

CALIFORNIA LIFE & ANNUITY INSURANCE INDUSTRY



2018

MARKET SHARE REPORT

**RATE SPECIALIST BUREAU
CALIFORNIA DEPARTMENT OF INSURANCE
JUNE 2019**

DEPARTMENT OF INSURANCE

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California Life and Annuity Market Share Report for Calendar Year 2018

Preface

We are releasing the "California Life and Annuity Market Share Report for Calendar Year 2018", 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 2018 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 2018, 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 2018, 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, 2019

1991 - 2018 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only

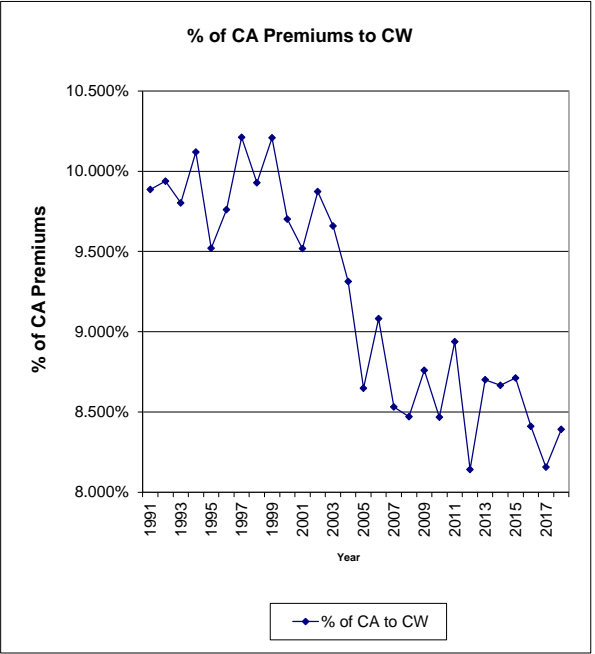
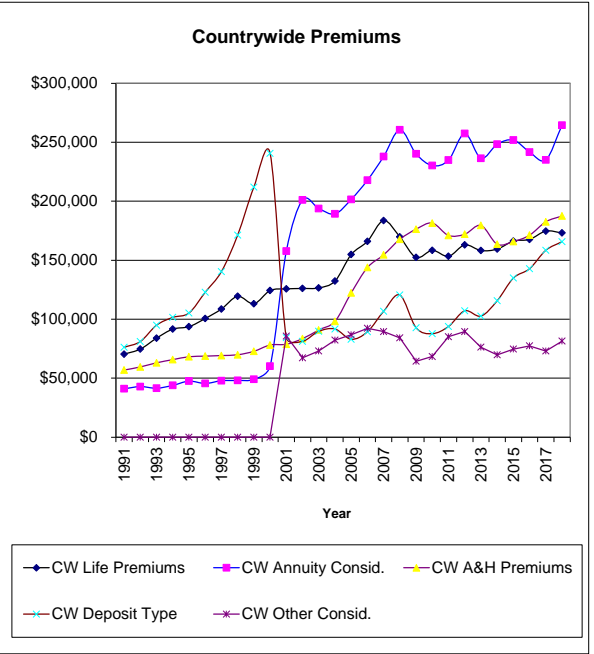
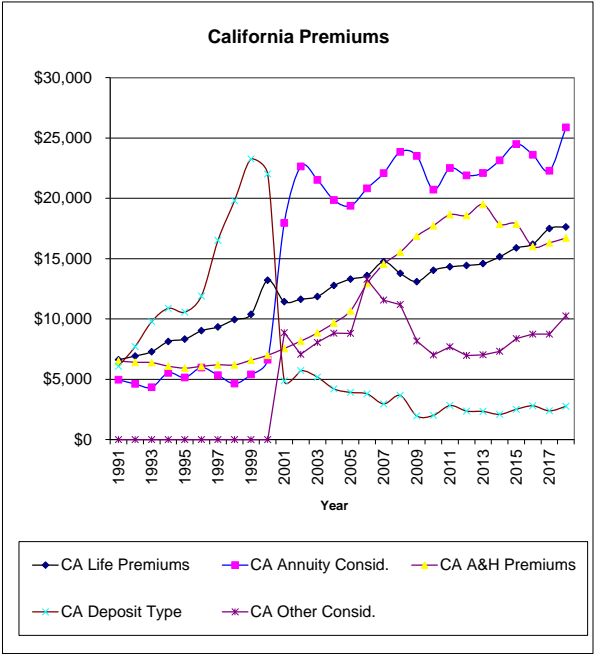
(1) Calendar Year	(2) Co. Count	(3) California Life Insurance Premiums	(4) California Annuity Consid.	(5) California A&H Premiums	(6) California Deposit Type Contract	(7) California Other Consid.	(8) Total California Premiums Sum (3)...(7)	(9) CW Life Insurance Premiums	(10) CW Annuity Consid.	(11) CW A&H Premiums	(12) CW Deposit Type Contract	(13) CW Other Consid.	(14) Total CW Premiums Sum (9)...(13)	(15) % 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%
2018	333	\$17,625	\$25,867	\$16,710	\$2,753	\$10,248	\$73,203	\$173,135	\$264,518	\$187,520	\$165,742	\$81,465	\$872,380	8.391%
Totals:		\$345,073	\$450,692	\$327,320	\$196,804	\$157,915	\$1,477,804	\$3,791,573	\$4,567,843	\$3,362,861	\$3,294,522	\$1,421,138	\$16,437,937	8.990%

Data from Schedule T

1991 - 2018 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only

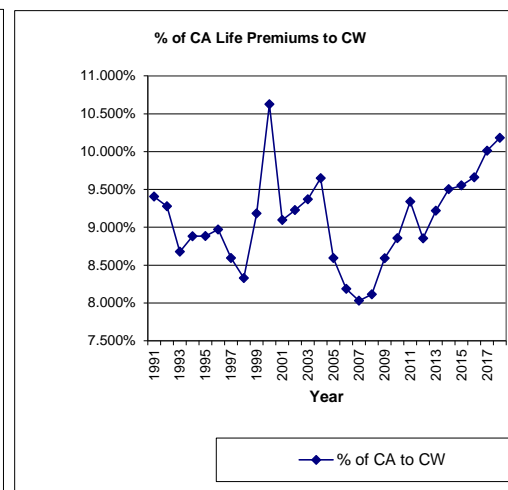
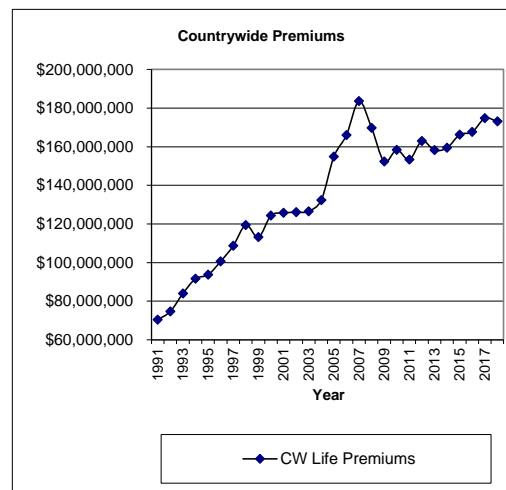
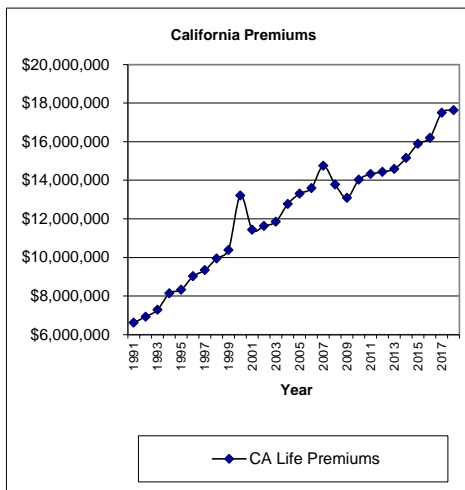


Data from Schedule T

1991 - 2018 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 Insurance 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%
2018	310	\$17,625,145	\$73,203,319	24.077%	\$173,134,590	\$872,379,495	19.846%	10.180%
Totals:		\$345,077,549	\$1,477,800,775	23.351%	\$3,791,571,277	\$16,437,940,615	23.066%	9.101%



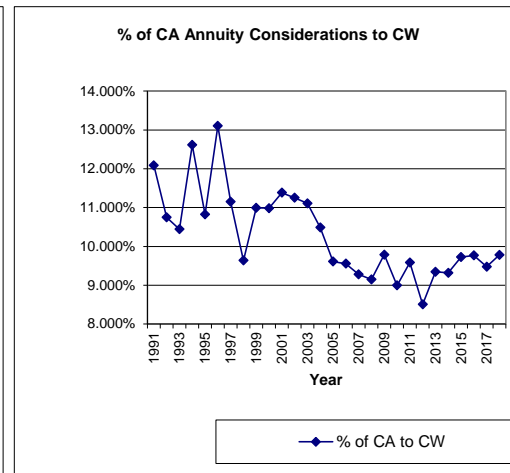
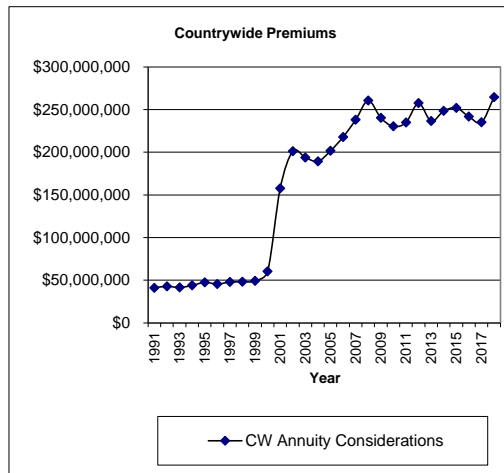
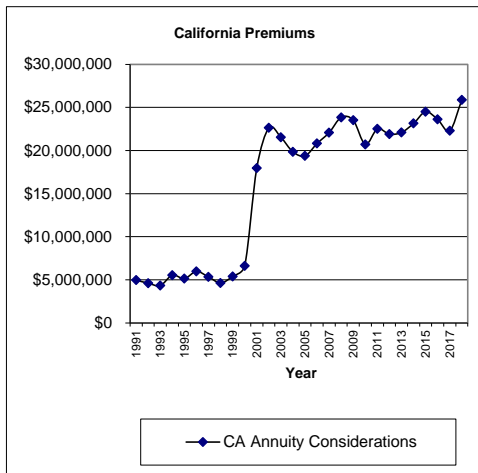
1991 - 2018 Comparison of California Life Insurance Premium to Countrywide

Line of Business: Annuity Considerations

Active Companies Only

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

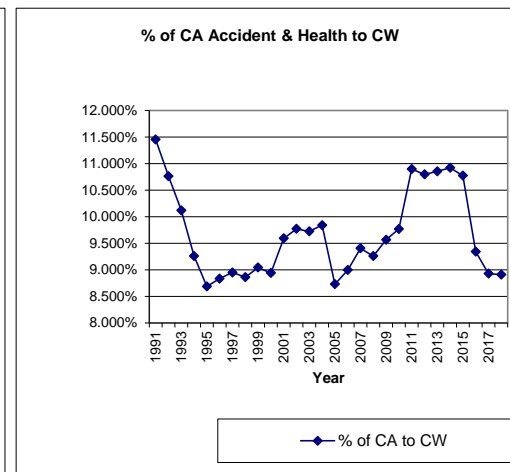
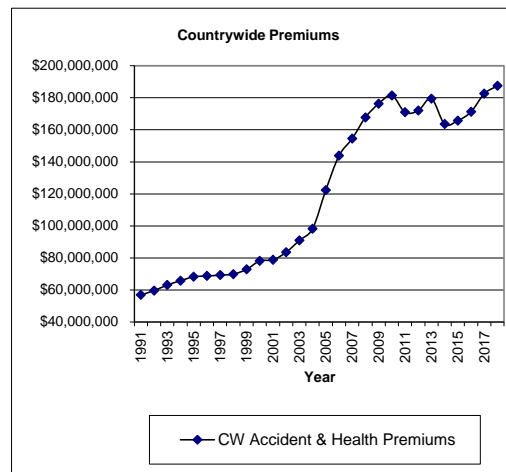
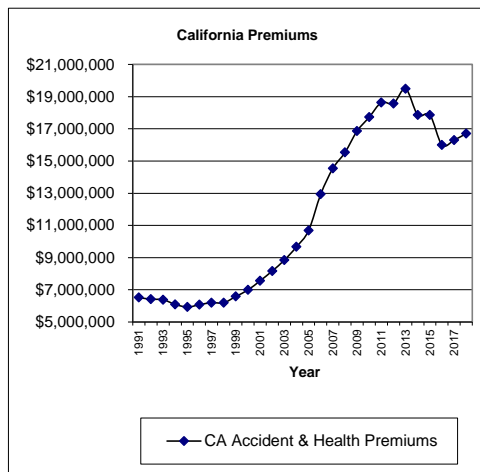
(1) Calendar Year	(2) Company Count	(3) California Annuity Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Annuity Consid. To All Premiums (3) / (4)	(6) Countrywide Annuity Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, 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%
2018	209	\$25,867,597	\$73,203,319	35.337%	\$264,517,735	\$872,379,495	30.321%	9.779%
Totals:		\$450,690,691	\$1,477,800,775	30.497%	\$4,567,844,391	\$16,437,940,615	27.788%	9.867%



**1991 - 2018 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 Premiums 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%
2018	246	\$16,710,273	\$73,203,319	22.827%	\$187,520,161	\$872,379,495	21.495%	8.911%
Totals:		\$327,321,021	\$1,477,800,775	22.149%	\$3,362,861,370	\$16,437,940,615	20.458%	9.733%



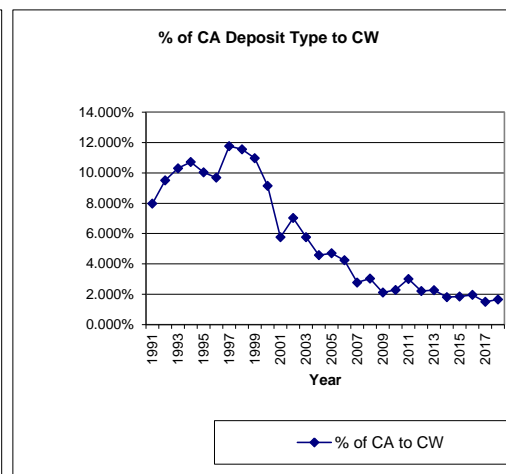
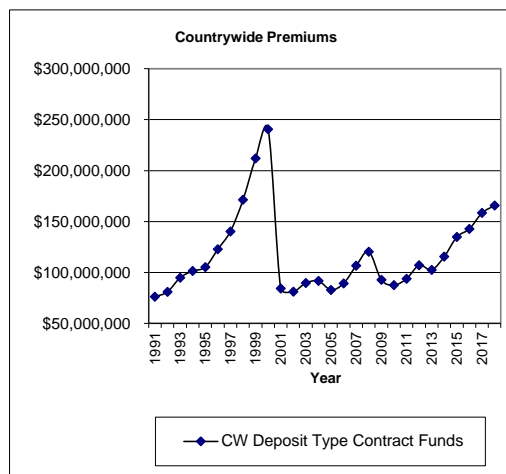
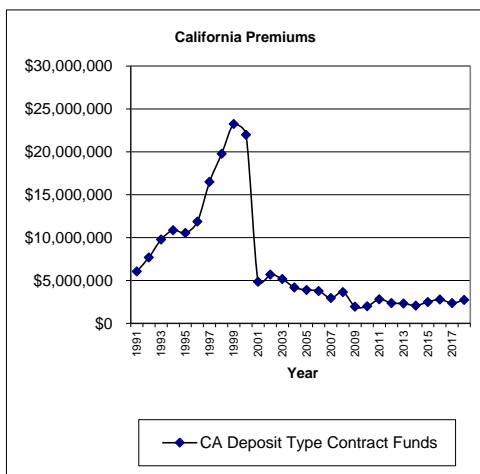
1991 - 2018 Comparison of California Life Insurance Premium to Countrywide

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	\$9,782,369	\$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%
2018	100	\$2,753,647	\$73,203,319	3.762%	\$165,742,185	\$872,379,495	18.999%	1.661%
Totals:		\$196,815,194	\$1,477,800,775	13.318%	\$3,294,526,440	\$16,437,940,615	20.042%	5.974%



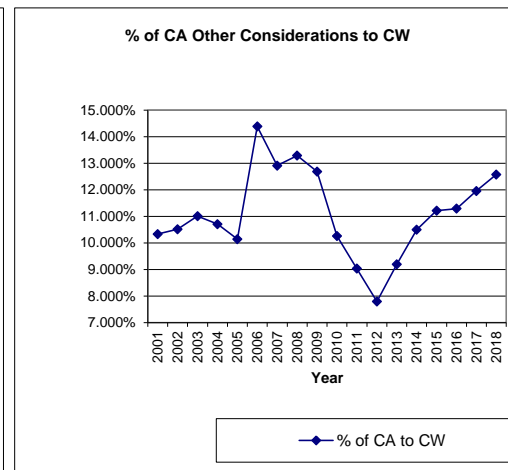
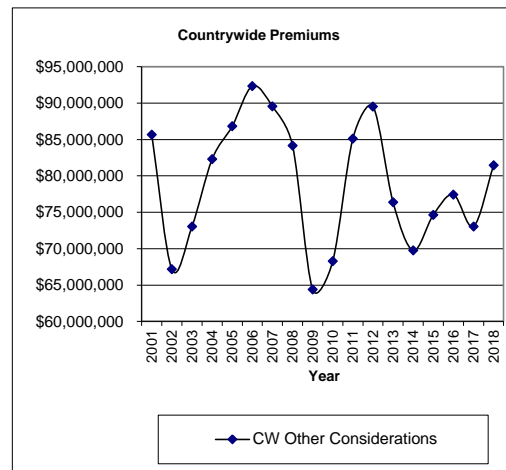
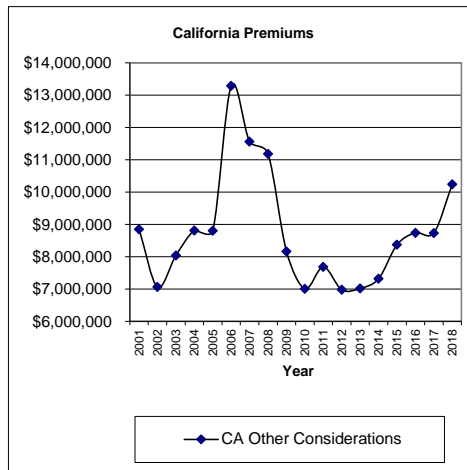
1991 - 2018 Comparison of California Life Insurance Premium to Countrywide

Line of Business: Other Considerations

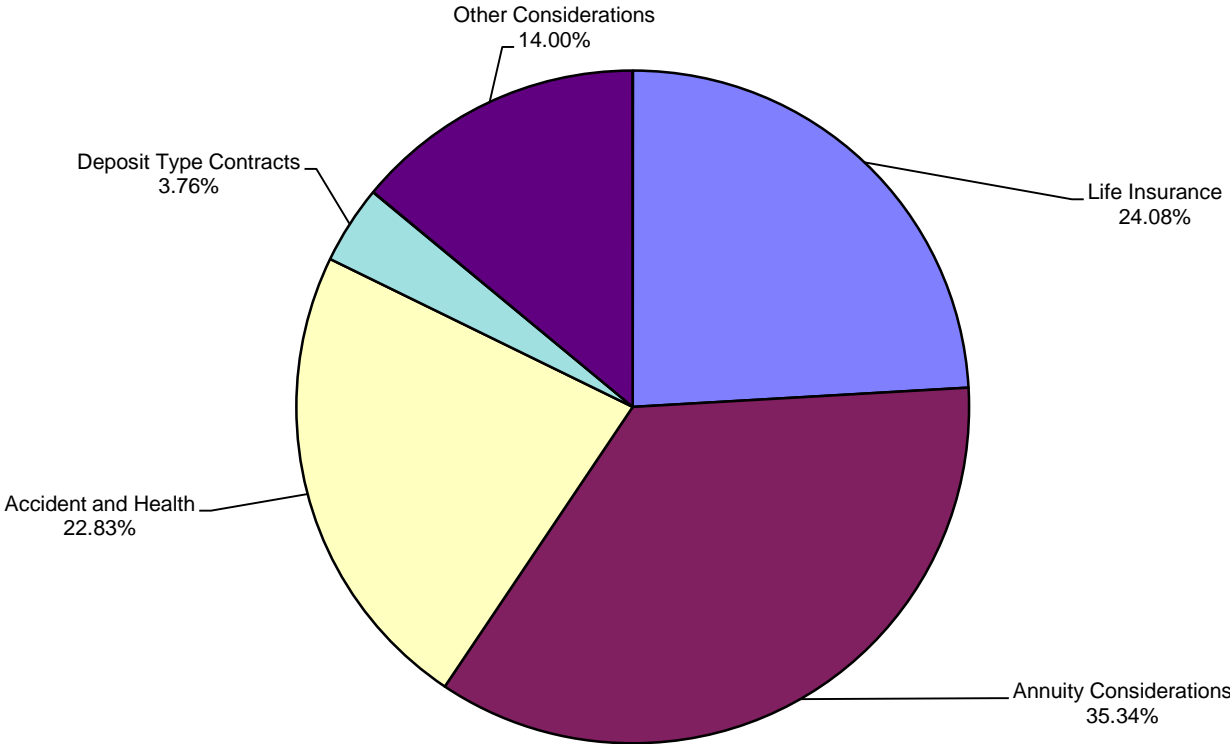
Active Companies Only

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

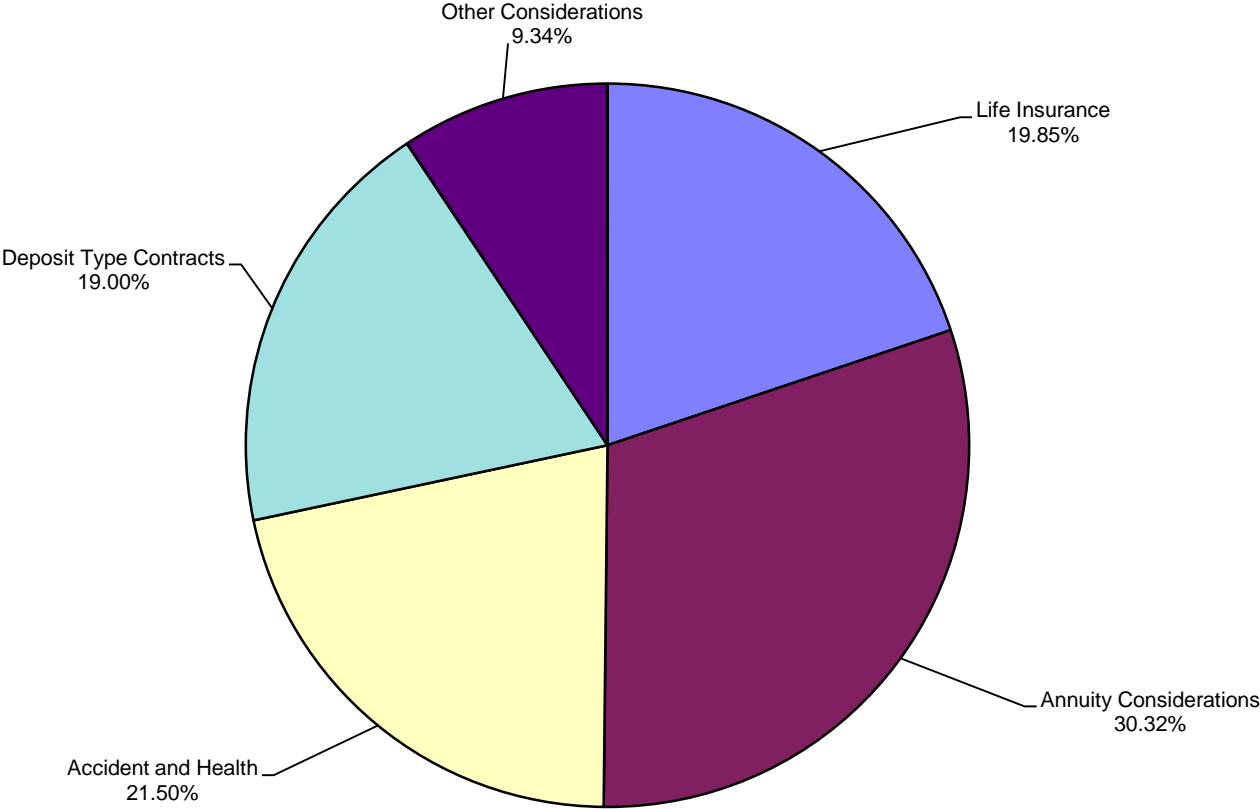
(1) Calendar Year	(2) Company Count	(3) California Other Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Other Consid. To All Premiums (3) / (4)	(6) Countrywide Other Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit 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%
2018	27	\$10,248,041	\$73,203,319	13.999%	\$81,464,823	\$872,379,495	9.338%	12.580%
Totals:		\$157,924,937	\$1,477,800,775	10.686%	\$1,421,139,085	\$16,437,940,615	8.645%	11.113%



2018 California Premium Distribution By Line



2018 Countrywide Premium Distribution By Line



2018 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	377,491,314	665,141,361	122,651,313	34,592,217	2,594,506,632	3,794,382,837	5.1833%
		79227 Pruco Life Ins Co	489,698,298	567,128,390	0	2,700,147	0	1,059,526,835	1.4474%
		93629 Prudential Retirement Ins & Ann Co	0	-9,706	0	229,068,795	643,871	229,702,960	0.3138%
		86630 Prudential Ann Life Assur Corp	172,548	8,189,756	0	2,414,543	0	10,776,847	0.0147%
			867,362,160	1,240,449,801	122,651,313	268,775,702	2,595,150,503	5,094,389,479	6.9592%
2	468	Aegon US Holding Grp							
		86231 Transamerica Life Ins Co	467,791,580	252,559,442	102,808,722	295,979	981,775,367	1,805,231,090	2.4661%
		70688 Transamerica Financial Life Ins Co	1,039,894	801,714	919,431	0	1,141,676,768	1,144,437,807	1.5634%
		66281 Transamerica Premier Life Ins Co	575,715,548	98,528,709	68,759,998	16,461	192,007	743,212,723	1.0153%
		79022 Transamerica Advisors Life Ins Co	946,612	180,992	0	0	0	1,127,604	0.0015%
			1,045,493,634	352,070,857	172,488,151	312,440	2,123,644,142	3,694,009,224	5.0462%
3	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	7,305,205	0	3,401,784,846	0	0	3,409,090,051	4.6570%
		91529 Unimerica Ins Co	9,019,166	0	78,184,414	0	0	87,203,580	0.1191%
		61832 Chesapeake Life Ins Co	4,944,949	119,722	18,288,201	0	0	23,352,872	0.0319%
		70785 Pacificare Life & Hlth Ins Co	0	0	6,000,365	0	0	6,000,365	0.0082%
		62286 Golden Rule Ins Co	1,054,700	148,342	3,096,648	0	0	4,299,690	0.0059%
		66087 Mid West Natl Life Ins Co Of TN	896,213	35,549	1,359,008	0	0	2,290,770	0.0031%
		97179 UnitedHealthcare Life Ins Co	0	0	327,126	0	0	327,126	0.0004%
		69647 Optum Ins of OH Inc	105,660	368	0	0	0	106,028	0.0001%
			23,325,893	303,981	3,509,040,608	0	0	3,532,670,482	4.8258%

2018 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
4	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	237,285,093	1,407,355,489	0	33,249,873	0	1,677,890,455	2.2921%
		66915 New York Life Ins Co	1,136,804,806	58,173,859	66,667,513	0	308,424,329	1,570,070,507	2.1448%
		81353 NYLife Ins Co Of AZ	5,595,251	0	0	0	0	5,595,251	0.0076%
			1,379,685,150	1,465,529,348	66,667,513	33,249,873	308,424,329	3,253,556,213	4.4445%
5	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	848,372,299	815,760,291	807,581,769	16,825,896	199,236,623	2,687,776,878	3.6717%
		97136 Metropolitan Tower Life Ins Co	62,007,715	138,593	864,361	1,162,048	0	64,172,717	0.0877%
		62634 Delaware Amer Life Ins Co	96,593	0	260,847	0	0	357,440	0.0005%
			910,476,607	815,898,884	808,706,977	17,987,944	199,236,623	2,752,307,035	3.7598%
6	435	MASS MUT LIFE INS GRP							
		65935 Massachusetts Mut Life Ins Co	638,161,480	693,553,858	61,252,257	571,515,140	665,933,760	2,630,416,495	3.5933%
		93432 CM Life Ins Co	25,812,650	71,827,786	0	0	0	97,640,436	0.1334%
		70416 MML Bay State Life Ins Co	4,046,954	0	0	0	0	4,046,954	0.0055%
			668,021,084	765,381,644	61,252,257	571,515,140	665,933,760	2,732,103,885	3.7322%
7	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	538,985,785	1,679,841,556	7,777,170	45,566,601	0	2,272,171,112	3.1039%
		70238 Variable Ann Life Ins Co	0	376,787,758	0	51,139,072	0	427,926,830	0.5846%
			538,985,785	2,056,629,314	7,777,170	96,705,673	0	2,700,097,942	3.6885%
8	904	JOHN HANCOCK GRP							
		65838 John Hancock Life Ins Co USA	519,476,180	9,491,048	106,370,511	0	1,958,804,765	2,594,142,504	3.5437%
		93610 John Hancock Life & Hlth Ins Co	113,875	0	2,407,194	0	0	2,521,069	0.0034%
			519,590,055	9,491,048	108,777,705	0	1,958,804,765	2,596,663,573	3.5472%

2018 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	20	LINCOLN NATL GRP							
		65676 Lincoln Natl Life Ins Co	752,164,062	1,345,002,043	107,950,396	0	0	2,205,116,501	3.0123%
		65315 Liberty Life Assur Co Of Boston	107,449,970	3,433,865	212,777,067	0	0	323,660,902	0.4421%
		67652 First Penn Pacific Life Ins Co	18,031,709	16,680	5,549	0	0	18,053,938	0.0247%
		62057 Lincoln Life & Ann Co of NY	1,415,862	5,041,362	304,932	0	0	6,762,156	0.0092%
			879,061,603	1,353,493,950	321,037,944	0	0	2,553,593,497	3.4884%
10	901	CIGNA HLTH GRP							
		67369 Cigna Hlth & Life Ins Co	26,520	0	1,482,502,081	-6,281	0	1,482,522,320	2.0252%
		65498 Life Ins Co Of N Amer	229,210,197	0	257,997,963	0	0	487,208,160	0.6656%
		65722 Loyal Amer Life Ins Co	123,205	895	35,621,148	1,802	0	35,747,050	0.0488%
		62308 Connecticut Gen Life Ins Co	26,718,779	6,000	5,551,888	203,699	0	32,480,366	0.0444%
		77399 Sterling Life Ins Co	3,225	0	582,070	0	0	585,295	0.0008%
		88366 American Retirement Life Ins Co	0	0	535,603	0	0	535,603	0.0007%
		67903 Provident Amer Life & Hlth Ins Co	475	0	5,235	0	0	5,710	0.0000%
			256,082,401	6,895	1,782,795,988	199,220	0	2,039,084,504	2.7855%
11	1	CVS GRP							
		60054 Aetna Life Ins Co	69,915,317	6,134,365	1,881,827,102	7,337,141	0	1,965,213,925	2.6846%
		90328 First Hlth Life & Hlth Ins Co	2,583	0	26,697,599	0	0	26,700,182	0.0365%
		68500 Continental Life Ins Co Brentwood	5,286	0	19,016,669	0	0	19,021,955	0.0260%
		78700 Aetna Hlth & Life Ins Co	0	0	193,813	0	0	193,813	0.0003%
			69,923,186	6,134,365	1,927,735,183	7,337,141	0	2,011,129,875	2.7473%

2018 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
12	4832	Voya Financial Grp							
		86509 Voya Retirement Ins & Ann Co	8,632,592	1,178,137,202	0	1,545,030	160,968,902	1,349,283,726	1.8432%
		67105 Reliastar Life Ins Co	182,921,584	34,296,971	220,883,522	99,700	0	438,201,777	0.5986%
		68713 Security Life Of Denver Ins Co	178,503,980	0	0	0	0	178,503,980	0.2438%
		61360 Reliastar Life Ins Co Of NY	2,881,464	2,400	2,608,533	0	0	5,492,397	0.0075%
		66109 Midwestern United Life Ins Co	235,944	60	0	0	0	236,004	0.0003%
			373,175,564	1,212,436,633	223,492,055	1,644,730	160,968,902	1,971,717,884	2.6935%
13	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	138,216,218	590,837,458	251,281,882	850,247,524	122,164	1,830,705,246	2.5009%
		71161 Principal Natl Life Ins Co	93,580,726	0	0	0	0	93,580,726	0.1278%
			231,796,944	590,837,458	251,281,882	850,247,524	122,164	1,924,285,972	2.6287%
14	671	Anthem Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	54,359,043	0	1,822,870,999	0	0	1,877,230,042	2.5644%
		61069 Anthem Life Ins Co	4,635,541	0	15,612,846	0	0	20,248,387	0.0277%
		80314 Unicare Life & Hlth Ins Co	5,866,851	0	3,775,399	0	0	9,642,250	0.0132%
			64,861,435	0	1,842,259,244	0	0	1,907,120,679	2.6052%
15	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	110,090,161	49,343,090	9,932,888	0	827,447,003	996,813,142	1.3617%
		92657 Nationwide Life & Ann Ins Co	266,315,654	351,633	0	0	485,423,395	752,090,682	1.0274%
		64017 Jefferson Natl Life Ins Co	1,191,783	110,473,878	13,877	1,891,749	0	113,571,287	0.1551%
			377,597,598	160,168,601	9,946,765	1,891,749	1,312,870,398	1,862,475,111	2.5442%
16	761	ALLIANZ INS GRP							
		90611 Allianz Life Ins Co Of N Amer	216,475,024	1,555,866,402	9,353,615	0	0	1,781,695,041	2.4339%
			216,475,024	1,555,866,402	9,353,615	0	0	1,781,695,041	2.4339%

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17	918	JACKSON NATL GRP 65056 Jackson Natl Life Ins Co	87,571,074	1,657,104,343	3,959,356	621,302	0	1,749,256,075	2.3896%
			87,571,074	1,657,104,343	3,959,356	621,302	0	1,749,256,075	2.3896%
18	709	PACIFIC LIFE GRP 67466 Pacific Life Ins Co 97268 Pacific Life & Ann Co	612,186,411 162,737	996,208,048 232,722	0 0	13,168,821 0	0 0	1,621,563,280 395,459	2.2151% 0.0005%
			612,349,148	996,440,770	0	13,168,821	0	1,621,958,739	2.2157%
19	4734	Apollo Global Mgmt Grp 61689 Athene Ann & Life Co 80942 Voya Ins & Ann Co 60518 American Hlth & Life Ins Co 61492 Athene Annuity & Life Assur Co 68039 Athene Ann & Life Assur Co of NY 65951 Merit Life Ins Co	10,723,591 1,930,679 5,682,921 4,057,361 514,701 -349,274	1,227,728,366 79,976,697 0 10,767 501,876 0	79,755 243 3,229,897 1,119,257 0 439,005	1,012,922 0 26,436 0 0 0	0 0 0 0 0 0	1,239,544,634 81,907,619 8,939,254 5,187,385 1,016,577 89,731	1.6933% 0.1119% 0.0122% 0.0071% 0.0014% 0.0001%
			22,559,979	1,308,217,706	4,868,157	1,039,358	0	1,336,685,200	1.8260%
20	968	AXA INS GRP 62944 AXA Equitable Life Ins Co 78077 Mony Life Ins Co Of Amer 84530 US Financial Life Ins Co 62880 AXA Equitable Life & Ann Co	213,802,619 94,352,452 8,411,631 1,445,669	961,557,466 933,707 0 0	4,049,476 3,076,152 0 0	0 0 0 0	36,522,613 0 0 0	1,215,932,174 98,362,311 8,411,631 1,445,669	1.6610% 0.1344% 0.0115% 0.0020%
			318,012,371	962,491,173	7,125,628	0	36,522,613	1,324,151,785	1.8089%
21	1216	TIAA FAMILY GRP 69345 Teachers Ins & Ann Assoc Of Amer 60142 TIAA Cref Life Ins Co	17,148,813 36,852,039	764,777,920 32,944,383	624,942 218,755	36,903,158 407,998,616	0 0	819,454,833 478,013,793	1.1194% 0.6530%
			54,000,852	797,722,303	843,697	444,901,774	0	1,297,468,626	1.7724%

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22	431	Sammons Enterprises Grp							
		66044 Midland Natl Life Ins Co	160,344,912	402,733,955	2,087	625,000	0	563,705,954	0.7701%
		66974 North Amer Co Life & Hlth Ins	116,164,949	306,958,807	546	393,270	0	423,517,572	0.5785%
		83607 Guggenheim Life & Ann Co	27,207	44,781,702	1,523	1,404,630	0	46,215,062	0.0631%
			276,537,068	754,474,464	4,156	2,422,900	0	1,033,438,588	1.4117%
23	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	780,585,391	92,309,119	93,127,559	2,497,862	50,000	968,569,931	1.3231%
		69000 Northwestern Long Term Care Ins Co	0	0	40,374,659	0	0	40,374,659	0.0552%
			780,585,391	92,309,119	133,502,218	2,497,862	50,000	1,008,944,590	1.3783%
24	1295	CENTENE CORP GRP							
		66141 Health Net Life Ins Co	1,130,390	0	935,974,197	0	0	937,104,587	1.2801%
			1,130,390	0	935,974,197	0	0	937,104,587	1.2801%
25	429	GUARDIAN LIFE GRP							
		64246 Guardian Life Ins Co Of Amer	252,784,267	1,021,234	462,174,856	0	0	715,980,357	0.9781%
		78778 Guardian Ins & Ann Co Inc	2,435,002	89,412,621	0	161,015	512,490	92,521,128	0.1264%
		71714 Berkshire Life Ins Co of Amer	557,656	0	48,862,446	0	0	49,420,102	0.0675%
		60003 Park Avenue Life Ins Co	241,750	0	0	0	0	241,750	0.0003%
		74004 Family Serv Life Ins Co	942	0	0	0	0	942	0.0000%
			256,019,617	90,433,855	511,037,302	161,015	512,490	858,164,279	1.1723%
26	3891	Global Atlantic Grp							
		91642 Forethought Life Ins Co	37,386,139	682,940,112	1,940,692	4,800,689	0	727,067,632	0.9932%
		62200 Accordia Life & Ann Co	106,826,518	0	0	0	0	106,826,518	0.1459%
		84824 Commonwealth Ann & Life Ins Co	2,790,126	5,926,397	5,274	52,329	0	8,774,126	0.0120%
		69140 First Allmerica Fin Life Ins Co	730,976	14,437	593	0	0	746,006	0.0010%
			147,733,759	688,880,946	1,946,559	4,853,018	0	843,414,282	1.1522%

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27	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	301,570,029	89,537,958	23,910,905	89,107,643	189,310,109	693,436,644	0.9473%
		93742 Securian Life Ins Co	104,006,675	6,079,318	5,002,890	905,220	0	115,994,103	0.1585%
			405,576,704	95,617,276	28,913,795	90,012,863	189,310,109	809,430,747	1.1057%
28	4932	Brighthouse Holdings Grp							
		87726 Brighthouse Life Ins Co	257,201,528	519,665,472	12,104,523	624,442	30,790	789,626,755	1.0787%
		91626 New England Life Ins Co	11,020,099	1,149,264	38,659	0	0	12,208,022	0.0167%
			268,221,627	520,814,736	12,143,182	624,442	30,790	801,834,777	1.0954%
29	565	UNUM GRP							
		62235 Unum Life Ins Co Of Amer	126,288,904	7,424	330,464,352	0	0	456,760,680	0.6240%
		62049 Colonial Life & Accident Ins Co	35,074,425	21,957	135,837,105	0	0	170,933,487	0.2335%
		68195 Provident Life & Accident Ins Co	19,391,163	0	82,356,191	0	0	101,747,354	0.1390%
		67598 Paul Revere Life Ins Co	591,949	0	16,798,203	285,195	0	17,675,347	0.0241%
		67601 Unum Ins Co	143,215	0	12,672	5,244,628	0	5,400,515	0.0074%
		68985 Starmount Life Ins Co	114,441	0	5,248,319	0	0	5,362,760	0.0073%
			181,604,097	29,381	570,716,842	5,529,823	0	757,880,143	1.0353%
30	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	356,933,124	364,716,132	650	473,759	0	722,123,665	0.9865%
		66680 National Life Ins Co	32,088,522	203,912	1,750,960	300,000	0	34,343,394	0.0469%
			389,021,646	364,920,044	1,751,610	773,759	0	756,467,059	1.0334%
31	4855	Sumitomo Life Ins Grp							
		68608 Symetra Life Ins Co	68,860,673	540,370,157	67,814,988	21,797,580	0	698,843,398	0.9547%
		90581 Symetra Natl Life Ins Co	15,788	0	0	0	0	15,788	0.0000%
			68,876,461	540,370,157	67,814,988	21,797,580	0	698,859,186	0.9547%

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32	1348	Meiji Yasuda Life Ins Grp							
		69019 Standard Ins Co	103,725,696	54,012,515	248,379,770	310,592	226,174,899	632,603,472	0.8642%
		64343 Pacific Guardian Life Ins Co Ltd	14,148,271	167	810	1,619,701	0	15,768,949	0.0215%
			117,873,967	54,012,682	248,380,580	1,930,293	226,174,899	648,372,421	0.8857%
33	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	177,753,764	327,087,425	338,569	1,831,958	0	507,011,716	0.6926%
		70335 West Coast Life Ins Co	78,383,623	109,743	1,253	0	0	78,494,619	0.1072%
		66370 Mony Life Ins Co	9,999,969	15,418	1,938,278	0	0	11,953,665	0.0163%
		88536 Protective Life & Annuity Ins Co	142,407	20,000	0	0	0	162,407	0.0002%
			266,279,763	327,232,586	2,278,100	1,831,958	0	597,622,407	0.8164%
34	619	OneAmerica Fin Partners Grp							
		60895 American United Life Ins Co	33,726,328	409,411,149	106,766	569,458	0	443,813,701	0.6063%
		69116 State Life Ins Co	100,082,691	36,470,777	3,204,940	378,173	0	140,136,581	0.1914%
		67911 Pioneer Mut Life Ins Co	4,212,713	25,967	0	0	0	4,238,680	0.0058%
			138,021,732	445,907,893	3,311,706	947,631	0	588,188,962	0.8035%
35	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	29,410,288	533,945,962	4,589,989	549,511	0	568,495,750	0.7766%
		80659 US Business of Canada Life Assur Co	5,706,938	0	249,393	0	0	5,956,331	0.0081%
		80705 US Br Great West Life Assur Co	1,036,094	0	365,213	0	0	1,401,307	0.0019%
			36,153,320	533,945,962	5,204,595	549,511	0	575,853,388	0.7866%
36	4914	FGL Holdings Grp							
		63274 Fidelity & Guar Life Ins Co	101,989,467	446,264,367	0	210,446	0	548,464,280	0.7492%
			101,989,467	446,264,367	0	210,446	0	548,464,280	0.7492%

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37	84	American Financial Grp							
		63312 Great Amer Life Ins Co	7,160,520	495,161,690	8,926	97,025	0	502,428,161	0.6863%
		93661 Annuity Investors Life Ins Co	0	31,008,905	0	0	0	31,008,905	0.0424%
		67083 Manhattan Natl Life Ins Co	2,003,433	2,151	0	0	0	2,005,584	0.0027%
			9,163,953	526,172,746	8,926	97,025	0	535,442,650	0.7314%
38	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	193,325,774	140,939,744	64,897,103	35,846,685	362,792	435,372,098	0.5947%
		71412 Mutual Of Omaha Ins Co	0	0	82,480,994	0	0	82,480,994	0.1127%
		72850 United World Life Ins Co	95,561	0	13,870,678	0	0	13,966,239	0.0191%
			193,421,335	140,939,744	161,248,775	35,846,685	362,792	531,819,331	0.7265%
39	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	119,127,179	366,641,892	29,979,538	1,246,864	0	516,995,473	0.7062%
			119,127,179	366,641,892	29,979,538	1,246,864	0	516,995,473	0.7062%
40	176	STATE FARM GRP							
		69108 State Farm Life Ins Co	488,466,082	18,818,100	0	767,267	0	508,051,449	0.6940%
			488,466,082	18,818,100	0	767,267	0	508,051,449	0.6940%
41	4926	Hopmeadow Holdings Grp							
		88072 Talcott Resolution Life Ins Co	6,930,880	17,471,061	2,701,248	202,315,068	143,793,264	373,211,521	0.5098%
		71153 Talcott Resolution Life & Ann Ins Co	102,625,924	15,784,850	11,449	0	5,004,963	123,427,186	0.1686%
		81213 American Maturity Life Ins Co	0	27,253	0	0	1,653	28,906	0.0000%
			109,556,804	33,283,164	2,712,697	202,315,068	148,799,880	496,667,613	0.6785%

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42	4011	Genworth Fin Grp							
		70025 Genworth Life Ins Co	33,678,988	342,751	288,000,697	0	0	322,022,436	0.4399%
		65536 Genworth Life & Ann Ins Co	137,386,294	3,233,053	1,517,748	0	0	142,137,095	0.1942%
			171,065,282	3,575,804	289,518,445	0	0	464,159,531	0.6341%
43	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	26,876,265	0	384,017,712	0	0	410,893,977	0.5613%
		71730 Continental Amer Ins Co	569,303	0	42,599,207	0	0	43,168,510	0.0590%
			27,445,568	0	426,616,919	0	0	454,062,487	0.6203%
44	4750	Primerica Grp							
		65919 Primerica Life Ins Co	404,290,275	68,604	28,410	1,045,527	0	405,432,816	0.5538%
		61409 National Benefit Life Ins Co	1,402,967	0	71,825	180	0	1,474,972	0.0020%
			405,693,242	68,604	100,235	1,045,707	0	406,907,788	0.5559%
45	943	Ameritas Mut Holding GRP							
		61301 Ameritas Life Ins Corp	106,907,797	182,311,352	100,331,416	7,153,423	0	396,703,988	0.5419%
			106,907,797	182,311,352	100,331,416	7,153,423	0	396,703,988	0.5419%
46	3098	Tokio Marine Holdings Inc GRP							
		68381 Reliance Standard Life Ins Co	53,366,797	182,074,038	79,759,337	0	0	315,200,172	0.4306%
		92711 HCC Life Ins Co	691,479	3,600	80,702,141	0	0	81,397,220	0.1112%
			54,058,276	182,077,638	160,461,478	0	0	396,597,392	0.5418%
47	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	314,844,048	8,221,076	5,727,901	8,063,866	0	336,856,891	0.4602%
		90557 Zurich Amer Life Ins Co	24,616,390	4,494,802	2,675,602	0	0	31,786,794	0.0434%
		80896 Centre Life Ins Co	0	0	2,304,671	0	0	2,304,671	0.0031%
			339,460,438	12,715,878	10,708,174	8,063,866	0	370,948,356	0.5067%

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48	836	WEST SOUTHERN GRP							
		92622 Western Southern Life Assur Co	7,309,095	98,376,204	0	8,561,860	0	114,247,159	0.1561%
		70939 Gerber Life Ins Co	36,394,093	0	43,403,666	0	0	79,797,759	0.1090%
		65242 Lafayette Life Ins Co	30,300,396	20,653,211	20,061	384,615	0	51,358,283	0.0702%
		74780 Integrity Life Ins Co	15,229	46,128,316	0	2,655,671	0	48,799,216	0.0667%
		99937 Columbus Life Ins Co	43,483,038	3,199,698	1,150	0	0	46,683,886	0.0638%
		70483 Western & Southern Life Ins Co	10,477,464	0	624,120	0	0	11,101,584	0.0152%
			127,979,315	168,357,429	44,048,997	11,602,146	0	351,987,887	0.4808%
49	4853	AAA Life Grp							
		71854 AAA Life Ins Co	247,225,517	70,383,328	14,725,879	0	0	332,334,724	0.4540%
			247,225,517	70,383,328	14,725,879	0	0	332,334,724	0.4540%
50	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	40,326,729	107,225,439	164,109,261	0	0	311,661,429	0.4257%
		60801 American Public Life Ins Co	18,359	0	919,304	0	0	937,663	0.0013%
			40,345,088	107,225,439	165,028,565	0	0	312,599,092	0.4270%
51	91	HARTFORD FIRE & CAS GRP							
		70815 Hartford Life & Accident Ins Co	114,594,163	0	153,509,032	0	0	268,103,195	0.3662%
			114,594,163	0	153,509,032	0	0	268,103,195	0.3662%
52	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	75,671,472	150,162,653	704,009	14,906,433	0	241,444,567	0.3298%
		71773 American Natl Life Ins Co Of TX	143,418	0	9,439,581	11,586	0	9,594,585	0.0131%
		86355 Standard Life & Accident Ins Co	960,196	6,028	7,250,200	0	0	8,216,424	0.0112%
		63657 Garden State Life Ins Co	1,434,019	0	1,053	0	0	1,435,072	0.0020%
			78,209,105	150,168,681	17,394,843	14,918,019	0	260,690,648	0.3561%

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53	88668	Mutual Of Amer Life Ins Co 88668 Mutual Of Amer Life Ins Co	411,186	1,060,130	93,599	67,910	254,487,575	256,120,400	0.3499%
			411,186	1,060,130	93,599	67,910	254,487,575	256,120,400	0.3499%
54	2798	Blue Shield of CA Grp							
		61557 Blue Shield of CA Life & Hlth Ins Co	10,019,323	0	238,673,332	0	0	248,692,655	0.3397%
		71331 Careamerica Life Ins Co	1,301	0	828	0	0	2,129	0.0000%
			10,020,624	0	238,674,160	0	0	248,694,784	0.3397%
55	200	UNITED SERV AUTOMOBILE ASSN GRP							
		69663 USAA Life Ins Co	104,353,337	95,753,854	39,702,324	3,562,076	0	243,371,591	0.3325%
			104,353,337	95,753,854	39,702,324	3,562,076	0	243,371,591	0.3325%
56	290	Torchmark Corp Grp							
		60577 American Income Life Ins Co	113,695,659	0	7,614,689	0	0	121,310,348	0.1657%
		91472 Globe Life & Accident Ins Co	50,385,335	0	2,893,147	0	0	53,278,482	0.0728%
		92916 United Amer Ins Co	603,261	293,170	34,235,041	0	0	35,131,472	0.0480%
		65331 Liberty Natl Life Ins Co	6,321,712	878	220,813	0	0	6,543,403	0.0089%
		77968 Family Heritage Life Ins Co Of Amer	63,498	0	6,371,637	0	0	6,435,135	0.0088%
			171,069,465	294,048	51,335,327	0	0	222,698,840	0.3042%
57	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	23,705	200,035,084	0	575,139	0	200,633,928	0.2741%
		13183 Eagle Life Ins Co	0	21,023,102	0	0	0	21,023,102	0.0287%
			23,705	221,058,186	0	575,139	0	221,657,030	0.3028%

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58	549	SUN LIFE ASSUR CO OF CN GRP							
		80802 US Br Sun Life Assur Co of Canada	76,250,773	0	126,665,668	0	0	202,916,441	0.2772%
		80926 Sun Life & Hlth Ins Co	7,877,082	0	778,241	0	0	8,655,323	0.0118%
		68047 Professional Ins Co	25,430	0	1,442,669	0	0	1,468,099	0.0020%
			84,153,285	0	128,886,578	0	0	213,039,863	0.2910%
59	19	Assurant Inc Grp							
		67989 American Memorial Life Ins Co	128,628,990	448,288	7	0	0	129,077,285	0.1763%
		70408 Union Security Ins Co	17,907,730	574,018	59,045,376	0	0	77,527,124	0.1059%
		65080 John Aiden Life Ins Co	718,870	0	352,085	0	0	1,070,955	0.0015%
		60275 American Bankers Life Assur Co Of FL	588,880	1,197	395,306	0	0	985,383	0.0013%
			147,844,470	1,023,503	59,792,774	0	0	208,660,747	0.2850%
60	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	131,919,964	16,468,419	533,465	476,059	0	149,397,907	0.2041%
		93262 Penn Ins & Ann Co	52,243,986	4,504,995	0	0	0	56,748,981	0.0775%
		68632 Vantis Life Ins Co	366,566	8,000	0	0	0	374,566	0.0005%
		68446 Longevity Ins Co	14,967	0	11,489	0	0	26,456	0.0000%
			184,545,483	20,981,414	544,954	476,059	0	206,547,910	0.2822%
61	4815	Resolution Life Grp							
		65595 Lincoln Benefit Life Co	173,046,463	4,741,102	9,422,815	2,878,893	0	190,089,273	0.2597%
			173,046,463	4,741,102	9,422,815	2,878,893	0	190,089,273	0.2597%
62	981	FIDELITY INVESTMENT INS & ANN GRP							
		93696 Fidelity Investments Life Ins Co	2,078,050	185,597,133	0	0	0	187,675,183	0.2564%
			2,078,050	185,597,133	0	0	0	187,675,183	0.2564%

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63	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	32,086,434	40,377,031	41,871,512	0	0	114,334,977	0.1562%
		62065 Colonial Penn Life Ins Co	22,108,901	0	26,106,658	0	0	48,215,559	0.0659%
		70319 Washington Natl Ins Co	6,037,176	820,691	18,122,777	0	0	24,980,644	0.0341%
			60,232,511	41,197,722	86,100,947	0	0	187,531,180	0.2562%
64	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	46,097,575	72,692,286	713,017	1,765,192	19,648,125	140,916,195	0.1925%
		89206 Ohio Natl Life Assur Corp	42,484,709	0	1,015,131	0	0	43,499,840	0.0594%
			88,582,284	72,692,286	1,728,148	1,765,192	19,648,125	184,416,035	0.2519%
65	4794	Group One Thousand One Grp							
		79065 Delaware Life Ins Co	2,449,206	173,299,712	0	0	0	175,748,918	0.2401%
		78301 Corvesta Life Ins Co	324	0	0	0	0	324	0.0000%
			2,449,530	173,299,712	0	0	0	175,749,242	0.2401%
66	306	CUNA MUT GRP							
		62626 CMFG Life Ins Co	31,029,237	6,476,088	36,616,958	766,062	46,968,159	121,856,504	0.1665%
		86126 Members Life Ins Co	96,324	36,541,894	0	0	0	36,638,218	0.0500%
			31,125,561	43,017,982	36,616,958	766,062	46,968,159	158,494,722	0.2165%
67	81264	Nippon Life Ins Co Of Amer							
		81264 Nippon Life Ins Co Of Amer	602,805	0	152,907,035	0	0	153,509,840	0.2097%
			602,805	0	152,907,035	0	0	153,509,840	0.2097%

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68	8	ALLSTATE INS GRP							
		60186 Allstate Life Ins Co	50,671,855	5,385,985	2,373,840	0	0	58,431,680	0.0798%
		60534 American Heritage Life Ins Co	5,767,142	6,830	49,633,469	0	0	55,407,441	0.0757%
		70866 Allstate Assur Co	31,934,848	5,500	0	0	0	31,940,348	0.0436%
		70874 Allstate Life Ins Co Of NY	611,650	300	105,832	0	0	717,782	0.0010%
			88,985,495	5,398,615	52,113,141	0	0	146,497,251	0.2001%
69	872	BANNER LIFE GRP							
		94250 Banner Life Ins Co	119,178,466	19,342,248	141,623	0	0	138,662,337	0.1894%
			119,178,466	19,342,248	141,623	0	0	138,662,337	0.1894%
70	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	70,821,631	4,992,850	47,865,421	5,778,504	0	129,458,406	0.1768%
		97241 Settlers Life Ins Co	43,212	515	1,317	0	0	45,044	0.0001%
		81426 Commercial Travelers Life Ins Co	0	0	33,052	0	0	33,052	0.0000%
			70,864,843	4,993,365	47,899,790	5,778,504	0	129,536,502	0.1770%
71	62510	Equitrust Life Ins Co							
		62510 Equitrust Life Ins Co	1,785,580	106,381,162	0	2,315,870	0	110,482,612	0.1509%
			1,785,580	106,381,162	0	2,315,870	0	110,482,612	0.1509%
72	4890	SBL Holdings Grp							
		68675 Security Benefit Life Ins Co	1,319,159	104,736,153	0	0	0	106,055,312	0.1449%
			1,319,159	104,736,153	0	0	0	106,055,312	0.1449%

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73	4736	GGC Grp							
		93548 PHL Variable Ins Co	40,882,262	43,219,345	0	0	0	84,101,607	0.1149%
		67814 Nassau Life Ins Co	16,371,245	419,394	114,584	0	0	16,905,223	0.0231%
		62359 Constitution Life Ins Co	245,931	200	2,173,430	0	0	2,419,561	0.0033%
		68284 Pyramid Life Ins Co	15,280	0	42,131	0	0	57,411	0.0001%
			57,514,718	43,638,939	2,330,145	0	0	103,483,802	0.1414%
74	65927	Lincoln Heritage Life Ins Co							
		65927 Lincoln Heritage Life Ins Co	91,523,213	2,721	268,998	0	0	91,794,932	0.1254%
			91,523,213	2,721	268,998	0	0	91,794,932	0.1254%
75	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	16,552,582	66,034,597	62,135	281,827	0	82,931,141	0.1133%
		90212 Great Southern Life Ins Co	3,359,280	371,468	138,559	37,729	0	3,907,036	0.0053%
		67180 Ohio State Life Ins Co	2,405,107	847	0	400	0	2,406,354	0.0033%
		63487 Investors Life Ins Co N Amer	1,209,701	9,500	0	0	0	1,219,201	0.0017%
		66540 National Farmers Union Life Ins Co	456,252	37	0	0	0	456,289	0.0006%
		87645 United Fidelity Life Ins Co	369,555	9,169	0	5,777	0	384,501	0.0005%
			24,352,477	66,425,618	200,694	325,733	0	91,304,522	0.1247%
76	4824	Advantage Capital Grp							
		68802 Sentinel Security Life Ins Co	2,297,024	76,795,023	181,867	9,603	0	79,283,517	0.1083%
		71471 Ability Ins Co	9,586	0	797,013	0	0	806,599	0.0011%
			2,306,610	76,795,023	978,880	9,603	0	80,090,116	0.1094%
77	4844	LIA Holdings Grp							
		60232 Lombard Intl Life Assur Co	676	75,920,181	0	0	0	75,920,857	0.1037%
			676	75,920,181	0	0	0	75,920,857	0.1037%

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78	276	Trustmark Mut Holding Co GRP							
		61425 Trustmark Ins Co	48,241,202	17,970	11,682,698	0	0	59,941,870	0.0819%
		62863 Trustmark Life Ins Co	300,612	0	5,921,677	0	0	6,222,289	0.0085%
			48,541,814	17,970	17,604,375	0	0	66,164,159	0.0904%
79	169	SENTRY INS GRP							
		68810 Sentry Life Ins Co	2,312,195	62,421,626	101,131	0	0	64,834,952	0.0886%
		71099 Parker Centennial Assur Co	0	1,013,982	0	0	0	1,013,982	0.0014%
			2,312,195	63,435,608	101,131	0	0	65,848,934	0.0900%
80	451	FIDELITY SECURITY GRP							
		71870 Fidelity Security Life Ins Co	2,465,937	438,360	60,694,872	0	18,254	63,617,423	0.0869%
			2,465,937	438,360	60,694,872	0	18,254	63,617,423	0.0869%
81	626	Chubb Ltd Grp							
		62146 Combined Ins Co Of Amer	4,708,095	0	53,227,295	0	0	57,935,390	0.0791%
			4,708,095	0	53,227,295	0	0	57,935,390	0.0791%
82	525	PAN AMER LIFE GRP							
		66427 Mutual Trust Life Ins Co a Pan Amer	29,649,202	203,380	15,986	393,582	0	30,262,150	0.0413%
		67539 Pan Amer Life Ins Co	437,149	13,480	23,787,466	0	0	24,238,095	0.0331%
		93459 Pan Amer Assur Co	2,282,509	0	0	0	0	2,282,509	0.0031%
			32,368,860	216,860	23,803,452	393,582	0	56,782,754	0.0776%

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83	4213	Wilton Re Grp							
		65900 Wilco Life Ins Co	29,049,341	20,348	1,164,446	0	0	30,234,135	0.0413%
		69396 Texas Life Ins Co	24,164,162	0	0	0	0	24,164,162	0.0330%
		62413 Wilcac Life Ins Co	1,078,245	0	2,085	460,528	0	1,540,858	0.0021%
		60704 Wilton Reassur Life Co of NY	485,298	3,050	7,613	0	0	495,961	0.0007%
			54,777,046	23,398	1,174,144	460,528	0	56,435,116	0.0771%
84	574	AMERCO CORP GRP							
		76112 Oxford Life Ins Co	3,123,998	43,432,324	451,986	0	0	47,008,308	0.0642%
			3,123,998	43,432,324	451,986	0	0	47,008,308	0.0642%
85	4941	National Western Life Grp							
		66850 National Western Life Ins Co	16,544,081	28,813,820	0	60,428	0	45,418,329	0.0620%
		67393 Ozark Natl Life Ins Co	193,195	582	678	0	0	194,455	0.0003%
			16,737,276	28,814,402	678	60,428	0	45,612,784	0.0623%
86	98	WR Berkley Corp GRP							
		64890 Berkley Life & Hlth Ins Co	2,982	0	40,854,531	92	0	40,857,605	0.0558%
			2,982	0	40,854,531	92	0	40,857,605	0.0558%
87	4796	National Teachers Assoc Life Group							
		87963 National Teachers Assoc Life Ins Co	302,304	0	36,592,939	0	0	36,895,243	0.0504%
			302,304	0	36,592,939	0	0	36,895,243	0.0504%
88	64505	Homesteaders Life Co							
		64505 Homesteaders Life Co	35,123,963	341,089	0	0	0	35,465,052	0.0484%
			35,123,963	341,089	0	0	0	35,465,052	0.0484%

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89	367	PHYSICIANS MUT GRP							
		80578 Physicians Mut Ins Co	0	0	20,970,051	0	0	20,970,051	0.0286%
		72125 Physicians Life Ins Co	13,103,679	250,256	534,718	67,112	0	13,955,765	0.0191%
			13,103,679	250,256	21,504,769	67,112	0	34,925,816	0.0477%
90	315	INDUSTRIAL ALLIANCE GRP							
		91693 IA Amer Life Ins Co	10,710,445	168,167	8,060	0	0	10,886,672	0.0149%
		68594 American Amicable Life Ins Co Of TX	10,108,796	457,221	0	0	0	10,566,017	0.0144%
		14406 Industrial Alliance Ins & Fin Serv I	4,057,436	2,709,733	0	0	0	6,767,169	0.0092%
		67148 Occidental Life Ins Co Of NC	3,472,235	998,592	0	0	0	4,470,827	0.0061%
		67873 Pioneer Amer Ins Co	1,506,624	2,199	0	0	0	1,508,823	0.0021%
		67946 Pioneer Security Life Ins Co	305,643	540	0	0	0	306,183	0.0004%
			30,161,179	4,336,452	8,060	0	0	34,505,691	0.0471%
91	300	HORACE MANN GRP							
		64513 Horace Mann Life Ins Co	5,385,866	23,311,788	10,251	71,078	0	28,778,983	0.0393%
			5,385,866	23,311,788	10,251	71,078	0	28,778,983	0.0393%
92	3527	American Enterprise Mut Grp							
		71480 Great Western Ins Co	26,372,713	853,914	0	0	0	27,226,627	0.0372%
		60836 American Republic Ins Co	182,409	0	491,579	0	0	673,988	0.0009%
		31119 Medico Ins Co	17,034	0	546,904	0	0	563,938	0.0008%
			26,572,156	853,914	1,038,483	0	0	28,464,553	0.0389%
93	812	HIGHMARK GRP							
		93440 HM Life Ins Co	3,854	0	28,376,136	0	0	28,379,990	0.0388%
			3,854	0	28,376,136	0	0	28,379,990	0.0388%

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94	588	KANSAS CITY LIFE INS GRP							
		65129 Kansas City Life Ins Co	14,255,775	2,538,919	1,324,151	99,640	0	18,218,485	0.0249%
		67199 Old Amer Ins Co	4,622,445	0	48,488	0	0	4,670,933	0.0064%
		69272 Sunset Life Ins Co Of Amer	3,748,907	487,225	0	462	0	4,236,594	0.0058%
			22,627,127	3,026,144	1,372,639	100,102	0	27,126,012	0.0371%
95	4827	Southland Natl Holding Grp							
		84786 Colorado Bankers Life Ins Co	11,671,108	9,934,428	2,308,799	450,557	0	24,364,892	0.0333%
		93777 Pavonia Life Ins Co of MI	2,338,693	0	106,320	0	0	2,445,013	0.0033%
			14,009,801	9,934,428	2,415,119	450,557	0	26,809,905	0.0366%
96	661	BCBS of SC Grp							
		92444 Companion Life Ins Co of CA	669	0	23,760,733	0	0	23,761,402	0.0325%
			669	0	23,760,733	0	0	23,761,402	0.0325%
97	3436	Liberty Life Grp Trust Grp							
		68543 Liberty Bankers Life Ins Co	966,113	21,790,059	1,376	212,071	0	22,969,619	0.0314%
		61581 Capitol Life Ins Co	5,365	0	0	0	0	5,365	0.0000%
			971,478	21,790,059	1,376	212,071	0	22,974,984	0.0314%
98	2938	Thrivent Financial For Lutherans Grp							
		97721 Thrivent Life Ins Co	1,374,176	21,022,973	0	0	0	22,397,149	0.0306%
			1,374,176	21,022,973	0	0	0	22,397,149	0.0306%
99	4862	Assurity Grp							
		71439 Assurity Life Ins Co	14,745,884	869,326	6,194,083	0	0	21,809,293	0.0298%
			14,745,884	869,326	6,194,083	0	0	21,809,293	0.0298%

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100	23	BCS INS GRP 80985 4 Ever Life Ins Co	464,828	0	19,581,095	-23,017	0	20,022,906	0.0274%
			464,828	0	19,581,095	-23,017	0	20,022,906	0.0274%
101	63495	Foresters Life Ins Ann Co 63495 Foresters Life Ins Ann Co	7,922,249	10,472,980	249	50,000	0	18,445,478	0.0252%
			7,922,249	10,472,980	249	50,000	0	18,445,478	0.0252%
102	215	Kemper Corp Grp							
		69930 United Ins Co Of Amer	17,704,798	0	573,640	0	0	18,278,438	0.0250%
		68462 Reserve Natl Ins Co	12,747	0	107,940	0	0	120,687	0.0002%
		68357 Reliable Life Ins Co	12,434	0	293	0	0	12,727	0.0000%
			17,729,979	0	681,873	0	0	18,411,852	0.0252%
103	781	UNION LABOR GRP 69744 Union Labor Life Ins Co	6,323,212	0	11,587,926	0	0	17,911,138	0.0245%
			6,323,212	0	11,587,926	0	0	17,911,138	0.0245%
104	4553	Savings Bank Life Grp 70435 The Savings Bank Mut Life Ins Co of	17,188,025	0	0	0	0	17,188,025	0.0235%
			17,188,025	0	0	0	0	17,188,025	0.0235%
105	60445	Sagicor Life Ins Co 60445 Sagicor Life Ins Co	4,577,829	9,773,090	4,454	2,380,471	0	16,735,844	0.0229%
			4,577,829	9,773,090	4,454	2,380,471	0	16,735,844	0.0229%
106	81779	Individual Assur Co Life Hlth & Acc 81779 Individual Assur Co Life Hlth & Acc	0	0	15,106,431	0	0	15,106,431	0.0206%
			0	0	15,106,431	0	0	15,106,431	0.0206%

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107	4928	National Gen Grp 82538 National Hlth Ins Co	0	0	14,441,757	0	0	14,441,757	0.0197%
			0	0	14,441,757	0	0	14,441,757	0.0197%
108	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	10,741,224	443,650	1,977,215	0	0	13,162,089	0.0180%
			10,741,224	443,650	1,977,215	0	0	13,162,089	0.0180%
109	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	12,899,403	0	24,599	0	0	12,924,002	0.0177%
			12,899,403	0	24,599	0	0	12,924,002	0.0177%
110	1117	Manhattan Life Grp 65870 Manhattan Life Ins Co 61883 ManhattanLife Assur Co of Amer 63053 Family Life Ins Co	1,159,224	3,987,438	116,975	0	0	5,263,637	0.0072%
			57,924	0	4,475,961	0	0	4,533,885	0.0062%
			2,163,160	1,476	773,203	0	0	2,937,839	0.0040%
			3,380,308	3,988,914	5,366,139	0	0	12,735,361	0.0174%
111	69310	Surety Life Ins Co 69310 Surety Life Ins Co	11,879,135	98,328	13,828	0	0	11,991,291	0.0164%
			11,879,135	98,328	13,828	0	0	11,991,291	0.0164%
112	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	9,789,920	0	7,075	0	0	9,796,995	0.0134%
			9,789,920	0	7,075	0	0	9,796,995	0.0134%

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113	450	GENEVE HOLDINGS INC GRP							
		69078 Standard Security Life Ins Co Of NY	7,153	0	6,906,633	0	0	6,913,786	0.0094%
		65781 Madison Natl Life Ins Co Inc	541,669	715,322	1,437,497	0	0	2,694,488	0.0037%
			548,822	715,322	8,344,130	0	0	9,608,274	0.0131%
114	4639	RGA Inc Grp							
		93572 RGA Reins Co	0	0	7,213,456	0	0	7,213,456	0.0099%
		61182 Aurora Natl Life Assur Co	2,510,765	0	0	-269,077	0	2,241,688	0.0031%
			2,510,765	0	7,213,456	-269,077	0	9,455,144	0.0129%
115	244	CINCINNATI FIN GRP							
		76236 The Cincinnati Life Ins Co	8,620,515	817,310	11,760	0	0	9,449,585	0.0129%
			8,620,515	817,310	11,760	0	0	9,449,585	0.0129%
116	4826	ECG Grp							
		71390 Puritan Life Ins Co of Amer	718,388	8,551,451	44,067	0	0	9,313,906	0.0127%
			718,388	8,551,451	44,067	0	0	9,313,906	0.0127%
117	61212	Baltimore Life Ins Co							
		61212 Baltimore Life Ins Co	5,633,809	0	6,294	3,641,581	0	9,281,684	0.0127%
			5,633,809	0	6,294	3,641,581	0	9,281,684	0.0127%
118	69477	Time Ins Co II							
		69477 Time Ins Co II	858,714	0	8,278,787	0	0	9,137,501	0.0125%
			858,714	0	8,278,787	0	0	9,137,501	0.0125%
119	71404	Continental Gen Ins Co							
		71404 Continental Gen Ins Co	700,747	609,052	6,030,067	0	0	7,339,866	0.0100%
			700,747	609,052	6,030,067	0	0	7,339,866	0.0100%

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120	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	7,042,011	164,958	1,326	5,662	0	7,213,957	0.0099%
			7,042,011	164,958	1,326	5,662	0	7,213,957	0.0099%
121	572	BCBS OF MI GRP 77720 LifeSecure Ins Co	377,354	62,796	6,548,944	0	0	6,989,094	0.0095%
			377,354	62,796	6,548,944	0	0	6,989,094	0.0095%
122	1186	Lifetime HlthCare Grp 69515 Medamerica Ins Co	0	0	6,671,368	0	0	6,671,368	0.0091%
			0	0	6,671,368	0	0	6,671,368	0.0091%
123	4925	Kuvare Grp 64238 Guaranty Income Life Ins Co	6,977	6,251,663	188,005	0	0	6,446,645	0.0088%
			6,977	6,251,663	188,005	0	0	6,446,645	0.0088%
124	60216	Amalgamated Life Ins Co 60216 Amalgamated Life Ins Co	240,503	0	6,088,082	0	0	6,328,585	0.0086%
			240,503	0	6,088,082	0	0	6,328,585	0.0086%
125	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	6,177,270	0	0	6,177,270	0.0084%
			0	0	6,177,270	0	0	6,177,270	0.0084%
126	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	5,823,914	284,295	222	763	0	6,109,194	0.0083%
			5,823,914	284,295	222	763	0	6,109,194	0.0083%

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127	28	AMICA MUT GRP 72222 Amica Life Ins Co	5,741,527	119,427	0	0	0	5,860,954	0.0080%
			5,741,527	119,427	0	0	0	5,860,954	0.0080%
128	535	COLUMBIAN LIFE GRP 76023 Columbian Life Ins Co 62103 Columbian Mut Life Ins Co	5,240,783 221,367	23,342 5,487	0 24,819	0 0	0 0	5,264,125 251,673	0.0072% 0.0003%
			5,462,150	28,829	24,819	0	0	5,515,798	0.0075%
129	542	INDIANA FARM BUREAU Grp 69892 United Farm Family Life Ins Co 69922 United Home Life Ins Co	3,981,054 1,295,325	525 0	0 7,797	0 0	0 0	3,981,579 1,303,122	0.0054% 0.0018%
			5,276,379	525	7,797	0	0	5,284,701	0.0072%
130	4712	GPM Life Grp 63967 Government Personnel Mut Life Ins Co 67059 GPM Hlth & Life Ins Co	3,548,012 1,468,165	8,666 102,141	50,968 14,977	0 0	0 0	3,607,646 1,585,283	0.0049% 0.0022%
			5,016,177	110,807	65,945	0	0	5,192,929	0.0071%
131	687	GUARANTEE TRUST GRP 64211 Guarantee Trust Life Ins Co	2,220,391	8,253	2,958,801	53	0	5,187,498	0.0071%
			2,220,391	8,253	2,958,801	53	0	5,187,498	0.0071%
132	84174	ELCO Mut Life & Ann 84174 ELCO Mut Life & Ann	14,972	4,534,329	0	109,800	0	4,659,101	0.0064%
			14,972	4,534,329	0	109,800	0	4,659,101	0.0064%

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133	917	HCSC GRP 71129 Dearborn Life Ins Co	1,751,718	0	2,539,492	110,378	0	4,401,588	0.0060%
			1,751,718	0	2,539,492	110,378	0	4,401,588	0.0060%
134	4888	Equitable Family Ins Co Grp 89184 Sterling Investors Life Ins Co	225,791	3,858,626	57,480	0	0	4,141,897	0.0057%
			225,791	3,858,626	57,480	0	0	4,141,897	0.0057%
135	344	CHURCH PENSION FUND GRP 61875 Church Life Ins Corp	1,781,557	2,074,614	0	63,139	0	3,919,310	0.0054%
			1,781,557	2,074,614	0	63,139	0	3,919,310	0.0054%
136	2878	United Heritage Mut Grp 63983 United Heritage Life Ins Co	3,264,951	607,943	42,983	628	0	3,916,505	0.0054%
			3,264,951	607,943	42,983	628	0	3,916,505	0.0054%
137	11121	Unified Life Ins Co 11121 Unified Life Ins Co	599,455	2,593	3,219,694	0	0	3,821,742	0.0052%
			599,455	2,593	3,219,694	0	0	3,821,742	0.0052%
138	581	BOSTON MUT GRP 61476 Boston Mut Life Ins Co	2,610,360	0	1,118,454	0	0	3,728,814	0.0051%
			2,610,360	0	1,118,454	0	0	3,728,814	0.0051%
139	4877	TWA & AMFI Corp Grp 69566 Trans World Assur Co 60429 American Fidelity Life Ins Co	2,055,100 522,959	928,357 221,250	0 0	0 0	0 0	2,983,457 744,209	0.0041% 0.0010%
			2,578,059	1,149,607	0	0	0	3,727,666	0.0051%

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140	68772	Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY	3,544,421	2,500	20,819	0	0	3,567,740	0.0049%
			3,544,421	2,500	20,819	0	0	3,567,740	0.0049%
141	350	General Electric Grp 62596 Union Fidelity Life Ins Co	963,143	0	2,069,344	35,656	0	3,068,143	0.0042%
			963,143	0	2,069,344	35,656	0	3,068,143	0.0042%
142	78662	Senior Life Ins Co 78662 Senior Life Ins Co	2,646,704	0	0	0	0	2,646,704	0.0036%
			2,646,704	0	0	0	0	2,646,704	0.0036%
143	63223	Federal Life Ins Co 63223 Federal Life Ins Co	1,978,014	61,900	16,440	0	0	2,056,354	0.0028%
			1,978,014	61,900	16,440	0	0	2,056,354	0.0028%
144	55	AUTOMOBILE CLUB MI GRP 84522 Auto Club Life Ins Co	1,746,009	280,708	7,344	0	0	2,034,061	0.0028%
			1,746,009	280,708	7,344	0	0	2,034,061	0.0028%
145	473	AMERICAN FAMILY INS GRP 60399 American Family Life Ins Co	1,745,443	4,750	0	0	0	1,750,193	0.0024%
			1,745,443	4,750	0	0	0	1,750,193	0.0024%
146	150	OLD REPUBLIC GRP 67261 Old Republic Life Ins Co	1,745,308	0	1,189	0	0	1,746,497	0.0024%
			1,745,308	0	1,189	0	0	1,746,497	0.0024%

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147	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	1,501,181	5,000	154,488	0	0	1,660,669	0.0023%
			1,501,181	5,000	154,488	0	0	1,660,669	0.0023%
148	62928	EMC Natl Life Co 62928 EMC Natl Life Co	878,707	519,153	1,442	99,066	0	1,498,368	0.0020%
			878,707	519,153	1,442	99,066	0	1,498,368	0.0020%
149	839	USHealth Grp Inc Grp 98205 Natl Foundation Life Ins Co	9,206	0	1,138,937	0	0	1,148,143	0.0016%
			9,206	0	1,138,937	0	0	1,148,143	0.0016%
150	801	DIRECTORS INVESTMENT GRP 99775 Funeral Directors Life Ins Co	905,555	153,980	0	0	0	1,059,535	0.0014%
			905,555	153,980	0	0	0	1,059,535	0.0014%
151	440	REGAL REINS GRP 66265 Monarch Life Ins Co	95,755	0	874,094	0	0	969,849	0.0013%
			95,755	0	874,094	0	0	969,849	0.0013%
152	63819	Unity Financial Life Ins Co 63819 Unity Financial Life Ins Co	774,181	0	0	0	0	774,181	0.0011%
			774,181	0	0	0	0	774,181	0.0011%
153	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 14,491 1,587	0 1,750 -32	742,127 0 0	0 9,006 566	0 0 0	742,127 25,247 2,121	0.0010% 0.0000% 0.0000%
			16,078	1,718	742,127	9,572	0	769,495	0.0011%

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154	181	SWISS RE GRP							
		73504 Lumico Life Ins Co	428,134	0	0	0	0	428,134	0.0006%
		85561 Elips Life Ins Co	19,087	0	4,915	0	0	24,002	0.0000%
			447,221	0	4,915	0	0	452,136	0.0006%
155	690	CENTRAL STATES GRP							
		61751 Central States H & L Co Of Omaha	183,548	0	86,429	0	0	269,977	0.0004%
			183,548	0	86,429	0	0	269,977	0.0004%
156	2858	Homesield Capital Grp							
		99724 LifeShield Natl Ins Co	42,715	0	185,317	0	0	228,032	0.0003%
			42,715	0	185,317	0	0	228,032	0.0003%
157	4947	Prosperity Life Ins Grp							
		60183 S USA Life Ins Co Inc	187,637	0	3,932	0	0	191,569	0.0003%
			187,637	0	3,932	0	0	191,569	0.0003%
158	629	PLATEAU GRP							
		97152 Plateau Ins Co	54,280	0	129,993	0	0	184,273	0.0003%
			54,280	0	129,993	0	0	184,273	0.0003%
159	31	BERKSHIRE HATHAWAY GRP							
		97764 Idealife Ins Co	137,116	1,122	15,898	0	0	154,136	0.0002%
		82880 CSI Life Ins Co	3,929	0	0	0	0	3,929	0.0000%
		76007 Old United Life Ins Co	400	0	0	0	0	400	0.0000%
			141,445	1,122	15,898	0	0	158,465	0.0002%

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160	64904	Investors Heritage Life Ins Co 64904 Investors Heritage Life Ins Co	66,369	1,760	0	0	0	68,129	0.0001%
			66,369	1,760	0	0	0	68,129	0.0001%
161	4903	HLAZ Holdings Grp 90247 Rx Life Ins Co	42,733	3,000	0	150	0	45,883	0.0001%
			42,733	3,000	0	150	0	45,883	0.0001%
162	42129	United Security Assur Co Of PA 42129 United Security Assur Co Of PA	0	0	18,784	0	0	18,784	0.0000%
			0	0	18,784	0	0	18,784	0.0000%
163	1207	Cambia Health Solutions Inc 97985 LifeMap Assur Co	9,306	0	8,838	0	0	18,144	0.0000%
			9,306	0	8,838	0	0	18,144	0.0000%
164	471	Wells Fargo Grp 62383 Centurion Life Ins Co	5,552	0	0	0	0	5,552	0.0000%
			5,552	0	0	0	0	5,552	0.0000%
165	70955	USA Life One Ins Co Of IN 70955 USA Life One Ins Co Of IN	1,280	0	0	0	0	1,280	0.0000%
			1,280	0	0	0	0	1,280	0.0000%
Total:			17,624,795,944	25,866,860,144	16,710,273,113	2,753,348,978	10,248,041,272	73,203,319,451	100.0000%

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1	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	9,789,920	0	7,075	0	0	9,796,995	0.0134%
			9,789,920	0	7,075	0	0	9,796,995	0.0134%
2	4853	AAA Life Grp 71854 AAA Life Ins Co	247,225,517	70,383,328	14,725,879	0	0	332,334,724	0.4540%
			247,225,517	70,383,328	14,725,879	0	0	332,334,724	0.4540%
3	4824	Advantage Capital Grp 68802 Sentinel Security Life Ins Co 71471 Ability Ins Co	2,297,024 9,586	76,795,023 0	181,867 797,013	9,603 0	0 0	79,283,517 806,599	0.1083% 0.0011%
			2,306,610	76,795,023	978,880	9,603	0	80,090,116	0.1094%
4	468	Aegon US Holding Grp 86231 Transamerica Life Ins Co 70688 Transamerica Financial Life Ins Co 66281 Transamerica Premier Life Ins Co 79022 Transamerica Advisors Life Ins Co	467,791,580 1,039,894 575,715,548 946,612	252,559,442 801,714 98,528,709 180,992	102,808,722 919,431 68,759,998 0	295,979 0 16,461 0	981,775,367 1,141,676,768 192,007 0	1,805,231,090 1,144,437,807 743,212,723 1,127,604	2.4661% 1.5634% 1.0153% 0.0015%
			1,045,493,634	352,070,857	172,488,151	312,440	2,123,644,142	3,694,009,224	5.0462%
5	370	AFLAC Grp 60380 American Family Life Assur Co of Col 71730 Continental Amer Ins Co	26,876,265 569,303	0 0	384,017,712 42,599,207	0 0	0 0	410,893,977 43,168,510	0.5613% 0.0590%
			27,445,568	0	426,616,919	0	0	454,062,487	0.6203%
6	761	ALLIANZ INS GRP 90611 Allianz Life Ins Co Of N Amer	216,475,024	1,555,866,402	9,353,615	0	0	1,781,695,041	2.4339%
			216,475,024	1,555,866,402	9,353,615	0	0	1,781,695,041	2.4339%

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7	8	ALLSTATE INS GRP							
		60186 Allstate Life Ins Co	50,671,855	5,385,985	2,373,840	0	0	58,431,680	0.0798%
		60534 American Heritage Life Ins Co	5,767,142	6,830	49,633,469	0	0	55,407,441	0.0757%
		70866 Allstate Assur Co	31,934,848	5,500	0	0	0	31,940,348	0.0436%
		70874 Allstate Life Ins Co Of NY	611,650	300	105,832	0	0	717,782	0.0010%
			88,985,495	5,398,615	52,113,141	0	0	146,497,251	0.2001%
8	60216	Amalgamated Life Ins Co							
		60216 Amalgamated Life Ins Co	240,503	0	6,088,082	0	0	6,328,585	0.0086%
			240,503	0	6,088,082	0	0	6,328,585	0.0086%
9	574	AMERCO CORP GRP							
		76112 Oxford Life Ins Co	3,123,998	43,432,324	451,986	0	0	47,008,308	0.0642%
			3,123,998	43,432,324	451,986	0	0	47,008,308	0.0642%
10	3527	American Enterprise Mut Grp							
		71480 Great Western Ins Co	26,372,713	853,914	0	0	0	27,226,627	0.0372%
		60836 American Republic Ins Co	182,409	0	491,579	0	0	673,988	0.0009%
		31119 Medico Ins Co	17,034	0	546,904	0	0	563,938	0.0008%
			26,572,156	853,914	1,038,483	0	0	28,464,553	0.0389%
11	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	23,705	200,035,084	0	575,139	0	200,633,928	0.2741%
		13183 Eagle Life Ins Co	0	21,023,102	0	0	0	21,023,102	0.0287%
			23,705	221,058,186	0	575,139	0	221,657,030	0.3028%
12	473	AMERICAN FAMILY INS GRP							
		60399 American Family Life Ins Co	1,745,443	4,750	0	0	0	1,750,193	0.0024%
			1,745,443	4,750	0	0	0	1,750,193	0.0024%

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13	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	40,326,729	107,225,439	164,109,261	0	0	311,661,429	0.4257%
		60801 American Public Life Ins Co	18,359	0	919,304	0	0	937,663	0.0013%
			40,345,088	107,225,439	165,028,565	0	0	312,599,092	0.4270%
14	84	American Financial Grp							
		63312 Great Amer Life Ins Co	7,160,520	495,161,690	8,926	97,025	0	502,428,161	0.6863%
		93661 Annuity Investors Life Ins Co	0	31,008,905	0	0	0	31,008,905	0.0424%
		67083 Manhattan Natl Life Ins Co	2,003,433	2,151	0	0	0	2,005,584	0.0027%
			9,163,953	526,172,746	8,926	97,025	0	535,442,650	0.7314%
15	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	538,985,785	1,679,841,556	7,777,170	45,566,601	0	2,272,171,112	3.1039%
		70238 Variable Ann Life Ins Co	0	376,787,758	0	51,139,072	0	427,926,830	0.5846%
			538,985,785	2,056,629,314	7,777,170	96,705,673	0	2,700,097,942	3.6885%
16	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	75,671,472	150,162,653	704,009	14,906,433	0	241,444,567	0.3298%
		71773 American Natl Life Ins Co Of TX	143,418	0	9,439,581	11,586	0	9,594,585	0.0131%
		86355 Standard Life & Accident Ins Co	960,196	6,028	7,250,200	0	0	8,216,424	0.0112%
		63657 Garden State Life Ins Co	1,434,019	0	1,053	0	0	1,435,072	0.0020%
			78,209,105	150,168,681	17,394,843	14,918,019	0	260,690,648	0.3561%
17	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	119,127,179	366,641,892	29,979,538	1,246,864	0	516,995,473	0.7062%
			119,127,179	366,641,892	29,979,538	1,246,864	0	516,995,473	0.7062%

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18	943	Ameritas Mut Holding GRP 61301 Ameritas Life Ins Corp	106,907,797	182,311,352	100,331,416	7,153,423	0	396,703,988	0.5419%
			106,907,797	182,311,352	100,331,416	7,153,423	0	396,703,988	0.5419%
19	28	AMICA MUT GRP 72222 Amica Life Ins Co	5,741,527	119,427	0	0	0	5,860,954	0.0080%
			5,741,527	119,427	0	0	0	5,860,954	0.0080%
20	671	Anthem Inc Grp 62825 Anthem Blue Cross Life & Hlth Ins Co 61069 Anthem Life Ins Co 80314 Unicare Life & Hlth Ins Co	54,359,043 4,635,541 5,866,851	0 0 0	1,822,870,999 15,612,846 3,775,399	0 0 0	0 0 0	1,877,230,042 20,248,387 9,642,250	2.5644% 0.0277% 0.0132%
			64,861,435	0	1,842,259,244	0	0	1,907,120,679	2.6052%
21	4734	Apollo Global Mgmt Grp 61689 Athene Ann & Life Co 80942 Voya Ins & Ann Co 60518 American Hlth & Life Ins Co 61492 Athene Annuity & Life Assur Co 68039 Athene Ann & Life Assur Co of NY 65951 Merit Life Ins Co	10,723,591 1,930,679 5,682,921 4,057,361 514,701 -349,274	1,227,728,366 79,976,697 0 10,767 501,876 0	79,755 243 3,229,897 1,119,257 0 439,005	1,012,922 0 26,436 0 0 0	0 0 0 0 0 0	1,239,544,634 81,907,619 8,939,254 5,187,385 1,016,577 89,731	1.6933% 0.1119% 0.0122% 0.0071% 0.0014% 0.0001%
			22,559,979	1,308,217,706	4,868,157	1,039,358	0	1,336,685,200	1.8260%
22	19	Assurant Inc Grp 67989 American Memorial Life Ins Co 70408 Union Security Ins Co 65080 John Alden Life Ins Co 60275 American Bankers Life Assur Co Of FL	128,628,990 17,907,730 718,870 588,880	448,288 574,018 0 1,197	7 59,045,376 352,085 395,306	0 0 0 0	0 0 0 0	129,077,285 77,527,124 1,070,955 985,383	0.1763% 0.1059% 0.0015% 0.0013%
			147,844,470	1,023,503	59,792,774	0	0	208,660,747	0.2850%

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23	4862	Assurity Grp 71439 Assurity Life Ins Co	14,745,884	869,326	6,194,083	0	0	21,809,293	0.0298%
			14,745,884	869,326	6,194,083	0	0	21,809,293	0.0298%
24	55	AUTOMOBILE CLUB MI GRP 84522 Auto Club Life Ins Co	1,746,009	280,708	7,344	0	0	2,034,061	0.0028%
			1,746,009	280,708	7,344	0	0	2,034,061	0.0028%
25	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	213,802,619	961,557,466	4,049,476	0	36,522,613	1,215,932,174	1.6610%
		78077 Mony Life Ins Co Of Amer	94,352,452	933,707	3,076,152	0	0	98,362,311	0.1344%
		84530 US Financial Life Ins Co	8,411,631	0	0	0	0	8,411,631	0.0115%
		62880 AXA Equitable Life & Ann Co	1,445,669	0	0	0	0	1,445,669	0.0020%
			318,012,371	962,491,173	7,125,628	0	36,522,613	1,324,151,785	1.8089%
26	61212	Baltimore Life Ins Co 61212 Baltimore Life Ins Co	5,633,809	0	6,294	3,641,581	0	9,281,684	0.0127%
			5,633,809	0	6,294	3,641,581	0	9,281,684	0.0127%
27	872	BANNER LIFE GRP 94250 Banner Life Ins Co	119,178,466	19,342,248	141,623	0	0	138,662,337	0.1894%
			119,178,466	19,342,248	141,623	0	0	138,662,337	0.1894%
28	572	BCBS OF MI GRP 77720 LifeSecure Ins Co	377,354	62,796	6,548,944	0	0	6,989,094	0.0095%
			377,354	62,796	6,548,944	0	0	6,989,094	0.0095%

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29	661	BCBS of SC Grp 92444 Companion Life Ins Co of CA	669	0	23,760,733	0	0	23,761,402	0.0325%
			669	0	23,760,733	0	0	23,761,402	0.0325%
30	23	BCS INS GRP 80985 4 Ever Life Ins Co	464,828	0	19,581,095	-23,017	0	20,022,906	0.0274%
			464,828	0	19,581,095	-23,017	0	20,022,906	0.0274%
31	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	5,823,914	284,295	222	763	0	6,109,194	0.0083%
			5,823,914	284,295	222	763	0	6,109,194	0.0083%
32	31	BERKSHIRE HATHAWAY GRP							
		97764 Idealife Ins Co	137,116	1,122	15,898	0	0	154,136	0.0002%
		82880 CSI Life Ins Co	3,929	0	0	0	0	3,929	0.0000%
		76007 Old United Life Ins Co	400	0	0	0	0	400	0.0000%
			141,445	1,122	15,898	0	0	158,465	0.0002%
33	2798	Blue Shield of CA Grp							
		61557 Blue Shield of CA Life & Hlth Ins Co	10,019,323	0	238,673,332	0	0	248,692,655	0.3397%
		71331 Careamerica Life Ins Co	1,301	0	828	0	0	2,129	0.0000%
			10,020,624	0	238,674,160	0	0	248,694,784	0.3397%
34	581	BOSTON MUT GRP 61476 Boston Mut Life Ins Co	2,610,360	0	1,118,454	0	0	3,728,814	0.0051%
			2,610,360	0	1,118,454	0	0	3,728,814	0.0051%

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35	4932	Brighthouse Holdings Grp							
		87726 Brighthouse Life Ins Co	257,201,528	519,665,472	12,104,523	624,442	30,790	789,626,755	1.0787%
		91626 New England Life Ins Co	11,020,099	1,149,264	38,659	0	0	12,208,022	0.0167%
			268,221,627	520,814,736	12,143,182	624,442	30,790	801,834,777	1.0954%
36	1207	Cambia Health Solutions Inc							
		97985 LifeMap Assur Co	9,306	0	8,838	0	0	18,144	0.0000%
			9,306	0	8,838	0	0	18,144	0.0000%
37	1295	CENTENE CORP GRP							
		66141 Health Net Life Ins Co	1,130,390	0	935,974,197	0	0	937,104,587	1.2801%
			1,130,390	0	935,974,197	0	0	937,104,587	1.2801%
38	690	CENTRAL STATES GRP							
		61751 Central States H & L Co Of Omaha	183,548	0	86,429	0	0	269,977	0.0004%
			183,548	0	86,429	0	0	269,977	0.0004%
39	626	Chubb Ltd Grp							
		62146 Combined Ins Co Of Amer	4,708,095	0	53,227,295	0	0	57,935,390	0.0791%
			4,708,095	0	53,227,295	0	0	57,935,390	0.0791%
40	344	CHURCH PENSION FUND GRP							
		61875 Church Life Ins Corp	1,781,557	2,074,614	0	63,139	0	3,919,310	0.0054%
			1,781,557	2,074,614	0	63,139	0	3,919,310	0.0054%

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41	901	CIGNA HLTH GRP							
		67369 Cigna Hlth & Life Ins Co	26,520	0	1,482,502,081	-6,281	0	1,482,522,320	2.0252%
		65498 Life Ins Co Of N Amer	229,210,197	0	257,997,963	0	0	487,208,160	0.6656%
		65722 Loyal Amer Life Ins Co	123,205	895	35,621,148	1,802	0	35,747,050	0.0488%
		62308 Connecticut Gen Life Ins Co	26,718,779	6,000	5,551,888	203,699	0	32,480,366	0.0444%
		77399 Sterling Life Ins Co	3,225	0	582,070	0	0	585,295	0.0008%
		88366 American Retirement Life Ins Co	0	0	535,603	0	0	535,603	0.0007%
		67903 Provident Amer Life & Hlth Ins Co	475	0	5,235	0	0	5,710	0.0000%
			256,082,401	6,895	1,782,795,988	199,220	0	2,039,084,504	2.7855%
42	244	CINCINNATI FIN GRP							
		76236 The Cincinnati Life Ins Co	8,620,515	817,310	11,760	0	0	9,449,585	0.0129%
			8,620,515	817,310	11,760	0	0	9,449,585	0.0129%
43	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	32,086,434	40,377,031	41,871,512	0	0	114,334,977	0.1562%
		62065 Colonial Penn Life Ins Co	22,108,901	0	26,106,658	0	0	48,215,559	0.0659%
		70319 Washington Natl Ins Co	6,037,176	820,691	18,122,777	0	0	24,980,644	0.0341%
			60,232,511	41,197,722	86,100,947	0	0	187,531,180	0.2562%
44	535	COLUMBIAN LIFE GRP							
		76023 Columbian Life Ins Co	5,240,783	23,342	0	0	0	5,264,125	0.0072%
		62103 Columbian Mut Life Ins Co	221,367	5,487	24,819	0	0	251,673	0.0003%
			5,462,150	28,829	24,819	0	0	5,515,798	0.0075%
45	71404	Continental Gen Ins Co							
		71404 Continental Gen Ins Co	700,747	609,052	6,030,067	0	0	7,339,866	0.0100%
			700,747	609,052	6,030,067	0	0	7,339,866	0.0100%

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46	306	CUNA MUT GRP							
		62626 CMFG Life Ins Co	31,029,237	6,476,088	36,616,958	766,062	46,968,159	121,856,504	0.1665%
		86126 Members Life Ins Co	96,324	36,541,894	0	0	0	36,638,218	0.0500%
			31,125,561	43,017,982	36,616,958	766,062	46,968,159	158,494,722	0.2165%
47	1	CVS GRP							
		60054 Aetna Life Ins Co	69,915,317	6,134,365	1,881,827,102	7,337,141	0	1,965,213,925	2.6846%
		90328 First Hlth Life & Hlth Ins Co	2,583	0	26,697,599	0	0	26,700,182	0.0365%
		68500 Continental Life Ins Co Brentwood	5,286	0	19,016,669	0	0	19,021,955	0.0260%
		78700 Aetna Hlth & Life Ins Co	0	0	193,813	0	0	193,813	0.0003%
			69,923,186	6,134,365	1,927,735,183	7,337,141	0	2,011,129,875	2.7473%
48	801	DIRECTORS INVESTMENT GRP							
		99775 Funeral Directors Life Ins Co	905,555	153,980	0	0	0	1,059,535	0.0014%
			905,555	153,980	0	0	0	1,059,535	0.0014%
49	4826	ECG Grp							
		71390 Puritan Life Ins Co of Amer	718,388	8,551,451	44,067	0	0	9,313,906	0.0127%
			718,388	8,551,451	44,067	0	0	9,313,906	0.0127%
50	84174	ELCO Mut Life & Ann							
		84174 ELCO Mut Life & Ann	14,972	4,534,329	0	109,800	0	4,659,101	0.0064%
			14,972	4,534,329	0	109,800	0	4,659,101	0.0064%
51	62928	EMC Natl Life Co							
		62928 EMC Natl Life Co	878,707	519,153	1,442	99,066	0	1,498,368	0.0020%
			878,707	519,153	1,442	99,066	0	1,498,368	0.0020%

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52	4888	Equitable Family Ins Co Grp 89184 Sterling Investors Life Ins Co	225,791	3,858,626	57,480	0	0	4,141,897	0.0057%
			225,791	3,858,626	57,480	0	0	4,141,897	0.0057%
53	62510	Equitrust Life Ins Co 62510 Equitrust Life Ins Co	1,785,580	106,381,162	0	2,315,870	0	110,482,612	0.1509%
			1,785,580	106,381,162	0	2,315,870	0	110,482,612	0.1509%
54	63223	Federal Life Ins Co 63223 Federal Life Ins Co	1,978,014	61,900	16,440	0	0	2,056,354	0.0028%
			1,978,014	61,900	16,440	0	0	2,056,354	0.0028%
55	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	10,741,224	443,650	1,977,215	0	0	13,162,089	0.0180%
			10,741,224	443,650	1,977,215	0	0	13,162,089	0.0180%
56	4914	FGL Holdings Grp 63274 Fidelity & Guar Life Ins Co	101,989,467	446,264,367	0	210,446	0	548,464,280	0.7492%
			101,989,467	446,264,367	0	210,446	0	548,464,280	0.7492%
57	981	FIDELITY INVESTMENT INS & ANN GRP 93696 Fidelity Investments Life Ins Co	2,078,050	185,597,133	0	0	0	187,675,183	0.2564%
			2,078,050	185,597,133	0	0	0	187,675,183	0.2564%
58	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	12,899,403	0	24,599	0	0	12,924,002	0.0177%
			12,899,403	0	24,599	0	0	12,924,002	0.0177%

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59	451	FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co	2,465,937	438,360	60,694,872	0	18,254	63,617,423	0.0869%
			2,465,937	438,360	60,694,872	0	18,254	63,617,423	0.0869%
60	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	16,552,582	66,034,597	62,135	281,827	0	82,931,141	0.1133%
		90212 Great Southern Life Ins Co	3,359,280	371,468	138,559	37,729	0	3,907,036	0.0053%
		67180 Ohio State Life Ins Co	2,405,107	847	0	400	0	2,406,354	0.0033%
		63487 Investors Life Ins Co N Amer	1,209,701	9,500	0	0	0	1,219,201	0.0017%
		66540 National Farmers Union Life Ins Co	456,252	37	0	0	0	456,289	0.0006%
		87645 United Fidelity Life Ins Co	369,555	9,169	0	5,777	0	384,501	0.0005%
			24,352,477	66,425,618	200,694	325,733	0	91,304,522	0.1247%
61	63495	Foresters Life Ins Ann Co 63495 Foresters Life Ins Ann Co	7,922,249	10,472,980	249	50,000	0	18,445,478	0.0252%
			7,922,249	10,472,980	249	50,000	0	18,445,478	0.0252%
62	350	General Electric Grp 62596 Union Fidelity Life Ins Co	963,143	0	2,069,344	35,656	0	3,068,143	0.0042%
			963,143	0	2,069,344	35,656	0	3,068,143	0.0042%
63	450	GENEVE HOLDINGS INC GRP							
		69078 Standard Security Life Ins Co Of NY	7,153	0	6,906,633	0	0	6,913,786	0.0094%
		65781 Madison Natl Life Ins Co Inc	541,669	715,322	1,437,497	0	0	2,694,488	0.0037%
			548,822	715,322	8,344,130	0	0	9,608,274	0.0131%

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64	4011	Genworth Fin Grp							
		70025 Genworth Life Ins Co	33,678,988	342,751	288,000,697	0	0	322,022,436	0.4399%
		65536 Genworth Life & Ann Ins Co	137,386,294	3,233,053	1,517,748	0	0	142,137,095	0.1942%
			171,065,282	3,575,804	289,518,445	0	0	464,159,531	0.6341%
65	4736	GGC Grp							
		93548 PHL Variable Ins Co	40,882,262	43,219,345	0	0	0	84,101,607	0.1149%
		67814 Nassau Life Ins Co	16,371,245	419,394	114,584	0	0	16,905,223	0.0231%
		62359 Constitution Life Ins Co	245,931	200	2,173,430	0	0	2,419,561	0.0033%
		68284 Pyramid Life Ins Co	15,280	0	42,131	0	0	57,411	0.0001%
			57,514,718	43,638,939	2,330,145	0	0	103,483,802	0.1414%
66	3891	Global Atlantic Grp							
		91642 Forethought Life Ins Co	37,386,139	682,940,112	1,940,692	4,800,689	0	727,067,632	0.9932%
		62200 Accordia Life & Ann Co	106,826,518	0	0	0	0	106,826,518	0.1459%
		84824 Commonwealth Ann & Life Ins Co	2,790,126	5,926,397	5,274	52,329	0	8,774,126	0.0120%
		69140 First Allmerica Fin Life Ins Co	730,976	14,437	593	0	0	746,006	0.0010%
			147,733,759	688,880,946	1,946,559	4,853,018	0	843,414,282	1.1522%
67	4712	GPM Life Grp							
		63967 Government Personnel Mut Life Ins Co	3,548,012	8,666	50,968	0	0	3,607,646	0.0049%
		67059 GPM Hlth & Life Ins Co	1,468,165	102,141	14,977	0	0	1,585,283	0.0022%
			5,016,177	110,807	65,945	0	0	5,192,929	0.0071%
68	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	29,410,288	533,945,962	4,589,989	549,511	0	568,495,750	0.7766%
		80659 US Business of Canada Life Assur Co	5,706,938	0	249,393	0	0	5,956,331	0.0081%
		80705 US Br Great West Life Assur Co	1,036,094	0	365,213	0	0	1,401,307	0.0019%
			36,153,320	533,945,962	5,204,595	549,511	0	575,853,388	0.7866%

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69	4794	Group One Thousand One Grp							
		79065 Delaware Life Ins Co	2,449,206	173,299,712	0	0	0	175,748,918	0.2401%
		78301 Corvesta Life Ins Co	324	0	0	0	0	324	0.0000%
			2,449,530	173,299,712	0	0	0	175,749,242	0.2401%
70	687	GUARANTEE TRUST GRP							
		64211 Guarantee Trust Life Ins Co	2,220,391	8,253	2,958,801	53	0	5,187,498	0.0071%
			2,220,391	8,253	2,958,801	53	0	5,187,498	0.0071%
71	429	GUARDIAN LIFE GRP							
		64246 Guardian Life Ins Co Of Amer	252,784,267	1,021,234	462,174,856	0	0	715,980,357	0.9781%
		78778 Guardian Ins & Ann Co Inc	2,435,002	89,412,621	0	161,015	512,490	92,521,128	0.1264%
		71714 Berkshire Life Ins Co of Amer	557,656	0	48,862,446	0	0	49,420,102	0.0675%
		60003 Park Avenue Life Ins Co	241,750	0	0	0	0	241,750	0.0003%
		74004 Family Serv Life Ins Co	942	0	0	0	0	942	0.0000%
			256,019,617	90,433,855	511,037,302	161,015	512,490	858,164,279	1.1723%
72	91	HARTFORD FIRE & CAS GRP							
		70815 Hartford Life & Accident Ins Co	114,594,163	0	153,509,032	0	0	268,103,195	0.3662%
			114,594,163	0	153,509,032	0	0	268,103,195	0.3662%
73	917	HCSC GRP							
		71129 Dearborn Life Ins Co	1,751,718	0	2,539,492	110,378	0	4,401,588	0.0060%
			1,751,718	0	2,539,492	110,378	0	4,401,588	0.0060%
74	812	HIGHMARK GRP							
		93440 HM Life Ins Co	3,854	0	28,376,136	0	0	28,379,990	0.0388%
			3,854	0	28,376,136	0	0	28,379,990	0.0388%

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75	4903	HLAZ Holdings Grp 90247 Rx Life Ins Co	42,733	3,000	0	150	0	45,883	0.0001%
			42,733	3,000	0	150	0	45,883	0.0001%
76	2858	Homesield Capital Grp 99724 LifeShield Natl Ins Co	42,715	0	185,317	0	0	228,032	0.0003%
			42,715	0	185,317	0	0	228,032	0.0003%
77	64505	Homesteaders Life Co 64505 Homesteaders Life Co	35,123,963	341,089	0	0	0	35,465,052	0.0484%
			35,123,963	341,089	0	0	0	35,465,052	0.0484%
78	4926	Hopmeadow Holdings Grp 88072 Talcott Resolution Life Ins Co 71153 Talcott Resolution Life & Ann Ins Co 81213 American Maturity Life Ins Co	6,930,880 102,625,924 0	17,471,061 15,784,850 27,253	2,701,248 11,449 0	202,315,068 0 0	143,793,264 5,004,963 1,653	373,211,521 123,427,186 28,906	0.5098% 0.1686% 0.0000%
			109,556,804	33,283,164	2,712,697	202,315,068	148,799,880	496,667,613	0.6785%
79	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	5,385,866	23,311,788	10,251	71,078	0	28,778,983	0.0393%
			5,385,866	23,311,788	10,251	71,078	0	28,778,983	0.0393%
80	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	1,501,181	5,000	154,488	0	0	1,660,669	0.0023%
			1,501,181	5,000	154,488	0	0	1,660,669	0.0023%

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81	542	INDIANA FARM BUREAU Grp							
		69892 United Farm Family Life Ins Co	3,981,054	525	0	0	0	3,981,579	0.0054%
		69922 United Home Life Ins Co	1,295,325	0	7,797	0	0	1,303,122	0.0018%
			5,276,379	525	7,797	0	0	5,284,701	0.0072%
82	81779	Individual Assur Co Life Hlth & Acc							
		81779 Individual Assur Co Life Hlth & Acc	0	0	15,106,431	0	0	15,106,431	0.0206%
			0	0	15,106,431	0	0	15,106,431	0.0206%
83	315	INDUSTRIAL ALLIANCE GRP							
		91693 IA Amer Life Ins Co	10,710,445	168,167	8,060	0	0	10,886,672	0.0149%
		68594 American Amicable Life Ins Co Of TX	10,108,796	457,221	0	0	0	10,566,017	0.0144%
		14406 Industrial Alliance Ins & Fin Serv I	4,057,436	2,709,733	0	0	0	6,767,169	0.0092%
		67148 Occidental Life Ins Co Of NC	3,472,235	998,592	0	0	0	4,470,827	0.0061%
		67873 Pioneer Amer Ins Co	1,506,624	2,199	0	0	0	1,508,823	0.0021%
		67946 Pioneer Security Life Ins Co	305,643	540	0	0	0	306,183	0.0004%
			30,161,179	4,336,452	8,060	0	0	34,505,691	0.0471%
84	64904	Investors Heritage Life Ins Co							
		64904 Investors Heritage Life Ins Co	66,369	1,760	0	0	0	68,129	0.0001%
			66,369	1,760	0	0	0	68,129	0.0001%
85	918	JACKSON NATL GRP							
		65056 Jackson Natl Life Ins Co	87,571,074	1,657,104,343	3,959,356	621,302	0	1,749,256,075	2.3896%
			87,571,074	1,657,104,343	3,959,356	621,302	0	1,749,256,075	2.3896%

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86	904	JOHN HANCOCK GRP							
		65838 John Hancock Life Ins Co USA	519,476,180	9,491,048	106,370,511	0	1,958,804,765	2,594,142,504	3.5437%
		93610 John Hancock Life & Hlth Ins Co	113,875	0	2,407,194	0	0	2,521,069	0.0034%
			519,590,055	9,491,048	108,777,705	0	1,958,804,765	2,596,663,573	3.5472%
87	588	KANSAS CITY LIFE INS GRP							
		65129 Kansas City Life Ins Co	14,255,775	2,538,919	1,324,151	99,640	0	18,218,485	0.0249%
		67199 Old Amer Ins Co	4,622,445	0	48,488	0	0	4,670,933	0.0064%
		69272 Sunset Life Ins Co Of Amer	3,748,907	487,225	0	462	0	4,236,594	0.0058%
			22,627,127	3,026,144	1,372,639	100,102	0	27,126,012	0.0371%
88	215	Kemper Corp Grp							
		69930 United Ins Co Of Amer	17,704,798	0	573,640	0	0	18,278,438	0.0250%
		68462 Reserve Natl Ins Co	12,747	0	107,940	0	0	120,687	0.0002%
		68357 Reliable Life Ins Co	12,434	0	293	0	0	12,727	0.0000%
			17,729,979	0	681,873	0	0	18,411,852	0.0252%
89	4925	Kuvare Grp							
		64238 Guaranty Income Life Ins Co	6,977	6,251,663	188,005	0	0	6,446,645	0.0088%
			6,977	6,251,663	188,005	0	0	6,446,645	0.0088%
90	4844	LIA Holdings Grp							
		60232 Lombard Intl Life Assur Co	676	75,920,181	0	0	0	75,920,857	0.1037%
			676	75,920,181	0	0	0	75,920,857	0.1037%
91	3436	Liberty Life Grp Trust Grp							
		68543 Liberty Bankers Life Ins Co	966,113	21,790,059	1,376	212,071	0	22,969,619	0.0314%
		61581 Capitol Life Ins Co	5,365	0	0	0	0	5,365	0.0000%
			971,478	21,790,059	1,376	212,071	0	22,974,984	0.0314%

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92	1186	Lifetime HlthCare Grp 69515 Medamerica Ins Co	0	0	6,671,368	0	0	6,671,368	0.0091%
			0	0	6,671,368	0	0	6,671,368	0.0091%
93	65927	Lincoln Heritage Life Ins Co 65927 Lincoln Heritage Life Ins Co	91,523,213	2,721	268,998	0	0	91,794,932	0.1254%
			91,523,213	2,721	268,998	0	0	91,794,932	0.1254%
94	20	LINCOLN NATL GRP							
		65676 Lincoln Natl Life Ins Co	752,164,062	1,345,002,043	107,950,396	0	0	2,205,116,501	3.0123%
		65315 Liberty Life Assur Co Of Boston	107,449,970	3,433,865	212,777,067	0	0	323,660,902	0.4421%
		67652 First Penn Pacific Life Ins Co	18,031,709	16,680	5,549	0	0	18,053,938	0.0247%
		62057 Lincoln Life & Ann Co of NY	1,415,862	5,041,362	304,932	0	0	6,762,156	0.0092%
			879,061,603	1,353,493,950	321,037,944	0	0	2,553,593,497	3.4884%
95	1117	Manhattan Life Grp							
		65870 Manhattan Life Ins Co	1,159,224	3,987,438	116,975	0	0	5,263,637	0.0072%
		61883 ManhattanLife Assur Co of Amer	57,924	0	4,475,961	0	0	4,533,885	0.0062%
		63053 Family Life Ins Co	2,163,160	1,476	773,203	0	0	2,937,839	0.0040%
			3,380,308	3,988,914	5,366,139	0	0	12,735,361	0.0174%
96	435	MASS MUT LIFE INS GRP							
		65935 Massachusetts Mut Life Ins Co	638,161,480	693,553,858	61,252,257	571,515,140	665,933,760	2,630,416,495	3.5933%
		93432 CM Life Ins Co	25,812,650	71,827,786	0	0	0	97,640,436	0.1334%
		70416 MML Bay State Life Ins Co	4,046,954	0	0	0	0	4,046,954	0.0055%
			668,021,084	765,381,644	61,252,257	571,515,140	665,933,760	2,732,103,885	3.7322%

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97	1348	Meiji Yasuda Life Ins Grp							
		69019 Standard Ins Co	103,725,696	54,012,515	248,379,770	310,592	226,174,899	632,603,472	0.8642%
		64343 Pacific Guardian Life Ins Co Ltd	14,148,271	167	810	1,619,701	0	15,768,949	0.0215%
			117,873,967	54,012,682	248,380,580	1,930,293	226,174,899	648,372,421	0.8857%
98	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	848,372,299	815,760,291	807,581,769	16,825,896	199,236,623	2,687,776,878	3.6717%
		97136 Metropolitan Tower Life Ins Co	62,007,715	138,593	864,361	1,162,048	0	64,172,717	0.0877%
		62634 Delaware Amer Life Ins Co	96,593	0	260,847	0	0	357,440	0.0005%
			910,476,607	815,898,884	808,706,977	17,987,944	199,236,623	2,752,307,035	3.7598%
99	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	301,570,029	89,537,958	23,910,905	89,107,643	189,310,109	693,436,644	0.9473%
		93742 Securian Life Ins Co	104,006,675	6,079,318	5,002,890	905,220	0	115,994,103	0.1585%
			405,576,704	95,617,276	28,913,795	90,012,863	189,310,109	809,430,747	1.1057%
100	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	411,186	1,060,130	93,599	67,910	254,487,575	256,120,400	0.3499%
			411,186	1,060,130	93,599	67,910	254,487,575	256,120,400	0.3499%
101	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	193,325,774	140,939,744	64,897,103	35,846,685	362,792	435,372,098	0.5947%
		71412 Mutual Of Omaha Ins Co	0	0	82,480,994	0	0	82,480,994	0.1127%
		72850 United World Life Ins Co	95,561	0	13,870,678	0	0	13,966,239	0.0191%
			193,421,335	140,939,744	161,248,775	35,846,685	362,792	531,819,331	0.7265%
102	4928	National Gen Grp							
		82538 National Hlth Ins Co	0	0	14,441,757	0	0	14,441,757	0.0197%
			0	0	14,441,757	0	0	14,441,757	0.0197%

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103	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	70,821,631	4,992,850	47,865,421	5,778,504	0	129,458,406	0.1768%
		97241 Settlers Life Ins Co	43,212	515	1,317	0	0	45,044	0.0001%
		81426 Commercial Travelers Life Ins Co	0	0	33,052	0	0	33,052	0.0000%
			70,864,843	4,993,365	47,899,790	5,778,504	0	129,536,502	0.1770%
104	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	356,933,124	364,716,132	650	473,759	0	722,123,665	0.9865%
		66680 National Life Ins Co	32,088,522	203,912	1,750,960	300,000	0	34,343,394	0.0469%
			389,021,646	364,920,044	1,751,610	773,759	0	756,467,059	1.0334%
105	4796	National Teachers Assoc Life Group							
		87963 National Teachers Assoc Life Ins Co	302,304	0	36,592,939	0	0	36,895,243	0.0504%
			302,304	0	36,592,939	0	0	36,895,243	0.0504%
106	4941	National Western Life Grp							
		66850 National Western Life Ins Co	16,544,081	28,813,820	0	60,428	0	45,418,329	0.0620%
		67393 Ozark Natl Life Ins Co	193,195	582	678	0	0	194,455	0.0003%
			16,737,276	28,814,402	678	60,428	0	45,612,784	0.0623%
107	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	110,090,161	49,343,090	9,932,888	0	827,447,003	996,813,142	1.3617%
		92657 Nationwide Life & Ann Ins Co	266,315,654	351,633	0	0	485,423,395	752,090,682	1.0274%
		64017 Jefferson Natl Life Ins Co	1,191,783	110,473,878	13,877	1,891,749	0	113,571,287	0.1551%
			377,597,598	160,168,601	9,946,765	1,891,749	1,312,870,398	1,862,475,111	2.5442%

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108	520	NEW ERA LIFE GRP							
		67784 Philadelphia Amer Life Ins Co	0	0	742,127	0	0	742,127	0.0010%
		69698 New Era Life Ins Co Of Midwest	14,491	1,750	0	9,006	0	25,247	0.0000%
		78743 New Era Life Ins Co	1,587	-32	0	566	0	2,121	0.0000%
			16,078	1,718	742,127	9,572	0	769,495	0.0011%
109	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	237,285,093	1,407,355,489	0	33,249,873	0	1,677,890,455	2.2921%
		66915 New York Life Ins Co	1,136,804,806	58,173,859	66,667,513	0	308,424,329	1,570,070,507	2.1448%
		81353 NYLife Ins Co Of AZ	5,595,251	0	0	0	0	5,595,251	0.0076%
			1,379,685,150	1,465,529,348	66,667,513	33,249,873	308,424,329	3,253,556,213	4.4445%
110	81264	Nippon Life Ins Co Of Amer							
		81264 Nippon Life Ins Co Of Amer	602,805	0	152,907,035	0	0	153,509,840	0.2097%
			602,805	0	152,907,035	0	0	153,509,840	0.2097%
111	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	780,585,391	92,309,119	93,127,559	2,497,862	50,000	968,569,931	1.3231%
		69000 Northwestern Long Term Care Ins Co	0	0	40,374,659	0	0	40,374,659	0.0552%
			780,585,391	92,309,119	133,502,218	2,497,862	50,000	1,008,944,590	1.3783%
112	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	46,097,575	72,692,286	713,017	1,765,192	19,648,125	140,916,195	0.1925%
		89206 Ohio Natl Life Assur Corp	42,484,709	0	1,015,131	0	0	43,499,840	0.0594%
			88,582,284	72,692,286	1,728,148	1,765,192	19,648,125	184,416,035	0.2519%
113	150	OLD REPUBLIC GRP							
		67261 Old Republic Life Ins Co	1,745,308	0	1,189	0	0	1,746,497	0.0024%
			1,745,308	0	1,189	0	0	1,746,497	0.0024%

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114	619	OneAmerica Fin Partners Grp							
		60895 American United Life Ins Co	33,726,328	409,411,149	106,766	569,458	0	443,813,701	0.6063%
		69116 State Life Ins Co	100,082,691	36,470,777	3,204,940	378,173	0	140,136,581	0.1914%
		67911 Pioneer Mut Life Ins Co	4,212,713	25,967	0	0	0	4,238,680	0.0058%
			138,021,732	445,907,893	3,311,706	947,631	0	588,188,962	0.8035%
115	709	PACIFIC LIFE GRP							
		67466 Pacific Life Ins Co	612,186,411	996,208,048	0	13,168,821	0	1,621,563,280	2.2151%
		97268 Pacific Life & Ann Co	162,737	232,722	0	0	0	395,459	0.0005%
			612,349,148	996,440,770	0	13,168,821	0	1,621,958,739	2.2157%
116	525	PAN AMER LIFE GRP							
		66427 Mutual Trust Life Ins Co a Pan Amer	29,649,202	203,380	15,986	393,582	0	30,262,150	0.0413%
		67539 Pan Amer Life Ins Co	437,149	13,480	23,787,466	0	0	24,238,095	0.0331%
		93459 Pan Amer Assur Co	2,282,509	0	0	0	0	2,282,509	0.0031%
			32,368,860	216,860	23,803,452	393,582	0	56,782,754	0.0776%
117	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	131,919,964	16,468,419	533,465	476,059	0	149,397,907	0.2041%
		93262 Penn Ins & Ann Co	52,243,986	4,504,995	0	0	0	56,748,981	0.0775%
		68632 Vantis Life Ins Co	366,566	8,000	0	0	0	374,566	0.0005%
		68446 Longevity Ins Co	14,967	0	11,489	0	0	26,456	0.0000%
			184,545,483	20,981,414	544,954	476,059	0	206,547,910	0.2822%
118	367	PHYSICIANS MUT GRP							
		80578 Physicians Mut Ins Co	0	0	20,970,051	0	0	20,970,051	0.0286%
		72125 Physicians Life Ins Co	13,103,679	250,256	534,718	67,112	0	13,955,765	0.0191%
			13,103,679	250,256	21,504,769	67,112	0	34,925,816	0.0477%

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119	629	PLATEAU GRP 97152 Plateau Ins Co	54,280	0	129,993	0	0	184,273	0.0003%
			54,280	0	129,993	0	0	184,273	0.0003%
120	4750	Primerica Grp 65919 Primerica Life Ins Co 61409 National Benefit Life Ins Co	404,290,275 1,402,967	68,604 0	28,410 71,825	1,045,527 180	0 0	405,432,816 1,474,972	0.5538% 0.0020%
			405,693,242	68,604	100,235	1,045,707	0	406,907,788	0.5559%
121	332	PRINCIPAL FIN GRP 61271 Principal Life Ins Co 71161 Principal Natl Life Ins Co	138,216,218 93,580,726	590,837,458 0	251,281,882 0	850,247,524 0	122,164 0	1,830,705,246 93,580,726	2.5009% 0.1278%
			231,796,944	590,837,458	251,281,882	850,247,524	122,164	1,924,285,972	2.6287%
122	4947	Prosperity Life Ins Grp 60183 S USA Life Ins Co Inc	187,637	0	3,932	0	0	191,569	0.0003%
			187,637	0	3,932	0	0	191,569	0.0003%
123	458	PROTECTIVE LIFE INS GRP 68136 Protective Life Ins Co 70335 West Coast Life Ins Co 66370 Mony Life Ins Co 88536 Protective Life & Annuity Ins Co	177,753,764 78,383,623 9,999,969 142,407	327,087,425 109,743 15,418 20,000	338,569 1,253 1,938,278 0	1,831,958 0 0 0	0 0 0 0	507,011,716 78,494,619 11,953,665 162,407	0.6926% 0.1072% 0.0163% 0.0002%
			266,279,763	327,232,586	2,278,100	1,831,958	0	597,622,407	0.8164%

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124	304	PRUDENTIAL OF AMER GRP							
		68241 Prudential Ins Co Of Amer	377,491,314	665,141,361	122,651,313	34,592,217	2,594,506,632	3,794,382,837	5.1833%
		79227 Pruco Life Ins Co	489,698,298	567,128,390	0	2,700,147	0	1,059,526,835	1.4474%
		93629 Prudential Retirement Ins & Ann Co	0	-9,706	0	229,068,795	643,871	229,702,960	0.3138%
		86630 Prudential Ann Life Assur Corp	172,548	8,189,756	0	2,414,543	0	10,776,847	0.0147%
			867,362,160	1,240,449,801	122,651,313	268,775,702	2,595,150,503	5,094,389,479	6.9592%
125	440	REGAL REINS GRP							
		66265 Monarch Life Ins Co	95,755	0	874,094	0	0	969,849	0.0013%
			95,755	0	874,094	0	0	969,849	0.0013%
126	4815	Resolution Life Grp							
		65595 Lincoln Benefit Life Co	173,046,463	4,741,102	9,422,815	2,878,893	0	190,089,273	0.2597%
			173,046,463	4,741,102	9,422,815	2,878,893	0	190,089,273	0.2597%
127	4639	RGA Inc Grp							
		93572 RGA Reins Co	0	0	7,213,456	0	0	7,213,456	0.0099%
		61182 Aurora Natl Life Assur Co	2,510,765	0	0	-269,077	0	2,241,688	0.0031%
			2,510,765	0	7,213,456	-269,077	0	9,455,144	0.0129%
128	60445	Sagicor Life Ins Co							
		60445 Sagicor Life Ins Co	4,577,829	9,773,090	4,454	2,380,471	0	16,735,844	0.0229%
			4,577,829	9,773,090	4,454	2,380,471	0	16,735,844	0.0229%
129	431	Sammons Enterprises Grp							
		66044 Midland Natl Life Ins Co	160,344,912	402,733,955	2,087	625,000	0	563,705,954	0.7701%
		66974 North Amer Co Life & Hlth Ins	116,164,949	306,958,807	546	393,270	0	423,517,572	0.5785%
		83607 Guggenheim Life & Ann Co	27,207	44,781,702	1,523	1,404,630	0	46,215,062	0.0631%
			276,537,068	754,474,464	4,156	2,422,900	0	1,033,438,588	1.4117%

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130	4553	Savings Bank Life Grp 70435 The Savings Bank Mut Life Ins Co of	17,188,025	0	0	0	0	17,188,025	0.0235%
			17,188,025	0	0	0	0	17,188,025	0.0235%
131	4890	SBL Holdings Grp 68675 Security Benefit Life Ins Co	1,319,159	104,736,153	0	0	0	106,055,312	0.1449%
			1,319,159	104,736,153	0	0	0	106,055,312	0.1449%
132	68772	Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY	3,544,421	2,500	20,819	0	0	3,567,740	0.0049%
			3,544,421	2,500	20,819	0	0	3,567,740	0.0049%
133	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	7,042,011	164,958	1,326	5,662	0	7,213,957	0.0099%
			7,042,011	164,958	1,326	5,662	0	7,213,957	0.0099%
134	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	6,177,270	0	0	6,177,270	0.0084%
			0	0	6,177,270	0	0	6,177,270	0.0084%
135	78662	Senior Life Ins Co 78662 Senior Life Ins Co	2,646,704	0	0	0	0	2,646,704	0.0036%
			2,646,704	0	0	0	0	2,646,704	0.0036%
136	169	SENTRY INS GRP 68810 Sentry Life Ins Co 71099 Parker Centennial Assur Co	2,312,195	62,421,626	101,131	0	0	64,834,952	0.0886%
			0	1,013,982	0	0	0	1,013,982	0.0014%
			2,312,195	63,435,608	101,131	0	0	65,848,934	0.0900%

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137	4827	Southland Natl Holding Grp							
		84786 Colorado Bankers Life Ins Co	11,671,108	9,934,428	2,308,799	450,557	0	24,364,892	0.0333%
		93777 Pavonia Life Ins Co of MI	2,338,693	0	106,320	0	0	2,445,013	0.0033%
			14,009,801	9,934,428	2,415,119	450,557	0	26,809,905	0.0366%
138	176	STATE FARM GRP							
		69108 State Farm Life Ins Co	488,466,082	18,818,100	0	767,267	0	508,051,449	0.6940%
			488,466,082	18,818,100	0	767,267	0	508,051,449	0.6940%
139	4855	Sumitomo Life Ins Grp							
		68608 Symetra Life Ins Co	68,860,673	540,370,157	67,814,988	21,797,580	0	698,843,398	0.9547%
		90581 Symetra Natl Life Ins Co	15,788	0	0	0	0	15,788	0.0000%
			68,876,461	540,370,157	67,814,988	21,797,580	0	698,859,186	0.9547%
140	549	SUN LIFE ASSUR CO OF CN GRP							
		80802 US Br Sun Life Assur Co of Canada	76,250,773	0	126,665,668	0	0	202,916,441	0.2772%
		80926 Sun Life & Hlth Ins Co	7,877,082	0	778,241	0	0	8,655,323	0.0118%
		68047 Professional Ins Co	25,430	0	1,442,669	0	0	1,468,099	0.0020%
			84,153,285	0	128,886,578	0	0	213,039,863	0.2910%
141	69310	Surety Life Ins Co							
		69310 Surety Life Ins Co	11,879,135	98,328	13,828	0	0	11,991,291	0.0164%
			11,879,135	98,328	13,828	0	0	11,991,291	0.0164%
142	181	SWISS RE GRP							
		73504 Lumico Life Ins Co	428,134	0	0	0	0	428,134	0.0006%
		85561 Elips Life Ins Co	19,087	0	4,915	0	0	24,002	0.0000%
			447,221	0	4,915	0	0	452,136	0.0006%

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143	2938	Thrivent Financial For Lutherans Grp 97721 Thrivent Life Ins Co	1,374,176	21,022,973	0	0	0	22,397,149	0.0306%
			1,374,176	21,022,973	0	0	0	22,397,149	0.0306%
144	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	17,148,813	764,777,920	624,942	36,903,158	0	819,454,833	1.1194%
		60142 TIAA Cref Life Ins Co	36,852,039	32,944,383	218,755	407,998,616	0	478,013,793	0.6530%
			54,000,852	797,722,303	843,697	444,901,774	0	1,297,468,626	1.7724%
145	69477	Time Ins Co II							
		69477 Time Ins Co II	858,714	0	8,278,787	0	0	9,137,501	0.0125%
			858,714	0	8,278,787	0	0	9,137,501	0.0125%
146	3098	Tokio Marine Holdings Inc GRP							
		68381 Reliance Standard Life Ins Co	53,366,797	182,074,038	79,759,337	0	0	315,200,172	0.4306%
		92711 HCC Life Ins Co	691,479	3,600	80,702,141	0	0	81,397,220	0.1112%
			54,058,276	182,077,638	160,461,478	0	0	396,597,392	0.5418%
147	290	Torchmark Corp Grp							
		60577 American Income Life Ins Co	113,695,659	0	7,614,689	0	0	121,310,348	0.1657%
		91472 Globe Life & Accident Ins Co	50,385,335	0	2,893,147	0	0	53,278,482	0.0728%
		92916 United Amer Ins Co	603,261	293,170	34,235,041	0	0	35,131,472	0.0480%
		65331 Liberty Natl Life Ins Co	6,321,712	878	220,813	0	0	6,543,403	0.0089%
		77968 Family Heritage Life Ins Co Of Amer	63,498	0	6,371,637	0	0	6,435,135	0.0088%
			171,069,465	294,048	51,335,327	0	0	222,698,840	0.3042%

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148	276	Trustmark Mut Holding Co GRP							
		61425 Trustmark Ins Co	48,241,202	17,970	11,682,698	0	0	59,941,870	0.0819%
		62863 Trustmark Life Ins Co	300,612	0	5,921,677	0	0	6,222,289	0.0085%
			48,541,814	17,970	17,604,375	0	0	66,164,159	0.0904%
149	4877	TWA & AMFI Corp Grp							
		69566 Trans World Assur Co	2,055,100	928,357	0	0	0	2,983,457	0.0041%
		60429 American Fidelity Life Ins Co	522,959	221,250	0	0	0	744,209	0.0010%
			2,578,059	1,149,607	0	0	0	3,727,666	0.0051%
150	11121	Unified Life Ins Co							
		11121 Unified Life Ins Co	599,455	2,593	3,219,694	0	0	3,821,742	0.0052%
			599,455	2,593	3,219,694	0	0	3,821,742	0.0052%
151	781	UNION LABOR GRP							
		69744 Union Labor Life Ins Co	6,323,212	0	11,587,926	0	0	17,911,138	0.0245%
			6,323,212	0	11,587,926	0	0	17,911,138	0.0245%
152	2878	United Heritage Mut Grp							
		63983 United Heritage Life Ins Co	3,264,951	607,943	42,983	628	0	3,916,505	0.0054%
			3,264,951	607,943	42,983	628	0	3,916,505	0.0054%
153	42129	United Security Assur Co Of PA							
		42129 United Security Assur Co Of PA	0	0	18,784	0	0	18,784	0.0000%
			0	0	18,784	0	0	18,784	0.0000%
154	200	UNITED SERV AUTOMOBILE ASSN GRP							
		69663 USAA Life Ins Co	104,353,337	95,753,854	39,702,324	3,562,076	0	243,371,591	0.3325%
			104,353,337	95,753,854	39,702,324	3,562,076	0	243,371,591	0.3325%

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155	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	7,305,205	0	3,401,784,846	0	0	3,409,090,051	4.6570%
		91529 Unimerica Ins Co	9,019,166	0	78,184,414	0	0	87,203,580	0.1191%
		61832 Chesapeake Life Ins Co	4,944,949	119,722	18,288,201	0	0	23,352,872	0.0319%
		70785 Pacificare Life & Hlth Ins Co	0	0	6,000,365	0	0	6,000,365	0.0082%
		62286 Golden Rule Ins Co	1,054,700	148,342	3,096,648	0	0	4,299,690	0.0059%
		66087 Mid West Natl Life Ins Co Of TN	896,213	35,549	1,359,008	0	0	2,290,770	0.0031%
		97179 UnitedHealthcare Life Ins Co	0	0	327,126	0	0	327,126	0.0004%
		69647 Optum Ins of OH Inc	105,660	368	0	0	0	106,028	0.0001%
			23,325,893	303,981	3,509,040,608	0	0	3,532,670,482	4.8258%
156	63819	Unity Financial Life Ins Co							
		63819 Unity Financial Life Ins Co	774,181	0	0	0	0	774,181	0.0011%
			774,181	0	0	0	0	774,181	0.0011%
157	565	UNUM GRP							
		62235 Unum Life Ins Co Of Amer	126,288,904	7,424	330,464,352	0	0	456,760,680	0.6240%
		62049 Colonial Life & Accident Ins Co	35,074,425	21,957	135,837,105	0	0	170,933,487	0.2335%
		68195 Provident Life & Accident Ins Co	19,391,163	0	82,356,191	0	0	101,747,354	0.1390%
		67598 Paul Revere Life Ins Co	591,949	0	16,798,203	285,195	0	17,675,347	0.0241%
		67601 Unum Ins Co	143,215	0	12,672	5,244,628	0	5,400,515	0.0074%
		68985 Starmount Life Ins Co	114,441	0	5,248,319	0	0	5,362,760	0.0073%
			181,604,097	29,381	570,716,842	5,529,823	0	757,880,143	1.0353%
158	70955	USA Life One Ins Co Of IN							
		70955 USA Life One Ins Co Of IN	1,280	0	0	0	0	1,280	0.0000%
			1,280	0	0	0	0	1,280	0.0000%

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159	839	USHealth Grp Inc Grp 98205 Natl Foundation Life Ins Co	9,206	0	1,138,937	0	0	1,148,143	0.0016%
			9,206	0	1,138,937	0	0	1,148,143	0.0016%
160	4832	Voya Financial Grp							
		86509 Voya Retirement Ins & Ann Co	8,632,592	1,178,137,202	0	1,545,030	160,968,902	1,349,283,726	1.8432%
		67105 Reliastar Life Ins Co	182,921,584	34,296,971	220,883,522	99,700	0	438,201,777	0.5986%
		68713 Security Life Of Denver Ins Co	178,503,980	0	0	0	0	178,503,980	0.2438%
		61360 Reliastar Life Ins Co Of NY	2,881,464	2,400	2,608,533	0	0	5,492,397	0.0075%
		66109 Midwestern United Life Ins Co	235,944	60	0	0	0	236,004	0.0003%
			373,175,564	1,212,436,633	223,492,055	1,644,730	160,968,902	1,971,717,884	2.6935%
161	471	Wells Fargo Grp							
		62383 Centurion Life Ins Co	5,552	0	0	0	0	5,552	0.0000%
			5,552	0	0	0	0	5,552	0.0000%
162	836	WEST SOUTHERN GRP							
		92622 Western Southern Life Assur Co	7,309,095	98,376,204	0	8,561,860	0	114,247,159	0.1561%
		70939 Gerber Life Ins Co	36,394,093	0	43,403,666	0	0	79,797,759	0.1090%
		65242 Lafayette Life Ins Co	30,300,396	20,653,211	20,061	384,615	0	51,358,283	0.0702%
		74780 Integrity Life Ins Co	15,229	46,128,316	0	2,655,671	0	48,799,216	0.0667%
		99937 Columbus Life Ins Co	43,483,038	3,199,698	1,150	0	0	46,683,886	0.0638%
		70483 Western & Southern Life Ins Co	10,477,464	0	624,120	0	0	11,101,584	0.0152%
			127,979,315	168,357,429	44,048,997	11,602,146	0	351,987,887	0.4808%

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163	4213	Wilton Re Grp							
		65900 Wilco Life Ins Co	29,049,341	20,348	1,164,446	0	0	30,234,135	0.0413%
		69396 Texas Life Ins Co	24,164,162	0	0	0	0	24,164,162	0.0330%
		62413 Wilcac Life Ins Co	1,078,245	0	2,085	460,528	0	1,540,858	0.0021%
		60704 Wilton Reassur Life Co of NY	485,298	3,050	7,613	0	0	495,961	0.0007%
			54,777,046	23,398	1,174,144	460,528	0	56,435,116	0.0771%
164	98	WR Berkley Corp GRP							
		64890 Berkley Life & Hlth Ins Co	2,982	0	40,854,531	92	0	40,857,605	0.0558%
			2,982	0	40,854,531	92	0	40,857,605	0.0558%
165	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	314,844,048	8,221,076	5,727,901	8,063,866	0	336,856,891	0.4602%
		90557 Zurich Amer Life Ins Co	24,616,390	4,494,802	2,675,602	0	0	31,786,794	0.0434%
		80896 Centre Life Ins Co	0	0	2,304,671	0	0	2,304,671	0.0031%
			339,460,438	12,715,878	10,708,174	8,063,866	0	370,948,356	0.5067%
Total:			17,624,795,944	25,866,860,144	16,710,273,113	2,753,348,978	10,248,041,272	73,203,319,451	100.0000%

2018 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	68241	Prudential Ins Co Of Amer	377,491,314	665,141,361	122,651,313	34,592,217	2,594,506,632	3,794,382,837	5.183348%
2	79413	UnitedHealthcare Ins Co	7,305,205	0	3,401,784,846	0	0	3,409,090,051	4.657016%
3	65978	Metropolitan Life Ins Co	848,372,299	815,760,291	807,581,769	16,825,896	199,236,623	2,687,776,878	3.671660%
4	65935	Massachusetts Mut Life Ins	638,161,480	693,553,858	61,252,257	571,515,140	665,933,760	2,630,416,495	3.593302%
5	65838	John Hancock Life Ins Co	519,476,180	9,491,048	106,370,511	0	1,958,804,765	2,594,142,504	3.543750%
6	60488	American Gen Life Ins Co	538,985,785	1,679,841,556	7,777,170	45,566,601	0	2,272,171,112	3.103918%
7	65676	Lincoln Natl Life Ins Co	752,164,062	1,345,002,043	107,950,396	0	0	2,205,116,501	3.012318%
8	60054	Aetna Life Ins Co	69,915,317	6,134,365	1,881,827,102	7,337,141	0	1,965,213,925	2.684597%
9	62825	Anthem Blue Cross Life &	54,359,043	0	1,822,870,999	0	0	1,877,230,042	2.564406%
10	61271	Principal Life Ins Co	138,216,218	590,837,458	251,281,882	850,247,524	122,164	1,830,705,246	2.500850%
11	86231	Transamerica Life Ins Co	467,791,580	252,559,442	102,808,722	295,979	981,775,367	1,805,231,090	2.466051%
12	90611	Allianz Life Ins Co Of N	216,475,024	1,555,866,402	9,353,615	0	0	1,781,695,041	2.433899%
13	65056	Jackson Natl Life Ins Co	87,571,074	1,657,104,343	3,959,356	621,302	0	1,749,256,075	2.389586%
14	91596	New York Life Ins & Ann	237,285,093	1,407,355,489	0	33,249,873	0	1,677,890,455	2.292096%
15	67466	Pacific Life Ins Co	612,186,411	996,208,048	0	13,168,821	0	1,621,563,280	2.215150%
16	66915	New York Life Ins Co	1,136,804,806	58,173,859	66,667,513	0	308,424,329	1,570,070,507	2.144808%
17	67369	Cigna Hlth & Life Ins Co	26,520	0	1,482,502,081	(6,281)	0	1,482,522,320	2.025212%
18	86509	Voya Retirement Ins & Ann	8,632,592	1,178,137,202	0	1,545,030	160,968,902	1,349,283,726	1.843200%
19	61689	Athene Ann & Life Co	10,723,591	1,227,728,366	79,755	1,012,922	0	1,239,544,634	1.693290%
20	62944	AXA Equitable Life Ins Co	213,802,619	961,557,466	4,049,476	0	36,522,613	1,215,932,174	1.661034%
21	70688	Transamerica Financial Life	1,039,894	801,714	919,431	0	1,141,676,768	1,144,437,807	1.563369%
22	79227	Pruco Life Ins Co	489,698,298	567,128,390	0	2,700,147	0	1,059,526,835	1.447375%
23	66869	Nationwide Life Ins Co	110,090,161	49,343,090	9,932,888	0	827,447,003	996,813,142	1.361705%
24	67091	Northwestern Mut Life Ins	780,585,391	92,309,119	93,127,559	2,497,862	50,000	968,569,931	1.323123%
25	66141	Health Net Life Ins Co	1,130,390	0	935,974,197	0	0	937,104,587	1.280139%
26	69345	Teachers Ins & Ann Assoc	17,148,813	764,777,920	624,942	36,903,158	0	819,454,833	1.119423%
27	87726	BrightHouse Life Ins Co	257,201,528	519,665,472	12,104,523	624,442	30,790	789,626,755	1.078676%
28	92657	Nationwide Life & Ann Ins	266,315,654	351,633	0	0	485,423,395	752,090,682	1.027400%
29	66281	Transamerica Premier Life	575,715,548	98,528,709	68,759,998	16,461	192,007	743,212,723	1.015272%
30	91642	Forethought Life Ins Co	37,386,139	682,940,112	1,940,692	4,800,689	0	727,067,632	0.993217%

2018 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	65528	Life Ins Co Of The	356,933,124	364,716,132	650	473,759	0	722,123,665	0.986463%
32	64246	Guardian Life Ins Co Of	252,784,267	1,021,234	462,174,856	0	0	715,980,357	0.978071%
33	68608	Symetra Life Ins Co	68,860,673	540,370,157	67,814,988	21,797,580	0	698,843,398	0.954661%
34	66168	Minnesota Life Ins Co	301,570,029	89,537,958	23,910,905	89,107,643	189,310,109	693,436,644	0.947275%
35	69019	Standard Ins Co	103,725,696	54,012,515	248,379,770	310,592	226,174,899	632,603,472	0.864173%
36	68322	Great W Life & Ann Ins Co	29,410,288	533,945,962	4,589,989	549,511	0	568,495,750	0.776598%
37	66044	Midland Natl Life Ins Co	160,344,912	402,733,955	2,087	625,000	0	563,705,954	0.770055%
38	63274	Fidelity & Guar Life Ins Co	101,989,467	446,264,367	0	210,446	0	548,464,280	0.749234%
39	65005	RiverSource Life Ins Co	119,127,179	366,641,892	29,979,538	1,246,864	0	516,995,473	0.706246%
40	69108	State Farm Life Ins Co	488,466,082	18,818,100	0	767,267	0	508,051,449	0.694028%
41	68136	Protective Life Ins Co	177,753,764	327,087,425	338,569	1,831,958	0	507,011,716	0.692608%
42	63312	Great Amer Life Ins Co	7,160,520	495,161,690	8,926	97,025	0	502,428,161	0.686346%
43	65498	Life Ins Co Of N Amer	229,210,197	0	257,997,963	0	0	487,208,160	0.665555%
44	60142	TIAA Cref Life Ins Co	36,852,039	32,944,383	218,755	407,998,616	0	478,013,793	0.652995%
45	62235	Unum Life Ins Co Of Amer	126,288,904	7,424	330,464,352	0	0	456,760,680	0.623962%
46	60895	American United Life Ins Co	33,726,328	409,411,149	106,766	569,458	0	443,813,701	0.606275%
47	67105	Reliastar Life Ins Co	182,921,584	34,296,971	220,883,522	99,700	0	438,201,777	0.598609%
48	69868	United Of Omaha Life Ins	193,325,774	140,939,744	64,897,103	35,846,685	362,792	435,372,098	0.594744%
49	70238	Variable Ann Life Ins Co	0	376,787,758	0	51,139,072	0	427,926,830	0.584573%
50	66974	North Amer Co Life & Hlth	116,164,949	306,958,807	546	393,270	0	423,517,572	0.578550%
51	60380	American Family Life Assur	26,876,265	0	384,017,712	0	0	410,893,977	0.561305%
52	65919	Primerica Life Ins Co	404,290,275	68,604	28,410	1,045,527	0	405,432,816	0.553845%
53	61301	Ameritas Life Ins Corp	106,907,797	182,311,352	100,331,416	7,153,423	0	396,703,988	0.541921%
54	88072	Talcott Resolution Life Ins	6,930,880	17,471,061	2,701,248	202,315,068	143,793,264	373,211,521	0.509829%
55	63177	Farmers New World Life Ins	314,844,048	8,221,076	5,727,901	8,063,866	0	336,856,891	0.460166%
56	71854	AAA Life Ins Co	247,225,517	70,383,328	14,725,879	0	0	332,334,724	0.453989%
57	65315	Liberty Life Assur Co Of	107,449,970	3,433,865	212,777,067	0	0	323,660,902	0.442140%
58	70025	Genworth Life Ins Co	33,678,988	342,751	288,000,697	0	0	322,022,436	0.439901%
59	68381	Reliance Standard Life Ins	53,366,797	182,074,038	79,759,337	0	0	315,200,172	0.430582%
60	60410	American Fidelity Assur Co	40,326,729	107,225,439	164,109,261	0	0	311,661,429	0.425748%

2018 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	70815	Hartford Life & Accident Ins	114,594,163	0	153,509,032	0	0	268,103,195	0.366245%
62	88668	Mutual Of Amer Life Ins Co	411,186	1,060,130	93,599	67,910	254,487,575	256,120,400	0.349875%
63	61557	Blue Shield of CA Life & Hlth	10,019,323	0	238,673,332	0	0	248,692,655	0.339729%
64	69663	USAA Life Ins Co	104,353,337	95,753,854	39,702,324	3,562,076	0	243,371,591	0.332460%
65	60739	American Natl Ins Co	75,671,472	150,162,653	704,009	14,906,433	0	241,444,567	0.329827%
66	93629	Prudential Retirement Ins &	0	(9,706)	0	229,068,795	643,871	229,702,960	0.313788%
67	80802	US Br Sun Life Assur Co of	76,250,773	0	126,665,668	0	0	202,916,441	0.277196%
68	92738	American Equity Invest Life	23,705	200,035,084	0	575,139	0	200,633,928	0.274078%
69	65595	Lincoln Benefit Life Co	173,046,463	4,741,102	9,422,815	2,878,893	0	190,089,273	0.259673%
70	93696	Fidelity Investments Life Ins	2,078,050	185,597,133	0	0	0	187,675,183	0.256375%
71	68713	Security Life Of Denver Ins	178,503,980	0	0	0	0	178,503,980	0.243847%
72	79065	Delaware Life Ins Co	2,449,206	173,299,712	0	0	0	175,748,918	0.240083%
73	62049	Colonial Life & Accident Ins	35,074,425	21,957	135,837,105	0	0	170,933,487	0.233505%
74	81264	Nippon Life Ins Co Of Amer	602,805	0	152,907,035	0	0	153,509,840	0.209703%
75	67644	Penn Mut Life Ins Co	131,919,964	16,468,419	533,465	476,059	0	149,397,907	0.204086%
76	65536	Genworth Life & Ann Ins Co	137,386,294	3,233,053	1,517,748	0	0	142,137,095	0.194168%
77	67172	Ohio Natl Life Ins Co	46,097,575	72,692,286	713,017	1,765,192	19,648,125	140,916,195	0.192500%
78	69116	State Life Ins Co	100,082,691	36,470,777	3,204,940	378,173	0	140,136,581	0.191435%
79	94250	Banner Life Ins Co	119,178,466	19,342,248	141,623	0	0	138,662,337	0.189421%
80	66583	National Guardian Life Ins	70,821,631	4,992,850	47,865,421	5,778,504	0	129,458,406	0.176848%
81	67989	American Memorial Life Ins	128,628,990	448,288	7	0	0	129,077,285	0.176327%
82	71153	Talcott Resolution Life &	102,625,924	15,784,850	11,449	0	5,004,963	123,427,186	0.168609%
83	62626	CMFG Life Ins Co	31,029,237	6,476,088	36,616,958	766,062	46,968,159	121,856,504	0.166463%
84	60577	American Income Life Ins	113,695,659	0	7,614,689	0	0	121,310,348	0.165717%
85	93742	Securian Life Ins Co	104,006,675	6,079,318	5,002,890	905,220	0	115,994,103	0.158455%
86	61263	Bankers Life & Cas Co	32,086,434	40,377,031	41,871,512	0	0	114,334,977	0.156188%
87	92622	Western Southern Life	7,309,095	98,376,204	0	8,561,860	0	114,247,159	0.156068%
88	64017	Jefferson Natl Life Ins Co	1,191,783	110,473,878	13,877	1,891,749	0	113,571,287	0.155145%
89	62510	Equitrust Life Ins Co	1,785,580	106,381,162	0	2,315,870	0	110,482,612	0.150926%
90	62200	Accordia Life & Ann Co	106,826,518	0	0	0	0	106,826,518	0.145931%

2018 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	68675	Security Benefit Life Ins Co	1,319,159	104,736,153	0	0	0	106,055,312	0.144878%
92	68195	Provident Life & Accident Ins	19,391,163	0	82,356,191	0	0	101,747,354	0.138993%
93	78077	Mony Life Ins Co Of Amer	94,352,452	933,707	3,076,152	0	0	98,362,311	0.134369%
94	93432	CM Life Ins Co	25,812,650	71,827,786	0	0	0	97,640,436	0.133383%
95	71161	Principal Natl Life Ins Co	93,580,726	0	0	0	0	93,580,726	0.127837%
96	78778	Guardian Ins & Ann Co Inc	2,435,002	89,412,621	0	161,015	512,490	92,521,128	0.126389%
97	65927	Lincoln Heritage Life Ins Co	91,523,213	2,721	268,998	0	0	91,794,932	0.125397%
98	91529	Unimerica Ins Co	9,019,166	0	78,184,414	0	0	87,203,580	0.119125%
99	93548	PHL Variable Ins Co	40,882,262	43,219,345	0	0	0	84,101,607	0.114888%
100	61999	Americo Fin Life & Ann Ins	16,552,582	66,034,597	62,135	281,827	0	82,931,141	0.113289%
101	71412	Mutual Of Omaha Ins Co	0	0	82,480,994	0	0	82,480,994	0.112674%
102	80942	Voya Ins & Ann Co	1,930,679	79,976,697	243	0	0	81,907,619	0.111891%
103	92711	HCC Life Ins Co	691,479	3,600	80,702,141	0	0	81,397,220	0.111193%
104	70939	Gerber Life Ins Co	36,394,093	0	43,403,666	0	0	79,797,759	0.109008%
105	68802	Sentinel Security Life Ins Co	2,297,024	76,795,023	181,867	9,603	0	79,283,517	0.108306%
106	70335	West Coast Life Ins Co	78,383,623	109,743	1,253	0	0	78,494,619	0.107228%
107	70408	Union Security Ins Co	17,907,730	574,018	59,045,376	0	0	77,527,124	0.105907%
108	60232	Lombard Intl Life Assur Co	676	75,920,181	0	0	0	75,920,857	0.103712%
109	68810	Sentry Life Ins Co	2,312,195	62,421,626	101,131	0	0	64,834,952	0.088568%
110	97136	Metropolitan Tower Life Ins	62,007,715	138,593	864,361	1,162,048	0	64,172,717	0.087664%
111	71870	Fidelity Security Life Ins Co	2,465,937	438,360	60,694,872	0	18,254	63,617,423	0.086905%
112	61425	Trustmark Ins Co	48,241,202	17,970	11,682,698	0	0	59,941,870	0.081884%
113	60186	Allstate Life Ins Co	50,671,855	5,385,985	2,373,840	0	0	58,431,680	0.079821%
114	62146	Combined Ins Co Of Amer	4,708,095	0	53,227,295	0	0	57,935,390	0.079143%
115	93262	Penn Ins & Ann Co	52,243,986	4,504,995	0	0	0	56,748,981	0.077522%
116	60534	American Heritage Life Ins	5,767,142	6,830	49,633,469	0	0	55,407,441	0.075690%
117	91472	Globe Life & Accident Ins Co	50,385,335	0	2,893,147	0	0	53,278,482	0.072782%
118	65242	Lafayette Life Ins Co	30,300,396	20,653,211	20,061	384,615	0	51,358,283	0.070158%
119	71714	Berkshire Life Ins Co of	557,656	0	48,862,446	0	0	49,420,102	0.067511%
120	74780	Integrity Life Ins Co	15,229	46,128,316	0	2,655,671	0	48,799,216	0.066663%

2018 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	62065	Colonial Penn Life Ins Co	22,108,901	0	26,106,658	0	0	48,215,559	0.065865%
122	76112	Oxford Life Ins Co	3,123,998	43,432,324	451,986	0	0	47,008,308	0.064216%
123	99937	Columbus Life Ins Co	43,483,038	3,199,698	1,150	0	0	46,683,886	0.063773%
124	83607	Guggenheim Life & Ann Co	27,207	44,781,702	1,523	1,404,630	0	46,215,062	0.063132%
125	66850	National Western Life Ins Co	16,544,081	28,813,820	0	60,428	0	45,418,329	0.062044%
126	89206	Ohio Natl Life Assur Corp	42,484,709	0	1,015,131	0	0	43,499,840	0.059423%
127	71730	Continental Amer Ins Co	569,303	0	42,599,207	0	0	43,168,510	0.058971%
128	64890	Berkley Life & Hlth Ins Co	2,982	0	40,854,531	92	0	40,857,605	0.055814%
129	69000	Northwestern Long Term	0	0	40,374,659	0	0	40,374,659	0.055154%
130	87963	National Teachers Assoc	302,304	0	36,592,939	0	0	36,895,243	0.050401%
131	86126	Members Life Ins Co	96,324	36,541,894	0	0	0	36,638,218	0.050050%
132	65722	Loyal Amer Life Ins Co	123,205	895	35,621,148	1,802	0	35,747,050	0.048833%
133	64505	Homesteaders Life Co	35,123,963	341,089	0	0	0	35,465,052	0.048447%
134	92916	United Amer Ins Co	603,261	293,170	34,235,041	0	0	35,131,472	0.047992%
135	66680	National Life Ins Co	32,088,522	203,912	1,750,960	300,000	0	34,343,394	0.046915%
136	62308	Connecticut Gen Life Ins Co	26,718,779	6,000	5,551,888	203,699	0	32,480,366	0.044370%
137	70866	Allstate Assur Co	31,934,848	5,500	0	0	0	31,940,348	0.043632%
138	90557	Zurich Amer Life Ins Co	24,616,390	4,494,802	2,675,602	0	0	31,786,794	0.043423%
139	93661	Annuity Investors Life Ins Co	0	31,008,905	0	0	0	31,008,905	0.042360%
140	66427	Mutual Trust Life Ins Co a	29,649,202	203,380	15,986	393,582	0	30,262,150	0.041340%
141	65900	Wilco Life Ins Co	29,049,341	20,348	1,164,446	0	0	30,234,135	0.041302%
142	64513	Horace Mann Life Ins Co	5,385,866	23,311,788	10,251	71,078	0	28,778,983	0.039314%
143	93440	HM Life Ins Co	3,854	0	28,376,136	0	0	28,379,990	0.038769%
144	71480	Great Western Ins Co	26,372,713	853,914	0	0	0	27,226,627	0.037193%
145	90328	First Hlth Life & Hlth Ins Co	2,583	0	26,697,599	0	0	26,700,182	0.036474%
146	70319	Washington Natl Ins Co	6,037,176	820,691	18,122,777	0	0	24,980,644	0.034125%
147	84786	Colorado Bankers Life Ins	11,671,108	9,934,428	2,308,799	450,557	0	24,364,892	0.033284%
148	67539	Pan Amer Life Ins Co	437,149	13,480	23,787,466	0	0	24,238,095	0.033111%
149	69396	Texas Life Ins Co	24,164,162	0	0	0	0	24,164,162	0.033010%
150	92444	Companion Life Ins Co of	669	0	23,760,733	0	0	23,761,402	0.032459%

2018 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	61832	Chesapeake Life Ins Co	4,944,949	119,722	18,288,201	0	0	23,352,872	0.031901%
152	68543	Liberty Bankers Life Ins Co	966,113	21,790,059	1,376	212,071	0	22,969,619	0.031378%
153	97721	Thrivent Life Ins Co	1,374,176	21,022,973	0	0	0	22,397,149	0.030596%
154	71439	Assurity Life Ins Co	14,745,884	869,326	6,194,083	0	0	21,809,293	0.029793%
155	13183	Eagle Life Ins Co	0	21,023,102	0	0	0	21,023,102	0.028719%
156	80578	Physicians Mut Ins Co	0	0	20,970,051	0	0	20,970,051	0.028646%
157	61069	Anthem Life Ins Co	4,635,541	0	15,612,846	0	0	20,248,387	0.027660%
158	80985	4 Ever Life Ins Co	464,828	0	19,581,095	(23,017)	0	20,022,906	0.027352%
159	68500	Continental Life Ins Co	5,286	0	19,016,669	0	0	19,021,955	0.025985%
160	63495	Foresters Life Ins Ann Co	7,922,249	10,472,980	249	50,000	0	18,445,478	0.025198%
161	69930	United Ins Co Of Amer	17,704,798	0	573,640	0	0	18,278,438	0.024969%
162	65129	Kansas City Life Ins Co	14,255,775	2,538,919	1,324,151	99,640	0	18,218,485	0.024888%
163	67652	First Penn Pacific Life Ins	18,031,709	16,680	5,549	0	0	18,053,938	0.024663%
164	69744	Union Labor Life Ins Co	6,323,212	0	11,587,926	0	0	17,911,138	0.024468%
165	67598	Paul Revere Life Ins Co	591,949	0	16,798,203	285,195	0	17,675,347	0.024146%
166	70435	The Savings Bank Mut Life	17,188,025	0	0	0	0	17,188,025	0.023480%
167	67814	Nassau Life Ins Co	16,371,245	419,394	114,584	0	0	16,905,223	0.023094%
168	60445	Sagicor Life Ins Co	4,577,829	9,773,090	4,454	2,380,471	0	16,735,844	0.022862%
169	64343	Pacific Guardian Life Ins Co	14,148,271	167	810	1,619,701	0	15,768,949	0.021541%
170	81779	Individual Assur Co Life Hlth	0	0	15,106,431	0	0	15,106,431	0.020636%
171	82538	National Hlth Ins Co	0	0	14,441,757	0	0	14,441,757	0.019728%
172	72850	United World Life Ins Co	95,561	0	13,870,678	0	0	13,966,239	0.019079%
173	72125	Physicians Life Ins Co	13,103,679	250,256	534,718	67,112	0	13,955,765	0.019064%
174	63258	Federated Life Ins Co	10,741,224	443,650	1,977,215	0	0	13,162,089	0.017980%
175	63290	Fidelity Life Assn A Legal	12,899,403	0	24,599	0	0	12,924,002	0.017655%
176	91626	New England Life Ins Co	11,020,099	1,149,264	38,659	0	0	12,208,022	0.016677%
177	69310	Surety Life Ins Co	11,879,135	98,328	13,828	0	0	11,991,291	0.016381%
178	66370	Mony Life Ins Co	9,999,969	15,418	1,938,278	0	0	11,953,665	0.016329%
179	70483	Western & Southern Life Ins	10,477,464	0	624,120	0	0	11,101,584	0.015165%
180	91693	IA Amer Life Ins Co	10,710,445	168,167	8,060	0	0	10,886,672	0.014872%

2018 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	86630	Prudential Ann Life Assur	172,548	8,189,756	0	2,414,543	0	10,776,847	0.014722%
182	68594	American Amicable Life Ins	10,108,796	457,221	0	0	0	10,566,017	0.014434%
183	77879	5 Star Life Ins Co	9,789,920	0	7,075	0	0	9,796,995	0.013383%
184	80314	Unicare Life & Hlth Ins Co	5,866,851	0	3,775,399	0	0	9,642,250	0.013172%
185	71773	American Natl Life Ins Co Of	143,418	0	9,439,581	11,586	0	9,594,585	0.013107%
186	76236	The Cincinnati Life Ins Co	8,620,515	817,310	11,760	0	0	9,449,585	0.012909%
187	71390	Puritan Life Ins Co of Amer	718,388	8,551,451	44,067	0	0	9,313,906	0.012723%
188	61212	Baltimore Life Ins Co	5,633,809	0	6,294	3,641,581	0	9,281,684	0.012679%
189	69477	Time Ins Co II	858,714	0	8,278,787	0	0	9,137,501	0.012482%
190	60518	American Hlth & Life Ins Co	5,682,921	0	3,229,897	26,436	0	8,939,254	0.012212%
191	84824	Commonwealth Ann & Life	2,790,126	5,926,397	5,274	52,329	0	8,774,126	0.011986%
192	80926	Sun Life & Hlth Ins Co	7,877,082	0	778,241	0	0	8,655,323	0.011824%
193	84530	US Financial Life Ins Co	8,411,631	0	0	0	0	8,411,631	0.011491%
194	86355	Standard Life & Accident Ins	960,196	6,028	7,250,200	0	0	8,216,424	0.011224%
195	71404	Continental Gen Ins Co	700,747	609,052	6,030,067	0	0	7,339,866	0.010027%
196	69485	Security Natl Life Ins Co	7,042,011	164,958	1,326	5,662	0	7,213,957	0.009855%
197	93572	RGA Reins Co	0	0	7,213,456	0	0	7,213,456	0.009854%
198	77720	LifeSecure Ins Co	377,354	62,796	6,548,944	0	0	6,989,094	0.009548%
199	69078	Standard Security Life Ins	7,153	0	6,906,633	0	0	6,913,786	0.009445%
200	14406	Industrial Alliance Ins & Fin	4,057,436	2,709,733	0	0	0	6,767,169	0.009244%
201	62057	Lincoln Life & Ann Co of NY	1,415,862	5,041,362	304,932	0	0	6,762,156	0.009237%
202	69515	Medamerica Ins Co	0	0	6,671,368	0	0	6,671,368	0.009113%
203	65331	Liberty Natl Life Ins Co	6,321,712	878	220,813	0	0	6,543,403	0.008939%
204	64238	Guaranty Income Life Ins Co	6,977	6,251,663	188,005	0	0	6,446,645	0.008806%
205	77968	Family Heritage Life Ins Co	63,498	0	6,371,637	0	0	6,435,135	0.008791%
206	60216	Amalgamated Life Ins Co	240,503	0	6,088,082	0	0	6,328,585	0.008645%
207	62863	Trustmark Life Ins Co	300,612	0	5,921,677	0	0	6,222,289	0.008500%
208	76325	Senior Hlth Ins Co of PA	0	0	6,177,270	0	0	6,177,270	0.008439%
209	61395	Beneficial Life Ins Co	5,823,914	284,295	222	763	0	6,109,194	0.008346%
210	70785	Pacificare Life & Hlth Ins Co	0	0	6,000,365	0	0	6,000,365	0.008197%

2018 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	80659	US Business of Canada Life	5,706,938	0	249,393	0	0	5,956,331	0.008137%
212	72222	Amica Life Ins Co	5,741,527	119,427	0	0	0	5,860,954	0.008006%
213	81353	NYLife Ins Co Of AZ	5,595,251	0	0	0	0	5,595,251	0.007643%
214	61360	Reliastar Life Ins Co Of NY	2,881,464	2,400	2,608,533	0	0	5,492,397	0.007503%
215	67601	Unum Ins Co	143,215	0	12,672	5,244,628	0	5,400,515	0.007377%
216	68985	Starmount Life Ins Co	114,441	0	5,248,319	0	0	5,362,760	0.007326%
217	76023	Columbian Life Ins Co	5,240,783	23,342	0	0	0	5,264,125	0.007191%
218	65870	Manhattan Life Ins Co	1,159,224	3,987,438	116,975	0	0	5,263,637	0.007190%
219	64211	Guarantee Trust Life Ins Co	2,220,391	8,253	2,958,801	53	0	5,187,498	0.007086%
220	61492	Athene Annuity & Life Assur	4,057,361	10,767	1,119,257	0	0	5,187,385	0.007086%
221	67199	Old Amer Ins Co	4,622,445	0	48,488	0	0	4,670,933	0.006381%
222	84174	ELCO Mut Life & Ann	14,972	4,534,329	0	109,800	0	4,659,101	0.006365%
223	61883	ManhattanLife Assur Co of	57,924	0	4,475,961	0	0	4,533,885	0.006194%
224	67148	Occidental Life Ins Co Of	3,472,235	998,592	0	0	0	4,470,827	0.006107%
225	71129	Dearborn Life Ins Co	1,751,718	0	2,539,492	110,378	0	4,401,588	0.006013%
226	62286	Golden Rule Ins Co	1,054,700	148,342	3,096,648	0	0	4,299,690	0.005874%
227	67911	Pioneer Mut Life Ins Co	4,212,713	25,967	0	0	0	4,238,680	0.005790%
228	69272	Sunset Life Ins Co Of Amer	3,748,907	487,225	0	462	0	4,236,594	0.005787%
229	89184	Sterling Investors Life Ins Co	225,791	3,858,626	57,480	0	0	4,141,897	0.005658%
230	70416	MML Bay State Life Ins Co	4,046,954	0	0	0	0	4,046,954	0.005528%
231	69892	United Farm Family Life Ins	3,981,054	525	0	0	0	3,981,579	0.005439%
232	61875	Church Life Ins Corp	1,781,557	2,074,614	0	63,139	0	3,919,310	0.005354%
233	63983	United Heritage Life Ins Co	3,264,951	607,943	42,983	628	0	3,916,505	0.005350%
234	90212	Great Southern Life Ins Co	3,359,280	371,468	138,559	37,729	0	3,907,036	0.005337%
235	11121	Unified Life Ins Co	599,455	2,593	3,219,694	0	0	3,821,742	0.005221%
236	61476	Boston Mut Life Ins Co	2,610,360	0	1,118,454	0	0	3,728,814	0.005094%
237	63967	Government Personnel Mut	3,548,012	8,666	50,968	0	0	3,607,646	0.004928%
238	68772	Security Mut Life Ins Co Of	3,544,421	2,500	20,819	0	0	3,567,740	0.004874%
239	62596	Union Fidelity Life Ins Co	963,143	0	2,069,344	35,656	0	3,068,143	0.004191%
240	69566	Trans World Assur Co	2,055,100	928,357	0	0	0	2,983,457	0.004076%

2018 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	63053	Family Life Ins Co	2,163,160	1,476	773,203	0	0	2,937,839	0.004013%
242	65781	Madison Natl Life Ins Co Inc	541,669	715,322	1,437,497	0	0	2,694,488	0.003681%
243	78662	Senior Life Ins Co	2,646,704	0	0	0	0	2,646,704	0.003616%
244	93610	John Hancock Life & Hlth	113,875	0	2,407,194	0	0	2,521,069	0.003444%
245	93777	Pavonia Life Ins Co of MI	2,338,693	0	106,320	0	0	2,445,013	0.003340%
246	62359	Constitution Life Ins Co	245,931	200	2,173,430	0	0	2,419,561	0.003305%
247	67180	Ohio State Life Ins Co	2,405,107	847	0	400	0	2,406,354	0.003287%
248	80896	Centre Life Ins Co	0	0	2,304,671	0	0	2,304,671	0.003148%
249	66087	Mid West Natl Life Ins Co Of	896,213	35,549	1,359,008	0	0	2,290,770	0.003129%
250	93459	Pan Amer Assur Co	2,282,509	0	0	0	0	2,282,509	0.003118%
251	61182	Aurora Natl Life Assur Co	2,510,765	0	0	(269,077)	0	2,241,688	0.003062%
252	63223	Federal Life Ins Co	1,978,014	61,900	16,440	0	0	2,056,354	0.002809%
253	84522	Auto Club Life Ins Co	1,746,009	280,708	7,344	0	0	2,034,061	0.002779%
254	67083	Manhattan Natl Life Ins Co	2,003,433	2,151	0	0	0	2,005,584	0.002740%
255	60399	American Family Life Ins Co	1,745,443	4,750	0	0	0	1,750,193	0.002391%
256	67261	Old Republic Life Ins Co	1,745,308	0	1,189	0	0	1,746,497	0.002386%
257	64580	Illinois Mut Life Ins Co	1,501,181	5,000	154,488	0	0	1,660,669	0.002269%
258	67059	GPM Hlth & Life Ins Co	1,468,165	102,141	14,977	0	0	1,585,283	0.002166%
259	62413	Wilcac Life Ins Co	1,078,245	0	2,085	460,528	0	1,540,858	0.002105%
260	67873	Pioneer Amer Ins Co	1,506,624	2,199	0	0	0	1,508,823	0.002061%
261	62928	EMC Natl Life Co	878,707	519,153	1,442	99,066	0	1,498,368	0.002047%
262	61409	National Benefit Life Ins Co	1,402,967	0	71,825	180	0	1,474,972	0.002015%
263	68047	Professional Ins Co	25,430	0	1,442,669	0	0	1,468,099	0.002006%
264	62880	AXA Equitable Life & Ann	1,445,669	0	0	0	0	1,445,669	0.001975%
265	63657	Garden State Life Ins Co	1,434,019	0	1,053	0	0	1,435,072	0.001960%
266	80705	US Br Great West Life	1,036,094	0	365,213	0	0	1,401,307	0.001914%
267	69922	United Home Life Ins Co	1,295,325	0	7,797	0	0	1,303,122	0.001780%
268	63487	Investors Life Ins Co N	1,209,701	9,500	0	0	0	1,219,201	0.001665%
269	98205	Natl Foundation Life Ins Co	9,206	0	1,138,937	0	0	1,148,143	0.001568%
270	79022	Transamerica Advisors Life	946,612	180,992	0	0	0	1,127,604	0.001540%

2018 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	65080	John Alden Life Ins Co	718,870	0	352,085	0	0	1,070,955	0.001463%
272	99775	Funeral Directors Life Ins Co	905,555	153,980	0	0	0	1,059,535	0.001447%
273	68039	Athene Ann & Life Assur Co	514,701	501,876	0	0	0	1,016,577	0.001389%
274	71099	Parker Centennial Assur Co	0	1,013,982	0	0	0	1,013,982	0.001385%
275	60275	American Bankers Life	588,880	1,197	395,306	0	0	985,383	0.001346%
276	66265	Monarch Life Ins Co	95,755	0	874,094	0	0	969,849	0.001325%
277	60801	American Public Life Ins Co	18,359	0	919,304	0	0	937,663	0.001281%
278	71471	Ability Ins Co	9,586	0	797,013	0	0	806,599	0.001102%
279	63819	Unity Financial Life Ins Co	774,181	0	0	0	0	774,181	0.001058%
280	69140	First Allmerica Fin Life Ins	730,976	14,437	593	0	0	746,006	0.001019%
281	60429	American Fidelity Life Ins Co	522,959	221,250	0	0	0	744,209	0.001017%
282	67784	Philadelphia Amer Life Ins	0	0	742,127	0	0	742,127	0.001014%
283	70874	Allstate Life Ins Co Of NY	611,650	300	105,832	0	0	717,782	0.000981%
284	60836	American Republic Ins Co	182,409	0	491,579	0	0	673,988	0.000921%
285	77399	Sterling Life Ins Co	3,225	0	582,070	0	0	585,295	0.000800%
286	31119	Medico Ins Co	17,034	0	546,904	0	0	563,938	0.000770%
287	88366	American Retirement Life	0	0	535,603	0	0	535,603	0.000732%
288	60704	Wilton Reassur Life Co of	485,298	3,050	7,613	0	0	495,961	0.000678%
289	66540	National Farmers Union Life	456,252	37	0	0	0	456,289	0.000623%
290	73504	Lumico Life Ins Co	428,134	0	0	0	0	428,134	0.000585%
291	97268	Pacific Life & Ann Co	162,737	232,722	0	0	0	395,459	0.000540%
292	87645	United Fidelity Life Ins Co	369,555	9,169	0	5,777	0	384,501	0.000525%
293	68632	Vantis Life Ins Co	366,566	8,000	0	0	0	374,566	0.000512%
294	62634	Delaware Amer Life Ins Co	96,593	0	260,847	0	0	357,440	0.000488%
295	97179	UnitedHealthcare Life Ins Co	0	0	327,126	0	0	327,126	0.000447%
296	67946	Pioneer Security Life Ins Co	305,643	540	0	0	0	306,183	0.000418%
297	61751	Central States H & L Co Of	183,548	0	86,429	0	0	269,977	0.000369%
298	62103	Columbian Mut Life Ins Co	221,367	5,487	24,819	0	0	251,673	0.000344%
299	60003	Park Avenue Life Ins Co	241,750	0	0	0	0	241,750	0.000330%
300	66109	Midwestern United Life Ins	235,944	60	0	0	0	236,004	0.000322%

2018 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	99724	LifeShield Natl Ins Co	42,715	0	185,317	0	0	228,032	0.000312%
302	67393	Ozark Natl Life Ins Co	193,195	582	678	0	0	194,455	0.000266%
303	78700	Aetna Hlth & Life Ins Co	0	0	193,813	0	0	193,813	0.000265%
304	60183	S USA Life Ins Co Inc	187,637	0	3,932	0	0	191,569	0.000262%
305	97152	Plateau Ins Co	54,280	0	129,993	0	0	184,273	0.000252%
306	88536	Protective Life & Annuity Ins	142,407	20,000	0	0	0	162,407	0.000222%
307	97764	Idealife Ins Co	137,116	1,122	15,898	0	0	154,136	0.000211%
308	68462	Reserve Natl Ins Co	12,747	0	107,940	0	0	120,687	0.000165%
309	69647	Optum Ins of OH Inc	105,660	368	0	0	0	106,028	0.000145%
310	65951	Merit Life Ins Co	(349,274)	0	439,005	0	0	89,731	0.000123%
311	64904	Investors Heritage Life Ins	66,369	1,760	0	0	0	68,129	0.000093%
312	68284	Pyramid Life Ins Co	15,280	0	42,131	0	0	57,411	0.000078%
313	90247	Rx Life Ins Co	42,733	3,000	0	150	0	45,883	0.000063%
314	97241	Settlers Life Ins Co	43,212	515	1,317	0	0	45,044	0.000062%
315	81426	Commercial Travelers Life	0	0	33,052	0	0	33,052	0.000045%
316	81213	American Maturity Life Ins	0	27,253	0	0	1,653	28,906	0.000039%
317	68446	Longevity Ins Co	14,967	0	11,489	0	0	26,456	0.000036%
318	69698	New Era Life Ins Co Of	14,491	1,750	0	9,006	0	25,247	0.000034%
319	85561	Elips Life Ins Co	19,087	0	4,915	0	0	24,002	0.000033%
320	42129	United Security Assur Co Of	0	0	18,784	0	0	18,784	0.000026%
321	97985	LifeMap Assur Co	9,306	0	8,838	0	0	18,144	0.000025%
322	90581	Symetra Natl Life Ins Co	15,788	0	0	0	0	15,788	0.000022%
323	68357	Reliable Life Ins Co	12,434	0	293	0	0	12,727	0.000017%
324	67903	Provident Amer Life & Hlth	475	0	5,235	0	0	5,710	0.000008%
325	62383	Centurion Life Ins Co	5,552	0	0	0	0	5,552	0.000008%
326	61581	Capitol Life Ins Co	5,365	0	0	0	0	5,365	0.000007%
327	82880	CSI Life Ins Co	3,929	0	0	0	0	3,929	0.000005%
328	71331	Careamerica Life Ins Co	1,301	0	828	0	0	2,129	0.000003%
329	78743	New Era Life Ins Co	1,587	(32)	0	566	0	2,121	0.000003%
330	70955	USA Life One Ins Co Of IN	1,280	0	0	0	0	1,280	0.000002%

2018 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	74004	Family Serv Life Ins Co	942	0	0	0	0	942	0.000001%
332	76007	Old United Life Ins Co	400	0	0	0	0	400	0.000001%
333	78301	Corvesta Life Ins Co	324	0	0	0	0	324	0.000000%
Totals:			17,624,795,944	25,866,860,144	16,710,273,113	2,753,348,978	10,248,041,272	73,203,319,451	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
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	1,136,804,806	6.449903%
2	65978	Metropolitan Life Ins Co	848,372,299	4.813420%
3	67091	Northwestern Mut Life Ins Co	780,585,391	4.428817%
4	65676	Lincoln Natl Life Ins Co	752,164,062	4.267562%
5	65935	Massachusetts Mut Life Ins Co	638,161,480	3.620745%
6	67466	Pacific Life Ins Co	612,186,411	3.473369%
7	66281	Transamerica Premier Life Ins Co	575,715,548	3.266444%
8	60488	American Gen Life Ins Co	538,985,785	3.058050%
9	65838	John Hancock Life Ins Co USA	519,476,180	2.947358%
10	79227	Pruco Life Ins Co	489,698,298	2.778407%
11	69108	State Farm Life Ins Co	488,466,082	2.771416%
12	86231	Transamerica Life Ins Co	467,791,580	2.654115%
13	65919	Primerica Life Ins Co	404,290,275	2.293827%
14	68241	Prudential Ins Co Of Amer	377,491,314	2.141777%
15	65528	Life Ins Co Of The Southwest	356,933,124	2.025136%
16	63177	Farmers New World Life Ins Co	314,844,048	1.786334%
17	66168	Minnesota Life Ins Co	301,570,029	1.711022%
18	92657	Nationwide Life & Ann Ins Co	266,315,654	1.510998%
19	87726	Brighthouse Life Ins Co	257,201,528	1.459287%
20	64246	Guardian Life Ins Co Of Amer	252,784,267	1.434225%
21	71854	AAA Life Ins Co	247,225,517	1.402686%
22	91596	New York Life Ins & Ann Corp	237,285,093	1.346287%
23	65498	Life Ins Co Of N Amer	229,210,197	1.300473%
24	90611	Allianz Life Ins Co Of N Amer	216,475,024	1.228217%
25	62944	AXA Equitable Life Ins Co	213,802,619	1.213055%
26	69868	United Of Omaha Life Ins Co	193,325,774	1.096875%
27	67105	Reliastar Life Ins Co	182,921,584	1.037844%
28	68713	Security Life Of Denver Ins Co	178,503,980	1.012780%
29	68136	Protective Life Ins Co	177,753,764	1.008524%
30	65595	Lincoln Benefit Life Co	173,046,463	0.981816%
31	66044	Midland Natl Life Ins Co	160,344,912	0.909751%
32	61271	Principal Life Ins Co	138,216,218	0.784199%
33	65536	Genworth Life & Ann Ins Co	137,386,294	0.779490%
34	67644	Penn Mut Life Ins Co	131,919,964	0.748476%
35	67989	American Memorial Life Ins Co	128,628,990	0.729804%
36	62235	Unum Life Ins Co Of Amer	126,288,904	0.716527%
37	94250	Banner Life Ins Co	119,178,466	0.676184%
38	65005	RiverSource Life Ins Co	119,127,179	0.675893%
39	66974	North Amer Co Life & Hlth Ins	116,164,949	0.659086%
40	70815	Hartford Life & Accident Ins Co	114,594,163	0.650174%
41	60577	American Income Life Ins Co	113,695,659	0.645076%
42	66869	Nationwide Life Ins Co	110,090,161	0.624620%
43	65315	Liberty Life Assur Co Of Boston	107,449,970	0.609640%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
44	61301	Ameritas Life Ins Corp	106,907,797	0.606564%
45	62200	Accordia Life & Ann Co	106,826,518	0.606103%
46	69663	USAA Life Ins Co	104,353,337	0.592071%
47	93742	Securian Life Ins Co	104,006,675	0.590104%
48	69019	Standard Ins Co	103,725,696	0.588510%
49	71153	Talcott Resolution Life & Ann Ins Co	102,625,924	0.582270%
50	63274	Fidelity & Guar Life Ins Co	101,989,467	0.578659%
51	69116	State Life Ins Co	100,082,691	0.567840%
52	78077	Mony Life Ins Co Of Amer	94,352,452	0.535329%
53	71161	Principal Natl Life Ins Co	93,580,726	0.530950%
54	65927	Lincoln Heritage Life Ins Co	91,523,213	0.519276%
55	65056	Jackson Natl Life Ins Co	87,571,074	0.496853%
56	70335	West Coast Life Ins Co	78,383,623	0.444726%
57	80802	US Br Sun Life Assur Co of Canada	76,250,773	0.432625%
58	60739	American Natl Ins Co	75,671,472	0.429338%
59	66583	National Guardian Life Ins Co	70,821,631	0.401822%
60	60054	Aetna Life Ins Co	69,915,317	0.396679%
61	68608	Symetra Life Ins Co	68,860,673	0.390696%
62	97136	Metropolitan Tower Life Ins Co	62,007,715	0.351814%
63	62825	Anthem Blue Cross Life & Health Ins Co	54,359,043	0.308418%
64	68381	Reliance Standard Life Ins Co	53,366,797	0.302788%
65	93262	Penn Ins & Ann Co	52,243,986	0.296417%
66	60186	Allstate Life Ins Co	50,671,855	0.287498%
67	91472	Globe Life & Accident Ins Co	50,385,335	0.285872%
68	61425	Trustmark Ins Co	48,241,202	0.273707%
69	67172	Ohio Natl Life Ins Co	46,097,575	0.261544%
70	99937	Columbus Life Ins Co	43,483,038	0.246710%
71	89206	Ohio Natl Life Assur Corp	42,484,709	0.241046%
72	93548	PHL Variable Ins Co	40,882,262	0.231954%
73	60410	American Fidelity Assur Co	40,326,729	0.228802%
74	91642	Forethought Life Ins Co	37,386,139	0.212118%
75	60142	TIAA Cref Life Ins Co	36,852,039	0.209088%
76	70939	Gerber Life Ins Co	36,394,093	0.206490%
77	64505	Homesteaders Life Co	35,123,963	0.199283%
78	62049	Colonial Life & Accident Ins Co	35,074,425	0.199002%
79	60895	American United Life Ins Co	33,726,328	0.191353%
80	70025	Genworth Life Ins Co	33,678,988	0.191085%
81	66680	National Life Ins Co	32,088,522	0.182061%
82	61263	Bankers Life & Cas Co	32,086,434	0.182049%
83	70866	Allstate Assur Co	31,934,848	0.181189%
84	62626	CMFG Life Ins Co	31,029,237	0.176051%
85	65242	Lafayette Life Ins Co	30,300,396	0.171916%
86	66427	Mutual Trust Life Ins Co a Pan Amer	29,649,202	0.168221%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
87	68322	Great W Life & Ann Ins Co	29,410,288	0.166866%
88	65900	Wilco Life Ins Co	29,049,341	0.164818%
89	60380	American Family Life Assur Co of Col	26,876,265	0.152488%
90	62308	Connecticut Gen Life Ins Co	26,718,779	0.151595%
91	71480	Great Western Ins Co	26,372,713	0.149631%
92	93432	CM Life Ins Co	25,812,650	0.146454%
93	90557	Zurich Amer Life Ins Co	24,616,390	0.139666%
94	69396	Texas Life Ins Co	24,164,162	0.137100%
95	62065	Colonial Penn Life Ins Co	22,108,901	0.125440%
96	68195	Provident Life & Accident Ins Co	19,391,163	0.110020%
97	67652	First Penn Pacific Life Ins Co	18,031,709	0.102307%
98	70408	Union Security Ins Co	17,907,730	0.101603%
99	69930	United Ins Co Of Amer	17,704,798	0.100452%
100	70435	The Savings Bank Mut Life Ins Co of	17,188,025	0.097520%
101	69345	Teachers Ins & Ann Assoc Of Amer	17,148,813	0.097297%
102	61999	Americo Fin Life & Ann Ins Co	16,552,582	0.093915%
103	66850	National Western Life Ins Co	16,544,081	0.093866%
104	67814	Nassau Life Ins Co	16,371,245	0.092886%
105	71439	Assurity Life Ins Co	14,745,884	0.083664%
106	65129	Kansas City Life Ins Co	14,255,775	0.080883%
107	64343	Pacific Guardian Life Ins Co Ltd	14,148,271	0.080273%
108	72125	Physicians Life Ins Co	13,103,679	0.074347%
109	63290	Fidelity Life Assn A Legal Reserve L	12,899,403	0.073187%
110	69310	Surety Life Ins Co	11,879,135	0.067399%
111	84786	Colorado Bankers Life Ins Co	11,671,108	0.066219%
112	91626	New England Life Ins Co	11,020,099	0.062525%
113	63258	Federated Life Ins Co	10,741,224	0.060943%
114	61689	Athene Ann & Life Co	10,723,591	0.060843%
115	91693	IA Amer Life Ins Co	10,710,445	0.060768%
116	70483	Western & Southern Life Ins Co	10,477,464	0.059446%
117	68594	American Amicable Life Ins Co Of TX	10,108,796	0.057354%
118	61557	Blue Shield of CA Life & Hlth Ins Co	10,019,323	0.056847%
119	66370	Mony Life Ins Co	9,999,969	0.056737%
120	77879	5 Star Life Ins Co	9,789,920	0.055545%
121	91529	Unimerica Ins Co	9,019,166	0.051172%
122	86509	Voya Retirement Ins & Ann Co	8,632,592	0.048979%
123	76236	The Cincinnati Life Ins Co	8,620,515	0.048910%
124	84530	US Financial Life Ins Co	8,411,631	0.047725%
125	63495	Foresters Life Ins Ann Co	7,922,249	0.044949%
126	80926	Sun Life & Hlth Ins Co	7,877,082	0.044692%
127	92622	Western Southern Life Assur Co	7,309,095	0.041470%
128	79413	UnitedHealthcare Ins Co	7,305,205	0.041448%
129	63312	Great Amer Life Ins Co	7,160,520	0.040627%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
130	69485	Security Natl Life Ins Co	7,042,011	0.039954%
131	88072	Talcott Resolution Life Ins Co	6,930,880	0.039324%
132	69744	Union Labor Life Ins Co	6,323,212	0.035876%
133	65331	Liberty Natl Life Ins Co	6,321,712	0.035868%
134	70319	Washington Natl Ins Co	6,037,176	0.034253%
135	80314	Unicare Life & Hlth Ins Co	5,866,851	0.033287%
136	61395	Beneficial Life Ins Co	5,823,914	0.033043%
137	60534	American Heritage Life Ins Co	5,767,142	0.032721%
138	72222	Amica Life Ins Co	5,741,527	0.032576%
139	80659	US Business of Canada Life Assur Co	5,706,938	0.032380%
140	60518	American Hlth & Life Ins Co	5,682,921	0.032243%
141	61212	Baltimore Life Ins Co	5,633,809	0.031965%
142	81353	NYPLife Ins Co Of AZ	5,595,251	0.031746%
143	64513	Horace Mann Life Ins Co	5,385,866	0.030558%
144	76023	Columbian Life Ins Co	5,240,783	0.029735%
145	61832	Chesapeake Life Ins Co	4,944,949	0.028056%
146	62146	Combined Ins Co Of Amer	4,708,095	0.026712%
147	61069	Anthem Life Ins Co	4,635,541	0.026301%
148	67199	Old Amer Ins Co	4,622,445	0.026226%
149	60445	Sagicor Life Ins Co	4,577,829	0.025973%
150	67911	Pioneer Mut Life Ins Co	4,212,713	0.023902%
151	14406	Industrial Alliance Ins & Fin Serv I	4,057,436	0.023021%
152	61492	Athene Annuity & Life Assur Co	4,057,361	0.023020%
153	70416	MML Bay State Life Ins Co	4,046,954	0.022961%
154	69892	United Farm Family Life Ins Co	3,981,054	0.022587%
155	69272	Sunset Life Ins Co Of Amer	3,748,907	0.021270%
156	63967	Government Personnel Mut Life Ins Co	3,548,012	0.020130%
157	68772	Security Mut Life Ins Co Of NY	3,544,421	0.020110%
158	67148	Occidental Life Ins Co Of NC	3,472,235	0.019700%
159	90212	Great Southern Life Ins Co	3,359,280	0.019060%
160	63983	United Heritage Life Ins Co	3,264,951	0.018524%
161	76112	Oxford Life Ins Co	3,123,998	0.017725%
162	61360	Reliastar Life Ins Co Of NY	2,881,464	0.016349%
163	84824	Commonwealth Ann & Life Ins Co	2,790,126	0.015830%
164	78662	Senior Life Ins Co	2,646,704	0.015017%
165	61476	Boston Mut Life Ins Co	2,610,360	0.014810%
166	61182	Aurora Natl Life Assur Co	2,510,765	0.014245%
167	71870	Fidelity Security Life Ins Co	2,465,937	0.013991%
168	79065	Delaware Life Ins Co	2,449,206	0.013896%
169	78778	Guardian Ins & Ann Co Inc	2,435,002	0.013816%
170	67180	Ohio State Life Ins Co	2,405,107	0.013646%
171	93777	Pavonia Life Ins Co of MI	2,338,693	0.013269%
172	68810	Sentry Life Ins Co	2,312,195	0.013119%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
173	68802	Sentinel Security Life Ins Co	2,297,024	0.013033%
174	93459	Pan Amer Assur Co	2,282,509	0.012950%
175	64211	Guarantee Trust Life Ins Co	2,220,391	0.012598%
176	63053	Family Life Ins Co	2,163,160	0.012273%
177	93696	Fidelity Investments Life Ins Co	2,078,050	0.011790%
178	69566	Trans World Assur Co	2,055,100	0.011660%
179	67083	Manhattan Natl Life Ins Co	2,003,433	0.011367%
180	63223	Federal Life Ins Co	1,978,014	0.011223%
181	80942	Voya Ins & Ann Co	1,930,679	0.010954%
182	62510	Equitrust Life Ins Co	1,785,580	0.010131%
183	61875	Church Life Ins Corp	1,781,557	0.010108%
184	71129	Dearborn Life Ins Co	1,751,718	0.009939%
185	84522	Auto Club Life Ins Co	1,746,009	0.009906%
186	60399	American Family Life Ins Co	1,745,443	0.009903%
187	67261	Old Republic Life Ins Co	1,745,308	0.009902%
188	67873	Pioneer Amer Ins Co	1,506,624	0.008548%
189	64580	Illinois Mut Life Ins Co	1,501,181	0.008517%
190	67059	GPM Hlth & Life Ins Co	1,468,165	0.008330%
191	62880	AXA Equitable Life & Ann Co	1,445,669	0.008202%
192	63657	Garden State Life Ins Co	1,434,019	0.008136%
193	62057	Lincoln Life & Ann Co of NY	1,415,862	0.008033%
194	61409	National Benefit Life Ins Co	1,402,967	0.007960%
195	97721	Thrivent Life Ins Co	1,374,176	0.007797%
196	68675	Security Benefit Life Ins Co	1,319,159	0.007485%
197	69922	United Home Life Ins Co	1,295,325	0.007349%
198	63487	Investors Life Ins Co N Amer	1,209,701	0.006863%
199	64017	Jefferson Natl Life Ins Co	1,191,783	0.006762%
200	65870	Manhattan Life Ins Co	1,159,224	0.006577%
201	66141	Health Net Life Ins Co	1,130,390	0.006414%
202	62413	Wilcac Life Ins Co	1,078,245	0.006118%
203	62286	Golden Rule Ins Co	1,054,700	0.005984%
204	70688	Transamerica Financial Life Ins Co	1,039,894	0.005900%
205	80705	US Br Great West Life Assur Co	1,036,094	0.005878%
206	68543	Liberty Bankers Life Ins Co	966,113	0.005481%
207	62596	Union Fidelity Life Ins Co	963,143	0.005465%
208	86355	Standard Life & Accident Ins Co	960,196	0.005448%
209	79022	Transamerica Advisors Life Ins Co	946,612	0.005371%
210	99775	Funeral Directors Life Ins Co	905,555	0.005138%
211	66087	Mid West Natl Life Ins Co Of TN	896,213	0.005085%
212	62928	EMC Natl Life Co	878,707	0.004986%
213	69477	Time Ins Co II	858,714	0.004872%
214	63819	Unity Financial Life Ins Co	774,181	0.004392%
215	69140	First Allmerica Fin Life Ins Co	730,976	0.004147%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
216	65080	John Alden Life Ins Co	718,870	0.004079%
217	71390	Puritan Life Ins Co of Amer	718,388	0.004076%
218	71404	Continental Gen Ins Co	700,747	0.003976%
219	92711	HCC Life Ins Co	691,479	0.003923%
220	70874	Allstate Life Ins Co Of NY	611,650	0.003470%
221	92916	United Amer Ins Co	603,261	0.003423%
222	81264	Nippon Life Ins Co Of Amer	602,805	0.003420%
223	11121	Unified Life Ins Co	599,455	0.003401%
224	67598	Paul Revere Life Ins Co	591,949	0.003359%
225	60275	American Bankers Life Assur Co Of FL	588,880	0.003341%
226	71730	Continental Amer Ins Co	569,303	0.003230%
227	71714	Berkshire Life Ins Co of Amer	557,656	0.003164%
228	65781	Madison Natl Life Ins Co Inc	541,669	0.003073%
229	60429	American Fidelity Life Ins Co	522,959	0.002967%
230	68039	Athene Ann & Life Assur Co of NY	514,701	0.002920%
231	60704	Wilton Reassur Life Co of NY	485,298	0.002753%
232	80985	4 Ever Life Ins Co	464,828	0.002637%
233	66540	National Farmers Union Life Ins Co	456,252	0.002589%
234	67539	Pan Amer Life Ins Co	437,149	0.002480%
235	73504	Lumico Life Ins Co	428,134	0.002429%
236	88668	Mutual Of Amer Life Ins Co	411,186	0.002333%
237	77720	LifeSecure Ins Co	377,354	0.002141%
238	87645	United Fidelity Life Ins Co	369,555	0.002097%
239	68632	Vantis Life Ins Co	366,566	0.002080%
240	67946	Pioneer Security Life Ins Co	305,643	0.001734%
241	87963	National Teachers Assoc Life Ins Co	302,304	0.001715%
242	62863	Trustmark Life Ins Co	300,612	0.001706%
243	62359	Constitution Life Ins Co	245,931	0.001395%
244	60003	Park Avenue Life Ins Co	241,750	0.001372%
245	60216	Amalgamated Life Ins Co	240,503	0.001365%
246	66109	Midwestern United Life Ins Co	235,944	0.001339%
247	89184	Sterling Investors Life Ins Co	225,791	0.001281%
248	62103	Columbian Mut Life Ins Co	221,367	0.001256%
249	67393	Ozark Natl Life Ins Co	193,195	0.001096%
250	60183	S USA Life Ins Co Inc	187,637	0.001065%
251	61751	Central States H & L Co Of Omaha	183,548	0.001041%
252	60836	American Republic Ins Co	182,409	0.001035%
253	86630	Prudential Ann Life Assur Corp	172,548	0.000979%
254	97268	Pacific Life & Ann Co	162,737	0.000923%
255	71773	American Natl Life Ins Co Of TX	143,418	0.000814%
256	67601	Unum Ins Co	143,215	0.000813%
257	88536	Protective Life & Annuity Ins Co	142,407	0.000808%
258	97764	Idealife Ins Co	137,116	0.000778%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
259	65722	Loyal Amer Life Ins Co	123,205	0.000699%
260	68985	Starmount Life Ins Co	114,441	0.000649%
261	93610	John Hancock Life & Hlth Ins Co	113,875	0.000646%
262	69647	Optum Ins of OH Inc	105,660	0.000599%
263	62634	Delaware Amer Life Ins Co	96,593	0.000548%
264	86126	Members Life Ins Co	96,324	0.000547%
265	66265	Monarch Life Ins Co	95,755	0.000543%
266	72850	United World Life Ins Co	95,561	0.000542%
267	64904	Investors Heritage Life Ins Co	66,369	0.000377%
268	77968	Family Heritage Life Ins Co Of Amer	63,498	0.000360%
269	61883	ManhattanLife Assur Co of Amer	57,924	0.000329%
270	97152	Plateau Ins Co	54,280	0.000308%
271	97241	Settlers Life Ins Co	43,212	0.000245%
272	90247	Rx Life Ins Co	42,733	0.000242%
273	99724	LifeShield Natl Ins Co	42,715	0.000242%
274	83607	Guggenheim Life & Ann Co	27,207	0.000154%
275	67369	Cigna Hlth & Life Ins Co	26,520	0.000150%
276	68047	Professional Ins Co	25,430	0.000144%
277	92738	American Equity Invest Life Ins Co	23,705	0.000134%
278	85561	Elips Life Ins Co	19,087	0.000108%
279	60801	American Public Life Ins Co	18,359	0.000104%
280	31119	Medico Ins Co	17,034	0.000097%
281	90581	Symetra Natl Life Ins Co	15,788	0.000090%
282	68284	Pyramid Life Ins Co	15,280	0.000087%
283	74780	Integrity Life Ins Co	15,229	0.000086%
284	84174	ELCO Mut Life & Ann	14,972	0.000085%
285	68446	Longevity Ins Co	14,967	0.000085%
286	69698	New Era Life Ins Co Of Midwest	14,491	0.000082%
287	68462	Reserve Natl Ins Co	12,747	0.000072%
288	68357	Reliable Life Ins Co	12,434	0.000071%
289	71471	Ability Ins Co	9,586	0.000054%
290	97985	LifeMap Assur Co	9,306	0.000053%
291	98205	Natl Foundation Life Ins Co	9,206	0.000052%
292	69078	Standard Security Life Ins Co Of NY	7,153	0.000041%
293	64238	Guaranty Income Life Ins Co	6,977	0.000040%
294	62383	Centurion Life Ins Co	5,552	0.000032%
295	61581	Capitol Life Ins Co	5,365	0.000030%
296	68500	Continental Life Ins Co Brentwood	5,286	0.000030%
297	82880	CSI Life Ins Co	3,929	0.000022%
298	93440	HM Life Ins Co	3,854	0.000022%
299	77399	Sterling Life Ins Co	3,225	0.000018%
300	64890	Berkley Life & Hlth Ins Co	2,982	0.000017%
301	90328	First Hlth Life & Hlth Ins Co	2,583	0.000015%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
302	78743	New Era Life Ins Co	1,587	0.000009%
303	71331	Careamerica Life Ins Co	1,301	0.000007%
304	70955	USA Life One Ins Co Of IN	1,280	0.000007%
305	74004	Family Serv Life Ins Co	942	0.000005%
306	60232	Lombard Intl Life Assur Co	676	0.000004%
307	92444	Companion Life Ins Co of CA	669	0.000004%
308	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%
309	76007	Old United Life Ins Co	400	0.000002%
310	78301	Corvesta Life Ins Co	324	0.000002%
	Totals:		17,625,145,218	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	60488	American Gen Life Ins Co	1,679,841,556	6.493999%
2	65056	Jackson Natl Life Ins Co	1,657,104,343	6.406101%
3	90611	Allianz Life Ins Co Of N Amer	1,555,866,402	6.014731%
4	91596	New York Life Ins & Ann Corp	1,407,355,489	5.440612%
5	65676	Lincoln Natl Life Ins Co	1,345,002,043	5.199563%
6	61689	Athene Ann & Life Co	1,227,728,366	4.746202%
7	86509	Voya Retirement Ins & Ann Co	1,178,137,202	4.554490%
8	67466	Pacific Life Ins Co	996,208,048	3.851181%
9	62944	AXA Equitable Life Ins Co	961,557,466	3.717228%
10	65978	Metropolitan Life Ins Co	815,760,291	3.153599%
11	69345	Teachers Ins & Ann Assoc Of Amer	764,777,920	2.956509%
12	65935	Massachusetts Mut Life Ins Co	693,553,858	2.681168%
13	91642	Forethought Life Ins Co	682,940,112	2.640137%
14	68241	Prudential Ins Co Of Amer	665,141,361	2.571330%
15	61271	Principal Life Ins Co	590,837,458	2.284083%
16	79227	Pruco Life Ins Co	567,128,390	2.192428%
17	68608	Symetra Life Ins Co	540,370,157	2.088985%
18	68322	Great W Life & Ann Ins Co	533,945,962	2.064150%
19	87726	BrightHouse Life Ins Co	519,665,472	2.008944%
20	63312	Great Amer Life Ins Co	495,161,690	1.914216%
21	63274	Fidelity & Guar Life Ins Co	446,264,367	1.725187%
22	60895	American United Life Ins Co	409,411,149	1.582718%
23	66044	Midland Natl Life Ins Co	402,733,955	1.556905%
24	70238	Variable Ann Life Ins Co	376,787,758	1.456601%
25	65005	RiverSource Life Ins Co	366,641,892	1.417379%
26	65528	Life Ins Co Of The Southwest	364,716,132	1.409934%
27	68136	Protective Life Ins Co	327,087,425	1.264468%
28	66974	North Amer Co Life & Hlth Ins	306,958,807	1.186654%
29	86231	Transamerica Life Ins Co	252,559,442	0.976354%
30	92738	American Equity Invest Life Ins Co	200,035,084	0.773304%
31	93696	Fidelity Investments Life Ins Co	185,597,133	0.717489%
32	61301	Ameritas Life Ins Corp	182,311,352	0.704787%
33	68381	Reliance Standard Life Ins Co	182,074,038	0.703869%
34	79065	Delaware Life Ins Co	173,299,712	0.669949%
35	60739	American Natl Ins Co	150,162,653	0.580505%
36	69868	United Of Omaha Life Ins Co	140,939,744	0.544851%
37	64017	Jefferson Natl Life Ins Co	110,473,878	0.427074%
38	60410	American Fidelity Assur Co	107,225,439	0.414516%
39	62510	Equitrust Life Ins Co	106,381,162	0.411253%
40	68675	Security Benefit Life Ins Co	104,736,153	0.404893%
41	66281	Transamerica Premier Life Ins Co	98,528,709	0.380896%
42	92622	Western Southern Life Assur Co	98,376,204	0.380307%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
43	69663	USAA Life Ins Co	95,753,854	0.370169%
44	67091	Northwestern Mut Life Ins Co	92,309,119	0.356852%
45	66168	Minnesota Life Ins Co	89,537,958	0.346139%
46	78778	Guardian Ins & Ann Co Inc	89,412,621	0.345655%
47	80942	Voya Ins & Ann Co	79,976,697	0.309177%
48	68802	Sentinel Security Life Ins Co	76,795,023	0.296877%
49	60232	Lombard Intl Life Assur Co	75,920,181	0.293495%
50	67172	Ohio Natl Life Ins Co	72,692,286	0.281017%
51	93432	CM Life Ins Co	71,827,786	0.277675%
52	71854	AAA Life Ins Co	70,383,328	0.272091%
53	61999	Americo Fin Life & Ann Ins Co	66,034,597	0.255279%
54	68810	Sentry Life Ins Co	62,421,626	0.241312%
55	66915	New York Life Ins Co	58,173,859	0.224891%
56	69019	Standard Ins Co	54,012,515	0.208804%
57	66869	Nationwide Life Ins Co	49,343,090	0.190753%
58	74780	Integrity Life Ins Co	46,128,316	0.178325%
59	83607	Guggenheim Life & Ann Co	44,781,702	0.173119%
60	76112	Oxford Life Ins Co	43,432,324	0.167902%
61	93548	PHL Variable Ins Co	43,219,345	0.167079%
62	61263	Bankers Life & Cas Co	40,377,031	0.156091%
63	86126	Members Life Ins Co	36,541,894	0.141265%
64	69116	State Life Ins Co	36,470,777	0.140990%
65	67105	Reliastar Life Ins Co	34,296,971	0.132587%
66	60142	TIAA Cref Life Ins Co	32,944,383	0.127358%
67	93661	Annuity Investors Life Ins Co	31,008,905	0.119875%
68	66850	National Western Life Ins Co	28,813,820	0.111390%
69	64513	Horace Mann Life Ins Co	23,311,788	0.090120%
70	68543	Liberty Bankers Life Ins Co	21,790,059	0.084237%
71	13183	Eagle Life Ins Co	21,023,102	0.081272%
72	97721	Thrivent Life Ins Co	21,022,973	0.081271%
73	65242	Lafayette Life Ins Co	20,653,211	0.079842%
74	94250	Banner Life Ins Co	19,342,248	0.074774%
75	69108	State Farm Life Ins Co	18,818,100	0.072748%
76	88072	Talcott Resolution Life Ins Co	17,471,061	0.067540%
77	67644	Penn Mut Life Ins Co	16,468,419	0.063664%
78	71153	Talcott Resolution Life & Ann Ins Co	15,784,850	0.061022%
79	63495	Foresters Life Ins Ann Co	10,472,980	0.040487%
80	84786	Colorado Bankers Life Ins Co	9,934,428	0.038405%
81	60445	Sagicor Life Ins Co	9,773,090	0.037781%
82	65838	John Hancock Life Ins Co USA	9,491,048	0.036691%
83	71390	Puritan Life Ins Co of Amer	8,551,451	0.033059%
84	63177	Farmers New World Life Ins Co	8,221,076	0.031781%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
85	86630	Prudential Ann Life Assur Corp	8,189,756	0.031660%
86	62626	CMFG Life Ins Co	6,476,088	0.025036%
87	64238	Guaranty Income Life Ins Co	6,251,663	0.024168%
88	60054	Aetna Life Ins Co	6,134,365	0.023714%
89	93742	Securian Life Ins Co	6,079,318	0.023502%
90	84824	Commonwealth Ann & Life Ins Co	5,926,397	0.022911%
91	60186	Allstate Life Ins Co	5,385,985	0.020821%
92	62057	Lincoln Life & Ann Co of NY	5,041,362	0.019489%
93	66583	National Guardian Life Ins Co	4,992,850	0.019302%
94	65595	Lincoln Benefit Life Co	4,741,102	0.018328%
95	84174	ELCO Mut Life & Ann	4,534,329	0.017529%
96	93262	Penn Ins & Ann Co	4,504,995	0.017416%
97	90557	Zurich Amer Life Ins Co	4,494,802	0.017376%
98	65870	Manhattan Life Ins Co	3,987,438	0.015415%
99	89184	Sterling Investors Life Ins Co	3,858,626	0.014917%
100	65315	Liberty Life Assur Co Of Boston	3,433,865	0.013275%
101	65536	Genworth Life & Ann Ins Co	3,233,053	0.012498%
102	99937	Columbus Life Ins Co	3,199,698	0.012370%
103	14406	Industrial Alliance Ins & Fin Serv I	2,709,733	0.010475%
104	65129	Kansas City Life Ins Co	2,538,919	0.009815%
105	61875	Church Life Ins Corp	2,074,614	0.008020%
106	91626	New England Life Ins Co	1,149,264	0.004443%
107	88668	Mutual Of Amer Life Ins Co	1,060,130	0.004098%
108	64246	Guardian Life Ins Co Of Amer	1,021,234	0.003948%
109	71099	Parker Centennial Assur Co	1,013,982	0.003920%
110	67148	Occidental Life Ins Co Of NC	998,592	0.003860%
111	78077	Mony Life Ins Co Of Amer	933,707	0.003610%
112	69566	Trans World Assur Co	928,357	0.003589%
113	71439	Assurity Life Ins Co	869,326	0.003361%
114	71480	Great Western Ins Co	853,914	0.003301%
115	70319	Washington Natl Ins Co	820,691	0.003173%
116	76236	The Cincinnati Life Ins Co	817,310	0.003160%
117	70688	Transamerica Financial Life Ins Co	801,714	0.003099%
118	70106	United States Life Ins Co in the Cit	727,616	0.002813%
119	65781	Madison Natl Life Ins Co Inc	715,322	0.002765%
120	71404	Continental Gen Ins Co	609,052	0.002354%
121	63983	United Heritage Life Ins Co	607,943	0.002350%
122	70408	Union Security Ins Co	574,018	0.002219%
123	62928	EMC Natl Life Co	519,153	0.002007%
124	68039	Athene Ann & Life Assur Co of NY	501,876	0.001940%
125	69272	Sunset Life Ins Co Of Amer	487,225	0.001884%
126	68594	American Amicable Life Ins Co Of TX	457,221	0.001768%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
127	67989	American Memorial Life Ins Co	448,288	0.001733%
128	63258	Federated Life Ins Co	443,650	0.001715%
129	71870	Fidelity Security Life Ins Co	438,360	0.001695%
130	67814	Nassau Life Ins Co	419,394	0.001621%
131	90212	Great Southern Life Ins Co	371,468	0.001436%
132	92657	Nationwide Life & Ann Ins Co	351,633	0.001359%
133	70025	Genworth Life Ins Co	342,751	0.001325%
134	64505	Homesteaders Life Co	341,089	0.001319%
135	92916	United Amer Ins Co	293,170	0.001133%
136	61395	Beneficial Life Ins Co	284,295	0.001099%
137	84522	Auto Club Life Ins Co	280,708	0.001085%
138	72125	Physicians Life Ins Co	250,256	0.000967%
139	97268	Pacific Life & Ann Co	232,722	0.000900%
140	60429	American Fidelity Life Ins Co	221,250	0.000855%
141	66680	National Life Ins Co	203,912	0.000788%
142	66427	Mutual Trust Life Ins Co a Pan Amer	203,380	0.000786%
143	79022	Transamerica Advisors Life Ins Co	180,992	0.000700%
144	91693	IA Amer Life Ins Co	168,167	0.000650%
145	69485	Security Natl Life Ins Co	164,958	0.000638%
146	99775	Funeral Directors Life Ins Co	153,980	0.000595%
147	62286	Golden Rule Ins Co	148,342	0.000573%
148	97136	Metropolitan Tower Life Ins Co	138,593	0.000536%
149	61832	Chesapeake Life Ins Co	119,722	0.000463%
150	72222	Amica Life Ins Co	119,427	0.000462%
151	70335	West Coast Life Ins Co	109,743	0.000424%
152	67059	GPM Hlth & Life Ins Co	102,141	0.000395%
153	69310	Surety Life Ins Co	98,328	0.000380%
154	65919	Primerica Life Ins Co	68,604	0.000265%
155	77720	LifeSecure Ins Co	62,796	0.000243%
156	63223	Federal Life Ins Co	61,900	0.000239%
157	66087	Mid West Natl Life Ins Co Of TN	35,549	0.000137%
158	81213	American Maturity Life Ins Co	27,253	0.000105%
159	67911	Pioneer Mut Life Ins Co	25,967	0.000100%
160	76023	Columbian Life Ins Co	23,342	0.000090%
161	62049	Colonial Life & Accident Ins Co	21,957	0.000085%
162	65900	Wilco Life Ins Co	20,348	0.000079%
163	88536	Protective Life & Annuity Ins Co	20,000	0.000077%
164	61425	Trustmark Ins Co	17,970	0.000069%
165	67652	First Penn Pacific Life Ins Co	16,680	0.000064%
166	66370	Mony Life Ins Co	15,418	0.000060%
167	69140	First Allmerica Fin Life Ins Co	14,437	0.000056%
168	67539	Pan Amer Life Ins Co	13,480	0.000052%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
169	61492	Athene Annuity & Life Assur Co	10,767	0.000042%
170	63487	Investors Life Ins Co N Amer	9,500	0.000037%
171	87645	United Fidelity Life Ins Co	9,169	0.000035%
172	63967	Government Personnel Mut Life Ins Co	8,666	0.000034%
173	64211	Guarantee Trust Life Ins Co	8,253	0.000032%
174	68632	Vantis Life Ins Co	8,000	0.000031%
175	62235	Unum Life Ins Co Of Amer	7,424	0.000029%
176	60534	American Heritage Life Ins Co	6,830	0.000026%
177	86355	Standard Life & Accident Ins Co	6,028	0.000023%
178	62308	Connecticut Gen Life Ins Co	6,000	0.000023%
179	70866	Allstate Assur Co	5,500	0.000021%
180	62103	Columbian Mut Life Ins Co	5,487	0.000021%
181	64580	Illinois Mut Life Ins Co	5,000	0.000019%
182	60399	American Family Life Ins Co	4,750	0.000018%
183	92711	HCC Life Ins Co	3,600	0.000014%
184	60704	Wilton Reassur Life Co of NY	3,050	0.000012%
185	90247	Rx Life Ins Co	3,000	0.000012%
186	65927	Lincoln Heritage Life Ins Co	2,721	0.000011%
187	11121	Unified Life Ins Co	2,593	0.000010%
188	68772	Security Mut Life Ins Co Of NY	2,500	0.000010%
189	61360	Reliastar Life Ins Co Of NY	2,400	0.000009%
190	67873	Pioneer Amer Ins Co	2,199	0.000009%
191	67083	Manhattan Natl Life Ins Co	2,151	0.000008%
192	64904	Investors Heritage Life Ins Co	1,760	0.000007%
193	69698	New Era Life Ins Co Of Midwest	1,750	0.000007%
194	63053	Family Life Ins Co	1,476	0.000006%
195	60275	American Bankers Life Assur Co Of FL	1,197	0.000005%
196	97764	Idealife Ins Co	1,122	0.000004%
197	65722	Loyal Amer Life Ins Co	895	0.000003%
198	65331	Liberty Natl Life Ins Co	878	0.000003%
199	67180	Ohio State Life Ins Co	847	0.000003%
200	67393	Ozark Natl Life Ins Co	582	0.000002%
201	67946	Pioneer Security Life Ins Co	540	0.000002%
202	69892	United Farm Family Life Ins Co	525	0.000002%
203	97241	Settlers Life Ins Co	515	0.000002%
204	69647	Optum Ins of OH Inc	368	0.000001%
205	70874	Allstate Life Ins Co Of NY	300	0.000001%
206	62359	Constitution Life Ins Co	200	0.000001%
207	64343	Pacific Guardian Life Ins Co Ltd	167	0.000001%
208	66109	Midwestern United Life Ins Co	60	0.000000%
209	66540	National Farmers Union Life Ins Co	37	0.000000%
	Totals:		25,867,597,498	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
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	3,401,784,846	20.357446%
2	60054	Aetna Life Ins Co	1,881,827,102	11.261498%
3	62825	Anthem Blue Cross Life & Health Ins Co	1,822,870,999	10.908685%
4	67369	Cigna Hlth & Life Ins Co	1,482,502,081	8.871800%
5	66141	Health Net Life Ins Co	935,974,197	5.601190%
6	65978	Metropolitan Life Ins Co	807,581,769	4.832846%
7	64246	Guardian Life Ins Co Of Amer	462,174,856	2.765813%
8	60380	American Family Life Assur Co of Col	384,017,712	2.298094%
9	62235	Unum Life Ins Co Of Amer	330,464,352	1.977612%
10	70025	Genworth Life Ins Co	288,000,697	1.723495%
11	65498	Life Ins Co Of N Amer	257,997,963	1.543948%
12	61271	Principal Life Ins Co	251,281,882	1.503757%
13	69019	Standard Ins Co	248,379,770	1.486390%
14	61557	Blue Shield of CA Life & Hlth Ins Co	238,673,332	1.428303%
15	67105	Reliastar Life Ins Co	220,883,522	1.321843%
16	65315	Liberty Life Assur Co Of Boston	212,777,067	1.273331%
17	60410	American Fidelity Assur Co	164,109,261	0.982086%
18	70815	Hartford Life & Accident Ins Co	153,509,032	0.918651%
19	81264	Nippon Life Ins Co Of Amer	152,907,035	0.915048%
20	62049	Colonial Life & Accident Ins Co	135,837,105	0.812896%
21	80802	US Br Sun Life Assur Co of Canada	126,665,668	0.758011%
22	68241	Prudential Ins Co Of Amer	122,651,313	0.733987%
23	65676	Lincoln Natl Life Ins Co	107,950,396	0.646012%
24	65838	John Hancock Life Ins Co USA	106,370,511	0.636558%
25	86231	Transamerica Life Ins Co	102,808,722	0.615243%
26	61301	Ameritas Life Ins Corp	100,331,416	0.600418%
27	67091	Northwestern Mut Life Ins Co	93,127,559	0.557307%
28	71412	Mutual Of Omaha Ins Co	82,480,994	0.493595%
29	68195	Provident Life & Accident Ins Co	82,356,191	0.492848%
30	92711	HCC Life Ins Co	80,702,141	0.482949%
31	68381	Reliance Standard Life Ins Co	79,759,337	0.477307%
32	91529	Unimerica Ins Co	78,184,414	0.467882%
33	66281	Transamerica Premier Life Ins Co	68,759,998	0.411483%
34	68608	Symetra Life Ins Co	67,814,988	0.405828%
35	66915	New York Life Ins Co	66,667,513	0.398961%
36	69868	United Of Omaha Life Ins Co	64,897,103	0.388367%
37	65935	Massachusetts Mut Life Ins Co	61,252,257	0.366554%
38	71870	Fidelity Security Life Ins Co	60,694,872	0.363219%
39	70408	Union Security Ins Co	59,045,376	0.353348%
40	62146	Combined Ins Co Of Amer	53,227,295	0.318530%
41	60534	American Heritage Life Ins Co	49,633,469	0.297024%
42	71714	Berkshire Life Ins Co of Amer	48,862,446	0.292410%
43	66583	National Guardian Life Ins Co	47,865,421	0.286443%
44	70939	Gerber Life Ins Co	43,403,666	0.259742%
45	71730	Continental Amer Ins Co	42,599,207	0.254928%
46	61263	Bankers Life & Cas Co	41,871,512	0.250573%

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2018
 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	64890	Berkley Life & Hlth Ins Co	40,854,531	0.244488%
48	69000	Northwestern Long Term Care Ins Co	40,374,659	0.241616%
49	69663	USAA Life Ins Co	39,702,324	0.237592%
50	62626	CMFG Life Ins Co	36,616,958	0.219128%
51	87963	National Teachers Assoc Life Ins Co	36,592,939	0.218985%
52	65722	Loyal Amer Life Ins Co	35,621,148	0.213169%
53	92916	United Amer Ins Co	34,235,041	0.204874%
54	65005	RiverSource Life Ins Co	29,979,538	0.179408%
55	93440	HM Life Ins Co	28,376,136	0.169813%
56	90328	First Hlth Life & Hlth Ins Co	26,697,599	0.159768%
57	62065	Colonial Penn Life Ins Co	26,106,658	0.156231%
58	66168	Minnesota Life Ins Co	23,910,905	0.143091%
59	67539	Pan Amer Life Ins Co	23,787,466	0.142352%
60	92444	Companion Life Ins Co of CA	23,760,733	0.142192%
61	80578	Physicians Mut Ins Co	20,970,051	0.125492%
62	80985	4 Ever Life Ins Co	19,581,095	0.117180%
63	68500	Continental Life Ins Co Brentwood	19,016,669	0.113802%
64	61832	Chesapeake Life Ins Co	18,288,201	0.109443%
65	70319	Washington Natl Ins Co	18,122,777	0.108453%
66	67598	Paul Revere Life Ins Co	16,798,203	0.100526%
67	61069	Anthem Life Ins Co	15,612,846	0.093433%
68	81779	Individual Assur Co Life Hlth & Acc	15,106,431	0.090402%
69	71854	AAA Life Ins Co	14,725,879	0.088125%
70	82538	National Hlth Ins Co	14,441,757	0.086424%
71	72850	United World Life Ins Co	13,870,678	0.083007%
72	87726	BrightHouse Life Ins Co	12,104,523	0.072438%
73	61425	Trustmark Ins Co	11,682,698	0.069913%
74	69744	Union Labor Life Ins Co	11,587,926	0.069346%
75	66869	Nationwide Life Ins Co	9,932,888	0.059442%
76	71773	American Natl Life Ins Co Of TX	9,439,581	0.056490%
77	65595	Lincoln Benefit Life Co	9,422,815	0.056389%
78	90611	Allianz Life Ins Co Of N Amer	9,353,615	0.055975%
79	69477	Time Ins Co II	8,278,787	0.049543%
80	60488	American Gen Life Ins Co	7,777,170	0.046541%
81	60577	American Income Life Ins Co	7,614,689	0.045569%
82	86355	Standard Life & Accident Ins Co	7,250,200	0.043388%
83	93572	RGA Reins Co	7,213,456	0.043168%
84	69078	Standard Security Life Ins Co Of NY	6,906,633	0.041332%
85	69515	Medamerica Ins Co	6,671,368	0.039924%
86	77720	LifeSecure Ins Co	6,548,944	0.039191%
87	77968	Family Heritage Life Ins Co Of Amer	6,371,637	0.038130%
88	71439	Assurity Life Ins Co	6,194,083	0.037068%
89	76325	Senior Hlth Ins Co of PA	6,177,270	0.036967%
90	60216	Amalgamated Life Ins Co	6,088,082	0.036433%
91	71404	Continental Gen Ins Co	6,030,067	0.036086%
92	70785	Pacificare Life & Hlth Ins Co	6,000,365	0.035908%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
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	62863	Trustmark Life Ins Co	5,921,677	0.035437%
94	63177	Farmers New World Life Ins Co	5,727,901	0.034278%
95	62308	Connecticut Gen Life Ins Co	5,551,888	0.033224%
96	68985	Starmount Life Ins Co	5,248,319	0.031408%
97	93742	Securian Life Ins Co	5,002,890	0.029939%
98	68322	Great W Life & Ann Ins Co	4,589,989	0.027468%
99	61883	ManhattanLife Assur Co of Amer	4,475,961	0.026786%
100	62944	AXA Equitable Life Ins Co	4,049,476	0.024233%
101	65056	Jackson Natl Life Ins Co	3,959,356	0.023694%
102	80314	Unicare Life & Hlth Ins Co	3,775,399	0.022593%
103	60518	American Hlth & Life Ins Co	3,229,897	0.019329%
104	11121	Unified Life Ins Co	3,219,694	0.019268%
105	69116	State Life Ins Co	3,204,940	0.019179%
106	62286	Golden Rule Ins Co	3,096,648	0.018531%
107	78077	Mony Life Ins Co Of Amer	3,076,152	0.018409%
108	64211	Guarantee Trust Life Ins Co	2,958,801	0.017706%
109	91472	Globe Life & Accident Ins Co	2,893,147	0.017314%
110	88072	Talcott Resolution Life Ins Co	2,701,248	0.016165%
111	90557	Zurich Amer Life Ins Co	2,675,602	0.016012%
112	61360	Reliastar Life Ins Co Of NY	2,608,533	0.015610%
113	71129	Dearborn Life Ins Co	2,539,492	0.015197%
114	93610	John Hancock Life & Hlth Ins Co	2,407,194	0.014405%
115	60186	Allstate Life Ins Co	2,373,840	0.014206%
116	84786	Colorado Bankers Life Ins Co	2,308,799	0.013817%
117	80896	Centre Life Ins Co	2,304,671	0.013792%
118	62359	Constitution Life Ins Co	2,173,430	0.013007%
119	62596	Union Fidelity Life Ins Co	2,069,344	0.012384%
120	63258	Federated Life Ins Co	1,977,215	0.011832%
121	91642	Forethought Life Ins Co	1,940,692	0.011614%
122	66370	Mony Life Ins Co	1,938,278	0.011599%
123	66680	National Life Ins Co	1,750,960	0.010478%
124	65536	Genworth Life & Ann Ins Co	1,517,748	0.009083%
125	68047	Professional Ins Co	1,442,669	0.008633%
126	65781	Madison Natl Life Ins Co Inc	1,437,497	0.008602%
127	66087	Mid West Natl Life Ins Co Of TN	1,359,008	0.008133%
128	65129	Kansas City Life Ins Co	1,324,151	0.007924%
129	65900	Wilco Life Ins Co	1,164,446	0.006968%
130	98205	Natl Foundation Life Ins Co	1,138,937	0.006816%
131	61492	Athene Annuity & Life Assur Co	1,119,257	0.006698%
132	61476	Boston Mut Life Ins Co	1,118,454	0.006693%
133	89206	Ohio Natl Life Assur Corp	1,015,131	0.006075%
134	70688	Transamerica Financial Life Ins Co	919,431	0.005502%
135	60801	American Public Life Ins Co	919,304	0.005501%
136	66265	Monarch Life Ins Co	874,094	0.005231%
137	97136	Metropolitan Tower Life Ins Co	864,361	0.005173%
138	71471	Ability Ins Co	797,013	0.004770%

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2018
 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	80926	Sun Life & Hlth Ins Co	778,241	0.004657%
140	63053	Family Life Ins Co	773,203	0.004627%
141	67784	Philadelphia Amer Life Ins Co	742,127	0.004441%
142	67172	Ohio Natl Life Ins Co	713,017	0.004267%
143	60739	American Natl Ins Co	704,009	0.004213%
144	69345	Teachers Ins & Ann Assoc Of Amer	624,942	0.003740%
145	70483	Western & Southern Life Ins Co	624,120	0.003735%
146	77399	Sterling Life Ins Co	582,070	0.003483%
147	69930	United Ins Co Of Amer	573,640	0.003433%
148	31119	Medico Ins Co	546,904	0.003273%
149	88366	American Retirement Life Ins Co	535,603	0.003205%
150	72125	Physicians Life Ins Co	534,718	0.003200%
151	67644	Penn Mut Life Ins Co	533,465	0.003192%
152	60836	American Republic Ins Co	491,579	0.002942%
153	76112	Oxford Life Ins Co	451,986	0.002705%
154	65951	Merit Life Ins Co	439,005	0.002627%
155	60275	American Bankers Life Assur Co Of FL	395,306	0.002366%
156	80705	US Br Great West Life Assur Co	365,213	0.002186%
157	65080	John Alden Life Ins Co	352,085	0.002107%
158	68136	Protective Life Ins Co	338,569	0.002026%
159	97179	UnitedHealthcare Life Ins Co	327,126	0.001958%
160	62057	Lincoln Life & Ann Co of NY	304,932	0.001825%
161	65927	Lincoln Heritage Life Ins Co	268,998	0.001610%
162	62634	Delaware Amer Life Ins Co	260,847	0.001561%
163	80659	US Business of Canada Life Assur Co	249,393	0.001492%
164	65331	Liberty Natl Life Ins Co	220,813	0.001321%
165	60142	TIAA Cref Life Ins Co	218,755	0.001309%
166	78700	Aetna Hlth & Life Ins Co	193,813	0.001160%
167	64238	Guaranty Income Life Ins Co	188,005	0.001125%
168	99724	LifeShield Natl Ins Co	185,317	0.001109%
169	68802	Sentinel Security Life Ins Co	181,867	0.001088%
170	64580	Illinois Mut Life Ins Co	154,488	0.000925%
171	94250	Banner Life Ins Co	141,623	0.000848%
172	90212	Great Southern Life Ins Co	138,559	0.000829%
173	97152	Plateau Ins Co	129,993	0.000778%
174	65870	Manhattan Life Ins Co	116,975	0.000700%
175	67814	Nassau Life Ins Co	114,584	0.000686%
176	68462	Reserve Natl Ins Co	107,940	0.000646%
177	60895	American United Life Ins Co	106,766	0.000639%
178	93777	Pavonia Life Ins Co of MI	106,320	0.000636%
179	70874	Allstate Life Ins Co Of NY	105,832	0.000633%
180	68810	Sentry Life Ins Co	101,131	0.000605%
181	88668	Mutual Of Amer Life Ins Co	93,599	0.000560%
182	61751	Central States H & L Co Of Omaha	86,429	0.000517%
183	61689	Athene Ann & Life Co	79,755	0.000477%
184	61409	National Benefit Life Ins Co	71,825	0.000430%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
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	61999	Americo Fin Life & Ann Ins Co	62,135	0.000372%
186	89184	Sterling Investors Life Ins Co	57,480	0.000344%
187	63967	Government Personnel Mut Life Ins Co	50,968	0.000305%
188	67199	Old Amer Ins Co	48,488	0.000290%
189	71390	Puritan Life Ins Co of Amer	44,067	0.000264%
190	63983	United Heritage Life Ins Co	42,983	0.000257%
191	68284	Pyramid Life Ins Co	42,131	0.000252%
192	91626	New England Life Ins Co	38,659	0.000231%
193	81426	Commercial Travelers Life Ins Co	33,052	0.000198%
194	65919	Primerica Life Ins Co	28,410	0.000170%
195	62103	Columbian Mut Life Ins Co	24,819	0.000149%
196	63290	Fidelity Life Assn A Legal Reserve L	24,599	0.000147%
197	68772	Security Mut Life Ins Co Of NY	20,819	0.000125%
198	65242	Lafayette Life Ins Co	20,061	0.000120%
199	42129	United Security Assur Co Of PA	18,784	0.000112%
200	63223	Federal Life Ins Co	16,440	0.000098%
201	66427	Mutual Trust Life Ins Co a Pan Amer	15,986	0.000096%
202	97764	Idealife Ins Co	15,898	0.000095%
203	67059	GPM Hlth & Life Ins Co	14,977	0.000090%
204	64017	Jefferson Natl Life Ins Co	13,877	0.000083%
205	69310	Surety Life Ins Co	13,828	0.000083%
206	67601	Unum Ins Co	12,672	0.000076%
207	76236	The Cincinnati Life Ins Co	11,760	0.000070%
208	68446	Longevity Ins Co	11,489	0.000069%
209	71153	Talcott Resolution Life & Ann Ins Co	11,449	0.000069%
210	64513	Horace Mann Life Ins Co	10,251	0.000061%
211	63312	Great Amer Life Ins Co	8,926	0.000053%
212	97985	LifeMap Assur Co	8,838	0.000053%
213	91693	IA Amer Life Ins Co	8,060	0.000048%
214	69922	United Home Life Ins Co	7,797	0.000047%
215	60704	Wilton Reassur Life Co of NY	7,613	0.000046%
216	84522	Auto Club Life Ins Co	7,344	0.000044%
217	77879	5 Star Life Ins Co	7,075	0.000042%
218	61212	Baltimore Life Ins Co	6,294	0.000038%
219	67652	First Penn Pacific Life Ins Co	5,549	0.000033%
220	84824	Commonwealth Ann & Life Ins Co	5,274	0.000032%
221	67903	Provident Amer Life & Hlth Ins Co	5,235	0.000031%
222	85561	Elips Life Ins Co	4,915	0.000029%
223	60445	Sagicor Life Ins Co	4,454	0.000027%
224	60183	S USA Life Ins Co Inc	3,932	0.000024%
225	66044	Midland Natl Life Ins Co	2,087	0.000012%
226	62413	Wilcac Life Ins Co	2,085	0.000012%
227	83607	Guggenheim Life & Ann Co	1,523	0.000009%
228	62928	EMC Natl Life Co	1,442	0.000009%
229	68543	Liberty Bankers Life Ins Co	1,376	0.000008%
230	69485	Security Natl Life Ins Co	1,326	0.000008%

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2018
 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	97241	Settlers Life Ins Co	1,317	0.000008%
232	70335	West Coast Life Ins Co	1,253	0.000007%
233	67261	Old Republic Life Ins Co	1,189	0.000007%
234	99937	Columbus Life Ins Co	1,150	0.000007%
235	63657	Garden State Life Ins Co	1,053	0.000006%
236	71331	Careamerica Life Ins Co	828	0.000005%
237	64343	Pacific Guardian Life Ins Co Ltd	810	0.000005%
238	67393	Ozark Natl Life Ins Co	678	0.000004%
239	65528	Life Ins Co Of The Southwest	650	0.000004%
240	69140	First Allmerica Fin Life Ins Co	593	0.000004%
241	66974	North Amer Co Life & Hlth Ins	546	0.000003%
242	68357	Reliable Life Ins Co	293	0.000002%
243	63495	Foresters Life Ins Ann Co	249	0.000001%
244	80942	Voya Ins & Ann Co	243	0.000001%
245	61395	Beneficial Life Ins Co	222	0.000001%
246	67989	American Memorial Life Ins Co	7	0.000000%
	Totals:		16,710,273,113	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
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	850,247,524	30.877139%
2	65935	Massachusetts Mut Life Ins Co	571,515,140	20.754841%
3	60142	TIAA Cref Life Ins Co	407,998,616	14.816662%
4	93629	Prudential Retirement Ins & Ann Co	229,068,795	8.318741%
5	88072	Talcott Resolution Life Ins Co	202,315,068	7.347167%
6	66168	Minnesota Life Ins Co	89,107,643	3.235986%
7	70238	Variable Ann Life Ins Co	51,139,072	1.857139%
8	60488	American Gen Life Ins Co	45,566,601	1.654773%
9	69345	Teachers Ins & Ann Assoc Of Amer	36,903,158	1.340156%
10	69868	United Of Omaha Life Ins Co	35,846,685	1.301789%
11	68241	Prudential Ins Co Of Amer	34,592,217	1.256233%
12	91596	New York Life Ins & Ann Corp	33,249,873	1.207485%
13	68608	Symetra Life Ins Co	21,797,580	0.791589%
14	65978	Metropolitan Life Ins Co	16,825,896	0.611040%
15	60739	American Natl Ins Co	14,906,433	0.541334%
16	67466	Pacific Life Ins Co	13,168,821	0.478232%
17	92622	Western Southern Life Assur Co	8,561,860	0.310928%
18	63177	Farmers New World Life Ins Co	8,063,866	0.292843%
19	60054	Aetna Life Ins Co	7,337,141	0.266452%
20	61301	Ameritas Life Ins Corp	7,153,423	0.259780%
21	66583	National Guardian Life Ins Co	5,778,504	0.209849%
22	67601	Unum Ins Co	5,244,628	0.190461%
23	91642	Forethought Life Ins Co	4,800,689	0.174339%
24	61212	Baltimore Life Ins Co	3,641,581	0.132246%
25	69663	USAA Life Ins Co	3,562,076	0.129358%
26	65595	Lincoln Benefit Life Co	2,878,893	0.104548%
27	79227	Pruco Life Ins Co	2,700,147	0.098057%
28	74780	Integrity Life Ins Co	2,655,671	0.096442%
29	67091	Northwestern Mut Life Ins Co	2,497,862	0.090711%
30	86630	Prudential Ann Life Assur Corp	2,414,543	0.087685%
31	60445	Sagicor Life Ins Co	2,380,471	0.086448%
32	62510	Equitrust Life Ins Co	2,315,870	0.084102%
33	64017	Jefferson Natl Life Ins Co	1,891,749	0.068700%
34	68136	Protective Life Ins Co	1,831,958	0.066528%
35	67172	Ohio Natl Life Ins Co	1,765,192	0.064104%
36	64343	Pacific Guardian Life Ins Co Ltd	1,619,701	0.058820%
37	86509	Voya Retirement Ins & Ann Co	1,545,030	0.056108%
38	83607	Guggenheim Life & Ann Co	1,404,630	0.051010%
39	65005	RiverSource Life Ins Co	1,246,864	0.045280%
40	97136	Metropolitan Tower Life Ins Co	1,162,048	0.042200%
41	65919	Primerica Life Ins Co	1,045,527	0.037969%
42	61689	Athene Ann & Life Co	1,012,922	0.036785%
43	93742	Securian Life Ins Co	905,220	0.032873%
44	69108	State Farm Life Ins Co	767,267	0.027864%
45	62626	CMFG Life Ins Co	766,062	0.027820%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
46	66044	Midland Natl Life Ins Co	625,000	0.022697%
47	87726	Brighthouse Life Ins Co	624,442	0.022677%
48	65056	Jackson Natl Life Ins Co	621,302	0.022563%
49	92738	American Equity Invest Life Ins Co	575,139	0.020886%
50	60895	American United Life Ins Co	569,458	0.020680%
51	68322	Great W Life & Ann Ins Co	549,511	0.019956%
52	67644	Penn Mut Life Ins Co	476,059	0.017288%
53	65528	Life Ins Co Of The Southwest	473,759	0.017205%
54	62413	Wilcac Life Ins Co	460,528	0.016724%
55	84786	Colorado Bankers Life Ins Co	450,557	0.016362%
56	66427	Mutual Trust Life Ins Co a Pan Amer	393,582	0.014293%
57	66974	North Amer Co Life & Hlth Ins	393,270	0.014282%
58	65242	Lafayette Life Ins Co	384,615	0.013967%
59	69116	State Life Ins Co	378,173	0.013734%
60	69019	Standard Ins Co	310,592	0.011279%
61	66680	National Life Ins Co	300,000	0.010895%
62	86231	Transamerica Life Ins Co	295,979	0.010749%
63	67598	Paul Revere Life Ins Co	285,195	0.010357%
64	61999	Americo Fin Life & Ann Ins Co	281,827	0.010235%
65	68543	Liberty Bankers Life Ins Co	212,071	0.007701%
66	63274	Fidelity & Guar Life Ins Co	210,446	0.007642%
67	62308	Connecticut Gen Life Ins Co	203,699	0.007397%
68	78778	Guardian Ins & Ann Co Inc	161,015	0.005847%
69	71129	Dearborn Life Ins Co	110,378	0.004008%
70	84174	ELCO Mut Life & Ann	109,800	0.003987%
71	67105	Reliastar Life Ins Co	99,700	0.003621%
72	65129	Kansas City Life Ins Co	99,640	0.003618%
73	62928	EMC Natl Life Co	99,066	0.003598%
74	63312	Great Amer Life Ins Co	97,025	0.003524%
75	64513	Horace Mann Life Ins Co	71,078	0.002581%
76	88668	Mutual Of Amer Life Ins Co	67,910	0.002466%
77	72125	Physicians Life Ins Co	67,112	0.002437%
78	61875	Church Life Ins Corp	63,139	0.002293%
79	66850	National Western Life Ins Co	60,428	0.002194%
80	84824	Commonwealth Ann & Life Ins Co	52,329	0.001900%
81	63495	Foresters Life Ins Ann Co	50,000	0.001816%
82	90212	Great Southern Life Ins Co	37,729	0.001370%
83	62596	Union Fidelity Life Ins Co	35,656	0.001295%
84	60518	American Hlth & Life Ins Co	26,436	0.000960%
85	66281	Transamerica Premier Life Ins Co	16,461	0.000598%
86	71773	American Natl Life Ins Co Of TX	11,586	0.000421%
87	68802	Sentinel Security Life Ins Co	9,603	0.000349%
88	69698	New Era Life Ins Co Of Midwest	9,006	0.000327%
89	87645	United Fidelity Life Ins Co	5,777	0.000210%
90	69485	Security Natl Life Ins Co	5,662	0.000206%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
91	65722	Loyal Amer Life Ins Co	1,802	0.000065%
92	61395	Beneficial Life Ins Co	763	0.000028%
93	63983	United Heritage Life Ins Co	628	0.000023%
94	78743	New Era Life Ins Co	566	0.000021%
95	69272	Sunset Life Ins Co Of Amer	462	0.000017%
96	67180	Ohio State Life Ins Co	400	0.000015%
97	61409	National Benefit Life Ins Co	180	0.000007%
98	90247	Rx Life Ins Co	150	0.000005%
99	64890	Berkley Life & Hlth Ins Co	92	0.000003%
100	64211	Guarantee Trust Life Ins Co	53	0.000002%
	Totals:		2,753,647,353	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: OTHER CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	68241	Prudential Ins Co Of Amer	2,594,506,632	25.317098%
2	65838	John Hancock Life Ins Co USA	1,958,804,765	19.113943%
3	70688	Transamerica Financial Life Ins Co	1,141,676,768	11.140439%
4	86231	Transamerica Life Ins Co	981,775,367	9.580127%
5	66869	Nationwide Life Ins Co	827,447,003	8.074197%
6	65935	Massachusetts Mut Life Ins Co	665,933,760	6.498156%
7	92657	Nationwide Life & Ann Ins Co	485,423,395	4.736743%
8	66915	New York Life Ins Co	308,424,329	3.009593%
9	88668	Mutual Of Amer Life Ins Co	254,487,575	2.483280%
10	69019	Standard Ins Co	226,174,899	2.207006%
11	65978	Metropolitan Life Ins Co	199,236,623	1.944143%
12	66168	Minnesota Life Ins Co	189,310,109	1.847281%
13	86509	Voya Retirement Ins & Ann Co	160,968,902	1.570728%
14	88072	Talcott Resolution Life Ins Co	143,793,264	1.403129%
15	62626	CMFG Life Ins Co	46,968,159	0.458314%
16	62944	AXA Equitable Life Ins Co	36,522,613	0.356386%
17	67172	Ohio Natl Life Ins Co	19,648,125	0.191726%
18	71153	Talcott Resolution Life & Ann Ins Co	5,004,963	0.048838%
19	93629	Prudential Retirement Ins & Ann Co	643,871	0.006283%
20	78778	Guardian Ins & Ann Co Inc	512,490	0.005001%
21	69868	United Of Omaha Life Ins Co	362,792	0.003540%
22	66281	Transamerica Premier Life Ins Co	192,007	0.001874%
23	61271	Principal Life Ins Co	122,164	0.001192%
24	67091	Northwestern Mut Life Ins Co	50,000	0.000488%
25	87726	Brighthouse Life Ins Co	30,790	0.000300%
26	71870	Fidelity Security Life Ins Co	18,254	0.000178%
27	81213	American Maturity Life Ins Co	1,653	0.000016%
	Totals:		10,248,041,272	100.000000%

2018 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	464,828	0	19,581,095	(23,017)	0	20,022,906	0.027352%	158
2	77879	5 Star Life Ins Co	9,789,920	0	7,075	0	0	9,796,995	0.013383%	183
3	71854	AAA Life Ins Co	247,225,517	70,383,328	14,725,879	0	0	332,334,724	0.453989%	56
4	71471	Ability Ins Co	9,586	0	797,013	0	0	806,599	0.001102%	278
5	62200	Accordia Life & Ann Co	106,826,518	0	0	0	0	106,826,518	0.145931%	90
6	78700	Aetna Hlth & Life Ins Co	0	0	193,813	0	0	193,813	0.000265%	303
7	60054	Aetna Life Ins Co	69,915,317	6,134,365	1,881,827,102	7,337,141	0	1,965,213,925	2.684597%	8
8	90611	Allianz Life Ins Co Of N	216,475,024	1,555,866,402	9,353,615	0	0	1,781,695,041	2.433899%	12
9	70866	Allstate Assur Co	31,934,848	5,500	0	0	0	31,940,348	0.043632%	137
10	60186	Allstate Life Ins Co	50,671,855	5,385,985	2,373,840	0	0	58,431,680	0.079821%	113
11	70874	Allstate Life Ins Co Of NY	611,650	300	105,832	0	0	717,782	0.000981%	283
12	60216	Amalgamated Life Ins Co	240,503	0	6,088,082	0	0	6,328,585	0.008645%	206
13	68594	American Amicable Life Ins	10,108,796	457,221	0	0	0	10,566,017	0.014434%	182
14	60275	American Bankers Life	588,880	1,197	395,306	0	0	985,383	0.001346%	275
15	92738	American Equity Invest Life	23,705	200,035,084	0	575,139	0	200,633,928	0.274078%	68
16	60380	American Family Life Assur	26,876,265	0	384,017,712	0	0	410,893,977	0.561305%	51
17	60399	American Family Life Ins Co	1,745,443	4,750	0	0	0	1,750,193	0.002391%	255
18	60410	American Fidelity Assur Co	40,326,729	107,225,439	164,109,261	0	0	311,661,429	0.425748%	60
19	60429	American Fidelity Life Ins Co	522,959	221,250	0	0	0	744,209	0.001017%	281
20	60488	American Gen Life Ins Co	538,985,785	1,679,841,556	7,777,170	45,566,601	0	2,272,171,112	3.103918%	6
21	60534	American Heritage Life Ins	5,767,142	6,830	49,633,469	0	0	55,407,441	0.075690%	116
22	60518	American Hlth & Life Ins Co	5,682,921	0	3,229,897	26,436	0	8,939,254	0.012212%	190
23	60577	American Income Life Ins	113,695,659	0	7,614,689	0	0	121,310,348	0.165717%	84
24	81213	American Maturity Life Ins	0	27,253	0	0	1,653	28,906	0.000039%	316
25	67989	American Memorial Life Ins	128,628,990	448,288	7	0	0	129,077,285	0.176327%	81
26	60739	American Natl Ins Co	75,671,472	150,162,653	704,009	14,906,433	0	241,444,567	0.329827%	65
27	71773	American Natl Life Ins Co Of	143,418	0	9,439,581	11,586	0	9,594,585	0.013107%	185
28	60801	American Public Life Ins Co	18,359	0	919,304	0	0	937,663	0.001281%	277
29	60836	American Republic Ins Co	182,409	0	491,579	0	0	673,988	0.000921%	284
30	88366	American Retirement Life	0	0	535,603	0	0	535,603	0.000732%	287

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31	60895	American United Life Ins Co	33,726,328	409,411,149	106,766	569,458	0	443,813,701	0.606275%	46
32	61999	Americo Fin Life & Ann Ins	16,552,582	66,034,597	62,135	281,827	0	82,931,141	0.113289%	100
33	61301	Ameritas Life Ins Corp	106,907,797	182,311,352	100,331,416	7,153,423	0	396,703,988	0.541921%	53
34	72222	Amica Life Ins Co	5,741,527	119,427	0	0	0	5,860,954	0.008006%	212
35	93661	Annuity Investors Life Ins Co	0	31,008,905	0	0	0	31,008,905	0.042360%	139
36	62825	Anthem Blue Cross Life &	54,359,043	0	1,822,870,999	0	0	1,877,230,042	2.564406%	9
37	61069	Anthem Life Ins Co	4,635,541	0	15,612,846	0	0	20,248,387	0.027660%	157
38	71439	Assurity Life Ins Co	14,745,884	869,326	6,194,083	0	0	21,809,293	0.029793%	154
39	68039	Athene Ann & Life Assur Co	514,701	501,876	0	0	0	1,016,577	0.001389%	273
40	61689	Athene Ann & Life Co	10,723,591	1,227,728,366	79,755	1,012,922	0	1,239,544,634	1.693290%	19
41	61492	Athene Annuity & Life Assur	4,057,361	10,767	1,119,257	0	0	5,187,385	0.007086%	220
42	61182	Aurora Natl Life Assur Co	2,510,765	0	0	(269,077)	0	2,241,688	0.003062%	251
43	84522	Auto Club Life Ins Co	1,746,009	280,708	7,344	0	0	2,034,061	0.002779%	253
44	62880	AXA Equitable Life & Ann	1,445,669	0	0	0	0	1,445,669	0.001975%	264
45	62944	AXA Equitable Life Ins Co	213,802,619	961,557,466	4,049,476	0	36,522,613	1,215,932,174	1.661034%	20
46	61212	Baltimore Life Ins Co	5,633,809	0	6,294	3,641,581	0	9,281,684	0.012679%	188
47	61263	Bankers Life & Cas Co	32,086,434	40,377,031	41,871,512	0	0	114,334,977	0.156188%	86
48	94250	Banner Life Ins Co	119,178,466	19,342,248	141,623	0	0	138,662,337	0.189421%	79
49	61395	Beneficial Life Ins Co	5,823,914	284,295	222	763	0	6,109,194	0.008346%	209
50	64890	Berkley Life & Hlth Ins Co	2,982	0	40,854,531	92	0	40,857,605	0.055814%	128
51	71714	Berkshire Life Ins Co of	557,656	0	48,862,446	0	0	49,420,102	0.067511%	119
52	61557	Blue Shield of CA Life & Hlth	10,019,323	0	238,673,332	0	0	248,692,655	0.339729%	63
53	61476	Boston Mut Life Ins Co	2,610,360	0	1,118,454	0	0	3,728,814	0.005094%	236
54	87726	BrightHouse Life Ins Co	257,201,528	519,665,472	12,104,523	624,442	30,790	789,626,755	1.078676%	27
55	61581	Capitol Life Ins Co	5,365	0	0	0	0	5,365	0.000007%	326
56	71331	Careamerica Life Ins Co	1,301	0	828	0	0	2,129	0.000003%	328
57	61751	Central States H & L Co Of	183,548	0	86,429	0	0	269,977	0.000369%	297
58	80896	Centre Life Ins Co	0	0	2,304,671	0	0	2,304,671	0.003148%	248
59	62383	Centurion Life Ins Co	5,552	0	0	0	0	5,552	0.000008%	325
60	61832	Chesapeake Life Ins Co	4,944,949	119,722	18,288,201	0	0	23,352,872	0.031901%	151

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61	61875	Church Life Ins Corp	1,781,557	2,074,614	0	63,139	0	3,919,310	0.005354%	232
62	67369	Cigna Hlth & Life Ins Co	26,520	0	1,482,502,081	(6,281)	0	1,482,522,320	2.025212%	17
63	93432	CM Life Ins Co	25,812,650	71,827,786	0	0	0	97,640,436	0.133383%	94
64	62626	CMFG Life Ins Co	31,029,237	6,476,088	36,616,958	766,062	46,968,159	121,856,504	0.166463%	83
65	62049	Colonial Life & Accident Ins	35,074,425	21,957	135,837,105	0	0	170,933,487	0.233505%	73
66	62065	Colonial Penn Life Ins Co	22,108,901	0	26,106,658	0	0	48,215,559	0.065865%	121
67	84786	Colorado Bankers Life Ins	11,671,108	9,934,428	2,308,799	450,557	0	24,364,892	0.033284%	147
68	76023	Columbian Life Ins Co	5,240,783	23,342	0	0	0	5,264,125	0.007191%	217
69	62103	Columbian Mut Life Ins Co	221,367	5,487	24,819	0	0	251,673	0.000344%	298
70	99937	Columbus Life Ins Co	43,483,038	3,199,698	1,150	0	0	46,683,886	0.063773%	123
71	62146	Combined Ins Co Of Amer	4,708,095	0	53,227,295	0	0	57,935,390	0.079143%	114
72	81426	Commercial Travelers Life	0	0	33,052	0	0	33,052	0.000045%	315
73	84824	Commonwealth Ann & Life	2,790,126	5,926,397	5,274	52,329	0	8,774,126	0.011986%	191
74	92444	Companion Life Ins Co of	669	0	23,760,733	0	0	23,761,402	0.032459%	150
75	62308	Connecticut Gen Life Ins Co	26,718,779	6,000	5,551,888	203,699	0	32,480,366	0.044370%	136
76	62359	Constitution Life Ins Co	245,931	200	2,173,430	0	0	2,419,561	0.003305%	246
77	71730	Continental Amer Ins Co	569,303	0	42,599,207	0	0	43,168,510	0.058971%	127
78	71404	Continental Gen Ins Co	700,747	609,052	6,030,067	0	0	7,339,866	0.010027%	195
79	68500	Continental Life Ins Co	5,286	0	19,016,669	0	0	19,021,955	0.025985%	159
80	78301	Corvesta Life Ins Co	324	0	0	0	0	324	0.000000%	333
81	82880	CSI Life Ins Co	3,929	0	0	0	0	3,929	0.000005%	327
82	71129	Dearborn Life Ins Co	1,751,718	0	2,539,492	110,378	0	4,401,588	0.006013%	225
83	62634	Delaware Amer Life Ins Co	96,593	0	260,847	0	0	357,440	0.000488%	294
84	79065	Delaware Life Ins Co	2,449,206	173,299,712	0	0	0	175,748,918	0.240083%	72
85	13183	Eagle Life Ins Co	0	21,023,102	0	0	0	21,023,102	0.028719%	155
86	84174	ELCO Mut Life & Ann	14,972	4,534,329	0	109,800	0	4,659,101	0.006365%	222
87	85561	Elips Life Ins Co	19,087	0	4,915	0	0	24,002	0.000033%	319
88	62928	EMC Natl Life Co	878,707	519,153	1,442	99,066	0	1,498,368	0.002047%	261
89	62510	Equitrust Life Ins Co	1,785,580	106,381,162	0	2,315,870	0	110,482,612	0.150926%	89
90	77968	Family Heritage Life Ins Co	63,498	0	6,371,637	0	0	6,435,135	0.008791%	205

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91	63053	Family Life Ins Co	2,163,160	1,476	773,203	0	0	2,937,839	0.004013%	241
92	74004	Family Serv Life Ins Co	942	0	0	0	0	942	0.000001%	331
93	63177	Farmers New World Life Ins	314,844,048	8,221,076	5,727,901	8,063,866	0	336,856,891	0.460166%	55
94	63223	Federal Life Ins Co	1,978,014	61,900	16,440	0	0	2,056,354	0.002809%	252
95	63258	Federated Life Ins Co	10,741,224	443,650	1,977,215	0	0	13,162,089	0.017980%	174
96	63274	Fidelity & Guar Life Ins Co	101,989,467	446,264,367	0	210,446	0	548,464,280	0.749234%	38
97	93696	Fidelity Investments Life Ins	2,078,050	185,597,133	0	0	0	187,675,183	0.256375%	70
98	63290	Fidelity Life Assn A Legal	12,899,403	0	24,599	0	0	12,924,002	0.017655%	175
99	71870	Fidelity Security Life Ins Co	2,465,937	438,360	60,694,872	0	18,254	63,617,423	0.086905%	111
100	69140	First Allmerica Fin Life Ins	730,976	14,437	593	0	0	746,006	0.001019%	280
101	90328	First Hlth Life & Hlth Ins Co	2,583	0	26,697,599	0	0	26,700,182	0.036474%	145
102	67652	First Penn Pacific Life Ins	18,031,709	16,680	5,549	0	0	18,053,938	0.024663%	163
103	63495	Foresters Life Ins Ann Co	7,922,249	10,472,980	249	50,000	0	18,445,478	0.025198%	160
104	91642	Forethought Life Ins Co	37,386,139	682,940,112	1,940,692	4,800,689	0	727,067,632	0.993217%	30
105	99775	Funeral Directors Life Ins Co	905,555	153,980	0	0	0	1,059,535	0.001447%	272
106	63657	Garden State Life Ins Co	1,434,019	0	1,053	0	0	1,435,072	0.001960%	265
107	65536	Genworth Life & Ann Ins Co	137,386,294	3,233,053	1,517,748	0	0	142,137,095	0.194168%	76
108	70025	Genworth Life Ins Co	33,678,988	342,751	288,000,697	0	0	322,022,436	0.439901%	58
109	70939	Gerber Life Ins Co	36,394,093	0	43,403,666	0	0	79,797,759	0.109008%	104
110	91472	Globe Life & Accident Ins Co	50,385,335	0	2,893,147	0	0	53,278,482	0.072782%	117
111	62286	Golden Rule Ins Co	1,054,700	148,342	3,096,648	0	0	4,299,690	0.005874%	226
112	63967	Government Personnel Mut	3,548,012	8,666	50,968	0	0	3,607,646	0.004928%	237
113	67059	GPM Hlth & Life Ins Co	1,468,165	102,141	14,977	0	0	1,585,283	0.002166%	258
114	63312	Great Amer Life Ins Co	7,160,520	495,161,690	8,926	97,025	0	502,428,161	0.686346%	42
115	90212	Great Southern Life Ins Co	3,359,280	371,468	138,559	37,729	0	3,907,036	0.005337%	234
116	68322	Great W Life & Ann Ins Co	29,410,288	533,945,962	4,589,989	549,511	0	568,495,750	0.776598%	36
117	71480	Great Western Ins Co	26,372,713	853,914	0	0	0	27,226,627	0.037193%	144
118	64211	Guarantee Trust Life Ins Co	2,220,391	8,253	2,958,801	53	0	5,187,498	0.007086%	219
119	64238	Guaranty Income Life Ins Co	6,977	6,251,663	188,005	0	0	6,446,645	0.008806%	204
120	78778	Guardian Ins & Ann Co Inc	2,435,002	89,412,621	0	161,015	512,490	92,521,128	0.126389%	96

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121	64246	Guardian Life Ins Co Of	252,784,267	1,021,234	462,174,856	0	0	715,980,357	0.978071%	32
122	83607	Guggenheim Life & Ann Co	27,207	44,781,702	1,523	1,404,630	0	46,215,062	0.063132%	124
123	70815	Hartford Life & Accident Ins	114,594,163	0	153,509,032	0	0	268,103,195	0.366245%	61
124	92711	HCC Life Ins Co	691,479	3,600	80,702,141	0	0	81,397,220	0.111193%	103
125	66141	Health Net Life Ins Co	1,130,390	0	935,974,197	0	0	937,104,587	1.280139%	25
126	93440	HM Life Ins Co	3,854	0	28,376,136	0	0	28,379,990	0.038769%	143
127	64505	Homesteaders Life Co	35,123,963	341,089	0	0	0	35,465,052	0.048447%	133
128	64513	Horace Mann Life Ins Co	5,385,866	23,311,788	10,251	71,078	0	28,778,983	0.039314%	142
129	91693	IA Amer Life Ins Co	10,710,445	168,167	8,060	0	0	10,886,672	0.014872%	180
130	97764	Idealife Ins Co	137,116	1,122	15,898	0	0	154,136	0.000211%	307
131	64580	Illinois Mut Life Ins Co	1,501,181	5,000	154,488	0	0	1,660,669	0.002269%	257
132	81779	Individual Assur Co Life Hlth	0	0	15,106,431	0	0	15,106,431	0.020636%	170
133	14406	Industrial Alliance Ins & Fin	4,057,436	2,709,733	0	0	0	6,767,169	0.009244%	200
134	74780	Integrity Life Ins Co	15,229	46,128,316	0	2,655,671	0	48,799,216	0.066663%	120
135	64904	Investors Heritage Life Ins	66,369	1,760	0	0	0	68,129	0.000093%	311
136	63487	Investors Life Ins Co N	1,209,701	9,500	0	0	0	1,219,201	0.001665%	268
137	65056	Jackson Natl Life Ins Co	87,571,074	1,657,104,343	3,959,356	621,302	0	1,749,256,075	2.389586%	13
138	64017	Jefferson Natl Life Ins Co	1,191,783	110,473,878	13,877	1,891,749	0	113,571,287	0.155145%	88
139	65080	John Alden Life Ins Co	718,870	0	352,085	0	0	1,070,955	0.001463%	271
140	93610	John Hancock Life & Hlth	113,875	0	2,407,194	0	0	2,521,069	0.003444%	244
141	65838	John Hancock Life Ins Co	519,476,180	9,491,048	106,370,511	0	1,958,804,765	2,594,142,504	3.543750%	5
142	65129	Kansas City Life Ins Co	14,255,775	2,538,919	1,324,151	99,640	0	18,218,485	0.024888%	162
143	65242	Lafayette Life Ins Co	30,300,396	20,653,211	20,061	384,615	0	51,358,283	0.070158%	118
144	68543	Liberty Bankers Life Ins Co	966,113	21,790,059	1,376	212,071	0	22,969,619	0.031378%	152
145	65315	Liberty Life Assur Co Of	107,449,970	3,433,865	212,777,067	0	0	323,660,902	0.442140%	57
146	65331	Liberty Natl Life Ins Co	6,321,712	878	220,813	0	0	6,543,403	0.008939%	203
147	65498	Life Ins Co Of N Amer	229,210,197	0	257,997,963	0	0	487,208,160	0.665555%	43
148	65528	Life Ins Co Of The	356,933,124	364,716,132	650	473,759	0	722,123,665	0.986463%	31
149	97985	LifeMap Assur Co	9,306	0	8,838	0	0	18,144	0.000025%	321
150	77720	LifeSecure Ins Co	377,354	62,796	6,548,944	0	0	6,989,094	0.009548%	198

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151	99724	LifeShield Natl Ins Co	42,715	0	185,317	0	0	228,032	0.000312%	301
152	65595	Lincoln Benefit Life Co	173,046,463	4,741,102	9,422,815	2,878,893	0	190,089,273	0.259673%	69
153	65927	Lincoln Heritage Life Ins Co	91,523,213	2,721	268,998	0	0	91,794,932	0.125397%	97
154	62057	Lincoln Life & Ann Co of NY	1,415,862	5,041,362	304,932	0	0	6,762,156	0.009237%	201
155	65676	Lincoln Natl Life Ins Co	752,164,062	1,345,002,043	107,950,396	0	0	2,205,116,501	3.012318%	7
156	60232	Lombard Intl Life Assur Co	676	75,920,181	0	0	0	75,920,857	0.103712%	108
157	68446	Longevity Ins Co	14,967	0	11,489	0	0	26,456	0.000036%	317
158	65722	Loyal Amer Life Ins Co	123,205	895	35,621,148	1,802	0	35,747,050	0.048833%	132
159	73504	Lumico Life Ins Co	428,134	0	0	0	0	428,134	0.000585%	290
160	65781	Madison Natl Life Ins Co Inc	541,669	715,322	1,437,497	0	0	2,694,488	0.003681%	242
161	65870	Manhattan Life Ins Co	1,159,224	3,987,438	116,975	0	0	5,263,637	0.007190%	218
162	67083	Manhattan Natl Life Ins Co	2,003,433	2,151	0	0	0	2,005,584	0.002740%	254
163	61883	ManhattanLife Assur Co of	57,924	0	4,475,961	0	0	4,533,885	0.006194%	223
164	65935	Massachusetts Mut Life Ins	638,161,480	693,553,858	61,252,257	571,515,140	665,933,760	2,630,416,495	3.593302%	4
165	69515	Medamerica Ins Co	0	0	6,671,368	0	0	6,671,368	0.009113%	202
166	31119	Medico Ins Co	17,034	0	546,904	0	0	563,938	0.000770%	286
167	86126	Members Life Ins Co	96,324	36,541,894	0	0	0	36,638,218	0.050050%	131
168	65951	Merit Life Ins Co	(349,274)	0	439,005	0	0	89,731	0.000123%	310
169	65978	Metropolitan Life Ins Co	848,372,299	815,760,291	807,581,769	16,825,896	199,236,623	2,687,776,878	3.671660%	3
170	97136	Metropolitan Tower Life Ins	62,007,715	138,593	864,361	1,162,048	0	64,172,717	0.087664%	110
171	66087	Mid West Natl Life Ins Co Of	896,213	35,549	1,359,008	0	0	2,290,770	0.003129%	249
172	66044	Midland Natl Life Ins Co	160,344,912	402,733,955	2,087	625,000	0	563,705,954	0.770055%	37
173	66109	Midwestern United Life Ins	235,944	60	0	0	0	236,004	0.000322%	300
174	66168	Minnesota Life Ins Co	301,570,029	89,537,958	23,910,905	89,107,643	189,310,109	693,436,644	0.947275%	34
175	70416	MML Bay State Life Ins Co	4,046,954	0	0	0	0	4,046,954	0.005528%	230
176	66265	Monarch Life Ins Co	95,755	0	874,094	0	0	969,849	0.001325%	276
177	66370	Mony Life Ins Co	9,999,969	15,418	1,938,278	0	0	11,953,665	0.016329%	178
178	78077	Mony Life Ins Co Of Amer	94,352,452	933,707	3,076,152	0	0	98,362,311	0.134369%	93
179	88668	Mutual Of Amer Life Ins Co	411,186	1,060,130	93,599	67,910	254,487,575	256,120,400	0.349875%	62
180	71412	Mutual Of Omaha Ins Co	0	0	82,480,994	0	0	82,480,994	0.112674%	101

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181	66427	Mutual Trust Life Ins Co a	29,649,202	203,380	15,986	393,582	0	30,262,150	0.041340%	140
182	67814	Nassau Life Ins Co	16,371,245	419,394	114,584	0	0	16,905,223	0.023094%	167
183	61409	National Benefit Life Ins Co	1,402,967	0	71,825	180	0	1,474,972	0.002015%	262
184	66540	National Farmers Union Life	456,252	37	0	0	0	456,289	0.000623%	289
185	66583	National Guardian Life Ins	70,821,631	4,992,850	47,865,421	5,778,504	0	129,458,406	0.176848%	80
186	82538	National Hlth Ins Co	0	0	14,441,757	0	0	14,441,757	0.019728%	171
187	66680	National Life Ins Co	32,088,522	203,912	1,750,960	300,000	0	34,343,394	0.046915%	135
188	87963	National Teachers Assoc	302,304	0	36,592,939	0	0	36,895,243	0.050401%	130
189	66850	National Western Life Ins Co	16,544,081	28,813,820	0	60,428	0	45,418,329	0.062044%	125
190	92657	Nationwide Life & Ann Ins	266,315,654	351,633	0	0	485,423,395	752,090,682	1.027400%	28
191	66869	Nationwide Life Ins Co	110,090,161	49,343,090	9,932,888	0	827,447,003	996,813,142	1.361705%	23
192	98205	Natl Foundation Life Ins Co	9,206	0	1,138,937	0	0	1,148,143	0.001568%	269
193	91626	New England Life Ins Co	11,020,099	1,149,264	38,659	0	0	12,208,022	0.016677%	176
194	78743	New Era Life Ins Co	1,587	(32)	0	566	0	2,121	0.000003%	329
195	69698	New Era Life Ins Co Of	14,491	1,750	0	9,006	0	25,247	0.000034%	318
196	91596	New York Life Ins & Ann	237,285,093	1,407,355,489	0	33,249,873	0	1,677,890,455	2.292096%	14
197	66915	New York Life Ins Co	1,136,804,806	58,173,859	66,667,513	0	308,424,329	1,570,070,507	2.144808%	16
198	81264	Nippon Life Ins Co Of Amer	602,805	0	152,907,035	0	0	153,509,840	0.209703%	74
199	66974	North Amer Co Life & Hlth	116,164,949	306,958,807	546	393,270	0	423,517,572	0.578550%	50
200	69000	Northwestern Long Term	0	0	40,374,659	0	0	40,374,659	0.055154%	129
201	67091	Northwestern Mut Life Ins	780,585,391	92,309,119	93,127,559	2,497,862	50,000	968,569,931	1.323123%	24
202	81353	NYLife Ins Co Of AZ	5,595,251	0	0	0	0	5,595,251	0.007643%	213
203	67148	Occidental Life Ins Co Of	3,472,235	998,592	0	0	0	4,470,827	0.006107%	224
204	89206	Ohio Natl Life Assur Corp	42,484,709	0	1,015,131	0	0	43,499,840	0.059423%	126
205	67172	Ohio Natl Life Ins Co	46,097,575	72,692,286	713,017	1,765,192	19,648,125	140,916,195	0.192500%	77
206	67180	Ohio State Life Ins Co	2,405,107	847	0	400	0	2,406,354	0.003287%	247
207	67199	Old Amer Ins Co	4,622,445	0	48,488	0	0	4,670,933	0.006381%	221
208	67261	Old Republic Life Ins Co	1,745,308	0	1,189	0	0	1,746,497	0.002386%	256
209	76007	Old United Life Ins Co	400	0	0	0	0	400	0.000001%	332
210	69647	Optum Ins of OH Inc	105,660	368	0	0	0	106,028	0.000145%	309

2018 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
211	76112	Oxford Life Ins Co	3,123,998	43,432,324	451,986	0	0	47,008,308	0.064216%	122
212	67393	Ozark Natl Life Ins Co	193,195	582	678	0	0	194,455	0.000266%	302
213	64343	Pacific Guardian Life Ins Co	14,148,271	167	810	1,619,701	0	15,768,949	0.021541%	169
214	97268	Pacific Life & Ann Co	162,737	232,722	0	0	0	395,459	0.000540%	291
215	67466	Pacific Life Ins Co	612,186,411	996,208,048	0	13,168,821	0	1,621,563,280	2.215150%	15
216	70785	Pacificare Life & Hlth Ins Co	0	0	6,000,365	0	0	6,000,365	0.008197%	210
217	93459	Pan Amer Assur Co	2,282,509	0	0	0	0	2,282,509	0.003118%	250
218	67539	Pan Amer Life Ins Co	437,149	13,480	23,787,466	0	0	24,238,095	0.033111%	148
219	60003	Park Avenue Life Ins Co	241,750	0	0	0	0	241,750	0.000330%	299
220	71099	Parker Centennial Assur Co	0	1,013,982	0	0	0	1,013,982	0.001385%	274
221	67598	Paul Revere Life Ins Co	591,949	0	16,798,203	285,195	0	17,675,347	0.024146%	165
222	93777	Pavonia Life Ins Co of MI	2,338,693	0	106,320	0	0	2,445,013	0.003340%	245
223	93262	Penn Ins & Ann Co	52,243,986	4,504,995	0	0	0	56,748,981	0.077522%	115
224	67644	Penn Mut Life Ins Co	131,919,964	16,468,419	533,465	476,059	0	149,397,907	0.204086%	75
225	67784	Philadelphia Amer Life Ins	0	0	742,127	0	0	742,127	0.001014%	282
226	93548	PHL Variable Ins Co	40,882,262	43,219,345	0	0	0	84,101,607	0.114888%	99
227	72125	Physicians Life Ins Co	13,103,679	250,256	534,718	67,112	0	13,955,765	0.019064%	173
228	80578	Physicians Mut Ins Co	0	0	20,970,051	0	0	20,970,051	0.028646%	156
229	67873	Pioneer Amer Ins Co	1,506,624	2,199	0	0	0	1,508,823	0.002061%	260
230	67911	Pioneer Mut Life Ins Co	4,212,713	25,967	0	0	0	4,238,680	0.005790%	227
231	67946	Pioneer Security Life Ins Co	305,643	540	0	0	0	306,183	0.000418%	296
232	97152	Plateau Ins Co	54,280	0	129,993	0	0	184,273	0.000252%	305
233	65919	Primerica Life Ins Co	404,290,275	68,604	28,410	1,045,527	0	405,432,816	0.553845%	52
234	61271	Principal Life Ins Co	138,216,218	590,837,458	251,281,882	850,247,524	122,164	1,830,705,246	2.500850%	10
235	71161	Principal Natl Life Ins Co	93,580,726	0	0	0	0	93,580,726	0.127837%	95
236	68047	Professional Ins Co	25,430	0	1,442,669	0	0	1,468,099	0.002006%	263
237	88536	Protective Life & Annuity Ins	142,407	20,000	0	0	0	162,407	0.000222%	306
238	68136	Protective Life Ins Co	177,753,764	327,087,425	338,569	1,831,958	0	507,011,716	0.692608%	41
239	67903	Provident Amer Life & Hlth	475	0	5,235	0	0	5,710	0.000008%	324
240	68195	Provident Life & Accident Ins	19,391,163	0	82,356,191	0	0	101,747,354	0.138993%	92

2018 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
241	79227	Pruco Life Ins Co	489,698,298	567,128,390	0	2,700,147	0	1,059,526,835	1.447375%	22
242	86630	Prudential Ann Life Assur	172,548	8,189,756	0	2,414,543	0	10,776,847	0.014722%	181
243	68241	Prudential Ins Co Of Amer	377,491,314	665,141,361	122,651,313	34,592,217	2,594,506,632	3,794,382,837	5.183348%	1
244	93629	Prudential Retirement Ins &	0	(9,706)	0	229,068,795	643,871	229,702,960	0.313788%	66
245	71390	Puritan Life Ins Co of Amer	718,388	8,551,451	44,067	0	0	9,313,906	0.012723%	187
246	68284	Pyramid Life Ins Co	15,280	0	42,131	0	0	57,411	0.000078%	312
247	68357	Reliable Life Ins Co	12,434	0	293	0	0	12,727	0.000017%	323
248	68381	Reliance Standard Life Ins	53,366,797	182,074,038	79,759,337	0	0	315,200,172	0.430582%	59
249	67105	Reliastar Life Ins Co	182,921,584	34,296,971	220,883,522	99,700	0	438,201,777	0.598609%	47
250	61360	Reliastar Life Ins Co Of NY	2,881,464	2,400	2,608,533	0	0	5,492,397	0.007503%	214
251	68462	Reserve Natl Ins Co	12,747	0	107,940	0	0	120,687	0.000165%	308
252	93572	RGA Reins Co	0	0	7,213,456	0	0	7,213,456	0.009854%	197
253	65005	RiverSource Life Ins Co	119,127,179	366,641,892	29,979,538	1,246,864	0	516,995,473	0.706246%	39
254	90247	Rx Life Ins Co	42,733	3,000	0	150	0	45,883	0.000063%	313
255	60183	S USA Life Ins Co Inc	187,637	0	3,932	0	0	191,569	0.000262%	304
256	60445	Sagicor Life Ins Co	4,577,829	9,773,090	4,454	2,380,471	0	16,735,844	0.022862%	168
257	93742	Securian Life Ins Co	104,006,675	6,079,318	5,002,890	905,220	0	115,994,103	0.158455%	85
258	68675	Security Benefit Life Ins Co	1,319,159	104,736,153	0	0	0	106,055,312	0.144878%	91
259	68713	Security Life Of Denver Ins	178,503,980	0	0	0	0	178,503,980	0.243847%	71
260	68772	Security Mut Life Ins Co Of	3,544,421	2,500	20,819	0	0	3,567,740	0.004874%	238
261	69485	Security Natl Life Ins Co	7,042,011	164,958	1,326	5,662	0	7,213,957	0.009855%	196
262	76325	Senior Hlth Ins Co of PA	0	0	6,177,270	0	0	6,177,270	0.008439%	208
263	78662	Senior Life Ins Co	2,646,704	0	0	0	0	2,646,704	0.003616%	243
264	68802	Sentinel Security Life Ins Co	2,297,024	76,795,023	181,867	9,603	0	79,283,517	0.108306%	105
265	68810	Sentry Life Ins Co	2,312,195	62,421,626	101,131	0	0	64,834,952	0.088568%	109
266	97241	Settlers Life Ins Co	43,212	515	1,317	0	0	45,044	0.000062%	314
267	69019	Standard Ins Co	103,725,696	54,012,515	248,379,770	310,592	226,174,899	632,603,472	0.864173%	35
268	86355	Standard Life & Accident Ins	960,196	6,028	7,250,200	0	0	8,216,424	0.011224%	194
269	69078	Standard Security Life Ins	7,153	0	6,906,633	0	0	6,913,786	0.009445%	199
270	68985	Starmount Life Ins Co	114,441	0	5,248,319	0	0	5,362,760	0.007326%	216

2018 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
271	69108	State Farm Life Ins Co	488,466,082	18,818,100	0	767,267	0	508,051,449	0.694028%	40
272	69116	State Life Ins Co	100,082,691	36,470,777	3,204,940	378,173	0	140,136,581	0.191435%	78
273	89184	Sterling Investors Life Ins Co	225,791	3,858,626	57,480	0	0	4,141,897	0.005658%	229
274	77399	Sterling Life Ins Co	3,225	0	582,070	0	0	585,295	0.000800%	285
275	80926	Sun Life & Hlth Ins Co	7,877,082	0	778,241	0	0	8,655,323	0.011824%	192
276	69272	Sunset Life Ins Co Of Amer	3,748,907	487,225	0	462	0	4,236,594	0.005787%	228
277	69310	Surety Life Ins Co	11,879,135	98,328	13,828	0	0	11,991,291	0.016381%	177
278	68608	Symetra Life Ins Co	68,860,673	540,370,157	67,814,988	21,797,580	0	698,843,398	0.954661%	33
279	90581	Symetra Natl Life Ins Co	15,788	0	0	0	0	15,788	0.000022%	322
280	71153	Talcott Resolution Life &	102,625,924	15,784,850	11,449	0	5,004,963	123,427,186	0.168609%	82
281	88072	Talcott Resolution Life Ins	6,930,880	17,471,061	2,701,248	202,315,068	143,793,264	373,211,521	0.509829%	54
282	69345	Teachers Ins & Ann Assoc	17,148,813	764,777,920	624,942	36,903,158	0	819,454,833	1.119423%	26
283	69396	Texas Life Ins Co	24,164,162	0	0	0	0	24,164,162	0.033010%	149
284	76236	The Cincinnati Life Ins Co	8,620,515	817,310	11,760	0	0	9,449,585	0.012909%	186
285	70435	The Savings Bank Mut Life	17,188,025	0	0	0	0	17,188,025	0.023480%	166
286	97721	Thrivent Life Ins Co	1,374,176	21,022,973	0	0	0	22,397,149	0.030596%	153
287	60142	TIAA Cref Life Ins Co	36,852,039	32,944,383	218,755	407,998,616	0	478,013,793	0.652995%	44
288	69477	Time Ins Co II	858,714	0	8,278,787	0	0	9,137,501	0.012482%	189
289	69566	Trans World Assur Co	2,055,100	928,357	0	0	0	2,983,457	0.004076%	240
290	79022	Transamerica Advisors Life	946,612	180,992	0	0	0	1,127,604	0.001540%	270
291	70688	Transamerica Financial Life	1,039,894	801,714	919,431	0	1,141,676,768	1,144,437,807	1.563369%	21
292	86231	Transamerica Life Ins Co	467,791,580	252,559,442	102,808,722	295,979	981,775,367	1,805,231,090	2.466051%	11
293	66281	Transamerica Premier Life	575,715,548	98,528,709	68,759,998	16,461	192,007	743,212,723	1.015272%	29
294	61425	Trustmark Ins Co	48,241,202	17,970	11,682,698	0	0	59,941,870	0.081884%	112
295	62863	Trustmark Life Ins Co	300,612	0	5,921,677	0	0	6,222,289	0.008500%	207
296	80314	Unicare Life & Hlth Ins Co	5,866,851	0	3,775,399	0	0	9,642,250	0.013172%	184
297	11121	Unified Life Ins Co	599,455	2,593	3,219,694	0	0	3,821,742	0.005221%	235
298	91529	Unimerica Ins Co	9,019,166	0	78,184,414	0	0	87,203,580	0.119125%	98
299	62596	Union Fidelity Life Ins Co	963,143	0	2,069,344	35,656	0	3,068,143	0.004191%	239
300	69744	Union Labor Life Ins Co	6,323,212	0	11,587,926	0	0	17,911,138	0.024468%	164

2018 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
301	70408	Union Security Ins Co	17,907,730	574,018	59,045,376	0	0	77,527,124	0.105907%	107
302	92916	United Amer Ins Co	603,261	293,170	34,235,041	0	0	35,131,472	0.047992%	134
303	69892	United Farm Family Life Ins	3,981,054	525	0	0	0	3,981,579	0.005439%	231
304	87645	United Fidelity Life Ins Co	369,555	9,169	0	5,777	0	384,501	0.000525%	292
305	63983	United Heritage Life Ins Co	3,264,951	607,943	42,983	628	0	3,916,505	0.005350%	233
306	69922	United Home Life Ins Co	1,295,325	0	7,797	0	0	1,303,122	0.001780%	267
307	69930	United Ins Co Of Amer	17,704,798	0	573,640	0	0	18,278,438	0.024969%	161
308	69868	United Of Omaha Life Ins	193,325,774	140,939,744	64,897,103	35,846,685	362,792	435,372,098	0.594744%	48
309	42129	United Security Assur Co Of	0	0	18,784	0	0	18,784	0.000026%	320
310	72850	United World Life Ins Co	95,561	0	13,870,678	0	0	13,966,239	0.019079%	172
311	79413	UnitedHealthcare Ins Co	7,305,205	0	3,401,784,846	0	0	3,409,090,051	4.657016%	2
312	97179	UnitedHealthcare Life Ins Co	0	0	327,126	0	0	327,126	0.000447%	295
313	63819	Unity Financial Life Ins Co	774,181	0	0	0	0	774,181	0.001058%	279
314	67601	Unum Ins Co	143,215	0	12,672	5,244,628	0	5,400,515	0.007377%	215
315	62235	Unum Life Ins Co Of Amer	126,288,904	7,424	330,464,352	0	0	456,760,680	0.623962%	45
316	80705	US Br Great West Life	1,036,094	0	365,213	0	0	1,401,307	0.001914%	266
317	80802	US Br Sun Life Assur Co of	76,250,773	0	126,665,668	0	0	202,916,441	0.277196%	67
318	80659	US Business of Canada Life	5,706,938	0	249,393	0	0	5,956,331	0.008137%	211
319	84530	US Financial Life Ins Co	8,411,631	0	0	0	0	8,411,631	0.011491%	193
320	70955	USA Life One Ins Co Of IN	1,280	0	0	0	0	1,280	0.000002%	330
321	69663	USAA Life Ins Co	104,353,337	95,753,854	39,702,324	3,562,076	0	243,371,591	0.332460%	64
322	68632	Vantis Life Ins Co	366,566	8,000	0	0	0	374,566	0.000512%	293
323	70238	Variable Ann Life Ins Co	0	376,787,758	0	51,139,072	0	427,926,830	0.584573%	49
324	80942	Voya Ins & Ann Co	1,930,679	79,976,697	243	0	0	81,907,619	0.111891%	102
325	86509	Voya Retirement Ins & Ann	8,632,592	1,178,137,202	0	1,545,030	160,968,902	1,349,283,726	1.843200%	18
326	70319	Washington Natl Ins Co	6,037,176	820,691	18,122,777	0	0	24,980,644	0.034125%	146
327	70335	West Coast Life Ins Co	78,383,623	109,743	1,253	0	0	78,494,619	0.107228%	106
328	70483	Western & Southern Life Ins	10,477,464	0	624,120	0	0	11,101,584	0.015165%	179
329	92622	Western Southern Life	7,309,095	98,376,204	0	8,561,860	0	114,247,159	0.156068%	87
330	62413	Wilcac Life Ins Co	1,078,245	0	2,085	460,528	0	1,540,858	0.002105%	259

2018 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	65900	Wilco Life Ins Co	29,049,341	20,348	1,164,446	0	0	30,234,135	0.041302%	141
332	60704	Wilton Reassur Life Co of	485,298	3,050	7,613	0	0	495,961	0.000678%	288
333	90557	Zurich Amer Life Ins Co	24,616,390	4,494,802	2,675,602	0	0	31,786,794	0.043423%	138
Totals:			17,624,795,944	25,866,860,144	16,710,273,113	2,753,348,978	10,248,041,272	73,203,319,451	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
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	464,828	0.002637%	232
2	77879	5 Star Life Ins Co	9,789,920	0.055545%	120
3	71854	AAA Life Ins Co	247,225,517	1.402686%	21
4	71471	Ability Ins Co	9,586	0.000054%	289
5	62200	Accordia Life & Ann Co	106,826,518	0.606103%	45
6	60054	Aetna Life Ins Co	69,915,317	0.396679%	60
7	90611	Allianz Life Ins Co Of N Amer	216,475,024	1.228217%	24
8	70866	Allstate Assur Co	31,934,848	0.181189%	83
9	60186	Allstate Life Ins Co	50,671,855	0.287498%	66
10	70874	Allstate Life Ins Co Of NY	611,650	0.003470%	220
11	60216	Amalgamated Life Ins Co	240,503	0.001365%	245
12	68594	American Amicable Life Ins Co Of TX	10,108,796	0.057354%	117
13	60275	American Bankers Life Assur Co Of FL	588,880	0.003341%	225
14	92738	American Equity Invest Life Ins Co	23,705	0.000134%	277
15	60380	American Family Life Assur Co of Col	26,876,265	0.152488%	89
16	60399	American Family Life Ins Co	1,745,443	0.009903%	186
17	60410	American Fidelity Assur Co	40,326,729	0.228802%	73
18	60429	American Fidelity Life Ins Co	522,959	0.002967%	229
19	60488	American Gen Life Ins Co	538,985,785	3.058050%	8
20	60534	American Heritage Life Ins Co	5,767,142	0.032721%	137
21	60518	American Hlth & Life Ins Co	5,682,921	0.032243%	140
22	60577	American Income Life Ins Co	113,695,659	0.645076%	41
23	67989	American Memorial Life Ins Co	128,628,990	0.729804%	35
24	60739	American Natl Ins Co	75,671,472	0.429338%	58
25	71773	American Natl Life Ins Co Of TX	143,418	0.000814%	255
26	60801	American Public Life Ins Co	18,359	0.000104%	279
27	60836	American Republic Ins Co	182,409	0.001035%	252
28	60895	American United Life Ins Co	33,726,328	0.191353%	79
29	61999	Americo Fin Life & Ann Ins Co	16,552,582	0.093915%	102
30	61301	Ameritas Life Ins Corp	106,907,797	0.606564%	44
31	72222	Amica Life Ins Co	5,741,527	0.032576%	138
32	62825	Anthem Blue Cross Life & Health Ins Co	54,359,043	0.308418%	63
33	61069	Anthem Life Ins Co	4,635,541	0.026301%	147
34	71439	Assurity Life Ins Co	14,745,884	0.083664%	105
35	68039	Athene Ann & Life Assur Co of NY	514,701	0.002920%	230
36	61689	Athene Ann & Life Co	10,723,591	0.060843%	114
37	61492	Athene Annuity & Life Assur Co	4,057,361	0.023020%	152
38	61182	Aurora Natl Life Assur Co	2,510,765	0.014245%	166
39	84522	Auto Club Life Ins Co	1,746,009	0.009906%	185
40	62880	AXA Equitable Life & Ann Co	1,445,669	0.008202%	191
41	62944	AXA Equitable Life Ins Co	213,802,619	1.213055%	25
42	61212	Baltimore Life Ins Co	5,633,809	0.031965%	141
43	61263	Bankers Life & Cas Co	32,086,434	0.182049%	82

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
44	94250	Banner Life Ins Co	119,178,466	0.676184%	37
45	61395	Beneficial Life Ins Co	5,823,914	0.033043%	136
46	64890	Berkley Life & Hlth Ins Co	2,982	0.000017%	300
47	71714	Berkshire Life Ins Co of Amer	557,656	0.003164%	227
48	61557	Blue Shield of CA Life & Hlth Ins Co	10,019,323	0.056847%	118
49	61476	Boston Mut Life Ins Co	2,610,360	0.014810%	165
50	87726	Brighthouse Life Ins Co	257,201,528	1.459287%	19
51	61581	Capitol Life Ins Co	5,365	0.000030%	295
52	71331	Careamerica Life Ins Co	1,301	0.000007%	303
53	61751	Central States H & L Co Of Omaha	183,548	0.001041%	251
54	62383	Centurion Life Ins Co	5,552	0.000032%	294
55	61832	Chesapeake Life Ins Co	4,944,949	0.028056%	145
56	61875	Church Life Ins Corp	1,781,557	0.010108%	183
57	67369	Cigna Hlth & Life Ins Co	26,520	0.000150%	275
58	93432	CM Life Ins Co	25,812,650	0.146454%	92
59	62626	CMFG Life Ins Co	31,029,237	0.176051%	84
60	62049	Colonial Life & Accident Ins Co	35,074,425	0.199002%	78
61	62065	Colonial Penn Life Ins Co	22,108,901	0.125440%	95
62	84786	Colorado Bankers Life Ins Co	11,671,108	0.066219%	111
63	76023	Columbian Life Ins Co	5,240,783	0.029735%	144
64	62103	Columbian Mut Life Ins Co	221,367	0.001256%	248
65	99937	Columbus Life Ins Co	43,483,038	0.246710%	70
66	62146	Combined Ins Co Of Amer	4,708,095	0.026712%	146
67	84824	Commonwealth Ann & Life Ins Co	2,790,126	0.015830%	163
68	92444	Companion Life Ins Co of CA	669	0.000004%	307
69	62308	Connecticut Gen Life Ins Co	26,718,779	0.151595%	90
70	62359	Constitution Life Ins Co	245,931	0.001395%	243
71	71730	Continental Amer Ins Co	569,303	0.003230%	226
72	71404	Continental Gen Ins Co	700,747	0.003976%	218
73	68500	Continental Life Ins Co Brentwood	5,286	0.000030%	296
74	78301	Corvesta Life Ins Co	324	0.000002%	310
75	82880	CSI Life Ins Co	3,929	0.000022%	297
76	71129	Dearborn Life Ins Co	1,751,718	0.009939%	184
77	62634	Delaware Amer Life Ins Co	96,593	0.000548%	263
78	79065	Delaware Life Ins Co	2,449,206	0.013896%	168
79	84174	ELCO Mut Life & Ann	14,972	0.000085%	284
80	85561	Elips Life Ins Co	19,087	0.000108%	278
81	62928	EMC Natl Life Co	878,707	0.004986%	212
82	62510	Equitrust Life Ins Co	1,785,580	0.010131%	182
83	77968	Family Heritage Life Ins Co Of Amer	63,498	0.000360%	268
84	63053	Family Life Ins Co	2,163,160	0.012273%	176
85	74004	Family Serv Life Ins Co	942	0.000005%	305
86	63177	Farmers New World Life Ins Co	314,844,048	1.786334%	16

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
87	63223	Federal Life Ins Co	1,978,014	0.011223%	180
88	63258	Federated Life Ins Co	10,741,224	0.060943%	113
89	63274	Fidelity & Guar Life Ins Co	101,989,467	0.578659%	50
90	93696	Fidelity Investments Life Ins Co	2,078,050	0.011790%	177
91	63290	Fidelity Life Assn A Legal Reserve L	12,899,403	0.073187%	109
92	71870	Fidelity Security Life Ins Co	2,465,937	0.013991%	167
93	69140	First Allmerica Fin Life Ins Co	730,976	0.004147%	215
94	90328	First Hlth Life & Hlth Ins Co	2,583	0.000015%	301
95	67652	First Penn Pacific Life Ins Co	18,031,709	0.102307%	97
96	63495	Foresters Life Ins Ann Co	7,922,249	0.044949%	125
97	91642	Forethought Life Ins Co	37,386,139	0.212118%	74
98	99775	Funeral Directors Life Ins Co	905,555	0.005138%	210
99	63657	Garden State Life Ins Co	1,434,019	0.008136%	192
100	65536	Genworth Life & Ann Ins Co	137,386,294	0.779490%	33
101	70025	Genworth Life Ins Co	33,678,988	0.191085%	80
102	70939	Gerber Life Ins Co	36,394,093	0.206490%	76
103	91472	Globe Life & Accident Ins Co	50,385,335	0.285872%	67
104	62286	Golden Rule Ins Co	1,054,700	0.005984%	203
105	63967	Government Personnel Mut Life Ins Co	3,548,012	0.020130%	156
106	67059	GPM Hlth & Life Ins Co	1,468,165	0.008330%	190
107	63312	Great Amer Life Ins Co	7,160,520	0.040627%	129
108	90212	Great Southern Life Ins Co	3,359,280	0.019060%	159
109	68322	Great W Life & Ann Ins Co	29,410,288	0.166866%	87
110	71480	Great Western Ins Co	26,372,713	0.149631%	91
111	64211	Guarantee Trust Life Ins Co	2,220,391	0.012598%	175
112	64238	Guaranty Income Life Ins Co	6,977	0.000040%	293
113	78778	Guardian Ins & Ann Co Inc	2,435,002	0.013816%	169
114	64246	Guardian Life Ins Co Of Amer	252,784,267	1.434225%	20
115	83607	Guggenheim Life & Ann Co	27,207	0.000154%	274
116	70815	Hartford Life & Accident Ins Co	114,594,163	0.650174%	40
117	92711	HCC Life Ins Co	691,479	0.003923%	219
118	66141	Health Net Life Ins Co	1,130,390	0.006414%	201
119	93440	HM Life Ins Co	3,854	0.000022%	298
120	64505	Homesteaders Life Co	35,123,963	0.199283%	77
121	64513	Horace Mann Life Ins Co	5,385,866	0.030558%	143
122	91693	IA Amer Life Ins Co	10,710,445	0.060768%	115
123	97764	Idealife Ins Co	137,116	0.000778%	258
124	64580	Illinois Mut Life Ins Co	1,501,181	0.008517%	189
125	14406	Industrial Alliance Ins & Fin Serv I	4,057,436	0.023021%	151
126	74780	Integrity Life Ins Co	15,229	0.000086%	283
127	64904	Investors Heritage Life Ins Co	66,369	0.000377%	267
128	63487	Investors Life Ins Co N Amer	1,209,701	0.006863%	198
129	65056	Jackson Natl Life Ins Co	87,571,074	0.496853%	55

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
130	64017	Jefferson Natl Life Ins Co	1,191,783	0.006762%	199
131	65080	John Alden Life Ins Co	718,870	0.004079%	216
132	93610	John Hancock Life & Hlth Ins Co	113,875	0.000646%	261
133	65838	John Hancock Life Ins Co USA	519,476,180	2.947358%	9
134	65129	Kansas City Life Ins Co	14,255,775	0.080883%	106
135	65242	Lafayette Life Ins Co	30,300,396	0.171916%	85
136	68543	Liberty Bankers Life Ins Co	966,113	0.005481%	206
137	65315	Liberty Life Assur Co Of Boston	107,449,970	0.609640%	43
138	65331	Liberty Natl Life Ins Co	6,321,712	0.035868%	133
139	65498	Life Ins Co Of N Amer	229,210,197	1.300473%	23
140	65528	Life Ins Co Of The Southwest	356,933,124	2.025136%	15
141	97985	LifeMap Assur Co	9,306	0.000053%	290
142	77720	LifeSecure Ins Co	377,354	0.002141%	237
143	99724	LifeShield Natl Ins Co	42,715	0.000242%	273
144	65595	Lincoln Benefit Life Co	173,046,463	0.981816%	30
145	65927	Lincoln Heritage Life Ins Co	91,523,213	0.519276%	54
146	62057	Lincoln Life & Ann Co of NY	1,415,862	0.008033%	193
147	65676	Lincoln Natl Life Ins Co	752,164,062	4.267562%	4
148	60232	Lombard Intl Life Assur Co	676	0.000004%	306
149	68446	Longevity Ins Co	14,967	0.000085%	285
150	65722	Loyal Amer Life Ins Co	123,205	0.000699%	259
151	73504	Lumico Life Ins Co	428,134	0.002429%	235
152	65781	Madison Natl Life Ins Co Inc	541,669	0.003073%	228
153	65870	Manhattan Life Ins Co	1,159,224	0.006577%	200
154	67083	Manhattan Natl Life Ins Co	2,003,433	0.011367%	179
155	61883	ManhattanLife Assur Co of Amer	57,924	0.000329%	269
156	65935	Massachusetts Mut Life Ins Co	638,161,480	3.620745%	5
157	31119	Medico Ins Co	17,034	0.000097%	280
158	86126	Members Life Ins Co	96,324	0.000547%	264
159	65978	Metropolitan Life Ins Co	848,372,299	4.813420%	2
160	97136	Metropolitan Tower Life Ins Co	62,007,715	0.351814%	62
161	66087	Mid West Natl Life Ins Co Of TN	896,213	0.005085%	211
162	66044	Midland Natl Life Ins Co	160,344,912	0.909751%	31
163	66109	Midwestern United Life Ins Co	235,944	0.001339%	246
164	66168	Minnesota Life Ins Co	301,570,029	1.711022%	17
165	70416	MML Bay State Life Ins Co	4,046,954	0.022961%	153
166	66265	Monarch Life Ins Co	95,755	0.000543%	265
167	66370	Mony Life Ins Co	9,999,969	0.056737%	119
168	78077	Mony Life Ins Co Of Amer	94,352,452	0.535329%	52
169	88668	Mutual Of Amer Life Ins Co	411,186	0.002333%	236
170	66427	Mutual Trust Life Ins Co a Pan Amer	29,649,202	0.168221%	86
171	67814	Nassau Life Ins Co	16,371,245	0.092886%	104
172	61409	National Benefit Life Ins Co	1,402,967	0.007960%	194

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
173	66540	National Farmers Union Life Ins Co	456,252	0.002589%	233
174	66583	National Guardian Life Ins Co	70,821,631	0.401822%	59
175	66680	National Life Ins Co	32,088,522	0.182061%	81
176	87963	National Teachers Assoc Life Ins Co	302,304	0.001715%	241
177	66850	National Western Life Ins Co	16,544,081	0.093866%	103
178	92657	Nationwide Life & Ann Ins Co	266,315,654	1.510998%	18
179	66869	Nationwide Life Ins Co	110,090,161	0.624620%	42
180	98205	Natl Foundation Life Ins Co	9,206	0.000052%	291
181	91626	New England Life Ins Co	11,020,099	0.062525%	112
182	78743	New Era Life Ins Co	1,587	0.000009%	302
183	69698	New Era Life Ins Co Of Midwest	14,491	0.000082%	286
184	91596	New York Life Ins & Ann Corp	237,285,093	1.346287%	22
185	66915	New York Life Ins Co	1,136,804,806	6.449903%	1
186	81264	Nippon Life Ins Co Of Amer	602,805	0.003420%	222
187	66974	North Amer Co Life & Hlth Ins	116,164,949	0.659086%	39
188	67091	Northwestern Mut Life Ins Co	780,585,391	4.428817%	3
189	81353	NYLife Ins Co Of AZ	5,595,251	0.031746%	142
190	67148	Occidental Life Ins Co Of NC	3,472,235	0.019700%	158
191	89206	Ohio Natl Life Assur Corp	42,484,709	0.241046%	71
192	67172	Ohio Natl Life Ins Co	46,097,575	0.261544%	69
193	67180	Ohio State Life Ins Co	2,405,107	0.013646%	170
194	67199	Old Amer Ins Co	4,622,445	0.026226%	148
195	67261	Old Republic Life Ins Co	1,745,308	0.009902%	187
196	76007	Old United Life Ins Co	400	0.000002%	309
197	69647	Optum Ins of OH Inc	105,660	0.000599%	262
198	76112	Oxford Life Ins Co	3,123,998	0.017725%	161
199	67393	Ozark Natl Life Ins Co	193,195	0.001096%	249
200	64343	Pacific Guardian Life Ins Co Ltd	14,148,271	0.080273%	107
201	97268	Pacific Life & Ann Co	162,737	0.000923%	254
202	67466	Pacific Life Ins Co	612,186,411	3.473369%	6
203	93459	Pan Amer Assur Co	2,282,509	0.012950%	174
204	67539	Pan Amer Life Ins Co	437,149	0.002480%	234
205	60003	Park Avenue Life Ins Co	241,750	0.001372%	244
206	67598	Paul Revere Life Ins Co	591,949	0.003359%	224
207	93777	Pavonia Life Ins Co of MI	2,338,693	0.013269%	171
208	93262	Penn Ins & Ann Co	52,243,986	0.296417%	65
209	67644	Penn Mut Life Ins Co	131,919,964	0.748476%	34
210	93548	PHL Variable Ins Co	40,882,262	0.231954%	72
211	72125	Physicians Life Ins Co	13,103,679	0.074347%	108
212	67873	Pioneer Amer Ins Co	1,506,624	0.008548%	188
213	67911	Pioneer Mut Life Ins Co	4,212,713	0.023902%	150
214	67946	Pioneer Security Life Ins Co	305,643	0.001734%	240
215	97152	Plateau Ins Co	54,280	0.000308%	270

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
216	65919	Primerica Life Ins Co	404,290,275	2.293827%	13
217	61271	Principal Life Ins Co	138,216,218	0.784199%	32
218	71161	Principal Natl Life Ins Co	93,580,726	0.530950%	53
219	68047	Professional Ins Co	25,430	0.000144%	276
220	88536	Protective Life & Annuity Ins Co	142,407	0.000808%	257
221	68136	Protective Life Ins Co	177,753,764	1.008524%	29
222	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%	308
223	68195	Provident Life & Accident Ins Co	19,391,163	0.110020%	96
224	79227	Pruco Life Ins Co	489,698,298	2.778407%	10
225	86630	Prudential Ann Life Assur Corp	172,548	0.000979%	253
226	68241	Prudential Ins Co Of Amer	377,491,314	2.141777%	14
227	71390	Puritan Life Ins Co of Amer	718,388	0.004076%	217
228	68284	Pyramid Life Ins Co	15,280	0.000087%	282
229	68357	Reliable Life Ins Co	12,434	0.000071%	288
230	68381	Reliance Standard Life Ins Co	53,366,797	0.302788%	64
231	67105	Reliastar Life Ins Co	182,921,584	1.037844%	27
232	61360	Reliastar Life Ins Co Of NY	2,881,464	0.016349%	162
233	68462	Reserve Natl Ins Co	12,747	0.000072%	287
234	65005	RiverSource Life Ins Co	119,127,179	0.675893%	38
235	90247	Rx Life Ins Co	42,733	0.000242%	272
236	60183	S USA Life Ins Co Inc	187,637	0.001065%	250
237	60445	Sagicor Life Ins Co	4,577,829	0.025973%	149
238	93742	Securian Life Ins Co	104,006,675	0.590104%	47
239	68675	Security Benefit Life Ins Co	1,319,159	0.007485%	196
240	68713	Security Life Of Denver Ins Co	178,503,980	1.012780%	28
241	68772	Security Mut Life Ins Co Of NY	3,544,421	0.020110%	157
242	69485	Security Natl Life Ins Co	7,042,011	0.039954%	130
243	78662	Senior Life Ins Co	2,646,704	0.015017%	164
244	68802	Sentinel Security Life Ins Co	2,297,024	0.013033%	173
245	68810	Sentry Life Ins Co	2,312,195	0.013119%	172
246	97241	Settlers Life Ins Co	43,212	0.000245%	271
247	69019	Standard Ins Co	103,725,696	0.588510%	48
248	86355	Standard Life & Accident Ins Co	960,196	0.005448%	208
249	69078	Standard Security Life Ins Co Of NY	7,153	0.000041%	292
250	68985	Starmount Life Ins Co	114,441	0.000649%	260
251	69108	State Farm Life Ins Co	488,466,082	2.771416%	11
252	69116	State Life Ins Co	100,082,691	0.567840%	51
253	89184	Sterling Investors Life Ins Co	225,791	0.001281%	247
254	77399	Sterling Life Ins Co	3,225	0.000018%	299
255	80926	Sun Life & Hlth Ins Co	7,877,082	0.044692%	126
256	69272	Sunset Life Ins Co Of Amer	3,748,907	0.021270%	155
257	69310	Surety Life Ins Co	11,879,135	0.067399%	110
258	68608	Symetra Life Ins Co	68,860,673	0.390696%	61

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
259	90581	Symetra Natl Life Ins Co	15,788	0.000090%	281
260	71153	Talcott Resolution Life & Ann Ins Co	102,625,924	0.582270%	49
261	88072	Talcott Resolution Life Ins Co	6,930,880	0.039324%	131
262	69345	Teachers Ins & Ann Assoc Of Amer	17,148,813	0.097297%	101
263	69396	Texas Life Ins Co	24,164,162	0.137100%	94
264	76236	The Cincinnati Life Ins Co	8,620,515	0.048910%	123
265	70435	The Savings Bank Mut Life Ins Co of	17,188,025	0.097520%	100
266	97721	Thrivent Life Ins Co	1,374,176	0.007797%	195
267	60142	TIAA Cref Life Ins Co	36,852,039	0.209088%	75
268	69477	Time Ins Co II	858,714	0.004872%	213
269	69566	Trans World Assur Co	2,055,100	0.011660%	178
270	79022	Transamerica Advisors Life Ins Co	946,612	0.005371%	209
271	70688	Transamerica Financial Life Ins Co	1,039,894	0.005900%	204
272	86231	Transamerica Life Ins Co	467,791,580	2.654115%	12
273	66281	Transamerica Premier Life Ins Co	575,715,548	3.266444%	7
274	61425	Trustmark Ins Co	48,241,202	0.273707%	68
275	62863	Trustmark Life Ins Co	300,612	0.001706%	242
276	80314	Unicare Life & Hlth Ins Co	5,866,851	0.033287%	135
277	11121	Unified Life Ins Co	599,455	0.003401%	223
278	91529	Unimerica Ins Co	9,019,166	0.051172%	121
279	62596	Union Fidelity Life Ins Co	963,143	0.005465%	207
280	69744	Union Labor Life Ins Co	6,323,212	0.035876%	132
281	70408	Union Security Ins Co	17,907,730	0.101603%	98
282	92916	United Amer Ins Co	603,261	0.003423%	221
283	69892	United Farm Family Life Ins Co	3,981,054	0.022587%	154
284	87645	United Fidelity Life Ins Co	369,555	0.002097%	238
285	63983	United Heritage Life Ins Co	3,264,951	0.018524%	160
286	69922	United Home Life Ins Co	1,295,325	0.007349%	197
287	69930	United Ins Co Of Amer	17,704,798	0.100452%	99
288	69868	United Of Omaha Life Ins Co	193,325,774	1.096875%	26
289	72850	United World Life Ins Co	95,561	0.000542%	266
290	79413	UnitedHealthcare Ins Co	7,305,205	0.041448%	128
291	63819	Unity Financial Life Ins Co	774,181	0.004392%	214
292	67601	Unum Ins Co	143,215	0.000813%	256
293	62235	Unum Life Ins Co Of Amer	126,288,904	0.716527%	36
294	80705	US Br Great West Life Assur Co	1,036,094	0.005878%	205
295	80802	US Br Sun Life Assur Co of Canada	76,250,773	0.432625%	57
296	80659	US Business of Canada Life Assur Co	5,706,938	0.032380%	139
297	84530	US Financial Life Ins Co	8,411,631	0.047725%	124
298	70955	USA Life One Ins Co Of IN	1,280	0.000007%	304
299	69663	USAA Life Ins Co	104,353,337	0.592071%	46
300	68632	Vantis Life Ins Co	366,566	0.002080%	239
301	80942	Voya Ins & Ann Co	1,930,679	0.010954%	181

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
302	86509	Voya Retirement Ins & Ann Co	8,632,592	0.048979%	122
303	70319	Washington Natl Ins Co	6,037,176	0.034253%	134
304	70335	West Coast Life Ins Co	78,383,623	0.444726%	56
305	70483	Western & Southern Life Ins Co	10,477,464	0.059446%	116
306	92622	Western Southern Life Assur Co	7,309,095	0.041470%	127
307	62413	Wilcac Life Ins Co	1,078,245	0.006118%	202
308	65900	Wilco Life Ins Co	29,049,341	0.164818%	88
309	60704	Wilton Reassur Life Co of NY	485,298	0.002753%	231
310	90557	Zurich Amer Life Ins Co	24,616,390	0.139666%	93
	Totals:		17,625,145,218	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
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	70,383,328	0.272091%	52
2	60054	Aetna Life Ins Co	6,134,365	0.023714%	88
3	90611	Allianz Life Ins Co Of N Amer	1,555,866,402	6.014731%	3
4	70866	Allstate Assur Co	5,500	0.000021%	179
5	60186	Allstate Life Ins Co	5,385,985	0.020821%	91
6	70874	Allstate Life Ins Co Of NY	300	0.000001%	205
7	68594	American Amicable Life Ins Co Of TX	457,221	0.001768%	126
8	60275	American Bankers Life Assur Co Of FL	1,197	0.000005%	195
9	92738	American Equity Invest Life Ins Co	200,035,084	0.773304%	30
10	60399	American Family Life Ins Co	4,750	0.000018%	182
11	60410	American Fidelity Assur Co	107,225,439	0.414516%	38
12	60429	American Fidelity Life Ins Co	221,250	0.000855%	140
13	60488	American Gen Life Ins Co	1,679,841,556	6.493999%	1
14	60534	American Heritage Life Ins Co	6,830	0.000026%	176
15	81213	American Maturity Life Ins Co	27,253	0.000105%	158
16	67989	American Memorial Life Ins Co	448,288	0.001733%	127
17	60739	American Natl Ins Co	150,162,653	0.580505%	35
18	60895	American United Life Ins Co	409,411,149	1.582718%	22
19	61999	Americo Fin Life & Ann Ins Co	66,034,597	0.255279%	53
20	61301	Ameritas Life Ins Corp	182,311,352	0.704787%	32
21	72222	Amica Life Ins Co	119,427	0.000462%	150
22	93661	Annuity Investors Life Ins Co	31,008,905	0.119875%	67
23	71439	Assurity Life Ins Co	869,326	0.003361%	113
24	68039	Athene Ann & Life Assur Co of NY	501,876	0.001940%	124
25	61689	Athene Ann & Life Co	1,227,728,366	4.746202%	6
26	61492	Athene Annuity & Life Assur Co	10,767	0.000042%	169
27	84522	Auto Club Life Ins Co	280,708	0.001085%	137
28	62944	AXA Equitable Life Ins Co	961,557,466	3.717228%	9
29	61263	Bankers Life & Cas Co	40,377,031	0.156091%	62
30	94250	Banner Life Ins Co	19,342,248	0.074774%	74
31	61395	Beneficial Life Ins Co	284,295	0.001099%	136
32	87726	Brighthouse Life Ins Co	519,665,472	2.008944%	19
33	61832	Chesapeake Life Ins Co	119,722	0.000463%	149
34	61875	Church Life Ins Corp	2,074,614	0.008020%	105
35	93432	CM Life Ins Co	71,827,786	0.277675%	51
36	62626	CMFG Life Ins Co	6,476,088	0.025036%	86
37	62049	Colonial Life & Accident Ins Co	21,957	0.000085%	161
38	84786	Colorado Bankers Life Ins Co	9,934,428	0.038405%	80
39	76023	Columbian Life Ins Co	23,342	0.000090%	160
40	62103	Columbian Mut Life Ins Co	5,487	0.000021%	180
41	99937	Columbus Life Ins Co	3,199,698	0.012370%	102
42	84824	Commonwealth Ann & Life Ins Co	5,926,397	0.022911%	90

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
43	62308	Connecticut Gen Life Ins Co	6,000	0.000023%	178
44	62359	Constitution Life Ins Co	200	0.000001%	206
45	71404	Continental Gen Ins Co	609,052	0.002354%	120
46	79065	Delaware Life Ins Co	173,299,712	0.669949%	34
47	13183	Eagle Life Ins Co	21,023,102	0.081272%	71
48	84174	ELCO Mut Life & Ann	4,534,329	0.017529%	95
49	62928	EMC Natl Life Co	519,153	0.002007%	123
50	62510	Equitrust Life Ins Co	106,381,162	0.411253%	39
51	63053	Family Life Ins Co	1,476	0.000006%	194
52	63177	Farmers New World Life Ins Co	8,221,076	0.031781%	84
53	63223	Federal Life Ins Co	61,900	0.000239%	156
54	63258	Federated Life Ins Co	443,650	0.001715%	128
55	63274	Fidelity & Guar Life Ins Co	446,264,367	1.725187%	21
56	93696	Fidelity Investments Life Ins Co	185,597,133	0.717489%	31
57	71870	Fidelity Security Life Ins Co	438,360	0.001695%	129
58	69140	First Allmerica Fin Life Ins Co	14,437	0.000056%	167
59	67652	First Penn Pacific Life Ins Co	16,680	0.000064%	165
60	63495	Foresters Life Ins Ann Co	10,472,980	0.040487%	79
61	91642	Forethought Life Ins Co	682,940,112	2.640137%	13
62	99775	Funeral Directors Life Ins Co	153,980	0.000595%	146
63	65536	Genworth Life & Ann Ins Co	3,233,053	0.012498%	101
64	70025	Genworth Life Ins Co	342,751	0.001325%	133
65	62286	Golden Rule Ins Co	148,342	0.000573%	147
66	63967	Government Personnel Mut Life Ins Co	8,666	0.000034%	172
67	67059	GPM Hlth & Life Ins Co	102,141	0.000395%	152
68	63312	Great Amer Life Ins Co	495,161,690	1.914216%	20
69	90212	Great Southern Life Ins Co	371,468	0.001436%	131
70	68322	Great W Life & Ann Ins Co	533,945,962	2.064150%	18
71	71480	Great Western Ins Co	853,914	0.003301%	114
72	64211	Guarantee Trust Life Ins Co	8,253	0.000032%	173
73	64238	Guaranty Income Life Ins Co	6,251,663	0.024168%	87
74	78778	Guardian Ins & Ann Co Inc	89,412,621	0.345655%	46
75	64246	Guardian Life Ins Co Of Amer	1,021,234	0.003948%	108
76	83607	Guggenheim Life & Ann Co	44,781,702	0.173119%	59
77	92711	HCC Life Ins Co	3,600	0.000014%	183
78	64505	Homesteaders Life Co	341,089	0.001319%	134
79	64513	Horace Mann Life Ins Co	23,311,788	0.090120%	69
80	91693	IA Amer Life Ins Co	168,167	0.000650%	144
81	97764	Idealife Ins Co	1,122	0.000004%	196
82	64580	Illinois Mut Life Ins Co	5,000	0.000019%	181
83	14406	Industrial Alliance Ins & Fin Serv I	2,709,733	0.010475%	103
84	74780	Integrity Life Ins Co	46,128,316	0.178325%	58

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
85	64904	Investors Heritage Life Ins Co	1,760	0.000007%	192
86	63487	Investors Life Ins Co N Amer	9,500	0.000037%	170
87	65056	Jackson Natl Life Ins Co	1,657,104,343	6.406101%	2
88	64017	Jefferson Natl Life Ins Co	110,473,878	0.427074%	37
89	65838	John Hancock Life Ins Co USA	9,491,048	0.036691%	82
90	65129	Kansas City Life Ins Co	2,538,919	0.009815%	104
91	65242	Lafayette Life Ins Co	20,653,211	0.079842%	73
92	68543	Liberty Bankers Life Ins Co	21,790,059	0.084237%	70
93	65315	Liberty Life Assur Co Of Boston	3,433,865	0.013275%	100
94	65331	Liberty Natl Life Ins Co	878	0.000003%	198
95	65528	Life Ins Co Of The Southwest	364,716,132	1.409934%	26
96	77720	LifeSecure Ins Co	62,796	0.000243%	155
97	65595	Lincoln Benefit Life Co	4,741,102	0.018328%	94
98	65927	Lincoln Heritage Life Ins Co	2,721	0.000011%	186
99	62057	Lincoln Life & Ann Co of NY	5,041,362	0.019489%	92
100	65676	Lincoln Natl Life Ins Co	1,345,002,043	5.199563%	5
101	60232	Lombard Intl Life Assur Co	75,920,181	0.293495%	49
102	65722	Loyal Amer Life Ins Co	895	0.000003%	197
103	65781	Madison Natl Life Ins Co Inc	715,322	0.002765%	119
104	65870	Manhattan Life Ins Co	3,987,438	0.015415%	98
105	67083	Manhattan Natl Life Ins Co	2,151	0.000008%	191
106	65935	Massachusetts Mut Life Ins Co	693,553,858	2.681168%	12
107	86126	Members Life Ins Co	36,541,894	0.141265%	63
108	65978	Metropolitan Life Ins Co	815,760,291	3.153599%	10
109	97136	Metropolitan Tower Life Ins Co	138,593	0.000536%	148
110	66087	Mid West Natl Life Ins Co Of TN	35,549	0.000137%	157
111	66044	Midland Natl Life Ins Co	402,733,955	1.556905%	23
112	66109	Midwestern United Life Ins Co	60	0.000000%	208
113	66168	Minnesota Life Ins Co	89,537,958	0.346139%	45
114	66370	Mony Life Ins Co	15,418	0.000060%	166
115	78077	Mony Life Ins Co Of Amer	933,707	0.003610%	111
116	88668	Mutual Of Amer Life Ins Co	1,060,130	0.004098%	107
117	66427	Mutual Trust Life Ins Co a Pan Amer	203,380	0.000786%	142
118	67814	Nassau Life Ins Co	419,394	0.001621%	130
119	66540	National Farmers Union Life Ins Co	37	0.000000%	209
120	66583	National Guardian Life Ins Co	4,992,850	0.019302%	93
121	66680	National Life Ins Co	203,912	0.000788%	141
122	66850	National Western Life Ins Co	28,813,820	0.111390%	68
123	92657	Nationwide Life & Ann Ins Co	351,633	0.001359%	132
124	66869	Nationwide Life Ins Co	49,343,090	0.190753%	57
125	91626	New England Life Ins Co	1,149,264	0.004443%	106
126	69698	New Era Life Ins Co Of Midwest	1,750	0.000007%	193

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
127	91596	New York Life Ins & Ann Corp	1,407,355,489	5.440612%	4
128	66915	New York Life Ins Co	58,173,859	0.224891%	55
129	66974	North Amer Co Life & Hlth Ins	306,958,807	1.186654%	28
130	67091	Northwestern Mut Life Ins Co	92,309,119	0.356852%	44
131	67148	Occidental Life Ins Co Of NC	998,592	0.003860%	110
132	67172	Ohio Natl Life Ins Co	72,692,286	0.281017%	50
133	67180	Ohio State Life Ins Co	847	0.000003%	199
134	69647	Optum Ins of OH Inc	368	0.000001%	204
135	76112	Oxford Life Ins Co	43,432,324	0.167902%	60
136	67393	Ozark Natl Life Ins Co	582	0.000002%	200
137	64343	Pacific Guardian Life Ins Co Ltd	167	0.000001%	207
138	97268	Pacific Life & Ann Co	232,722	0.000900%	139
139	67466	Pacific Life Ins Co	996,208,048	3.851181%	8
140	67539	Pan Amer Life Ins Co	13,480	0.000052%	168
141	71099	Parker Centennial Assur Co	1,013,982	0.003920%	109
142	93262	Penn Ins & Ann Co	4,504,995	0.017416%	96
143	67644	Penn Mut Life Ins Co	16,468,419	0.063664%	77
144	93548	PHL Variable Ins Co	43,219,345	0.167079%	61
145	72125	Physicians Life Ins Co	250,256	0.000967%	138
146	67873	Pioneer Amer Ins Co	2,199	0.000009%	190
147	67911	Pioneer Mut Life Ins Co	25,967	0.000100%	159
148	67946	Pioneer Security Life Ins Co	540	0.000002%	201
149	65919	Primerica Life Ins Co	68,604	0.000265%	154
150	61271	Principal Life Ins Co	590,837,458	2.284083%	15
151	88536	Protective Life & Annuity Ins Co	20,000	0.000077%	163
152	68136	Protective Life Ins Co	327,087,425	1.264468%	27
153	79227	Pruco Life Ins Co	567,128,390	2.192428%	16
154	86630	Prudential Ann Life Assur Corp	8,189,756	0.031660%	85
155	68241	Prudential Ins Co Of Amer	665,141,361	2.571330%	14
156	71390	Puritan Life Ins Co of Amer	8,551,451	0.033059%	83
157	68381	Reliance Standard Life Ins Co	182,074,038	0.703869%	33
158	67105	Reliastar Life Ins Co	34,296,971	0.132587%	65
159	61360	Reliastar Life Ins Co Of NY	2,400	0.000009%	189
160	65005	RiverSource Life Ins Co	366,641,892	1.417379%	25
161	90247	Rx Life Ins Co	3,000	0.000012%	185
162	60445	Sagicor Life Ins Co	9,773,090	0.037781%	81
163	93742	Securian Life Ins Co	6,079,318	0.023502%	89
164	68675	Security Benefit Life Ins Co	104,736,153	0.404893%	40
165	68772	Security Mut Life Ins Co Of NY	2,500	0.000010%	188
166	69485	Security Natl Life Ins Co	164,958	0.000638%	145
167	68802	Sentinel Security Life Ins Co	76,795,023	0.296877%	48
168	68810	Sentry Life Ins Co	62,421,626	0.241312%	54

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
169	97241	Settlers Life Ins Co	515	0.000002%	203
170	69019	Standard Ins Co	54,012,515	0.208804%	56
171	86355	Standard Life & Accident Ins Co	6,028	0.000023%	177
172	69108	State Farm Life Ins Co	18,818,100	0.072748%	75
173	69116	State Life Ins Co	36,470,777	0.140990%	64
174	89184	Sterling Investors Life Ins Co	3,858,626	0.014917%	99
175	69272	Sunset Life Ins Co Of Amer	487,225	0.001884%	125
176	69310	Surety Life Ins Co	98,328	0.000380%	153
177	68608	Symetra Life Ins Co	540,370,157	2.088985%	17
178	71153	Talcott Resolution Life & Ann Ins Co	15,784,850	0.061022%	78
179	88072	Talcott Resolution Life Ins Co	17,471,061	0.067540%	76
180	69345	Teachers Ins & Ann Assoc Of Amer	764,777,920	2.956509%	11
181	76236	The Cincinnati Life Ins Co	817,310	0.003160%	116
182	97721	Thrivent Life Ins Co	21,022,973	0.081271%	72
183	60142	TIAA Cref Life Ins Co	32,944,383	0.127358%	66
184	69566	Trans World Assur Co	928,357	0.003589%	112
185	79022	Transamerica Advisors Life Ins Co	180,992	0.000700%	143
186	70688	Transamerica Financial Life Ins Co	801,714	0.003099%	117
187	86231	Transamerica Life Ins Co	252,559,442	0.976354%	29
188	66281	Transamerica Premier Life Ins Co	98,528,709	0.380896%	41
189	61425	Trustmark Ins Co	17,970	0.000069%	164
190	11121	Unified Life Ins Co	2,593	0.000010%	187
191	70408	Union Security Ins Co	574,018	0.002219%	122
192	92916	United Amer Ins Co	293,170	0.001133%	135
193	69892	United Farm Family Life Ins Co	525	0.000002%	202
194	87645	United Fidelity Life Ins Co	9,169	0.000035%	171
195	63983	United Heritage Life Ins Co	607,943	0.002350%	121
196	69868	United Of Omaha Life Ins Co	140,939,744	0.544851%	36
197	70106	United States Life Ins Co in the Cit	727,616	0.002813%	118
198	62235	Unum Life Ins Co Of Amer	7,424	0.000029%	175
199	69663	USAA Life Ins Co	95,753,854	0.370169%	43
200	68632	Vantis Life Ins Co	8,000	0.000031%	174
201	70238	Variable Ann Life Ins Co	376,787,758	1.456601%	24
202	80942	Voya Ins & Ann Co	79,976,697	0.309177%	47
203	86509	Voya Retirement Ins & Ann Co	1,178,137,202	4.554490%	7
204	70319	Washington Natl Ins Co	820,691	0.003173%	115
205	70335	West Coast Life Ins Co	109,743	0.000424%	151
206	92622	Western Southern Life Assur Co	98,376,204	0.380307%	42
207	65900	Wilco Life Ins Co	20,348	0.000079%	162
208	60704	Wilton Reassur Life Co of NY	3,050	0.000012%	184
209	90557	Zurich Amer Life Ins Co	4,494,802	0.017376%	97
	Totals:		25,867,597,498	100.000000%	

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2018

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	19,581,095	0.117180%	62
2	77879	5 Star Life Ins Co	7,075	0.000042%	217
3	71854	AAA Life Ins Co	14,725,879	0.088125%	69
4	71471	Ability Ins Co	797,013	0.004770%	138
5	78700	Aetna Hlth & Life Ins Co	193,813	0.001160%	166
6	60054	Aetna Life Ins Co	1,881,827,102	11.261498%	2
7	90611	Allianz Life Ins Co Of N Amer	9,353,615	0.055975%	78
8	60186	Allstate Life Ins Co	2,373,840	0.014206%	115
9	70874	Allstate Life Ins Co Of NY	105,832	0.000633%	179
10	60216	Amalgamated Life Ins Co	6,088,082	0.036433%	90
11	60275	American Bankers Life Assur Co Of FL	395,306	0.002366%	155
12	60380	American Family Life Assur Co of Col	384,017,712	2.298094%	8
13	60410	American Fidelity Assur Co	164,109,261	0.982086%	17
14	60488	American Gen Life Ins Co	7,777,170	0.046541%	80
15	60534	American Heritage Life Ins Co	49,633,469	0.297024%	41
16	60518	American Hlth & Life Ins Co	3,229,897	0.019329%	103
17	60577	American Income Life Ins Co	7,614,689	0.045569%	81
18	67989	American Memorial Life Ins Co	7	0.000000%	246
19	60739	American Natl Ins Co	704,009	0.004213%	143
20	71773	American Natl Life Ins Co Of TX	9,439,581	0.056490%	76
21	60801	American Public Life Ins Co	919,304	0.005501%	135
22	60836	American Republic Ins Co	491,579	0.002942%	152
23	88366	American Retirement Life Ins Co	535,603	0.003205%	149
24	60895	American United Life Ins Co	106,766	0.000639%	177
25	61999	Americo Fin Life & Ann Ins Co	62,135	0.000372%	185
26	61301	Ameritas Life Ins Corp	100,331,416	0.600418%	26
27	62825	Anthem Blue Cross Life & Health Ins Co	1,822,870,999	10.908685%	3
28	61069	Anthem Life Ins Co	15,612,846	0.093433%	67
29	71439	Assurity Life Ins Co	6,194,083	0.037068%	88
30	61689	Athene Ann & Life Co	79,755	0.000477%	183
31	61492	Athene Annuity & Life Assur Co	1,119,257	0.006698%	131
32	84522	Auto Club Life Ins Co	7,344	0.000044%	216
33	62944	AXA Equitable Life Ins Co	4,049,476	0.024233%	100
34	61212	Baltimore Life Ins Co	6,294	0.000038%	218
35	61263	Bankers Life & Cas Co	41,871,512	0.250573%	46
36	94250	Banner Life Ins Co	141,623	0.000848%	171
37	61395	Beneficial Life Ins Co	222	0.000001%	245
38	64890	Berkley Life & Hlth Ins Co	40,854,531	0.244488%	47
39	71714	Berkshire Life Ins Co of Amer	48,862,446	0.292410%	42
40	61557	Blue Shield of CA Life & Hlth Ins Co	238,673,332	1.428303%	14
41	61476	Boston Mut Life Ins Co	1,118,454	0.006693%	132
42	87726	Brighthouse Life Ins Co	12,104,523	0.072438%	72
43	71331	Careamerica Life Ins Co	828	0.000005%	236
44	61751	Central States H & L Co Of Omaha	86,429	0.000517%	182
45	80896	Centre Life Ins Co	2,304,671	0.013792%	117
46	61832	Chesapeake Life Ins Co	18,288,201	0.109443%	64

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2018

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	1,482,502,081	8.871800%	4
48	62626	CMFG Life Ins Co	36,616,958	0.219128%	50
49	62049	Colonial Life & Accident Ins Co	135,837,105	0.812896%	20
50	62065	Colonial Penn Life Ins Co	26,106,658	0.156231%	57
51	84786	Colorado Bankers Life Ins Co	2,308,799	0.013817%	116
52	62103	Columbian Mut Life Ins Co	24,819	0.000149%	195
53	99937	Columbus Life Ins Co	1,150	0.000007%	234
54	62146	Combined Ins Co Of Amer	53,227,295	0.318530%	40
55	81426	Commercial Travelers Life Ins Co	33,052	0.000198%	193
56	84824	Commonwealth Ann & Life Ins Co	5,274	0.000032%	220
57	92444	Companion Life Ins Co of CA	23,760,733	0.142192%	60
58	62308	Connecticut Gen Life Ins Co	5,551,888	0.033224%	95
59	62359	Constitution Life Ins Co	2,173,430	0.013007%	118
60	71730	Continental Amer Ins Co	42,599,207	0.254928%	45
61	71404	Continental Gen Ins Co	6,030,067	0.036086%	91
62	68500	Continental Life Ins Co Brentwood	19,016,669	0.113802%	63
63	71129	Dearborn Life Ins Co	2,539,492	0.015197%	113
64	62634	Delaware Amer Life Ins Co	260,847	0.001561%	162
65	85561	Elips Life Ins Co	4,915	0.000029%	222
66	62928	EMC Natl Life Co	1,442	0.000009%	228
67	77968	Family Heritage Life Ins Co Of Amer	6,371,637	0.038130%	87
68	63053	Family Life Ins Co	773,203	0.004627%	140
69	63177	Farmers New World Life Ins Co	5,727,901	0.034278%	94
70	63223	Federal Life Ins Co	16,440	0.000098%	200
71	63258	Federated Life Ins Co	1,977,215	0.011832%	120
72	63290	Fidelity Life Assn A Legal Reserve L	24,599	0.000147%	196
73	71870	Fidelity Security Life Ins Co	60,694,872	0.363219%	38
74	69140	First Allmerica Fin Life Ins Co	593	0.000004%	240
75	90328	First Hlth Life & Hlth Ins Co	26,697,599	0.159768%	56
76	67652	First Penn Pacific Life Ins Co	5,549	0.000033%	219
77	63495	Foresters Life Ins Ann Co	249	0.000001%	243
78	91642	Forethought Life Ins Co	1,940,692	0.011614%	121
79	63657	Garden State Life Ins Co	1,053	0.000006%	235
80	65536	Genworth Life & Ann Ins Co	1,517,748	0.009083%	124
81	70025	Genworth Life Ins Co	288,000,697	1.723495%	10
82	70939	Gerber Life Ins Co	43,403,666	0.259742%	44
83	91472	Globe Life & Accident Ins Co	2,893,147	0.017314%	109
84	62286	Golden Rule Ins Co	3,096,648	0.018531%	106
85	63967	Government Personnel Mut Life Ins Co	50,968	0.000305%	187
86	67059	GPM Hlth & Life Ins Co	14,977	0.000090%	203
87	63312	Great Amer Life Ins Co	8,926	0.000053%	211
88	90212	Great Southern Life Ins Co	138,559	0.000829%	172
89	68322	Great W Life & Ann Ins Co	4,589,989	0.027468%	98
90	64211	Guarantee Trust Life Ins Co	2,958,801	0.017706%	108
91	64238	Guaranty Income Life Ins Co	188,005	0.001125%	167
92	64246	Guardian Life Ins Co Of Amer	462,174,856	2.765813%	7

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2018

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
93	83607	Guggenheim Life & Ann Co	1,523	0.000009%	227
94	70815	Hartford Life & Accident Ins Co	153,509,032	0.918651%	18
95	92711	HCC Life Ins Co	80,702,141	0.482949%	30
96	66141	Health Net Life Ins Co	935,974,197	5.601190%	5
97	93440	HM Life Ins Co	28,376,136	0.169813%	55
98	64513	Horace Mann Life Ins Co	10,251	0.000061%	210
99	91693	IA Amer Life Ins Co	8,060	0.000048%	213
100	97764	Idealife Ins Co	15,898	0.000095%	202
101	64580	Illinois Mut Life Ins Co	154,488	0.000925%	170
102	81779	Individual Assur Co Life Hlth & Acc	15,106,431	0.090402%	68
103	65056	Jackson Natl Life Ins Co	3,959,356	0.023694%	101
104	64017	Jefferson Natl Life Ins Co	13,877	0.000083%	204
105	65080	John Alden Life Ins Co	352,085	0.002107%	157
106	93610	John Hancock Life & Hlth Ins Co	2,407,194	0.014405%	114
107	65838	John Hancock Life Ins Co USA	106,370,511	0.636558%	24
108	65129	Kansas City Life Ins Co	1,324,151	0.007924%	128
109	65242	Lafayette Life Ins Co	20,061	0.000120%	198
110	68543	Liberty Bankers Life Ins Co	1,376	0.000008%	229
111	65315	Liberty Life Assur Co Of Boston	212,777,067	1.273331%	16
112	65331	Liberty Natl Life Ins Co	220,813	0.001321%	164
113	65498	Life Ins Co Of N Amer	257,997,963	1.543948%	11
114	65528	Life Ins Co Of The Southwest	650	0.000004%	239
115	97985	LifeMap Assur Co	8,838	0.000053%	212
116	77720	LifeSecure Ins Co	6,548,944	0.039191%	86
117	99724	LifeShield Natl Ins Co	185,317	0.001109%	168
118	65595	Lincoln Benefit Life Co	9,422,815	0.056389%	77
119	65927	Lincoln Heritage Life Ins Co	268,998	0.001610%	161
120	62057	Lincoln Life & Ann Co of NY	304,932	0.001825%	160
121	65676	Lincoln Natl Life Ins Co	107,950,396	0.646012%	23
122	68446	Longevity Ins Co	11,489	0.000069%	208
123	65722	Loyal Amer Life Ins Co	35,621,148	0.213169%	52
124	65781	Madison Natl Life Ins Co Inc	1,437,497	0.008602%	126
125	65870	Manhattan Life Ins Co	116,975	0.000700%	174
126	61883	ManhattanLife Assur Co of Amer	4,475,961	0.026786%	99
127	65935	Massachusetts Mut Life Ins Co	61,252,257	0.366554%	37
128	69515	Medamerica Ins Co	6,671,368	0.039924%	85
129	31119	Medico Ins Co	546,904	0.003273%	148
130	65951	Merit Life Ins Co	439,005	0.002627%	154
131	65978	Metropolitan Life Ins Co	807,581,769	4.832846%	6
132	97136	Metropolitan Tower Life Ins Co	864,361	0.005173%	137
133	66087	Mid West Natl Life Ins Co Of TN	1,359,008	0.008133%	127
134	66044	Midland Natl Life Ins Co	2,087	0.000012%	225
135	66168	Minnesota Life Ins Co	23,910,905	0.143091%	58
136	66265	Monarch Life Ins Co	874,094	0.005231%	136
137	66370	Mony Life Ins Co	1,938,278	0.011599%	122
138	78077	Mony Life Ins Co Of Amer	3,076,152	0.018409%	107

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2018

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	93,599	0.000560%	181
140	71412	Mutual Of Omaha Ins Co	82,480,994	0.493595%	28
141	66427	Mutual Trust Life Ins Co a Pan Amer	15,986	0.000096%	201
142	67814	Nassau Life Ins Co	114,584	0.000686%	175
143	61409	National Benefit Life Ins Co	71,825	0.000430%	184
144	66583	National Guardian Life Ins Co	47,865,421	0.286443%	43
145	82538	National Hlth Ins Co	14,441,757	0.086424%	70
146	66680	National Life Ins Co	1,750,960	0.010478%	123
147	87963	National Teachers Assoc Life Ins Co	36,592,939	0.218985%	51
148	66869	Nationwide Life Ins Co	9,932,888	0.059442%	75
149	98205	Natl Foundation Life Ins Co	1,138,937	0.006816%	130
150	91626	New England Life Ins Co	38,659	0.000231%	192
151	66915	New York Life Ins Co	66,667,513	0.398961%	35
152	81264	Nippon Life Ins Co Of Amer	152,907,035	0.915048%	19
153	66974	North Amer Co Life & Hlth Ins	546	0.000003%	241
154	69000	Northwestern Long Term Care Ins Co	40,374,659	0.241616%	48
155	67091	Northwestern Mut Life Ins Co	93,127,559	0.557307%	27
156	89206	Ohio Natl Life Assur Corp	1,015,131	0.006075%	133
157	67172	Ohio Natl Life Ins Co	713,017	0.004267%	142
158	67199	Old Amer Ins Co	48,488	0.000290%	188
159	67261	Old Republic Life Ins Co	1,189	0.000007%	233
160	76112	Oxford Life Ins Co	451,986	0.002705%	153
161	67393	Ozark Natl Life Ins Co	678	0.000004%	238
162	64343	Pacific Guardian Life Ins Co Ltd	810	0.000005%	237
163	70785	Pacificare Life & Hlth Ins Co	6,000,365	0.035908%	92
164	67539	Pan Amer Life Ins Co	23,787,466	0.142352%	59
165	67598	Paul Revere Life Ins Co	16,798,203	0.100526%	66
166	93777	Pavonia Life Ins Co of MI	106,320	0.000636%	178
167	67644	Penn Mut Life Ins Co	533,465	0.003192%	151
168	67784	Philadelphia Amer Life Ins Co	742,127	0.004441%	141
169	72125	Physicians Life Ins Co	534,718	0.003200%	150
170	80578	Physicians Mut Ins Co	20,970,051	0.125492%	61
171	97152	Plateau Ins Co	129,993	0.000778%	173
172	65919	Primerica Life Ins Co	28,410	0.000170%	194
173	61271	Principal Life Ins Co	251,281,882	1.503757%	12
174	68047	Professional Ins Co	1,442,669	0.008633%	125
175	68136	Protective Life Ins Co	338,569	0.002026%	158
176	67903	Provident Amer Life & Hlth Ins Co	5,235	0.000031%	221
177	68195	Provident Life & Accident Ins Co	82,356,191	0.492848%	29
178	68241	Prudential Ins Co Of Amer	122,651,313	0.733987%	22
179	71390	Puritan Life Ins Co of Amer	44,067	0.000264%	189
180	68284	Pyramid Life Ins Co	42,131	0.000252%	191
181	68357	Reliable Life Ins Co	293	0.000002%	242
182	68381	Reliance Standard Life Ins Co	79,759,337	0.477307%	31
183	67105	Reliastar Life Ins Co	220,883,522	1.321843%	15
184	61360	Reliastar Life Ins Co Of NY	2,608,533	0.015610%	112

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2018

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
185	68462	Reserve Natl Ins Co	107,940	0.000646%	176
186	93572	RGA Reins Co	7,213,456	0.043168%	83
187	65005	RiverSource Life Ins Co	29,979,538	0.179408%	54
188	60183	S USA Life Ins Co Inc	3,932	0.000024%	224
189	60445	Sagicor Life Ins Co	4,454	0.000027%	223
190	93742	Securian Life Ins Co	5,002,890	0.029939%	97
191	68772	Security Mut Life Ins Co Of NY	20,819	0.000125%	197
192	69485	Security Natl Life Ins Co	1,326	0.000008%	230
193	76325	Senior Hlth Ins Co of PA	6,177,270	0.036967%	89
194	68802	Sentinel Security Life Ins Co	181,867	0.001088%	169
195	68810	Sentry Life Ins Co	101,131	0.000605%	180
196	97241	Settlers Life Ins Co	1,317	0.000008%	231
197	69019	Standard Ins Co	248,379,770	1.486390%	13
198	86355	Standard Life & Accident Ins Co	7,250,200	0.043388%	82
199	69078	Standard Security Life Ins Co Of NY	6,906,633	0.041332%	84
200	68985	Starmount Life Ins Co	5,248,319	0.031408%	96
201	69116	State Life Ins Co	3,204,940	0.019179%	105
202	89184	Sterling Investors Life Ins Co	57,480	0.000344%	186
203	77399	Sterling Life Ins Co	582,070	0.003483%	146
204	80926	Sun Life & Hlth Ins Co	778,241	0.004657%	139
205	69310	Surety Life Ins Co	13,828	0.000083%	205
206	68608	Symetra Life Ins Co	67,814,988	0.405828%	34
207	71153	Talcott Resolution Life & Ann Ins Co	11,449	0.000069%	209
208	88072	Talcott Resolution Life Ins Co	2,701,248	0.016165%	110
209	69345	Teachers Ins & Ann Assoc Of Amer	624,942	0.003740%	144
210	76236	The Cincinnati Life Ins Co	11,760	0.000070%	207
211	60142	TIAA Cref Life Ins Co	218,755	0.001309%	165
212	69477	Time Ins Co II	8,278,787	0.049543%	79
213	70688	Transamerica Financial Life Ins Co	919,431	0.005502%	134
214	86231	Transamerica Life Ins Co	102,808,722	0.615243%	25
215	66281	Transamerica Premier Life Ins Co	68,759,998	0.411483%	33
216	61425	Trustmark Ins Co	11,682,698	0.069913%	73
217	62863	Trustmark Life Ins Co	5,921,677	0.035437%	93
218	80314	Unicare Life & Hlth Ins Co	3,775,399	0.022593%	102
219	11121	Unified Life Ins Co	3,219,694	0.019268%	104
220	91529	Unimerica Ins Co	78,184,414	0.467882%	32
221	62596	Union Fidelity Life Ins Co	2,069,344	0.012384%	119
222	69744	Union Labor Life Ins Co	11,587,926	0.069346%	74
223	70408	Union Security Ins Co	59,045,376	0.353348%	39
224	92916	United Amer Ins Co	34,235,041	0.204874%	53
225	63983	United Heritage Life Ins Co	42,983	0.000257%	190
226	69922	United Home Life Ins Co	7,797	0.000047%	214
227	69930	United Ins Co Of Amer	573,640	0.003433%	147
228	69868	United Of Omaha Life Ins Co	64,897,103	0.388367%	36
229	42129	United Security Assur Co Of PA	18,784	0.000112%	199
230	72850	United World Life Ins Co	13,870,678	0.083007%	71

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2018
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Company Name (Alphabetically)

Exhibit (5D)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
231	79413	UnitedHealthcare Ins Co	3,401,784,846	20.357446%	1
232	97179	UnitedHealthcare Life Ins Co	327,126	0.001958%	159
233	67601	Unum Ins Co	12,672	0.000076%	206
234	62235	Unum Life Ins Co Of Amer	330,464,352	1.977612%	9
235	80705	US Br Great West Life Assur Co	365,213	0.002186%	156
236	80802	US Br Sun Life Assur Co of Canada	126,665,668	0.758011%	21
237	80659	US Business of Canada Life Assur Co	249,393	0.001492%	163
238	69663	USAA Life Ins Co	39,702,324	0.237592%	49
239	80942	Voya Ins & Ann Co	243	0.000001%	244
240	70319	Washington Natl Ins Co	18,122,777	0.108453%	65
241	70335	West Coast Life Ins Co	1,253	0.000007%	232
242	70483	Western & Southern Life Ins Co	624,120	0.003735%	145
243	62413	Wilcac Life Ins Co	2,085	0.000012%	226
244	65900	Wilco Life Ins Co	1,164,446	0.006968%	129
245	60704	Wilton Reassur Life Co of NY	7,613	0.000046%	215
246	90557	Zurich Amer Life Ins Co	2,675,602	0.016012%	111
	Totals:		16,710,273,113	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	60054	Aetna Life Ins Co	7,337,141	0.266452%	19
2	92738	American Equity Invest Life Ins Co	575,139	0.020886%	49
3	60488	American Gen Life Ins Co	45,566,601	1.654773%	8
4	60518	American Hlth & Life Ins Co	26,436	0.000960%	84
5	60739	American Natl Ins Co	14,906,433	0.541334%	15
6	71773	American Natl Life Ins Co Of TX	11,586	0.000421%	86
7	60895	American United Life Ins Co	569,458	0.020680%	50
8	61999	Americo Fin Life & Ann Ins Co	281,827	0.010235%	64
9	61301	Ameritas Life Ins Corp	7,153,423	0.259780%	20
10	61689	Athene Ann & Life Co	1,012,922	0.036785%	42
11	61212	Baltimore Life Ins Co	3,641,581	0.132246%	24
12	61395	Beneficial Life Ins Co	763	0.000028%	92
13	64890	Berkley Life & Hlth Ins Co	92	0.000003%	99
14	87726	Brighthouse Life Ins Co	624,442	0.022677%	47
15	61875	Church Life Ins Corp	63,139	0.002293%	78
16	62626	CMFG Life Ins Co	766,062	0.027820%	45
17	84786	Colorado Bankers Life Ins Co	450,557	0.016362%	55
18	84824	Commonwealth Ann & Life Ins Co	52,329	0.001900%	80
19	62308	Connecticut Gen Life Ins Co	203,699	0.007397%	67
20	71129	Dearborn Life Ins Co	110,378	0.004008%	69
21	84174	ELCO Mut Life & Ann	109,800	0.003987%	70
22	62928	EMC Natl Life Co	99,066	0.003598%	73
23	62510	Equitrust Life Ins Co	2,315,870	0.084102%	32
24	63177	Farmers New World Life Ins Co	8,063,866	0.292843%	18
25	63274	Fidelity & Guar Life Ins Co	210,446	0.007642%	66
26	63495	Foresters Life Ins Ann Co	50,000	0.001816%	81
27	91642	Forethought Life Ins Co	4,800,689	0.174339%	23
28	63312	Great Amer Life Ins Co	97,025	0.003524%	74
29	90212	Great Southern Life Ins Co	37,729	0.001370%	82
30	68322	Great W Life & Ann Ins Co	549,511	0.019956%	51
31	64211	Guarantee Trust Life Ins Co	53	0.000002%	100
32	78778	Guardian Ins & Ann Co Inc	161,015	0.005847%	68
33	83607	Guggenheim Life & Ann Co	1,404,630	0.051010%	38
34	64513	Horace Mann Life Ins Co	71,078	0.002581%	75
35	74780	Integrity Life Ins Co	2,655,671	0.096442%	28
36	65056	Jackson Natl Life Ins Co	621,302	0.022563%	48
37	64017	Jefferson Natl Life Ins Co	1,891,749	0.068700%	33
38	65129	Kansas City Life Ins Co	99,640	0.003618%	72
39	65242	Lafayette Life Ins Co	384,615	0.013967%	58
40	68543	Liberty Bankers Life Ins Co	212,071	0.007701%	65
41	65528	Life Ins Co Of The Southwest	473,759	0.017205%	53
42	65595	Lincoln Benefit Life Co	2,878,893	0.104548%	26
43	65722	Loyal Amer Life Ins Co	1,802	0.000065%	91
44	65935	Massachusetts Mut Life Ins Co	571,515,140	20.754841%	2
45	65978	Metropolitan Life Ins Co	16,825,896	0.611040%	14

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	97136	Metropolitan Tower Life Ins Co	1,162,048	0.042200%	40
47	66044	Midland Natl Life Ins Co	625,000	0.022697%	46
48	66168	Minnesota Life Ins Co	89,107,643	3.235986%	6
49	88668	Mutual Of Amer Life Ins Co	67,910	0.002466%	76
50	66427	Mutual Trust Life Ins Co a Pan Amer	393,582	0.014293%	56
51	61409	National Benefit Life Ins Co	180	0.000007%	97
52	66583	National Guardian Life Ins Co	5,778,504	0.209849%	21
53	66680	National Life Ins Co	300,000	0.010895%	61
54	66850	National Western Life Ins Co	60,428	0.002194%	79
55	78743	New Era Life Ins Co	566	0.000021%	94
56	69698	New Era Life Ins Co Of Midwest	9,006	0.000327%	88
57	91596	New York Life Ins & Ann Corp	33,249,873	1.207485%	12
58	66974	North Amer Co Life & Hlth Ins	393,270	0.014282%	57
59	67091	Northwestern Mut Life Ins Co	2,497,862	0.090711%	29
60	67172	Ohio Natl Life Ins Co	1,765,192	0.064104%	35
61	67180	Ohio State Life Ins Co	400	0.000015%	96
62	64343	Pacific Guardian Life Ins Co Ltd	1,619,701	0.058820%	36
63	67466	Pacific Life Ins Co	13,168,821	0.478232%	16
64	67598	Paul Revere Life Ins Co	285,195	0.010357%	63
65	67644	Penn Mut Life Ins Co	476,059	0.017288%	52
66	72125	Physicians Life Ins Co	67,112	0.002437%	77
67	65919	Primerica Life Ins Co	1,045,527	0.037969%	41
68	61271	Principal Life Ins Co	850,247,524	30.877139%	1
69	68136	Protective Life Ins Co	1,831,958	0.066528%	34
70	79227	Pruco Life Ins Co	2,700,147	0.098057%	27
71	86630	Prudential Ann Life Assur Corp	2,414,543	0.087685%	30
72	68241	Prudential Ins Co Of Amer	34,592,217	1.256233%	11
73	93629	Prudential Retirement Ins & Ann Co	229,068,795	8.318741%	4
74	67105	Reliastar Life Ins Co	99,700	0.003621%	71
75	65005	RiverSource Life Ins Co	1,246,864	0.045280%	39
76	90247	Rx Life Ins Co	150	0.000005%	98
77	60445	Sagicor Life Ins Co	2,380,471	0.086448%	31
78	93742	Securian Life Ins Co	905,220	0.032873%	43
79	69485	Security Natl Life Ins Co	5,662	0.000206%	90
80	68802	Sentinel Security Life Ins Co	9,603	0.000349%	87
81	69019	Standard Ins Co	310,592	0.011279%	60
82	69108	State Farm Life Ins Co	767,267	0.027864%	44
83	69116	State Life Ins Co	378,173	0.013734%	59
84	69272	Sunset Life Ins Co Of Amer	462	0.000017%	95
85	68608	Symetra Life Ins Co	21,797,580	0.791589%	13
86	88072	Talcott Resolution Life Ins Co	202,315,068	7.347167%	5
87	69345	Teachers Ins & Ann Assoc Of Amer	36,903,158	1.340156%	9
88	60142	TIAA Cref Life Ins Co	407,998,616	14.816662%	3
89	86231	Transamerica Life Ins Co	295,979	0.010749%	62
90	66281	Transamerica Premier Life Ins Co	16,461	0.000598%	85

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2018
 Line of Business: **DEPOSIT TYPE CONTRACTS**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	62596	Union Fidelity Life Ins Co	35,656	0.001295%	83
92	87645	United Fidelity Life Ins Co	5,777	0.000210%	89
93	63983	United Heritage Life Ins Co	628	0.000023%	93
94	69868	United Of Omaha Life Ins Co	35,846,685	1.301789%	10
95	67601	Unum Ins Co	5,244,628	0.190461%	22
96	69663	USAA Life Ins Co	3,562,076	0.129358%	25
97	70238	Variable Ann Life Ins Co	51,139,072	1.857139%	7
98	86509	Voya Retirement Ins & Ann Co	1,545,030	0.056108%	37
99	92622	Western Southern Life Assur Co	8,561,860	0.310928%	17
100	62413	Wilcac Life Ins Co	460,528	0.016724%	54
	Totals:		2,753,647,353	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2018
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	0.000016%	27
2	62944	AXA Equitable Life Ins Co	36,522,613	0.356386%	16
3	87726	Brighthouse Life Ins Co	30,790	0.000300%	25
4	62626	CMFG Life Ins Co	46,968,159	0.458314%	15
5	71870	Fidelity Security Life Ins Co	18,254	0.000178%	26
6	78778	Guardian Ins & Ann Co Inc	512,490	0.005001%	20
7	65838	John Hancock Life Ins Co USA	1,958,804,765	19.113943%	2
8	65935	Massachusetts Mut Life Ins Co	665,933,760	6.498156%	6
9	65978	Metropolitan Life Ins Co	199,236,623	1.944143%	11
10	66168	Minnesota Life Ins Co	189,310,109	1.847281%	12
11	88668	Mutual Of Amer Life Ins Co	254,487,575	2.483280%	9
12	92657	Nationwide Life & Ann Ins Co	485,423,395	4.736743%	7
13	66869	Nationwide Life Ins Co	827,447,003	8.074197%	5
14	66915	New York Life Ins Co	308,424,329	3.009593%	8
15	67091	Northwestern Mut Life Ins Co	50,000	0.000488%	24
16	67172	Ohio Natl Life Ins Co	19,648,125	0.191726%	17
17	61271	Principal Life Ins Co	122,164	0.001192%	23
18	68241	Prudential Ins Co Of Amer	2,594,506,632	25.317098%	1
19	93629	Prudential Retirement Ins & Ann Co	643,871	0.006283%	19
20	69019	Standard Ins Co	226,174,899	2.207006%	10
21	71153	Talcott Resolution Life & Ann Ins Co	5,004,963	0.048838%	18
22	88072	Talcott Resolution Life Ins Co	143,793,264	1.403129%	14
23	70688	Transamerica Financial Life Ins Co	1,141,676,768	11.140439%	3
24	86231	Transamerica Life Ins Co	981,775,367	9.580127%	4
25	66281	Transamerica Premier Life Ins Co	192,007	0.001874%	22
26	69868	United Of Omaha Life Ins Co	362,792	0.003540%	21
27	86509	Voya Retirement Ins & Ann Co	160,968,902	1.570728%	13
	Totals:		10,248,041,272	100.000000%	