co of	16,519,416	0	0	228,150	0	16,747,566	0.0249%
			16,519,416	0	0	228,150	0	16,747,566	0.0249%
105	60445	Sagicor Life Ins Co 60445 Sagicor Life Ins Co	4,873,634	8,800,352	4,316	968,159	0	14,646,461	0.0218%
			4,873,634	8,800,352	4,316	968,159	0	14,646,461	0.0218%

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106	81779	Individual Assur Co Life Hlth & Acc 81779 Individual Assur Co Life Hlth & Acc	0	0	14,378,124	0	0	14,378,124	0.0214%
			0	0	14,378,124	0	0	14,378,124	0.0214%
107	3436	Liberty Life Grp Trust Grp 68543 Liberty Bankers Life Ins Co 61581 Capitol Life Ins Co	808,781 3,670	11,799,764 0	0 0	754,525 0	0 0	13,363,070 3,670	0.0199% 0.0000%
			812,451	11,799,764	0	754,525	0	13,366,740	0.0199%
108	1117	Manhattan Life Grp 65870 Manhattan Life Ins Co 63053 Family Life Ins Co 61883 ManhattanLife Assur Co of Amer	1,212,567 2,313,479 43,533	5,795,079 1,575 0	51,934 961,907 2,569,834	0 0 0	0 0 0	7,059,580 3,276,961 2,613,367	0.0105% 0.0049% 0.0039%
			3,569,579	5,796,654	3,583,675	0	0	12,949,908	0.0193%
109	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	12,478,662	0	24,240	0	0	12,502,902	0.0186%
			12,478,662	0	24,240	0	0	12,502,902	0.0186%
110	69310	Surety Life Ins Co 69310 Surety Life Ins Co	12,358,421	96,001	13,530	0	0	12,467,952	0.0186%
			12,358,421	96,001	13,530	0	0	12,467,952	0.0186%
111	450	GENEVE HOLDINGS INC GRP 69078 Standard Security Life Ins Co Of NY 65781 Madison Natl Life Ins Co Inc	19,438 553,736	0 782,212	9,244,897 1,820,665	0 0	0 0	9,264,335 3,156,613	0.0138% 0.0047%
			573,174	782,212	11,065,562	0	0	12,420,948	0.0185%

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112	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	9,985,188	274,500	1,922,131	0	0	12,181,819	0.0181%
			9,985,188	274,500	1,922,131	0	0	12,181,819	0.0181%
113	31	BERKSHIRE HATHAWAY GRP							
		62345 Berkshire Hathaway Life Ins Co NE	0	10,036,830	0	200,000	0	10,236,830	0.0152%
		97764 Idealife Ins Co	155,906	1,562	20,173	0	0	177,641	0.0003%
		82880 CSI Life Ins Co	9,754	0	0	0	0	9,754	0.0000%
		76007 Old United Life Ins Co	535	0	0	0	0	535	0.0000%
			166,195	10,038,392	20,173	200,000	0	10,424,760	0.0155%
114	4639	RGA Inc Grp							
		93572 RGA Reins Co	0	0	7,273,803	0	0	7,273,803	0.0108%
		61182 Aurora Natl Life Assur Co	2,721,865	0	0	-234,253	0	2,487,612	0.0037%
			2,721,865	0	7,273,803	-234,253	0	9,761,415	0.0145%
115	64238	Guaranty Income Life Ins Co 64238 Guaranty Income Life Ins Co	7,348	7,990,673	185,381	99,025	0	8,282,427	0.0123%
			7,348	7,990,673	185,381	99,025	0	8,282,427	0.0123%
116	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	8,211,278	0	1,471	0	0	8,212,749	0.0122%
			8,211,278	0	1,471	0	0	8,212,749	0.0122%
117	4716	Fortress Grp							
		60518 American Hlth & Life Ins Co	2,643,902	0	2,186,199	14,367	0	4,844,468	0.0072%
		65951 Merit Life Ins Co	1,570,133	0	1,133,906	0	0	2,704,039	0.0040%
			4,214,035	0	3,320,105	14,367	0	7,548,507	0.0112%

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118	244	CINCINNATI FIN GRP 76236 The Cincinnati Life Ins Co	7,032,820	248,958	13,344	0	0	7,295,122	0.0109%
			7,032,820	248,958	13,344	0	0	7,295,122	0.0109%
119	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	7,158,155	0	0	7,158,155	0.0107%
			0	0	7,158,155	0	0	7,158,155	0.0107%
120	661	BCBS of SC Grp 92444 Companion Life Ins Co of CA	12,264	13,000	6,757,274	0	0	6,782,538	0.0101%
			12,264	13,000	6,757,274	0	0	6,782,538	0.0101%
121	572	BCBS OF MI GRP 77720 LifeSecure Ins Co	444,120	26,054	6,292,174	0	0	6,762,348	0.0101%
			444,120	26,054	6,292,174	0	0	6,762,348	0.0101%
122	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	6,303,373	225,146	1,132	5	0	6,529,656	0.0097%
			6,303,373	225,146	1,132	5	0	6,529,656	0.0097%
123	1186	Lifetime HlthCare Grp 69515 Medamerica Ins Co	0	0	6,356,790	0	0	6,356,790	0.0095%
			0	0	6,356,790	0	0	6,356,790	0.0095%
124	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	5,886,140	425,786	1,681	8,812	0	6,322,419	0.0094%
			5,886,140	425,786	1,681	8,812	0	6,322,419	0.0094%

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125	28	AMICA MUT GRP 72222 Amica Life Ins Co	5,483,515	299,903	0	0	0	5,783,418	0.0086%
			5,483,515	299,903	0	0	0	5,783,418	0.0086%
126	4712	GPM Life Grp 63967 Government Personnel Mut Life Ins Co 67059 GPM Hlth & Life Ins Co	3,696,508	12,009	41,501	0	0	3,750,018	0.0056%
			1,540,336	155,532	0	0	0	1,695,868	0.0025%
			5,236,844	167,541	41,501	0	0	5,445,886	0.0081%
127	687	GUARANTEE TRUST GRP 64211 Guarantee Trust Life Ins Co	2,391,370	8,762	2,799,968	95	0	5,200,195	0.0077%
			2,391,370	8,762	2,799,968	95	0	5,200,195	0.0077%
128	535	COLUMBIAN LIFE GRP 76023 Columbian Life Ins Co 62103 Columbian Mut Life Ins Co	4,860,915	5,750	0	0	0	4,866,665	0.0072%
			219,156	6,006	28,193	0	0	253,355	0.0004%
			5,080,071	11,756	28,193	0	0	5,120,020	0.0076%
129	542	INDIANA FARM BUREAU Grp 69892 United Farm Family Life Ins Co 69922 United Home Life Ins Co	3,596,701	16,025	0	307	0	3,613,033	0.0054%
			1,372,519	0	12,477	0	0	1,384,996	0.0021%
			4,969,220	16,025	12,477	307	0	4,998,029	0.0074%
130	11121	Unified Life Ins Co 11121 Unified Life Ins Co	691,366	1,842	4,226,170	0	0	4,919,378	0.0073%
			691,366	1,842	4,226,170	0	0	4,919,378	0.0073%

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131	119	HUMANA GRP 65110 Kanawha Ins Co	658,817	0	4,165,823	0	0	4,824,640	0.0072%
			658,817	0	4,165,823	0	0	4,824,640	0.0072%
132	61212	Baltimore Life Ins Co 61212 Baltimore Life Ins Co	4,270,575	0	6,555	425,000	0	4,702,130	0.0070%
			4,270,575	0	6,555	425,000	0	4,702,130	0.0070%
133	917	HCSC GRP 71129 Dearborn Natl Life Ins Co	1,851,784	0	2,534,893	274,979	0	4,661,656	0.0069%
			1,851,784	0	2,534,893	274,979	0	4,661,656	0.0069%
134	90638	Best Life & Hlth Ins Co 90638 Best Life & Hlth Ins Co	212,507	0	4,123,295	0	0	4,335,802	0.0065%
			212,507	0	4,123,295	0	0	4,335,802	0.0065%
135	60216	Amalgamated Life Ins Co 60216 Amalgamated Life Ins Co	250,811	0	3,682,629	0	0	3,933,440	0.0059%
			250,811	0	3,682,629	0	0	3,933,440	0.0059%
136	84174	ELCO Mut Life & Ann 84174 ELCO Mut Life & Ann	13,486	2,915,554	0	792,405	0	3,721,445	0.0055%
			13,486	2,915,554	0	792,405	0	3,721,445	0.0055%
137	2878	United Heritage Mut Grp 63983 United Heritage Life Ins Co	3,266,202	362,198	40,079	1,936	0	3,670,415	0.0055%
			3,266,202	362,198	40,079	1,936	0	3,670,415	0.0055%

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138	581	BOSTON MUT GRP 61476 Boston Mut Life Ins Co	2,359,750	0	1,304,815	0	0	3,664,565	0.0055%
			2,359,750	0	1,304,815	0	0	3,664,565	0.0055%
139	344	CHURCH PENSION FUND GRP 61875 Church Life Ins Corp	1,639,070	1,594,813	0	258,078	0	3,491,961	0.0052%
			1,639,070	1,594,813	0	258,078	0	3,491,961	0.0052%
140	68772	Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY	3,344,405	83,050	24,702	0	0	3,452,157	0.0051%
			3,344,405	83,050	24,702	0	0	3,452,157	0.0051%
141	350	General Electric Grp 62596 Union Fidelity Life Ins Co	1,085,336	0	2,199,059	0	0	3,284,395	0.0049%
			1,085,336	0	2,199,059	0	0	3,284,395	0.0049%
142	71404	Continental Gen Ins Co 71404 Continental Gen Ins Co	217,798	758,091	2,255,380	0	0	3,231,269	0.0048%
			217,798	758,091	2,255,380	0	0	3,231,269	0.0048%
143	4877	TWA & AMFI Corp Grp 69566 Trans World Assur Co 60429 American Fidelity Life Ins Co	1,943,302 549,818	672,966 9,415	0 0	0 0	0 0	2,616,268 559,233	0.0039% 0.0008%
			2,493,120	682,381	0	0	0	3,175,501	0.0047%
144	78662	Senior Life Ins Co 78662 Senior Life Ins Co	2,401,365	0	0	0	0	2,401,365	0.0036%
			2,401,365	0	0	0	0	2,401,365	0.0036%

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145	4826	ECG Grp 71390 Puritan Life Ins Co of Amer	1,333,646	952,154	43,930	0	0	2,329,730	0.0035%
			1,333,646	952,154	43,930	0	0	2,329,730	0.0035%
146	55	AUTOMOBILE CLUB MI GRP 84522 Auto Club Life Ins Co	1,876,280	344,448	7,521	0	0	2,228,249	0.0033%
			1,876,280	344,448	7,521	0	0	2,228,249	0.0033%
147	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	2,073,311	0	149,897	0	0	2,223,208	0.0033%
			2,073,311	0	149,897	0	0	2,223,208	0.0033%
148	63223	Federal Life Ins Co 63223 Federal Life Ins Co	1,946,204	104,011	16,819	0	0	2,067,034	0.0031%
			1,946,204	104,011	16,819	0	0	2,067,034	0.0031%
149	150	OLD REPUBLIC GRP 67261 Old Republic Life Ins Co	2,058,648	0	1,681	0	0	2,060,329	0.0031%
			2,058,648	0	1,681	0	0	2,060,329	0.0031%
150	801	DIRECTORS INVESTMENT GRP 99775 Funeral Directors Life Ins Co	1,304,705	455,435	0	0	0	1,760,140	0.0026%
			1,304,705	455,435	0	0	0	1,760,140	0.0026%
151	473	AMERICAN FAMILY INS GRP 60399 American Family Life Ins Co	1,752,940	4,717	0	0	0	1,757,657	0.0026%
			1,752,940	4,717	0	0	0	1,757,657	0.0026%

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152	839	WESTBRIDGE CAPITAL GRP 98205 Natl Foundation Life Ins Co	3,566	0	1,731,641	0	0	1,735,207	0.0026%
			3,566	0	1,731,641	0	0	1,735,207	0.0026%
153	440	REGAL REINS GRP 66265 Monarch Life Ins Co	115,691	0	1,043,087	0	0	1,158,778	0.0017%
			115,691	0	1,043,087	0	0	1,158,778	0.0017%
154	62928	EMC Natl Life Co 62928 EMC Natl Life Co	890,534	54,145	1,741	10,047	0	956,467	0.0014%
			890,534	54,145	1,741	10,047	0	956,467	0.0014%
155	520	NEW ERA LIFE GRP 67784 Philadelphia Amer Life Ins Co 69698 New Era Life Ins Co Of Midwest 78743 New Era Life Ins Co	0 13,633 1,599	0 1,345 127	858,389 0 0	0 12,285 641	0 0 0	858,389 27,263 2,367	0.0013% 0.0000% 0.0000%
			15,232	1,472	858,389	12,926	0	888,019	0.0013%
156	63819	Unity Financial Life Ins Co 63819 Unity Financial Life Ins Co	693,115	0	0	0	0	693,115	0.0010%
			693,115	0	0	0	0	693,115	0.0010%
157	690	CENTRAL STATES GRP 61751 Central States H & L Co Of Omaha	448,566	0	108,021	0	0	556,587	0.0008%
			448,566	0	108,021	0	0	556,587	0.0008%
158	4888	Equitable Family Ins Co Grp 89184 Sterling Investors Life Ins Co	262,463	203,878	62,281	0	0	528,622	0.0008%
			262,463	203,878	62,281	0	0	528,622	0.0008%

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159	67032	North Carolina Mut Life Ins Co 67032 North Carolina Mut Life Ins Co	41,309	1,200	396,031	0	0	438,540	0.0007%
			41,309	1,200	396,031	0	0	438,540	0.0007%
160	67393	Ozark Natl Life Ins Co 67393 Ozark Natl Life Ins Co	193,336	315	932	0	0	194,583	0.0003%
			193,336	315	932	0	0	194,583	0.0003%
161	669	ZALE CORP GRP 71323 Zale Life Ins Co	54,225	0	57,896	0	0	112,121	0.0002%
			54,225	0	57,896	0	0	112,121	0.0002%
162	4764	Reservoir Capital Grp 60183 S USA Life Ins Co Inc	99,936	0	4,316	0	0	104,252	0.0002%
			99,936	0	4,316	0	0	104,252	0.0002%
163	2858	Homesield Capital Grp 99724 LifeShield Natl Ins Co	21,381	0	30,886	0	0	52,267	0.0001%
			21,381	0	30,886	0	0	52,267	0.0001%
164	4903	HLAZ Holdings Grp 90247 Rx Life Ins Co	45,581	2,550	0	150	0	48,281	0.0001%
			45,581	2,550	0	150	0	48,281	0.0001%
165	64904	Investors Heritage Life Ins Co 64904 Investors Heritage Life Ins Co	40,823	1,260	0	0	0	42,083	0.0001%
			40,823	1,260	0	0	0	42,083	0.0001%

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166	411	MAPFRE INS GRP 85561 MAPFRE Life Ins Co	21,337	0	5,358	0	0	26,695	0.0000%
			21,337	0	5,358	0	0	26,695	0.0000%
167	42129	United Security Assur Co Of PA 42129 United Security Assur Co Of PA	0	0	19,596	0	0	19,596	0.0000%
			0	0	19,596	0	0	19,596	0.0000%
168	471	Wells Fargo Grp 62383 Centurion Life Ins Co	16,209	0	0	0	0	16,209	0.0000%
			16,209	0	0	0	0	16,209	0.0000%
169	629	PLATEAU GRP 97152 Plateau Ins Co	4,152	0	10,691	0	0	14,843	0.0000%
			4,152	0	10,691	0	0	14,843	0.0000%
170	1207	Cambia Health Solutions Inc 97985 LifeMap Assur Co	3,920	0	6,166	0	0	10,086	0.0000%
			3,920	0	6,166	0	0	10,086	0.0000%
171	181	SWISS RE GRP 73504 Lumico Life Ins Co	8,286	0	0	0	0	8,286	0.0000%
			8,286	0	0	0	0	8,286	0.0000%
172	70955	USA Life One Ins Co Of IN 70955 USA Life One Ins Co Of IN	1,311	0	0	0	0	1,311	0.0000%
			1,311	0	0	0	0	1,311	0.0000%

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173	4729	Corvesta Grp 78301 Corvesta Life Ins Co	421	0	0	0	0	421	0.0000%
			421	0	0	0	0	421	0.0000%
Total:			17,492,336,676	22,281,212,685	16,306,142,184	2,384,292,246	8,738,005,564	67,201,989,355	100.0000%

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1	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	8,211,278	0	1,471	0	0	8,212,749	0.0122%
			8,211,278	0	1,471	0	0	8,212,749	0.0122%
2	4853	AAA Life Grp 71854 AAA Life Ins Co	229,593,502	72,151,916	14,401,545	456,902	0	316,603,865	0.4711%
			229,593,502	72,151,916	14,401,545	456,902	0	316,603,865	0.4711%
3	4824	Advantage Capital Grp 68802 Sentinel Security Life Ins Co 71471 Ability Ins Co	2,429,344 20,313	47,876,029 0	199,806 903,343	11,643,584 0	0 0	62,148,763 923,656	0.0925% 0.0014%
			2,449,657	47,876,029	1,103,149	11,643,584	0	63,072,419	0.0939%
4	468	Aegon US Holding Grp 86231 Transamerica Life Ins Co 66281 Transamerica Premier Life Ins Co 70688 Transamerica Financial Life Ins Co 79022 Transamerica Advisors Life Ins Co	461,365,365 543,481,251 955,691 749,051	240,202,140 106,415,262 658,918 9,552	101,678,953 73,269,298 739,016 0	396,969 11,813 0 0	1,428,926,620 115,674 452,919,396 0	2,232,570,047 723,293,298 455,273,021 758,603	3.3222% 1.0763% 0.6775% 0.0011%
			1,006,551,358	347,285,872	175,687,267	408,782	1,881,961,690	3,411,894,969	5.0771%
5	1	AETNA GRP 60054 Aetna Life Ins Co 90328 First Hlth Life & Hlth Ins Co 68500 Continental Life Ins Co Brentwood 78700 Aetna Hlth & Life Ins Co	68,233,800 3,228 5,967 0	1,470,136 0 0 0	1,861,003,773 38,032,311 21,216,765 99,723	5,334,643 0 0 0	0 0 0 0	1,936,042,352 38,035,539 21,222,732 99,723	2.8809% 0.0566% 0.0316% 0.0001%
			68,242,995	1,470,136	1,920,352,572	5,334,643	0	1,995,400,346	2.9693%

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6	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	26,213,028	0	374,732,770	0	0	400,945,798	0.5966%
		71730 Continental Amer Ins Co	264,949	0	36,519,993	0	0	36,784,942	0.0547%
			26,477,977	0	411,252,763	0	0	437,730,740	0.6514%
7	761	ALLIANZ INS GRP							
		90611 Allianz Life Ins Co Of N Amer	190,783,420	1,254,536,097	9,528,062	0	0	1,454,847,579	2.1649%
			190,783,420	1,254,536,097	9,528,062	0	0	1,454,847,579	2.1649%
8	8	ALLSTATE INS GRP							
		60186 Allstate Life Ins Co	50,324,038	4,176,494	2,565,938	0	0	57,066,470	0.0849%
		60534 American Heritage Life Ins Co	5,731,739	7,355	44,737,474	0	0	50,476,568	0.0751%
		70866 Allstate Assur Co	22,729,964	5,000	0	0	0	22,734,964	0.0338%
		70874 Allstate Life Ins Co Of NY	569,250	300	30,326	0	0	599,876	0.0009%
			79,354,991	4,189,149	47,333,738	0	0	130,877,878	0.1948%
9	60216	Amalgamated Life Ins Co							
		60216 Amalgamated Life Ins Co	250,811	0	3,682,629	0	0	3,933,440	0.0059%
			250,811	0	3,682,629	0	0	3,933,440	0.0059%
10	574	AMERCO CORP GRP							
		76112 Oxford Life Ins Co	3,049,974	28,632,420	502,596	0	0	32,184,990	0.0479%
			3,049,974	28,632,420	502,596	0	0	32,184,990	0.0479%
11	3527	American Enterprise Mut Grp							
		71480 Great Western Ins Co	24,885,228	964,843	0	0	0	25,850,071	0.0385%
		60836 American Republic Ins Co	205,851	0	558,811	0	0	764,662	0.0011%
		31119 Medico Ins Co	15,422	0	569,586	0	0	585,008	0.0009%
			25,106,501	964,843	1,128,397	0	0	27,199,741	0.0405%

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12	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	24,168	226,343,244	0	684,919	0	227,052,331	0.3379%
		13183 Eagle Life Ins Co	0	28,383,953	0	0	0	28,383,953	0.0422%
			24,168	254,727,197	0	684,919	0	255,436,284	0.3801%
13	473	AMERICAN FAMILY INS GRP							
		60399 American Family Life Ins Co	1,752,940	4,717	0	0	0	1,757,657	0.0026%
			1,752,940	4,717	0	0	0	1,757,657	0.0026%
14	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	36,632,768	71,783,601	150,979,724	0	0	259,396,093	0.3860%
		60801 American Public Life Ins Co	14,112	0	1,469,754	0	0	1,483,866	0.0022%
			36,646,880	71,783,601	152,449,478	0	0	260,879,959	0.3882%
15	84	American Financial Grp							
		63312 Great Amer Life Ins Co	7,603,056	353,961,937	12,230	78,307	0	361,655,530	0.5382%
		93661 Annuity Investors Life Ins Co	0	37,881,372	0	0	0	37,881,372	0.0564%
		67083 Manhattan Natl Life Ins Co	2,273,936	2,427	0	0	0	2,276,363	0.0034%
			9,876,992	391,845,736	12,230	78,307	0	401,813,265	0.5979%
16	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	501,973,837	1,292,793,554	11,871,196	45,843,268	0	1,852,481,855	2.7566%
		70238 Variable Ann Life Ins Co	0	293,626,402	0	39,745,749	0	333,372,151	0.4961%
		70106 United States Life Ins Co in the Cit	9,377,986	1,944,873	12,055,936	0	0	23,378,795	0.0348%
			511,351,823	1,588,364,829	23,927,132	85,589,017	0	2,209,232,801	3.2875%

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17	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	70,772,919	169,045,110	730,751	11,931,536	0	252,480,316	0.3757%
		86355 Standard Life & Accident Ins Co	958,503	6,962	6,889,396	0	0	7,854,861	0.0117%
		71773 American Natl Life Ins Co Of TX	138,661	0	2,867,055	0	0	3,005,716	0.0045%
		63657 Garden State Life Ins Co	1,530,720	0	1,065	0	0	1,531,785	0.0023%
			73,400,803	169,052,072	10,488,267	11,931,536	0	264,872,678	0.3941%
18	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	118,279,548	380,198,027	31,153,773	2,690,658	0	532,322,006	0.7921%
			118,279,548	380,198,027	31,153,773	2,690,658	0	532,322,006	0.7921%
19	943	Ameritas Mut Holding GRP							
		61301 Ameritas Life Ins Corp	72,771,176	135,677,865	93,988,420	9,898,147	0	312,335,608	0.4648%
			72,771,176	135,677,865	93,988,420	9,898,147	0	312,335,608	0.4648%
20	28	AMICA MUT GRP							
		72222 Amica Life Ins Co	5,483,515	299,903	0	0	0	5,783,418	0.0086%
			5,483,515	299,903	0	0	0	5,783,418	0.0086%
21	2538	AmTrust NGH Grp							
		82538 National Hlth Ins Co	0	0	19,172,299	0	0	19,172,299	0.0285%
			0	0	19,172,299	0	0	19,172,299	0.0285%
22	671	Anthem Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	50,662,900	0	1,944,977,732	0	0	1,995,640,632	2.9696%
		61069 Anthem Life Ins Co	4,150,327	0	20,672,791	0	0	24,823,118	0.0369%
		80314 Unicare Life & Hlth Ins Co	4,216,953	0	1,867,695	0	0	6,084,648	0.0091%
			59,030,180	0	1,967,518,218	0	0	2,026,548,398	3.0156%

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23	19	Assurant Inc Grp							
		67989 American Memorial Life Ins Co	123,448,408	552,240	13	0	0	124,000,661	0.1845%
		70408 Union Security Ins Co	22,099,615	2,120,887	82,404,246	0	0	106,624,748	0.1587%
		69477 Time Ins Co	985,240	0	9,233,429	0	0	10,218,669	0.0152%
		60275 American Bankers Life Assur Co Of FL	1,094,559	1,465	1,249,321	0	0	2,345,345	0.0035%
		65080 John Alden Life Ins Co	683,106	5,000	375,642	0	0	1,063,748	0.0016%
			148,310,928	2,679,592	93,262,651	0	0	244,253,171	0.3635%
24	4862	Assurity Grp							
		71439 Assurity Life Ins Co	14,748,886	129,555	5,605,082	418,298	0	20,901,821	0.0311%
			14,748,886	129,555	5,605,082	418,298	0	20,901,821	0.0311%
25	4734	Athene Grp							
		61689 Athene Ann & Life Co	9,332,035	676,532,236	135,051	851,982	0	686,851,304	1.0221%
		61492 Athene Annuity & Life Assur Co	4,372,104	13,756	1,321,963	0	0	5,707,823	0.0085%
		68039 Athene Ann & Life Assur Co of NY	675,351	281,361	0	0	0	956,712	0.0014%
			14,379,490	676,827,353	1,457,014	851,982	0	693,515,839	1.0320%
26	55	AUTOMOBILE CLUB MI GRP							
		84522 Auto Club Life Ins Co	1,876,280	344,448	7,521	0	0	2,228,249	0.0033%
			1,876,280	344,448	7,521	0	0	2,228,249	0.0033%
27	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	222,228,427	987,577,601	4,613,170	0	37,240,253	1,251,659,451	1.8625%
		78077 Mony Life Ins Co Of Amer	85,422,460	1,945,503	531,780	0	0	87,899,743	0.1308%
		84530 US Financial Life Ins Co	7,903,446	0	0	0	0	7,903,446	0.0118%
		62880 AXA Equitable Life & Ann Co	1,506,652	0	0	0	0	1,506,652	0.0022%
			317,060,985	989,523,104	5,144,950	0	37,240,253	1,348,969,292	2.0073%

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28	61212	Baltimore Life Ins Co 61212 Baltimore Life Ins Co	4,270,575	0	6,555	425,000	0	4,702,130	0.0070%
			4,270,575	0	6,555	425,000	0	4,702,130	0.0070%
29	872	BANNER LIFE GRP 94250 Banner Life Ins Co	114,470,138	43,424,497	0	337,500	0	158,232,135	0.2355%
			114,470,138	43,424,497	0	337,500	0	158,232,135	0.2355%
30	572	BCBS OF MI GRP 77720 LifeSecure Ins Co	444,120	26,054	6,292,174	0	0	6,762,348	0.0101%
			444,120	26,054	6,292,174	0	0	6,762,348	0.0101%
31	661	BCBS of SC Grp 92444 Companion Life Ins Co of CA	12,264	13,000	6,757,274	0	0	6,782,538	0.0101%
			12,264	13,000	6,757,274	0	0	6,782,538	0.0101%
32	23	BCS INS GRP 80985 4 Ever Life Ins Co	456,685	0	40,258,978	-25,602	0	40,690,061	0.0605%
			456,685	0	40,258,978	-25,602	0	40,690,061	0.0605%
33	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	6,303,373	225,146	1,132	5	0	6,529,656	0.0097%
			6,303,373	225,146	1,132	5	0	6,529,656	0.0097%

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34	31	BERKSHIRE HATHAWAY GRP							
		62345 Berkshire Hathaway Life Ins Co NE	0	10,036,830	0	200,000	0	10,236,830	0.0152%
		97764 Idealife Ins Co	155,906	1,562	20,173	0	0	177,641	0.0003%
		82880 CSI Life Ins Co	9,754	0	0	0	0	9,754	0.0000%
		76007 Old United Life Ins Co	535	0	0	0	0	535	0.0000%
			166,195	10,038,392	20,173	200,000	0	10,424,760	0.0155%
35	90638	Best Life & Hlth Ins Co							
		90638 Best Life & Hlth Ins Co	212,507	0	4,123,295	0	0	4,335,802	0.0065%
			212,507	0	4,123,295	0	0	4,335,802	0.0065%
36	2798	Blue Shield of CA Grp							
		61557 Blue Shield of CA Life & Hlth Ins Co	9,751,329	0	252,485,331	0	0	262,236,660	0.3902%
		71331 Careamerica Life Ins Co	4,500	0	0	0	0	4,500	0.0000%
			9,755,829	0	252,485,331	0	0	262,241,160	0.3902%
37	581	BOSTON MUT GRP							
		61476 Boston Mut Life Ins Co	2,359,750	0	1,304,815	0	0	3,664,565	0.0055%
			2,359,750	0	1,304,815	0	0	3,664,565	0.0055%
38	1207	Cambia Health Solutions Inc							
		97985 LifeMap Assur Co	3,920	0	6,166	0	0	10,086	0.0000%
			3,920	0	6,166	0	0	10,086	0.0000%
39	1295	CENTENE CORP GRP							
		66141 Health Net Life Ins Co	1,379,948	0	887,567,824	0	0	888,947,772	1.3228%
			1,379,948	0	887,567,824	0	0	888,947,772	1.3228%

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40	690	CENTRAL STATES GRP							
		61751 Central States H & L Co Of Omaha	448,566	0	108,021	0	0	556,587	0.0008%
			448,566	0	108,021	0	0	556,587	0.0008%
41	626	Chubb Ltd Grp							
		62146 Combined Ins Co Of Amer	3,977,944	0	44,388,038	0	0	48,365,982	0.0720%
			3,977,944	0	44,388,038	0	0	48,365,982	0.0720%
42	344	CHURCH PENSION FUND GRP							
		61875 Church Life Ins Corp	1,639,070	1,594,813	0	258,078	0	3,491,961	0.0052%
			1,639,070	1,594,813	0	258,078	0	3,491,961	0.0052%
43	901	CIGNA HLTH GRP							
		67369 Cigna Hlth & Life Ins Co	10,279	0	1,314,961,112	-3,975	0	1,314,967,416	1.9567%
		65498 Life Ins Co Of N Amer	241,001,688	0	277,563,811	0	0	518,565,499	0.7717%
		62308 Connecticut Gen Life Ins Co	27,476,033	192,356	5,863,445	173,741	0	33,705,575	0.0502%
		65722 Loyal Amer Life Ins Co	89,152	910	28,052,407	2,391	0	28,144,860	0.0419%
		77399 Sterling Life Ins Co	3,089	0	635,798	0	0	638,887	0.0010%
		88366 American Retirement Life Ins Co	0	0	348,954	0	0	348,954	0.0005%
		67903 Provident Amer Life & Hlth Ins Co	475	0	9,994	0	0	10,469	0.0000%
			268,580,716	193,266	1,627,435,521	172,157	0	1,896,381,660	2.8219%
44	244	CINCINNATI FIN GRP							
		76236 The Cincinnati Life Ins Co	7,032,820	248,958	13,344	0	0	7,295,122	0.0109%
			7,032,820	248,958	13,344	0	0	7,295,122	0.0109%

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45	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	32,705,645	44,251,356	44,537,722	0	0	121,494,723	0.1808%
		62065 Colonial Penn Life Ins Co	21,570,735	0	27,286,127	0	0	48,856,862	0.0727%
		70319 Washington Natl Ins Co	5,574,343	1,248,750	16,354,179	0	0	23,177,272	0.0345%
			59,850,723	45,500,106	88,178,028	0	0	193,528,857	0.2880%
46	535	COLUMBIAN LIFE GRP							
		76023 Columbian Life Ins Co	4,860,915	5,750	0	0	0	4,866,665	0.0072%
		62103 Columbian Mut Life Ins Co	219,156	6,006	28,193	0	0	253,355	0.0004%
			5,080,071	11,756	28,193	0	0	5,120,020	0.0076%
47	71404	Continental Gen Ins Co							
		71404 Continental Gen Ins Co	217,798	758,091	2,255,380	0	0	3,231,269	0.0048%
			217,798	758,091	2,255,380	0	0	3,231,269	0.0048%
48	4729	Corvesta Grp							
		78301 Corvesta Life Ins Co	421	0	0	0	0	421	0.0000%
			421	0	0	0	0	421	0.0000%
49	306	CUNA MUT GRP							
		62626 CMFG Life Ins Co	28,859,327	3,228,337	34,598,231	369,982	54,677,023	121,732,900	0.1811%
		86126 Members Life Ins Co	112,939	41,991,927	0	0	0	42,104,866	0.0627%
			28,972,266	45,220,264	34,598,231	369,982	54,677,023	163,837,766	0.2438%
50	801	DIRECTORS INVESTMENT GRP							
		99775 Funeral Directors Life Ins Co	1,304,705	455,435	0	0	0	1,760,140	0.0026%
			1,304,705	455,435	0	0	0	1,760,140	0.0026%

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51	4826	ECG Grp 71390 Puritan Life Ins Co of Amer	1,333,646	952,154	43,930	0	0	2,329,730	0.0035%
			1,333,646	952,154	43,930	0	0	2,329,730	0.0035%
52	84174	ELCO Mut Life & Ann 84174 ELCO Mut Life & Ann	13,486	2,915,554	0	792,405	0	3,721,445	0.0055%
			13,486	2,915,554	0	792,405	0	3,721,445	0.0055%
53	62928	EMC Natl Life Co 62928 EMC Natl Life Co	890,534	54,145	1,741	10,047	0	956,467	0.0014%
			890,534	54,145	1,741	10,047	0	956,467	0.0014%
54	4888	Equitable Family Ins Co Grp 89184 Sterling Investors Life Ins Co	262,463	203,878	62,281	0	0	528,622	0.0008%
			262,463	203,878	62,281	0	0	528,622	0.0008%
55	62510	Equitrust Life Ins Co 62510 Equitrust Life Ins Co	5,778,583	105,128,733	0	3,558,251	0	114,465,567	0.1703%
			5,778,583	105,128,733	0	3,558,251	0	114,465,567	0.1703%
56	63223	Federal Life Ins Co 63223 Federal Life Ins Co	1,946,204	104,011	16,819	0	0	2,067,034	0.0031%
			1,946,204	104,011	16,819	0	0	2,067,034	0.0031%
57	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	9,985,188	274,500	1,922,131	0	0	12,181,819	0.0181%
			9,985,188	274,500	1,922,131	0	0	12,181,819	0.0181%

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58	4914	FGL Holdings Grp 63274 Fidelity & Guar Life Ins Co	105,742,021	351,030,860	0	355,747	0	457,128,628	0.6802%
			105,742,021	351,030,860	0	355,747	0	457,128,628	0.6802%
59	981	FIDELITY INVESTMENT INS & ANN GRP 93696 Fidelity Investments Life Ins Co	2,148,105	198,964,893	0	0	0	201,112,998	0.2993%
			2,148,105	198,964,893	0	0	0	201,112,998	0.2993%
60	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	12,478,662	0	24,240	0	0	12,502,902	0.0186%
			12,478,662	0	24,240	0	0	12,502,902	0.0186%
61	451	FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co	1,552,851	327,620	57,097,297	0	0	58,977,768	0.0878%
			1,552,851	327,620	57,097,297	0	0	58,977,768	0.0878%
62	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	14,882,713	53,148,338	55,882	334,854	0	68,421,787	0.1018%
		90212 Great Southern Life Ins Co	3,583,107	346,663	139,929	45,883	0	4,115,582	0.0061%
		67180 Ohio State Life Ins Co	2,516,607	847	57	195	0	2,517,706	0.0037%
		63487 Investors Life Ins Co N Amer	1,260,224	0	0	0	0	1,260,224	0.0019%
		66540 National Farmers Union Life Ins Co	497,256	17	0	0	0	497,273	0.0007%
		87645 United Fidelity Life Ins Co	374,184	10,383	0	3,129	0	387,696	0.0006%
			23,114,091	53,506,248	195,868	384,061	0	77,200,268	0.1149%
63	63495	Foresters Life Ins Ann Co 63495 Foresters Life Ins Ann Co	7,974,664	11,831,093	249	278,000	0	20,084,006	0.0299%
			7,974,664	11,831,093	249	278,000	0	20,084,006	0.0299%

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64	4716	Fortress Grp							
		60518 American Hlth & Life Ins Co	2,643,902	0	2,186,199	14,367	0	4,844,468	0.0072%
		65951 Merit Life Ins Co	1,570,133	0	1,133,906	0	0	2,704,039	0.0040%
			4,214,035	0	3,320,105	14,367	0	7,548,507	0.0112%
65	350	General Electric Grp							
		62596 Union Fidelity Life Ins Co	1,085,336	0	2,199,059	0	0	3,284,395	0.0049%
			1,085,336	0	2,199,059	0	0	3,284,395	0.0049%
66	450	GENEVE HOLDINGS INC GRP							
		69078 Standard Security Life Ins Co Of NY	19,438	0	9,244,897	0	0	9,264,335	0.0138%
		65781 Madison Natl Life Ins Co Inc	553,736	782,212	1,820,665	0	0	3,156,613	0.0047%
			573,174	782,212	11,065,562	0	0	12,420,948	0.0185%
67	4011	Genworth Fin Grp							
		70025 Genworth Life Ins Co	35,395,152	662,450	291,370,726	0	0	327,428,328	0.4872%
		65536 Genworth Life & Ann Ins Co	145,112,072	2,057,889	1,913,747	0	0	149,083,708	0.2218%
			180,507,224	2,720,339	293,284,473	0	0	476,512,036	0.7091%
68	4736	GGC Grp							
		93548 PHL Variable Ins Co	41,977,311	34,165,963	0	0	0	76,143,274	0.1133%
		67814 Phoenix Life Ins Co	16,915,541	323,396	133,884	0	0	17,372,821	0.0259%
		62359 Constitution Life Ins Co	257,228	600	2,441,501	0	0	2,699,329	0.0040%
		68284 Pyramid Life Ins Co	17,524	0	39,678	0	0	57,202	0.0001%
			59,167,604	34,489,959	2,615,063	0	0	96,272,626	0.1433%

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69	3891	Goldman Sachs Grp							
		91642 Forethought Life Ins Co	31,388,733	513,287,579	1,366,535	0	0	546,042,847	0.8125%
		62200 Accordia Life & Ann Co	139,546,870	0	0	0	0	139,546,870	0.2077%
		84824 Commonwealth Ann & Life Ins Co	3,430,976	5,432,584	9,028	147,505	0	9,020,093	0.0134%
		69140 First Allmerica Fin Life Ins Co	787,162	7,275	1,126	0	0	795,563	0.0012%
			175,153,741	518,727,438	1,376,689	147,505	0	695,405,373	1.0348%
70	4712	GPM Life Grp							
		63967 Government Personnel Mut Life Ins Co	3,696,508	12,009	41,501	0	0	3,750,018	0.0056%
		67059 GPM Hlth & Life Ins Co	1,540,336	155,532	0	0	0	1,695,868	0.0025%
			5,236,844	167,541	41,501	0	0	5,445,886	0.0081%
71	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	96,266,224	588,603,916	6,447,325	2,505,047	0	693,822,512	1.0324%
		80659 US Business of Canada Life Assur Co	6,043,952	103,003	264,652	0	0	6,411,607	0.0095%
		80705 US Br Great West Life Assur Co	1,130,714	0	399,188	0	0	1,529,902	0.0023%
			103,440,890	588,706,919	7,111,165	2,505,047	0	701,764,021	1.0443%
72	4794	Group One Thousand One Grp							
		79065 Delaware Life Ins Co	2,457,610	106,807,777	0	0	0	109,265,387	0.1626%
			2,457,610	106,807,777	0	0	0	109,265,387	0.1626%
73	687	GUARANTEE TRUST GRP							
		64211 Guarantee Trust Life Ins Co	2,391,370	8,762	2,799,968	95	0	5,200,195	0.0077%
			2,391,370	8,762	2,799,968	95	0	5,200,195	0.0077%
74	64238	Guaranty Income Life Ins Co							
		64238 Guaranty Income Life Ins Co	7,348	7,990,673	185,381	99,025	0	8,282,427	0.0123%
			7,348	7,990,673	185,381	99,025	0	8,282,427	0.0123%

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75	429	GUARDIAN LIFE GRP							
		64246 Guardian Life Ins Co Of Amer	244,938,587	841,537	438,765,452	0	0	684,545,576	1.0186%
		78778 Guardian Ins & Ann Co Inc	2,185,024	66,644,153	0	383,754	2,438,235	71,651,166	0.1066%
		71714 Berkshire Life Ins Co of Amer	552,408	0	45,344,554	0	0	45,896,962	0.0683%
		60003 Park Avenue Life Ins Co	266,780	0	0	0	0	266,780	0.0004%
		74004 Family Serv Life Ins Co	1,180	0	0	0	0	1,180	0.0000%
			247,943,979	67,485,690	484,110,006	383,754	2,438,235	802,361,664	1.1940%
76	91	HARTFORD FIRE & CAS GRP							
		88072 Hartford Life Ins Co	7,582,953	25,087,180	2,433,991	230,913,726	146,294,865	412,312,715	0.6135%
		70815 Hartford Life & Accident Ins Co	108,027,548	283	132,138,403	0	0	240,166,234	0.3574%
		71153 Hartford Life & Ann Ins Co	96,981,053	16,605,812	-24,179	0	6,002,383	119,565,069	0.1779%
		81213 American Maturity Life Ins Co	0	0	0	0	1,653	1,653	0.0000%
			212,591,554	41,693,275	134,548,215	230,913,726	152,298,901	772,045,671	1.1488%
77	917	HCSC GRP							
		71129 Dearborn Natl Life Ins Co	1,851,784	0	2,534,893	274,979	0	4,661,656	0.0069%
			1,851,784	0	2,534,893	274,979	0	4,661,656	0.0069%
78	264	HealthMarkets Grp							
		61832 Chesapeake Life Ins Co	5,124,215	127,632	17,637,963	0	0	22,889,810	0.0341%
		66087 Mid West Natl Life Ins Co Of TN	972,355	39,409	1,591,763	0	0	2,603,527	0.0039%
			6,096,570	167,041	19,229,726	0	0	25,493,337	0.0379%
79	812	HIGHMARK GRP							
		93440 HM Life Ins Co	6,862	0	35,418,481	0	0	35,425,343	0.0527%
			6,862	0	35,418,481	0	0	35,425,343	0.0527%

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80	4903	HLAZ Holdings Grp 90247 Rx Life Ins Co	45,581	2,550	0	150	0	48,281	0.0001%
			45,581	2,550	0	150	0	48,281	0.0001%
81	2858	Homesield Capital Grp 99724 LifeShield Natl Ins Co	21,381	0	30,886	0	0	52,267	0.0001%
			21,381	0	30,886	0	0	52,267	0.0001%
82	64505	Homesteaders Life Co 64505 Homesteaders Life Co	34,177,378	376,242	0	0	0	34,553,620	0.0514%
			34,177,378	376,242	0	0	0	34,553,620	0.0514%
83	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	5,059,486	22,976,514	11,019	0	0	28,047,019	0.0417%
			5,059,486	22,976,514	11,019	0	0	28,047,019	0.0417%
84	119	HUMANA GRP 65110 Kanawha Ins Co	658,817	0	4,165,823	0	0	4,824,640	0.0072%
			658,817	0	4,165,823	0	0	4,824,640	0.0072%
85	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	2,073,311	0	149,897	0	0	2,223,208	0.0033%
			2,073,311	0	149,897	0	0	2,223,208	0.0033%
86	542	INDIANA FARM BUREAU Grp 69892 United Farm Family Life Ins Co 69922 United Home Life Ins Co	3,596,701	16,025	0	307	0	3,613,033	0.0054%
			1,372,519	0	12,477	0	0	1,384,996	0.0021%
			4,969,220	16,025	12,477	307	0	4,998,029	0.0074%

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87	81779	Individual Assur Co Life Hlth & Acc 81779 Individual Assur Co Life Hlth & Acc	0	0	14,378,124	0	0	14,378,124	0.0214%
			0	0	14,378,124	0	0	14,378,124	0.0214%
88	315	INDUSTRIAL ALLIANCE GRP							
	68594	American Amicable Life Ins Co Of TX	9,138,631	404,704	0	0	0	9,543,335	0.0142%
	91693	IA Amer Life Ins Co	8,158,866	146,655	8,558	0	0	8,314,079	0.0124%
	14406	Industrial Alliance Ins & Fin Serv I	4,327,932	3,522,641	0	0	0	7,850,573	0.0117%
	67148	Occidental Life Ins Co Of NC	3,223,318	843,102	0	0	0	4,066,420	0.0061%
	67873	Pioneer Amer Ins Co	1,104,769	1,840	0	0	0	1,106,609	0.0016%
	67946	Pioneer Security Life Ins Co	309,368	540	0	0	0	309,908	0.0005%
			26,262,884	4,919,482	8,558	0	0	31,190,924	0.0464%
89	64904	Investors Heritage Life Ins Co 64904 Investors Heritage Life Ins Co	40,823	1,260	0	0	0	42,083	0.0001%
			40,823	1,260	0	0	0	42,083	0.0001%
90	918	JACKSON NATL GRP							
	65056	Jackson Natl Life Ins Co	96,606,834	1,752,336,871	4,735,165	1,115,280	0	1,854,794,150	2.7600%
			96,606,834	1,752,336,871	4,735,165	1,115,280	0	1,854,794,150	2.7600%
91	904	JOHN HANCOCK GRP							
	65838	John Hancock Life Ins Co USA	506,769,434	9,710,230	108,534,915	0	1,966,380,917	2,591,395,496	3.8561%
	93610	John Hancock Life & Hlth Ins Co	109,679	0	2,821,054	0	0	2,930,733	0.0044%
			506,879,113	9,710,230	111,355,969	0	1,966,380,917	2,594,326,229	3.8605%

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92	588	KANSAS CITY LIFE INS GRP							
		65129 Kansas City Life Ins Co	13,105,436	3,682,757	1,217,501	109,485	0	18,115,179	0.0270%
		69272 Sunset Life Ins Co Of Amer	3,945,154	1,122,202	0	458	0	5,067,814	0.0075%
		67199 Old Amer Ins Co	4,507,479	0	52,577	0	0	4,560,056	0.0068%
			21,558,069	4,804,959	1,270,078	109,943	0	27,743,049	0.0413%
93	215	Kemper Corp Grp							
		69930 United Ins Co Of Amer	17,200,940	0	572,405	0	0	17,773,345	0.0264%
		68462 Reserve Natl Ins Co	8,461	0	114,907	0	0	123,368	0.0002%
		68357 Reliable Life Ins Co	16,202	0	351	0	0	16,553	0.0000%
			17,225,603	0	687,663	0	0	17,913,266	0.0267%
94	4844	LIA Holdings Grp							
		60232 Lombard Intl Life Assur Co	904,566	99,552,640	0	0	0	100,457,206	0.1495%
			904,566	99,552,640	0	0	0	100,457,206	0.1495%
95	3436	Liberty Life Grp Trust Grp							
		68543 Liberty Bankers Life Ins Co	808,781	11,799,764	0	754,525	0	13,363,070	0.0199%
		61581 Capitol Life Ins Co	3,670	0	0	0	0	3,670	0.0000%
			812,451	11,799,764	0	754,525	0	13,366,740	0.0199%
96	111	LIBERTY MUT GRP							
		65315 Liberty Life Assur Co Of Boston	99,986,109	4,337,063	182,993,649	51,060	0	287,367,881	0.4276%
			99,986,109	4,337,063	182,993,649	51,060	0	287,367,881	0.4276%
97	1186	Lifetime HlthCare Grp							
		69515 Medamerica Ins Co	0	0	6,356,790	0	0	6,356,790	0.0095%
			0	0	6,356,790	0	0	6,356,790	0.0095%

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98	65927	Lincoln Heritage Life Ins Co							
	65927	Lincoln Heritage Life Ins Co	87,480,735	3,918	287,005	0	0	87,771,658	0.1306%
			87,480,735	3,918	287,005	0	0	87,771,658	0.1306%
99	20	LINCOLN NATL GRP							
	65676	Lincoln Natl Life Ins Co	704,054,984	1,047,953,059	104,782,469	0	0	1,856,790,512	2.7630%
	67652	First Penn Pacific Life Ins Co	17,968,836	0	4,573	0	0	17,973,409	0.0267%
	62057	Lincoln Life & Ann Co of NY	1,256,901	2,748,072	226,570	0	0	4,231,543	0.0063%
			723,280,721	1,050,701,131	105,013,612	0	0	1,878,995,464	2.7960%
100	1117	Manhattan Life Grp							
	65870	Manhattan Life Ins Co	1,212,567	5,795,079	51,934	0	0	7,059,580	0.0105%
	63053	Family Life Ins Co	2,313,479	1,575	961,907	0	0	3,276,961	0.0049%
	61883	ManhattanLife Assur Co of Amer	43,533	0	2,569,834	0	0	2,613,367	0.0039%
			3,569,579	5,796,654	3,583,675	0	0	12,949,908	0.0193%
101	411	MAPFRE INS GRP							
	85561	MAPFRE Life Ins Co	21,337	0	5,358	0	0	26,695	0.0000%
			21,337	0	5,358	0	0	26,695	0.0000%
102	435	MASS MUT LIFE INS GRP							
	65935	Massachusetts Mut Life Ins Co	746,821,756	338,528,105	59,714,963	258,315,319	333,756,321	1,737,136,464	2.5849%
	93432	CM Life Ins Co	27,209,532	12,272,696	0	0	0	39,482,228	0.0588%
	70416	MML Bay State Life Ins Co	4,090,898	120,000	0	0	0	4,210,898	0.0063%
			778,122,186	350,920,801	59,714,963	258,315,319	333,756,321	1,780,829,590	2.6500%

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103	1348	Meiji Yasuda Life Ins Grp							
		69019 Standard Ins Co	100,629,634	58,512,613	235,292,248	681,931	189,377,818	584,494,244	0.8698%
		64343 Pacific Guardian Life Ins Co Ltd	11,556,206	148	1,031	2,283,978	0	13,841,363	0.0206%
			112,185,840	58,512,761	235,293,279	2,965,909	189,377,818	598,335,607	0.8904%
104	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	862,353,507	475,634,707	776,978,386	29,308,357	97,236,825	2,241,511,782	3.3355%
		87726 Brighthouse Life Ins Co	284,940,951	428,095,741	13,146,576	0	29,334	726,212,602	1.0806%
		63665 General Amer Life Ins Co	102,099,336	599,636	1,076,321	0	0	103,775,293	0.1544%
		91626 New England Life Ins Co	12,110,672	818,112	42,295	0	0	12,971,079	0.0193%
		97136 Metropolitan Tower Life Ins Co	5,474,907	5,520	0	20,583	0	5,501,010	0.0082%
		62634 Delaware Amer Life Ins Co	114,646	0	220,248	0	0	334,894	0.0005%
			1,267,094,019	905,153,716	791,463,826	29,328,940	97,266,159	3,090,306,660	4.5985%
105	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	270,866,163	66,916,281	23,102,649	43,759,727	149,298,680	553,943,500	0.8243%
		93742 Securian Life Ins Co	89,765,561	196,991	3,882,858	663,227	0	94,508,637	0.1406%
		65811 American Modern Life Ins Co	59,886	0	31,471	0	0	91,357	0.0001%
			360,691,610	67,113,272	27,016,978	44,422,954	149,298,680	648,543,494	0.9651%
106	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	367,351	11,019,937	90,032	8,955	226,505,240	237,991,515	0.3541%
			367,351	11,019,937	90,032	8,955	226,505,240	237,991,515	0.3541%
107	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	178,782,196	43,170,525	58,248,059	50,043,132	72,884	330,316,796	0.4915%
		71412 Mutual Of Omaha Ins Co	0	0	75,172,326	0	0	75,172,326	0.1119%
		72850 United World Life Ins Co	103,943	0	15,695,145	0	0	15,799,088	0.0235%
			178,886,139	43,170,525	149,115,530	50,043,132	72,884	421,288,210	0.6269%

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108	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	64,946,316	4,289,265	33,102,175	7,190,042	0	109,527,798	0.1630%
		97241 Settlers Life Ins Co	45,647	515	1,317	0	0	47,479	0.0001%
		81426 Commercial Travelers Life Ins Co	0	0	19,653	0	0	19,653	0.0000%
			64,991,963	4,289,780	33,123,145	7,190,042	0	109,594,930	0.1631%
109	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	285,052,111	337,687,771	642	443,911	0	623,184,435	0.9273%
		66680 National Life Ins Co	28,730,069	152,644	2,040,959	0	0	30,923,672	0.0460%
			313,782,180	337,840,415	2,041,601	443,911	0	654,108,107	0.9733%
110	4796	National Teachers Assoc Life Group							
		87963 National Teachers Assoc Life Ins Co	224,885	0	35,596,089	0	0	35,820,974	0.0533%
			224,885	0	35,596,089	0	0	35,820,974	0.0533%
111	66850	National Western Life Ins Co							
		66850 National Western Life Ins Co	12,675,309	44,694,283	0	158,581	0	57,528,173	0.0856%
			12,675,309	44,694,283	0	158,581	0	57,528,173	0.0856%
112	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	241,753,079	30,321,576	5,635,290	0	955,613,037	1,233,322,982	1.8352%
		92657 Nationwide Life & Ann Ins Co	240,590,251	171,594	0	0	391,162,063	631,923,908	0.9403%
		64017 Jefferson Natl Life Ins Co	1,247,890	101,492,906	18,255	793,980	0	103,553,031	0.1541%
			483,591,220	131,986,076	5,653,545	793,980	1,346,775,100	1,968,799,921	2.9297%
113	4483	Nestle SA Grp							
		70939 Gerber Life Ins Co	34,485,490	0	34,297,262	0	0	68,782,752	0.1024%
			34,485,490	0	34,297,262	0	0	68,782,752	0.1024%

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114	520	NEW ERA LIFE GRP							
		67784 Philadelphia Amer Life Ins Co	0	0	858,389	0	0	858,389	0.0013%
		69698 New Era Life Ins Co Of Midwest	13,633	1,345	0	12,285	0	27,263	0.0000%
		78743 New Era Life Ins Co	1,599	127	0	641	0	2,367	0.0000%
			15,232	1,472	858,389	12,926	0	888,019	0.0013%
115	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	312,364,638	1,451,657,973	0	24,871,655	0	1,788,894,266	2.6620%
		66915 New York Life Ins Co	1,068,972,932	48,346,441	60,799,192	0	245,259,481	1,423,378,046	2.1181%
		81353 NYLife Ins Co Of AZ	6,573,244	0	0	0	0	6,573,244	0.0098%
			1,387,910,814	1,500,004,414	60,799,192	24,871,655	245,259,481	3,218,845,556	4.7898%
116	81264	Nippon Life Ins Co Of Amer							
		81264 Nippon Life Ins Co Of Amer	436,551	0	112,948,253	0	0	113,384,804	0.1687%
			436,551	0	112,948,253	0	0	113,384,804	0.1687%
117	67032	North Carolina Mut Life Ins Co							
		67032 North Carolina Mut Life Ins Co	41,309	1,200	396,031	0	0	438,540	0.0007%
			41,309	1,200	396,031	0	0	438,540	0.0007%
118	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	808,345,710	88,513,776	90,287,819	1,987,098	60,000	989,194,403	1.4720%
		69000 Northwestern Long Term Care Ins Co	0	0	38,508,869	0	0	38,508,869	0.0573%
			808,345,710	88,513,776	128,796,688	1,987,098	60,000	1,027,703,272	1.5293%
119	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	37,834,250	72,556,517	767,989	1,297,673	12,549,490	125,005,919	0.1860%
		89206 Ohio Natl Life Assur Corp	39,995,225	0	1,084,683	378,612	0	41,458,520	0.0617%
			77,829,475	72,556,517	1,852,672	1,676,285	12,549,490	166,464,439	0.2477%

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Active companies only

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120	150	OLD REPUBLIC GRP 67261 Old Republic Life Ins Co	2,058,648	0	1,681	0	0	2,060,329	0.0031%
			2,058,648	0	1,681	0	0	2,060,329	0.0031%
121	619	OneAmerica Fin Partners Grp 60895 American United Life Ins Co 69116 State Life Ins Co 67911 Pioneer Mut Life Ins Co	30,637,925 74,984,389 6,248,308	517,658,192 37,487,040 31,975	98,898 3,445,566 0	1,485,297 184,943 0	0 0 0	549,880,312 116,101,938 6,280,283	0.8183% 0.1728% 0.0093%
			111,870,622	555,177,207	3,544,464	1,670,240	0	672,262,533	1.0004%
122	67393	Ozark Natl Life Ins Co 67393 Ozark Natl Life Ins Co	193,336	315	932	0	0	194,583	0.0003%
			193,336	315	932	0	0	194,583	0.0003%
123	709	PACIFIC LIFE GRP 67466 Pacific Life Ins Co 97268 Pacific Life & Ann Co	573,048,539 179,788	815,048,462 25,174	0 0	2,044,127 0	0 0	1,390,141,128 204,962	2.0686% 0.0003%
			573,228,327	815,073,636	0	2,044,127	0	1,390,346,090	2.0689%
124	525	PAN AMER LIFE GRP 67539 Pan Amer Life Ins Co 66427 Mutual Trust Life Ins Co a Pan Amer 93459 Pan Amer Assur Co	488,291 31,801,967 2,184,795	13,980 162,867 0	38,239,111 18,401 0	0 0 0	0 0 0	38,741,382 31,983,235 2,184,795	0.0576% 0.0476% 0.0033%
			34,475,053	176,847	38,257,512	0	0	72,909,412	0.1085%

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125	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	131,167,606	13,116,672	651,283	4,121,343	0	149,056,904	0.2218%
		93262 Penn Ins & Ann Co	32,463,539	8,650,263	0	0	0	41,113,802	0.0612%
		68632 Vantis Life Ins Co	324,671	7,000	0	0	0	331,671	0.0005%
		68446 Longevity Ins Co	14,817	2,000	7,377	0	0	24,194	0.0000%
			163,970,633	21,775,935	658,660	4,121,343	0	190,526,571	0.2835%
126	367	PHYSICIANS MUT GRP							
		80578 Physicians Mut Ins Co	0	0	18,948,567	0	0	18,948,567	0.0282%
		72125 Physicians Life Ins Co	12,760,830	1,108,302	540,020	0	0	14,409,152	0.0214%
			12,760,830	1,108,302	19,488,587	0	0	33,357,719	0.0496%
127	629	PLATEAU GRP							
		97152 Plateau Ins Co	4,152	0	10,691	0	0	14,843	0.0000%
			4,152	0	10,691	0	0	14,843	0.0000%
128	4750	Primerica Grp							
		65919 Primerica Life Ins Co	380,171,229	68,908	33,228	942,333	0	381,215,698	0.5673%
		61409 National Benefit Life Ins Co	1,440,132	0	77,388	0	0	1,517,520	0.0023%
			381,611,361	68,908	110,616	942,333	0	382,733,218	0.5695%
129	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	137,826,956	339,179,114	235,961,331	877,973,227	0	1,590,940,628	2.3674%
		71161 Principal Natl Life Ins Co	80,281,690	0	0	0	0	80,281,690	0.1195%
			218,108,646	339,179,114	235,961,331	877,973,227	0	1,671,222,318	2.4869%

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130	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	204,106,274	154,648,011	333,821	1,801,868	0	360,889,974	0.5370%
		70335 West Coast Life Ins Co	83,349,535	106,828	1,560	0	0	83,457,923	0.1242%
		66370 Mony Life Ins Co	10,549,757	16,275	2,072,785	0	0	12,638,817	0.0188%
		88536 Protective Life & Annuity Ins Co	125,845	2,000	0	0	0	127,845	0.0002%
			298,131,411	154,773,114	2,408,166	1,801,868	0	457,114,559	0.6802%
131	304	PRUDENTIAL OF AMER GRP							
		68241 Prudential Ins Co Of Amer	356,015,854	460,393,775	114,284,703	27,817,148	1,705,470,080	2,663,981,560	3.9641%
		79227 Pruco Life Ins Co	450,185,888	437,105,727	0	5,988,827	0	893,280,442	1.3292%
		93629 Prudential Retirement Ins & Ann Co	0	41,126	0	215,907,058	224,348	216,172,532	0.3217%
		86630 Prudential Ann Life Assur Corp	178,611	6,842,562	0	3,512,974	0	10,534,147	0.0157%
			806,380,353	904,383,190	114,284,703	253,226,007	1,705,694,428	3,783,968,681	5.6307%
132	440	REGAL REINS GRP							
		66265 Monarch Life Ins Co	115,691	0	1,043,087	0	0	1,158,778	0.0017%
			115,691	0	1,043,087	0	0	1,158,778	0.0017%
133	4764	Reservoir Capital Grp							
		60183 S USA Life Ins Co Inc	99,936	0	4,316	0	0	104,252	0.0002%
			99,936	0	4,316	0	0	104,252	0.0002%
134	4815	Resolution Life Grp							
		65595 Lincoln Benefit Life Co	183,984,282	7,180,870	9,665,547	1,998,532	0	202,829,231	0.3018%
			183,984,282	7,180,870	9,665,547	1,998,532	0	202,829,231	0.3018%

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135	4639	RGA Inc Grp							
		93572 RGA Reins Co	0	0	7,273,803	0	0	7,273,803	0.0108%
		61182 Aurora Natl Life Assur Co	2,721,865	0	0	-234,253	0	2,487,612	0.0037%
			2,721,865	0	7,273,803	-234,253	0	9,761,415	0.0145%
136	60445	Sagicor Life Ins Co							
		60445 Sagicor Life Ins Co	4,873,634	8,800,352	4,316	968,159	0	14,646,461	0.0218%
			4,873,634	8,800,352	4,316	968,159	0	14,646,461	0.0218%
137	431	Sammons Enterprises Grp							
		66044 Midland Natl Life Ins Co	227,790,634	362,328,123	2,601	1,888,741	0	592,010,099	0.8809%
		66974 North Amer Co Life & Hlth Ins	115,099,409	281,306,027	561	1,386,856	0	397,792,853	0.5919%
		83607 Guggenheim Life & Ann Co	316,332	48,581,758	1,523	1,285,893	0	50,185,506	0.0747%
			343,206,375	692,215,908	4,685	4,561,490	0	1,039,988,458	1.5476%
138	4553	Savings Bank Life Grp							
		70435 The Savings Bank Mut Life Ins Co of	16,519,416	0	0	228,150	0	16,747,566	0.0249%
			16,519,416	0	0	228,150	0	16,747,566	0.0249%
139	4890	SBL Holdings Grp							
		68675 Security Benefit Life Ins Co	1,364,834	172,973,779	0	0	0	174,338,613	0.2594%
			1,364,834	172,973,779	0	0	0	174,338,613	0.2594%
140	68772	Security Mut Life Ins Co Of NY							
		68772 Security Mut Life Ins Co Of NY	3,344,405	83,050	24,702	0	0	3,452,157	0.0051%
			3,344,405	83,050	24,702	0	0	3,452,157	0.0051%

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141	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	5,886,140	425,786	1,681	8,812	0	6,322,419	0.0094%
			5,886,140	425,786	1,681	8,812	0	6,322,419	0.0094%
142	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	7,158,155	0	0	7,158,155	0.0107%
			0	0	7,158,155	0	0	7,158,155	0.0107%
143	78662	Senior Life Ins Co 78662 Senior Life Ins Co	2,401,365	0	0	0	0	2,401,365	0.0036%
			2,401,365	0	0	0	0	2,401,365	0.0036%
144	169	SENTRY INS GRP 68810 Sentry Life Ins Co 71099 Parker Centennial Assur Co	2,734,758	78,686,067	329,853	0	0	81,750,678	0.1216%
			0	213,786	0	0	0	213,786	0.0003%
			2,734,758	78,899,853	329,853	0	0	81,964,464	0.1220%
145	4827	Southland Natl Holding Grp 84786 Colorado Bankers Life Ins Co 93777 Pavonia Life Ins Co of MI	11,885,405	8,790,861	2,264,062	474,835	0	23,415,163	0.0348%
			2,715,659	0	178,096	0	0	2,893,755	0.0043%
			14,601,064	8,790,861	2,442,158	474,835	0	26,308,918	0.0391%
146	176	STATE FARM GRP 69108 State Farm Life Ins Co	474,802,934	18,922,912	0	451,585	0	494,177,431	0.7354%
			474,802,934	18,922,912	0	451,585	0	494,177,431	0.7354%

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147	4855	Sumitomo Life Ins Grp							
		68608 Symetra Life Ins Co	60,238,774	516,778,436	59,382,541	24,955,837	0	661,355,588	0.9841%
		90581 Symetra Natl Life Ins Co	17,442	0	0	0	0	17,442	0.0000%
			60,256,216	516,778,436	59,382,541	24,955,837	0	661,373,030	0.9842%
148	549	SUN LIFE ASSUR CO OF CN GRP							
		80802 US Br Sun Life Assur Co of Canada	82,608,852	0	109,658,126	0	0	192,266,978	0.2861%
		80926 Sun Life & Hlth Ins Co	6,785,345	0	791,509	0	0	7,576,854	0.0113%
		68047 Professional Ins Co	24,546	0	1,639,402	0	0	1,663,948	0.0025%
			89,418,743	0	112,089,037	0	0	201,507,780	0.2999%
149	69310	Surety Life Ins Co							
		69310 Surety Life Ins Co	12,358,421	96,001	13,530	0	0	12,467,952	0.0186%
			12,358,421	96,001	13,530	0	0	12,467,952	0.0186%
150	181	SWISS RE GRP							
		73504 Lumico Life Ins Co	8,286	0	0	0	0	8,286	0.0000%
			8,286	0	0	0	0	8,286	0.0000%
151	2938	Thrivent Financial For Lutherans Grp							
		97721 Thrivent Life Ins Co	1,444,540	20,950,656	0	0	0	22,395,196	0.0333%
			1,444,540	20,950,656	0	0	0	22,395,196	0.0333%
152	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	18,797,565	803,659,441	674,427	29,445,415	0	852,576,848	1.2687%
		60142 TIAA Cref Life Ins Co	38,217,530	29,975,874	225,405	361,684,067	0	430,102,876	0.6400%
			57,015,095	833,635,315	899,832	391,129,482	0	1,282,679,724	1.9087%

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153	3098	Tokio Marine Holdings Inc GRP							
		68381 Reliance Standard Life Ins Co	52,855,839	140,509,407	73,616,574	0	0	266,981,820	0.3973%
		92711 HCC Life Ins Co	775,277	3,600	58,067,089	0	0	58,845,966	0.0876%
			53,631,116	140,513,007	131,683,663	0	0	325,827,786	0.4848%
154	290	Torchmark Corp Grp							
		60577 American Income Life Ins Co	105,053,980	0	6,984,262	0	0	112,038,242	0.1667%
		91472 Globe Life & Accident Ins Co	49,587,947	0	2,572,814	0	0	52,160,761	0.0776%
		92916 United Amer Ins Co	684,683	385,891	32,268,341	0	0	33,338,915	0.0496%
		65331 Liberty Natl Life Ins Co	6,464,776	845	249,357	0	0	6,714,978	0.0100%
		77968 Family Heritage Life Ins Co Of Amer	54,821	0	5,706,216	0	0	5,761,037	0.0086%
			161,846,207	386,736	47,780,990	0	0	210,013,933	0.3125%
155	276	Trustmark Mut Holding Co GRP							
		61425 Trustmark Ins Co	41,548,903	3,085	10,888,861	0	0	52,440,849	0.0780%
		62863 Trustmark Life Ins Co	295,855	0	6,315,075	0	0	6,610,930	0.0098%
			41,844,758	3,085	17,203,936	0	0	59,051,779	0.0879%
156	4877	TWA & AMFI Corp Grp							
		69566 Trans World Assur Co	1,943,302	672,966	0	0	0	2,616,268	0.0039%
		60429 American Fidelity Life Ins Co	549,818	9,415	0	0	0	559,233	0.0008%
			2,493,120	682,381	0	0	0	3,175,501	0.0047%
157	11121	Unified Life Ins Co							
		11121 Unified Life Ins Co	691,366	1,842	4,226,170	0	0	4,919,378	0.0073%
			691,366	1,842	4,226,170	0	0	4,919,378	0.0073%

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158	781	UNION LABOR GRP 69744 Union Labor Life Ins Co	6,165,806	0	10,787,016	0	0	16,952,822	0.0252%
			6,165,806	0	10,787,016	0	0	16,952,822	0.0252%
159	2878	United Heritage Mut Grp 63983 United Heritage Life Ins Co	3,266,202	362,198	40,079	1,936	0	3,670,415	0.0055%
			3,266,202	362,198	40,079	1,936	0	3,670,415	0.0055%
160	42129	United Security Assur Co Of PA 42129 United Security Assur Co Of PA	0	0	19,596	0	0	19,596	0.0000%
			0	0	19,596	0	0	19,596	0.0000%
161	200	UNITED SERV AUTOMOBILE ASSN GRP 69663 USAA Life Ins Co	103,320,976	77,184,459	36,719,875	2,334,942	0	219,560,252	0.3267%
			103,320,976	77,184,459	36,719,875	2,334,942	0	219,560,252	0.3267%
162	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	6,903,118	0	3,395,270,766	0	0	3,402,173,884	5.0626%
		91529 Unimerica Ins Co	10,306,759	0	58,937,296	0	0	69,244,055	0.1030%
		70785 Pacificare Life & Hlth Ins Co	0	0	6,334,868	0	0	6,334,868	0.0094%
		62286 Golden Rule Ins Co	1,241,966	178,865	1,967,487	0	0	3,388,318	0.0050%
		97179 UnitedHealthcare Life Ins Co	0	0	430,709	0	0	430,709	0.0006%
		69647 Optum Ins of OH Inc	114,866	313	0	0	0	115,179	0.0002%
			18,566,709	179,178	3,462,941,126	0	0	3,481,687,013	5.1809%
163	63819	Unity Financial Life Ins Co 63819 Unity Financial Life Ins Co	693,115	0	0	0	0	693,115	0.0010%
			693,115	0	0	0	0	693,115	0.0010%

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164	565	UNUM GRP							
		62235 Unum Life Ins Co Of Amer	124,836,110	7,174	324,434,615	28	0	449,277,927	0.6685%
		62049 Colonial Life & Accident Ins Co	33,144,252	7,990	130,226,645	0	0	163,378,887	0.2431%
		68195 Provident Life & Accident Ins Co	18,599,990	0	83,214,485	0	0	101,814,475	0.1515%
		67598 Paul Revere Life Ins Co	640,426	0	18,710,326	0	0	19,350,752	0.0288%
		67601 Unum Ins Co	165,820	0	0	6,039,342	0	6,205,162	0.0092%
		68985 Starmount Life Ins Co	119,980	0	2,643,039	0	0	2,763,019	0.0041%
			177,506,578	15,164	559,229,110	6,039,370	0	742,790,222	1.1053%
165	70955	USA Life One Ins Co Of IN							
		70955 USA Life One Ins Co Of IN	1,311	0	0	0	0	1,311	0.0000%
			1,311	0	0	0	0	1,311	0.0000%
166	4832	Voya Financial Grp							
		86509 Voya Retirement Ins & Ann Co	8,381,625	1,149,790,945	0	8,343	336,392,944	1,494,573,857	2.2240%
		67105 Reliastar Life Ins Co	185,071,804	41,414,675	210,492,077	3,333	0	436,981,889	0.6503%
		80942 Voya Ins & Ann Co	2,219,337	338,481,943	273	0	0	340,701,553	0.5070%
		68713 Security Life Of Denver Ins Co	144,911,717	1,262	0	0	0	144,912,979	0.2156%
		61360 Reliastar Life Ins Co Of NY	3,001,571	5,400	3,495,433	0	0	6,502,404	0.0097%
		66109 Midwestern United Life Ins Co	222,212	18	0	0	0	222,230	0.0003%
			343,808,266	1,529,694,243	213,987,783	11,676	336,392,944	2,423,894,912	3.6069%
167	471	Wells Fargo Grp							
		62383 Centurion Life Ins Co	16,209	0	0	0	0	16,209	0.0000%
			16,209	0	0	0	0	16,209	0.0000%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
168	836	WEST SOUTHERN GRP							
		74780 Integrity Life Ins Co	15,704	51,072,261	0	4,558,559	0	55,646,524	0.0828%
		92622 Western Southern Life Assur Co	7,133,305	47,571,972	0	0	0	54,705,277	0.0814%
		65242 Lafayette Life Ins Co	28,567,747	16,497,547	20,079	160,000	0	45,245,373	0.0673%
		99937 Columbus Life Ins Co	28,175,079	3,679,035	1,255	17,480	0	31,872,849	0.0474%
		70483 Western & Southern Life Ins Co	10,513,558	0	557,212	0	0	11,070,770	0.0165%
			74,405,393	118,820,815	578,546	4,736,039	0	198,540,793	0.2954%
169	839	WESTBRIDGE CAPITAL GRP							
		98205 Natl Foundation Life Ins Co	3,566	0	1,731,641	0	0	1,735,207	0.0026%
			3,566	0	1,731,641	0	0	1,735,207	0.0026%
170	4213	Wilton Re Grp							
		65900 Wilco Life Ins Co	32,471,516	69,811	1,275,940	0	0	33,817,267	0.0503%
		69396 Texas Life Ins Co	21,563,532	0	0	0	0	21,563,532	0.0321%
		62413 Wilcac Life Ins Co	758,894	0	2,841	993,627	0	1,755,362	0.0026%
		60704 Wilton Reassur Life Co of NY	483,070	6,750	8,699	0	0	498,519	0.0007%
			55,277,012	76,561	1,287,480	993,627	0	57,634,680	0.0858%
171	98	WR Berkley Corp GRP							
		64890 Berkley Life & Hlth Ins Co	3,015	0	34,589,472	92	0	34,592,579	0.0515%
			3,015	0	34,589,472	92	0	34,592,579	0.0515%
172	669	ZALE CORP GRP							
		71323 Zale Life Ins Co	54,225	0	57,896	0	0	112,121	0.0002%
			54,225	0	57,896	0	0	112,121	0.0002%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
173	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	305,726,872	11,445,920	5,685,488	8,160,934	0	331,019,214	0.4926%
		90557 Zurich Amer Life Ins Co	31,798,316	5,946,947	1,709,271	0	0	39,454,534	0.0587%
		80896 Centre Life Ins Co	0	0	2,520,697	0	0	2,520,697	0.0038%
			337,525,188	17,392,867	9,915,456	8,160,934	0	372,994,445	0.5550%
Total:			17,492,336,676	22,281,212,685	16,306,142,184	2,384,292,246	8,738,005,564	67,201,989,355	100.0000%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
1	79413	UnitedHealthcare Ins Co	6,903,118	0	3,395,270,766	0	0	3,402,173,884	5.062609%
2	68241	Prudential Ins Co Of Amer	356,015,854	460,393,775	114,284,703	27,817,148	1,705,470,080	2,663,981,560	3.964141%
3	65838	John Hancock Life Ins Co	506,769,434	9,710,230	108,534,915	0	1,966,380,917	2,591,395,496	3.856129%
4	65978	Metropolitan Life Ins Co	862,353,507	475,634,707	776,978,386	29,308,357	97,236,825	2,241,511,782	3.335484%
5	86231	Transamerica Life Ins Co	461,365,365	240,202,140	101,678,953	396,969	1,428,926,620	2,232,570,047	3.322179%
6	62825	Anthem Blue Cross Life &	50,662,900	0	1,944,977,732	0	0	1,995,640,632	2.969615%
7	60054	Aetna Life Ins Co	68,233,800	1,470,136	1,861,003,773	5,334,643	0	1,936,042,352	2.880930%
8	65676	Lincoln Natl Life Ins Co	704,054,984	1,047,953,059	104,782,469	0	0	1,856,790,512	2.762999%
9	65056	Jackson Natl Life Ins Co	96,606,834	1,752,336,871	4,735,165	1,115,280	0	1,854,794,150	2.760029%
10	60488	American Gen Life Ins Co	501,973,837	1,292,793,554	11,871,196	45,843,268	0	1,852,481,855	2.756588%
11	91596	New York Life Ins & Ann	312,364,638	1,451,657,973	0	24,871,655	0	1,788,894,266	2.661966%
12	65935	Massachusetts Mut Life Ins	746,821,756	338,528,105	59,714,963	258,315,319	333,756,321	1,737,136,464	2.584948%
13	61271	Principal Life Ins Co	137,826,956	339,179,114	235,961,331	877,973,227	0	1,590,940,628	2.367401%
14	86509	Voya Retirement Ins & Ann	8,381,625	1,149,790,945	0	8,343	336,392,944	1,494,573,857	2.224002%
15	90611	Allianz Life Ins Co Of N	190,783,420	1,254,536,097	9,528,062	0	0	1,454,847,579	2.164888%
16	66915	New York Life Ins Co	1,068,972,932	48,346,441	60,799,192	0	245,259,481	1,423,378,046	2.118059%
17	67466	Pacific Life Ins Co	573,048,539	815,048,462	0	2,044,127	0	1,390,141,128	2.068601%
18	67369	Cigna Hlth & Life Ins Co	10,279	0	1,314,961,112	(3,975)	0	1,314,967,416	1.956739%
19	62944	AXA Equitable Life Ins Co	222,228,427	987,577,601	4,613,170	0	37,240,253	1,251,659,451	1.862533%
20	66869	Nationwide Life Ins Co	241,753,079	30,321,576	5,635,290	0	955,613,037	1,233,322,982	1.835248%
21	67091	Northwestern Mut Life Ins	808,345,710	88,513,776	90,287,819	1,987,098	60,000	989,194,403	1.471972%
22	79227	Pruco Life Ins Co	450,185,888	437,105,727	0	5,988,827	0	893,280,442	1.329247%
23	66141	Health Net Life Ins Co	1,379,948	0	887,567,824	0	0	888,947,772	1.322800%
24	69345	Teachers Ins & Ann Assoc	18,797,565	803,659,441	674,427	29,445,415	0	852,576,848	1.268678%
25	87726	BrightHouse Life Ins Co	284,940,951	428,095,741	13,146,576	0	29,334	726,212,602	1.080642%
26	66281	Transamerica Premier Life	543,481,251	106,415,262	73,269,298	11,813	115,674	723,293,298	1.076297%
27	68322	Great W Life & Ann Ins Co	96,266,224	588,603,916	6,447,325	2,505,047	0	693,822,512	1.032443%
28	61689	Athene Ann & Life Co	9,332,035	676,532,236	135,051	851,982	0	686,851,304	1.022070%
29	64246	Guardian Life Ins Co Of	244,938,587	841,537	438,765,452	0	0	684,545,576	1.018639%
30	68608	Symetra Life Ins Co	60,238,774	516,778,436	59,382,541	24,955,837	0	661,355,588	0.984131%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
31	92657	Nationwide Life & Ann Ins	240,590,251	171,594	0	0	391,162,063	631,923,908	0.940335%
32	65528	Life Ins Co Of The	285,052,111	337,687,771	642	443,911	0	623,184,435	0.927330%
33	66044	Midland Natl Life Ins Co	227,790,634	362,328,123	2,601	1,888,741	0	592,010,099	0.880941%
34	69019	Standard Ins Co	100,629,634	58,512,613	235,292,248	681,931	189,377,818	584,494,244	0.869757%
35	66168	Minnesota Life Ins Co	270,866,163	66,916,281	23,102,649	43,759,727	149,298,680	553,943,500	0.824296%
36	60895	American United Life Ins Co	30,637,925	517,658,192	98,898	1,485,297	0	549,880,312	0.818250%
37	91642	Forethought Life Ins Co	31,388,733	513,287,579	1,366,535	0	0	546,042,847	0.812540%
38	65005	RiverSource Life Ins Co	118,279,548	380,198,027	31,153,773	2,690,658	0	532,322,006	0.792122%
39	65498	Life Ins Co Of N Amer	241,001,688	0	277,563,811	0	0	518,565,499	0.771652%
40	69108	State Farm Life Ins Co	474,802,934	18,922,912	0	451,585	0	494,177,431	0.735361%
41	63274	Fidelity & Guar Life Ins Co	105,742,021	351,030,860	0	355,747	0	457,128,628	0.680231%
42	70688	Transamerica Financial Life	955,691	658,918	739,016	0	452,919,396	455,273,021	0.677470%
43	62235	Unum Life Ins Co Of Amer	124,836,110	7,174	324,434,615	28	0	449,277,927	0.668549%
44	67105	Reliastar Life Ins Co	185,071,804	41,414,675	210,492,077	3,333	0	436,981,889	0.650251%
45	60142	TIAA Cref Life Ins Co	38,217,530	29,975,874	225,405	361,684,067	0	430,102,876	0.640015%
46	88072	Hartford Life Ins Co	7,582,953	25,087,180	2,433,991	230,913,726	146,294,865	412,312,715	0.613542%
47	60380	American Family Life Assur	26,213,028	0	374,732,770	0	0	400,945,798	0.596628%
48	66974	North Amer Co Life & Hlth	115,099,409	281,306,027	561	1,386,856	0	397,792,853	0.591936%
49	65919	Primerica Life Ins Co	380,171,229	68,908	33,228	942,333	0	381,215,698	0.567268%
50	63312	Great Amer Life Ins Co	7,603,056	353,961,937	12,230	78,307	0	361,655,530	0.538162%
51	68136	Protective Life Ins Co	204,106,274	154,648,011	333,821	1,801,868	0	360,889,974	0.537023%
52	80942	Voya Ins & Ann Co	2,219,337	338,481,943	273	0	0	340,701,553	0.506981%
53	70238	Variable Ann Life Ins Co	0	293,626,402	0	39,745,749	0	333,372,151	0.496075%
54	63177	Farmers New World Life Ins	305,726,872	11,445,920	5,685,488	8,160,934	0	331,019,214	0.492574%
55	69868	United Of Omaha Life Ins Co	178,782,196	43,170,525	58,248,059	50,043,132	72,884	330,316,796	0.491528%
56	70025	Genworth Life Ins Co	35,395,152	662,450	291,370,726	0	0	327,428,328	0.487230%
57	71854	AAA Life Ins Co	229,593,502	72,151,916	14,401,545	456,902	0	316,603,865	0.471123%
58	61301	Ameritas Life Ins Corp	72,771,176	135,677,865	93,988,420	9,898,147	0	312,335,608	0.464771%
59	65315	Liberty Life Assur Co Of	99,986,109	4,337,063	182,993,649	51,060	0	287,367,881	0.427618%
60	68381	Reliance Standard Life Ins	52,855,839	140,509,407	73,616,574	0	0	266,981,820	0.397283%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
61	61557	Blue Shield of CA Life & Hlth	9,751,329	0	252,485,331	0	0	262,236,660	0.390222%
62	60410	American Fidelity Assur Co	36,632,768	71,783,601	150,979,724	0	0	259,396,093	0.385995%
63	60739	American Natl Ins Co	70,772,919	169,045,110	730,751	11,931,536	0	252,480,316	0.375704%
64	70815	Hartford Life & Accident Ins	108,027,548	283	132,138,403	0	0	240,166,234	0.357380%
65	88668	Mutual Of Amer Life Ins Co	367,351	11,019,937	90,032	8,955	226,505,240	237,991,515	0.354144%
66	92738	American Equity Invest Life	24,168	226,343,244	0	684,919	0	227,052,331	0.337865%
67	69663	USAA Life Ins Co	103,320,976	77,184,459	36,719,875	2,334,942	0	219,560,252	0.326717%
68	93629	Prudential Retirement Ins &	0	41,126	0	215,907,058	224,348	216,172,532	0.321676%
69	65595	Lincoln Benefit Life Co	183,984,282	7,180,870	9,665,547	1,998,532	0	202,829,231	0.301820%
70	93696	Fidelity Investments Life Ins	2,148,105	198,964,893	0	0	0	201,112,998	0.299266%
71	80802	US Br Sun Life Assur Co of	82,608,852	0	109,658,126	0	0	192,266,978	0.286103%
72	68675	Security Benefit Life Ins Co	1,364,834	172,973,779	0	0	0	174,338,613	0.259425%
73	62049	Colonial Life & Accident Ins	33,144,252	7,990	130,226,645	0	0	163,378,887	0.243116%
74	94250	Banner Life Ins Co	114,470,138	43,424,497	0	337,500	0	158,232,135	0.235458%
75	65536	Genworth Life & Ann Ins Co	145,112,072	2,057,889	1,913,747	0	0	149,083,708	0.221844%
76	67644	Penn Mut Life Ins Co	131,167,606	13,116,672	651,283	4,121,343	0	149,056,904	0.221804%
77	68713	Security Life Of Denver Ins	144,911,717	1,262	0	0	0	144,912,979	0.215638%
78	62200	Accordia Life & Ann Co	139,546,870	0	0	0	0	139,546,870	0.207653%
79	67172	Ohio Natl Life Ins Co	37,834,250	72,556,517	767,989	1,297,673	12,549,490	125,005,919	0.186015%
80	67989	American Memorial Life Ins	123,448,408	552,240	13	0	0	124,000,661	0.184519%
81	62626	CMFG Life Ins Co	28,859,327	3,228,337	34,598,231	369,982	54,677,023	121,732,900	0.181145%
82	61263	Bankers Life & Cas Co	32,705,645	44,251,356	44,537,722	0	0	121,494,723	0.180790%
83	71153	Hartford Life & Ann Ins Co	96,981,053	16,605,812	(24,179)	0	6,002,383	119,565,069	0.177919%
84	69116	State Life Ins Co	74,984,389	37,487,040	3,445,566	184,943	0	116,101,938	0.172766%
85	62510	Equitrust Life Ins Co	5,778,583	105,128,733	0	3,558,251	0	114,465,567	0.170331%
86	81264	Nippon Life Ins Co Of Amer	436,551	0	112,948,253	0	0	113,384,804	0.168722%
87	60577	American Income Life Ins Co	105,053,980	0	6,984,262	0	0	112,038,242	0.166719%
88	66583	National Guardian Life Ins	64,946,316	4,289,265	33,102,175	7,190,042	0	109,527,798	0.162983%
89	79065	Delaware Life Ins Co	2,457,610	106,807,777	0	0	0	109,265,387	0.162592%
90	70408	Union Security Ins Co	22,099,615	2,120,887	82,404,246	0	0	106,624,748	0.158663%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
91	63665	General Amer Life Ins Co	102,099,336	599,636	1,076,321	0	0	103,775,293	0.154423%
92	64017	Jefferson Natl Life Ins Co	1,247,890	101,492,906	18,255	793,980	0	103,553,031	0.154092%
93	68195	Provident Life & Accident	18,599,990	0	83,214,485	0	0	101,814,475	0.151505%
94	60232	Lombard Intl Life Assur Co	904,566	99,552,640	0	0	0	100,457,206	0.149485%
95	93742	Securian Life Ins Co	89,765,561	196,991	3,882,858	663,227	0	94,508,637	0.140634%
96	78077	Mony Life Ins Co Of Amer	85,422,460	1,945,503	531,780	0	0	87,899,743	0.130799%
97	65927	Lincoln Heritage Life Ins Co	87,480,735	3,918	287,005	0	0	87,771,658	0.130609%
98	70335	West Coast Life Ins Co	83,349,535	106,828	1,560	0	0	83,457,923	0.124190%
99	68810	Sentry Life Ins Co	2,734,758	78,686,067	329,853	0	0	81,750,678	0.121649%
100	71161	Principal Natl Life Ins Co	80,281,690	0	0	0	0	80,281,690	0.119463%
101	93548	PHL Variable Ins Co	41,977,311	34,165,963	0	0	0	76,143,274	0.113305%
102	71412	Mutual Of Omaha Ins Co	0	0	75,172,326	0	0	75,172,326	0.111860%
103	78778	Guardian Ins & Ann Co Inc	2,185,024	66,644,153	0	383,754	2,438,235	71,651,166	0.106621%
104	91529	Unimerica Ins Co	10,306,759	0	58,937,296	0	0	69,244,055	0.103039%
105	70939	Gerber Life Ins Co	34,485,490	0	34,297,262	0	0	68,782,752	0.102352%
106	61999	Americo Fin Life & Ann Ins	14,882,713	53,148,338	55,882	334,854	0	68,421,787	0.101815%
107	68802	Sentinel Security Life Ins Co	2,429,344	47,876,029	199,806	11,643,584	0	62,148,763	0.092481%
108	71870	Fidelity Security Life Ins Co	1,552,851	327,620	57,097,297	0	0	58,977,768	0.087762%
109	92711	HCC Life Ins Co	775,277	3,600	58,067,089	0	0	58,845,966	0.087566%
110	66850	National Western Life Ins Co	12,675,309	44,694,283	0	158,581	0	57,528,173	0.085605%
111	60186	Allstate Life Ins Co	50,324,038	4,176,494	2,565,938	0	0	57,066,470	0.084918%
112	74780	Integrity Life Ins Co	15,704	51,072,261	0	4,558,559	0	55,646,524	0.082805%
113	92622	Western Southern Life	7,133,305	47,571,972	0	0	0	54,705,277	0.081404%
114	61425	Trustmark Ins Co	41,548,903	3,085	10,888,861	0	0	52,440,849	0.078035%
115	91472	Globe Life & Accident Ins Co	49,587,947	0	2,572,814	0	0	52,160,761	0.077618%
116	60534	American Heritage Life Ins	5,731,739	7,355	44,737,474	0	0	50,476,568	0.075112%
117	83607	Guggenheim Life & Ann Co	316,332	48,581,758	1,523	1,285,893	0	50,185,506	0.074679%
118	62065	Colonial Penn Life Ins Co	21,570,735	0	27,286,127	0	0	48,856,862	0.072702%
119	62146	Combined Ins Co Of Amer	3,977,944	0	44,388,038	0	0	48,365,982	0.071971%
120	71714	Berkshire Life Ins Co of	552,408	0	45,344,554	0	0	45,896,962	0.068297%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
121	65242	Lafayette Life Ins Co	28,567,747	16,497,547	20,079	160,000	0	45,245,373	0.067327%
122	86126	Members Life Ins Co	112,939	41,991,927	0	0	0	42,104,866	0.062654%
123	89206	Ohio Natl Life Assur Corp	39,995,225	0	1,084,683	378,612	0	41,458,520	0.061692%
124	93262	Penn Ins & Ann Co	32,463,539	8,650,263	0	0	0	41,113,802	0.061179%
125	80985	4 Ever Life Ins Co	456,685	0	40,258,978	(25,602)	0	40,690,061	0.060549%
126	93432	CM Life Ins Co	27,209,532	12,272,696	0	0	0	39,482,228	0.058752%
127	90557	Zurich Amer Life Ins Co	31,798,316	5,946,947	1,709,271	0	0	39,454,534	0.058710%
128	67539	Pan Amer Life Ins Co	488,291	13,980	38,239,111	0	0	38,741,382	0.057649%
129	69000	Northwestern Long Term	0	0	38,508,869	0	0	38,508,869	0.057303%
130	90328	First Hlth Life & Hlth Ins Co	3,228	0	38,032,311	0	0	38,035,539	0.056599%
131	93661	Annuity Investors Life Ins Co	0	37,881,372	0	0	0	37,881,372	0.056369%
132	71730	Continental Amer Ins Co	264,949	0	36,519,993	0	0	36,784,942	0.054738%
133	87963	National Teachers Assoc	224,885	0	35,596,089	0	0	35,820,974	0.053303%
134	93440	HM Life Ins Co	6,862	0	35,418,481	0	0	35,425,343	0.052715%
135	64890	Berkley Life & Hlth Ins Co	3,015	0	34,589,472	92	0	34,592,579	0.051476%
136	64505	Homesteaders Life Co	34,177,378	376,242	0	0	0	34,553,620	0.051418%
137	65900	Wilco Life Ins Co	32,471,516	69,811	1,275,940	0	0	33,817,267	0.050322%
138	62308	Connecticut Gen Life Ins Co	27,476,033	192,356	5,863,445	173,741	0	33,705,575	0.050156%
139	92916	United Amer Ins Co	684,683	385,891	32,268,341	0	0	33,338,915	0.049610%
140	76112	Oxford Life Ins Co	3,049,974	28,632,420	502,596	0	0	32,184,990	0.047893%
141	66427	Mutual Trust Life Ins Co a	31,801,967	162,867	18,401	0	0	31,983,235	0.047593%
142	99937	Columbus Life Ins Co	28,175,079	3,679,035	1,255	17,480	0	31,872,849	0.047428%
143	66680	National Life Ins Co	28,730,069	152,644	2,040,959	0	0	30,923,672	0.046016%
144	13183	Eagle Life Ins Co	0	28,383,953	0	0	0	28,383,953	0.042237%
145	65722	Loyal Amer Life Ins Co	89,152	910	28,052,407	2,391	0	28,144,860	0.041881%
146	64513	Horace Mann Life Ins Co	5,059,486	22,976,514	11,019	0	0	28,047,019	0.041735%
147	71480	Great Western Ins Co	24,885,228	964,843	0	0	0	25,850,071	0.038466%
148	61069	Anthem Life Ins Co	4,150,327	0	20,672,791	0	0	24,823,118	0.036938%
149	84786	Colorado Bankers Life Ins	11,885,405	8,790,861	2,264,062	474,835	0	23,415,163	0.034843%
150	70106	United States Life Ins Co in	9,377,986	1,944,873	12,055,936	0	0	23,378,795	0.034789%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
151	70319	Washington Natl Ins Co	5,574,343	1,248,750	16,354,179	0	0	23,177,272	0.034489%
152	61832	Chesapeake Life Ins Co	5,124,215	127,632	17,637,963	0	0	22,889,810	0.034061%
153	70866	Allstate Assur Co	22,729,964	5,000	0	0	0	22,734,964	0.033831%
154	97721	Thrivent Life Ins Co	1,444,540	20,950,656	0	0	0	22,395,196	0.033325%
155	69396	Texas Life Ins Co	21,563,532	0	0	0	0	21,563,532	0.032088%
156	68500	Continental Life Ins Co	5,967	0	21,216,765	0	0	21,222,732	0.031581%
157	71439	Assurity Life Ins Co	14,748,886	129,555	5,605,082	418,298	0	20,901,821	0.031103%
158	63495	Foresters Life Ins Ann Co	7,974,664	11,831,093	249	278,000	0	20,084,006	0.029886%
159	67598	Paul Revere Life Ins Co	640,426	0	18,710,326	0	0	19,350,752	0.028795%
160	82538	National Hlth Ins Co	0	0	19,172,299	0	0	19,172,299	0.028529%
161	80578	Physicians Mut Ins Co	0	0	18,948,567	0	0	18,948,567	0.028196%
162	65129	Kansas City Life Ins Co	13,105,436	3,682,757	1,217,501	109,485	0	18,115,179	0.026956%
163	67652	First Penn Pacific Life Ins Co	17,968,836	0	4,573	0	0	17,973,409	0.026745%
164	69930	United Ins Co Of Amer	17,200,940	0	572,405	0	0	17,773,345	0.026448%
165	67814	Phoenix Life Ins Co	16,915,541	323,396	133,884	0	0	17,372,821	0.025852%
166	69744	Union Labor Life Ins Co	6,165,806	0	10,787,016	0	0	16,952,822	0.025227%
167	70435	The Savings Bank Mut Life	16,519,416	0	0	228,150	0	16,747,566	0.024921%
168	72850	United World Life Ins Co	103,943	0	15,695,145	0	0	15,799,088	0.023510%
169	60445	Sagikor Life Ins Co	4,873,634	8,800,352	4,316	968,159	0	14,646,461	0.021795%
170	72125	Physicians Life Ins Co	12,760,830	1,108,302	540,020	0	0	14,409,152	0.021442%
171	81779	Individual Assur Co Life Hlth	0	0	14,378,124	0	0	14,378,124	0.021395%
172	64343	Pacific Guardian Life Ins Co	11,556,206	148	1,031	2,283,978	0	13,841,363	0.020597%
173	68543	Liberty Bankers Life Ins Co	808,781	11,799,764	0	754,525	0	13,363,070	0.019885%
174	91626	New England Life Ins Co	12,110,672	818,112	42,295	0	0	12,971,079	0.019302%
175	66370	Mony Life Ins Co	10,549,757	16,275	2,072,785	0	0	12,638,817	0.018807%
176	63290	Fidelity Life Assn A Legal	12,478,662	0	24,240	0	0	12,502,902	0.018605%
177	69310	Surety Life Ins Co	12,358,421	96,001	13,530	0	0	12,467,952	0.018553%
178	63258	Federated Life Ins Co	9,985,188	274,500	1,922,131	0	0	12,181,819	0.018127%
179	70483	Western & Southern Life Ins	10,513,558	0	557,212	0	0	11,070,770	0.016474%
180	86630	Prudential Ann Life Assur	178,611	6,842,562	0	3,512,974	0	10,534,147	0.015675%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
181	62345	Berkshire Hathaway Life Ins	0	10,036,830	0	200,000	0	10,236,830	0.015233%
182	69477	Time Ins Co	985,240	0	9,233,429	0	0	10,218,669	0.015206%
183	68594	American Amicable Life Ins	9,138,631	404,704	0	0	0	9,543,335	0.014201%
184	69078	Standard Security Life Ins Co	19,438	0	9,244,897	0	0	9,264,335	0.013786%
185	84824	Commonwealth Ann & Life	3,430,976	5,432,584	9,028	147,505	0	9,020,093	0.013422%
186	91693	IA Amer Life Ins Co	8,158,866	146,655	8,558	0	0	8,314,079	0.012372%
187	64238	Guaranty Income Life Ins Co	7,348	7,990,673	185,381	99,025	0	8,282,427	0.012325%
188	77879	5 Star Life Ins Co	8,211,278	0	1,471	0	0	8,212,749	0.012221%
189	84530	US Financial Life Ins Co	7,903,446	0	0	0	0	7,903,446	0.011761%
190	86355	Standard Life & Accident Ins	958,503	6,962	6,889,396	0	0	7,854,861	0.011688%
191	14406	Industrial Alliance Ins & Fin	4,327,932	3,522,641	0	0	0	7,850,573	0.011682%
192	80926	Sun Life & Hlth Ins Co	6,785,345	0	791,509	0	0	7,576,854	0.011275%
193	76236	The Cincinnati Life Ins Co	7,032,820	248,958	13,344	0	0	7,295,122	0.010856%
194	93572	RGA Reins Co	0	0	7,273,803	0	0	7,273,803	0.010824%
195	76325	Senior Hlth Ins Co of PA	0	0	7,158,155	0	0	7,158,155	0.010652%
196	65870	Manhattan Life Ins Co	1,212,567	5,795,079	51,934	0	0	7,059,580	0.010505%
197	92444	Companion Life Ins Co of CA	12,264	13,000	6,757,274	0	0	6,782,538	0.010093%
198	77720	LifeSecure Ins Co	444,120	26,054	6,292,174	0	0	6,762,348	0.010063%
199	65331	Liberty Natl Life Ins Co	6,464,776	845	249,357	0	0	6,714,978	0.009992%
200	62863	Trustmark Life Ins Co	295,855	0	6,315,075	0	0	6,610,930	0.009837%
201	81353	NYLife Ins Co Of AZ	6,573,244	0	0	0	0	6,573,244	0.009781%
202	61395	Beneficial Life Ins Co	6,303,373	225,146	1,132	5	0	6,529,656	0.009716%
203	61360	Reliastar Life Ins Co Of NY	3,001,571	5,400	3,495,433	0	0	6,502,404	0.009676%
204	80659	US Business of Canada Life	6,043,952	103,003	264,652	0	0	6,411,607	0.009541%
205	69515	Medamerica Ins Co	0	0	6,356,790	0	0	6,356,790	0.009459%
206	70785	Pacificare Life & Hlth Ins Co	0	0	6,334,868	0	0	6,334,868	0.009427%
207	69485	Security Natl Life Ins Co	5,886,140	425,786	1,681	8,812	0	6,322,419	0.009408%
208	67911	Pioneer Mut Life Ins Co	6,248,308	31,975	0	0	0	6,280,283	0.009345%
209	67601	Unum Ins Co	165,820	0	0	6,039,342	0	6,205,162	0.009234%
210	80314	Unicare Life & Hlth Ins Co	4,216,953	0	1,867,695	0	0	6,084,648	0.009054%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
211	72222	Amica Life Ins Co	5,483,515	299,903	0	0	0	5,783,418	0.008606%
212	77968	Family Heritage Life Ins Co	54,821	0	5,706,216	0	0	5,761,037	0.008573%
213	61492	Athene Annuity & Life Assur	4,372,104	13,756	1,321,963	0	0	5,707,823	0.008494%
214	97136	Metropolitan Tower Life Ins	5,474,907	5,520	0	20,583	0	5,501,010	0.008186%
215	64211	Guarantee Trust Life Ins Co	2,391,370	8,762	2,799,968	95	0	5,200,195	0.007738%
216	69272	Sunset Life Ins Co Of Amer	3,945,154	1,122,202	0	458	0	5,067,814	0.007541%
217	11121	Unified Life Ins Co	691,366	1,842	4,226,170	0	0	4,919,378	0.007320%
218	76023	Columbian Life Ins Co	4,860,915	5,750	0	0	0	4,866,665	0.007242%
219	60518	American Hlth & Life Ins Co	2,643,902	0	2,186,199	14,367	0	4,844,468	0.007209%
220	65110	Kanawha Ins Co	658,817	0	4,165,823	0	0	4,824,640	0.007179%
221	61212	Baltimore Life Ins Co	4,270,575	0	6,555	425,000	0	4,702,130	0.006997%
222	71129	Dearborn Natl Life Ins Co	1,851,784	0	2,534,893	274,979	0	4,661,656	0.006937%
223	67199	Old Amer Ins Co	4,507,479	0	52,577	0	0	4,560,056	0.006786%
224	90638	Best Life & Hlth Ins Co	212,507	0	4,123,295	0	0	4,335,802	0.006452%
225	62057	Lincoln Life & Ann Co of NY	1,256,901	2,748,072	226,570	0	0	4,231,543	0.006297%
226	70416	MML Bay State Life Ins Co	4,090,898	120,000	0	0	0	4,210,898	0.006266%
227	90212	Great Southern Life Ins Co	3,583,107	346,663	139,929	45,883	0	4,115,582	0.006124%
228	67148	Occidental Life Ins Co Of NC	3,223,318	843,102	0	0	0	4,066,420	0.006051%
229	60216	Amalgamated Life Ins Co	250,811	0	3,682,629	0	0	3,933,440	0.005853%
230	63967	Government Personnel Mut	3,696,508	12,009	41,501	0	0	3,750,018	0.005580%
231	84174	ELCO Mut Life & Ann	13,486	2,915,554	0	792,405	0	3,721,445	0.005538%
232	63983	United Heritage Life Ins Co	3,266,202	362,198	40,079	1,936	0	3,670,415	0.005462%
233	61476	Boston Mut Life Ins Co	2,359,750	0	1,304,815	0	0	3,664,565	0.005453%
234	69892	United Farm Family Life Ins	3,596,701	16,025	0	307	0	3,613,033	0.005376%
235	61875	Church Life Ins Corp	1,639,070	1,594,813	0	258,078	0	3,491,961	0.005196%
236	68772	Security Mut Life Ins Co Of	3,344,405	83,050	24,702	0	0	3,452,157	0.005137%
237	62286	Golden Rule Ins Co	1,241,966	178,865	1,967,487	0	0	3,388,318	0.005042%
238	62596	Union Fidelity Life Ins Co	1,085,336	0	2,199,059	0	0	3,284,395	0.004887%
239	63053	Family Life Ins Co	2,313,479	1,575	961,907	0	0	3,276,961	0.004876%
240	71404	Continental Gen Ins Co	217,798	758,091	2,255,380	0	0	3,231,269	0.004808%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
241	65781	Madison Natl Life Ins Co Inc	553,736	782,212	1,820,665	0	0	3,156,613	0.004697%
242	71773	American Natl Life Ins Co Of	138,661	0	2,867,055	0	0	3,005,716	0.004473%
243	93610	John Hancock Life & Hlth Ins	109,679	0	2,821,054	0	0	2,930,733	0.004361%
244	93777	Pavonia Life Ins Co of MI	2,715,659	0	178,096	0	0	2,893,755	0.004306%
245	68985	Starmount Life Ins Co	119,980	0	2,643,039	0	0	2,763,019	0.004112%
246	65951	Merit Life Ins Co	1,570,133	0	1,133,906	0	0	2,704,039	0.004024%
247	62359	Constitution Life Ins Co	257,228	600	2,441,501	0	0	2,699,329	0.004017%
248	69566	Trans World Assur Co	1,943,302	672,966	0	0	0	2,616,268	0.003893%
249	61883	ManhattanLife Assur Co of	43,533	0	2,569,834	0	0	2,613,367	0.003889%
250	66087	Mid West Natl Life Ins Co Of	972,355	39,409	1,591,763	0	0	2,603,527	0.003874%
251	80896	Centre Life Ins Co	0	0	2,520,697	0	0	2,520,697	0.003751%
252	67180	Ohio State Life Ins Co	2,516,607	847	57	195	0	2,517,706	0.003746%
253	61182	Aurora Natl Life Assur Co	2,721,865	0	0	(234,253)	0	2,487,612	0.003702%
254	78662	Senior Life Ins Co	2,401,365	0	0	0	0	2,401,365	0.003573%
255	60275	American Bankers Life Assur	1,094,559	1,465	1,249,321	0	0	2,345,345	0.003490%
256	71390	Puritan Life Ins Co of Amer	1,333,646	952,154	43,930	0	0	2,329,730	0.003467%
257	67083	Manhattan Natl Life Ins Co	2,273,936	2,427	0	0	0	2,276,363	0.003387%
258	84522	Auto Club Life Ins Co	1,876,280	344,448	7,521	0	0	2,228,249	0.003316%
259	64580	Illinois Mut Life Ins Co	2,073,311	0	149,897	0	0	2,223,208	0.003308%
260	93459	Pan Amer Assur Co	2,184,795	0	0	0	0	2,184,795	0.003251%
261	63223	Federal Life Ins Co	1,946,204	104,011	16,819	0	0	2,067,034	0.003076%
262	67261	Old Republic Life Ins Co	2,058,648	0	1,681	0	0	2,060,329	0.003066%
263	99775	Funeral Directors Life Ins Co	1,304,705	455,435	0	0	0	1,760,140	0.002619%
264	60399	American Family Life Ins Co	1,752,940	4,717	0	0	0	1,757,657	0.002615%
265	62413	Wilcac Life Ins Co	758,894	0	2,841	993,627	0	1,755,362	0.002612%
266	98205	Natl Foundation Life Ins Co	3,566	0	1,731,641	0	0	1,735,207	0.002582%
267	67059	GPM Hlth & Life Ins Co	1,540,336	155,532	0	0	0	1,695,868	0.002524%
268	68047	Professional Ins Co	24,546	0	1,639,402	0	0	1,663,948	0.002476%
269	63657	Garden State Life Ins Co	1,530,720	0	1,065	0	0	1,531,785	0.002279%
270	80705	US Br Great West Life Assur	1,130,714	0	399,188	0	0	1,529,902	0.002277%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
271	61409	National Benefit Life Ins Co	1,440,132	0	77,388	0	0	1,517,520	0.002258%
272	62880	AXA Equitable Life & Ann Co	1,506,652	0	0	0	0	1,506,652	0.002242%
273	60801	American Public Life Ins Co	14,112	0	1,469,754	0	0	1,483,866	0.002208%
274	69922	United Home Life Ins Co	1,372,519	0	12,477	0	0	1,384,996	0.002061%
275	63487	Investors Life Ins Co N Amer	1,260,224	0	0	0	0	1,260,224	0.001875%
276	66265	Monarch Life Ins Co	115,691	0	1,043,087	0	0	1,158,778	0.001724%
277	67873	Pioneer Amer Ins Co	1,104,769	1,840	0	0	0	1,106,609	0.001647%
278	65080	John Alden Life Ins Co	683,106	5,000	375,642	0	0	1,063,748	0.001583%
279	68039	Athene Ann & Life Assur Co	675,351	281,361	0	0	0	956,712	0.001424%
280	62928	EMC Natl Life Co	890,534	54,145	1,741	10,047	0	956,467	0.001423%
281	71471	Ability Ins Co	20,313	0	903,343	0	0	923,656	0.001374%
282	67784	Philadelphia Amer Life Ins	0	0	858,389	0	0	858,389	0.001277%
283	69140	First Allmerica Fin Life Ins	787,162	7,275	1,126	0	0	795,563	0.001184%
284	60836	American Republic Ins Co	205,851	0	558,811	0	0	764,662	0.001138%
285	79022	Transamerica Advisors Life	749,051	9,552	0	0	0	758,603	0.001129%
286	63819	Unity Financial Life Ins Co	693,115	0	0	0	0	693,115	0.001031%
287	77399	Sterling Life Ins Co	3,089	0	635,798	0	0	638,887	0.000951%
288	70874	Allstate Life Ins Co Of NY	569,250	300	30,326	0	0	599,876	0.000893%
289	31119	Medico Ins Co	15,422	0	569,586	0	0	585,008	0.000871%
290	60429	American Fidelity Life Ins Co	549,818	9,415	0	0	0	559,233	0.000832%
291	61751	Central States H & L Co Of	448,566	0	108,021	0	0	556,587	0.000828%
292	89184	Sterling Investors Life Ins Co	262,463	203,878	62,281	0	0	528,622	0.000787%
293	60704	Wilton Reassur Life Co of	483,070	6,750	8,699	0	0	498,519	0.000742%
294	66540	National Farmers Union Life	497,256	17	0	0	0	497,273	0.000740%
295	67032	North Carolina Mut Life Ins	41,309	1,200	396,031	0	0	438,540	0.000653%
296	97179	UnitedHealthcare Life Ins	0	0	430,709	0	0	430,709	0.000641%
297	87645	United Fidelity Life Ins Co	374,184	10,383	0	3,129	0	387,696	0.000577%
298	88366	American Retirement Life	0	0	348,954	0	0	348,954	0.000519%
299	62634	Delaware Amer Life Ins Co	114,646	0	220,248	0	0	334,894	0.000498%
300	68632	Vantis Life Ins Co	324,671	7,000	0	0	0	331,671	0.000494%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
301	67946	Pioneer Security Life Ins Co	309,368	540	0	0	0	309,908	0.000461%
302	60003	Park Avenue Life Ins Co	266,780	0	0	0	0	266,780	0.000397%
303	62103	Columbian Mut Life Ins Co	219,156	6,006	28,193	0	0	253,355	0.000377%
304	66109	Midwestern United Life Ins	222,212	18	0	0	0	222,230	0.000331%
305	71099	Parker Centennial Assur Co	0	213,786	0	0	0	213,786	0.000318%
306	97268	Pacific Life & Ann Co	179,788	25,174	0	0	0	204,962	0.000305%
307	67393	Ozark Natl Life Ins Co	193,336	315	932	0	0	194,583	0.000290%
308	97764	Idealife Ins Co	155,906	1,562	20,173	0	0	177,641	0.000264%
309	88536	Protective Life & Annuity	125,845	2,000	0	0	0	127,845	0.000190%
310	68462	Reserve Natl Ins Co	8,461	0	114,907	0	0	123,368	0.000184%
311	69647	Optum Ins of OH Inc	114,866	313	0	0	0	115,179	0.000171%
312	71323	Zale Life Ins Co	54,225	0	57,896	0	0	112,121	0.000167%
313	60183	S USA Life Ins Co Inc	99,936	0	4,316	0	0	104,252	0.000155%
314	78700	Aetna Hlth & Life Ins Co	0	0	99,723	0	0	99,723	0.000148%
315	65811	American Modern Life Ins	59,886	0	31,471	0	0	91,357	0.000136%
316	68284	Pyramid Life Ins Co	17,524	0	39,678	0	0	57,202	0.000085%
317	99724	LifeShield Natl Ins Co	21,381	0	30,886	0	0	52,267	0.000078%
318	90247	Rx Life Ins Co	45,581	2,550	0	150	0	48,281	0.000072%
319	97241	Settlers Life Ins Co	45,647	515	1,317	0	0	47,479	0.000071%
320	64904	Investors Heritage Life Ins	40,823	1,260	0	0	0	42,083	0.000063%
321	69698	New Era Life Ins Co Of	13,633	1,345	0	12,285	0	27,263	0.000041%
322	85561	MAPFRE Life Ins Co	21,337	0	5,358	0	0	26,695	0.000040%
323	68446	Longevity Ins Co	14,817	2,000	7,377	0	0	24,194	0.000036%
324	81426	Commercial Travelers Life	0	0	19,653	0	0	19,653	0.000029%
325	42129	United Security Assur Co Of	0	0	19,596	0	0	19,596	0.000029%
326	90581	Symetra Natl Life Ins Co	17,442	0	0	0	0	17,442	0.000026%
327	68357	Reliable Life Ins Co	16,202	0	351	0	0	16,553	0.000025%
328	62383	Centurion Life Ins Co	16,209	0	0	0	0	16,209	0.000024%
329	97152	Plateau Ins Co	4,152	0	10,691	0	0	14,843	0.000022%
330	67903	Provident Amer Life & Hlth	475	0	9,994	0	0	10,469	0.000016%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
331	97985	LifeMap Assur Co	3,920	0	6,166	0	0	10,086	0.000015%
332	82880	CSI Life Ins Co	9,754	0	0	0	0	9,754	0.000015%
333	73504	Lumico Life Ins Co	8,286	0	0	0	0	8,286	0.000012%
334	71331	Careamerica Life Ins Co	4,500	0	0	0	0	4,500	0.000007%
335	61581	Capitol Life Ins Co	3,670	0	0	0	0	3,670	0.000005%
336	78743	New Era Life Ins Co	1,599	127	0	641	0	2,367	0.000004%
337	81213	American Maturity Life Ins	0	0	0	0	1,653	1,653	0.000002%
338	70955	USA Life One Ins Co Of IN	1,311	0	0	0	0	1,311	0.000002%
339	74004	Family Serv Life Ins Co	1,180	0	0	0	0	1,180	0.000002%
340	76007	Old United Life Ins Co	535	0	0	0	0	535	0.000001%
341	78301	Corvesta Life Ins Co	421	0	0	0	0	421	0.000001%
Totals:			17,492,336,676	22,281,212,685	16,306,142,184	2,384,292,246	8,738,005,564	67,201,989,355	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	66915	New York Life Ins Co	1,068,972,932	6.111093%
2	65978	Metropolitan Life Ins Co	862,353,507	4.929893%
3	67091	Northwestern Mut Life Ins Co	808,345,710	4.621142%
4	65935	Massachusetts Mut Life Ins Co	746,821,756	4.269422%
5	65676	Lincoln Natl Life Ins Co	704,054,984	4.024934%
6	67466	Pacific Life Ins Co	573,048,539	3.275998%
7	66281	Transamerica Premier Life Ins Co	543,481,251	3.106968%
8	65838	John Hancock Life Ins Co USA	506,769,434	2.897094%
9	60488	American Gen Life Ins Co	501,973,837	2.869679%
10	69108	State Farm Life Ins Co	474,802,934	2.714348%
11	86231	Transamerica Life Ins Co	461,365,365	2.637528%
12	79227	Pruco Life Ins Co	450,185,888	2.573618%
13	65919	Primerica Life Ins Co	380,171,229	2.173359%
14	68241	Prudential Ins Co Of Amer	356,015,854	2.035268%
15	91596	New York Life Ins & Ann Corp	312,364,638	1.785723%
16	63177	Farmers New World Life Ins Co	305,726,872	1.747776%
17	65528	Life Ins Co Of The Southwest	285,052,111	1.629583%
18	87726	BrightHouse Life Ins Co	284,940,951	1.628947%
19	66168	Minnesota Life Ins Co	270,866,163	1.548485%
20	64246	Guardian Life Ins Co Of Amer	244,938,587	1.400262%
21	66869	Nationwide Life Ins Co	241,753,079	1.382051%
22	65498	Life Ins Co Of N Amer	241,001,688	1.377756%
23	92657	Nationwide Life & Ann Ins Co	240,590,251	1.375404%
24	71854	AAA Life Ins Co	229,593,502	1.312538%
25	66044	Midland Natl Life Ins Co	227,790,634	1.302231%
26	62944	AXA Equitable Life Ins Co	222,228,427	1.270433%
27	68136	Protective Life Ins Co	204,106,274	1.166833%
28	90611	Allianz Life Ins Co Of N Amer	190,783,420	1.090669%
29	67105	Reliastar Life Ins Co	185,071,804	1.058016%
30	65595	Lincoln Benefit Life Co	183,984,282	1.051799%
31	69868	United Of Omaha Life Ins Co	178,782,196	1.022060%
32	65536	Genworth Life & Ann Ins Co	145,112,072	0.829575%
33	68713	Security Life Of Denver Ins Co	144,911,717	0.828430%
34	62200	Accordia Life & Ann Co	139,546,870	0.797760%
35	61271	Principal Life Ins Co	137,826,956	0.787928%
36	67644	Penn Mut Life Ins Co	131,167,606	0.749858%
37	62235	Unum Life Ins Co Of Amer	124,836,110	0.713662%
38	67989	American Memorial Life Ins Co	123,448,408	0.705729%
39	65005	RiverSource Life Ins Co	118,279,548	0.676179%
40	66974	North Amer Co Life & Hlth Ins	115,099,409	0.657999%
41	94250	Banner Life Ins Co	114,470,138	0.654402%
42	70815	Hartford Life & Accident Ins Co	108,027,548	0.617571%
43	63274	Fidelity & Guar Life Ins Co	105,742,021	0.604505%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
44	60577	American Income Life Ins Co	105,053,980	0.600571%
45	69663	USAA Life Ins Co	103,320,976	0.590664%
46	63665	General Amer Life Ins Co	102,099,336	0.583680%
47	69019	Standard Ins Co	100,629,634	0.575278%
48	65315	Liberty Life Assur Co Of Boston	99,986,109	0.571600%
49	71153	Hartford Life & Ann Ins Co	96,981,053	0.554420%
50	65056	Jackson Natl Life Ins Co	96,606,834	0.552281%
51	68322	Great W Life & Ann Ins Co	96,266,224	0.550334%
52	93742	Securian Life Ins Co	89,765,561	0.513171%
53	65927	Lincoln Heritage Life Ins Co	87,480,735	0.500109%
54	78077	Mony Life Ins Co Of Amer	85,422,460	0.488342%
55	70335	West Coast Life Ins Co	83,349,535	0.476492%
56	80802	US Br Sun Life Assur Co of Canada	82,608,852	0.472257%
57	71161	Principal Natl Life Ins Co	80,281,690	0.458953%
58	69116	State Life Ins Co	74,984,389	0.428670%
59	61301	Ameritas Life Ins Corp	72,771,176	0.416017%
60	60739	American Natl Ins Co	70,772,919	0.404594%
61	60054	Aetna Life Ins Co	68,233,800	0.390078%
62	66583	National Guardian Life Ins Co	64,946,316	0.371284%
63	68608	Symetra Life Ins Co	60,238,774	0.344372%
64	68381	Reliance Standard Life Ins Co	52,855,839	0.302166%
65	62825	Anthem Blue Cross Life & Hlth Ins Co	50,662,900	0.289629%
66	60186	Allstate Life Ins Co	50,324,038	0.287692%
67	91472	Globe Life & Accident Ins Co	49,587,947	0.283484%
68	93548	PHL Variable Ins Co	41,977,311	0.239975%
69	61425	Trustmark Ins Co	41,548,903	0.237526%
70	89206	Ohio Natl Life Assur Corp	39,995,225	0.228644%
71	60142	TIAA Cref Life Ins Co	38,217,530	0.218482%
72	67172	Ohio Natl Life Ins Co	37,834,250	0.216290%
73	60410	American Fidelity Assur Co	36,632,768	0.209422%
74	70025	Genworth Life Ins Co	35,395,152	0.202347%
75	70939	Gerber Life Ins Co	34,485,490	0.197146%
76	64505	Homesteaders Life Co	34,177,378	0.195385%
77	62049	Colonial Life & Accident Ins Co	33,144,252	0.189479%
78	61263	Bankers Life & Cas Co	32,705,645	0.186971%
79	65900	Wilco Life Ins Co	32,471,516	0.185633%
80	93262	Penn Ins & Ann Co	32,463,539	0.185587%
81	66427	Mutual Trust Life Ins Co a Pan Amer	31,801,967	0.181805%
82	90557	Zurich Amer Life Ins Co	31,798,316	0.181784%
83	91642	Forethought Life Ins Co	31,388,733	0.179443%
84	60895	American United Life Ins Co	30,637,925	0.175151%
85	62626	CMFG Life Ins Co	28,859,327	0.164983%
86	66680	National Life Ins Co	28,730,069	0.164244%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
87	65242	Lafayette Life Ins Co	28,567,747	0.163316%
88	99937	Columbus Life Ins Co	28,175,079	0.161071%
89	62308	Connecticut Gen Life Ins Co	27,476,033	0.157075%
90	93432	CM Life Ins Co	27,209,532	0.155551%
91	60380	American Family Life Assur Co of Col	26,213,028	0.149854%
92	71480	Great Western Ins Co	24,885,228	0.142264%
93	70866	Allstate Assur Co	22,729,964	0.129942%
94	70408	Union Security Ins Co	22,099,615	0.126339%
95	62065	Colonial Penn Life Ins Co	21,570,735	0.123315%
96	69396	Texas Life Ins Co	21,563,532	0.123274%
97	69345	Teachers Ins & Ann Assoc Of Amer	18,797,565	0.107462%
98	68195	Provident Life & Accident Ins Co	18,599,990	0.106332%
99	67652	First Penn Pacific Life Ins Co	17,968,836	0.102724%
100	69930	United Ins Co Of Amer	17,200,940	0.098334%
101	67814	Phoenix Life Ins Co	16,915,541	0.096703%
102	70435	The Savings Bank Mut Life Ins Co of	16,519,416	0.094438%
103	61999	Americo Fin Life & Ann Ins Co	14,882,713	0.085081%
104	71439	Assurity Life Ins Co	14,748,886	0.084316%
105	65129	Kansas City Life Ins Co	13,105,436	0.074921%
106	72125	Physicians Life Ins Co	12,760,830	0.072951%
107	66850	National Western Life Ins Co	12,675,309	0.072462%
108	63290	Fidelity Life Assn A Legal Reserve L	12,478,662	0.071338%
109	69310	Surety Life Ins Co	12,358,421	0.070650%
110	91626	New England Life Ins Co	12,110,672	0.069234%
111	84786	Colorado Bankers Life Ins Co	11,885,405	0.067946%
112	64343	Pacific Guardian Life Ins Co Ltd	11,556,206	0.066064%
113	66370	Mony Life Ins Co	10,549,757	0.060311%
114	70483	Western & Southern Life Ins Co	10,513,558	0.060104%
115	91529	Unimerica Ins Co	10,306,759	0.058922%
116	63258	Federated Life Ins Co	9,985,188	0.057083%
117	61557	Blue Shield of CA Life & Hlth Ins Co	9,751,329	0.055746%
118	70106	United States Life Ins Co in the Cit	9,377,986	0.053612%
119	61689	Athene Ann & Life Co	9,332,035	0.053349%
120	68594	American Amicable Life Ins Co Of TX	9,138,631	0.052244%
121	86509	Voya Retirement Ins & Ann Co	8,381,625	0.047916%
122	77879	5 Star Life Ins Co	8,211,278	0.046942%
123	91693	IA Amer Life Ins Co	8,158,866	0.046643%
124	63495	Foresters Life Ins Ann Co	7,974,664	0.045589%
125	84530	US Financial Life Ins Co	7,903,446	0.045182%
126	63312	Great Amer Life Ins Co	7,603,056	0.043465%
127	88072	Hartford Life Ins Co	7,582,953	0.043350%
128	92622	Western Southern Life Assur Co	7,133,305	0.040780%
129	76236	The Cincinnati Life Ins Co	7,032,820	0.040205%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
130	79413	UnitedHealthcare Ins Co	6,903,118	0.039464%
131	80926	Sun Life & Hlth Ins Co	6,785,345	0.038790%
132	81353	NYPLife Ins Co Of AZ	6,573,244	0.037578%
133	65331	Liberty Natl Life Ins Co	6,464,776	0.036958%
134	61395	Beneficial Life Ins Co	6,303,373	0.036035%
135	67911	Pioneer Mut Life Ins Co	6,248,308	0.035720%
136	69744	Union Labor Life Ins Co	6,165,806	0.035249%
137	80659	US Business of Canada Life Assur Co	6,043,952	0.034552%
138	69485	Security Natl Life Ins Co	5,886,140	0.033650%
139	62510	Equitrust Life Ins Co	5,778,583	0.033035%
140	60534	American Heritage Life Ins Co	5,731,739	0.032767%
141	70319	Washington Natl Ins Co	5,574,343	0.031867%
142	72222	Amica Life Ins Co	5,483,515	0.031348%
143	97136	Metropolitan Tower Life Ins Co	5,474,907	0.031299%
144	61832	Chesapeake Life Ins Co	5,124,215	0.029294%
145	64513	Horace Mann Life Ins Co	5,059,486	0.028924%
146	60445	Sagicor Life Ins Co	4,873,634	0.027862%
147	76023	Columbian Life Ins Co	4,860,915	0.027789%
148	67199	Old Amer Ins Co	4,507,479	0.025768%
149	61492	Athene Annuity & Life Assur Co	4,372,104	0.024994%
150	14406	Industrial Alliance Ins & Fin Serv I	4,327,932	0.024742%
151	61212	Baltimore Life Ins Co	4,270,575	0.024414%
152	80314	Unicare Life & Hlth Ins Co	4,216,953	0.024107%
153	61069	Anthem Life Ins Co	4,150,327	0.023727%
154	70416	MML Bay State Life Ins Co	4,090,898	0.023387%
155	62146	Combined Ins Co Of Amer	3,977,944	0.022741%
156	69272	Sunset Life Ins Co Of Amer	3,945,154	0.022554%
157	63967	Government Personnel Mut Life Ins Co	3,696,508	0.021132%
158	69892	United Farm Family Life Ins Co	3,596,701	0.020562%
159	90212	Great Southern Life Ins Co	3,583,107	0.020484%
160	84824	Commonwealth Ann & Life Ins Co	3,430,976	0.019614%
161	68772	Security Mut Life Ins Co Of NY	3,344,405	0.019119%
162	63983	United Heritage Life Ins Co	3,266,202	0.018672%
163	67148	Occidental Life Ins Co Of NC	3,223,318	0.018427%
164	76112	Oxford Life Ins Co	3,049,974	0.017436%
165	61360	Reliastar Life Ins Co Of NY	3,001,571	0.017159%
166	68810	Sentry Life Ins Co	2,734,758	0.015634%
167	61182	Aurora Natl Life Assur Co	2,721,865	0.015560%
168	93777	Pavonia Life Ins Co of MI	2,715,659	0.015525%
169	60518	American Hlth & Life Ins Co	2,643,902	0.015115%
170	67180	Ohio State Life Ins Co	2,516,607	0.014387%
171	79065	Delaware Life Ins Co	2,457,610	0.014050%
172	68802	Sentinel Security Life Ins Co	2,429,344	0.013888%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
173	78662	Senior Life Ins Co	2,401,365	0.013728%
174	64211	Guarantee Trust Life Ins Co	2,391,370	0.013671%
175	61476	Boston Mut Life Ins Co	2,359,750	0.013490%
176	63053	Family Life Ins Co	2,313,479	0.013226%
177	67083	Manhattan Natl Life Ins Co	2,273,936	0.013000%
178	80942	Voya Ins & Ann Co	2,219,337	0.012687%
179	78778	Guardian Ins & Ann Co Inc	2,185,024	0.012491%
180	93459	Pan Amer Assur Co	2,184,795	0.012490%
181	93696	Fidelity Investments Life Ins Co	2,148,105	0.012280%
182	64580	Illinois Mut Life Ins Co	2,073,311	0.011853%
183	67261	Old Republic Life Ins Co	2,058,648	0.011769%
184	63223	Federal Life Ins Co	1,946,204	0.011126%
185	69566	Trans World Assur Co	1,943,302	0.011109%
186	84522	Auto Club Life Ins Co	1,876,280	0.010726%
187	71129	Dearborn Natl Life Ins Co	1,851,784	0.010586%
188	60399	American Family Life Ins Co	1,752,940	0.010021%
189	61875	Church Life Ins Corp	1,639,070	0.009370%
190	65951	Merit Life Ins Co	1,570,133	0.008976%
191	71870	Fidelity Security Life Ins Co	1,552,851	0.008877%
192	67059	GPM Hlth & Life Ins Co	1,540,336	0.008806%
193	63657	Garden State Life Ins Co	1,530,720	0.008751%
194	62880	AXA Equitable Life & Ann Co	1,506,652	0.008613%
195	97721	Thrivent Life Ins Co	1,444,540	0.008258%
196	61409	National Benefit Life Ins Co	1,440,132	0.008233%
197	66141	Health Net Life Ins Co	1,379,948	0.007889%
198	69922	United Home Life Ins Co	1,372,519	0.007846%
199	68675	Security Benefit Life Ins Co	1,364,834	0.007802%
200	71390	Puritan Life Ins Co of Amer	1,333,646	0.007624%
201	99775	Funeral Directors Life Ins Co	1,304,705	0.007459%
202	63487	Investors Life Ins Co N Amer	1,260,224	0.007204%
203	62057	Lincoln Life & Ann Co of NY	1,256,901	0.007185%
204	64017	Jefferson Natl Life Ins Co	1,247,890	0.007134%
205	62286	Golden Rule Ins Co	1,241,966	0.007100%
206	65870	Manhattan Life Ins Co	1,212,567	0.006932%
207	80705	US Br Great West Life Assur Co	1,130,714	0.006464%
208	67873	Pioneer Amer Ins Co	1,104,769	0.006316%
209	60275	American Bankers Life Assur Co Of FL	1,094,559	0.006257%
210	62596	Union Fidelity Life Ins Co	1,085,336	0.006205%
211	69477	Time Ins Co	985,240	0.005632%
212	66087	Mid West Natl Life Ins Co Of TN	972,355	0.005559%
213	86355	Standard Life & Accident Ins Co	958,503	0.005480%
214	70688	Transamerica Financial Life Ins Co	955,691	0.005463%
215	60232	Lombard Intl Life Assur Co	904,566	0.005171%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
216	62928	EMC Natl Life Co	890,534	0.005091%
217	68543	Liberty Bankers Life Ins Co	808,781	0.004624%
218	69140	First Allmerica Fin Life Ins Co	787,162	0.004500%
219	92711	HCC Life Ins Co	775,277	0.004432%
220	62413	Wilcac Life Ins Co	758,894	0.004338%
221	79022	Transamerica Advisors Life Ins Co	749,051	0.004282%
222	63819	Unity Financial Life Ins Co	693,115	0.003962%
223	11121	Unified Life Ins Co	691,366	0.003952%
224	92916	United Amer Ins Co	684,683	0.003914%
225	65080	John Alden Life Ins Co	683,106	0.003905%
226	68039	Athene Ann & Life Assur Co of NY	675,351	0.003861%
227	65110	Kanawha Ins Co	658,817	0.003766%
228	67598	Paul Revere Life Ins Co	640,426	0.003661%
229	70874	Allstate Life Ins Co Of NY	569,250	0.003254%
230	65781	Madison Natl Life Ins Co Inc	553,736	0.003166%
231	71714	Berkshire Life Ins Co of Amer	552,408	0.003158%
232	60429	American Fidelity Life Ins Co	549,818	0.003143%
233	66540	National Farmers Union Life Ins Co	497,256	0.002843%
234	67539	Pan Amer Life Ins Co	488,291	0.002791%
235	60704	Wilton Reassur Life Co of NY	483,070	0.002762%
236	80985	4 Ever Life Ins Co	456,685	0.002611%
237	61751	Central States H & L Co Of Omaha	448,566	0.002564%
238	77720	LifeSecure Ins Co	444,120	0.002539%
239	81264	Nippon Life Ins Co Of Amer	436,551	0.002496%
240	87645	United Fidelity Life Ins Co	374,184	0.002139%
241	88668	Mutual Of Amer Life Ins Co	367,351	0.002100%
242	68632	Vantis Life Ins Co	324,671	0.001856%
243	83607	Guggenheim Life & Ann Co	316,332	0.001808%
244	67946	Pioneer Security Life Ins Co	309,368	0.001769%
245	62863	Trustmark Life Ins Co	295,855	0.001691%
246	60003	Park Avenue Life Ins Co	266,780	0.001525%
247	71730	Continental Amer Ins Co	264,949	0.001515%
248	89184	Sterling Investors Life Ins Co	262,463	0.001500%
249	62359	Constitution Life Ins Co	257,228	0.001471%
250	60216	Amalgamated Life Ins Co	250,811	0.001434%
251	87963	National Teachers Assoc Life Ins Co	224,885	0.001286%
252	66109	Midwestern United Life Ins Co	222,212	0.001270%
253	62103	Columbian Mut Life Ins Co	219,156	0.001253%
254	71404	Continental Gen Ins Co	217,798	0.001245%
255	90638	Best Life & Hlth Ins Co	212,507	0.001215%
256	60836	American Republic Ins Co	205,851	0.001177%
257	67393	Ozark Natl Life Ins Co	193,336	0.001105%
258	97268	Pacific Life & Ann Co	179,788	0.001028%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
259	86630	Prudential Ann Life Assur Corp	178,611	0.001021%
260	67601	Unum Ins Co	165,820	0.000948%
261	97764	Idealife Ins Co	155,906	0.000891%
262	71773	American Natl Life Ins Co Of TX	138,661	0.000793%
263	88536	Protective Life & Annuity Ins Co	125,845	0.000719%
264	68985	Starmount Life Ins Co	119,980	0.000686%
265	66265	Monarch Life Ins Co	115,691	0.000661%
266	69647	Optum Ins of OH Inc	114,866	0.000657%
267	62634	Delaware Amer Life Ins Co	114,646	0.000655%
268	86126	Members Life Ins Co	112,939	0.000646%
269	93610	John Hancock Life & Hlth Ins Co	109,679	0.000627%
270	72850	United World Life Ins Co	103,943	0.000594%
271	60183	S USA Life Ins Co Inc	99,936	0.000571%
272	65722	Loyal Amer Life Ins Co	89,152	0.000510%
273	65811	American Modern Life Ins Co	59,886	0.000342%
274	77968	Family Heritage Life Ins Co Of Amer	54,821	0.000313%
275	71323	Zale Life Ins Co	54,225	0.000310%
276	97241	Settlers Life Ins Co	45,647	0.000261%
277	90247	Rx Life Ins Co	45,581	0.000261%
278	61883	ManhattanLife Assur Co of Amer	43,533	0.000249%
279	67032	North Carolina Mut Life Ins Co	41,309	0.000236%
280	64904	Investors Heritage Life Ins Co	40,823	0.000233%
281	68047	Professional Ins Co	24,546	0.000140%
282	92738	American Equity Invest Life Ins Co	24,168	0.000138%
283	99724	LifeShield Natl Ins Co	21,381	0.000122%
284	85561	MAPFRE Life Ins Co	21,337	0.000122%
285	71471	Ability Ins Co	20,313	0.000116%
286	69078	Standard Security Life Ins Co Of NY	19,438	0.000111%
287	68284	Pyramid Life Ins Co	17,524	0.000100%
288	90581	Symetra Natl Life Ins Co	17,442	0.000100%
289	62383	Centurion Life Ins Co	16,209	0.000093%
290	68357	Reliable Life Ins Co	16,202	0.000093%
291	74780	Integrity Life Ins Co	15,704	0.000090%
292	31119	Medico Ins Co	15,422	0.000088%
293	68446	Longevity Ins Co	14,817	0.000085%
294	60801	American Public Life Ins Co	14,112	0.000081%
295	69698	New Era Life Ins Co Of Midwest	13,633	0.000078%
296	84174	ELCO Mut Life & Ann	13,486	0.000077%
297	92444	Companion Life Ins Co of CA	12,264	0.000070%
298	67369	Cigna Hlth & Life Ins Co	10,279	0.000059%
299	82880	CSI Life Ins Co	9,754	0.000056%
300	68462	Reserve Natl Ins Co	8,461	0.000048%
301	73504	Lumico Life Ins Co	8,286	0.000047%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
302	64238	Guaranty Income Life Ins Co	7,348	0.000042%
303	93440	HM Life Ins Co	6,862	0.000039%
304	68500	Continental Life Ins Co Brentwood	5,967	0.000034%
305	71331	Careamerica Life Ins Co	4,500	0.000026%
306	97152	Plateau Ins Co	4,152	0.000024%
307	97985	LifeMap Assur Co	3,920	0.000022%
308	61581	Capitol Life Ins Co	3,670	0.000021%
309	98205	Natl Foundation Life Ins Co	3,566	0.000020%
310	90328	First Hlth Life & Hlth Ins Co	3,228	0.000018%
311	77399	Sterling Life Ins Co	3,089	0.000018%
312	64890	Berkley Life & Hlth Ins Co	3,015	0.000017%
313	78743	New Era Life Ins Co	1,599	0.000009%
314	70955	USA Life One Ins Co Of IN	1,311	0.000007%
315	74004	Family Serv Life Ins Co	1,180	0.000007%
316	76007	Old United Life Ins Co	535	0.000003%
317	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%
318	78301	Corvesta Life Ins Co	421	0.000002%
	Totals:		17,492,336,676	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	65056	Jackson Natl Life Ins Co	1,752,336,871	7.864639%
2	91596	New York Life Ins & Ann Corp	1,451,657,973	6.515166%
3	60488	American Gen Life Ins Co	1,292,793,554	5.802169%
4	90611	Allianz Life Ins Co Of N Amer	1,254,536,097	5.630466%
5	86509	Voya Retirement Ins & Ann Co	1,149,790,945	5.160361%
6	65676	Lincoln Natl Life Ins Co	1,047,953,059	4.703304%
7	62944	AXA Equitable Life Ins Co	987,577,601	4.432333%
8	67466	Pacific Life Ins Co	815,048,462	3.658008%
9	69345	Teachers Ins & Ann Assoc Of Amer	803,659,441	3.606893%
10	61689	Athene Ann & Life Co	676,532,236	3.036335%
11	68322	Great W Life & Ann Ins Co	588,603,916	2.641705%
12	60895	American United Life Ins Co	517,658,192	2.323295%
13	68608	Symetra Life Ins Co	516,778,436	2.319346%
14	91642	Forethought Life Ins Co	513,287,579	2.303679%
15	65978	Metropolitan Life Ins Co	475,634,707	2.134689%
16	68241	Prudential Ins Co Of Amer	460,393,775	2.066287%
17	79227	Pruco Life Ins Co	437,105,727	1.961768%
18	87726	Brighthouse Life Ins Co	428,095,741	1.921331%
19	65005	RiverSource Life Ins Co	380,198,027	1.706361%
20	66044	Midland Natl Life Ins Co	362,328,123	1.626160%
21	63312	Great Amer Life Ins Co	353,961,937	1.588612%
22	63274	Fidelity & Guar Life Ins Co	351,030,860	1.575457%
23	61271	Principal Life Ins Co	339,179,114	1.522265%
24	65935	Massachusetts Mut Life Ins Co	338,528,105	1.519343%
25	80942	Voya Ins & Ann Co	338,481,943	1.519136%
26	65528	Life Ins Co Of The Southwest	337,687,771	1.515572%
27	70238	Variable Ann Life Ins Co	293,626,402	1.317821%
28	66974	North Amer Co Life & Hlth Ins	281,306,027	1.262526%
29	86231	Transamerica Life Ins Co	240,202,140	1.078048%
30	92738	American Equity Invest Life Ins Co	226,343,244	1.015848%
31	93696	Fidelity Investments Life Ins Co	198,964,893	0.892972%
32	68675	Security Benefit Life Ins Co	172,973,779	0.776321%
33	60739	American Natl Ins Co	169,045,110	0.758689%
34	68136	Protective Life Ins Co	154,648,011	0.694074%
35	68381	Reliance Standard Life Ins Co	140,509,407	0.630618%
36	61301	Ameritas Life Ins Corp	135,677,865	0.608934%
37	79065	Delaware Life Ins Co	106,807,777	0.479362%
38	66281	Transamerica Premier Life Ins Co	106,415,262	0.477601%
39	62510	Equitrust Life Ins Co	105,128,733	0.471827%
40	64017	Jefferson Natl Life Ins Co	101,492,906	0.455509%
41	60232	Lombard Intl Life Assur Co	99,552,640	0.446801%
42	67091	Northwestern Mut Life Ins Co	88,513,776	0.397257%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
43	68810	Sentry Life Ins Co	78,686,067	0.353150%
44	69663	USAA Life Ins Co	77,184,459	0.346410%
45	67172	Ohio Natl Life Ins Co	72,556,517	0.325640%
46	71854	AAA Life Ins Co	72,151,916	0.323824%
47	60410	American Fidelity Assur Co	71,783,601	0.322171%
48	66168	Minnesota Life Ins Co	66,916,281	0.300326%
49	78778	Guardian Ins & Ann Co Inc	66,644,153	0.299105%
50	69019	Standard Ins Co	58,512,613	0.262610%
51	61999	Americo Fin Life & Ann Ins Co	53,148,338	0.238534%
52	74780	Integrity Life Ins Co	51,072,261	0.229217%
53	83607	Guggenheim Life & Ann Co	48,581,758	0.218039%
54	66915	New York Life Ins Co	48,346,441	0.216983%
55	68802	Sentinel Security Life Ins Co	47,876,029	0.214872%
56	92622	Western Southern Life Assur Co	47,571,972	0.213507%
57	66850	National Western Life Ins Co	44,694,283	0.200592%
58	61263	Bankers Life & Cas Co	44,251,356	0.198604%
59	94250	Banner Life Ins Co	43,424,497	0.194893%
60	69868	United Of Omaha Life Ins Co	43,170,525	0.193753%
61	86126	Members Life Ins Co	41,991,927	0.188463%
62	67105	Reliastar Life Ins Co	41,414,675	0.185873%
63	93661	Annuity Investors Life Ins Co	37,881,372	0.170015%
64	69116	State Life Ins Co	37,487,040	0.168245%
65	93548	PHL Variable Ins Co	34,165,963	0.153340%
66	66869	Nationwide Life Ins Co	30,321,576	0.136086%
67	60142	TIAA Cref Life Ins Co	29,975,874	0.134534%
68	76112	Oxford Life Ins Co	28,632,420	0.128505%
69	13183	Eagle Life Ins Co	28,383,953	0.127390%
70	88072	Hartford Life Ins Co	25,087,180	0.112593%
71	64513	Horace Mann Life Ins Co	22,976,514	0.103121%
72	97721	Thrivent Life Ins Co	20,950,656	0.094028%
73	69108	State Farm Life Ins Co	18,922,912	0.084928%
74	71153	Hartford Life & Ann Ins Co	16,605,812	0.074528%
75	65242	Lafayette Life Ins Co	16,497,547	0.074042%
76	67644	Penn Mut Life Ins Co	13,116,672	0.058869%
77	93432	CM Life Ins Co	12,272,696	0.055081%
78	63495	Foresters Life Ins Ann Co	11,831,093	0.053099%
79	68543	Liberty Bankers Life Ins Co	11,799,764	0.052958%
80	63177	Farmers New World Life Ins Co	11,445,920	0.051370%
81	88668	Mutual Of Amer Life Ins Co	11,019,937	0.049458%
82	62345	Berkshire Hathaway Life Ins Co NE	10,036,830	0.045046%
83	65838	John Hancock Life Ins Co USA	9,710,230	0.043580%
84	60445	Sagicor Life Ins Co	8,800,352	0.039497%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
85	84786	Colorado Bankers Life Ins Co	8,790,861	0.039454%
86	93262	Penn Ins & Ann Co	8,650,263	0.038823%
87	64238	Guaranty Income Life Ins Co	7,990,673	0.035863%
88	65595	Lincoln Benefit Life Co	7,180,870	0.032228%
89	86630	Prudential Ann Life Assur Corp	6,842,562	0.030710%
90	90557	Zurich Amer Life Ins Co	5,946,947	0.026690%
91	65870	Manhattan Life Ins Co	5,795,079	0.026009%
92	84824	Commonwealth Ann & Life Ins Co	5,432,584	0.024382%
93	65315	Liberty Life Assur Co Of Boston	4,337,063	0.019465%
94	66583	National Guardian Life Ins Co	4,289,265	0.019251%
95	60186	Allstate Life Ins Co	4,176,494	0.018744%
96	65129	Kansas City Life Ins Co	3,682,757	0.016529%
97	99937	Columbus Life Ins Co	3,679,035	0.016512%
98	14406	Industrial Alliance Ins & Fin Serv I	3,522,641	0.015810%
99	62626	CMFG Life Ins Co	3,228,337	0.014489%
100	84174	ELCO Mut Life & Ann	2,915,554	0.013085%
101	62057	Lincoln Life & Ann Co of NY	2,748,072	0.012334%
102	70408	Union Security Ins Co	2,120,887	0.009519%
103	65536	Genworth Life & Ann Ins Co	2,057,889	0.009236%
104	78077	Mony Life Ins Co Of Amer	1,945,503	0.008732%
105	70106	United States Life Ins Co in the Cit	1,944,873	0.008729%
106	61875	Church Life Ins Corp	1,594,813	0.007158%
107	60054	Aetna Life Ins Co	1,470,136	0.006598%
108	70319	Washington Natl Ins Co	1,248,750	0.005604%
109	69272	Sunset Life Ins Co Of Amer	1,122,202	0.005037%
110	72125	Physicians Life Ins Co	1,108,302	0.004974%
111	71480	Great Western Ins Co	964,843	0.004330%
112	71390	Puritan Life Ins Co of Amer	952,154	0.004273%
113	67148	Occidental Life Ins Co Of NC	843,102	0.003784%
114	64246	Guardian Life Ins Co Of Amer	841,537	0.003777%
115	91626	New England Life Ins Co	818,112	0.003672%
116	65781	Madison Natl Life Ins Co Inc	782,212	0.003511%
117	71404	Continental Gen Ins Co	758,091	0.003402%
118	69566	Trans World Assur Co	672,966	0.003020%
119	70025	Genworth Life Ins Co	662,450	0.002973%
120	70688	Transamerica Financial Life Ins Co	658,918	0.002957%
121	63665	General Amer Life Ins Co	599,636	0.002691%
122	67989	American Memorial Life Ins Co	552,240	0.002479%
123	99775	Funeral Directors Life Ins Co	455,435	0.002044%
124	69485	Security Natl Life Ins Co	425,786	0.001911%
125	68594	American Amicable Life Ins Co Of TX	404,704	0.001816%
126	92916	United Amer Ins Co	385,891	0.001732%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
127	64505	Homesteaders Life Co	376,242	0.001689%
128	63983	United Heritage Life Ins Co	362,198	0.001626%
129	90212	Great Southern Life Ins Co	346,663	0.001556%
130	84522	Auto Club Life Ins Co	344,448	0.001546%
131	71870	Fidelity Security Life Ins Co	327,620	0.001470%
132	67814	Phoenix Life Ins Co	323,396	0.001451%
133	72222	Amica Life Ins Co	299,903	0.001346%
134	68039	Athene Ann & Life Assur Co of NY	281,361	0.001263%
135	63258	Federated Life Ins Co	274,500	0.001232%
136	76236	The Cincinnati Life Ins Co	248,958	0.001117%
137	61395	Beneficial Life Ins Co	225,146	0.001010%
138	71099	Parker Centennial Assur Co	213,786	0.000959%
139	89184	Sterling Investors Life Ins Co	203,878	0.000915%
140	93742	Securian Life Ins Co	196,991	0.000884%
141	62308	Connecticut Gen Life Ins Co	192,356	0.000863%
142	62286	Golden Rule Ins Co	178,865	0.000803%
143	92657	Nationwide Life & Ann Ins Co	171,594	0.000770%
144	66427	Mutual Trust Life Ins Co a Pan Amer	162,867	0.000731%
145	67059	GPM Hlth & Life Ins Co	155,532	0.000698%
146	66680	National Life Ins Co	152,644	0.000685%
147	91693	IA Amer Life Ins Co	146,655	0.000658%
148	71439	Assurity Life Ins Co	129,555	0.000581%
149	61832	Chesapeake Life Ins Co	127,632	0.000573%
150	70416	MML Bay State Life Ins Co	120,000	0.000539%
151	70335	West Coast Life Ins Co	106,828	0.000479%
152	63223	Federal Life Ins Co	104,011	0.000467%
153	80659	US Business of Canada Life Assur Co	103,003	0.000462%
154	69310	Surety Life Ins Co	96,001	0.000431%
155	68772	Security Mut Life Ins Co Of NY	83,050	0.000373%
156	65900	Wilco Life Ins Co	69,811	0.000313%
157	65919	Primerica Life Ins Co	68,908	0.000309%
158	62928	EMC Natl Life Co	54,145	0.000243%
159	93629	Prudential Retirement Ins & Ann Co	41,126	0.000185%
160	66087	Mid West Natl Life Ins Co Of TN	39,409	0.000177%
161	67911	Pioneer Mut Life Ins Co	31,975	0.000144%
162	77720	LifeSecure Ins Co	26,054	0.000117%
163	97268	Pacific Life & Ann Co	25,174	0.000113%
164	66370	Mony Life Ins Co	16,275	0.000073%
165	69892	United Farm Family Life Ins Co	16,025	0.000072%
166	67539	Pan Amer Life Ins Co	13,980	0.000063%
167	61492	Athene Annuity & Life Assur Co	13,756	0.000062%
168	92444	Companion Life Ins Co of CA	13,000	0.000058%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
169	63967	Government Personnel Mut Life Ins Co	12,009	0.000054%
170	87645	United Fidelity Life Ins Co	10,383	0.000047%
171	79022	Transamerica Advisors Life Ins Co	9,552	0.000043%
172	60429	American Fidelity Life Ins Co	9,415	0.000042%
173	64211	Guarantee Trust Life Ins Co	8,762	0.000039%
174	62049	Colonial Life & Accident Ins Co	7,990	0.000036%
175	60534	American Heritage Life Ins Co	7,355	0.000033%
176	69140	First Allmerica Fin Life Ins Co	7,275	0.000033%
177	62235	Unum Life Ins Co Of Amer	7,174	0.000032%
178	68632	Vantis Life Ins Co	7,000	0.000031%
179	86355	Standard Life & Accident Ins Co	6,962	0.000031%
180	60704	Wilton Reassur Life Co of NY	6,750	0.000030%
181	62103	Columbian Mut Life Ins Co	6,006	0.000027%
182	76023	Columbian Life Ins Co	5,750	0.000026%
183	97136	Metropolitan Tower Life Ins Co	5,520	0.000025%
184	61360	Reliastar Life Ins Co Of NY	5,400	0.000024%
185	70866	Allstate Assur Co	5,000	0.000022%
186	65080	John Alden Life Ins Co	5,000	0.000022%
187	60399	American Family Life Ins Co	4,717	0.000021%
188	65927	Lincoln Heritage Life Ins Co	3,918	0.000018%
189	92711	HCC Life Ins Co	3,600	0.000016%
190	61425	Trustmark Ins Co	3,085	0.000014%
191	90247	Rx Life Ins Co	2,550	0.000011%
192	67083	Manhattan Natl Life Ins Co	2,427	0.000011%
193	88536	Protective Life & Annuity Ins Co	2,000	0.000009%
194	68446	Longevity Ins Co	2,000	0.000009%
195	11121	Unified Life Ins Co	1,842	0.000008%
196	67873	Pioneer Amer Ins Co	1,840	0.000008%
197	63053	Family Life Ins Co	1,575	0.000007%
198	97764	Idealife Ins Co	1,562	0.000007%
199	60275	American Bankers Life Assur Co Of FL	1,465	0.000007%
200	69698	New Era Life Ins Co Of Midwest	1,345	0.000006%
201	68713	Security Life Of Denver Ins Co	1,262	0.000006%
202	64904	Investors Heritage Life Ins Co	1,260	0.000006%
203	67032	North Carolina Mut Life Ins Co	1,200	0.000005%
204	65722	Loyal Amer Life Ins Co	910	0.000004%
205	67180	Ohio State Life Ins Co	847	0.000004%
206	65331	Liberty Natl Life Ins Co	845	0.000004%
207	62359	Constitution Life Ins Co	600	0.000003%
208	67946	Pioneer Security Life Ins Co	540	0.000002%
209	97241	Settlers Life Ins Co	515	0.000002%
210	67393	Ozark Natl Life Ins Co	315	0.000001%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
211	69647	Optum Ins of OH Inc	313	0.000001%
212	70874	Allstate Life Ins Co Of NY	300	0.000001%
213	70815	Hartford Life & Accident Ins Co	283	0.000001%
214	64343	Pacific Guardian Life Ins Co Ltd	148	0.000001%
215	78743	New Era Life Ins Co	127	0.000001%
216	66109	Midwestern United Life Ins Co	18	0.000000%
217	66540	National Farmers Union Life Ins Co	17	0.000000%
	Totals:		22,281,212,685	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ACCIDENT AND HEALTH
Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	79413	UnitedHealthcare Ins Co	3,395,270,766	20.822005%
2	62825	Anthem Blue Cross Life & Hlth Ins Co	1,944,977,732	11.927866%
3	60054	Aetna Life Ins Co	1,861,003,773	11.412884%
4	67369	Cigna Hlth & Life Ins Co	1,314,961,112	8.064195%
5	66141	Health Net Life Ins Co	887,567,824	5.443142%
6	65978	Metropolitan Life Ins Co	776,978,386	4.764936%
7	64246	Guardian Life Ins Co Of Amer	438,765,452	2.690795%
8	60380	American Family Life Assur Co of Col	374,732,770	2.298105%
9	62235	Unum Life Ins Co Of Amer	324,434,615	1.989644%
10	70025	Genworth Life Ins Co	291,370,726	1.786874%
11	65498	Life Ins Co Of N Amer	277,563,811	1.702202%
12	61557	Blue Shield of CA Life & Hlth Ins Co	252,485,331	1.548404%
13	61271	Principal Life Ins Co	235,961,331	1.447068%
14	69019	Standard Ins Co	235,292,248	1.442965%
15	67105	Reliastar Life Ins Co	210,492,077	1.290874%
16	65315	Liberty Life Assur Co Of Boston	182,993,649	1.122236%
17	60410	American Fidelity Assur Co	150,979,724	0.925906%
18	70815	Hartford Life & Accident Ins Co	132,138,403	0.810358%
19	62049	Colonial Life & Accident Ins Co	130,226,645	0.798634%
20	68241	Prudential Ins Co Of Amer	114,284,703	0.700868%
21	81264	Nippon Life Ins Co Of Amer	112,948,253	0.692672%
22	80802	US Br Sun Life Assur Co of Canada	109,658,126	0.672495%
23	65838	John Hancock Life Ins Co USA	108,534,915	0.665607%
24	65676	Lincoln Natl Life Ins Co	104,782,469	0.642594%
25	86231	Transamerica Life Ins Co	101,678,953	0.623561%
26	61301	Ameritas Life Ins Corp	93,988,420	0.576398%
27	67091	Northwestern Mut Life Ins Co	90,287,819	0.553704%
28	68195	Provident Life & Accident Ins Co	83,214,485	0.510325%
29	70408	Union Security Ins Co	82,404,246	0.505356%
30	71412	Mutual Of Omaha Ins Co	75,172,326	0.461006%
31	68381	Reliance Standard Life Ins Co	73,616,574	0.451465%
32	66281	Transamerica Premier Life Ins Co	73,269,298	0.449335%
33	66915	New York Life Ins Co	60,799,192	0.372860%
34	65935	Massachusetts Mut Life Ins Co	59,714,963	0.366211%
35	68608	Symetra Life Ins Co	59,382,541	0.364172%
36	91529	Unimerica Ins Co	58,937,296	0.361442%
37	69868	United Of Omaha Life Ins Co	58,248,059	0.357215%
38	92711	HCC Life Ins Co	58,067,089	0.356105%
39	71870	Fidelity Security Life Ins Co	57,097,297	0.350158%
40	71714	Berkshire Life Ins Co of Amer	45,344,554	0.278082%
41	60534	American Heritage Life Ins Co	44,737,474	0.274359%
42	61263	Bankers Life & Cas Co	44,537,722	0.273134%
43	62146	Combined Ins Co Of Amer	44,388,038	0.272216%
44	80985	4 Ever Life Ins Co	40,258,978	0.246894%
45	69000	Northwestern Long Term Care Ins Co	38,508,869	0.236161%
46	67539	Pan Amer Life Ins Co	38,239,111	0.234507%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ACCIDENT AND HEALTH
Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
47	90328	First Hlth Life & Hlth Ins Co	38,032,311	0.233239%
48	69663	USAA Life Ins Co	36,719,875	0.225190%
49	71730	Continental Amer Ins Co	36,519,993	0.223964%
50	87963	National Teachers Assoc Life Ins Co	35,596,089	0.218298%
51	93440	HM Life Ins Co	35,418,481	0.217209%
52	62626	CMFG Life Ins Co	34,598,231	0.212179%
53	64890	Berkley Life & Hlth Ins Co	34,589,472	0.212125%
54	70939	Gerber Life Ins Co	34,297,262	0.210333%
55	66583	National Guardian Life Ins Co	33,102,175	0.203004%
56	92916	United Amer Ins Co	32,268,341	0.197890%
57	65005	RiverSource Life Ins Co	31,153,773	0.191055%
58	65722	Loyal Amer Life Ins Co	28,052,407	0.172036%
59	62065	Colonial Penn Life Ins Co	27,286,127	0.167336%
60	66168	Minnesota Life Ins Co	23,102,649	0.141680%
61	68500	Continental Life Ins Co Brentwood	21,216,765	0.130115%
62	61069	Anthem Life Ins Co	20,672,791	0.126779%
63	82538	National Hlth Ins Co	19,172,299	0.117577%
64	80578	Physicians Mut Ins Co	18,948,567	0.116205%
65	67598	Paul Revere Life Ins Co	18,710,326	0.114744%
66	61832	Chesapeake Life Ins Co	17,637,963	0.108167%
67	70319	Washington Natl Ins Co	16,354,179	0.100294%
68	72850	United World Life Ins Co	15,695,145	0.096253%
69	71854	AAA Life Ins Co	14,401,545	0.088320%
70	81779	Individual Assur Co Life Hlth & Acc	14,378,124	0.088176%
71	87726	BrightHouse Life Ins Co	13,146,576	0.080623%
72	70106	United States Life Ins Co in the Cit	12,055,936	0.073935%
73	60488	American Gen Life Ins Co	11,871,196	0.072802%
74	61425	Trustmark Ins Co	10,888,861	0.066778%
75	69744	Union Labor Life Ins Co	10,787,016	0.066153%
76	65595	Lincoln Benefit Life Co	9,665,547	0.059275%
77	90611	Allianz Life Ins Co Of N Amer	9,528,062	0.058432%
78	69078	Standard Security Life Ins Co Of NY	9,244,897	0.056696%
79	69477	Time Ins Co	9,233,429	0.056625%
80	93572	RGA Reins Co	7,273,803	0.044608%
81	76325	Senior Hlth Ins Co of PA	7,158,155	0.043898%
82	60577	American Income Life Ins Co	6,984,262	0.042832%
83	86355	Standard Life & Accident Ins Co	6,889,396	0.042250%
84	92444	Companion Life Ins Co of CA	6,757,274	0.041440%
85	68322	Great W Life & Ann Ins Co	6,447,325	0.039539%
86	69515	Medamerica Ins Co	6,356,790	0.038984%
87	70785	Pacificare Life & Hlth Ins Co	6,334,868	0.038850%
88	62863	Trustmark Life Ins Co	6,315,075	0.038728%
89	77720	LifeSecure Ins Co	6,292,174	0.038588%
90	62308	Connecticut Gen Life Ins Co	5,863,445	0.035958%
91	77968	Family Heritage Life Ins Co Of Amer	5,706,216	0.034994%
92	63177	Farmers New World Life Ins Co	5,685,488	0.034867%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ACCIDENT AND HEALTH
Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
93	66869	Nationwide Life Ins Co	5,635,290	0.034559%
94	71439	Assurity Life Ins Co	5,605,082	0.034374%
95	65056	Jackson Natl Life Ins Co	4,735,165	0.029039%
96	62944	AXA Equitable Life Ins Co	4,613,170	0.028291%
97	11121	Unified Life Ins Co	4,226,170	0.025918%
98	65110	Kanawha Ins Co	4,165,823	0.025548%
99	90638	Best Life & Hlth Ins Co	4,123,295	0.025287%
100	93742	Securian Life Ins Co	3,882,858	0.023812%
101	60216	Amalgamated Life Ins Co	3,682,629	0.022584%
102	61360	Reliastar Life Ins Co Of NY	3,495,433	0.021436%
103	69116	State Life Ins Co	3,445,566	0.021130%
104	71773	American Natl Life Ins Co Of TX	2,867,055	0.017583%
105	93610	John Hancock Life & Hlth Ins Co	2,821,054	0.017301%
106	64211	Guarantee Trust Life Ins Co	2,799,968	0.017171%
107	68985	Starmount Life Ins Co	2,643,039	0.016209%
108	91472	Globe Life & Accident Ins Co	2,572,814	0.015778%
109	61883	ManhattanLife Assur Co of Amer	2,569,834	0.015760%
110	60186	Allstate Life Ins Co	2,565,938	0.015736%
111	71129	Dearborn Natl Life Ins Co	2,534,893	0.015546%
112	80896	Centre Life Ins Co	2,520,697	0.015459%
113	62359	Constitution Life Ins Co	2,441,501	0.014973%
114	88072	Hartford Life Ins Co	2,433,991	0.014927%
115	84786	Colorado Bankers Life Ins Co	2,264,062	0.013885%
116	71404	Continental Gen Ins Co	2,255,380	0.013831%
117	62596	Union Fidelity Life Ins Co	2,199,059	0.013486%
118	60518	American Hlth & Life Ins Co	2,186,199	0.013407%
119	66370	Mony Life Ins Co	2,072,785	0.012712%
120	66680	National Life Ins Co	2,040,959	0.012516%
121	62286	Golden Rule Ins Co	1,967,487	0.012066%
122	63258	Federated Life Ins Co	1,922,131	0.011788%
123	65536	Genworth Life & Ann Ins Co	1,913,747	0.011736%
124	80314	Unicare Life & Hlth Ins Co	1,867,695	0.011454%
125	65781	Madison Natl Life Ins Co Inc	1,820,665	0.011165%
126	98205	Natl Foundation Life Ins Co	1,731,641	0.010620%
127	90557	Zurich Amer Life Ins Co	1,709,271	0.010482%
128	68047	Professional Ins Co	1,639,402	0.010054%
129	66087	Mid West Natl Life Ins Co Of TN	1,591,763	0.009762%
130	60801	American Public Life Ins Co	1,469,754	0.009013%
131	91642	Forethought Life Ins Co	1,366,535	0.008380%
132	61492	Athene Annuity & Life Assur Co	1,321,963	0.008107%
133	61476	Boston Mut Life Ins Co	1,304,815	0.008002%
134	65900	Wilco Life Ins Co	1,275,940	0.007825%
135	60275	American Bankers Life Assur Co Of FL	1,249,321	0.007662%
136	65129	Kansas City Life Ins Co	1,217,501	0.007467%
137	65951	Merit Life Ins Co	1,133,906	0.006954%
138	89206	Ohio Natl Life Assur Corp	1,084,683	0.006652%

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2017
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
139	63665	General Amer Life Ins Co	1,076,321	0.006601%
140	66265	Monarch Life Ins Co	1,043,087	0.006397%
141	63053	Family Life Ins Co	961,907	0.005899%
142	71471	Ability Ins Co	903,343	0.005540%
143	67784	Philadelphia Amer Life Ins Co	858,389	0.005264%
144	80926	Sun Life & Hlth Ins Co	791,509	0.004854%
145	67172	Ohio Natl Life Ins Co	767,989	0.004710%
146	70688	Transamerica Financial Life Ins Co	739,016	0.004532%
147	60739	American Natl Ins Co	730,751	0.004481%
148	69345	Teachers Ins & Ann Assoc Of Amer	674,427	0.004136%
149	67644	Penn Mut Life Ins Co	651,283	0.003994%
150	77399	Sterling Life Ins Co	635,798	0.003899%
151	69930	United Ins Co Of Amer	572,405	0.003510%
152	31119	Medico Ins Co	569,586	0.003493%
153	60836	American Republic Ins Co	558,811	0.003427%
154	70483	Western & Southern Life Ins Co	557,212	0.003417%
155	72125	Physicians Life Ins Co	540,020	0.003312%
156	78077	Mony Life Ins Co Of Amer	531,780	0.003261%
157	76112	Oxford Life Ins Co	502,596	0.003082%
158	97179	UnitedHealthcare Life Ins Co	430,709	0.002641%
159	80705	US Br Great West Life Assur Co	399,188	0.002448%
160	67032	North Carolina Mut Life Ins Co	396,031	0.002429%
161	65080	John Alden Life Ins Co	375,642	0.002304%
162	88366	American Retirement Life Ins Co	348,954	0.002140%
163	68136	Protective Life Ins Co	333,821	0.002047%
164	68810	Sentry Life Ins Co	329,853	0.002023%
165	65927	Lincoln Heritage Life Ins Co	287,005	0.001760%
166	80659	US Business of Canada Life Assur Co	264,652	0.001623%
167	65331	Liberty Natl Life Ins Co	249,357	0.001529%
168	62057	Lincoln Life & Ann Co of NY	226,570	0.001389%
169	60142	TIAA Cref Life Ins Co	225,405	0.001382%
170	62634	Delaware Amer Life Ins Co	220,248	0.001351%
171	68802	Sentinel Security Life Ins Co	199,806	0.001225%
172	64238	Guaranty Income Life Ins Co	185,381	0.001137%
173	93777	Pavonia Life Ins Co of MI	178,096	0.001092%
174	64580	Illinois Mut Life Ins Co	149,897	0.000919%
175	90212	Great Southern Life Ins Co	139,929	0.000858%
176	61689	Athene Ann & Life Co	135,051	0.000828%
177	67814	Phoenix Life Ins Co	133,884	0.000821%
178	68462	Reserve Natl Ins Co	114,907	0.000705%
179	61751	Central States H & L Co Of Omaha	108,021	0.000662%
180	78700	Aetna Hlth & Life Ins Co	99,723	0.000612%
181	60895	American United Life Ins Co	98,898	0.000607%
182	88668	Mutual Of Amer Life Ins Co	90,032	0.000552%
183	61409	National Benefit Life Ins Co	77,388	0.000475%
184	89184	Sterling Investors Life Ins Co	62,281	0.000382%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ACCIDENT AND HEALTH
Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
185	71323	Zale Life Ins Co	57,896	0.000355%
186	61999	Americo Fin Life & Ann Ins Co	55,882	0.000343%
187	67199	Old Amer Ins Co	52,577	0.000322%
188	65870	Manhattan Life Ins Co	51,934	0.000318%
189	71390	Puritan Life Ins Co of Amer	43,930	0.000269%
190	91626	New England Life Ins Co	42,295	0.000259%
191	63967	Government Personnel Mut Life Ins Co	41,501	0.000255%
192	63983	United Heritage Life Ins Co	40,079	0.000246%
193	68284	Pyramid Life Ins Co	39,678	0.000243%
194	65919	Primerica Life Ins Co	33,228	0.000204%
195	65811	American Modern Life Ins Co	31,471	0.000193%
196	99724	LifeShield Natl Ins Co	30,886	0.000189%
197	70874	Allstate Life Ins Co Of NY	30,326	0.000186%
198	62103	Columbian Mut Life Ins Co	28,193	0.000173%
199	68772	Security Mut Life Ins Co Of NY	24,702	0.000151%
200	63290	Fidelity Life Assn A Legal Reserve L	24,240	0.000149%
201	97764	Idealife Ins Co	20,173	0.000124%
202	65242	Lafayette Life Ins Co	20,079	0.000123%
203	81426	Commercial Travelers Life Ins Co	19,653	0.000121%
204	42129	United Security Assur Co Of PA	19,596	0.000120%
205	66427	Mutual Trust Life Ins Co a Pan Amer	18,401	0.000113%
206	64017	Jefferson Natl Life Ins Co	18,255	0.000112%
207	63223	Federal Life Ins Co	16,819	0.000103%
208	69310	Surety Life Ins Co	13,530	0.000083%
209	76236	The Cincinnati Life Ins Co	13,344	0.000082%
210	69922	United Home Life Ins Co	12,477	0.000077%
211	63312	Great Amer Life Ins Co	12,230	0.000075%
212	64513	Horace Mann Life Ins Co	11,019	0.000068%
213	97152	Plateau Ins Co	10,691	0.000066%
214	67903	Provident Amer Life & Hlth Ins Co	9,994	0.000061%
215	84824	Commonwealth Ann & Life Ins Co	9,028	0.000055%
216	60704	Wilton Reassur Life Co of NY	8,699	0.000053%
217	91693	IA Amer Life Ins Co	8,558	0.000052%
218	84522	Auto Club Life Ins Co	7,521	0.000046%
219	68446	Longevity Ins Co	7,377	0.000045%
220	61212	Baltimore Life Ins Co	6,555	0.000040%
221	97985	LifeMap Assur Co	6,166	0.000038%
222	85561	MAPFRE Life Ins Co	5,358	0.000033%
223	67652	First Penn Pacific Life Ins Co	4,573	0.000028%
224	60445	Sagicor Life Ins Co	4,316	0.000026%
225	60183	S USA Life Ins Co Inc	4,316	0.000026%
226	62413	Wilcac Life Ins Co	2,841	0.000017%
227	66044	Midland Natl Life Ins Co	2,601	0.000016%
228	62928	EMC Natl Life Co	1,741	0.000011%
229	69485	Security Natl Life Ins Co	1,681	0.000010%
230	67261	Old Republic Life Ins Co	1,681	0.000010%

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2017
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
231	70335	West Coast Life Ins Co	1,560	0.000010%
232	83607	Guggenheim Life & Ann Co	1,523	0.000009%
233	77879	5 Star Life Ins Co	1,471	0.000009%
234	97241	Settlers Life Ins Co	1,317	0.000008%
235	99937	Columbus Life Ins Co	1,255	0.000008%
236	61395	Beneficial Life Ins Co	1,132	0.000007%
237	69140	First Allmerica Fin Life Ins Co	1,126	0.000007%
238	63657	Garden State Life Ins Co	1,065	0.000007%
239	64343	Pacific Guardian Life Ins Co Ltd	1,031	0.000006%
240	67393	Ozark Natl Life Ins Co	932	0.000006%
241	65528	Life Ins Co Of The Southwest	642	0.000004%
242	66974	North Amer Co Life & Hlth Ins	561	0.000003%
243	68357	Reliable Life Ins Co	351	0.000002%
244	80942	Voya Ins & Ann Co	273	0.000002%
245	63495	Foresters Life Ins Ann Co	249	0.000002%
246	67180	Ohio State Life Ins Co	57	0.000000%
247	67989	American Memorial Life Ins Co	13	0.000000%
	Totals:		16,306,166,363	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	61271	Principal Life Ins Co	877,973,227	36.819148%
2	60142	TIAA Cref Life Ins Co	361,684,067	15.167774%
3	65935	Massachusetts Mut Life Ins Co	258,315,319	10.832847%
4	88072	Hartford Life Ins Co	230,913,726	9.683720%
5	93629	Prudential Retirement Ins & Ann Co	215,907,058	9.054392%
6	69868	United Of Omaha Life Ins Co	50,043,132	2.098635%
7	60488	American Gen Life Ins Co	45,843,268	1.922507%
8	66168	Minnesota Life Ins Co	43,759,727	1.835131%
9	70238	Variable Ann Life Ins Co	39,745,749	1.666799%
10	69345	Teachers Ins & Ann Assoc Of Amer	29,445,415	1.234838%
11	65978	Metropolitan Life Ins Co	29,308,357	1.229091%
12	68241	Prudential Ins Co Of Amer	27,817,148	1.166555%
13	68608	Symetra Life Ins Co	24,955,837	1.046561%
14	91596	New York Life Ins & Ann Corp	24,871,655	1.043031%
15	60739	American Natl Ins Co	11,931,536	0.500367%
16	68802	Sentinel Security Life Ins Co	11,643,584	0.488291%
17	61301	Ameritas Life Ins Corp	9,898,147	0.415094%
18	63177	Farmers New World Life Ins Co	8,160,934	0.342241%
19	66583	National Guardian Life Ins Co	7,190,042	0.301525%
20	67601	Unum Ins Co	6,039,342	0.253269%
21	79227	Pruco Life Ins Co	5,988,827	0.251151%
22	60054	Aetna Life Ins Co	5,334,643	0.223716%
23	74780	Integrity Life Ins Co	4,558,559	0.191170%
24	67644	Penn Mut Life Ins Co	4,121,343	0.172835%
25	62510	Equitrust Life Ins Co	3,558,251	0.149221%
26	86630	Prudential Ann Life Assur Corp	3,512,974	0.147322%
27	65005	RiverSource Life Ins Co	2,690,658	0.112837%
28	68322	Great W Life & Ann Ins Co	2,505,047	0.105053%
29	69663	USAA Life Ins Co	2,334,942	0.097919%
30	64343	Pacific Guardian Life Ins Co Ltd	2,283,978	0.095782%
31	67466	Pacific Life Ins Co	2,044,127	0.085724%
32	65595	Lincoln Benefit Life Co	1,998,532	0.083811%
33	67091	Northwestern Mut Life Ins Co	1,987,098	0.083332%
34	66044	Midland Natl Life Ins Co	1,888,741	0.079207%
35	68136	Protective Life Ins Co	1,801,868	0.075564%
36	60895	American United Life Ins Co	1,485,297	0.062288%
37	66974	North Amer Co Life & Hlth Ins	1,386,856	0.058160%
38	67172	Ohio Natl Life Ins Co	1,297,673	0.054420%
39	83607	Guggenheim Life & Ann Co	1,285,893	0.053926%
40	65056	Jackson Natl Life Ins Co	1,115,280	0.046771%
41	62413	Wilcac Life Ins Co	993,627	0.041669%
42	60445	Sagicor Life Ins Co	968,159	0.040601%
43	65919	Primerica Life Ins Co	942,333	0.039518%
44	61689	Athene Ann & Life Co	851,982	0.035729%
45	64017	Jefferson Natl Life Ins Co	793,980	0.033297%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
46	84174	ELCO Mut Life & Ann	792,405	0.033231%
47	68543	Liberty Bankers Life Ins Co	754,525	0.031642%
48	92738	American Equity Invest Life Ins Co	684,919	0.028723%
49	69019	Standard Ins Co	681,931	0.028598%
50	93742	Securian Life Ins Co	663,227	0.027813%
51	84786	Colorado Bankers Life Ins Co	474,835	0.019913%
52	71854	AAA Life Ins Co	456,902	0.019161%
53	69108	State Farm Life Ins Co	451,585	0.018938%
54	65528	Life Ins Co Of The Southwest	443,911	0.018616%
55	61212	Baltimore Life Ins Co	425,000	0.017823%
56	71439	Assurity Life Ins Co	418,298	0.017542%
57	86231	Transamerica Life Ins Co	396,969	0.016648%
58	78778	Guardian Ins & Ann Co Inc	383,754	0.016093%
59	89206	Ohio Natl Life Assur Corp	378,612	0.015878%
60	62626	CMFG Life Ins Co	369,982	0.015516%
61	63274	Fidelity & Guar Life Ins Co	355,747	0.014919%
62	94250	Banner Life Ins Co	337,500	0.014154%
63	61999	Americo Fin Life & Ann Ins Co	334,854	0.014043%
64	63495	Foresters Life Ins Ann Co	278,000	0.011658%
65	71129	Dearborn Natl Life Ins Co	274,979	0.011532%
66	61875	Church Life Ins Corp	258,078	0.010823%
67	70435	The Savings Bank Mut Life Ins Co of	228,150	0.009568%
68	62345	Berkshire Hathaway Life Ins Co NE	200,000	0.008387%
69	69116	State Life Ins Co	184,943	0.007756%
70	62308	Connecticut Gen Life Ins Co	173,741	0.007286%
71	65242	Lafayette Life Ins Co	160,000	0.006710%
72	66850	National Western Life Ins Co	158,581	0.006650%
73	84824	Commonwealth Ann & Life Ins Co	147,505	0.006186%
74	65129	Kansas City Life Ins Co	109,485	0.004591%
75	64238	Guaranty Income Life Ins Co	99,025	0.004153%
76	63312	Great Amer Life Ins Co	78,307	0.003284%
77	65315	Liberty Life Assur Co Of Boston	51,060	0.002141%
78	90212	Great Southern Life Ins Co	45,883	0.001924%
79	97136	Metropolitan Tower Life Ins Co	20,583	0.000863%
80	99937	Columbus Life Ins Co	17,480	0.000733%
81	60518	American Hlth & Life Ins Co	14,367	0.000603%
82	69698	New Era Life Ins Co Of Midwest	12,285	0.000515%
83	66281	Transamerica Premier Life Ins Co	11,813	0.000495%
84	62928	EMC Natl Life Co	10,047	0.000421%
85	88668	Mutual Of Amer Life Ins Co	8,955	0.000376%
86	69485	Security Natl Life Ins Co	8,812	0.000370%
87	86509	Voya Retirement Ins & Ann Co	8,343	0.000350%
88	67105	Reliastar Life Ins Co	3,333	0.000140%
89	87645	United Fidelity Life Ins Co	3,129	0.000131%
90	65722	Loyal Amer Life Ins Co	2,391	0.000100%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
91	63983	United Heritage Life Ins Co	1,936	0.000081%
92	78743	New Era Life Ins Co	641	0.000027%
93	69272	Sunset Life Ins Co Of Amer	458	0.000019%
94	69892	United Farm Family Life Ins Co	307	0.000013%
95	67180	Ohio State Life Ins Co	195	0.000008%
96	90247	Rx Life Ins Co	150	0.000006%
97	64211	Guarantee Trust Life Ins Co	95	0.000004%
98	64890	Berkley Life & Hlth Ins Co	92	0.000004%
99	62235	Unum Life Ins Co Of Amer	28	0.000001%
100	61395	Beneficial Life Ins Co	5	0.000000%
	Totals:		2,384,556,076	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: OTHER CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	65838	John Hancock Life Ins Co USA	1,966,380,917	22.503773%
2	68241	Prudential Ins Co Of Amer	1,705,470,080	19.517842%
3	86231	Transamerica Life Ins Co	1,428,926,620	16.353007%
4	66869	Nationwide Life Ins Co	955,613,037	10.936283%
5	70688	Transamerica Financial Life Ins Co	452,919,396	5.183327%
6	92657	Nationwide Life & Ann Ins Co	391,162,063	4.476560%
7	86509	Voya Retirement Ins & Ann Co	336,392,944	3.849768%
8	65935	Massachusetts Mut Life Ins Co	333,756,321	3.819594%
9	66915	New York Life Ins Co	245,259,481	2.806813%
10	88668	Mutual Of Amer Life Ins Co	226,505,240	2.592185%
11	69019	Standard Ins Co	189,377,818	2.167289%
12	66168	Minnesota Life Ins Co	149,298,680	1.708613%
13	88072	Hartford Life Ins Co	146,294,865	1.674236%
14	65978	Metropolitan Life Ins Co	97,236,825	1.112803%
15	62626	CMFG Life Ins Co	54,677,023	0.625738%
16	62944	AXA Equitable Life Ins Co	37,240,253	0.426187%
17	67172	Ohio Natl Life Ins Co	12,549,490	0.143620%
18	71153	Hartford Life & Ann Ins Co	6,002,383	0.068693%
19	78778	Guardian Ins & Ann Co Inc	2,438,235	0.027904%
20	93629	Prudential Retirement Ins & Ann Co	224,348	0.002567%
21	66281	Transamerica Premier Life Ins Co	115,674	0.001324%
22	69868	United Of Omaha Life Ins Co	72,884	0.000834%
23	67091	Northwestern Mut Life Ins Co	60,000	0.000687%
24	87726	Brighthouse Life Ins Co	29,334	0.000336%
25	81213	American Maturity Life Ins Co	1,653	0.000019%
	Totals:		8,738,005,564	100.000000%

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
1	80985	4 Ever Life Ins Co	456,685	0	40,258,978	(25,602)	0	40,690,061	0.060549%	125
2	77879	5 Star Life Ins Co	8,211,278	0	1,471	0	0	8,212,749	0.012221%	188
3	71854	AAA Life Ins Co	229,593,502	72,151,916	14,401,545	456,902	0	316,603,865	0.471123%	57
4	71471	Ability Ins Co	20,313	0	903,343	0	0	923,656	0.001374%	281
5	62200	Accordia Life & Ann Co	139,546,870	0	0	0	0	139,546,870	0.207653%	78
6	78700	Aetna Hlth & Life Ins Co	0	0	99,723	0	0	99,723	0.000148%	314
7	60054	Aetna Life Ins Co	68,233,800	1,470,136	1,861,003,773	5,334,643	0	1,936,042,352	2.880930%	7
8	90611	Allianz Life Ins Co Of N	190,783,420	1,254,536,097	9,528,062	0	0	1,454,847,579	2.164888%	15
9	70866	Allstate Assur Co	22,729,964	5,000	0	0	0	22,734,964	0.033831%	153
10	60186	Allstate Life Ins Co	50,324,038	4,176,494	2,565,938	0	0	57,066,470	0.084918%	111
11	70874	Allstate Life Ins Co Of NY	569,250	300	30,326	0	0	599,876	0.000893%	288
12	60216	Amalgamated Life Ins Co	250,811	0	3,682,629	0	0	3,933,440	0.005853%	229
13	68594	American Amicable Life Ins	9,138,631	404,704	0	0	0	9,543,335	0.014201%	183
14	60275	American Bankers Life Assur	1,094,559	1,465	1,249,321	0	0	2,345,345	0.003490%	255
15	92738	American Equity Invest Life	24,168	226,343,244	0	684,919	0	227,052,331	0.337865%	66
16	60380	American Family Life Assur	26,213,028	0	374,732,770	0	0	400,945,798	0.596628%	47
17	60399	American Family Life Ins Co	1,752,940	4,717	0	0	0	1,757,657	0.002615%	264
18	60410	American Fidelity Assur Co	36,632,768	71,783,601	150,979,724	0	0	259,396,093	0.385995%	62
19	60429	American Fidelity Life Ins Co	549,818	9,415	0	0	0	559,233	0.000832%	290
20	60488	American Gen Life Ins Co	501,973,837	1,292,793,554	11,871,196	45,843,268	0	1,852,481,855	2.756588%	10
21	60534	American Heritage Life Ins	5,731,739	7,355	44,737,474	0	0	50,476,568	0.075112%	116
22	60518	American Hlth & Life Ins Co	2,643,902	0	2,186,199	14,367	0	4,844,468	0.007209%	219
23	60577	American Income Life Ins Co	105,053,980	0	6,984,262	0	0	112,038,242	0.166719%	87
24	81213	American Maturity Life Ins	0	0	0	0	1,653	1,653	0.000002%	337
25	67989	American Memorial Life Ins	123,448,408	552,240	13	0	0	124,000,661	0.184519%	80
26	65811	American Modern Life Ins	59,886	0	31,471	0	0	91,357	0.000136%	315
27	60739	American Natl Ins Co	70,772,919	169,045,110	730,751	11,931,536	0	252,480,316	0.375704%	63
28	71773	American Natl Life Ins Co Of	138,661	0	2,867,055	0	0	3,005,716	0.004473%	242
29	60801	American Public Life Ins Co	14,112	0	1,469,754	0	0	1,483,866	0.002208%	273
30	60836	American Republic Ins Co	205,851	0	558,811	0	0	764,662	0.001138%	284

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
31	88366	American Retirement Life	0	0	348,954	0	0	348,954	0.000519%	298
32	60895	American United Life Ins Co	30,637,925	517,658,192	98,898	1,485,297	0	549,880,312	0.818250%	36
33	61999	Americo Fin Life & Ann Ins	14,882,713	53,148,338	55,882	334,854	0	68,421,787	0.101815%	106
34	61301	Ameritas Life Ins Corp	72,771,176	135,677,865	93,988,420	9,898,147	0	312,335,608	0.464771%	58
35	72222	Amica Life Ins Co	5,483,515	299,903	0	0	0	5,783,418	0.008606%	211
36	93661	Annuity Investors Life Ins Co	0	37,881,372	0	0	0	37,881,372	0.056369%	131
37	62825	Anthem Blue Cross Life &	50,662,900	0	1,944,977,732	0	0	1,995,640,632	2.969615%	6
38	61069	Anthem Life Ins Co	4,150,327	0	20,672,791	0	0	24,823,118	0.036938%	148
39	71439	Assurity Life Ins Co	14,748,886	129,555	5,605,082	418,298	0	20,901,821	0.031103%	157
40	68039	Athene Ann & Life Assur Co	675,351	281,361	0	0	0	956,712	0.001424%	279
41	61689	Athene Ann & Life Co	9,332,035	676,532,236	135,051	851,982	0	686,851,304	1.022070%	28
42	61492	Athene Annuity & Life Assur	4,372,104	13,756	1,321,963	0	0	5,707,823	0.008494%	213
43	61182	Aurora Natl Life Assur Co	2,721,865	0	0	(234,253)	0	2,487,612	0.003702%	253
44	84522	Auto Club Life Ins Co	1,876,280	344,448	7,521	0	0	2,228,249	0.003316%	258
45	62880	AXA Equitable Life & Ann Co	1,506,652	0	0	0	0	1,506,652	0.002242%	272
46	62944	AXA Equitable Life Ins Co	222,228,427	987,577,601	4,613,170	0	37,240,253	1,251,659,451	1.862533%	19
47	61212	Baltimore Life Ins Co	4,270,575	0	6,555	425,000	0	4,702,130	0.006997%	221
48	61263	Bankers Life & Cas Co	32,705,645	44,251,356	44,537,722	0	0	121,494,723	0.180790%	82
49	94250	Banner Life Ins Co	114,470,138	43,424,497	0	337,500	0	158,232,135	0.235458%	74
50	61395	Beneficial Life Ins Co	6,303,373	225,146	1,132	5	0	6,529,656	0.009716%	202
51	64890	Berkley Life & Hlth Ins Co	3,015	0	34,589,472	92	0	34,592,579	0.051476%	135
52	62345	Berkshire Hathaway Life Ins	0	10,036,830	0	200,000	0	10,236,830	0.015233%	181
53	71714	Berkshire Life Ins Co of	552,408	0	45,344,554	0	0	45,896,962	0.068297%	120
54	90638	Best Life & Hlth Ins Co	212,507	0	4,123,295	0	0	4,335,802	0.006452%	224
55	61557	Blue Shield of CA Life & Hlth	9,751,329	0	252,485,331	0	0	262,236,660	0.390222%	61
56	61476	Boston Mut Life Ins Co	2,359,750	0	1,304,815	0	0	3,664,565	0.005453%	233
57	87726	Brighthouse Life Ins Co	284,940,951	428,095,741	13,146,576	0	29,334	726,212,602	1.080642%	25
58	61581	Capitol Life Ins Co	3,670	0	0	0	0	3,670	0.000005%	335
59	71331	Careamerica Life Ins Co	4,500	0	0	0	0	4,500	0.000007%	334
60	61751	Central States H & L Co Of	448,566	0	108,021	0	0	556,587	0.000828%	291

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
61	80896	Centre Life Ins Co	0	0	2,520,697	0	0	2,520,697	0.003751%	251
62	62383	Centurion Life Ins Co	16,209	0	0	0	0	16,209	0.000024%	328
63	61832	Chesapeake Life Ins Co	5,124,215	127,632	17,637,963	0	0	22,889,810	0.034061%	152
64	61875	Church Life Ins Corp	1,639,070	1,594,813	0	258,078	0	3,491,961	0.005196%	235
65	67369	Cigna Hlth & Life Ins Co	10,279	0	1,314,961,112	(3,975)	0	1,314,967,416	1.956739%	18
66	93432	CM Life Ins Co	27,209,532	12,272,696	0	0	0	39,482,228	0.058752%	126
67	62626	CMFG Life Ins Co	28,859,327	3,228,337	34,598,231	369,982	54,677,023	121,732,900	0.181145%	81
68	62049	Colonial Life & Accident Ins	33,144,252	7,990	130,226,645	0	0	163,378,887	0.243116%	73
69	62065	Colonial Penn Life Ins Co	21,570,735	0	27,286,127	0	0	48,856,862	0.072702%	118
70	84786	Colorado Bankers Life Ins	11,885,405	8,790,861	2,264,062	474,835	0	23,415,163	0.034843%	149
71	76023	Columbian Life Ins Co	4,860,915	5,750	0	0	0	4,866,665	0.007242%	218
72	62103	Columbian Mut Life Ins Co	219,156	6,006	28,193	0	0	253,355	0.000377%	303
73	99937	Columbus Life Ins Co	28,175,079	3,679,035	1,255	17,480	0	31,872,849	0.047428%	142
74	62146	Combined Ins Co Of Amer	3,977,944	0	44,388,038	0	0	48,365,982	0.071971%	119
75	81426	Commercial Travelers Life	0	0	19,653	0	0	19,653	0.000029%	324
76	84824	Commonwealth Ann & Life	3,430,976	5,432,584	9,028	147,505	0	9,020,093	0.013422%	185
77	92444	Companion Life Ins Co of CA	12,264	13,000	6,757,274	0	0	6,782,538	0.010093%	197
78	62308	Connecticut Gen Life Ins Co	27,476,033	192,356	5,863,445	173,741	0	33,705,575	0.050156%	138
79	62359	Constitution Life Ins Co	257,228	600	2,441,501	0	0	2,699,329	0.004017%	247
80	71730	Continental Amer Ins Co	264,949	0	36,519,993	0	0	36,784,942	0.054738%	132
81	71404	Continental Gen Ins Co	217,798	758,091	2,255,380	0	0	3,231,269	0.004808%	240
82	68500	Continental Life Ins Co	5,967	0	21,216,765	0	0	21,222,732	0.031581%	156
83	78301	Corvesta Life Ins Co	421	0	0	0	0	421	0.000001%	341
84	82880	CSI Life Ins Co	9,754	0	0	0	0	9,754	0.000015%	332
85	71129	Dearborn Natl Life Ins Co	1,851,784	0	2,534,893	274,979	0	4,661,656	0.006937%	222
86	62634	Delaware Amer Life Ins Co	114,646	0	220,248	0	0	334,894	0.000498%	299
87	79065	Delaware Life Ins Co	2,457,610	106,807,777	0	0	0	109,265,387	0.162592%	89
88	13183	Eagle Life Ins Co	0	28,383,953	0	0	0	28,383,953	0.042237%	144
89	84174	ELCO Mut Life & Ann	13,486	2,915,554	0	792,405	0	3,721,445	0.005538%	231
90	62928	EMC Natl Life Co	890,534	54,145	1,741	10,047	0	956,467	0.001423%	280

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
91	62510	Equitrust Life Ins Co	5,778,583	105,128,733	0	3,558,251	0	114,465,567	0.170331%	85
92	77968	Family Heritage Life Ins Co	54,821	0	5,706,216	0	0	5,761,037	0.008573%	212
93	63053	Family Life Ins Co	2,313,479	1,575	961,907	0	0	3,276,961	0.004876%	239
94	74004	Family Serv Life Ins Co	1,180	0	0	0	0	1,180	0.000002%	339
95	63177	Farmers New World Life Ins	305,726,872	11,445,920	5,685,488	8,160,934	0	331,019,214	0.492574%	54
96	63223	Federal Life Ins Co	1,946,204	104,011	16,819	0	0	2,067,034	0.003076%	261
97	63258	Federated Life Ins Co	9,985,188	274,500	1,922,131	0	0	12,181,819	0.018127%	178
98	63274	Fidelity & Guar Life Ins Co	105,742,021	351,030,860	0	355,747	0	457,128,628	0.680231%	41
99	93696	Fidelity Investments Life Ins	2,148,105	198,964,893	0	0	0	201,112,998	0.299266%	70
100	63290	Fidelity Life Assn A Legal	12,478,662	0	24,240	0	0	12,502,902	0.018605%	176
101	71870	Fidelity Security Life Ins Co	1,552,851	327,620	57,097,297	0	0	58,977,768	0.087762%	108
102	69140	First Allmerica Fin Life Ins	787,162	7,275	1,126	0	0	795,563	0.001184%	283
103	90328	First Hlth Life & Hlth Ins Co	3,228	0	38,032,311	0	0	38,035,539	0.056599%	130
104	67652	First Penn Pacific Life Ins Co	17,968,836	0	4,573	0	0	17,973,409	0.026745%	163
105	63495	Foresters Life Ins Ann Co	7,974,664	11,831,093	249	278,000	0	20,084,006	0.029886%	158
106	91642	Forethought Life Ins Co	31,388,733	513,287,579	1,366,535	0	0	546,042,847	0.812540%	37
107	99775	Funeral Directors Life Ins Co	1,304,705	455,435	0	0	0	1,760,140	0.002619%	263
108	63657	Garden State Life Ins Co	1,530,720	0	1,065	0	0	1,531,785	0.002279%	269
109	63665	General Amer Life Ins Co	102,099,336	599,636	1,076,321	0	0	103,775,293	0.154423%	91
110	65536	Genworth Life & Ann Ins Co	145,112,072	2,057,889	1,913,747	0	0	149,083,708	0.221844%	75
111	70025	Genworth Life Ins Co	35,395,152	662,450	291,370,726	0	0	327,428,328	0.487230%	56
112	70939	Gerber Life Ins Co	34,485,490	0	34,297,262	0	0	68,782,752	0.102352%	105
113	91472	Globe Life & Accident Ins Co	49,587,947	0	2,572,814	0	0	52,160,761	0.077618%	115
114	62286	Golden Rule Ins Co	1,241,966	178,865	1,967,487	0	0	3,388,318	0.005042%	237
115	63967	Government Personnel Mut	3,696,508	12,009	41,501	0	0	3,750,018	0.005580%	230
116	67059	GPM Hlth & Life Ins Co	1,540,336	155,532	0	0	0	1,695,868	0.002524%	267
117	63312	Great Amer Life Ins Co	7,603,056	353,961,937	12,230	78,307	0	361,655,530	0.538162%	50
118	90212	Great Southern Life Ins Co	3,583,107	346,663	139,929	45,883	0	4,115,582	0.006124%	227
119	68322	Great W Life & Ann Ins Co	96,266,224	588,603,916	6,447,325	2,505,047	0	693,822,512	1.032443%	27
120	71480	Great Western Ins Co	24,885,228	964,843	0	0	0	25,850,071	0.038466%	147

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
121	64211	Guarantee Trust Life Ins Co	2,391,370	8,762	2,799,968	95	0	5,200,195	0.007738%	215
122	64238	Guaranty Income Life Ins Co	7,348	7,990,673	185,381	99,025	0	8,282,427	0.012325%	187
123	78778	Guardian Ins & Ann Co Inc	2,185,024	66,644,153	0	383,754	2,438,235	71,651,166	0.106621%	103
124	64246	Guardian Life Ins Co Of	244,938,587	841,537	438,765,452	0	0	684,545,576	1.018639%	29
125	83607	Guggenheim Life & Ann Co	316,332	48,581,758	1,523	1,285,893	0	50,185,506	0.074679%	117
126	70815	Hartford Life & Accident Ins	108,027,548	283	132,138,403	0	0	240,166,234	0.357380%	64
127	71153	Hartford Life & Ann Ins Co	96,981,053	16,605,812	(24,179)	0	6,002,383	119,565,069	0.177919%	83
128	88072	Hartford Life Ins Co	7,582,953	25,087,180	2,433,991	230,913,726	146,294,865	412,312,715	0.613542%	46
129	92711	HCC Life Ins Co	775,277	3,600	58,067,089	0	0	58,845,966	0.087566%	109
130	66141	Health Net Life Ins Co	1,379,948	0	887,567,824	0	0	888,947,772	1.322800%	23
131	93440	HM Life Ins Co	6,862	0	35,418,481	0	0	35,425,343	0.052715%	134
132	64505	Homesteaders Life Co	34,177,378	376,242	0	0	0	34,553,620	0.051418%	136
133	64513	Horace Mann Life Ins Co	5,059,486	22,976,514	11,019	0	0	28,047,019	0.041735%	146
134	91693	IA Amer Life Ins Co	8,158,866	146,655	8,558	0	0	8,314,079	0.012372%	186
135	97764	Idealife Ins Co	155,906	1,562	20,173	0	0	177,641	0.000264%	308
136	64580	Illinois Mut Life Ins Co	2,073,311	0	149,897	0	0	2,223,208	0.003308%	259
137	81779	Individual Assur Co Life Hlth	0	0	14,378,124	0	0	14,378,124	0.021395%	171
138	14406	Industrial Alliance Ins & Fin	4,327,932	3,522,641	0	0	0	7,850,573	0.011682%	191
139	74780	Integrity Life Ins Co	15,704	51,072,261	0	4,558,559	0	55,646,524	0.082805%	112
140	64904	Investors Heritage Life Ins	40,823	1,260	0	0	0	42,083	0.000063%	320
141	63487	Investors Life Ins Co N Amer	1,260,224	0	0	0	0	1,260,224	0.001875%	275
142	65056	Jackson Natl Life Ins Co	96,606,834	1,752,336,871	4,735,165	1,115,280	0	1,854,794,150	2.760029%	9
143	64017	Jefferson Natl Life Ins Co	1,247,890	101,492,906	18,255	793,980	0	103,553,031	0.154092%	92
144	65080	John Alden Life Ins Co	683,106	5,000	375,642	0	0	1,063,748	0.001583%	278
145	93610	John Hancock Life & Hlth Ins	109,679	0	2,821,054	0	0	2,930,733	0.004361%	243
146	65838	John Hancock Life Ins Co	506,769,434	9,710,230	108,534,915	0	1,966,380,917	2,591,395,496	3.856129%	3
147	65110	Kanawha Ins Co	658,817	0	4,165,823	0	0	4,824,640	0.007179%	220
148	65129	Kansas City Life Ins Co	13,105,436	3,682,757	1,217,501	109,485	0	18,115,179	0.026956%	162
149	65242	Lafayette Life Ins Co	28,567,747	16,497,547	20,079	160,000	0	45,245,373	0.067327%	121
150	68543	Liberty Bankers Life Ins Co	808,781	11,799,764	0	754,525	0	13,363,070	0.019885%	173

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151	65315	Liberty Life Assur Co Of	99,986,109	4,337,063	182,993,649	51,060	0	287,367,881	0.427618%	59
152	65331	Liberty Natl Life Ins Co	6,464,776	845	249,357	0	0	6,714,978	0.009992%	199
153	65498	Life Ins Co Of N Amer	241,001,688	0	277,563,811	0	0	518,565,499	0.771652%	39
154	65528	Life Ins Co Of The	285,052,111	337,687,771	642	443,911	0	623,184,435	0.927330%	32
155	97985	LifeMap Assur Co	3,920	0	6,166	0	0	10,086	0.000015%	331
156	77720	LifeSecure Ins Co	444,120	26,054	6,292,174	0	0	6,762,348	0.010063%	198
157	99724	LifeShield Natl Ins Co	21,381	0	30,886	0	0	52,267	0.000078%	317
158	65595	Lincoln Benefit Life Co	183,984,282	7,180,870	9,665,547	1,998,532	0	202,829,231	0.301820%	69
159	65927	Lincoln Heritage Life Ins Co	87,480,735	3,918	287,005	0	0	87,771,658	0.130609%	97
160	62057	Lincoln Life & Ann Co of NY	1,256,901	2,748,072	226,570	0	0	4,231,543	0.006297%	225
161	65676	Lincoln Natl Life Ins Co	704,054,984	1,047,953,059	104,782,469	0	0	1,856,790,512	2.762999%	8
162	60232	Lombard Intl Life Assur Co	904,566	99,552,640	0	0	0	100,457,206	0.149485%	94
163	68446	Longevity Ins Co	14,817	2,000	7,377	0	0	24,194	0.000036%	323
164	65722	Loyal Amer Life Ins Co	89,152	910	28,052,407	2,391	0	28,144,860	0.041881%	145
165	73504	Lumico Life Ins Co	8,286	0	0	0	0	8,286	0.000012%	333
166	65781	Madison Natl Life Ins Co Inc	553,736	782,212	1,820,665	0	0	3,156,613	0.004697%	241
167	65870	Manhattan Life Ins Co	1,212,567	5,795,079	51,934	0	0	7,059,580	0.010505%	196
168	67083	Manhattan Natl Life Ins Co	2,273,936	2,427	0	0	0	2,276,363	0.003387%	257
169	61883	ManhattanLife Assur Co of	43,533	0	2,569,834	0	0	2,613,367	0.003889%	249
170	85561	MAPFRE Life Ins Co	21,337	0	5,358	0	0	26,695	0.000040%	322
171	65935	Massachusetts Mut Life Ins	746,821,756	338,528,105	59,714,963	258,315,319	333,756,321	1,737,136,464	2.584948%	12
172	69515	Medamerica Ins Co	0	0	6,356,790	0	0	6,356,790	0.009459%	205
173	31119	Medico Ins Co	15,422	0	569,586	0	0	585,008	0.000871%	289
174	86126	Members Life Ins Co	112,939	41,991,927	0	0	0	42,104,866	0.062654%	122
175	65951	Merit Life Ins Co	1,570,133	0	1,133,906	0	0	2,704,039	0.004024%	246
176	65978	Metropolitan Life Ins Co	862,353,507	475,634,707	776,978,386	29,308,357	97,236,825	2,241,511,782	3.335484%	4
177	97136	Metropolitan Tower Life Ins	5,474,907	5,520	0	20,583	0	5,501,010	0.008186%	214
178	66087	Mid West Natl Life Ins Co Of	972,355	39,409	1,591,763	0	0	2,603,527	0.003874%	250
179	66044	Midland Natl Life Ins Co	227,790,634	362,328,123	2,601	1,888,741	0	592,010,099	0.880941%	33
180	66109	Midwestern United Life Ins	222,212	18	0	0	0	222,230	0.000331%	304

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181	66168	Minnesota Life Ins Co	270,866,163	66,916,281	23,102,649	43,759,727	149,298,680	553,943,500	0.824296%	35
182	70416	MML Bay State Life Ins Co	4,090,898	120,000	0	0	0	4,210,898	0.006266%	226
183	66265	Monarch Life Ins Co	115,691	0	1,043,087	0	0	1,158,778	0.001724%	276
184	66370	Mony Life Ins Co	10,549,757	16,275	2,072,785	0	0	12,638,817	0.018807%	175
185	78077	Mony Life Ins Co Of Amer	85,422,460	1,945,503	531,780	0	0	87,899,743	0.130799%	96
186	88668	Mutual Of Amer Life Ins Co	367,351	11,019,937	90,032	8,955	226,505,240	237,991,515	0.354144%	65
187	71412	Mutual Of Omaha Ins Co	0	0	75,172,326	0	0	75,172,326	0.111860%	102
188	66427	Mutual Trust Life Ins Co a	31,801,967	162,867	18,401	0	0	31,983,235	0.047593%	141
189	61409	National Benefit Life Ins Co	1,440,132	0	77,388	0	0	1,517,520	0.002258%	271
190	66540	National Farmers Union Life	497,256	17	0	0	0	497,273	0.000740%	294
191	66583	National Guardian Life Ins	64,946,316	4,289,265	33,102,175	7,190,042	0	109,527,798	0.162983%	88
192	82538	National Hlth Ins Co	0	0	19,172,299	0	0	19,172,299	0.028529%	160
193	66680	National Life Ins Co	28,730,069	152,644	2,040,959	0	0	30,923,672	0.046016%	143
194	87963	National Teachers Assoc	224,885	0	35,596,089	0	0	35,820,974	0.053303%	133
195	66850	National Western Life Ins Co	12,675,309	44,694,283	0	158,581	0	57,528,173	0.085605%	110
196	92657	Nationwide Life & Ann Ins	240,590,251	171,594	0	0	391,162,063	631,923,908	0.940335%	31
197	66869	Nationwide Life Ins Co	241,753,079	30,321,576	5,635,290	0	955,613,037	1,233,322,982	1.835248%	20
198	98205	Natl Foundation Life Ins Co	3,566	0	1,731,641	0	0	1,735,207	0.002582%	266
199	91626	New England Life Ins Co	12,110,672	818,112	42,295	0	0	12,971,079	0.019302%	174
200	78743	New Era Life Ins Co	1,599	127	0	641	0	2,367	0.000004%	336
201	69698	New Era Life Ins Co Of	13,633	1,345	0	12,285	0	27,263	0.000041%	321
202	91596	New York Life Ins & Ann	312,364,638	1,451,657,973	0	24,871,655	0	1,788,894,266	2.661966%	11
203	66915	New York Life Ins Co	1,068,972,932	48,346,441	60,799,192	0	245,259,481	1,423,378,046	2.118059%	16
204	81264	Nippon Life Ins Co Of Amer	436,551	0	112,948,253	0	0	113,384,804	0.168722%	86
205	66974	North Amer Co Life & Hlth	115,099,409	281,306,027	561	1,386,856	0	397,792,853	0.591936%	48
206	67032	North Carolina Mut Life Ins	41,309	1,200	396,031	0	0	438,540	0.000653%	295
207	69000	Northwestern Long Term	0	0	38,508,869	0	0	38,508,869	0.057303%	129
208	67091	Northwestern Mut Life Ins	808,345,710	88,513,776	90,287,819	1,987,098	60,000	989,194,403	1.471972%	21
209	81353	NYLife Ins Co Of AZ	6,573,244	0	0	0	0	6,573,244	0.009781%	201
210	67148	Occidental Life Ins Co Of NC	3,223,318	843,102	0	0	0	4,066,420	0.006051%	228

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211	89206	Ohio Natl Life Assur Corp	39,995,225	0	1,084,683	378,612	0	41,458,520	0.061692%	123
212	67172	Ohio Natl Life Ins Co	37,834,250	72,556,517	767,989	1,297,673	12,549,490	125,005,919	0.186015%	79
213	67180	Ohio State Life Ins Co	2,516,607	847	57	195	0	2,517,706	0.003746%	252
214	67199	Old Amer Ins Co	4,507,479	0	52,577	0	0	4,560,056	0.006786%	223
215	67261	Old Republic Life Ins Co	2,058,648	0	1,681	0	0	2,060,329	0.003066%	262
216	76007	Old United Life Ins Co	535	0	0	0	0	535	0.000001%	340
217	69647	Optum Ins of OH Inc	114,866	313	0	0	0	115,179	0.000171%	311
218	76112	Oxford Life Ins Co	3,049,974	28,632,420	502,596	0	0	32,184,990	0.047893%	140
219	67393	Ozark Natl Life Ins Co	193,336	315	932	0	0	194,583	0.000290%	307
220	64343	Pacific Guardian Life Ins Co	11,556,206	148	1,031	2,283,978	0	13,841,363	0.020597%	172
221	97268	Pacific Life & Ann Co	179,788	25,174	0	0	0	204,962	0.000305%	306
222	67466	Pacific Life Ins Co	573,048,539	815,048,462	0	2,044,127	0	1,390,141,128	2.068601%	17
223	70785	Pacificare Life & Hlth Ins Co	0	0	6,334,868	0	0	6,334,868	0.009427%	206
224	93459	Pan Amer Assur Co	2,184,795	0	0	0	0	2,184,795	0.003251%	260
225	67539	Pan Amer Life Ins Co	488,291	13,980	38,239,111	0	0	38,741,382	0.057649%	128
226	60003	Park Avenue Life Ins Co	266,780	0	0	0	0	266,780	0.000397%	302
227	71099	Parker Centennial Assur Co	0	213,786	0	0	0	213,786	0.000318%	305
228	67598	Paul Revere Life Ins Co	640,426	0	18,710,326	0	0	19,350,752	0.028795%	159
229	93777	Pavonia Life Ins Co of MI	2,715,659	0	178,096	0	0	2,893,755	0.004306%	244
230	93262	Penn Ins & Ann Co	32,463,539	8,650,263	0	0	0	41,113,802	0.061179%	124
231	67644	Penn Mut Life Ins Co	131,167,606	13,116,672	651,283	4,121,343	0	149,056,904	0.221804%	76
232	67784	Philadelphia Amer Life Ins	0	0	858,389	0	0	858,389	0.001277%	282
233	93548	PHL Variable Ins Co	41,977,311	34,165,963	0	0	0	76,143,274	0.113305%	101
234	67814	Phoenix Life Ins Co	16,915,541	323,396	133,884	0	0	17,372,821	0.025852%	165
235	72125	Physicians Life Ins Co	12,760,830	1,108,302	540,020	0	0	14,409,152	0.021442%	170
236	80578	Physicians Mut Ins Co	0	0	18,948,567	0	0	18,948,567	0.028196%	161
237	67873	Pioneer Amer Ins Co	1,104,769	1,840	0	0	0	1,106,609	0.001647%	277
238	67911	Pioneer Mut Life Ins Co	6,248,308	31,975	0	0	0	6,280,283	0.009345%	208
239	67946	Pioneer Security Life Ins Co	309,368	540	0	0	0	309,908	0.000461%	301
240	97152	Plateau Ins Co	4,152	0	10,691	0	0	14,843	0.000022%	329

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241	65919	Primerica Life Ins Co	380,171,229	68,908	33,228	942,333	0	381,215,698	0.567268%	49
242	61271	Principal Life Ins Co	137,826,956	339,179,114	235,961,331	877,973,227	0	1,590,940,628	2.367401%	13
243	71161	Principal Natl Life Ins Co	80,281,690	0	0	0	0	80,281,690	0.119463%	100
244	68047	Professional Ins Co	24,546	0	1,639,402	0	0	1,663,948	0.002476%	268
245	88536	Protective Life & Annuity	125,845	2,000	0	0	0	127,845	0.000190%	309
246	68136	Protective Life Ins Co	204,106,274	154,648,011	333,821	1,801,868	0	360,889,974	0.537023%	51
247	67903	Provident Amer Life & Hlth	475	0	9,994	0	0	10,469	0.000016%	330
248	68195	Provident Life & Accident	18,599,990	0	83,214,485	0	0	101,814,475	0.151505%	93
249	79227	Pruco Life Ins Co	450,185,888	437,105,727	0	5,988,827	0	893,280,442	1.329247%	22
250	86630	Prudential Ann Life Assur	178,611	6,842,562	0	3,512,974	0	10,534,147	0.015675%	180
251	68241	Prudential Ins Co Of Amer	356,015,854	460,393,775	114,284,703	27,817,148	1,705,470,080	2,663,981,560	3.964141%	2
252	93629	Prudential Retirement Ins &	0	41,126	0	215,907,058	224,348	216,172,532	0.321676%	68
253	71390	Puritan Life Ins Co of Amer	1,333,646	952,154	43,930	0	0	2,329,730	0.003467%	256
254	68284	Pyramid Life Ins Co	17,524	0	39,678	0	0	57,202	0.000085%	316
255	68357	Reliable Life Ins Co	16,202	0	351	0	0	16,553	0.000025%	327
256	68381	Reliance Standard Life Ins	52,855,839	140,509,407	73,616,574	0	0	266,981,820	0.397283%	60
257	67105	Reliastar Life Ins Co	185,071,804	41,414,675	210,492,077	3,333	0	436,981,889	0.650251%	44
258	61360	Reliastar Life Ins Co Of NY	3,001,571	5,400	3,495,433	0	0	6,502,404	0.009676%	203
259	68462	Reserve Natl Ins Co	8,461	0	114,907	0	0	123,368	0.000184%	310
260	93572	RGA Reins Co	0	0	7,273,803	0	0	7,273,803	0.010824%	194
261	65005	RiverSource Life Ins Co	118,279,548	380,198,027	31,153,773	2,690,658	0	532,322,006	0.792122%	38
262	90247	Rx Life Ins Co	45,581	2,550	0	150	0	48,281	0.000072%	318
263	60183	S USA Life Ins Co Inc	99,936	0	4,316	0	0	104,252	0.000155%	313
264	60445	Sagicor Life Ins Co	4,873,634	8,800,352	4,316	968,159	0	14,646,461	0.021795%	169
265	93742	Securian Life Ins Co	89,765,561	196,991	3,882,858	663,227	0	94,508,637	0.140634%	95
266	68675	Security Benefit Life Ins Co	1,364,834	172,973,779	0	0	0	174,338,613	0.259425%	72
267	68713	Security Life Of Denver Ins	144,911,717	1,262	0	0	0	144,912,979	0.215638%	77
268	68772	Security Mut Life Ins Co Of	3,344,405	83,050	24,702	0	0	3,452,157	0.005137%	236
269	69485	Security Natl Life Ins Co	5,886,140	425,786	1,681	8,812	0	6,322,419	0.009408%	207
270	76325	Senior Hlth Ins Co of PA	0	0	7,158,155	0	0	7,158,155	0.010652%	195

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271	78662	Senior Life Ins Co	2,401,365	0	0	0	0	2,401,365	0.003573%	254
272	68802	Sentinel Security Life Ins Co	2,429,344	47,876,029	199,806	11,643,584	0	62,148,763	0.092481%	107
273	68810	Sentry Life Ins Co	2,734,758	78,686,067	329,853	0	0	81,750,678	0.121649%	99
274	97241	Settlers Life Ins Co	45,647	515	1,317	0	0	47,479	0.000071%	319
275	69019	Standard Ins Co	100,629,634	58,512,613	235,292,248	681,931	189,377,818	584,494,244	0.869757%	34
276	86355	Standard Life & Accident Ins	958,503	6,962	6,889,396	0	0	7,854,861	0.011688%	190
277	69078	Standard Security Life Ins Co	19,438	0	9,244,897	0	0	9,264,335	0.013786%	184
278	68985	Starmount Life Ins Co	119,980	0	2,643,039	0	0	2,763,019	0.004112%	245
279	69108	State Farm Life Ins Co	474,802,934	18,922,912	0	451,585	0	494,177,431	0.735361%	40
280	69116	State Life Ins Co	74,984,389	37,487,040	3,445,566	184,943	0	116,101,938	0.172766%	84
281	89184	Sterling Investors Life Ins Co	262,463	203,878	62,281	0	0	528,622	0.000787%	292
282	77399	Sterling Life Ins Co	3,089	0	635,798	0	0	638,887	0.000951%	287
283	80926	Sun Life & Hlth Ins Co	6,785,345	0	791,509	0	0	7,576,854	0.011275%	192
284	69272	Sunset Life Ins Co Of Amer	3,945,154	1,122,202	0	458	0	5,067,814	0.007541%	216
285	69310	Surety Life Ins Co	12,358,421	96,001	13,530	0	0	12,467,952	0.018553%	177
286	68608	Symetra Life Ins Co	60,238,774	516,778,436	59,382,541	24,955,837	0	661,355,588	0.984131%	30
287	90581	Symetra Natl Life Ins Co	17,442	0	0	0	0	17,442	0.000026%	326
288	69345	Teachers Ins & Ann Assoc	18,797,565	803,659,441	674,427	29,445,415	0	852,576,848	1.268678%	24
289	69396	Texas Life Ins Co	21,563,532	0	0	0	0	21,563,532	0.032088%	155
290	76236	The Cincinnati Life Ins Co	7,032,820	248,958	13,344	0	0	7,295,122	0.010856%	193
291	70435	The Savings Bank Mut Life	16,519,416	0	0	228,150	0	16,747,566	0.024921%	167
292	97721	Thrivent Life Ins Co	1,444,540	20,950,656	0	0	0	22,395,196	0.033325%	154
293	60142	TIAA Cref Life Ins Co	38,217,530	29,975,874	225,405	361,684,067	0	430,102,876	0.640015%	45
294	69477	Time Ins Co	985,240	0	9,233,429	0	0	10,218,669	0.015206%	182
295	69566	Trans World Assur Co	1,943,302	672,966	0	0	0	2,616,268	0.003893%	248
296	79022	Transamerica Advisors Life	749,051	9,552	0	0	0	758,603	0.001129%	285
297	70688	Transamerica Financial Life	955,691	658,918	739,016	0	452,919,396	455,273,021	0.677470%	42
298	86231	Transamerica Life Ins Co	461,365,365	240,202,140	101,678,953	396,969	1,428,926,620	2,232,570,047	3.322179%	5
299	66281	Transamerica Premier Life	543,481,251	106,415,262	73,269,298	11,813	115,674	723,293,298	1.076297%	26
300	61425	Trustmark Ins Co	41,548,903	3,085	10,888,861	0	0	52,440,849	0.078035%	114

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301	62863	Trustmark Life Ins Co	295,855	0	6,315,075	0	0	6,610,930	0.009837%	200
302	80314	Unicare Life & Hlth Ins Co	4,216,953	0	1,867,695	0	0	6,084,648	0.009054%	210
303	11121	Unified Life Ins Co	691,366	1,842	4,226,170	0	0	4,919,378	0.007320%	217
304	91529	Unimerica Ins Co	10,306,759	0	58,937,296	0	0	69,244,055	0.103039%	104
305	62596	Union Fidelity Life Ins Co	1,085,336	0	2,199,059	0	0	3,284,395	0.004887%	238
306	69744	Union Labor Life Ins Co	6,165,806	0	10,787,016	0	0	16,952,822	0.025227%	166
307	70408	Union Security Ins Co	22,099,615	2,120,887	82,404,246	0	0	106,624,748	0.158663%	90
308	92916	United Amer Ins Co	684,683	385,891	32,268,341	0	0	33,338,915	0.049610%	139
309	69892	United Farm Family Life Ins	3,596,701	16,025	0	307	0	3,613,033	0.005376%	234
310	87645	United Fidelity Life Ins Co	374,184	10,383	0	3,129	0	387,696	0.000577%	297
311	63983	United Heritage Life Ins Co	3,266,202	362,198	40,079	1,936	0	3,670,415	0.005462%	232
312	69922	United Home Life Ins Co	1,372,519	0	12,477	0	0	1,384,996	0.002061%	274
313	69930	United Ins Co Of Amer	17,200,940	0	572,405	0	0	17,773,345	0.026448%	164
314	69868	United Of Omaha Life Ins Co	178,782,196	43,170,525	58,248,059	50,043,132	72,884	330,316,796	0.491528%	55
315	42129	United Security Assur Co Of	0	0	19,596	0	0	19,596	0.000029%	325
316	70106	United States Life Ins Co in	9,377,986	1,944,873	12,055,936	0	0	23,378,795	0.034789%	150
317	72850	United World Life Ins Co	103,943	0	15,695,145	0	0	15,799,088	0.023510%	168
318	79413	UnitedHealthcare Ins Co	6,903,118	0	3,395,270,766	0	0	3,402,173,884	5.062609%	1
319	97179	UnitedHealthcare Life Ins	0	0	430,709	0	0	430,709	0.000641%	296
320	63819	Unity Financial Life Ins Co	693,115	0	0	0	0	693,115	0.001031%	286
321	67601	Unum Ins Co	165,820	0	0	6,039,342	0	6,205,162	0.009234%	209
322	62235	Unum Life Ins Co Of Amer	124,836,110	7,174	324,434,615	28	0	449,277,927	0.668549%	43
323	80705	US Br Great West Life Assur	1,130,714	0	399,188	0	0	1,529,902	0.002277%	270
324	80802	US Br Sun Life Assur Co of	82,608,852	0	109,658,126	0	0	192,266,978	0.286103%	71
325	80659	US Business of Canada Life	6,043,952	103,003	264,652	0	0	6,411,607	0.009541%	204
326	84530	US Financial Life Ins Co	7,903,446	0	0	0	0	7,903,446	0.011761%	189
327	70955	USA Life One Ins Co Of IN	1,311	0	0	0	0	1,311	0.000002%	338
328	69663	USAA Life Ins Co	103,320,976	77,184,459	36,719,875	2,334,942	0	219,560,252	0.326717%	67
329	68632	Vantis Life Ins Co	324,671	7,000	0	0	0	331,671	0.000494%	300
330	70238	Variable Ann Life Ins Co	0	293,626,402	0	39,745,749	0	333,372,151	0.496075%	53

2017 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
331	80942	Voya Ins & Ann Co	2,219,337	338,481,943	273	0	0	340,701,553	0.506981%	52
332	86509	Voya Retirement Ins & Ann	8,381,625	1,149,790,945	0	8,343	336,392,944	1,494,573,857	2.224002%	14
333	70319	Washington Natl Ins Co	5,574,343	1,248,750	16,354,179	0	0	23,177,272	0.034489%	151
334	70335	West Coast Life Ins Co	83,349,535	106,828	1,560	0	0	83,457,923	0.124190%	98
335	70483	Western & Southern Life Ins	10,513,558	0	557,212	0	0	11,070,770	0.016474%	179
336	92622	Western Southern Life	7,133,305	47,571,972	0	0	0	54,705,277	0.081404%	113
337	62413	Wilcac Life Ins Co	758,894	0	2,841	993,627	0	1,755,362	0.002612%	265
338	65900	Wilco Life Ins Co	32,471,516	69,811	1,275,940	0	0	33,817,267	0.050322%	137
339	60704	Wilton Reassur Life Co of	483,070	6,750	8,699	0	0	498,519	0.000742%	293
340	71323	Zale Life Ins Co	54,225	0	57,896	0	0	112,121	0.000167%	312
341	90557	Zurich Amer Life Ins Co	31,798,316	5,946,947	1,709,271	0	0	39,454,534	0.058710%	127
Totals:			17,492,336,676	22,281,212,685	16,306,142,184	2,384,292,246	8,738,005,564	67,201,989,355	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	80985	4 Ever Life Ins Co	456,685	0.002611%	236
2	77879	5 Star Life Ins Co	8,211,278	0.046942%	122
3	71854	AAA Life Ins Co	229,593,502	1.312538%	24
4	71471	Ability Ins Co	20,313	0.000116%	285
5	62200	Accordia Life & Ann Co	139,546,870	0.797760%	34
6	60054	Aetna Life Ins Co	68,233,800	0.390078%	61
7	90611	Allianz Life Ins Co Of N Amer	190,783,420	1.090669%	28
8	70866	Allstate Assur Co	22,729,964	0.129942%	93
9	60186	Allstate Life Ins Co	50,324,038	0.287692%	66
10	70874	Allstate Life Ins Co Of NY	569,250	0.003254%	229
11	60216	Amalgamated Life Ins Co	250,811	0.001434%	250
12	68594	American Amicable Life Ins Co Of TX	9,138,631	0.052244%	120
13	60275	American Bankers Life Assur Co Of FL	1,094,559	0.006257%	209
14	92738	American Equity Invest Life Ins Co	24,168	0.000138%	282
15	60380	American Family Life Assur Co of Col	26,213,028	0.149854%	91
16	60399	American Family Life Ins Co	1,752,940	0.010021%	188
17	60410	American Fidelity Assur Co	36,632,768	0.209422%	73
18	60429	American Fidelity Life Ins Co	549,818	0.003143%	232
19	60488	American Gen Life Ins Co	501,973,837	2.869679%	9
20	60534	American Heritage Life Ins Co	5,731,739	0.032767%	140
21	60518	American Hlth & Life Ins Co	2,643,902	0.015115%	169
22	60577	American Income Life Ins Co	105,053,980	0.600571%	44
23	67989	American Memorial Life Ins Co	123,448,408	0.705729%	38
24	65811	American Modern Life Ins Co	59,886	0.000342%	273
25	60739	American Natl Ins Co	70,772,919	0.404594%	60
26	71773	American Natl Life Ins Co Of TX	138,661	0.000793%	262
27	60801	American Public Life Ins Co	14,112	0.000081%	294
28	60836	American Republic Ins Co	205,851	0.001177%	256
29	60895	American United Life Ins Co	30,637,925	0.175151%	84
30	61999	Americo Fin Life & Ann Ins Co	14,882,713	0.085081%	103
31	61301	Ameritas Life Ins Corp	72,771,176	0.416017%	59
32	72222	Amica Life Ins Co	5,483,515	0.031348%	142
33	62825	Anthem Blue Cross Life & Hlth Ins Co	50,662,900	0.289629%	65
34	61069	Anthem Life Ins Co	4,150,327	0.023727%	153
35	71439	Assurity Life Ins Co	14,748,886	0.084316%	104
36	68039	Athene Ann & Life Assur Co of NY	675,351	0.003861%	226
37	61689	Athene Ann & Life Co	9,332,035	0.053349%	119
38	61492	Athene Annuity & Life Assur Co	4,372,104	0.024994%	149
39	61182	Aurora Natl Life Assur Co	2,721,865	0.015560%	167
40	84522	Auto Club Life Ins Co	1,876,280	0.010726%	186
41	62880	AXA Equitable Life & Ann Co	1,506,652	0.008613%	194
42	62944	AXA Equitable Life Ins Co	222,228,427	1.270433%	26
43	61212	Baltimore Life Ins Co	4,270,575	0.024414%	151

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
44	61263	Bankers Life & Cas Co	32,705,645	0.186971%	78
45	94250	Banner Life Ins Co	114,470,138	0.654402%	41
46	61395	Beneficial Life Ins Co	6,303,373	0.036035%	134
47	64890	Berkley Life & Hlth Ins Co	3,015	0.000017%	312
48	71714	Berkshire Life Ins Co of Amer	552,408	0.003158%	231
49	90638	Best Life & Hlth Ins Co	212,507	0.001215%	255
50	61557	Blue Shield of CA Life & Hlth Ins Co	9,751,329	0.055746%	117
51	61476	Boston Mut Life Ins Co	2,359,750	0.013490%	175
52	87726	Brighthouse Life Ins Co	284,940,951	1.628947%	18
53	61581	Capitol Life Ins Co	3,670	0.000021%	308
54	71331	Careamerica Life Ins Co	4,500	0.000026%	305
55	61751	Central States H & L Co Of Omaha	448,566	0.002564%	237
56	62383	Centurion Life Ins Co	16,209	0.000093%	289
57	61832	Chesapeake Life Ins Co	5,124,215	0.029294%	144
58	61875	Church Life Ins Corp	1,639,070	0.009370%	189
59	67369	Cigna Hlth & Life Ins Co	10,279	0.000059%	298
60	93432	CM Life Ins Co	27,209,532	0.155551%	90
61	62626	CMFG Life Ins Co	28,859,327	0.164983%	85
62	62049	Colonial Life & Accident Ins Co	33,144,252	0.189479%	77
63	62065	Colonial Penn Life Ins Co	21,570,735	0.123315%	95
64	84786	Colorado Bankers Life Ins Co	11,885,405	0.067946%	111
65	76023	Columbian Life Ins Co	4,860,915	0.027789%	147
66	62103	Columbian Mut Life Ins Co	219,156	0.001253%	253
67	99937	Columbus Life Ins Co	28,175,079	0.161071%	88
68	62146	Combined Ins Co Of Amer	3,977,944	0.022741%	155
69	84824	Commonwealth Ann & Life Ins Co	3,430,976	0.019614%	160
70	92444	Companion Life Ins Co of CA	12,264	0.000070%	297
71	62308	Connecticut Gen Life Ins Co	27,476,033	0.157075%	89
72	62359	Constitution Life Ins Co	257,228	0.001471%	249
73	71730	Continental Amer Ins Co	264,949	0.001515%	247
74	71404	Continental Gen Ins Co	217,798	0.001245%	254
75	68500	Continental Life Ins Co Brentwood	5,967	0.000034%	304
76	78301	Corvesta Life Ins Co	421	0.000002%	318
77	82880	CSI Life Ins Co	9,754	0.000056%	299
78	71129	Dearborn Natl Life Ins Co	1,851,784	0.010586%	187
79	62634	Delaware Amer Life Ins Co	114,646	0.000655%	267
80	79065	Delaware Life Ins Co	2,457,610	0.014050%	171
81	84174	ELCO Mut Life & Ann	13,486	0.000077%	296
82	62928	EMC Natl Life Co	890,534	0.005091%	216
83	62510	Equitrust Life Ins Co	5,778,583	0.033035%	139
84	77968	Family Heritage Life Ins Co Of Amer	54,821	0.000313%	274
85	63053	Family Life Ins Co	2,313,479	0.013226%	176
86	74004	Family Serv Life Ins Co	1,180	0.000007%	315

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
87	63177	Farmers New World Life Ins Co	305,726,872	1.747776%	16
88	63223	Federal Life Ins Co	1,946,204	0.011126%	184
89	63258	Federated Life Ins Co	9,985,188	0.057083%	116
90	63274	Fidelity & Guar Life Ins Co	105,742,021	0.604505%	43
91	93696	Fidelity Investments Life Ins Co	2,148,105	0.012280%	181
92	63290	Fidelity Life Assn A Legal Reserve L	12,478,662	0.071338%	108
93	71870	Fidelity Security Life Ins Co	1,552,851	0.008877%	191
94	69140	First Allmerica Fin Life Ins Co	787,162	0.004500%	218
95	90328	First Hlth Life & Hlth Ins Co	3,228	0.000018%	310
96	67652	First Penn Pacific Life Ins Co	17,968,836	0.102724%	99
97	63495	Foresters Life Ins Ann Co	7,974,664	0.045589%	124
98	91642	Forethought Life Ins Co	31,388,733	0.179443%	83
99	99775	Funeral Directors Life Ins Co	1,304,705	0.007459%	201
100	63657	Garden State Life Ins Co	1,530,720	0.008751%	193
101	63665	General Amer Life Ins Co	102,099,336	0.583680%	46
102	65536	Genworth Life & Ann Ins Co	145,112,072	0.829575%	32
103	70025	Genworth Life Ins Co	35,395,152	0.202347%	74
104	70939	Gerber Life Ins Co	34,485,490	0.197146%	75
105	91472	Globe Life & Accident Ins Co	49,587,947	0.283484%	67
106	62286	Golden Rule Ins Co	1,241,966	0.007100%	205
107	63967	Government Personnel Mut Life Ins Co	3,696,508	0.021132%	157
108	67059	GPM Hlth & Life Ins Co	1,540,336	0.008806%	192
109	63312	Great Amer Life Ins Co	7,603,056	0.043465%	126
110	90212	Great Southern Life Ins Co	3,583,107	0.020484%	159
111	68322	Great W Life & Ann Ins Co	96,266,224	0.550334%	51
112	71480	Great Western Ins Co	24,885,228	0.142264%	92
113	64211	Guarantee Trust Life Ins Co	2,391,370	0.013671%	174
114	64238	Guaranty Income Life Ins Co	7,348	0.000042%	302
115	78778	Guardian Ins & Ann Co Inc	2,185,024	0.012491%	179
116	64246	Guardian Life Ins Co Of Amer	244,938,587	1.400262%	20
117	83607	Guggenheim Life & Ann Co	316,332	0.001808%	243
118	70815	Hartford Life & Accident Ins Co	108,027,548	0.617571%	42
119	71153	Hartford Life & Ann Ins Co	96,981,053	0.554420%	49
120	88072	Hartford Life Ins Co	7,582,953	0.043350%	127
121	92711	HCC Life Ins Co	775,277	0.004432%	219
122	66141	Health Net Life Ins Co	1,379,948	0.007889%	197
123	93440	HM Life Ins Co	6,862	0.000039%	303
124	64505	Homesteaders Life Co	34,177,378	0.195385%	76
125	64513	Horace Mann Life Ins Co	5,059,486	0.028924%	145
126	91693	IA Amer Life Ins Co	8,158,866	0.046643%	123
127	97764	Idealife Ins Co	155,906	0.000891%	261
128	64580	Illinois Mut Life Ins Co	2,073,311	0.011853%	182
129	14406	Industrial Alliance Ins & Fin Serv I	4,327,932	0.024742%	150

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
130	74780	Integrity Life Ins Co	15,704	0.000090%	291
131	64904	Investors Heritage Life Ins Co	40,823	0.000233%	280
132	63487	Investors Life Ins Co N Amer	1,260,224	0.007204%	202
133	65056	Jackson Natl Life Ins Co	96,606,834	0.552281%	50
134	64017	Jefferson Natl Life Ins Co	1,247,890	0.007134%	204
135	65080	John Alden Life Ins Co	683,106	0.003905%	225
136	93610	John Hancock Life & Hlth Ins Co	109,679	0.000627%	269
137	65838	John Hancock Life Ins Co USA	506,769,434	2.897094%	8
138	65110	Kanawha Ins Co	658,817	0.003766%	227
139	65129	Kansas City Life Ins Co	13,105,436	0.074921%	105
140	65242	Lafayette Life Ins Co	28,567,747	0.163316%	87
141	68543	Liberty Bankers Life Ins Co	808,781	0.004624%	217
142	65315	Liberty Life Assur Co Of Boston	99,986,109	0.571600%	48
143	65331	Liberty Natl Life Ins Co	6,464,776	0.036958%	133
144	65498	Life Ins Co Of N Amer	241,001,688	1.377756%	22
145	65528	Life Ins Co Of The Southwest	285,052,111	1.629583%	17
146	97985	LifeMap Assur Co	3,920	0.000022%	307
147	77720	LifeSecure Ins Co	444,120	0.002539%	238
148	99724	LifeShield Natl Ins Co	21,381	0.000122%	283
149	65595	Lincoln Benefit Life Co	183,984,282	1.051799%	30
150	65927	Lincoln Heritage Life Ins Co	87,480,735	0.500109%	53
151	62057	Lincoln Life & Ann Co of NY	1,256,901	0.007185%	203
152	65676	Lincoln Natl Life Ins Co	704,054,984	4.024934%	5
153	60232	Lombard Intl Life Assur Co	904,566	0.005171%	215
154	68446	Longevity Ins Co	14,817	0.000085%	293
155	65722	Loyal Amer Life Ins Co	89,152	0.000510%	272
156	73504	Lumico Life Ins Co	8,286	0.000047%	301
157	65781	Madison Natl Life Ins Co Inc	553,736	0.003166%	230
158	65870	Manhattan Life Ins Co	1,212,567	0.006932%	206
159	67083	Manhattan Natl Life Ins Co	2,273,936	0.013000%	177
160	61883	ManhattanLife Assur Co of Amer	43,533	0.000249%	278
161	85561	MAPFRE Life Ins Co	21,337	0.000122%	284
162	65935	Massachusetts Mut Life Ins Co	746,821,756	4.269422%	4
163	31119	Medico Ins Co	15,422	0.000088%	292
164	86126	Members Life Ins Co	112,939	0.000646%	268
165	65951	Merit Life Ins Co	1,570,133	0.008976%	190
166	65978	Metropolitan Life Ins Co	862,353,507	4.929893%	2
167	97136	Metropolitan Tower Life Ins Co	5,474,907	0.031299%	143
168	66087	Mid West Natl Life Ins Co Of TN	972,355	0.005559%	212
169	66044	Midland Natl Life Ins Co	227,790,634	1.302231%	25
170	66109	Midwestern United Life Ins Co	222,212	0.001270%	252
171	66168	Minnesota Life Ins Co	270,866,163	1.548485%	19
172	70416	MML Bay State Life Ins Co	4,090,898	0.023387%	154

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
173	66265	Monarch Life Ins Co	115,691	0.000661%	265
174	66370	Mony Life Ins Co	10,549,757	0.060311%	113
175	78077	Mony Life Ins Co Of Amer	85,422,460	0.488342%	54
176	88668	Mutual Of Amer Life Ins Co	367,351	0.002100%	241
177	66427	Mutual Trust Life Ins Co a Pan Amer	31,801,967	0.181805%	81
178	61409	National Benefit Life Ins Co	1,440,132	0.008233%	196
179	66540	National Farmers Union Life Ins Co	497,256	0.002843%	233
180	66583	National Guardian Life Ins Co	64,946,316	0.371284%	62
181	66680	National Life Ins Co	28,730,069	0.164244%	86
182	87963	National Teachers Assoc Life Ins Co	224,885	0.001286%	251
183	66850	National Western Life Ins Co	12,675,309	0.072462%	107
184	92657	Nationwide Life & Ann Ins Co	240,590,251	1.375404%	23
185	66869	Nationwide Life Ins Co	241,753,079	1.382051%	21
186	98205	Natl Foundation Life Ins Co	3,566	0.000020%	309
187	91626	New England Life Ins Co	12,110,672	0.069234%	110
188	78743	New Era Life Ins Co	1,599	0.000009%	313
189	69698	New Era Life Ins Co Of Midwest	13,633	0.000078%	295
190	91596	New York Life Ins & Ann Corp	312,364,638	1.785723%	15
191	66915	New York Life Ins Co	1,068,972,932	6.111093%	1
192	81264	Nippon Life Ins Co Of Amer	436,551	0.002496%	239
193	66974	North Amer Co Life & Hlth Ins	115,099,409	0.657999%	40
194	67032	North Carolina Mut Life Ins Co	41,309	0.000236%	279
195	67091	Northwestern Mut Life Ins Co	808,345,710	4.621142%	3
196	81353	NYLife Ins Co Of AZ	6,573,244	0.037578%	132
197	67148	Occidental Life Ins Co Of NC	3,223,318	0.018427%	163
198	89206	Ohio Natl Life Assur Corp	39,995,225	0.228644%	70
199	67172	Ohio Natl Life Ins Co	37,834,250	0.216290%	72
200	67180	Ohio State Life Ins Co	2,516,607	0.014387%	170
201	67199	Old Amer Ins Co	4,507,479	0.025768%	148
202	67261	Old Republic Life Ins Co	2,058,648	0.011769%	183
203	76007	Old United Life Ins Co	535	0.000003%	316
204	69647	Optum Ins of OH Inc	114,866	0.000657%	266
205	76112	Oxford Life Ins Co	3,049,974	0.017436%	164
206	67393	Ozark Natl Life Ins Co	193,336	0.001105%	257
207	64343	Pacific Guardian Life Ins Co Ltd	11,556,206	0.066064%	112
208	97268	Pacific Life & Ann Co	179,788	0.001028%	258
209	67466	Pacific Life Ins Co	573,048,539	3.275998%	6
210	93459	Pan Amer Assur Co	2,184,795	0.012490%	180
211	67539	Pan Amer Life Ins Co	488,291	0.002791%	234
212	60003	Park Avenue Life Ins Co	266,780	0.001525%	246
213	67598	Paul Revere Life Ins Co	640,426	0.003661%	228
214	93777	Pavonia Life Ins Co of MI	2,715,659	0.015525%	168
215	93262	Penn Ins & Ann Co	32,463,539	0.185587%	80

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
216	67644	Penn Mut Life Ins Co	131,167,606	0.749858%	36
217	93548	PHL Variable Ins Co	41,977,311	0.239975%	68
218	67814	Phoenix Life Ins Co	16,915,541	0.096703%	101
219	72125	Physicians Life Ins Co	12,760,830	0.072951%	106
220	67873	Pioneer Amer Ins Co	1,104,769	0.006316%	208
221	67911	Pioneer Mut Life Ins Co	6,248,308	0.035720%	135
222	67946	Pioneer Security Life Ins Co	309,368	0.001769%	244
223	97152	Plateau Ins Co	4,152	0.000024%	306
224	65919	Primerica Life Ins Co	380,171,229	2.173359%	13
225	61271	Principal Life Ins Co	137,826,956	0.787928%	35
226	71161	Principal Natl Life Ins Co	80,281,690	0.458953%	57
227	68047	Professional Ins Co	24,546	0.000140%	281
228	88536	Protective Life & Annuity Ins Co	125,845	0.000719%	263
229	68136	Protective Life Ins Co	204,106,274	1.166833%	27
230	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%	317
231	68195	Provident Life & Accident Ins Co	18,599,990	0.106332%	98
232	79227	Pruco Life Ins Co	450,185,888	2.573618%	12
233	86630	Prudential Ann Life Assur Corp	178,611	0.001021%	259
234	68241	Prudential Ins Co Of Amer	356,015,854	2.035268%	14
235	71390	Puritan Life Ins Co of Amer	1,333,646	0.007624%	200
236	68284	Pyramid Life Ins Co	17,524	0.000100%	287
237	68357	Reliable Life Ins Co	16,202	0.000093%	290
238	68381	Reliance Standard Life Ins Co	52,855,839	0.302166%	64
239	67105	Reliastar Life Ins Co	185,071,804	1.058016%	29
240	61360	Reliastar Life Ins Co Of NY	3,001,571	0.017159%	165
241	68462	Reserve Natl Ins Co	8,461	0.000048%	300
242	65005	RiverSource Life Ins Co	118,279,548	0.676179%	39
243	90247	Rx Life Ins Co	45,581	0.000261%	277
244	60183	S USA Life Ins Co Inc	99,936	0.000571%	271
245	60445	Sagicor Life Ins Co	4,873,634	0.027862%	146
246	93742	Securian Life Ins Co	89,765,561	0.513171%	52
247	68675	Security Benefit Life Ins Co	1,364,834	0.007802%	199
248	68713	Security Life Of Denver Ins Co	144,911,717	0.828430%	33
249	68772	Security Mut Life Ins Co Of NY	3,344,405	0.019119%	161
250	69485	Security Natl Life Ins Co	5,886,140	0.033650%	138
251	78662	Senior Life Ins Co	2,401,365	0.013728%	173
252	68802	Sentinel Security Life Ins Co	2,429,344	0.013888%	172
253	68810	Sentry Life Ins Co	2,734,758	0.015634%	166
254	97241	Settlers Life Ins Co	45,647	0.000261%	276
255	69019	Standard Ins Co	100,629,634	0.575278%	47
256	86355	Standard Life & Accident Ins Co	958,503	0.005480%	213
257	69078	Standard Security Life Ins Co Of NY	19,438	0.000111%	286
258	68985	Starmount Life Ins Co	119,980	0.000686%	264

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
259	69108	State Farm Life Ins Co	474,802,934	2.714348%	10
260	69116	State Life Ins Co	74,984,389	0.428670%	58
261	89184	Sterling Investors Life Ins Co	262,463	0.001500%	248
262	77399	Sterling Life Ins Co	3,089	0.000018%	311
263	80926	Sun Life & Hlth Ins Co	6,785,345	0.038790%	131
264	69272	Sunset Life Ins Co Of Amer	3,945,154	0.022554%	156
265	69310	Surety Life Ins Co	12,358,421	0.070650%	109
266	68608	Symetra Life Ins Co	60,238,774	0.344372%	63
267	90581	Symetra Natl Life Ins Co	17,442	0.000100%	288
268	69345	Teachers Ins & Ann Assoc Of Amer	18,797,565	0.107462%	97
269	69396	Texas Life Ins Co	21,563,532	0.123274%	96
270	76236	The Cincinnati Life Ins Co	7,032,820	0.040205%	129
271	70435	The Savings Bank Mut Life Ins Co of	16,519,416	0.094438%	102
272	97721	Thrivent Life Ins Co	1,444,540	0.008258%	195
273	60142	TIAA Cref Life Ins Co	38,217,530	0.218482%	71
274	69477	Time Ins Co	985,240	0.005632%	211
275	69566	Trans World Assur Co	1,943,302	0.011109%	185
276	79022	Transamerica Advisors Life Ins Co	749,051	0.004282%	221
277	70688	Transamerica Financial Life Ins Co	955,691	0.005463%	214
278	86231	Transamerica Life Ins Co	461,365,365	2.637528%	11
279	66281	Transamerica Premier Life Ins Co	543,481,251	3.106968%	7
280	61425	Trustmark Ins Co	41,548,903	0.237526%	69
281	62863	Trustmark Life Ins Co	295,855	0.001691%	245
282	80314	Unicare Life & Hlth Ins Co	4,216,953	0.024107%	152
283	11121	Unified Life Ins Co	691,366	0.003952%	223
284	91529	Unimerica Ins Co	10,306,759	0.058922%	115
285	62596	Union Fidelity Life Ins Co	1,085,336	0.006205%	210
286	69744	Union Labor Life Ins Co	6,165,806	0.035249%	136
287	70408	Union Security Ins Co	22,099,615	0.126339%	94
288	92916	United Amer Ins Co	684,683	0.003914%	224
289	69892	United Farm Family Life Ins Co	3,596,701	0.020562%	158
290	87645	United Fidelity Life Ins Co	374,184	0.002139%	240
291	63983	United Heritage Life Ins Co	3,266,202	0.018672%	162
292	69922	United Home Life Ins Co	1,372,519	0.007846%	198
293	69930	United Ins Co Of Amer	17,200,940	0.098334%	100
294	69868	United Of Omaha Life Ins Co	178,782,196	1.022060%	31
295	70106	United States Life Ins Co in the Cit	9,377,986	0.053612%	118
296	72850	United World Life Ins Co	103,943	0.000594%	270
297	79413	UnitedHealthcare Ins Co	6,903,118	0.039464%	130
298	63819	Unity Financial Life Ins Co	693,115	0.003962%	222
299	67601	Unum Ins Co	165,820	0.000948%	260
300	62235	Unum Life Ins Co Of Amer	124,836,110	0.713662%	37
301	80705	US Br Great West Life Assur Co	1,130,714	0.006464%	207

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2017
 Line of Business: **LIFE INSURANCE**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
302	80802	US Br Sun Life Assur Co of Canada	82,608,852	0.472257%	56
303	80659	US Business of Canada Life Assur Co	6,043,952	0.034552%	137
304	84530	US Financial Life Ins Co	7,903,446	0.045182%	125
305	70955	USA Life One Ins Co Of IN	1,311	0.000007%	314
306	69663	USAA Life Ins Co	103,320,976	0.590664%	45
307	68632	Vantis Life Ins Co	324,671	0.001856%	242
308	80942	Voya Ins & Ann Co	2,219,337	0.012687%	178
309	86509	Voya Retirement Ins & Ann Co	8,381,625	0.047916%	121
310	70319	Washington Natl Ins Co	5,574,343	0.031867%	141
311	70335	West Coast Life Ins Co	83,349,535	0.476492%	55
312	70483	Western & Southern Life Ins Co	10,513,558	0.060104%	114
313	92622	Western Southern Life Assur Co	7,133,305	0.040780%	128
314	62413	Wilcac Life Ins Co	758,894	0.004338%	220
315	65900	Wilco Life Ins Co	32,471,516	0.185633%	79
316	60704	Wilton Reassur Life Co of NY	483,070	0.002762%	235
317	71323	Zale Life Ins Co	54,225	0.000310%	275
318	90557	Zurich Amer Life Ins Co	31,798,316	0.181784%	82
	Totals:		17,492,336,676	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	71854	AAA Life Ins Co	72,151,916	0.323824%	46
2	60054	Aetna Life Ins Co	1,470,136	0.006598%	107
3	90611	Allianz Life Ins Co Of N Amer	1,254,536,097	5.630466%	4
4	70866	Allstate Assur Co	5,000	0.000022%	185
5	60186	Allstate Life Ins Co	4,176,494	0.018744%	95
6	70874	Allstate Life Ins Co Of NY	300	0.000001%	212
7	68594	American Amicable Life Ins Co Of TX	404,704	0.001816%	125
8	60275	American Bankers Life Assur Co Of FL	1,465	0.000007%	199
9	92738	American Equity Invest Life Ins Co	226,343,244	1.015848%	30
10	60399	American Family Life Ins Co	4,717	0.000021%	187
11	60410	American Fidelity Assur Co	71,783,601	0.322171%	47
12	60429	American Fidelity Life Ins Co	9,415	0.000042%	172
13	60488	American Gen Life Ins Co	1,292,793,554	5.802169%	3
14	60534	American Heritage Life Ins Co	7,355	0.000033%	175
15	67989	American Memorial Life Ins Co	552,240	0.002479%	122
16	60739	American Natl Ins Co	169,045,110	0.758689%	33
17	60895	American United Life Ins Co	517,658,192	2.323295%	12
18	61999	Americo Fin Life & Ann Ins Co	53,148,338	0.238534%	51
19	61301	Ameritas Life Ins Corp	135,677,865	0.608934%	36
20	72222	Amica Life Ins Co	299,903	0.001346%	133
21	93661	Annuity Investors Life Ins Co	37,881,372	0.170015%	63
22	71439	Assurity Life Ins Co	129,555	0.000581%	148
23	68039	Athene Ann & Life Assur Co of NY	281,361	0.001263%	134
24	61689	Athene Ann & Life Co	676,532,236	3.036335%	10
25	61492	Athene Annuity & Life Assur Co	13,756	0.000062%	167
26	84522	Auto Club Life Ins Co	344,448	0.001546%	130
27	62944	AXA Equitable Life Ins Co	987,577,601	4.432333%	7
28	61263	Bankers Life & Cas Co	44,251,356	0.198604%	58
29	94250	Banner Life Ins Co	43,424,497	0.194893%	59
30	61395	Beneficial Life Ins Co	225,146	0.001010%	137
31	62345	Berkshire Hathaway Life Ins Co NE	10,036,830	0.045046%	82
32	87726	Brighthouse Life Ins Co	428,095,741	1.921331%	18
33	61832	Chesapeake Life Ins Co	127,632	0.000573%	149
34	61875	Church Life Ins Corp	1,594,813	0.007158%	106
35	93432	CM Life Ins Co	12,272,696	0.055081%	77
36	62626	CMFG Life Ins Co	3,228,337	0.014489%	99
37	62049	Colonial Life & Accident Ins Co	7,990	0.000036%	174
38	84786	Colorado Bankers Life Ins Co	8,790,861	0.039454%	85
39	76023	Columbian Life Ins Co	5,750	0.000026%	182
40	62103	Columbian Mut Life Ins Co	6,006	0.000027%	181
41	99937	Columbus Life Ins Co	3,679,035	0.016512%	97
42	84824	Commonwealth Ann & Life Ins Co	5,432,584	0.024382%	92

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
43	92444	Companion Life Ins Co of CA	13,000	0.000058%	168
44	62308	Connecticut Gen Life Ins Co	192,356	0.000863%	141
45	62359	Constitution Life Ins Co	600	0.000003%	207
46	71404	Continental Gen Ins Co	758,091	0.003402%	117
47	79065	Delaware Life Ins Co	106,807,777	0.479362%	37
48	13183	Eagle Life Ins Co	28,383,953	0.127390%	69
49	84174	ELCO Mut Life & Ann	2,915,554	0.013085%	100
50	62928	EMC Natl Life Co	54,145	0.000243%	158
51	62510	Equitrust Life Ins Co	105,128,733	0.471827%	39
52	63053	Family Life Ins Co	1,575	0.000007%	197
53	63177	Farmers New World Life Ins Co	11,445,920	0.051370%	80
54	63223	Federal Life Ins Co	104,011	0.000467%	152
55	63258	Federated Life Ins Co	274,500	0.001232%	135
56	63274	Fidelity & Guar Life Ins Co	351,030,860	1.575457%	22
57	93696	Fidelity Investments Life Ins Co	198,964,893	0.892972%	31
58	71870	Fidelity Security Life Ins Co	327,620	0.001470%	131
59	69140	First Allmerica Fin Life Ins Co	7,275	0.000033%	176
60	63495	Foresters Life Ins Ann Co	11,831,093	0.053099%	78
61	91642	Forethought Life Ins Co	513,287,579	2.303679%	14
62	99775	Funeral Directors Life Ins Co	455,435	0.002044%	123
63	63665	General Amer Life Ins Co	599,636	0.002691%	121
64	65536	Genworth Life & Ann Ins Co	2,057,889	0.009236%	103
65	70025	Genworth Life Ins Co	662,450	0.002973%	119
66	62286	Golden Rule Ins Co	178,865	0.000803%	142
67	63967	Government Personnel Mut Life Ins Co	12,009	0.000054%	169
68	67059	GPM Hlth & Life Ins Co	155,532	0.000698%	145
69	63312	Great Amer Life Ins Co	353,961,937	1.588612%	21
70	90212	Great Southern Life Ins Co	346,663	0.001556%	129
71	68322	Great W Life & Ann Ins Co	588,603,916	2.641705%	11
72	71480	Great Western Ins Co	964,843	0.004330%	111
73	64211	Guarantee Trust Life Ins Co	8,762	0.000039%	173
74	64238	Guaranty Income Life Ins Co	7,990,673	0.035863%	87
75	78778	Guardian Ins & Ann Co Inc	66,644,153	0.299105%	49
76	64246	Guardian Life Ins Co Of Amer	841,537	0.003777%	114
77	83607	Guggenheim Life & Ann Co	48,581,758	0.218039%	53
78	70815	Hartford Life & Accident Ins Co	283	0.000001%	213
79	71153	Hartford Life & Ann Ins Co	16,605,812	0.074528%	74
80	88072	Hartford Life Ins Co	25,087,180	0.112593%	70
81	92711	HCC Life Ins Co	3,600	0.000016%	189
82	64505	Homesteaders Life Co	376,242	0.001689%	127
83	64513	Horace Mann Life Ins Co	22,976,514	0.103121%	71
84	91693	IA Amer Life Ins Co	146,655	0.000658%	147

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
85	97764	Idealife Ins Co	1,562	0.000007%	198
86	14406	Industrial Alliance Ins & Fin Serv I	3,522,641	0.015810%	98
87	74780	Integrity Life Ins Co	51,072,261	0.229217%	52
88	64904	Investors Heritage Life Ins Co	1,260	0.000006%	202
89	65056	Jackson Natl Life Ins Co	1,752,336,871	7.864639%	1
90	64017	Jefferson Natl Life Ins Co	101,492,906	0.455509%	40
91	65080	John Alden Life Ins Co	5,000	0.000022%	186
92	65838	John Hancock Life Ins Co USA	9,710,230	0.043580%	83
93	65129	Kansas City Life Ins Co	3,682,757	0.016529%	96
94	65242	Lafayette Life Ins Co	16,497,547	0.074042%	75
95	68543	Liberty Bankers Life Ins Co	11,799,764	0.052958%	79
96	65315	Liberty Life Assur Co Of Boston	4,337,063	0.019465%	93
97	65331	Liberty Natl Life Ins Co	845	0.000004%	206
98	65528	Life Ins Co Of The Southwest	337,687,771	1.515572%	26
99	77720	LifeSecure Ins Co	26,054	0.000117%	162
100	65595	Lincoln Benefit Life Co	7,180,870	0.032228%	88
101	65927	Lincoln Heritage Life Ins Co	3,918	0.000018%	188
102	62057	Lincoln Life & Ann Co of NY	2,748,072	0.012334%	101
103	65676	Lincoln Natl Life Ins Co	1,047,953,059	4.703304%	6
104	60232	Lombard Intl Life Assur Co	99,552,640	0.446801%	41
105	68446	Longevity Ins Co	2,000	0.000009%	194
106	65722	Loyal Amer Life Ins Co	910	0.000004%	204
107	65781	Madison Natl Life Ins Co Inc	782,212	0.003511%	116
108	65870	Manhattan Life Ins Co	5,795,079	0.026009%	91
109	67083	Manhattan Natl Life Ins Co	2,427	0.000011%	192
110	65935	Massachusetts Mut Life Ins Co	338,528,105	1.519343%	24
111	86126	Members Life Ins Co	41,991,927	0.188463%	61
112	65978	Metropolitan Life Ins Co	475,634,707	2.134689%	15
113	97136	Metropolitan Tower Life Ins Co	5,520	0.000025%	183
114	66087	Mid West Natl Life Ins Co Of TN	39,409	0.000177%	160
115	66044	Midland Natl Life Ins Co	362,328,123	1.626160%	20
116	66109	Midwestern United Life Ins Co	18	0.000000%	216
117	66168	Minnesota Life Ins Co	66,916,281	0.300326%	48
118	70416	MML Bay State Life Ins Co	120,000	0.000539%	150
119	66370	Mony Life Ins Co	16,275	0.000073%	164
120	78077	Mony Life Ins Co Of Amer	1,945,503	0.008732%	104
121	88668	Mutual Of Amer Life Ins Co	11,019,937	0.049458%	81
122	66427	Mutual Trust Life Ins Co a Pan Amer	162,867	0.000731%	144
123	66540	National Farmers Union Life Ins Co	17	0.000000%	217
124	66583	National Guardian Life Ins Co	4,289,265	0.019251%	94
125	66680	National Life Ins Co	152,644	0.000685%	146
126	66850	National Western Life Ins Co	44,694,283	0.200592%	57

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
127	92657	Nationwide Life & Ann Ins Co	171,594	0.000770%	143
128	66869	Nationwide Life Ins Co	30,321,576	0.136086%	66
129	91626	New England Life Ins Co	818,112	0.003672%	115
130	78743	New Era Life Ins Co	127	0.000001%	215
131	69698	New Era Life Ins Co Of Midwest	1,345	0.000006%	200
132	91596	New York Life Ins & Ann Corp	1,451,657,973	6.515166%	2
133	66915	New York Life Ins Co	48,346,441	0.216983%	54
134	66974	North Amer Co Life & Hlth Ins	281,306,027	1.262526%	28
135	67032	North Carolina Mut Life Ins Co	1,200	0.000005%	203
136	67091	Northwestern Mut Life Ins Co	88,513,776	0.397257%	42
137	67148	Occidental Life Ins Co Of NC	843,102	0.003784%	113
138	67172	Ohio Natl Life Ins Co	72,556,517	0.325640%	45
139	67180	Ohio State Life Ins Co	847	0.000004%	205
140	69647	Optum Ins of OH Inc	313	0.000001%	211
141	76112	Oxford Life Ins Co	28,632,420	0.128505%	68
142	67393	Ozark Natl Life Ins Co	315	0.000001%	210
143	64343	Pacific Guardian Life Ins Co Ltd	148	0.000001%	214
144	97268	Pacific Life & Ann Co	25,174	0.000113%	163
145	67466	Pacific Life Ins Co	815,048,462	3.658008%	8
146	67539	Pan Amer Life Ins Co	13,980	0.000063%	166
147	71099	Parker Centennial Assur Co	213,786	0.000959%	138
148	93262	Penn Ins & Ann Co	8,650,263	0.038823%	86
149	67644	Penn Mut Life Ins Co	13,116,672	0.058869%	76
150	93548	PHL Variable Ins Co	34,165,963	0.153340%	65
151	67814	Phoenix Life Ins Co	323,396	0.001451%	132
152	72125	Physicians Life Ins Co	1,108,302	0.004974%	110
153	67873	Pioneer Amer Ins Co	1,840	0.000008%	196
154	67911	Pioneer Mut Life Ins Co	31,975	0.000144%	161
155	67946	Pioneer Security Life Ins Co	540	0.000002%	208
156	65919	Primerica Life Ins Co	68,908	0.000309%	157
157	61271	Principal Life Ins Co	339,179,114	1.522265%	23
158	88536	Protective Life & Annuity Ins Co	2,000	0.000009%	193
159	68136	Protective Life Ins Co	154,648,011	0.694074%	34
160	79227	Pruco Life Ins Co	437,105,727	1.961768%	17
161	86630	Prudential Ann Life Assur Corp	6,842,562	0.030710%	89
162	68241	Prudential Ins Co Of Amer	460,393,775	2.066287%	16
163	93629	Prudential Retirement Ins & Ann Co	41,126	0.000185%	159
164	71390	Puritan Life Ins Co of Amer	952,154	0.004273%	112
165	68381	Reliance Standard Life Ins Co	140,509,407	0.630618%	35
166	67105	Reliastar Life Ins Co	41,414,675	0.185873%	62
167	61360	Reliastar Life Ins Co Of NY	5,400	0.000024%	184
168	65005	RiverSource Life Ins Co	380,198,027	1.706361%	19

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
169	90247	Rx Life Ins Co	2,550	0.000011%	191
170	60445	Sagicor Life Ins Co	8,800,352	0.039497%	84
171	93742	Securian Life Ins Co	196,991	0.000884%	140
172	68675	Security Benefit Life Ins Co	172,973,779	0.776321%	32
173	68713	Security Life Of Denver Ins Co	1,262	0.000006%	201
174	68772	Security Mut Life Ins Co Of NY	83,050	0.000373%	155
175	69485	Security Natl Life Ins Co	425,786	0.001911%	124
176	68802	Sentinel Security Life Ins Co	47,876,029	0.214872%	55
177	68810	Sentry Life Ins Co	78,686,067	0.353150%	43
178	97241	Settlers Life Ins Co	515	0.000002%	209
179	69019	Standard Ins Co	58,512,613	0.262610%	50
180	86355	Standard Life & Accident Ins Co	6,962	0.000031%	179
181	69108	State Farm Life Ins Co	18,922,912	0.084928%	73
182	69116	State Life Ins Co	37,487,040	0.168245%	64
183	89184	Sterling Investors Life Ins Co	203,878	0.000915%	139
184	69272	Sunset Life Ins Co Of Amer	1,122,202	0.005037%	109
185	69310	Surety Life Ins Co	96,001	0.000431%	154
186	68608	Symetra Life Ins Co	516,778,436	2.319346%	13
187	69345	Teachers Ins & Ann Assoc Of Amer	803,659,441	3.606893%	9
188	76236	The Cincinnati Life Ins Co	248,958	0.001117%	136
189	97721	Thrivent Life Ins Co	20,950,656	0.094028%	72
190	60142	TIAA Cref Life Ins Co	29,975,874	0.134534%	67
191	69566	Trans World Assur Co	672,966	0.003020%	118
192	79022	Transamerica Advisors Life Ins Co	9,552	0.000043%	171
193	70688	Transamerica Financial Life Ins Co	658,918	0.002957%	120
194	86231	Transamerica Life Ins Co	240,202,140	1.078048%	29
195	66281	Transamerica Premier Life Ins Co	106,415,262	0.477601%	38
196	61425	Trustmark Ins Co	3,085	0.000014%	190
197	11121	Unified Life Ins Co	1,842	0.000008%	195
198	70408	Union Security Ins Co	2,120,887	0.009519%	102
199	92916	United Amer Ins Co	385,891	0.001732%	126
200	69892	United Farm Family Life Ins Co	16,025	0.000072%	165
201	87645	United Fidelity Life Ins Co	10,383	0.000047%	170
202	63983	United Heritage Life Ins Co	362,198	0.001626%	128
203	69868	United Of Omaha Life Ins Co	43,170,525	0.193753%	60
204	70106	United States Life Ins Co in the Cit	1,944,873	0.008729%	105
205	62235	Unum Life Ins Co Of Amer	7,174	0.000032%	177
206	80659	US Business of Canada Life Assur Co	103,003	0.000462%	153
207	69663	USAA Life Ins Co	77,184,459	0.346410%	44
208	68632	Vantis Life Ins Co	7,000	0.000031%	178
209	70238	Variable Ann Life Ins Co	293,626,402	1.317821%	27
210	80942	Voya Ins & Ann Co	338,481,943	1.519136%	25

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
211	86509	Voya Retirement Ins & Ann Co	1,149,790,945	5.160361%	5
212	70319	Washington Natl Ins Co	1,248,750	0.005604%	108
213	70335	West Coast Life Ins Co	106,828	0.000479%	151
214	92622	Western Southern Life Assur Co	47,571,972	0.213507%	56
215	65900	Wilco Life Ins Co	69,811	0.000313%	156
216	60704	Wilton Reassur Life Co of NY	6,750	0.000030%	180
217	90557	Zurich Amer Life Ins Co	5,946,947	0.026690%	90
	Totals:		22,281,212,685	100.000000%	

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2017

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	80985	4 Ever Life Ins Co	40,258,978	0.246894%	44
2	77879	5 Star Life Ins Co	1,471	0.000009%	233
3	71854	AAA Life Ins Co	14,401,545	0.088320%	69
4	71471	Ability Ins Co	903,343	0.005540%	142
5	78700	Aetna Hlth & Life Ins Co	99,723	0.000612%	180
6	60054	Aetna Life Ins Co	1,861,003,773	11.412884%	3
7	90611	Allianz Life Ins Co Of N Amer	9,528,062	0.058432%	77
8	60186	Allstate Life Ins Co	2,565,938	0.015736%	110
9	70874	Allstate Life Ins Co Of NY	30,326	0.000186%	197
10	60216	Amalgamated Life Ins Co	3,682,629	0.022584%	101
11	60275	American Bankers Life Assur Co Of FL	1,249,321	0.007662%	135
12	60380	American Family Life Assur Co of Col	374,732,770	2.298105%	8
13	60410	American Fidelity Assur Co	150,979,724	0.925906%	17
14	60488	American Gen Life Ins Co	11,871,196	0.072802%	73
15	60534	American Heritage Life Ins Co	44,737,474	0.274359%	41
16	60518	American Hlth & Life Ins Co	2,186,199	0.013407%	118
17	60577	American Income Life Ins Co	6,984,262	0.042832%	82
18	67989	American Memorial Life Ins Co	13	0.000000%	247
19	65811	American Modern Life Ins Co	31,471	0.000193%	195
20	60739	American Natl Ins Co	730,751	0.004481%	147
21	71773	American Natl Life Ins Co Of TX	2,867,055	0.017583%	104
22	60801	American Public Life Ins Co	1,469,754	0.009013%	130
23	60836	American Republic Ins Co	558,811	0.003427%	153
24	88366	American Retirement Life Ins Co	348,954	0.002140%	162
25	60895	American United Life Ins Co	98,898	0.000607%	181
26	61999	Americo Fin Life & Ann Ins Co	55,882	0.000343%	186
27	61301	Ameritas Life Ins Corp	93,988,420	0.576398%	26
28	62825	Anthem Blue Cross Life & Hlth Ins Co	1,944,977,732	11.927866%	2
29	61069	Anthem Life Ins Co	20,672,791	0.126779%	62
30	71439	Assurity Life Ins Co	5,605,082	0.034374%	94
31	61689	Athene Ann & Life Co	135,051	0.000828%	176
32	61492	Athene Annuity & Life Assur Co	1,321,963	0.008107%	132
33	84522	Auto Club Life Ins Co	7,521	0.000046%	218
34	62944	AXA Equitable Life Ins Co	4,613,170	0.028291%	96
35	61212	Baltimore Life Ins Co	6,555	0.000040%	220
36	61263	Bankers Life & Cas Co	44,537,722	0.273134%	42
37	61395	Beneficial Life Ins Co	1,132	0.000007%	236
38	64890	Berkley Life & Hlth Ins Co	34,589,472	0.212125%	53
39	71714	Berkshire Life Ins Co of Amer	45,344,554	0.278082%	40
40	90638	Best Life & Hlth Ins Co	4,123,295	0.025287%	99
41	61557	Blue Shield of CA Life & Hlth Ins Co	252,485,331	1.548404%	12
42	61476	Boston Mut Life Ins Co	1,304,815	0.008002%	133
43	87726	Brighthouse Life Ins Co	13,146,576	0.080623%	71
44	61751	Central States H & L Co Of Omaha	108,021	0.000662%	179
45	80896	Centre Life Ins Co	2,520,697	0.015459%	112
46	61832	Chesapeake Life Ins Co	17,637,963	0.108167%	66

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2017

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
47	67369	Cigna Hlth & Life Ins Co	1,314,961,112	8.064195%	4
48	62626	CMFG Life Ins Co	34,598,231	0.212179%	52
49	62049	Colonial Life & Accident Ins Co	130,226,645	0.798634%	19
50	62065	Colonial Penn Life Ins Co	27,286,127	0.167336%	59
51	84786	Colorado Bankers Life Ins Co	2,264,062	0.013885%	115
52	62103	Columbian Mut Life Ins Co	28,193	0.000173%	198
53	99937	Columbus Life Ins Co	1,255	0.000008%	235
54	62146	Combined Ins Co Of Amer	44,388,038	0.272216%	43
55	81426	Commercial Travelers Life Ins Co	19,653	0.000121%	203
56	84824	Commonwealth Ann & Life Ins Co	9,028	0.000055%	215
57	92444	Companion Life Ins Co of CA	6,757,274	0.041440%	84
58	62308	Connecticut Gen Life Ins Co	5,863,445	0.035958%	90
59	62359	Constitution Life Ins Co	2,441,501	0.014973%	113
60	71730	Continental Amer Ins Co	36,519,993	0.223964%	49
61	71404	Continental Gen Ins Co	2,255,380	0.013831%	116
62	68500	Continental Life Ins Co Brentwood	21,216,765	0.130115%	61
63	71129	Dearborn Natl Life Ins Co	2,534,893	0.015546%	111
64	62634	Delaware Amer Life Ins Co	220,248	0.001351%	170
65	62928	EMC Natl Life Co	1,741	0.000011%	228
66	77968	Family Heritage Life Ins Co Of Amer	5,706,216	0.034994%	91
67	63053	Family Life Ins Co	961,907	0.005899%	141
68	63177	Farmers New World Life Ins Co	5,685,488	0.034867%	92
69	63223	Federal Life Ins Co	16,819	0.000103%	207
70	63258	Federated Life Ins Co	1,922,131	0.011788%	122
71	63290	Fidelity Life Assn A Legal Reserve L	24,240	0.000149%	200
72	71870	Fidelity Security Life Ins Co	57,097,297	0.350158%	39
73	69140	First Allmerica Fin Life Ins Co	1,126	0.000007%	237
74	90328	First Hlth Life & Hlth Ins Co	38,032,311	0.233239%	47
75	67652	First Penn Pacific Life Ins Co	4,573	0.000028%	223
76	63495	Foresters Life Ins Ann Co	249	0.000002%	245
77	91642	Forethought Life Ins Co	1,366,535	0.008380%	131
78	63657	Garden State Life Ins Co	1,065	0.000007%	238
79	63665	General Amer Life Ins Co	1,076,321	0.006601%	139
80	65536	Genworth Life & Ann Ins Co	1,913,747	0.011736%	123
81	70025	Genworth Life Ins Co	291,370,726	1.786874%	10
82	70939	Gerber Life Ins Co	34,297,262	0.210333%	54
83	91472	Globe Life & Accident Ins Co	2,572,814	0.015778%	108
84	62286	Golden Rule Ins Co	1,967,487	0.012066%	121
85	63967	Government Personnel Mut Life Ins Co	41,501	0.000255%	191
86	63312	Great Amer Life Ins Co	12,230	0.000075%	211
87	90212	Great Southern Life Ins Co	139,929	0.000858%	175
88	68322	Great W Life & Ann Ins Co	6,447,325	0.039539%	85
89	64211	Guarantee Trust Life Ins Co	2,799,968	0.017171%	106
90	64238	Guaranty Income Life Ins Co	185,381	0.001137%	172
91	64246	Guardian Life Ins Co Of Amer	438,765,452	2.690795%	7
92	83607	Guggenheim Life & Ann Co	1,523	0.000009%	232

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2017

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
93	70815	Hartford Life & Accident Ins Co	132,138,403	0.810358%	18
94	88072	Hartford Life Ins Co	2,433,991	0.014927%	114
95	92711	HCC Life Ins Co	58,067,089	0.356105%	38
96	66141	Health Net Life Ins Co	887,567,824	5.443142%	5
97	93440	HM Life Ins Co	35,418,481	0.217209%	51
98	64513	Horace Mann Life Ins Co	11,019	0.000068%	212
99	91693	IA Amer Life Ins Co	8,558	0.000052%	217
100	97764	Idealife Ins Co	20,173	0.000124%	201
101	64580	Illinois Mut Life Ins Co	149,897	0.000919%	174
102	81779	Individual Assur Co Life Hlth & Acc	14,378,124	0.088176%	70
103	65056	Jackson Natl Life Ins Co	4,735,165	0.029039%	95
104	64017	Jefferson Natl Life Ins Co	18,255	0.000112%	206
105	65080	John Alden Life Ins Co	375,642	0.002304%	161
106	93610	John Hancock Life & Hlth Ins Co	2,821,054	0.017301%	105
107	65838	John Hancock Life Ins Co USA	108,534,915	0.665607%	23
108	65110	Kanawha Ins Co	4,165,823	0.025548%	98
109	65129	Kansas City Life Ins Co	1,217,501	0.007467%	136
110	65242	Lafayette Life Ins Co	20,079	0.000123%	202
111	65315	Liberty Life Assur Co Of Boston	182,993,649	1.122236%	16
112	65331	Liberty Natl Life Ins Co	249,357	0.001529%	167
113	65498	Life Ins Co Of N Amer	277,563,811	1.702202%	11
114	65528	Life Ins Co Of The Southwest	642	0.000004%	241
115	97985	LifeMap Assur Co	6,166	0.000038%	221
116	77720	LifeSecure Ins Co	6,292,174	0.038588%	89
117	99724	LifeShield Natl Ins Co	30,886	0.000189%	196
118	65595	Lincoln Benefit Life Co	9,665,547	0.059275%	76
119	65927	Lincoln Heritage Life Ins Co	287,005	0.001760%	165
120	62057	Lincoln Life & Ann Co of NY	226,570	0.001389%	168
121	65676	Lincoln Natl Life Ins Co	104,782,469	0.642594%	24
122	68446	Longevity Ins Co	7,377	0.000045%	219
123	65722	Loyal Amer Life Ins Co	28,052,407	0.172036%	58
124	65781	Madison Natl Life Ins Co Inc	1,820,665	0.011165%	125
125	65870	Manhattan Life Ins Co	51,934	0.000318%	188
126	61883	ManhattanLife Assur Co of Amer	2,569,834	0.015760%	109
127	85561	MAPFRE Life Ins Co	5,358	0.000033%	222
128	65935	Massachusetts Mut Life Ins Co	59,714,963	0.366211%	34
129	69515	Medamerica Ins Co	6,356,790	0.038984%	86
130	31119	Medico Ins Co	569,586	0.003493%	152
131	65951	Merit Life Ins Co	1,133,906	0.006954%	137
132	65978	Metropolitan Life Ins Co	776,978,386	4.764936%	6
133	66087	Mid West Natl Life Ins Co Of TN	1,591,763	0.009762%	129
134	66044	Midland Natl Life Ins Co	2,601	0.000016%	227
135	66168	Minnesota Life Ins Co	23,102,649	0.141680%	60
136	66265	Monarch Life Ins Co	1,043,087	0.006397%	140
137	66370	Mony Life Ins Co	2,072,785	0.012712%	119
138	78077	Mony Life Ins Co Of Amer	531,780	0.003261%	156

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2017

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
139	88668	Mutual Of Amer Life Ins Co	90,032	0.000552%	182
140	71412	Mutual Of Omaha Ins Co	75,172,326	0.461006%	30
141	66427	Mutual Trust Life Ins Co a Pan Amer	18,401	0.000113%	205
142	61409	National Benefit Life Ins Co	77,388	0.000475%	183
143	66583	National Guardian Life Ins Co	33,102,175	0.203004%	55
144	82538	National Hlth Ins Co	19,172,299	0.117577%	63
145	66680	National Life Ins Co	2,040,959	0.012516%	120
146	87963	National Teachers Assoc Life Ins Co	35,596,089	0.218298%	50
147	66869	Nationwide Life Ins Co	5,635,290	0.034559%	93
148	98205	Natl Foundation Life Ins Co	1,731,641	0.010620%	126
149	91626	New England Life Ins Co	42,295	0.000259%	190
150	66915	New York Life Ins Co	60,799,192	0.372860%	33
151	81264	Nippon Life Ins Co Of Amer	112,948,253	0.692672%	21
152	66974	North Amer Co Life & Hlth Ins	561	0.000003%	242
153	67032	North Carolina Mut Life Ins Co	396,031	0.002429%	160
154	69000	Northwestern Long Term Care Ins Co	38,508,869	0.236161%	45
155	67091	Northwestern Mut Life Ins Co	90,287,819	0.553704%	27
156	89206	Ohio Natl Life Assur Corp	1,084,683	0.006652%	138
157	67172	Ohio Natl Life Ins Co	767,989	0.004710%	145
158	67180	Ohio State Life Ins Co	57	0.000000%	246
159	67199	Old Amer Ins Co	52,577	0.000322%	187
160	67261	Old Republic Life Ins Co	1,681	0.000010%	230
161	76112	Oxford Life Ins Co	502,596	0.003082%	157
162	67393	Ozark Natl Life Ins Co	932	0.000006%	240
163	64343	Pacific Guardian Life Ins Co Ltd	1,031	0.000006%	239
164	70785	Pacificare Life & Hlth Ins Co	6,334,868	0.038850%	87
165	67539	Pan Amer Life Ins Co	38,239,111	0.234507%	46
166	67598	Paul Revere Life Ins Co	18,710,326	0.114744%	65
167	93777	Pavonia Life Ins Co of MI	178,096	0.001092%	173
168	67644	Penn Mut Life Ins Co	651,283	0.003994%	149
169	67784	Philadelphia Amer Life Ins Co	858,389	0.005264%	143
170	67814	Phoenix Life Ins Co	133,884	0.000821%	177
171	72125	Physicians Life Ins Co	540,020	0.003312%	155
172	80578	Physicians Mut Ins Co	18,948,567	0.116205%	64
173	97152	Plateau Ins Co	10,691	0.000066%	213
174	65919	Primerica Life Ins Co	33,228	0.000204%	194
175	61271	Principal Life Ins Co	235,961,331	1.447068%	13
176	68047	Professional Ins Co	1,639,402	0.010054%	128
177	68136	Protective Life Ins Co	333,821	0.002047%	163
178	67903	Provident Amer Life & Hlth Ins Co	9,994	0.000061%	214
179	68195	Provident Life & Accident Ins Co	83,214,485	0.510325%	28
180	68241	Prudential Ins Co Of Amer	114,284,703	0.700868%	20
181	71390	Puritan Life Ins Co of Amer	43,930	0.000269%	189
182	68284	Pyramid Life Ins Co	39,678	0.000243%	193
183	68357	Reliable Life Ins Co	351	0.000002%	243
184	68381	Reliance Standard Life Ins Co	73,616,574	0.451465%	31

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2017

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
185	67105	Reliastar Life Ins Co	210,492,077	1.290874%	15
186	61360	Reliastar Life Ins Co Of NY	3,495,433	0.021436%	102
187	68462	Reserve Natl Ins Co	114,907	0.000705%	178
188	93572	RGA Reins Co	7,273,803	0.044608%	80
189	65005	RiverSource Life Ins Co	31,153,773	0.191055%	57
190	60183	S USA Life Ins Co Inc	4,316	0.000026%	225
191	60445	Sagicor Life Ins Co	4,316	0.000026%	224
192	93742	Securian Life Ins Co	3,882,858	0.023812%	100
193	68772	Security Mut Life Ins Co Of NY	24,702	0.000151%	199
194	69485	Security Natl Life Ins Co	1,681	0.000010%	229
195	76325	Senior Hlth Ins Co of PA	7,158,155	0.043898%	81
196	68802	Sentinel Security Life Ins Co	199,806	0.001225%	171
197	68810	Sentry Life Ins Co	329,853	0.002023%	164
198	97241	Settlers Life Ins Co	1,317	0.000008%	234
199	69019	Standard Ins Co	235,292,248	1.442965%	14
200	86355	Standard Life & Accident Ins Co	6,889,396	0.042250%	83
201	69078	Standard Security Life Ins Co Of NY	9,244,897	0.056696%	78
202	68985	Starmount Life Ins Co	2,643,039	0.016209%	107
203	69116	State Life Ins Co	3,445,566	0.021130%	103
204	89184	Sterling Investors Life Ins Co	62,281	0.000382%	184
205	77399	Sterling Life Ins Co	635,798	0.003899%	150
206	80926	Sun Life & Hlth Ins Co	791,509	0.004854%	144
207	69310	Surety Life Ins Co	13,530	0.000083%	208
208	68608	Symetra Life Ins Co	59,382,541	0.364172%	35
209	69345	Teachers Ins & Ann Assoc Of Amer	674,427	0.004136%	148
210	76236	The Cincinnati Life Ins Co	13,344	0.000082%	209
211	60142	TIAA Cref Life Ins Co	225,405	0.001382%	169
212	69477	Time Ins Co	9,233,429	0.056625%	79
213	70688	Transamerica Financial Life Ins Co	739,016	0.004532%	146
214	86231	Transamerica Life Ins Co	101,678,953	0.623561%	25
215	66281	Transamerica Premier Life Ins Co	73,269,298	0.449335%	32
216	61425	Trustmark Ins Co	10,888,861	0.066778%	74
217	62863	Trustmark Life Ins Co	6,315,075	0.038728%	88
218	80314	Unicare Life & Hlth Ins Co	1,867,695	0.011454%	124
219	11121	Unified Life Ins Co	4,226,170	0.025918%	97
220	91529	Unimerica Ins Co	58,937,296	0.361442%	36
221	62596	Union Fidelity Life Ins Co	2,199,059	0.013486%	117
222	69744	Union Labor Life Ins Co	10,787,016	0.066153%	75
223	70408	Union Security Ins Co	82,404,246	0.505356%	29
224	92916	United Amer Ins Co	32,268,341	0.197890%	56
225	63983	United Heritage Life Ins Co	40,079	0.000246%	192
226	69922	United Home Life Ins Co	12,477	0.000077%	210
227	69930	United Ins Co Of Amer	572,405	0.003510%	151
228	69868	United Of Omaha Life Ins Co	58,248,059	0.357215%	37
229	42129	United Security Assur Co Of PA	19,596	0.000120%	204
230	70106	United States Life Ins Co in the Cit	12,055,936	0.073935%	72

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2017

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
231	72850	United World Life Ins Co	15,695,145	0.096253%	68
232	79413	UnitedHealthcare Ins Co	3,395,270,766	20.822005%	1
233	97179	UnitedHealthcare Life Ins Co	430,709	0.002641%	158
234	62235	Unum Life Ins Co Of Amer	324,434,615	1.989644%	9
235	80705	US Br Great West Life Assur Co	399,188	0.002448%	159
236	80802	US Br Sun Life Assur Co of Canada	109,658,126	0.672495%	22
237	80659	US Business of Canada Life Assur Co	264,652	0.001623%	166
238	69663	USAA Life Ins Co	36,719,875	0.225190%	48
239	80942	Voya Ins & Ann Co	273	0.000002%	244
240	70319	Washington Natl Ins Co	16,354,179	0.100294%	67
241	70335	West Coast Life Ins Co	1,560	0.000010%	231
242	70483	Western & Southern Life Ins Co	557,212	0.003417%	154
243	62413	Wilcac Life Ins Co	2,841	0.000017%	226
244	65900	Wilco Life Ins Co	1,275,940	0.007825%	134
245	60704	Wilton Reassur Life Co of NY	8,699	0.000053%	216
246	71323	Zale Life Ins Co	57,896	0.000355%	185
247	90557	Zurich Amer Life Ins Co	1,709,271	0.010482%	127
	Totals:		16,306,166,363	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	71854	AAA Life Ins Co	456,902	0.019161%	52
2	60054	Aetna Life Ins Co	5,334,643	0.223716%	22
3	92738	American Equity Invest Life Ins Co	684,919	0.028723%	48
4	60488	American Gen Life Ins Co	45,843,268	1.922507%	7
5	60518	American Hlth & Life Ins Co	14,367	0.000603%	81
6	60739	American Natl Ins Co	11,931,536	0.500367%	15
7	60895	American United Life Ins Co	1,485,297	0.062288%	36
8	61999	Americo Fin Life & Ann Ins Co	334,854	0.014043%	63
9	61301	Ameritas Life Ins Corp	9,898,147	0.415094%	17
10	71439	Assurity Life Ins Co	418,298	0.017542%	56
11	61689	Athene Ann & Life Co	851,982	0.035729%	44
12	61212	Baltimore Life Ins Co	425,000	0.017823%	55
13	94250	Banner Life Ins Co	337,500	0.014154%	62
14	61395	Beneficial Life Ins Co	5	0.000000%	100
15	64890	Berkley Life & Hlth Ins Co	92	0.000004%	98
16	62345	Berkshire Hathaway Life Ins Co NE	200,000	0.008387%	68
17	61875	Church Life Ins Corp	258,078	0.010823%	66
18	62626	CMFG Life Ins Co	369,982	0.015516%	60
19	84786	Colorado Bankers Life Ins Co	474,835	0.019913%	51
20	99937	Columbus Life Ins Co	17,480	0.000733%	80
21	84824	Commonwealth Ann & Life Ins Co	147,505	0.006186%	73
22	62308	Connecticut Gen Life Ins Co	173,741	0.007286%	70
23	71129	Dearborn Natl Life Ins Co	274,979	0.011532%	65
24	84174	ELCO Mut Life & Ann	792,405	0.033231%	46
25	62928	EMC Natl Life Co	10,047	0.000421%	84
26	62510	Equitrust Life Ins Co	3,558,251	0.149221%	25
27	63177	Farmers New World Life Ins Co	8,160,934	0.342241%	18
28	63274	Fidelity & Guar Life Ins Co	355,747	0.014919%	61
29	63495	Foresters Life Ins Ann Co	278,000	0.011658%	64
30	63312	Great Amer Life Ins Co	78,307	0.003284%	76
31	90212	Great Southern Life Ins Co	45,883	0.001924%	78
32	68322	Great W Life & Ann Ins Co	2,505,047	0.105053%	28
33	64211	Guarantee Trust Life Ins Co	95	0.000004%	97
34	64238	Guaranty Income Life Ins Co	99,025	0.004153%	75
35	78778	Guardian Ins & Ann Co Inc	383,754	0.016093%	58
36	83607	Guggenheim Life & Ann Co	1,285,893	0.053926%	39
37	88072	Hartford Life Ins Co	230,913,726	9.683720%	4
38	74780	Integrity Life Ins Co	4,558,559	0.191170%	23
39	65056	Jackson Natl Life Ins Co	1,115,280	0.046771%	40
40	64017	Jefferson Natl Life Ins Co	793,980	0.033297%	45
41	65129	Kansas City Life Ins Co	109,485	0.004591%	74
42	65242	Lafayette Life Ins Co	160,000	0.006710%	71
43	68543	Liberty Bankers Life Ins Co	754,525	0.031642%	47
44	65315	Liberty Life Assur Co Of Boston	51,060	0.002141%	77
45	65528	Life Ins Co Of The Southwest	443,911	0.018616%	54

California Life & Annuity Market Share Report
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46	65595	Lincoln Benefit Life Co	1,998,532	0.083811%	32
47	65722	Loyal Amer Life Ins Co	2,391	0.000100%	90
48	65935	Massachusetts Mut Life Ins Co	258,315,319	10.832847%	3
49	65978	Metropolitan Life Ins Co	29,308,357	1.229091%	11
50	97136	Metropolitan Tower Life Ins Co	20,583	0.000863%	79
51	66044	Midland Natl Life Ins Co	1,888,741	0.079207%	34
52	66168	Minnesota Life Ins Co	43,759,727	1.835131%	8
53	88668	Mutual Of Amer Life Ins Co	8,955	0.000376%	85
54	66583	National Guardian Life Ins Co	7,190,042	0.301525%	19
55	66850	National Western Life Ins Co	158,581	0.006650%	72
56	78743	New Era Life Ins Co	641	0.000027%	92
57	69698	New Era Life Ins Co Of Midwest	12,285	0.000515%	82
58	91596	New York Life Ins & Ann Corp	24,871,655	1.043031%	14
59	66974	North Amer Co Life & Hlth Ins	1,386,856	0.058160%	37
60	67091	Northwestern Mut Life Ins Co	1,987,098	0.083332%	33
61	89206	Ohio Natl Life Assur Corp	378,612	0.015878%	59
62	67172	Ohio Natl Life Ins Co	1,297,673	0.054420%	38
63	67180	Ohio State Life Ins Co	195	0.000008%	95
64	64343	Pacific Guardian Life Ins Co Ltd	2,283,978	0.095782%	30
65	67466	Pacific Life Ins Co	2,044,127	0.085724%	31
66	67644	Penn Mut Life Ins Co	4,121,343	0.172835%	24
67	65919	Primerica Life Ins Co	942,333	0.039518%	43
68	61271	Principal Life Ins Co	877,973,227	36.819148%	1
69	68136	Protective Life Ins Co	1,801,868	0.075564%	35
70	79227	Pruco Life Ins Co	5,988,827	0.251151%	21
71	86630	Prudential Ann Life Assur Corp	3,512,974	0.147322%	26
72	68241	Prudential Ins Co Of Amer	27,817,148	1.166555%	12
73	93629	Prudential Retirement Ins & Ann Co	215,907,058	9.054392%	5
74	67105	Reliastar Life Ins Co	3,333	0.000140%	88
75	65005	RiverSource Life Ins Co	2,690,658	0.112837%	27
76	90247	Rx Life Ins Co	150	0.000006%	96
77	60445	Sagicor Life Ins Co	968,159	0.040601%	42
78	93742	Securian Life Ins Co	663,227	0.027813%	50
79	69485	Security Natl Life Ins Co	8,812	0.000370%	86
80	68802	Sentinel Security Life Ins Co	11,643,584	0.488291%	16
81	69019	Standard Ins Co	681,931	0.028598%	49
82	69108	State Farm Life Ins Co	451,585	0.018938%	53
83	69116	State Life Ins Co	184,943	0.007756%	69
84	69272	Sunset Life Ins Co Of Amer	458	0.000019%	93
85	68608	Symetra Life Ins Co	24,955,837	1.046561%	13
86	69345	Teachers Ins & Ann Assoc Of Amer	29,445,415	1.234838%	10
87	70435	The Savings Bank Mut Life Ins Co of	228,150	0.009568%	67
88	60142	TIAA Cref Life Ins Co	361,684,067	15.167774%	2
89	86231	Transamerica Life Ins Co	396,969	0.016648%	57
90	66281	Transamerica Premier Life Ins Co	11,813	0.000495%	83

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2017
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Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	69892	United Farm Family Life Ins Co	307	0.000013%	94
92	87645	United Fidelity Life Ins Co	3,129	0.000131%	89
93	63983	United Heritage Life Ins Co	1,936	0.000081%	91
94	69868	United Of Omaha Life Ins Co	50,043,132	2.098635%	6
95	67601	Unum Ins Co	6,039,342	0.253269%	20
96	62235	Unum Life Ins Co Of Amer	28	0.000001%	99
97	69663	USAA Life Ins Co	2,334,942	0.097919%	29
98	70238	Variable Ann Life Ins Co	39,745,749	1.666799%	9
99	86509	Voya Retirement Ins & Ann Co	8,343	0.000350%	87
100	62413	Wilcac Life Ins Co	993,627	0.041669%	41
	Totals:		2,384,556,076	100.000000%	

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2017
 Line of Business: **OTHER CONSIDERATIONS**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	81213	American Maturity Life Ins Co	1,653	0.000019%	25
2	62944	AXA Equitable Life Ins Co	37,240,253	0.426187%	16
3	87726	Brighthouse Life Ins Co	29,334	0.000336%	24
4	62626	CMFG Life Ins Co	54,677,023	0.625738%	15
5	78778	Guardian Ins & Ann Co Inc	2,438,235	0.027904%	19
6	71153	Hartford Life & Ann Ins Co	6,002,383	0.068693%	18
7	88072	Hartford Life Ins Co	146,294,865	1.674236%	13
8	65838	John Hancock Life Ins Co USA	1,966,380,917	22.503773%	1
9	65935	Massachusetts Mut Life Ins Co	333,756,321	3.819594%	8
10	65978	Metropolitan Life Ins Co	97,236,825	1.112803%	14
11	66168	Minnesota Life Ins Co	149,298,680	1.708613%	12
12	88668	Mutual Of Amer Life Ins Co	226,505,240	2.592185%	10
13	92657	Nationwide Life & Ann Ins Co	391,162,063	4.476560%	6
14	66869	Nationwide Life Ins Co	955,613,037	10.936283%	4
15	66915	New York Life Ins Co	245,259,481	2.806813%	9
16	67091	Northwestern Mut Life Ins Co	60,000	0.000687%	23
17	67172	Ohio Natl Life Ins Co	12,549,490	0.143620%	17
18	68241	Prudential Ins Co Of Amer	1,705,470,080	19.517842%	2
19	93629	Prudential Retirement Ins & Ann Co	224,348	0.002567%	20
20	69019	Standard Ins Co	189,377,818	2.167289%	11
21	70688	Transamerica Financial Life Ins Co	452,919,396	5.183327%	5
22	86231	Transamerica Life Ins Co	1,428,926,620	16.353007%	3
23	66281	Transamerica Premier Life Ins Co	115,674	0.001324%	21
24	69868	United Of Omaha Life Ins Co	72,884	0.000834%	22
25	86509	Voya Retirement Ins & Ann Co	336,392,944	3.849768%	7
	Totals:		8,738,005,564	100.000000%	