

# **CALIFORNIA LIFE & ANNUITY INSURANCE INDUSTRY**



**2016**

## **MARKET SHARE REPORT**

**RATE SPECIALIST BUREAU  
CALIFORNIA DEPARTMENT OF INSURANCE  
JUNE 2017**

**DEPARTMENT OF INSURANCE**300 SOUTH SPRING STREET, 11<sup>TH</sup> FLOOR

LOS ANGELES CA 90013-1230

(213) 346-6774

(213) 897-6361 (FAX)

[YenG@insurance.ca.gov](mailto:YenG@insurance.ca.gov)**California Life and Annuity Market Share Report for Calendar Year 2016***Preface*

We are releasing the "California Life and Annuity Market Share Report for Calendar Year 2016", 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.

When 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 2016 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 2016, 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 2016, 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 27, 2017

**1991 - 2016 Comparison of California Life Insurance Business to Countrywide**

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

**Active Companies Only**

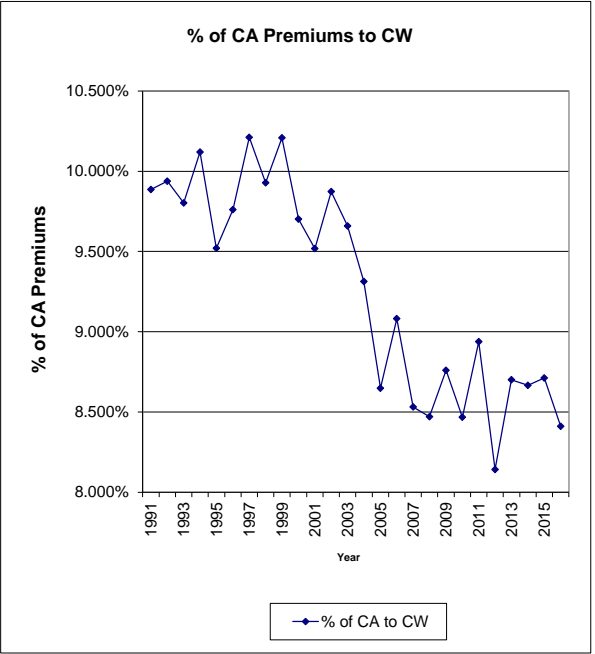
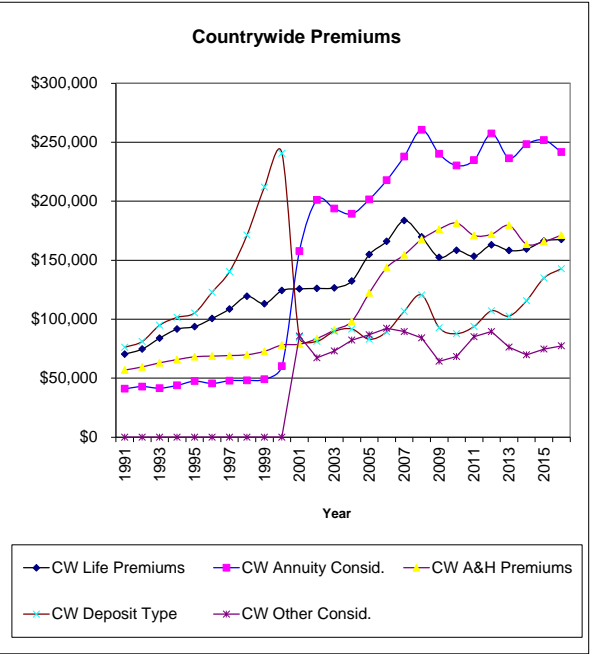
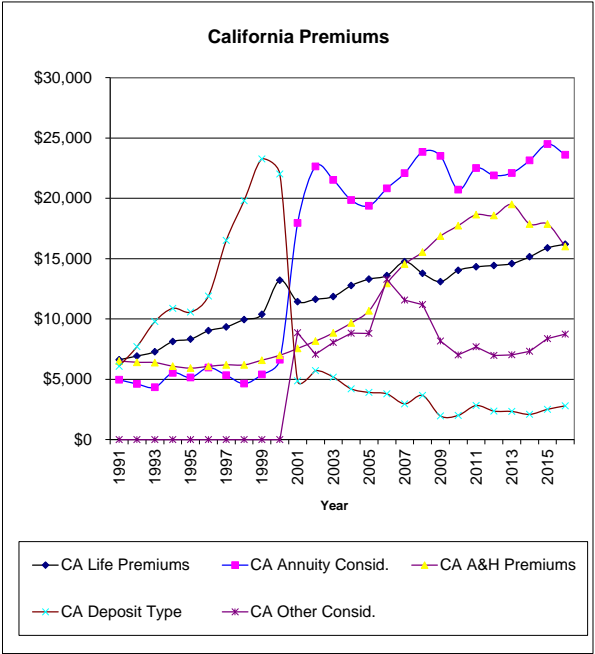
(1) Calendar Year	(2) Co. Count	(3) California Life Insurance Premiums	(4) California Annuity Consid.	(5) California A&H Premiums	(6) California Deposit Type Contract	(7) California Other Consid.	(8) Total California Premiums Sum(3)...(7)	(9) CW Life Insurance Premiums	(10) CW Annuity Consid.	(11) CW 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%
Totals:		\$309,956	\$402,544	\$294,304	\$191,667	\$138,929	\$1,337,400	\$3,443,712	\$4,068,237	\$2,992,756	\$2,970,339	\$1,266,612	\$14,741,656	9.072%

Data from Schedule T

1991 - 2016 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only

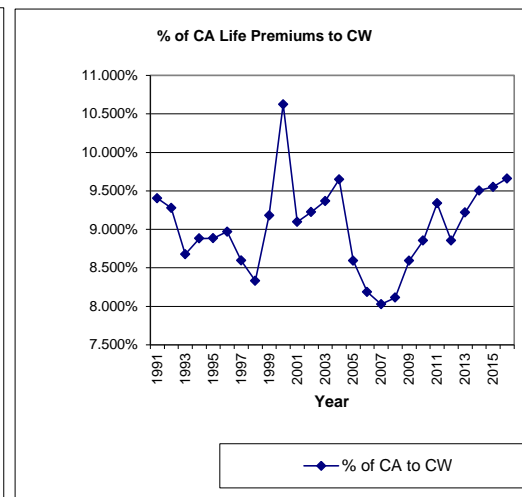
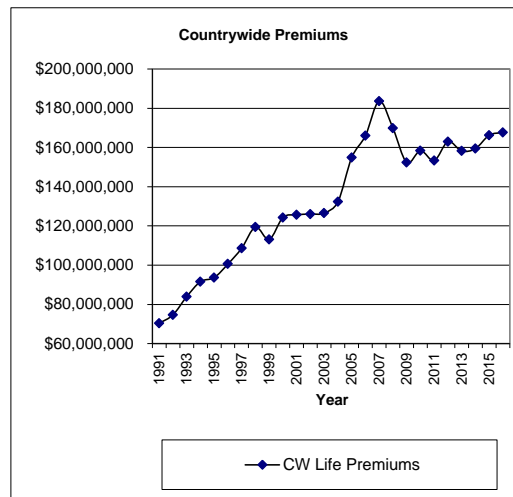
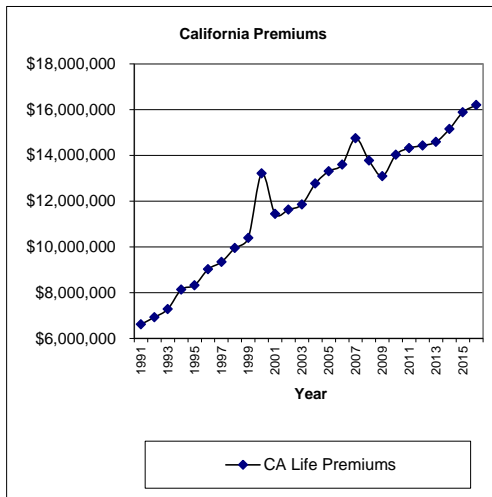


Data from Schedule T

**1991 - 2016 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.

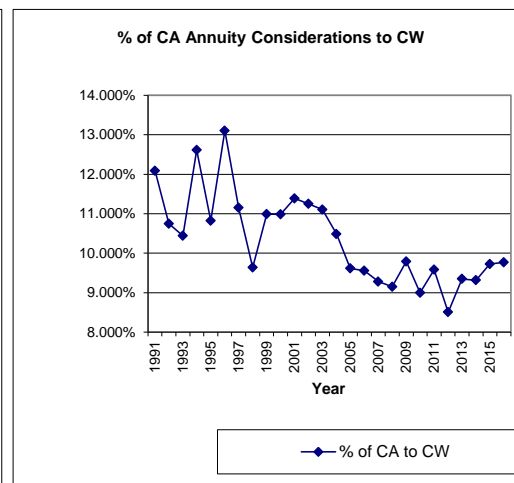
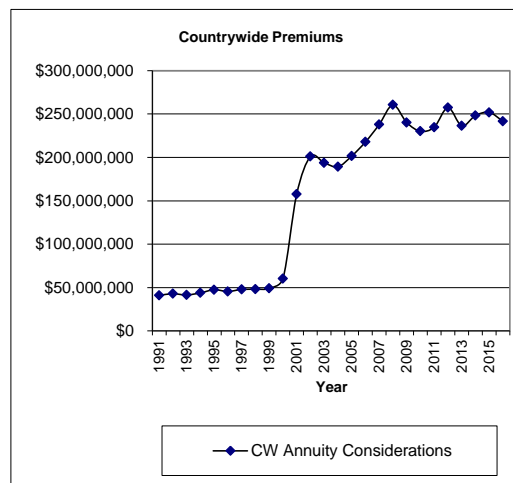
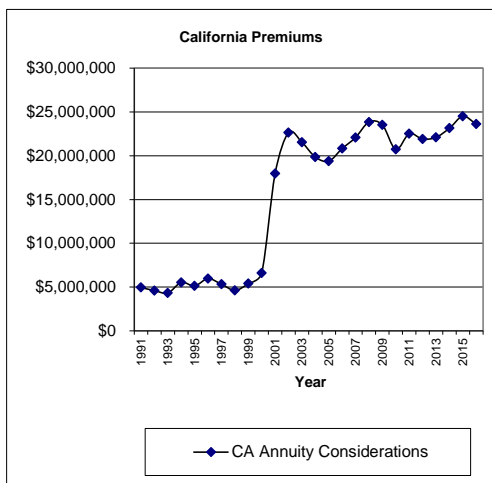
(1) Calendar Year	(2) Company Count	(3) California Life Insurance Premiums, Only	(4) Total California Life, Annuity, A&H, Deposit and Other	(5) Percentage of Life Insurance To All Premiums (3) / (4)	(6) Countrywide Life Insurance Premiums, Only	(7) Total Countrywide Life, Annuity, A&H, Deposit and Other	(8) Percentage of Life Insurance To All Premiums (6) / (7)	(9) % of CA Life Premiums To Countrywide (3) / (6)
1991	n/a	\$6,619,223	\$24,168,801	27.387%	\$70,382,551	\$244,467,621	28.790%	9.405%
1992	n/a	\$6,926,751	\$25,655,760	26.999%	\$74,657,242	\$258,175,773	28.917%	9.278%
1993	n/a	\$7,283,207	\$27,779,568	26.218%	\$83,939,706	\$283,410,074	29.618%	8.677%
1994	n/a	\$8,135,354	\$30,634,921	26.556%	\$91,597,417	\$302,734,231	30.257%	8.882%
1995	n/a	\$8,322,925	\$29,953,248	27.786%	\$93,670,905	\$314,631,397	29.772%	8.885%
1996	n/a	\$9,023,777	\$32,956,278	27.381%	\$100,594,587	\$337,669,981	29.791%	8.970%
1997	n/a	\$9,337,245	\$37,380,563	24.979%	\$108,634,624	\$366,092,994	29.674%	8.595%
1998	n/a	\$9,946,636	\$40,572,419	24.516%	\$119,407,013	\$408,667,853	29.219%	8.330%
1999	n/a	\$10,385,858	\$45,626,162	22.763%	\$113,116,285	\$446,967,910	25.307%	9.182%
2000	434	\$13,206,515	\$48,825,172	27.049%	\$124,297,814	\$503,282,189	24.697%	10.625%
2001	422	\$11,435,746	\$50,658,217	22.574%	\$125,719,235	\$532,219,216	23.622%	9.096%
2002	406	\$11,628,929	\$55,203,426	21.066%	\$126,047,426	\$559,111,230	22.544%	9.226%
2003	394	\$11,853,886	\$55,443,042	21.380%	\$126,531,945	\$574,016,943	22.043%	9.368%
2004	384	\$12,766,591	\$55,296,765	23.087%	\$132,319,628	\$593,781,994	22.284%	9.648%
2005	381	\$13,304,584	\$56,077,766	23.725%	\$154,812,615	\$648,486,716	23.873%	8.594%
2006	377	\$13,589,913	\$64,416,886	21.097%	\$165,999,593	\$709,308,675	23.403%	8.187%
2007	357	\$14,743,664	\$65,887,288	22.377%	\$183,634,524	\$772,364,076	23.776%	8.029%
2008	353	\$13,774,328	\$67,994,244	20.258%	\$169,785,214	\$802,769,706	21.150%	8.113%
2009	337	\$13,090,926	\$63,596,960	20.584%	\$152,357,764	\$726,027,748	20.985%	8.592%
2010	341	\$14,023,703	\$61,483,904	22.809%	\$158,365,196	\$726,126,297	21.810%	8.855%
2011	340	\$14,317,724	\$65,972,240	21.703%	\$153,319,685	\$738,096,923	20.772%	9.338%
2012	324	\$14,428,548	\$64,239,063	22.461%	\$162,969,085	\$789,073,598	20.653%	8.854%
2013	328	\$14,585,306	\$65,528,366	22.258%	\$158,208,416	\$753,141,548	21.006%	9.219%
2014	320	\$15,149,988	\$65,569,292	23.105%	\$159,427,511	\$756,708,546	21.069%	9.503%
2015	317	\$15,882,279	\$69,122,878	22.977%	\$166,262,492	\$793,477,884	20.954%	9.553%
2016	315	\$16,196,461	\$67,352,238	24.047%	\$167,651,744	\$800,848,650	20.934%	9.661%
Totals:		\$309,960,067	\$1,337,395,467	23.176%	\$3,443,710,217	\$14,741,659,773	23.360%	9.001%



**1991 - 2016 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.

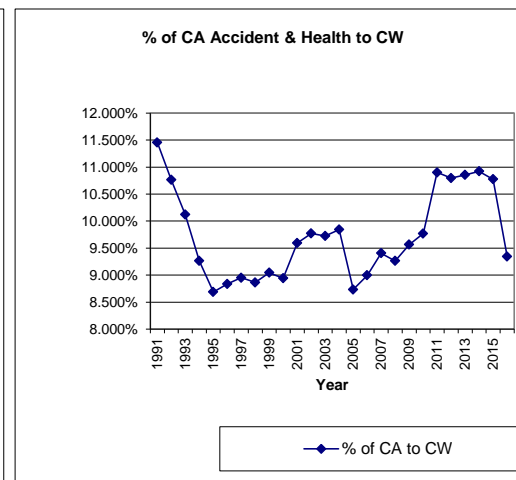
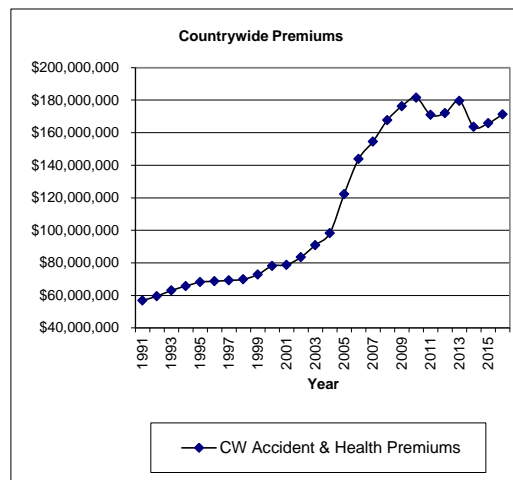
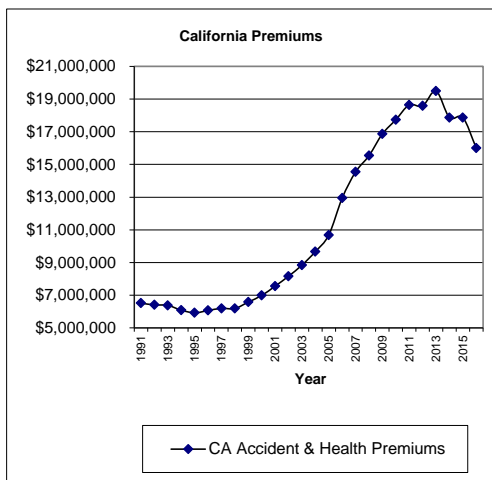
(1) Calendar Year	(2) Company Count	(3) California Annuity Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Annuity Consid. To All Premiums (3) / (4)	(6) Countrywide Annuity Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Annuity Consid. To All Premiums (6) / (7)	(9) % of CA Ann. 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%
Totals:		\$402,541,881	\$1,337,395,467	30.099%	\$4,068,239,054	\$14,741,659,773	27.597%	9.895%



**1991 - 2016 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%
Totals:		\$294,304,582	\$1,337,395,467	22.006%	\$2,992,756,623	\$14,741,659,773	20.301%	9.834%

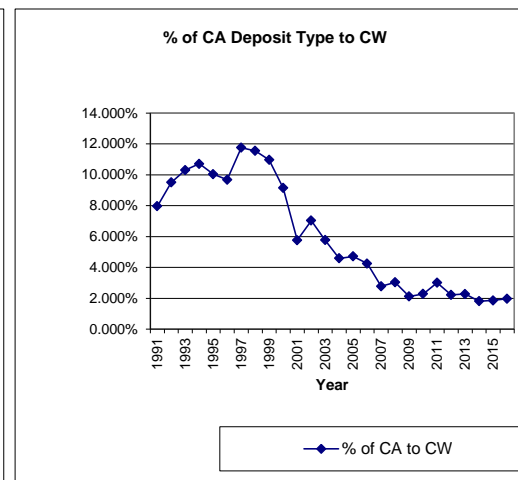
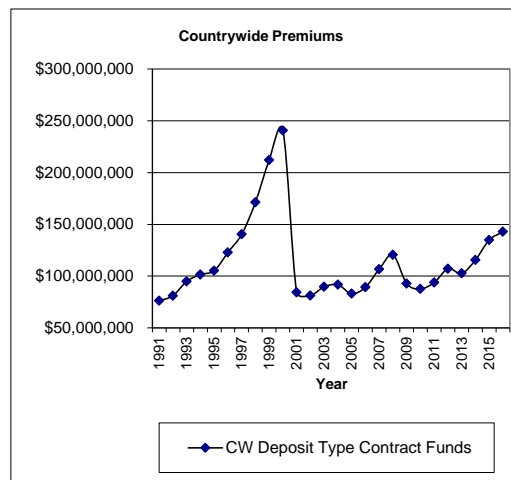
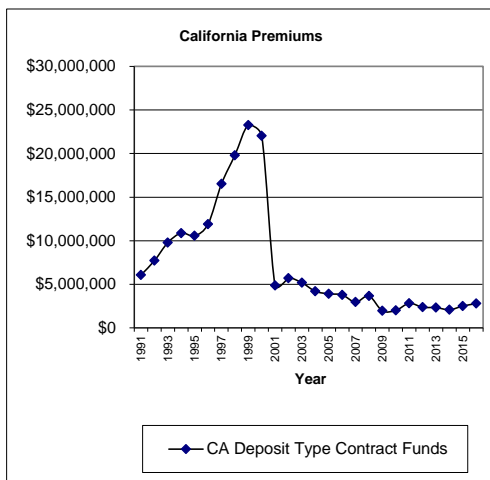




**1991 - 2016 Comparison of California Life Insurance Premium to Countrywide**  
**Line of Business: Deposit Type Contracts**  
**Active Companies Only**

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

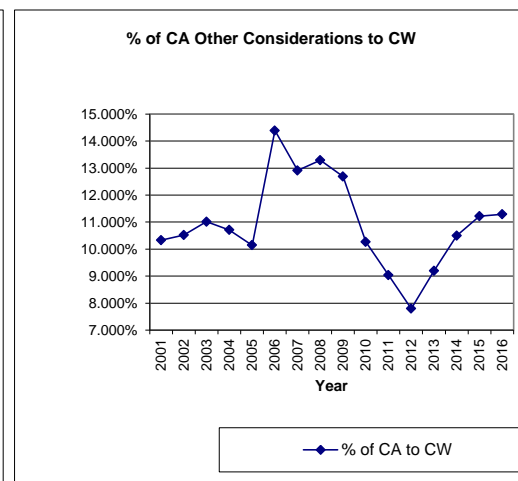
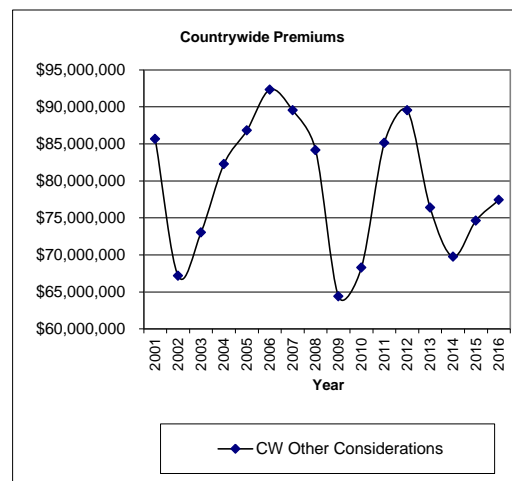
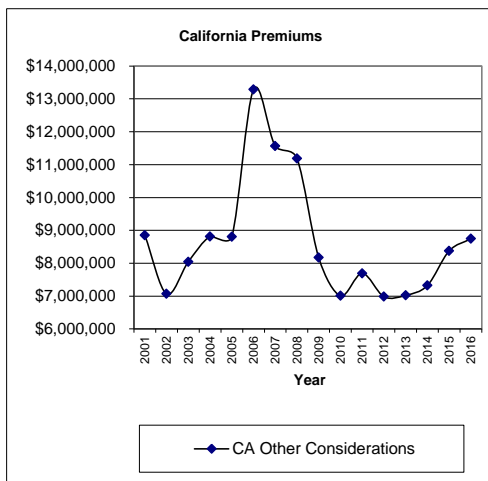
(1) Calendar Year	(2) Company Count	(3) California Deposit Type Contracts Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Life Insurance To All Premiums (3) / (4)	(6) Countrywide Deposit Type Contracts Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Deposit Type To All Premiums (6) / (7)	(9) % of CA Deposit Type To Countrywide 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%
Totals:		\$191,676,991	\$1,337,395,467	14.332%	\$2,970,342,769	\$14,741,659,773	20.149%	6.453%



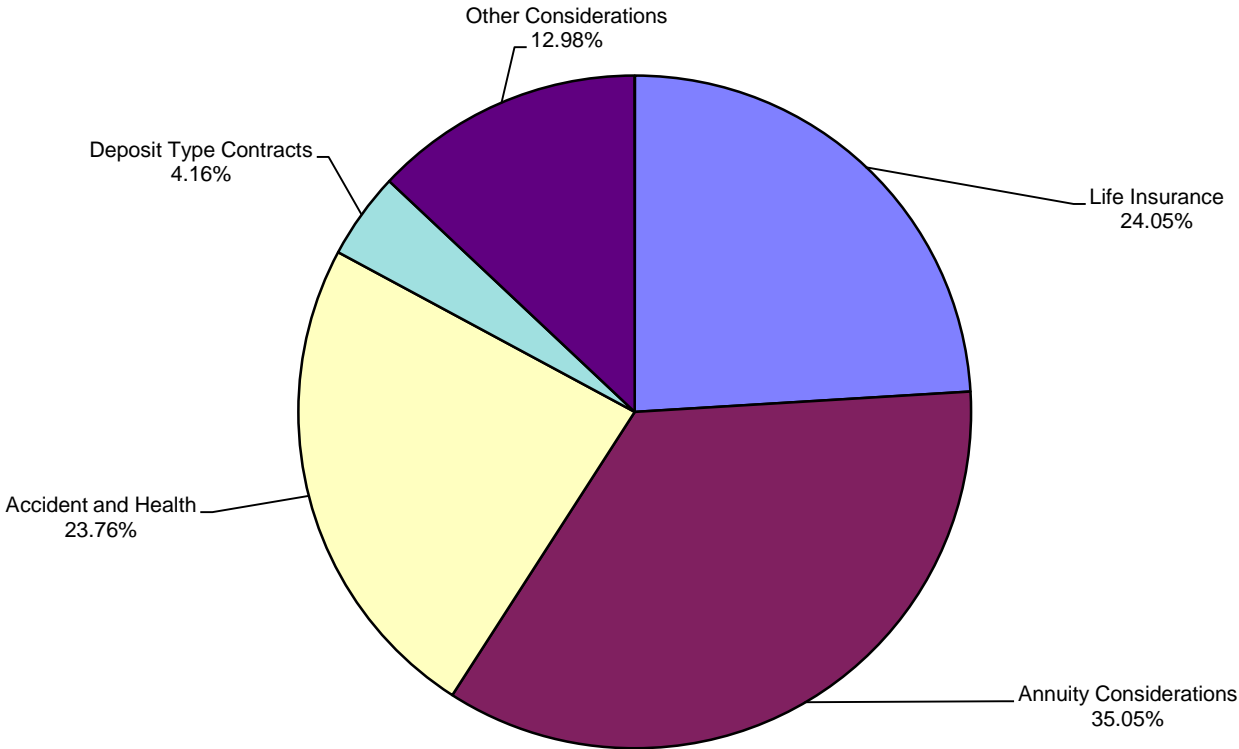
**1991 - 2016 Comparison of California Life Insurance Premium to Countrywide**  
**Line of Business: Other Considerations**  
**Active Companies Only**

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

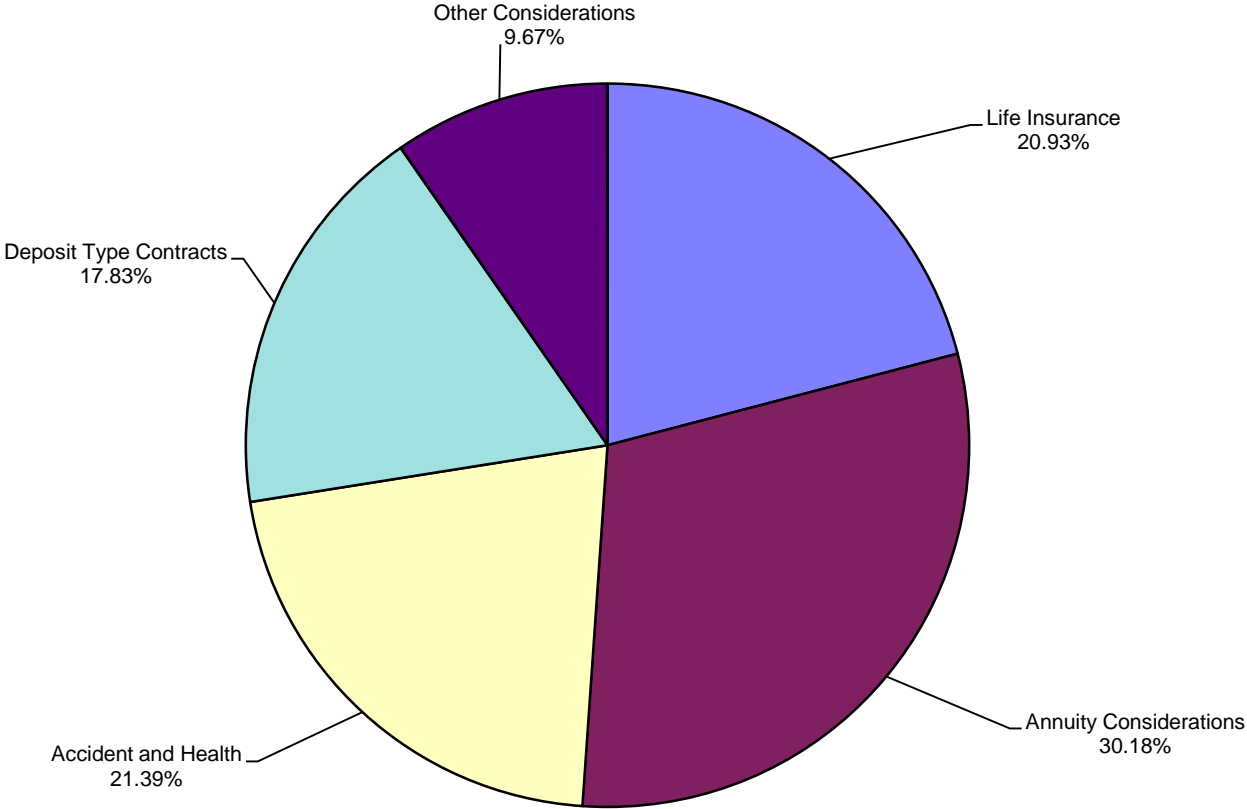
(1) Calendar Year	(2) Company Count	(3) California Other Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Other Consid. To All Premiums (3) / (4)	(6) Countrywide Other Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit 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%
Totals:		\$138,938,890	\$1,337,395,467	10.389%	\$1,266,613,059	\$14,741,659,773	8.592%	10.969%



# 2016 California Premium Distribution By Line



# 2016 Countrywide Premium Distribution By Line



# 2016 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	362,518,082	433,102,516	105,730,800	23,698,388	1,849,950,616	2,775,000,402	4.1201%
		79227 Pruco Life Ins Co	390,786,837	613,748,298	0	3,572,229	0	1,008,107,364	1.4968%
		93629 Prudential Retirement Ins & Ann Co	0	-31,210	0	295,374,669	-93,236	295,250,223	0.4384%
		86630 Prudential Ann Life Assur Corp	212,306	8,321,272	0	5,573,952	0	14,107,530	0.0209%
			753,517,225	1,055,140,876	105,730,800	328,219,238	1,849,857,380	4,092,465,519	6.0762%
2	468	Aegon US Holding Grp							
		86231 Transamerica Life Ins Co	452,022,635	365,536,054	104,097,882	1,453,268	802,851,546	1,725,961,385	2.5626%
		70688 Transamerica Financial Life Ins Co	884,950	673,161	680,584	0	863,217,401	865,456,096	1.2850%
		66281 Transamerica Premier Life Ins Co	490,645,969	81,930,583	70,964,670	12,050	169,957	643,723,229	0.9558%
		79022 Transamerica Advisors Life Ins Co	847,952	-2,484	0	0	0	845,468	0.0013%
			944,401,506	448,137,314	175,743,136	1,465,318	1,666,238,904	3,235,986,178	4.8046%
3	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	215,562,312	1,295,321,898	0	19,731,598	0	1,530,615,808	2.2726%
		66915 New York Life Ins Co	1,005,899,822	63,062,271	59,389,066	0	255,573,577	1,383,924,736	2.0548%
		81353 NYLife Ins Co Of AZ	7,344,557	0	0	0	0	7,344,557	0.0109%
			1,228,806,691	1,358,384,169	59,389,066	19,731,598	255,573,577	2,921,885,101	4.3382%
4	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	5,352,152	0	2,662,541,134	0	0	2,667,893,286	3.9611%
		91529 Unimerica Ins Co	11,583,096	0	77,981,660	0	0	89,564,756	0.1330%
		70785 Pacificare Life & Hlth Ins Co	0	0	6,582,413	0	0	6,582,413	0.0098%
		62286 Golden Rule Ins Co	1,414,173	175,515	1,329,637	0	0	2,919,325	0.0043%
		97179 UnitedHealthcare Life Ins Co	0	0	486,599	0	0	486,599	0.0007%
		73130 All Savers Life Ins Co of CA	0	0	178,957	0	0	178,957	0.0003%
		69647 Optum Ins of OH Inc	121,672	593	0	0	0	122,265	0.0002%
			18,471,093	176,108	2,749,100,400	0	0	2,767,747,601	4.1094%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Market Share

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
5	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	785,033,522	197,158,553	754,365,961	16,339,768	112,232,394	1,865,130,198	2.7692%
		87726 Brighthouse Life Ins Co	296,411,391	421,617,119	14,129,966	402,856	28,518	732,589,850	1.0877%
		63665 General Amer Life Ins Co	31,333,196	1,898,228	1,265,986	0	0	34,497,410	0.0512%
		91626 New England Life Ins Co	14,049,966	1,072,241	41,510	0	0	15,163,717	0.0225%
		97136 Metropolitan Tower Life Ins Co	5,730,606	11,520	0	0	0	5,742,126	0.0085%
		62634 Delaware Amer Life Ins Co	158,609	0	225,138	0	0	383,747	0.0006%
			1,132,717,290	621,757,661	770,028,561	16,742,624	112,260,912	2,653,507,048	3.9397%
6	904	JOHN HANCOCK GRP							
		65838 John Hancock Life Ins Co USA	494,787,266	10,728,701	110,280,733	0	1,858,224,899	2,474,021,599	3.6733%
		93610 John Hancock Life & Hlth Ins Co	118,675	0	2,399,204	0	0	2,517,879	0.0037%
			494,905,941	10,728,701	112,679,937	0	1,858,224,899	2,476,539,478	3.6770%
7	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	456,900,742	1,419,795,272	14,548,717	54,331,788	0	1,945,576,519	2.8887%
		70238 Variable Ann Life Ins Co	0	306,383,332	0	65,673,047	0	372,056,379	0.5524%
		70106 United States Life Ins Co in the Cit	12,560,769	707,802	17,589,968	53,989	0	30,912,528	0.0459%
			469,461,511	1,726,886,406	32,138,685	120,058,824	0	2,348,545,426	3.4870%
8	671	Anthem Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	51,857,215	0	2,259,436,168	0	0	2,311,293,383	3.4317%
		61069 Anthem Life Ins Co	8,256,364	0	22,193,671	0	0	30,450,035	0.0452%
		80314 Unicare Life & Hlth Ins Co	2,768,360	0	2,710,170	0	0	5,478,530	0.0081%
			62,881,939	0	2,284,340,009	0	0	2,347,221,948	3.4850%

# 2016 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	435	MASS MUT LIFE INS GRP							
		65935 Massachusetts Mut Life Ins Co	579,323,816	363,586,675	58,740,322	385,105,884	785,749,411	2,172,506,108	3.2256%
		93432 CM Life Ins Co	27,283,570	12,886,804	0	0	0	40,170,374	0.0596%
		70416 MML Bay State Life Ins Co	4,381,306	0	0	0	0	4,381,306	0.0065%
			610,988,692	376,473,479	58,740,322	385,105,884	785,749,411	2,217,057,788	3.2917%
10	4832	Voya Financial Grp							
		86509 Voya Retirement Ins & Ann Co	9,054,468	1,073,249,472	0	1,204,915	145,788,181	1,229,297,036	1.8252%
		80942 Voya Ins & Ann Co	2,300,272	412,890,763	247	0	0	415,191,282	0.6164%
		67105 Reliastar Life Ins Co	182,482,903	45,505,909	164,332,047	364,411	0	392,685,270	0.5830%
		68713 Security Life Of Denver Ins Co	135,784,774	5,719	0	0	0	135,790,493	0.2016%
		61360 Reliastar Life Ins Co Of NY	3,120,550	2,400	3,779,245	0	0	6,902,195	0.0102%
		66109 Midwestern United Life Ins Co	224,875	613	0	0	0	225,488	0.0003%
			332,967,842	1,531,654,876	168,111,539	1,569,326	145,788,181	2,180,091,764	3.2369%
11	1	AETNA GRP							
		60054 Aetna Life Ins Co	66,386,859	1,458,328	1,902,690,756	5,520,624	0	1,976,056,567	2.9339%
		90328 First Hlth Life & Hlth Ins Co	3,453	0	38,328,842	0	0	38,332,295	0.0569%
		68500 Continental Life Ins Co Brentwood	4,279	0	19,363,564	0	0	19,367,843	0.0288%
		78700 Aetna Hlth & Life Ins Co	0	0	47,339	0	0	47,339	0.0001%
			66,394,591	1,458,328	1,960,430,501	5,520,624	0	2,033,804,044	3.0197%
12	20	LINCOLN NATL GRP							
		65676 Lincoln Natl Life Ins Co	686,882,124	1,216,234,859	100,984,352	0	0	2,004,101,335	2.9756%
		67652 First Penn Pacific Life Ins Co	19,767,229	0	6,098	0	0	19,773,327	0.0294%
		62057 Lincoln Life & Ann Co of NY	1,429,448	1,195,293	292,969	0	0	2,917,710	0.0043%
			708,078,801	1,217,430,152	101,283,419	0	0	2,026,792,372	3.0092%

# 2016 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
13	918	JACKSON NATL GRP 65056 Jackson Natl Life Ins Co	103,990,932	1,846,628,213	5,531,226	859,342	0	1,957,009,713	2.9056%
			103,990,932	1,846,628,213	5,531,226	859,342	0	1,957,009,713	2.9056%
14	901	CIGNA HLTH GRP							
		67369 Cigna Hlth & Life Ins Co	41,901	0	1,213,666,997	-10,401	0	1,213,698,497	1.8020%
		65498 Life Ins Co Of N Amer	269,526,494	0	272,026,770	0	0	541,553,264	0.8041%
		62308 Connecticut Gen Life Ins Co	30,170,886	251,178	10,057,887	296,338	0	40,776,289	0.0605%
		65722 Loyal Amer Life Ins Co	96,060	889	16,464,232	6,637	0	16,567,818	0.0246%
		77399 Sterling Life Ins Co	2,326	0	645,333	0	0	647,659	0.0010%
		88366 American Retirement Life Ins Co	0	0	250,321	0	0	250,321	0.0004%
		67903 Provident Amer Life & Hlth Ins Co	475	0	8,690	0	0	9,165	0.0000%
			299,838,142	252,067	1,513,120,230	292,574	0	1,813,503,013	2.6926%
15	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	132,911,519	391,034,882	219,617,655	982,969,051	126,499	1,726,659,606	2.5636%
		71161 Principal Natl Life Ins Co	63,005,152	0	0	0	0	63,005,152	0.0935%
			195,916,671	391,034,882	219,617,655	982,969,051	126,499	1,789,664,758	2.6572%
16	761	ALLIANZ INS GRP							
		90611 Allianz Life Ins Co Of N Amer	152,725,907	1,499,773,538	10,016,836	0	0	1,662,516,281	2.4684%
			152,725,907	1,499,773,538	10,016,836	0	0	1,662,516,281	2.4684%
17	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	84,384,008	39,942,978	28,030,357	0	864,284,103	1,016,641,446	1.5094%
		92657 Nationwide Life & Ann Ins Co	200,652,864	1,071,966	224	0	416,049,960	617,775,014	0.9172%
			285,036,872	41,014,944	28,030,581	0	1,280,334,063	1,634,416,460	2.4267%



# 2016 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
18	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	226,197,896	1,054,736,145	5,130,330	0	20,807,793	1,306,872,164	1.9404%
		78077 Mony Life Ins Co Of Amer	89,546,649	4,706,779	54,891	0	0	94,308,319	0.1400%
		84530 US Financial Life Ins Co	10,362,385	0	0	0	0	10,362,385	0.0154%
		62880 AXA Equitable Life & Ann Co	1,570,751	0	0	0	0	1,570,751	0.0023%
			327,677,681	1,059,442,924	5,185,221	0	20,807,793	1,413,113,619	2.0981%
19	431	Sammons Enterprises Grp							
		66044 Midland Natl Life Ins Co	144,176,953	599,761,546	1,612	1,447,132	0	745,387,243	1.1067%
		66974 North Amer Co Life & Hlth Ins	109,674,254	417,773,628	560	679,614	0	528,128,056	0.7841%
		83607 Guggenheim Life & Ann Co	30,335	36,122,293	1,523	1,495,728	0	37,649,879	0.0559%
			253,881,542	1,053,657,467	3,695	3,622,474	0	1,311,165,178	1.9467%
20	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	20,243,843	869,512,431	637,846	27,333,471	0	917,727,591	1.3626%
		60142 TIAA Cref Life Ins Co	44,999,247	26,065,680	199,851	318,371,788	0	389,636,566	0.5785%
			65,243,090	895,578,111	837,697	345,705,259	0	1,307,364,157	1.9411%
21	709	PACIFIC LIFE GRP							
		67466 Pacific Life Ins Co	469,711,973	760,581,117	0	9,961,065	0	1,240,254,155	1.8414%
		97268 Pacific Life & Ann Co	208,606	221,303	0	0	0	429,909	0.0006%
			469,920,579	760,802,420	0	9,961,065	0	1,240,684,064	1.8421%
22	1295	CENTENE CORP GRP							
		66141 Health Net Life Ins Co	1,489,642	0	1,138,281,326	0	0	1,139,770,968	1.6923%
			1,489,642	0	1,138,281,326	0	0	1,139,770,968	1.6923%

# 2016 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
23	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	744,588,335	107,126,777	87,862,116	3,253,096	56,066	942,886,390	1.3999%
		69000 Northwestern Long Term Care Ins Co	0	0	35,632,040	0	0	35,632,040	0.0529%
			744,588,335	107,126,777	123,494,156	3,253,096	56,066	978,518,430	1.4528%
24	91	HARTFORD FIRE & CAS GRP							
		88072 Hartford Life Ins Co	8,763,339	21,989,225	2,865,083	278,655,871	167,205,305	479,478,823	0.7119%
		70815 Hartford Life & Accident Ins Co	101,649,752	309	127,785,518	0	0	229,435,579	0.3407%
		71153 Hartford Life & Ann Ins Co	100,270,182	24,264,807	316	0	6,950,262	131,485,567	0.1952%
		81213 American Maturity Life Ins Co	0	0	0	0	35,477	35,477	0.0001%
			210,683,273	46,254,341	130,650,917	278,655,871	174,191,044	840,435,446	1.2478%
25	429	GUARDIAN LIFE GRP							
		64246 Guardian Life Ins Co Of Amer	222,971,110	989,464	410,763,546	0	0	634,724,120	0.9424%
		78778 Guardian Ins & Ann Co Inc	2,338,341	116,800,347	0	522,144	2,420,598	122,081,430	0.1813%
		71714 Berkshire Life Ins Co of Amer	578,110	0	41,142,310	0	0	41,720,420	0.0619%
		60003 Park Avenue Life Ins Co	288,636	0	0	0	0	288,636	0.0004%
		74004 Family Serv Life Ins Co	1,406	0	0	0	0	1,406	0.0000%
			226,177,603	117,789,811	451,905,856	522,144	2,420,598	798,816,012	1.1860%
26	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	31,186,113	723,497,337	3,913,100	2,860,858	0	761,457,408	1.1306%
		80659 US Business of Canada Life Assur Co	6,503,344	433,404	342,062	0	0	7,278,810	0.0108%
		80705 US Br Great West Life Assur Co	1,224,858	0	387,941	0	0	1,612,799	0.0024%
		76694 London Life Reins Co	0	0	652	0	0	652	0.0000%
			38,914,315	723,930,741	4,643,755	2,860,858	0	770,349,669	1.1438%

# 2016 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
27	565	UNUM GRP							
		62235 Unum Life Ins Co Of Amer	118,727,521	7,424	318,465,529	350,609	0	437,551,083	0.6496%
		62049 Colonial Life & Accident Ins Co	31,254,138	7,200	125,949,146	0	0	157,210,484	0.2334%
		68195 Provident Life & Accident Ins Co	18,693,858	0	82,066,161	0	0	100,760,019	0.1496%
		67598 Paul Revere Life Ins Co	684,508	0	20,638,337	746,807	0	22,069,652	0.0328%
		67601 Unum Ins Co	180,762	0	0	6,494,441	0	6,675,203	0.0099%
		68985 Starmount Life Ins Co	127,730	0	2,195,896	0	0	2,323,626	0.0034%
			169,668,517	14,624	549,315,069	7,591,857	0	726,590,067	1.0788%
28	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	287,547,117	116,013,667	23,766,881	81,866,144	144,532,698	653,726,507	0.9706%
		93742 Securian Life Ins Co	59,713,198	0	3,291,991	6,903,552	0	69,908,741	0.1038%
		65811 American Modern Life Ins Co	102,786	0	64,793	0	0	167,579	0.0002%
			347,363,101	116,013,667	27,123,665	88,769,696	144,532,698	723,802,827	1.0747%
29	4855	Sumitomo Life Ins Grp							
		68608 Symetra Life Ins Co	50,080,773	593,321,555	54,239,491	25,937,823	0	723,579,642	1.0743%
		90581 Symetra Natl Life Ins Co	17,555	0	0	0	0	17,555	0.0000%
			50,098,328	593,321,555	54,239,491	25,937,823	0	723,597,197	1.0743%
30	3891	Goldman Sachs Grp							
		91642 Forethought Life Ins Co	30,480,902	494,543,423	816,139	0	0	525,840,464	0.7807%
		62200 Accordia Life & Ann Co	152,898,988	0	0	0	0	152,898,988	0.2270%
		84824 Commonwealth Ann & Life Ins Co	3,414,540	6,472,610	7,559	688,916	0	10,583,625	0.0157%
		69140 First Allmerica Fin Life Ins Co	754,303	5,705	989	0	0	760,997	0.0011%
			187,548,733	501,021,738	824,687	688,916	0	690,084,074	1.0246%

# 2016 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
31	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	11,873	551,434,416	0	535,912	0	551,982,201	0.8195%
		13183 Eagle Life Ins Co	0	59,351,667	0	0	0	59,351,667	0.0881%
			11,873	610,786,083	0	535,912	0	611,333,868	0.9077%
32	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	118,979,229	442,184,622	31,646,780	1,043,897	0	593,854,528	0.8817%
			118,979,229	442,184,622	31,646,780	1,043,897	0	593,854,528	0.8817%
33	619	OneAmerica Fin Partners Grp							
		60895 American United Life Ins Co	28,241,806	411,994,311	170,824	2,343,591	0	442,750,532	0.6574%
		69116 State Life Ins Co	79,813,165	39,647,416	3,781,733	228,932	0	123,471,246	0.1833%
		67911 Pioneer Mut Life Ins Co	7,335,853	32,011	0	0	0	7,367,864	0.0109%
			115,390,824	451,673,738	3,952,557	2,572,523	0	573,589,642	0.8516%
34	4734	Athene Grp							
		61689 Athene Ann & Life Co	9,905,410	545,034,977	152,452	1,903,298	0	556,996,137	0.8270%
		61492 Athene Annuity & Life Assur Co	4,781,830	939,696	1,668,574	131,536	0	7,521,636	0.0112%
		68039 Athene Ann & Life Assur Co of NY	728,199	571,972	0	0	0	1,300,171	0.0019%
			15,415,439	546,546,645	1,821,026	2,034,834	0	565,817,944	0.8401%
35	1348	Meiji Yasuda Life Ins Grp							
		69019 Standard Ins Co	97,060,691	41,725,469	219,037,993	3,309,453	172,691,030	533,824,636	0.7926%
		64343 Pacific Guardian Life Ins Co Ltd	11,622,536	648	1,503	1,313,054	0	12,937,741	0.0192%
			108,683,227	41,726,117	219,039,496	4,622,507	172,691,030	546,762,377	0.8118%

# 2016 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
36	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	233,836,882	270,029,014	675	840,867	0	504,707,438	0.7494%
		66680 National Life Ins Co	26,986,526	261,511	2,203,340	0	0	29,451,377	0.0437%
			260,823,408	270,290,525	2,204,015	840,867	0	534,158,815	0.7931%
37	4011	Genworth Fin Grp							
		70025 Genworth Life Ins Co	44,713,194	3,984,985	292,340,745	110,791	0	341,149,715	0.5065%
		65536 Genworth Life & Ann Ins Co	157,417,629	11,292,913	2,103,377	160,557	0	170,974,476	0.2539%
			202,130,823	15,277,898	294,444,122	271,348	0	512,124,191	0.7604%
38	176	STATE FARM GRP							
		69108 State Farm Life Ins Co	459,234,544	36,456,812	0	626,119	0	496,317,475	0.7369%
			459,234,544	36,456,812	0	626,119	0	496,317,475	0.7369%
39	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	255,790,533	107,876,802	447,739	4,120,404	0	368,235,478	0.5467%
		70335 West Coast Life Ins Co	90,237,803	15,035	1,711	0	0	90,254,549	0.1340%
		66370 Mony Life Ins Co	11,243,581	6,281	2,369,561	0	0	13,619,423	0.0202%
		88536 Protective Life & Annuity Ins Co	108,998	0	0	0	0	108,998	0.0002%
			357,380,915	107,898,118	2,819,011	4,120,404	0	472,218,448	0.7011%
40	4731	Harbinger Grp							
		63274 Fidelity & Guar Life Ins Co	107,461,026	348,151,654	0	250,000	0	455,862,680	0.6768%
			107,461,026	348,151,654	0	250,000	0	455,862,680	0.6768%
41	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	24,849,824	0	370,308,065	0	0	395,157,889	0.5867%
		71730 Continental Amer Ins Co	230,271	0	30,774,885	0	0	31,005,156	0.0460%
			25,080,095	0	401,082,950	0	0	426,163,045	0.6327%

# 2016 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
42	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	164,062,365	59,138,411	54,922,089	46,186,353	64,385	324,373,603	0.4816%
		71412 Mutual Of Omaha Ins Co	0	0	59,974,664	0	0	59,974,664	0.0890%
		72850 United World Life Ins Co	109,491	0	17,652,892	0	0	17,762,383	0.0264%
			164,171,856	59,138,411	132,549,645	46,186,353	64,385	402,110,650	0.5970%
43	84	American Financial Grp							
		63312 Great Amer Life Ins Co	8,072,639	326,373,066	19,105	24,858	0	334,489,668	0.4966%
		93661 Annuity Investors Life Ins Co	0	33,529,137	0	0	0	33,529,137	0.0498%
		67083 Manhattan Natl Life Ins Co	2,549,921	2,202	0	0	0	2,552,123	0.0038%
			10,622,560	359,904,405	19,105	24,858	0	370,570,928	0.5502%
44	4750	Primerica Grp							
		65919 Primerica Life Ins Co	365,014,266	80,168	35,884	864,927	0	365,995,245	0.5434%
		61409 National Benefit Life Ins Co	1,813,736	0	80,321	120	0	1,894,177	0.0028%
			366,828,002	80,168	116,205	865,047	0	367,889,422	0.5462%
45	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	298,959,287	14,268,775	5,328,818	8,477,203	0	327,034,083	0.4856%
		90557 Zurich Amer Life Ins Co	19,433,623	5,882,977	472,142	0	0	25,788,742	0.0383%
		80896 Centre Life Ins Co	0	0	2,838,407	0	0	2,838,407	0.0042%
			318,392,910	20,151,752	8,639,367	8,477,203	0	355,661,232	0.5281%
46	4853	AAA Life Grp							
		71854 AAA Life Ins Co	211,285,490	97,640,801	13,810,739	429,523	0	323,166,553	0.4798%
			211,285,490	97,640,801	13,810,739	429,523	0	323,166,553	0.4798%

# 2016 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
47	19	Assurant Inc Grp							
		67989 American Memorial Life Ins Co	130,796,062	693,637	39	0	0	131,489,738	0.1952%
		70408 Union Security Ins Co	24,839,398	841,242	82,372,192	0	0	108,052,832	0.1604%
		69477 Time Ins Co	1,107,627	12,521	74,403,593	0	0	75,523,741	0.1121%
		60275 American Bankers Life Assur Co Of FL	1,853,487	2,587	1,473,026	0	0	3,329,100	0.0049%
		65080 John Alden Life Ins Co	741,010	0	434,765	0	0	1,175,775	0.0017%
			159,337,584	1,549,987	158,683,615	0	0	319,571,186	0.4745%
48	2798	Blue Shield of CA Grp							
		61557 Blue Shield of CA Life & Hlth Ins Co	9,074,004	0	310,215,354	0	0	319,289,358	0.4741%
			9,074,004	0	310,215,354	0	0	319,289,358	0.4741%
49	111	LIBERTY MUT GRP							
		65315 Liberty Life Assur Co Of Boston	94,633,742	5,701,819	181,707,235	1,390,043	0	283,432,839	0.4208%
			94,633,742	5,701,819	181,707,235	1,390,043	0	283,432,839	0.4208%
50	3098	Tokio Marine Holdings Inc GRP							
		68381 Reliance Standard Life Ins Co	55,599,428	83,657,705	75,893,532	0	0	215,150,665	0.3194%
		92711 HCC Life Ins Co	835,789	5,400	64,668,739	0	0	65,509,928	0.0973%
			56,435,217	83,663,105	140,562,271	0	0	280,660,593	0.4167%
51	943	Ameritas Mut Holding GRP							
		61301 Ameritas Life Ins Corp	74,614,314	101,669,292	87,587,975	11,372,363	0	275,243,944	0.4087%
			74,614,314	101,669,292	87,587,975	11,372,363	0	275,243,944	0.4087%
52	4890	SBL Holdings Grp							
		68675 Security Benefit Life Ins Co	1,394,632	236,189,878	0	0	0	237,584,510	0.3527%
			1,394,632	236,189,878	0	0	0	237,584,510	0.3527%

# 2016 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
53	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	33,238,712	68,337,491	134,103,275	0	0	235,679,478	0.3499%
		60801 American Public Life Ins Co	2,341	0	1,311,243	0	0	1,313,584	0.0020%
			33,241,053	68,337,491	135,414,518	0	0	236,993,062	0.3519%
54	200	UNITED SERV AUTOMOBILE ASSN GRP							
		69663 USAA Life Ins Co	103,315,033	96,986,501	33,573,582	1,390,571	0	235,265,687	0.3493%
			103,315,033	96,986,501	33,573,582	1,390,571	0	235,265,687	0.3493%
55	549	SUN LIFE ASSUR CO OF CN GRP							
		80802 US Br Sun Life Assur Co of Canada	88,801,238	0	133,743,510	0	0	222,544,748	0.3304%
		80926 Sun Life & Hlth Ins Co	7,609,994	0	1,081,349	0	0	8,691,343	0.0129%
		68047 Professional Ins Co	29,409	0	1,843,298	0	0	1,872,707	0.0028%
			96,440,641	0	136,668,157	0	0	233,108,798	0.3461%
56	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	66,495,968	127,655,279	656,859	15,198,775	0	210,006,881	0.3118%
		86355 Standard Life & Accident Ins Co	977,081	13,177	7,558,733	0	0	8,548,991	0.0127%
		63657 Garden State Life Ins Co	1,574,244	0	1,283	0	0	1,575,527	0.0023%
		71773 American Natl Life Ins Co Of TX	131,101	0	1,033,878	0	0	1,164,979	0.0017%
			69,178,394	127,668,456	9,250,753	15,198,775	0	221,296,378	0.3286%
57	4815	Resolution Life Grp							
		65595 Lincoln Benefit Life Co	195,540,876	8,539,080	9,688,711	485,614	0	214,254,281	0.3181%
			195,540,876	8,539,080	9,688,711	485,614	0	214,254,281	0.3181%



# 2016 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
58	290	Torchmark Corp Grp							
		60577 American Income Life Ins Co	96,816,073	0	6,585,512	0	0	103,401,585	0.1535%
		91472 Globe Life & Accident Ins Co	47,471,265	0	2,324,861	0	0	49,796,126	0.0739%
		92916 United Amer Ins Co	761,489	301,965	37,677,743	0	0	38,741,197	0.0575%
		65331 Liberty Natl Life Ins Co	6,997,671	998	273,250	0	0	7,271,919	0.0108%
		77968 Family Heritage Life Ins Co Of Amer	48,522	0	5,083,304	0	0	5,131,826	0.0076%
			152,095,020	302,963	51,944,670	0	0	204,342,653	0.3034%
59	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	33,811,669	45,020,386	48,214,321	20,680	0	127,067,056	0.1887%
		62065 Colonial Penn Life Ins Co	20,706,773	0	27,022,203	0	0	47,728,976	0.0709%
		70319 Washington Natl Ins Co	5,122,241	665,860	15,909,233	0	0	21,697,334	0.0322%
			59,640,683	45,686,246	91,145,757	20,680	0	196,493,366	0.2917%
60	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	30,671,804	92,729,940	815,607	464,117	18,554,926	143,236,394	0.2127%
		89206 Ohio Natl Life Assur Corp	48,297,546	0	1,196,933	413,051	0	49,907,530	0.0741%
			78,969,350	92,729,940	2,012,540	877,168	18,554,926	193,143,924	0.2868%
61	62510	Equitrust Life Ins Co							
		62510 Equitrust Life Ins Co	15,237,653	161,253,900	0	2,867,280	0	179,358,833	0.2663%
			15,237,653	161,253,900	0	2,867,280	0	179,358,833	0.2663%

# 2016 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
62	836	WEST SOUTHERN GRP							
		74780 Integrity Life Ins Co	17,354	70,957,143	0	1,847,809	0	72,822,306	0.1081%
		65242 Lafayette Life Ins Co	29,370,277	17,276,592	24,264	0	0	46,671,133	0.0693%
		99937 Columbus Life Ins Co	25,311,740	6,092,383	2,201	0	0	31,406,324	0.0466%
		92622 Western Southern Life Assur Co	6,670,658	6,862,213	0	0	0	13,532,871	0.0201%
		70483 Western & Southern Life Ins Co	10,429,969	0	508,439	0	0	10,938,408	0.0162%
			71,799,998	101,188,331	534,904	1,847,809	0	175,371,042	0.2604%
63	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	402,756	190,121	140,968	234,253	174,271,480	175,239,578	0.2602%
			402,756	190,121	140,968	234,253	174,271,480	175,239,578	0.2602%
64	981	FIDELITY INVESTMENT INS & ANN GRP							
		93696 Fidelity Investments Life Ins Co	2,067,932	172,375,134	0	0	0	174,443,066	0.2590%
			2,067,932	172,375,134	0	0	0	174,443,066	0.2590%
65	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	107,701,824	7,274,699	776,524	618,239	26,194,694	142,565,980	0.2117%
		93262 Penn Ins & Ann Co	21,533,791	0	0	0	802,151	22,335,942	0.0332%
		68632 Vantis Life Ins Co	317,345	0	0	0	0	317,345	0.0005%
		68446 Longevity Ins Co	18,617	200	9,653	0	0	28,470	0.0000%
			129,571,577	7,274,899	786,177	618,239	26,996,845	165,247,737	0.2453%
66	306	CUNA MUT GRP							
		62626 CMFG Life Ins Co	27,279,170	5,338,549	31,997,167	243,425	55,325,786	120,184,097	0.1784%
		86126 Members Life Ins Co	130,756	43,331,451	0	0	0	43,462,207	0.0645%
			27,409,926	48,670,000	31,997,167	243,425	55,325,786	163,646,304	0.2430%

# 2016 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
67	66850	National Western Life Ins Co 66850 National Western Life Ins Co	15,776,850	133,042,325	0	501,237	0	149,320,412	0.2217%
			15,776,850	133,042,325	0	501,237	0	149,320,412	0.2217%
68	4736	GGC Grp							
		93548 PHL Variable Ins Co	69,090,027	34,047,794	0	1,317,446	0	104,455,267	0.1551%
		67814 Phoenix Life Ins Co	18,851,525	193,986	185,995	19,662,359	0	38,893,865	0.0577%
		62359 Constitution Life Ins Co	307,233	365	2,719,209	0	0	3,026,807	0.0045%
		68284 Pyramid Life Ins Co	19,450	0	36,861	0	0	56,311	0.0001%
			88,268,235	34,242,145	2,942,065	20,979,805	0	146,432,250	0.2174%
69	4836	Jefferson National Grp							
		64017 Jefferson Natl Life Ins Co	1,261,361	137,152,666	26,056	3,040,432	0	141,480,515	0.2101%
			1,261,361	137,152,666	26,056	3,040,432	0	141,480,515	0.2101%
70	872	BANNER LIFE GRP							
		94250 Banner Life Ins Co	112,782,081	6,556,548	0	2,250,000	0	121,588,629	0.1805%
			112,782,081	6,556,548	0	2,250,000	0	121,588,629	0.1805%
71	8	ALLSTATE INS GRP							
		60186 Allstate Life Ins Co	50,719,734	5,738,276	2,803,085	0	0	59,261,095	0.0880%
		60534 American Heritage Life Ins Co	6,066,957	8,050	40,984,613	0	0	47,059,620	0.0699%
		70866 Allstate Assur Co	11,642,825	5,150	0	0	0	11,647,975	0.0173%
		70874 Allstate Life Ins Co Of NY	608,555	31,878	26,238	0	0	666,671	0.0010%
			69,038,071	5,783,354	43,813,936	0	0	118,635,361	0.1761%

# 2016 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
72	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	60,887,657	3,899,458	22,223,684	2,957,347	0	89,968,146	0.1336%
		97241 Settlers Life Ins Co	45,788	1,030	1,317	0	0	48,135	0.0001%
			60,933,445	3,900,488	22,225,001	2,957,347	0	90,016,281	0.1337%
73	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	14,141,836	62,190,195	26,882	439,439	0	76,798,352	0.1140%
		90212 Great Southern Life Ins Co	3,823,183	588,563	134,741	49,193	0	4,595,680	0.0068%
		67180 Ohio State Life Ins Co	2,625,377	847	57	3,714	0	2,629,995	0.0039%
		63487 Investors Life Ins Co N Amer	1,380,839	0	0	0	0	1,380,839	0.0021%
		66540 National Farmers Union Life Ins Co	533,793	0	0	0	0	533,793	0.0008%
		87645 United Fidelity Life Ins Co	441,163	11,960	0	6,547	0	459,670	0.0007%
			22,946,191	62,791,565	161,680	498,893	0	86,398,329	0.1283%
74	525	PAN AMER LIFE GRP							
		67539 Pan Amer Life Ins Co	582,983	13,480	50,988,802	0	0	51,585,265	0.0766%
		66427 Mutual Trust Life Ins Co a Pan Amer	28,660,294	185,186	23,132	50,040	0	28,918,652	0.0429%
		93459 Pan Amer Assur Co	2,641,728	0	0	0	0	2,641,728	0.0039%
			31,885,005	198,666	51,011,934	50,040	0	83,145,645	0.1234%
75	65927	Lincoln Heritage Life Ins Co							
		65927 Lincoln Heritage Life Ins Co	82,010,130	6,464	333,244	0	0	82,349,838	0.1223%
			82,010,130	6,464	333,244	0	0	82,349,838	0.1223%
76	81264	Nippon Life Ins Co Of Amer							
		81264 Nippon Life Ins Co Of Amer	372,576	0	80,789,370	0	0	81,161,946	0.1205%
			372,576	0	80,789,370	0	0	81,161,946	0.1205%

# 2016 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
77	4794	Delaware Life Holding Grp 79065 Delaware Life Ins Co	2,761,106	71,209,509	0	0	0	73,970,615	0.1098%
			2,761,106	71,209,509	0	0	0	73,970,615	0.1098%
78	169	SENTRY INS GRP 68810 Sentry Life Ins Co	2,654,804	69,155,980	418,816	0	0	72,229,600	0.1072%
			2,654,804	69,155,980	418,816	0	0	72,229,600	0.1072%
79	4483	Nestle SA Grp 70939 Gerber Life Ins Co	31,855,587	0	39,090,897	0	0	70,946,484	0.1053%
			31,855,587	0	39,090,897	0	0	70,946,484	0.1053%
80	4213	Wilton Re Grp							
		65900 Wilco Life Ins Co	35,846,250	24,900	1,467,773	0	0	37,338,923	0.0554%
		69396 Texas Life Ins Co	18,775,268	0	0	0	0	18,775,268	0.0279%
		62413 Wilcac Life Ins Co	1,090,920	76,000	2,620	0	0	1,169,540	0.0017%
		60704 Wilton Reassur Life Co of NY	489,707	5,950	9,627	0	0	505,284	0.0008%
			56,202,145	106,850	1,480,020	0	0	57,789,015	0.0858%
81	451	FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co	1,408,684	182,463	54,836,309	0	0	56,427,456	0.0838%
			1,408,684	182,463	54,836,309	0	0	56,427,456	0.0838%
82	276	Trustmark Mut Holding Co GRP							
		61425 Trustmark Ins Co	37,329,185	33,285	10,649,313	0	0	48,011,783	0.0713%
		62863 Trustmark Life Ins Co	282,315	0	8,049,917	0	0	8,332,232	0.0124%
			37,611,500	33,285	18,699,230	0	0	56,344,015	0.0837%

# 2016 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
83	812	HIGHMARK GRP 93440 HM Life Ins Co	15,036	0	46,935,710	0	0	46,950,746	0.0697%
			15,036	0	46,935,710	0	0	46,950,746	0.0697%
84	4844	LIA Holdings Grp 60232 Lombard Intl Life Assur Co	907,704	45,399,260	0	0	0	46,306,964	0.0688%
			907,704	45,399,260	0	0	0	46,306,964	0.0688%
85	4824	Advantage Capital Grp 68802 Sentinel Security Life Ins Co 71471 Ability Ins Co	2,539,445 30,915	12,412,541 0	259,337 985,506	24,021,499 0	0 0	39,232,822 1,016,421	0.0583% 0.0015%
			2,570,360	12,412,541	1,244,843	24,021,499	0	40,249,243	0.0598%
86	626	Chubb Ltd Grp 62146 Combined Ins Co Of Amer	2,936,056	0	33,553,857	0	0	36,489,913	0.0542%
			2,936,056	0	33,553,857	0	0	36,489,913	0.0542%
87	64505	Homesteaders Life Co 64505 Homesteaders Life Co	33,469,044	774,677	0	0	0	34,243,721	0.0508%
			33,469,044	774,677	0	0	0	34,243,721	0.0508%
88	4796	National Teachers Assoc Life Group 87963 National Teachers Assoc Life Ins Co	187,589	0	33,879,754	0	0	34,067,343	0.0506%
			187,589	0	33,879,754	0	0	34,067,343	0.0506%
89	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	4,861,312	29,100,965	14,137	0	0	33,976,414	0.0504%
			4,861,312	29,100,965	14,137	0	0	33,976,414	0.0504%

# 2016 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
90	367	PHYSICIANS MUT GRP							
		80578 Physicians Mut Ins Co	0	0	16,730,959	0	0	16,730,959	0.0248%
		72125 Physicians Life Ins Co	12,964,899	1,047,186	560,490	1,338,840	0	15,911,415	0.0236%
			12,964,899	1,047,186	17,291,449	1,338,840	0	32,642,374	0.0485%
91	98	WR Berkley Corp GRP							
		64890 Berkley Life & Hlth Ins Co	2,417	0	32,216,132	92	0	32,218,641	0.0478%
			2,417	0	32,216,132	92	0	32,218,641	0.0478%
92	315	INDUSTRIAL ALLIANCE GRP							
		14406 Industrial Alliance Ins & Fin Serv I	4,603,245	4,624,318	0	0	0	9,227,563	0.0137%
		68594 American Amicable Life Ins Co Of TX	7,953,569	422,741	0	0	0	8,376,310	0.0124%
		91693 IA Amer Life Ins Co	6,472,003	158,197	8,827	0	0	6,639,027	0.0099%
		67148 Occidental Life Ins Co Of NC	2,713,433	725,145	0	0	0	3,438,578	0.0051%
		67873 Pioneer Amer Ins Co	616,526	998	0	0	0	617,524	0.0009%
		67946 Pioneer Security Life Ins Co	346,582	540	0	0	0	347,122	0.0005%
			22,705,358	5,931,939	8,827	0	0	28,646,124	0.0425%
93	23	BCS INS GRP							
		80985 4 Ever Life Ins Co	459,388	0	26,781,301	-41,186	0	27,199,503	0.0404%
			459,388	0	26,781,301	-41,186	0	27,199,503	0.0404%
94	588	KANSAS CITY LIFE INS GRP							
		65129 Kansas City Life Ins Co	12,584,514	4,322,601	643,271	256,171	0	17,806,557	0.0264%
		67199 Old Amer Ins Co	4,439,352	0	57,268	0	0	4,496,620	0.0067%
		69272 Sunset Life Ins Co Of Amer	4,077,704	341,247	0	454	0	4,419,405	0.0066%
			21,101,570	4,663,848	700,539	256,625	0	26,722,582	0.0397%

# 2016 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
95	1280	GREAT WESTERN CO GRP 71480 Great Western Ins Co	24,700,079	932,402	0	0	0	25,632,481	0.0381%
			24,700,079	932,402	0	0	0	25,632,481	0.0381%
96	264	HealthMarkets Grp							
		61832 Chesapeake Life Ins Co	4,982,899	124,759	16,959,949	0	0	22,067,607	0.0328%
		66087 Mid West Natl Life Ins Co Of TN	1,057,061	45,391	1,691,627	0	0	2,794,079	0.0041%
			6,039,960	170,150	18,651,576	0	0	24,861,686	0.0369%
97	2938	Thrivent Financial For Lutherans Grp							
		97721 Thrivent Life Ins Co	1,674,331	22,155,227	0	0	0	23,829,558	0.0354%
			1,674,331	22,155,227	0	0	0	23,829,558	0.0354%
98	450	GENEVE HOLDINGS INC GRP							
		69078 Standard Security Life Ins Co Of NY	13,811	0	19,133,894	0	0	19,147,705	0.0284%
		65781 Madison Natl Life Ins Co Inc	648,565	922,266	1,996,888	0	0	3,567,719	0.0053%
			662,376	922,266	21,130,782	0	0	22,715,424	0.0337%
99	4862	Assurity Grp							
		71439 Assurity Life Ins Co	16,193,683	30,829	5,091,686	444,150	0	21,760,348	0.0323%
			16,193,683	30,829	5,091,686	444,150	0	21,760,348	0.0323%
100	4827	Southland Natl Holding Grp							
		84786 Colorado Bankers Life Ins Co	11,559,915	7,770,676	1,839,925	490,876	0	21,661,392	0.0322%
			11,559,915	7,770,676	1,839,925	490,876	0	21,661,392	0.0322%
101	63495	Foresters Life Ins Ann Co							
		63495 Foresters Life Ins Ann Co	6,481,867	14,731,727	497	182,419	0	21,396,510	0.0318%
			6,481,867	14,731,727	497	182,419	0	21,396,510	0.0318%



# 2016 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
102	2538	AmTrust NGH Grp 82538 National Hlth Ins Co	75	0	19,642,508	0	0	19,642,583	0.0292%
			75	0	19,642,508	0	0	19,642,583	0.0292%
103	3436	Liberty Life Grp Trust Grp 68543 Liberty Bankers Life Ins Co 61581 Capitol Life Ins Co	634,020 1,434	16,726,376 0	0 0	775,070 0	0 0	18,135,466 1,434	0.0269% 0.0000%
			635,454	16,726,376	0	775,070	0	18,136,900	0.0269%
104	215	Kemper Corp Grp 69930 United Ins Co Of Amer 68462 Reserve Natl Ins Co 68357 Reliable Life Ins Co	17,130,969 11,783 20,130	0 0 0	574,926 102,737 370	0 0 0	0 0 0	17,705,895 114,520 20,500	0.0263% 0.0002% 0.0000%
			17,162,882	0	678,033	0	0	17,840,915	0.0265%
105	781	UNION LABOR GRP 69744 Union Labor Life Ins Co	5,706,039	0	11,641,621	0	0	17,347,660	0.0258%
			5,706,039	0	11,641,621	0	0	17,347,660	0.0258%
106	1117	Manhattan Life Grp 65870 Manhattan Life Ins Co 63053 Family Life Ins Co 61883 ManhattanLife Assur Co of Amer	1,361,691 2,488,271 47,105	9,520,725 1,625 0	1,226 1,279,569 2,148,905	0 0 0	0 0 0	10,883,642 3,769,465 2,196,010	0.0162% 0.0056% 0.0033%
			3,897,067	9,522,350	3,429,700	0	0	16,849,117	0.0250%
107	574	AMERCO CORP GRP 76112 Oxford Life Ins Co	3,008,598	12,908,120	531,013	0	0	16,447,731	0.0244%
			3,008,598	12,908,120	531,013	0	0	16,447,731	0.0244%

# 2016 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
108	4553	Savings Bank Life Grp 70435 The Savings Bank Life Ins Co Of MA	15,483,795	0	0	0	0	15,483,795	0.0230%
			15,483,795	0	0	0	0	15,483,795	0.0230%
109	60445	Sagicor Life Ins Co 60445 Sagicor Life Ins Co	3,699,614	10,116,532	4,860	513,892	0	14,334,898	0.0213%
			3,699,614	10,116,532	4,860	513,892	0	14,334,898	0.0213%
110	69310	Surety Life Ins Co 69310 Surety Life Ins Co	12,800,049	85,656	13,616	0	0	12,899,321	0.0192%
			12,800,049	85,656	13,616	0	0	12,899,321	0.0192%
111	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	12,296,989	0	27,376	0	0	12,324,365	0.0183%
			12,296,989	0	27,376	0	0	12,324,365	0.0183%
112	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	9,687,833	120,535	1,898,707	0	0	11,707,075	0.0174%
			9,687,833	120,535	1,898,707	0	0	11,707,075	0.0174%
113	4639	RGA Inc Grp 93572 RGA Reins Co 61182 Aurora Natl Life Assur Co	0	0	7,230,263	0	0	7,230,263	0.0107%
			2,993,800	0	0	-207,346	0	2,786,454	0.0041%
			2,993,800	0	7,230,263	-207,346	0	10,016,717	0.0149%
114	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	9,913,352	0	187	0	0	9,913,539	0.0147%
			9,913,352	0	187	0	0	9,913,539	0.0147%

# 2016 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
115	4716	Fortress Grp							
		60518 American Hlth & Life Ins Co	2,382,147	0	2,348,457	36,729	0	4,767,333	0.0071%
		65951 Merit Life Ins Co	1,668,901	0	1,984,402	0	0	3,653,303	0.0054%
			4,051,048	0	4,332,859	36,729	0	8,420,636	0.0125%
116	76325	Senior Hlth Ins Co of PA							
		76325 Senior Hlth Ins Co of PA	0	0	8,303,372	0	0	8,303,372	0.0123%
			0	0	8,303,372	0	0	8,303,372	0.0123%
117	244	CINCINNATI FIN GRP							
		76236 Cincinnati Life Ins Co	7,286,869	195,353	16,883	0	0	7,499,105	0.0111%
			7,286,869	195,353	16,883	0	0	7,499,105	0.0111%
118	615	BENEFICIAL LIFE GRP							
		61395 Beneficial Life Ins Co	6,812,364	292,556	1,636	171	0	7,106,727	0.0106%
			6,812,364	292,556	1,636	171	0	7,106,727	0.0106%
119	1186	Lifetime HlthCare Grp							
		69515 Medamerica Ins Co	0	0	6,427,941	0	0	6,427,941	0.0095%
			0	0	6,427,941	0	0	6,427,941	0.0095%
120	81779	Individual Assur Co Life Hlth & Acc							
		81779 Individual Assur Co Life Hlth & Acc	0	0	5,982,553	0	0	5,982,553	0.0089%
			0	0	5,982,553	0	0	5,982,553	0.0089%
121	119	HUMANA GRP							
		65110 Kanawha Ins Co	808,458	10,472	4,930,732	0	0	5,749,662	0.0085%
			808,458	10,472	4,930,732	0	0	5,749,662	0.0085%

# 2016 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
122	4712	GPM Life Grp							
		63967 Government Personnel Mut Life Ins Co	3,773,453	11,668	32,673	0	0	3,817,794	0.0057%
		67059 GPM Hlth & Life Ins Co	1,631,524	197,169	0	0	0	1,828,693	0.0027%
			5,404,977	208,837	32,673	0	0	5,646,487	0.0084%
123	687	GUARANTEE TRUST GRP							
		64211 Guarantee Trust Life Ins Co	2,587,855	9,208	3,028,807	70	0	5,625,940	0.0084%
			2,587,855	9,208	3,028,807	70	0	5,625,940	0.0084%
124	28	AMICA MUT GRP							
		72222 Amica Life Ins Co	5,215,644	129,850	0	0	0	5,345,494	0.0079%
			5,215,644	129,850	0	0	0	5,345,494	0.0079%
125	11121	Unified Life Ins Co							
		11121 Unified Life Ins Co	298,232	2,634	4,976,549	0	0	5,277,415	0.0078%
			298,232	2,634	4,976,549	0	0	5,277,415	0.0078%
126	572	BCBS OF MI GRP							
		77720 LifeSecure Ins Co	488,164	38,689	4,719,261	0	0	5,246,114	0.0078%
			488,164	38,689	4,719,261	0	0	5,246,114	0.0078%
127	31	BERKSHIRE HATHAWAY GRP							
		62345 Berkshire Hathaway Life Ins Co NE	0	4,988,791	0	0	0	4,988,791	0.0074%
		97764 Idealife Ins Co	153,548	2,216	19,659	0	0	175,423	0.0003%
		82880 CSI Life Ins Co	12,468	0	0	0	0	12,468	0.0000%
		76007 Old United Life Ins Co	468	0	0	0	0	468	0.0000%
			166,484	4,991,007	19,659	0	0	5,177,150	0.0077%

# 2016 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
128	64238	Guaranty Income Life Ins Co 64238 Guaranty Income Life Ins Co	6,258	4,289,934	182,248	546,752	0	5,025,192	0.0075%
			6,258	4,289,934	182,248	546,752	0	5,025,192	0.0075%
129	917	HCSC GRP 71129 Dearborn Natl Life Ins Co	1,771,515	0	2,794,962	383,931	0	4,950,408	0.0074%
			1,771,515	0	2,794,962	383,931	0	4,950,408	0.0074%
130	535	COLUMBIAN LIFE GRP 76023 Columbian Life Ins Co 62103 Columbian Mut Life Ins Co	4,608,219	2,674	0	0	0	4,610,893	0.0068%
			220,237	7,784	24,742	0	0	252,763	0.0004%
			4,828,456	10,458	24,742	0	0	4,863,656	0.0072%
131	90638	Best Life & Hlth Ins Co 90638 Best Life & Hlth Ins Co	225,293	0	4,560,719	0	0	4,786,012	0.0071%
			225,293	0	4,560,719	0	0	4,786,012	0.0071%
132	60216	Amalgamated Life Ins Co 60216 Amalgamated Life Ins Co	209,883	0	4,497,028	0	0	4,706,911	0.0070%
			209,883	0	4,497,028	0	0	4,706,911	0.0070%
133	542	INDIANA FARM BUREAU Grp 69892 United Farm Family Life Ins Co 69922 United Home Life Ins Co	3,164,299	2,775	0	0	0	3,167,074	0.0047%
			1,484,994	0	17,043	0	0	1,502,037	0.0022%
			4,649,293	2,775	17,043	0	0	4,669,111	0.0069%
134	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	4,406,674	236,727	2,252	13,954	0	4,659,607	0.0069%
			4,406,674	236,727	2,252	13,954	0	4,659,607	0.0069%

# 2016 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
135	581	BOSTON MUT GRP 61476 Boston Mut Life Ins Co	2,375,042	0	1,397,900	0	0	3,772,942	0.0056%
			2,375,042	0	1,397,900	0	0	3,772,942	0.0056%
136	71404	Continental Gen Ins Co 71404 Continental Gen Ins Co	249,488	925,866	2,454,351	0	0	3,629,705	0.0054%
			249,488	925,866	2,454,351	0	0	3,629,705	0.0054%
137	350	General Electric Grp 62596 Union Fidelity Life Ins Co	1,216,270	0	2,375,477	0	0	3,591,747	0.0053%
			1,216,270	0	2,375,477	0	0	3,591,747	0.0053%
138	2878	United Heritage Mut Grp 63983 United Heritage Life Ins Co	3,273,603	275,780	19,569	351	0	3,569,303	0.0053%
			3,273,603	275,780	19,569	351	0	3,569,303	0.0053%
139	61212	Baltimore Life Ins Co 61212 Baltimore Life Ins Co	2,449,642	587,257	7,071	420,566	0	3,464,536	0.0051%
			2,449,642	587,257	7,071	420,566	0	3,464,536	0.0051%
140	839	WESTBRIDGE CAPITAL GRP 98205 Natl Foundation Life Ins Co	901	0	3,340,378	0	0	3,341,279	0.0050%
			901	0	3,340,378	0	0	3,341,279	0.0050%
141	4877	TWA & AMFI Corp Grp 69566 Trans World Assur Co 60429 American Fidelity Life Ins Co	1,937,867 596,822	759,281 40,743	0 0	0 0	0 0	2,697,148 637,565	0.0040% 0.0009%
			2,534,689	800,024	0	0	0	3,334,713	0.0050%

# 2016 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
142	4725	Enstar Grp 93777 Pavonia Life Ins Co of MI	2,946,796	0	194,394	0	0	3,141,190	0.0047%
			2,946,796	0	194,394	0	0	3,141,190	0.0047%
143	801	DIRECTORS INVESTMENT GRP 99775 Funeral Directors Life Ins Co	1,989,844	1,008,540	0	0	0	2,998,384	0.0045%
			1,989,844	1,008,540	0	0	0	2,998,384	0.0045%
144	84174	ELCO Mut Life & Ann 84174 ELCO Mut Life & Ann	13,317	2,444,161	0	416,855	0	2,874,333	0.0043%
			13,317	2,444,161	0	416,855	0	2,874,333	0.0043%
145	68772	Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY	2,665,252	102,300	29,818	0	0	2,797,370	0.0042%
			2,665,252	102,300	29,818	0	0	2,797,370	0.0042%
146	344	CHURCH PENSION FUND GRP 61875 Church Life Ins Corp	1,533,655	832,994	0	76,910	0	2,443,559	0.0036%
			1,533,655	832,994	0	76,910	0	2,443,559	0.0036%
147	55	AUTOMOBILE CLUB MI GRP 84522 Auto Club Life Ins Co	1,999,653	415,135	8,462	0	0	2,423,250	0.0036%
			1,999,653	415,135	8,462	0	0	2,423,250	0.0036%
148	150	OLD REPUBLIC GRP 67261 Old Republic Life Ins Co	2,348,084	0	1,398	0	0	2,349,482	0.0035%
			2,348,084	0	1,398	0	0	2,349,482	0.0035%

# 2016 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
149	78662	Senior Life Ins Co 78662 Senior Life Ins Co	2,133,616	0	0	0	0	2,133,616	0.0032%
			2,133,616	0	0	0	0	2,133,616	0.0032%
150	63223	Federal Life Ins Co 63223 Federal Life Ins Co	1,977,431	25,128	17,908	0	0	2,020,467	0.0030%
			1,977,431	25,128	17,908	0	0	2,020,467	0.0030%
151	473	AMERICAN FAMILY INS GRP 60399 American Family Life Ins Co	1,746,773	147,452	0	0	0	1,894,225	0.0028%
			1,746,773	147,452	0	0	0	1,894,225	0.0028%
152	3527	American Enterprise Mut Grp 60836 American Republic Ins Co 31119 Medico Ins Co	290,495 16,598	0 0	639,406 590,781	0 0	0 0	929,901 607,379	0.0014% 0.0009%
			307,093	0	1,230,187	0	0	1,537,280	0.0023%
153	440	REGAL REINS GRP 66265 Monarch Life Ins Co	128,000	0	1,222,164	0	0	1,350,164	0.0020%
			128,000	0	1,222,164	0	0	1,350,164	0.0020%
154	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	1,093,747	0	158,272	0	0	1,252,019	0.0019%
			1,093,747	0	158,272	0	0	1,252,019	0.0019%
155	62928	EMC Natl Life Co 62928 EMC Natl Life Co	958,104	205,317	1,109	11,075	0	1,175,605	0.0017%
			958,104	205,317	1,109	11,075	0	1,175,605	0.0017%



# 2016 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
156	520	NEW ERA LIFE GRP							
		67784 Philadelphia Amer Life Ins Co	0	0	1,021,820	0	0	1,021,820	0.0015%
		69698 New Era Life Ins Co Of Midwest	13,905	2,315	0	13,438	0	29,658	0.0000%
		78743 New Era Life Ins Co	1,606	0	0	641	0	2,247	0.0000%
			15,511	2,315	1,021,820	14,079	0	1,053,725	0.0016%
157	63819	Unity Financial Life Ins Co							
		63819 Unity Financial Life Ins Co	651,526	0	0	0	0	651,526	0.0010%
			651,526	0	0	0	0	651,526	0.0010%
158	690	CENTRAL STATES GRP							
		61751 Central States H & L Co Of Omaha	511,168	0	104,902	0	0	616,070	0.0009%
			511,168	0	104,902	0	0	616,070	0.0009%
159	67032	North Carolina Mut Life Ins Co							
		67032 North Carolina Mut Life Ins Co	43,070	1,200	446,812	0	0	491,082	0.0007%
			43,070	1,200	446,812	0	0	491,082	0.0007%
160	4826	ECG Grp							
		71390 Puritan Life Ins Co of Amer	104,618	303,369	48,445	0	0	456,432	0.0007%
			104,618	303,369	48,445	0	0	456,432	0.0007%
161	89184	Sterling Investors Life Ins Co							
		89184 Sterling Investors Life Ins Co	295,399	1,525	70,974	0	0	367,898	0.0005%
			295,399	1,525	70,974	0	0	367,898	0.0005%
162	67393	Ozark Natl Life Ins Co							
		67393 Ozark Natl Life Ins Co	189,913	333	928	0	0	191,174	0.0003%
			189,913	333	928	0	0	191,174	0.0003%

# 2016 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
163	669	ZALE CORP GRP 71323 Zale Life Ins Co	79,317	0	82,300	0	0	161,617	0.0002%
			79,317	0	82,300	0	0	161,617	0.0002%
164	4764	Reservoir Capital Grp 60183 S USA Life Ins Co Inc	91,865	0	4,483	0	0	96,348	0.0001%
			91,865	0	4,483	0	0	96,348	0.0001%
165	775	PHARMACISTS MUT GRP 90247 Pharmacists Life Ins Co	36,333	2,400	0	150	0	38,883	0.0001%
			36,333	2,400	0	150	0	38,883	0.0001%
166	661	BCBS of SC Grp 92444 Companion Life Ins Co of CA	17,834	19,500	0	0	0	37,334	0.0001%
			17,834	19,500	0	0	0	37,334	0.0001%
167	64904	Investors Heritage Life Ins Co 64904 Investors Heritage Life Ins Co	36,450	560	0	0	0	37,010	0.0001%
			36,450	560	0	0	0	37,010	0.0001%
168	81426	Commercial Travelers Mut Ins Co 81426 Commercial Travelers Mut Ins Co	0	0	23,629	0	0	23,629	0.0000%
			0	0	23,629	0	0	23,629	0.0000%
169	42129	United Security Assur Co Of PA 42129 United Security Assur Co Of PA	0	0	21,261	0	0	21,261	0.0000%
			0	0	21,261	0	0	21,261	0.0000%

# 2016 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
170	471	Wells Fargo Grp 62383 Centurion Life Ins Co	20,788	0	0	0	0	20,788	0.0000%
			20,788	0	0	0	0	20,788	0.0000%
171	411	MAPFRE INS GRP 85561 MAPFRE Life Ins Co	9,903	0	5,270	0	0	15,173	0.0000%
			9,903	0	5,270	0	0	15,173	0.0000%
172	2858	Homesield Capital Grp 99724 LifeShield Natl Ins Co	1,758	0	2,607	0	0	4,365	0.0000%
			1,758	0	2,607	0	0	4,365	0.0000%
173	70955	USA Life One Ins Co Of IN 70955 USA Life One Ins Co Of IN	1,193	0	0	0	0	1,193	0.0000%
			1,193	0	0	0	0	1,193	0.0000%
174	4729	Corvesta Grp 78301 Corvesta Life Ins Co	389	0	0	0	0	389	0.0000%
			389	0	0	0	0	389	0.0000%
<b>Total:</b>			16,196,460,755	23,608,176,008	16,004,009,075	2,799,525,355	8,744,066,477	67,352,237,670	100.0000%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
1	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	9,913,352	0	187	0	0	9,913,539	0.0147%
			9,913,352	0	187	0	0	9,913,539	0.0147%
2	4853	AAA Life Grp 71854 AAA Life Ins Co	211,285,490	97,640,801	13,810,739	429,523	0	323,166,553	0.4798%
			211,285,490	97,640,801	13,810,739	429,523	0	323,166,553	0.4798%
3	4824	Advantage Capital Grp 68802 Sentinel Security Life Ins Co 71471 Ability Ins Co	2,539,445 30,915	12,412,541 0	259,337 985,506	24,021,499 0	0 0	39,232,822 1,016,421	0.0583% 0.0015%
			2,570,360	12,412,541	1,244,843	24,021,499	0	40,249,243	0.0598%
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	452,022,635 884,950 490,645,969 847,952	365,536,054 673,161 81,930,583 -2,484	104,097,882 680,584 70,964,670 0	1,453,268 0 12,050 0	802,851,546 863,217,401 169,957 0	1,725,961,385 865,456,096 643,723,229 845,468	2.5626% 1.2850% 0.9558% 0.0013%
			944,401,506	448,137,314	175,743,136	1,465,318	1,666,238,904	3,235,986,178	4.8046%
5	1	AETNA GRP 60054 Aetna Life Ins Co 90328 First Hlth Life & Hlth Ins Co 68500 Continental Life Ins Co Brentwood 78700 Aetna Hlth & Life Ins Co	66,386,859 3,453 4,279 0	1,458,328 0 0 0	1,902,690,756 38,328,842 19,363,564 47,339	5,520,624 0 0 0	0 0 0 0	1,976,056,567 38,332,295 19,367,843 47,339	2.9339% 0.0569% 0.0288% 0.0001%
			66,394,591	1,458,328	1,960,430,501	5,520,624	0	2,033,804,044	3.0197%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
6	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	24,849,824	0	370,308,065	0	0	395,157,889	0.5867%
		71730 Continental Amer Ins Co	230,271	0	30,774,885	0	0	31,005,156	0.0460%
			25,080,095	0	401,082,950	0	0	426,163,045	0.6327%
7	761	ALLIANZ INS GRP							
		90611 Allianz Life Ins Co Of N Amer	152,725,907	1,499,773,538	10,016,836	0	0	1,662,516,281	2.4684%
			152,725,907	1,499,773,538	10,016,836	0	0	1,662,516,281	2.4684%
8	8	ALLSTATE INS GRP							
		60186 Allstate Life Ins Co	50,719,734	5,738,276	2,803,085	0	0	59,261,095	0.0880%
		60534 American Heritage Life Ins Co	6,066,957	8,050	40,984,613	0	0	47,059,620	0.0699%
		70866 Allstate Assur Co	11,642,825	5,150	0	0	0	11,647,975	0.0173%
		70874 Allstate Life Ins Co Of NY	608,555	31,878	26,238	0	0	666,671	0.0010%
			69,038,071	5,783,354	43,813,936	0	0	118,635,361	0.1761%
9	60216	Amalgamated Life Ins Co							
		60216 Amalgamated Life Ins Co	209,883	0	4,497,028	0	0	4,706,911	0.0070%
			209,883	0	4,497,028	0	0	4,706,911	0.0070%
10	574	AMERCO CORP GRP							
		76112 Oxford Life Ins Co	3,008,598	12,908,120	531,013	0	0	16,447,731	0.0244%
			3,008,598	12,908,120	531,013	0	0	16,447,731	0.0244%
11	3527	American Enterprise Mut Grp							
		60836 American Republic Ins Co	290,495	0	639,406	0	0	929,901	0.0014%
		31119 Medico Ins Co	16,598	0	590,781	0	0	607,379	0.0009%
			307,093	0	1,230,187	0	0	1,537,280	0.0023%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
12	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	11,873	551,434,416	0	535,912	0	551,982,201	0.8195%
		13183 Eagle Life Ins Co	0	59,351,667	0	0	0	59,351,667	0.0881%
			11,873	610,786,083	0	535,912	0	611,333,868	0.9077%
13	473	AMERICAN FAMILY INS GRP							
		60399 American Family Life Ins Co	1,746,773	147,452	0	0	0	1,894,225	0.0028%
			1,746,773	147,452	0	0	0	1,894,225	0.0028%
14	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	33,238,712	68,337,491	134,103,275	0	0	235,679,478	0.3499%
		60801 American Public Life Ins Co	2,341	0	1,311,243	0	0	1,313,584	0.0020%
			33,241,053	68,337,491	135,414,518	0	0	236,993,062	0.3519%
15	84	American Financial Grp							
		63312 Great Amer Life Ins Co	8,072,639	326,373,066	19,105	24,858	0	334,489,668	0.4966%
		93661 Annuity Investors Life Ins Co	0	33,529,137	0	0	0	33,529,137	0.0498%
		67083 Manhattan Natl Life Ins Co	2,549,921	2,202	0	0	0	2,552,123	0.0038%
			10,622,560	359,904,405	19,105	24,858	0	370,570,928	0.5502%
16	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	456,900,742	1,419,795,272	14,548,717	54,331,788	0	1,945,576,519	2.8887%
		70238 Variable Ann Life Ins Co	0	306,383,332	0	65,673,047	0	372,056,379	0.5524%
		70106 United States Life Ins Co in the Cit	12,560,769	707,802	17,589,968	53,989	0	30,912,528	0.0459%
			469,461,511	1,726,886,406	32,138,685	120,058,824	0	2,348,545,426	3.4870%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
17	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	66,495,968	127,655,279	656,859	15,198,775	0	210,006,881	0.3118%
		86355 Standard Life & Accident Ins Co	977,081	13,177	7,558,733	0	0	8,548,991	0.0127%
		63657 Garden State Life Ins Co	1,574,244	0	1,283	0	0	1,575,527	0.0023%
		71773 American Natl Life Ins Co Of TX	131,101	0	1,033,878	0	0	1,164,979	0.0017%
			69,178,394	127,668,456	9,250,753	15,198,775	0	221,296,378	0.3286%
18	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	118,979,229	442,184,622	31,646,780	1,043,897	0	593,854,528	0.8817%
			118,979,229	442,184,622	31,646,780	1,043,897	0	593,854,528	0.8817%
19	943	Ameritas Mut Holding GRP							
		61301 Ameritas Life Ins Corp	74,614,314	101,669,292	87,587,975	11,372,363	0	275,243,944	0.4087%
			74,614,314	101,669,292	87,587,975	11,372,363	0	275,243,944	0.4087%
20	28	AMICA MUT GRP							
		72222 Amica Life Ins Co	5,215,644	129,850	0	0	0	5,345,494	0.0079%
			5,215,644	129,850	0	0	0	5,345,494	0.0079%
21	2538	AmTrust NGH Grp							
		82538 National Hlth Ins Co	75	0	19,642,508	0	0	19,642,583	0.0292%
			75	0	19,642,508	0	0	19,642,583	0.0292%
22	671	Anthem Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	51,857,215	0	2,259,436,168	0	0	2,311,293,383	3.4317%
		61069 Anthem Life Ins Co	8,256,364	0	22,193,671	0	0	30,450,035	0.0452%
		80314 Unicare Life & Hlth Ins Co	2,768,360	0	2,710,170	0	0	5,478,530	0.0081%
			62,881,939	0	2,284,340,009	0	0	2,347,221,948	3.4850%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
23	19	Assurant Inc Grp							
		67989 American Memorial Life Ins Co	130,796,062	693,637	39	0	0	131,489,738	0.1952%
		70408 Union Security Ins Co	24,839,398	841,242	82,372,192	0	0	108,052,832	0.1604%
		69477 Time Ins Co	1,107,627	12,521	74,403,593	0	0	75,523,741	0.1121%
		60275 American Bankers Life Assur Co Of FL	1,853,487	2,587	1,473,026	0	0	3,329,100	0.0049%
		65080 John Alden Life Ins Co	741,010	0	434,765	0	0	1,175,775	0.0017%
			159,337,584	1,549,987	158,683,615	0	0	319,571,186	0.4745%
24	4862	Assurity Grp							
		71439 Assurity Life Ins Co	16,193,683	30,829	5,091,686	444,150	0	21,760,348	0.0323%
			16,193,683	30,829	5,091,686	444,150	0	21,760,348	0.0323%
25	4734	Athene Grp							
		61689 Athene Ann & Life Co	9,905,410	545,034,977	152,452	1,903,298	0	556,996,137	0.8270%
		61492 Athene Annuity & Life Assur Co	4,781,830	939,696	1,668,574	131,536	0	7,521,636	0.0112%
		68039 Athene Ann & Life Assur Co of NY	728,199	571,972	0	0	0	1,300,171	0.0019%
			15,415,439	546,546,645	1,821,026	2,034,834	0	565,817,944	0.8401%
26	55	AUTOMOBILE CLUB MI GRP							
		84522 Auto Club Life Ins Co	1,999,653	415,135	8,462	0	0	2,423,250	0.0036%
			1,999,653	415,135	8,462	0	0	2,423,250	0.0036%
27	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	226,197,896	1,054,736,145	5,130,330	0	20,807,793	1,306,872,164	1.9404%
		78077 Mony Life Ins Co Of Amer	89,546,649	4,706,779	54,891	0	0	94,308,319	0.1400%
		84530 US Financial Life Ins Co	10,362,385	0	0	0	0	10,362,385	0.0154%
		62880 AXA Equitable Life & Ann Co	1,570,751	0	0	0	0	1,570,751	0.0023%
			327,677,681	1,059,442,924	5,185,221	0	20,807,793	1,413,113,619	2.0981%



# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
28	61212	Baltimore Life Ins Co 61212 Baltimore Life Ins Co	2,449,642	587,257	7,071	420,566	0	3,464,536	0.0051%
			2,449,642	587,257	7,071	420,566	0	3,464,536	0.0051%
29	872	BANNER LIFE GRP 94250 Banner Life Ins Co	112,782,081	6,556,548	0	2,250,000	0	121,588,629	0.1805%
			112,782,081	6,556,548	0	2,250,000	0	121,588,629	0.1805%
30	572	BCBS OF MI GRP 77720 LifeSecure Ins Co	488,164	38,689	4,719,261	0	0	5,246,114	0.0078%
			488,164	38,689	4,719,261	0	0	5,246,114	0.0078%
31	661	BCBS of SC Grp 92444 Companion Life Ins Co of CA	17,834	19,500	0	0	0	37,334	0.0001%
			17,834	19,500	0	0	0	37,334	0.0001%
32	23	BCS INS GRP 80985 4 Ever Life Ins Co	459,388	0	26,781,301	-41,186	0	27,199,503	0.0404%
			459,388	0	26,781,301	-41,186	0	27,199,503	0.0404%
33	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	6,812,364	292,556	1,636	171	0	7,106,727	0.0106%
			6,812,364	292,556	1,636	171	0	7,106,727	0.0106%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
34	31	BERKSHIRE HATHAWAY GRP							
		62345 Berkshire Hathaway Life Ins Co NE	0	4,988,791	0	0	0	4,988,791	0.0074%
		97764 Idealife Ins Co	153,548	2,216	19,659	0	0	175,423	0.0003%
		82880 CSI Life Ins Co	12,468	0	0	0	0	12,468	0.0000%
		76007 Old United Life Ins Co	468	0	0	0	0	468	0.0000%
			166,484	4,991,007	19,659	0	0	5,177,150	0.0077%
35	90638	Best Life & Hlth Ins Co							
		90638 Best Life & Hlth Ins Co	225,293	0	4,560,719	0	0	4,786,012	0.0071%
			225,293	0	4,560,719	0	0	4,786,012	0.0071%
36	2798	Blue Shield of CA Grp							
		61557 Blue Shield of CA Life & Hlth Ins Co	9,074,004	0	310,215,354	0	0	319,289,358	0.4741%
			9,074,004	0	310,215,354	0	0	319,289,358	0.4741%
37	581	BOSTON MUT GRP							
		61476 Boston Mut Life Ins Co	2,375,042	0	1,397,900	0	0	3,772,942	0.0056%
			2,375,042	0	1,397,900	0	0	3,772,942	0.0056%
38	1295	CENTENE CORP GRP							
		66141 Health Net Life Ins Co	1,489,642	0	1,138,281,326	0	0	1,139,770,968	1.6923%
			1,489,642	0	1,138,281,326	0	0	1,139,770,968	1.6923%
39	690	CENTRAL STATES GRP							
		61751 Central States H & L Co Of Omaha	511,168	0	104,902	0	0	616,070	0.0009%
			511,168	0	104,902	0	0	616,070	0.0009%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
40	626	Chubb Ltd Grp 62146 Combined Ins Co Of Amer	2,936,056	0	33,553,857	0	0	36,489,913	0.0542%
			2,936,056	0	33,553,857	0	0	36,489,913	0.0542%
41	344	CHURCH PENSION FUND GRP 61875 Church Life Ins Corp	1,533,655	832,994	0	76,910	0	2,443,559	0.0036%
			1,533,655	832,994	0	76,910	0	2,443,559	0.0036%
42	901	CIGNA HLTH GRP							
		67369 Cigna Hlth & Life Ins Co	41,901	0	1,213,666,997	-10,401	0	1,213,698,497	1.8020%
		65498 Life Ins Co Of N Amer	269,526,494	0	272,026,770	0	0	541,553,264	0.8041%
		62308 Connecticut Gen Life Ins Co	30,170,886	251,178	10,057,887	296,338	0	40,776,289	0.0605%
		65722 Loyal Amer Life Ins Co	96,060	889	16,464,232	6,637	0	16,567,818	0.0246%
		77399 Sterling Life Ins Co	2,326	0	645,333	0	0	647,659	0.0010%
		88366 American Retirement Life Ins Co	0	0	250,321	0	0	250,321	0.0004%
		67903 Provident Amer Life & Hlth Ins Co	475	0	8,690	0	0	9,165	0.0000%
			299,838,142	252,067	1,513,120,230	292,574	0	1,813,503,013	2.6926%
43	244	CINCINNATI FIN GRP 76236 Cincinnati Life Ins Co	7,286,869	195,353	16,883	0	0	7,499,105	0.0111%
			7,286,869	195,353	16,883	0	0	7,499,105	0.0111%
44	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	33,811,669	45,020,386	48,214,321	20,680	0	127,067,056	0.1887%
		62065 Colonial Penn Life Ins Co	20,706,773	0	27,022,203	0	0	47,728,976	0.0709%
		70319 Washington Natl Ins Co	5,122,241	665,860	15,909,233	0	0	21,697,334	0.0322%
			59,640,683	45,686,246	91,145,757	20,680	0	196,493,366	0.2917%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
45	535	COLUMBIAN LIFE GRP							
		76023 Columbian Life Ins Co	4,608,219	2,674	0	0	0	4,610,893	0.0068%
		62103 Columbian Mut Life Ins Co	220,237	7,784	24,742	0	0	252,763	0.0004%
			4,828,456	10,458	24,742	0	0	4,863,656	0.0072%
46	81426	Commercial Travelers Mut Ins Co							
		81426 Commercial Travelers Mut Ins Co	0	0	23,629	0	0	23,629	0.0000%
			0	0	23,629	0	0	23,629	0.0000%
47	71404	Continental Gen Ins Co							
		71404 Continental Gen Ins Co	249,488	925,866	2,454,351	0	0	3,629,705	0.0054%
			249,488	925,866	2,454,351	0	0	3,629,705	0.0054%
48	4729	Corvesta Grp							
		78301 Corvesta Life Ins Co	389	0	0	0	0	389	0.0000%
			389	0	0	0	0	389	0.0000%
49	306	CUNA MUT GRP							
		62626 CMFG Life Ins Co	27,279,170	5,338,549	31,997,167	243,425	55,325,786	120,184,097	0.1784%
		86126 Members Life Ins Co	130,756	43,331,451	0	0	0	43,462,207	0.0645%
			27,409,926	48,670,000	31,997,167	243,425	55,325,786	163,646,304	0.2430%
50	4794	Delaware Life Holding Grp							
		79065 Delaware Life Ins Co	2,761,106	71,209,509	0	0	0	73,970,615	0.1098%
			2,761,106	71,209,509	0	0	0	73,970,615	0.1098%
51	801	DIRECTORS INVESTMENT GRP							
		99775 Funeral Directors Life Ins Co	1,989,844	1,008,540	0	0	0	2,998,384	0.0045%
			1,989,844	1,008,540	0	0	0	2,998,384	0.0045%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
52	4826	ECG Grp 71390 Puritan Life Ins Co of Amer	104,618	303,369	48,445	0	0	456,432	0.0007%
			104,618	303,369	48,445	0	0	456,432	0.0007%
53	84174	ELCO Mut Life & Ann 84174 ELCO Mut Life & Ann	13,317	2,444,161	0	416,855	0	2,874,333	0.0043%
			13,317	2,444,161	0	416,855	0	2,874,333	0.0043%
54	62928	EMC Natl Life Co 62928 EMC Natl Life Co	958,104	205,317	1,109	11,075	0	1,175,605	0.0017%
			958,104	205,317	1,109	11,075	0	1,175,605	0.0017%
55	4725	Enstar Grp 93777 Pavonia Life Ins Co of MI	2,946,796	0	194,394	0	0	3,141,190	0.0047%
			2,946,796	0	194,394	0	0	3,141,190	0.0047%
56	62510	Equitrust Life Ins Co 62510 Equitrust Life Ins Co	15,237,653	161,253,900	0	2,867,280	0	179,358,833	0.2663%
			15,237,653	161,253,900	0	2,867,280	0	179,358,833	0.2663%
57	63223	Federal Life Ins Co 63223 Federal Life Ins Co	1,977,431	25,128	17,908	0	0	2,020,467	0.0030%
			1,977,431	25,128	17,908	0	0	2,020,467	0.0030%
58	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	9,687,833	120,535	1,898,707	0	0	11,707,075	0.0174%
			9,687,833	120,535	1,898,707	0	0	11,707,075	0.0174%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
59	981	FIDELITY INVESTMENT INS & ANN GRP 93696 Fidelity Investments Life Ins Co	2,067,932	172,375,134	0	0	0	174,443,066	0.2590%
			2,067,932	172,375,134	0	0	0	174,443,066	0.2590%
60	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	12,296,989	0	27,376	0	0	12,324,365	0.0183%
			12,296,989	0	27,376	0	0	12,324,365	0.0183%
61	451	FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co	1,408,684	182,463	54,836,309	0	0	56,427,456	0.0838%
			1,408,684	182,463	54,836,309	0	0	56,427,456	0.0838%
62	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	14,141,836	62,190,195	26,882	439,439	0	76,798,352	0.1140%
		90212 Great Southern Life Ins Co	3,823,183	588,563	134,741	49,193	0	4,595,680	0.0068%
		67180 Ohio State Life Ins Co	2,625,377	847	57	3,714	0	2,629,995	0.0039%
		63487 Investors Life Ins Co N Amer	1,380,839	0	0	0	0	1,380,839	0.0021%
		66540 National Farmers Union Life Ins Co	533,793	0	0	0	0	533,793	0.0008%
		87645 United Fidelity Life Ins Co	441,163	11,960	0	6,547	0	459,670	0.0007%
			22,946,191	62,791,565	161,680	498,893	0	86,398,329	0.1283%
63	63495	Foresters Life Ins Ann Co 63495 Foresters Life Ins Ann Co	6,481,867	14,731,727	497	182,419	0	21,396,510	0.0318%
			6,481,867	14,731,727	497	182,419	0	21,396,510	0.0318%
64	4716	Fortress Grp							
		60518 American Hlth & Life Ins Co	2,382,147	0	2,348,457	36,729	0	4,767,333	0.0071%
		65951 Merit Life Ins Co	1,668,901	0	1,984,402	0	0	3,653,303	0.0054%
			4,051,048	0	4,332,859	36,729	0	8,420,636	0.0125%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
65	350	General Electric Grp 62596 Union Fidelity Life Ins Co	1,216,270	0	2,375,477	0	0	3,591,747	0.0053%
			1,216,270	0	2,375,477	0	0	3,591,747	0.0053%
66	450	GENEVE HOLDINGS INC GRP 69078 Standard Security Life Ins Co Of NY 65781 Madison Natl Life Ins Co Inc	13,811 648,565	0 922,266	19,133,894 1,996,888	0 0	0 0	19,147,705 3,567,719	0.0284% 0.0053%
			662,376	922,266	21,130,782	0	0	22,715,424	0.0337%
67	4011	Genworth Fin Grp 70025 Genworth Life Ins Co 65536 Genworth Life & Ann Ins Co	44,713,194 157,417,629	3,984,985 11,292,913	292,340,745 2,103,377	110,791 160,557	0 0	341,149,715 170,974,476	0.5065% 0.2539%
			202,130,823	15,277,898	294,444,122	271,348	0	512,124,191	0.7604%
68	4736	GGC Grp 93548 PHL Variable Ins Co 67814 Phoenix Life Ins Co 62359 Constitution Life Ins Co 68284 Pyramid Life Ins Co	69,090,027 18,851,525 307,233 19,450	34,047,794 193,986 365 0	0 185,995 2,719,209 36,861	1,317,446 19,662,359 0 0	0 0 0 0	104,455,267 38,893,865 3,026,807 56,311	0.1551% 0.0577% 0.0045% 0.0001%
			88,268,235	34,242,145	2,942,065	20,979,805	0	146,432,250	0.2174%
69	3891	Goldman Sachs Grp 91642 Forethought Life Ins Co 62200 Accordia Life & Ann Co 84824 Commonwealth Ann & Life Ins Co 69140 First Allmerica Fin Life Ins Co	30,480,902 152,898,988 3,414,540 754,303	494,543,423 0 6,472,610 5,705	816,139 0 7,559 989	0 0 688,916 0	0 0 0 0	525,840,464 152,898,988 10,583,625 760,997	0.7807% 0.2270% 0.0157% 0.0011%
			187,548,733	501,021,738	824,687	688,916	0	690,084,074	1.0246%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
70	4712	GPM Life Grp							
		63967 Government Personnel Mut Life Ins Co	3,773,453	11,668	32,673	0	0	3,817,794	0.0057%
		67059 GPM Hlth & Life Ins Co	1,631,524	197,169	0	0	0	1,828,693	0.0027%
			5,404,977	208,837	32,673	0	0	5,646,487	0.0084%
71	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	31,186,113	723,497,337	3,913,100	2,860,858	0	761,457,408	1.1306%
		80659 US Business of Canada Life Assur Co	6,503,344	433,404	342,062	0	0	7,278,810	0.0108%
		80705 US Br Great West Life Assur Co	1,224,858	0	387,941	0	0	1,612,799	0.0024%
		76694 London Life Reins Co	0	0	652	0	0	652	0.0000%
			38,914,315	723,930,741	4,643,755	2,860,858	0	770,349,669	1.1438%
72	1280	GREAT WESTERN CO GRP							
		71480 Great Western Ins Co	24,700,079	932,402	0	0	0	25,632,481	0.0381%
			24,700,079	932,402	0	0	0	25,632,481	0.0381%
73	687	GUARANTEE TRUST GRP							
		64211 Guarantee Trust Life Ins Co	2,587,855	9,208	3,028,807	70	0	5,625,940	0.0084%
			2,587,855	9,208	3,028,807	70	0	5,625,940	0.0084%
74	64238	Guaranty Income Life Ins Co							
		64238 Guaranty Income Life Ins Co	6,258	4,289,934	182,248	546,752	0	5,025,192	0.0075%
			6,258	4,289,934	182,248	546,752	0	5,025,192	0.0075%



# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
75	429	GUARDIAN LIFE GRP							
		64246 Guardian Life Ins Co Of Amer	222,971,110	989,464	410,763,546	0	0	634,724,120	0.9424%
		78778 Guardian Ins & Ann Co Inc	2,338,341	116,800,347	0	522,144	2,420,598	122,081,430	0.1813%
		71714 Berkshire Life Ins Co of Amer	578,110	0	41,142,310	0	0	41,720,420	0.0619%
		60003 Park Avenue Life Ins Co	288,636	0	0	0	0	288,636	0.0004%
		74004 Family Serv Life Ins Co	1,406	0	0	0	0	1,406	0.0000%
			226,177,603	117,789,811	451,905,856	522,144	2,420,598	798,816,012	1.1860%
76	4731	Harbinger Grp							
		63274 Fidelity & Guar Life Ins Co	107,461,026	348,151,654	0	250,000	0	455,862,680	0.6768%
			107,461,026	348,151,654	0	250,000	0	455,862,680	0.6768%
77	91	HARTFORD FIRE & CAS GRP							
		88072 Hartford Life Ins Co	8,763,339	21,989,225	2,865,083	278,655,871	167,205,305	479,478,823	0.7119%
		70815 Hartford Life & Accident Ins Co	101,649,752	309	127,785,518	0	0	229,435,579	0.3407%
		71153 Hartford Life & Ann Ins Co	100,270,182	24,264,807	316	0	6,950,262	131,485,567	0.1952%
		81213 American Maturity Life Ins Co	0	0	0	0	35,477	35,477	0.0001%
			210,683,273	46,254,341	130,650,917	278,655,871	174,191,044	840,435,446	1.2478%
78	917	HCSC GRP							
		71129 Dearborn Natl Life Ins Co	1,771,515	0	2,794,962	383,931	0	4,950,408	0.0074%
			1,771,515	0	2,794,962	383,931	0	4,950,408	0.0074%
79	264	HealthMarkets Grp							
		61832 Chesapeake Life Ins Co	4,982,899	124,759	16,959,949	0	0	22,067,607	0.0328%
		66087 Mid West Natl Life Ins Co Of TN	1,057,061	45,391	1,691,627	0	0	2,794,079	0.0041%
			6,039,960	170,150	18,651,576	0	0	24,861,686	0.0369%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
80	812	HIGHMARK GRP 93440 HM Life Ins Co	15,036	0	46,935,710	0	0	46,950,746	0.0697%
			15,036	0	46,935,710	0	0	46,950,746	0.0697%
81	2858	Homesield Capital Grp 99724 LifeShield Natl Ins Co	1,758	0	2,607	0	0	4,365	0.0000%
			1,758	0	2,607	0	0	4,365	0.0000%
82	64505	Homesteaders Life Co 64505 Homesteaders Life Co	33,469,044	774,677	0	0	0	34,243,721	0.0508%
			33,469,044	774,677	0	0	0	34,243,721	0.0508%
83	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	4,861,312	29,100,965	14,137	0	0	33,976,414	0.0504%
			4,861,312	29,100,965	14,137	0	0	33,976,414	0.0504%
84	119	HUMANA GRP 65110 Kanawha Ins Co	808,458	10,472	4,930,732	0	0	5,749,662	0.0085%
			808,458	10,472	4,930,732	0	0	5,749,662	0.0085%
85	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	1,093,747	0	158,272	0	0	1,252,019	0.0019%
			1,093,747	0	158,272	0	0	1,252,019	0.0019%
86	542	INDIANA FARM BUREAU Grp 69892 United Farm Family Life Ins Co 69922 United Home Life Ins Co	3,164,299	2,775	0	0	0	3,167,074	0.0047%
			1,484,994	0	17,043	0	0	1,502,037	0.0022%
			4,649,293	2,775	17,043	0	0	4,669,111	0.0069%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
87	81779	Individual Assur Co Life Hlth & Acc 81779 Individual Assur Co Life Hlth & Acc	0	0	5,982,553	0	0	5,982,553	0.0089%
			0	0	5,982,553	0	0	5,982,553	0.0089%
88	315	INDUSTRIAL ALLIANCE GRP							
	14406	Industrial Alliance Ins & Fin Serv I	4,603,245	4,624,318	0	0	0	9,227,563	0.0137%
	68594	American Amicable Life Ins Co Of TX	7,953,569	422,741	0	0	0	8,376,310	0.0124%
	91693	IA Amer Life Ins Co	6,472,003	158,197	8,827	0	0	6,639,027	0.0099%
	67148	Occidental Life Ins Co Of NC	2,713,433	725,145	0	0	0	3,438,578	0.0051%
	67873	Pioneer Amer Ins Co	616,526	998	0	0	0	617,524	0.0009%
	67946	Pioneer Security Life Ins Co	346,582	540	0	0	0	347,122	0.0005%
			22,705,358	5,931,939	8,827	0	0	28,646,124	0.0425%
89	64904	Investors Heritage Life Ins Co 64904 Investors Heritage Life Ins Co	36,450	560	0	0	0	37,010	0.0001%
			36,450	560	0	0	0	37,010	0.0001%
90	918	JACKSON NATL GRP							
	65056	Jackson Natl Life Ins Co	103,990,932	1,846,628,213	5,531,226	859,342	0	1,957,009,713	2.9056%
			103,990,932	1,846,628,213	5,531,226	859,342	0	1,957,009,713	2.9056%
91	4836	Jefferson National Grp							
	64017	Jefferson Natl Life Ins Co	1,261,361	137,152,666	26,056	3,040,432	0	141,480,515	0.2101%
			1,261,361	137,152,666	26,056	3,040,432	0	141,480,515	0.2101%
92	904	JOHN HANCOCK GRP							
	65838	John Hancock Life Ins Co USA	494,787,266	10,728,701	110,280,733	0	1,858,224,899	2,474,021,599	3.6733%
	93610	John Hancock Life & Hlth Ins Co	118,675	0	2,399,204	0	0	2,517,879	0.0037%
			494,905,941	10,728,701	112,679,937	0	1,858,224,899	2,476,539,478	3.6770%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
93	588	KANSAS CITY LIFE INS GRP							
		65129 Kansas City Life Ins Co	12,584,514	4,322,601	643,271	256,171	0	17,806,557	0.0264%
		67199 Old Amer Ins Co	4,439,352	0	57,268	0	0	4,496,620	0.0067%
		69272 Sunset Life Ins Co Of Amer	4,077,704	341,247	0	454	0	4,419,405	0.0066%
			21,101,570	4,663,848	700,539	256,625	0	26,722,582	0.0397%
94	215	Kemper Corp Grp							
		69930 United Ins Co Of Amer	17,130,969	0	574,926	0	0	17,705,895	0.0263%
		68462 Reserve Natl Ins Co	11,783	0	102,737	0	0	114,520	0.0002%
		68357 Reliable Life Ins Co	20,130	0	370	0	0	20,500	0.0000%
			17,162,882	0	678,033	0	0	17,840,915	0.0265%
95	4844	LIA Holdings Grp							
		60232 Lombard Intl Life Assur Co	907,704	45,399,260	0	0	0	46,306,964	0.0688%
			907,704	45,399,260	0	0	0	46,306,964	0.0688%
96	3436	Liberty Life Grp Trust Grp							
		68543 Liberty Bankers Life Ins Co	634,020	16,726,376	0	775,070	0	18,135,466	0.0269%
		61581 Capitol Life Ins Co	1,434	0	0	0	0	1,434	0.0000%
			635,454	16,726,376	0	775,070	0	18,136,900	0.0269%
97	111	LIBERTY MUT GRP							
		65315 Liberty Life Assur Co Of Boston	94,633,742	5,701,819	181,707,235	1,390,043	0	283,432,839	0.4208%
			94,633,742	5,701,819	181,707,235	1,390,043	0	283,432,839	0.4208%
98	1186	Lifetime HlthCare Grp							
		69515 Medamerica Ins Co	0	0	6,427,941	0	0	6,427,941	0.0095%
			0	0	6,427,941	0	0	6,427,941	0.0095%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
99	65927	Lincoln Heritage Life Ins Co 65927 Lincoln Heritage Life Ins Co	82,010,130	6,464	333,244	0	0	82,349,838	0.1223%
			82,010,130	6,464	333,244	0	0	82,349,838	0.1223%
100	20	LINCOLN NATL GRP							
	65676	Lincoln Natl Life Ins Co	686,882,124	1,216,234,859	100,984,352	0	0	2,004,101,335	2.9756%
	67652	First Penn Pacific Life Ins Co	19,767,229	0	6,098	0	0	19,773,327	0.0294%
	62057	Lincoln Life & Ann Co of NY	1,429,448	1,195,293	292,969	0	0	2,917,710	0.0043%
			708,078,801	1,217,430,152	101,283,419	0	0	2,026,792,372	3.0092%
101	1117	Manhattan Life Grp							
	65870	Manhattan Life Ins Co	1,361,691	9,520,725	1,226	0	0	10,883,642	0.0162%
	63053	Family Life Ins Co	2,488,271	1,625	1,279,569	0	0	3,769,465	0.0056%
	61883	ManhattanLife Assur Co of Amer	47,105	0	2,148,905	0	0	2,196,010	0.0033%
			3,897,067	9,522,350	3,429,700	0	0	16,849,117	0.0250%
102	411	MAPFRE INS GRP							
	85561	MAPFRE Life Ins Co	9,903	0	5,270	0	0	15,173	0.0000%
			9,903	0	5,270	0	0	15,173	0.0000%
103	435	MASS MUT LIFE INS GRP							
	65935	Massachusetts Mut Life Ins Co	579,323,816	363,586,675	58,740,322	385,105,884	785,749,411	2,172,506,108	3.2256%
	93432	CM Life Ins Co	27,283,570	12,886,804	0	0	0	40,170,374	0.0596%
	70416	MML Bay State Life Ins Co	4,381,306	0	0	0	0	4,381,306	0.0065%
			610,988,692	376,473,479	58,740,322	385,105,884	785,749,411	2,217,057,788	3.2917%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
104	1348	Meiji Yasuda Life Ins Grp							
		69019 Standard Ins Co	97,060,691	41,725,469	219,037,993	3,309,453	172,691,030	533,824,636	0.7926%
		64343 Pacific Guardian Life Ins Co Ltd	11,622,536	648	1,503	1,313,054	0	12,937,741	0.0192%
			108,683,227	41,726,117	219,039,496	4,622,507	172,691,030	546,762,377	0.8118%
105	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	785,033,522	197,158,553	754,365,961	16,339,768	112,232,394	1,865,130,198	2.7692%
		87726 Brighthouse Life Ins Co	296,411,391	421,617,119	14,129,966	402,856	28,518	732,589,850	1.0877%
		63665 General Amer Life Ins Co	31,333,196	1,898,228	1,265,986	0	0	34,497,410	0.0512%
		91626 New England Life Ins Co	14,049,966	1,072,241	41,510	0	0	15,163,717	0.0225%
		97136 Metropolitan Tower Life Ins Co	5,730,606	11,520	0	0	0	5,742,126	0.0085%
		62634 Delaware Amer Life Ins Co	158,609	0	225,138	0	0	383,747	0.0006%
			1,132,717,290	621,757,661	770,028,561	16,742,624	112,260,912	2,653,507,048	3.9397%
106	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	287,547,117	116,013,667	23,766,881	81,866,144	144,532,698	653,726,507	0.9706%
		93742 Securian Life Ins Co	59,713,198	0	3,291,991	6,903,552	0	69,908,741	0.1038%
		65811 American Modern Life Ins Co	102,786	0	64,793	0	0	167,579	0.0002%
			347,363,101	116,013,667	27,123,665	88,769,696	144,532,698	723,802,827	1.0747%
107	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	402,756	190,121	140,968	234,253	174,271,480	175,239,578	0.2602%
			402,756	190,121	140,968	234,253	174,271,480	175,239,578	0.2602%
108	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	164,062,365	59,138,411	54,922,089	46,186,353	64,385	324,373,603	0.4816%
		71412 Mutual Of Omaha Ins Co	0	0	59,974,664	0	0	59,974,664	0.0890%
		72850 United World Life Ins Co	109,491	0	17,652,892	0	0	17,762,383	0.0264%
			164,171,856	59,138,411	132,549,645	46,186,353	64,385	402,110,650	0.5970%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
109	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	60,887,657	3,899,458	22,223,684	2,957,347	0	89,968,146	0.1336%
		97241 Settlers Life Ins Co	45,788	1,030	1,317	0	0	48,135	0.0001%
			60,933,445	3,900,488	22,225,001	2,957,347	0	90,016,281	0.1337%
110	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	233,836,882	270,029,014	675	840,867	0	504,707,438	0.7494%
		66680 National Life Ins Co	26,986,526	261,511	2,203,340	0	0	29,451,377	0.0437%
			260,823,408	270,290,525	2,204,015	840,867	0	534,158,815	0.7931%
111	4796	National Teachers Assoc Life Group							
		87963 National Teachers Assoc Life Ins Co	187,589	0	33,879,754	0	0	34,067,343	0.0506%
			187,589	0	33,879,754	0	0	34,067,343	0.0506%
112	66850	National Western Life Ins Co							
		66850 National Western Life Ins Co	15,776,850	133,042,325	0	501,237	0	149,320,412	0.2217%
			15,776,850	133,042,325	0	501,237	0	149,320,412	0.2217%
113	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	84,384,008	39,942,978	28,030,357	0	864,284,103	1,016,641,446	1.5094%
		92657 Nationwide Life & Ann Ins Co	200,652,864	1,071,966	224	0	416,049,960	617,775,014	0.9172%
			285,036,872	41,014,944	28,030,581	0	1,280,334,063	1,634,416,460	2.4267%
114	4483	Nestle SA Grp							
		70939 Gerber Life Ins Co	31,855,587	0	39,090,897	0	0	70,946,484	0.1053%
			31,855,587	0	39,090,897	0	0	70,946,484	0.1053%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
115	520	NEW ERA LIFE GRP							
		67784 Philadelphia Amer Life Ins Co	0	0	1,021,820	0	0	1,021,820	0.0015%
		69698 New Era Life Ins Co Of Midwest	13,905	2,315	0	13,438	0	29,658	0.0000%
		78743 New Era Life Ins Co	1,606	0	0	641	0	2,247	0.0000%
			15,511	2,315	1,021,820	14,079	0	1,053,725	0.0016%
116	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	215,562,312	1,295,321,898	0	19,731,598	0	1,530,615,808	2.2726%
		66915 New York Life Ins Co	1,005,899,822	63,062,271	59,389,066	0	255,573,577	1,383,924,736	2.0548%
		81353 NYLife Ins Co Of AZ	7,344,557	0	0	0	0	7,344,557	0.0109%
			1,228,806,691	1,358,384,169	59,389,066	19,731,598	255,573,577	2,921,885,101	4.3382%
117	81264	Nippon Life Ins Co Of Amer							
		81264 Nippon Life Ins Co Of Amer	372,576	0	80,789,370	0	0	81,161,946	0.1205%
			372,576	0	80,789,370	0	0	81,161,946	0.1205%
118	67032	North Carolina Mut Life Ins Co							
		67032 North Carolina Mut Life Ins Co	43,070	1,200	446,812	0	0	491,082	0.0007%
			43,070	1,200	446,812	0	0	491,082	0.0007%
119	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	744,588,335	107,126,777	87,862,116	3,253,096	56,066	942,886,390	1.3999%
		69000 Northwestern Long Term Care Ins Co	0	0	35,632,040	0	0	35,632,040	0.0529%
			744,588,335	107,126,777	123,494,156	3,253,096	56,066	978,518,430	1.4528%
120	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	30,671,804	92,729,940	815,607	464,117	18,554,926	143,236,394	0.2127%
		89206 Ohio Natl Life Assur Corp	48,297,546	0	1,196,933	413,051	0	49,907,530	0.0741%
			78,969,350	92,729,940	2,012,540	877,168	18,554,926	193,143,924	0.2868%



# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
121	150	OLD REPUBLIC GRP 67261 Old Republic Life Ins Co	2,348,084	0	1,398	0	0	2,349,482	0.0035%
			2,348,084	0	1,398	0	0	2,349,482	0.0035%
122	619	OneAmerica Fin Partners Grp 60895 American United Life Ins Co 69116 State Life Ins Co 67911 Pioneer Mut Life Ins Co	28,241,806 79,813,165 7,335,853	411,994,311 39,647,416 32,011	170,824 3,781,733 0	2,343,591 228,932 0	0 0 0	442,750,532 123,471,246 7,367,864	0.6574% 0.1833% 0.0109%
			115,390,824	451,673,738	3,952,557	2,572,523	0	573,589,642	0.8516%
123	67393	Ozark Natl Life Ins Co 67393 Ozark Natl Life Ins Co	189,913	333	928	0	0	191,174	0.0003%
			189,913	333	928	0	0	191,174	0.0003%
124	709	PACIFIC LIFE GRP 67466 Pacific Life Ins Co 97268 Pacific Life & Ann Co	469,711,973 208,606	760,581,117 221,303	0 0	9,961,065 0	0 0	1,240,254,155 429,909	1.8414% 0.0006%
			469,920,579	760,802,420	0	9,961,065	0	1,240,684,064	1.8421%
125	525	PAN AMER LIFE GRP 67539 Pan Amer Life Ins Co 66427 Mutual Trust Life Ins Co a Pan Amer 93459 Pan Amer Assur Co	582,983 28,660,294 2,641,728	13,480 185,186 0	50,988,802 23,132 0	0 50,040 0	0 0 0	51,585,265 28,918,652 2,641,728	0.0766% 0.0429% 0.0039%
			31,885,005	198,666	51,011,934	50,040	0	83,145,645	0.1234%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
126	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	107,701,824	7,274,699	776,524	618,239	26,194,694	142,565,980	0.2117%
		93262 Penn Ins & Ann Co	21,533,791	0	0	0	802,151	22,335,942	0.0332%
		68632 Vantis Life Ins Co	317,345	0	0	0	0	317,345	0.0005%
		68446 Longevity Ins Co	18,617	200	9,653	0	0	28,470	0.0000%
			129,571,577	7,274,899	786,177	618,239	26,996,845	165,247,737	0.2453%
127	775	PHARMACISTS MUT GRP							
		90247 Pharmacists Life Ins Co	36,333	2,400	0	150	0	38,883	0.0001%
			36,333	2,400	0	150	0	38,883	0.0001%
128	367	PHYSICIANS MUT GRP							
		80578 Physicians Mut Ins Co	0	0	16,730,959	0	0	16,730,959	0.0248%
		72125 Physicians Life Ins Co	12,964,899	1,047,186	560,490	1,338,840	0	15,911,415	0.0236%
			12,964,899	1,047,186	17,291,449	1,338,840	0	32,642,374	0.0485%
129	4750	Primerica Grp							
		65919 Primerica Life Ins Co	365,014,266	80,168	35,884	864,927	0	365,995,245	0.5434%
		61409 National Benefit Life Ins Co	1,813,736	0	80,321	120	0	1,894,177	0.0028%
			366,828,002	80,168	116,205	865,047	0	367,889,422	0.5462%
130	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	132,911,519	391,034,882	219,617,655	982,969,051	126,499	1,726,659,606	2.5636%
		71161 Principal Natl Life Ins Co	63,005,152	0	0	0	0	63,005,152	0.0935%
			195,916,671	391,034,882	219,617,655	982,969,051	126,499	1,789,664,758	2.6572%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
131	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	255,790,533	107,876,802	447,739	4,120,404	0	368,235,478	0.5467%
		70335 West Coast Life Ins Co	90,237,803	15,035	1,711	0	0	90,254,549	0.1340%
		66370 Mony Life Ins Co	11,243,581	6,281	2,369,561	0	0	13,619,423	0.0202%
		88536 Protective Life & Annuity Ins Co	108,998	0	0	0	0	108,998	0.0002%
			357,380,915	107,898,118	2,819,011	4,120,404	0	472,218,448	0.7011%
132	304	PRUDENTIAL OF AMER GRP							
		68241 Prudential Ins Co Of Amer	362,518,082	433,102,516	105,730,800	23,698,388	1,849,950,616	2,775,000,402	4.1201%
		79227 Pruco Life Ins Co	390,786,837	613,748,298	0	3,572,229	0	1,008,107,364	1.4968%
		93629 Prudential Retirement Ins & Ann Co	0	-31,210	0	295,374,669	-93,236	295,250,223	0.4384%
		86630 Prudential Ann Life Assur Corp	212,306	8,321,272	0	5,573,952	0	14,107,530	0.0209%
			753,517,225	1,055,140,876	105,730,800	328,219,238	1,849,857,380	4,092,465,519	6.0762%
133	440	REGAL REINS GRP							
		66265 Monarch Life Ins Co	128,000	0	1,222,164	0	0	1,350,164	0.0020%
			128,000	0	1,222,164	0	0	1,350,164	0.0020%
134	4764	Reservoir Capital Grp							
		60183 S USA Life Ins Co Inc	91,865	0	4,483	0	0	96,348	0.0001%
			91,865	0	4,483	0	0	96,348	0.0001%
135	4815	Resolution Life Grp							
		65595 Lincoln Benefit Life Co	195,540,876	8,539,080	9,688,711	485,614	0	214,254,281	0.3181%
			195,540,876	8,539,080	9,688,711	485,614	0	214,254,281	0.3181%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
136	4639	RGA Inc Grp							
		93572 RGA Reins Co	0	0	7,230,263	0	0	7,230,263	0.0107%
		61182 Aurora Natl Life Assur Co	2,993,800	0	0	-207,346	0	2,786,454	0.0041%
			2,993,800	0	7,230,263	-207,346	0	10,016,717	0.0149%
137	60445	Sagicor Life Ins Co							
		60445 Sagicor Life Ins Co	3,699,614	10,116,532	4,860	513,892	0	14,334,898	0.0213%
			3,699,614	10,116,532	4,860	513,892	0	14,334,898	0.0213%
138	431	Sammons Enterprises Grp							
		66044 Midland Natl Life Ins Co	144,176,953	599,761,546	1,612	1,447,132	0	745,387,243	1.1067%
		66974 North Amer Co Life & Hlth Ins	109,674,254	417,773,628	560	679,614	0	528,128,056	0.7841%
		83607 Guggenheim Life & Ann Co	30,335	36,122,293	1,523	1,495,728	0	37,649,879	0.0559%
			253,881,542	1,053,657,467	3,695	3,622,474	0	1,311,165,178	1.9467%
139	4553	Savings Bank Life Grp							
		70435 The Savings Bank Life Ins Co Of MA	15,483,795	0	0	0	0	15,483,795	0.0230%
			15,483,795	0	0	0	0	15,483,795	0.0230%
140	4890	SBL Holdings Grp							
		68675 Security Benefit Life Ins Co	1,394,632	236,189,878	0	0	0	237,584,510	0.3527%
			1,394,632	236,189,878	0	0	0	237,584,510	0.3527%
141	68772	Security Mut Life Ins Co Of NY							
		68772 Security Mut Life Ins Co Of NY	2,665,252	102,300	29,818	0	0	2,797,370	0.0042%
			2,665,252	102,300	29,818	0	0	2,797,370	0.0042%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
142	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	4,406,674	236,727	2,252	13,954	0	4,659,607	0.0069%
			4,406,674	236,727	2,252	13,954	0	4,659,607	0.0069%
143	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	8,303,372	0	0	8,303,372	0.0123%
			0	0	8,303,372	0	0	8,303,372	0.0123%
144	78662	Senior Life Ins Co 78662 Senior Life Ins Co	2,133,616	0	0	0	0	2,133,616	0.0032%
			2,133,616	0	0	0	0	2,133,616	0.0032%
145	169	SENTRY INS GRP 68810 Sentry Life Ins Co	2,654,804	69,155,980	418,816	0	0	72,229,600	0.1072%
			2,654,804	69,155,980	418,816	0	0	72,229,600	0.1072%
146	4827	Southland Natl Holding Grp 84786 Colorado Bankers Life Ins Co	11,559,915	7,770,676	1,839,925	490,876	0	21,661,392	0.0322%
			11,559,915	7,770,676	1,839,925	490,876	0	21,661,392	0.0322%
147	176	STATE FARM GRP 69108 State Farm Life Ins Co	459,234,544	36,456,812	0	626,119	0	496,317,475	0.7369%
			459,234,544	36,456,812	0	626,119	0	496,317,475	0.7369%
148	89184	Sterling Investors Life Ins Co 89184 Sterling Investors Life Ins Co	295,399	1,525	70,974	0	0	367,898	0.0005%
			295,399	1,525	70,974	0	0	367,898	0.0005%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
149	4855	Sumitomo Life Ins Grp							
		68608 Symetra Life Ins Co	50,080,773	593,321,555	54,239,491	25,937,823	0	723,579,642	1.0743%
		90581 Symetra Natl Life Ins Co	17,555	0	0	0	0	17,555	0.0000%
			50,098,328	593,321,555	54,239,491	25,937,823	0	723,597,197	1.0743%
150	549	SUN LIFE ASSUR CO OF CN GRP							
		80802 US Br Sun Life Assur Co of Canada	88,801,238	0	133,743,510	0	0	222,544,748	0.3304%
		80926 Sun Life & Hlth Ins Co	7,609,994	0	1,081,349	0	0	8,691,343	0.0129%
		68047 Professional Ins Co	29,409	0	1,843,298	0	0	1,872,707	0.0028%
			96,440,641	0	136,668,157	0	0	233,108,798	0.3461%
151	69310	Surety Life Ins Co							
		69310 Surety Life Ins Co	12,800,049	85,656	13,616	0	0	12,899,321	0.0192%
			12,800,049	85,656	13,616	0	0	12,899,321	0.0192%
152	2938	Thrivent Financial For Lutherans Grp							
		97721 Thrivent Life Ins Co	1,674,331	22,155,227	0	0	0	23,829,558	0.0354%
			1,674,331	22,155,227	0	0	0	23,829,558	0.0354%
153	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	20,243,843	869,512,431	637,846	27,333,471	0	917,727,591	1.3626%
		60142 TIAA Cref Life Ins Co	44,999,247	26,065,680	199,851	318,371,788	0	389,636,566	0.5785%
			65,243,090	895,578,111	837,697	345,705,259	0	1,307,364,157	1.9411%
154	3098	Tokio Marine Holdings Inc GRP							
		68381 Reliance Standard Life Ins Co	55,599,428	83,657,705	75,893,532	0	0	215,150,665	0.3194%
		92711 HCC Life Ins Co	835,789	5,400	64,668,739	0	0	65,509,928	0.0973%
			56,435,217	83,663,105	140,562,271	0	0	280,660,593	0.4167%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
155	290	Torchmark Corp Grp							
		60577 American Income Life Ins Co	96,816,073	0	6,585,512	0	0	103,401,585	0.1535%
		91472 Globe Life & Accident Ins Co	47,471,265	0	2,324,861	0	0	49,796,126	0.0739%
		92916 United Amer Ins Co	761,489	301,965	37,677,743	0	0	38,741,197	0.0575%
		65331 Liberty Natl Life Ins Co	6,997,671	998	273,250	0	0	7,271,919	0.0108%
		77968 Family Heritage Life Ins Co Of Amer	48,522	0	5,083,304	0	0	5,131,826	0.0076%
			152,095,020	302,963	51,944,670	0	0	204,342,653	0.3034%
156	276	Trustmark Mut Holding Co GRP							
		61425 Trustmark Ins Co	37,329,185	33,285	10,649,313	0	0	48,011,783	0.0713%
		62863 Trustmark Life Ins Co	282,315	0	8,049,917	0	0	8,332,232	0.0124%
			37,611,500	33,285	18,699,230	0	0	56,344,015	0.0837%
157	4877	TWA & AMFI Corp Grp							
		69566 Trans World Assur Co	1,937,867	759,281	0	0	0	2,697,148	0.0040%
		60429 American Fidelity Life Ins Co	596,822	40,743	0	0	0	637,565	0.0009%
			2,534,689	800,024	0	0	0	3,334,713	0.0050%
158	11121	Unified Life Ins Co							
		11121 Unified Life Ins Co	298,232	2,634	4,976,549	0	0	5,277,415	0.0078%
			298,232	2,634	4,976,549	0	0	5,277,415	0.0078%
159	781	UNION LABOR GRP							
		69744 Union Labor Life Ins Co	5,706,039	0	11,641,621	0	0	17,347,660	0.0258%
			5,706,039	0	11,641,621	0	0	17,347,660	0.0258%
160	2878	United Heritage Mut Grp							
		63983 United Heritage Life Ins Co	3,273,603	275,780	19,569	351	0	3,569,303	0.0053%
			3,273,603	275,780	19,569	351	0	3,569,303	0.0053%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
161	42129	United Security Assur Co Of PA 42129 United Security Assur Co Of PA	0	0	21,261	0	0	21,261	0.0000%
			0	0	21,261	0	0	21,261	0.0000%
162	200	UNITED SERV AUTOMOBILE ASSN GRP 69663 USAA Life Ins Co	103,315,033	96,986,501	33,573,582	1,390,571	0	235,265,687	0.3493%
			103,315,033	96,986,501	33,573,582	1,390,571	0	235,265,687	0.3493%
163	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	5,352,152	0	2,662,541,134	0	0	2,667,893,286	3.9611%
		91529 Unimerica Ins Co	11,583,096	0	77,981,660	0	0	89,564,756	0.1330%
		70785 Pacificare Life & Hlth Ins Co	0	0	6,582,413	0	0	6,582,413	0.0098%
		62286 Golden Rule Ins Co	1,414,173	175,515	1,329,637	0	0	2,919,325	0.0043%
		97179 UnitedHealthcare Life Ins Co	0	0	486,599	0	0	486,599	0.0007%
		73130 All Savers Life Ins Co of CA	0	0	178,957	0	0	178,957	0.0003%
		69647 Optum Ins of OH Inc	121,672	593	0	0	0	122,265	0.0002%
			18,471,093	176,108	2,749,100,400	0	0	2,767,747,601	4.1094%
164	63819	Unity Financial Life Ins Co 63819 Unity Financial Life Ins Co	651,526	0	0	0	0	651,526	0.0010%
			651,526	0	0	0	0	651,526	0.0010%



# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
165	565	UNUM GRP							
		62235 Unum Life Ins Co Of Amer	118,727,521	7,424	318,465,529	350,609	0	437,551,083	0.6496%
		62049 Colonial Life & Accident Ins Co	31,254,138	7,200	125,949,146	0	0	157,210,484	0.2334%
		68195 Provident Life & Accident Ins Co	18,693,858	0	82,066,161	0	0	100,760,019	0.1496%
		67598 Paul Revere Life Ins Co	684,508	0	20,638,337	746,807	0	22,069,652	0.0328%
		67601 Unum Ins Co	180,762	0	0	6,494,441	0	6,675,203	0.0099%
		68985 Starmount Life Ins Co	127,730	0	2,195,896	0	0	2,323,626	0.0034%
			169,668,517	14,624	549,315,069	7,591,857	0	726,590,067	1.0788%
166	70955	USA Life One Ins Co Of IN							
		70955 USA Life One Ins Co Of IN	1,193	0	0	0	0	1,193	0.0000%
			1,193	0	0	0	0	1,193	0.0000%
167	4832	Voya Financial Grp							
		86509 Voya Retirement Ins & Ann Co	9,054,468	1,073,249,472	0	1,204,915	145,788,181	1,229,297,036	1.8252%
		80942 Voya Ins & Ann Co	2,300,272	412,890,763	247	0	0	415,191,282	0.6164%
		67105 Reliastar Life Ins Co	182,482,903	45,505,909	164,332,047	364,411	0	392,685,270	0.5830%
		68713 Security Life Of Denver Ins Co	135,784,774	5,719	0	0	0	135,790,493	0.2016%
		61360 Reliastar Life Ins Co Of NY	3,120,550	2,400	3,779,245	0	0	6,902,195	0.0102%
		66109 Midwestern United Life Ins Co	224,875	613	0	0	0	225,488	0.0003%
			332,967,842	1,531,654,876	168,111,539	1,569,326	145,788,181	2,180,091,764	3.2369%
168	471	Wells Fargo Grp							
		62383 Centurion Life Ins Co	20,788	0	0	0	0	20,788	0.0000%
			20,788	0	0	0	0	20,788	0.0000%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
169	836	WEST SOUTHERN GRP							
		74780 Integrity Life Ins Co	17,354	70,957,143	0	1,847,809	0	72,822,306	0.1081%
		65242 Lafayette Life Ins Co	29,370,277	17,276,592	24,264	0	0	46,671,133	0.0693%
		99937 Columbus Life Ins Co	25,311,740	6,092,383	2,201	0	0	31,406,324	0.0466%
		92622 Western Southern Life Assur Co	6,670,658	6,862,213	0	0	0	13,532,871	0.0201%
		70483 Western & Southern Life Ins Co	10,429,969	0	508,439	0	0	10,938,408	0.0162%
			71,799,998	101,188,331	534,904	1,847,809	0	175,371,042	0.2604%
170	839	WESTBRIDGE CAPITAL GRP							
		98205 Natl Foundation Life Ins Co	901	0	3,340,378	0	0	3,341,279	0.0050%
			901	0	3,340,378	0	0	3,341,279	0.0050%
171	4213	Wilton Re Grp							
		65900 Wilco Life Ins Co	35,846,250	24,900	1,467,773	0	0	37,338,923	0.0554%
		69396 Texas Life Ins Co	18,775,268	0	0	0	0	18,775,268	0.0279%
		62413 Wilcac Life Ins Co	1,090,920	76,000	2,620	0	0	1,169,540	0.0017%
		60704 Wilton Reassur Life Co of NY	489,707	5,950	9,627	0	0	505,284	0.0008%
			56,202,145	106,850	1,480,020	0	0	57,789,015	0.0858%
172	98	WR Berkley Corp GRP							
		64890 Berkley Life & Hlth Ins Co	2,417	0	32,216,132	92	0	32,218,641	0.0478%
			2,417	0	32,216,132	92	0	32,218,641	0.0478%
173	669	ZALE CORP GRP							
		71323 Zale Life Ins Co	79,317	0	82,300	0	0	161,617	0.0002%
			79,317	0	82,300	0	0	161,617	0.0002%

# 2016 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
174	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	298,959,287	14,268,775	5,328,818	8,477,203	0	327,034,083	0.4856%
		90557 Zurich Amer Life Ins Co	19,433,623	5,882,977	472,142	0	0	25,788,742	0.0383%
		80896 Centre Life Ins Co	0	0	2,838,407	0	0	2,838,407	0.0042%
			318,392,910	20,151,752	8,639,367	8,477,203	0	355,661,232	0.5281%
Total:			16,196,460,755	23,608,176,008	16,004,009,075	2,799,525,355	8,744,066,477	67,352,237,670	100.0000%

## 2016 CALIFORNIA LIFE &amp; 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	362,518,082	433,102,516	105,730,800	23,698,388	1,849,950,616	2,775,000,402	4.120131%
2	79413	UnitedHealthcare Ins Co	5,352,152	0	2,662,541,134	0	0	2,667,893,286	3.961106%
3	65838	John Hancock Life Ins Co USA	494,787,266	10,728,701	110,280,733	0	1,858,224,899	2,474,021,599	3.673258%
4	62825	Anthem Blue Cross Life &	51,857,215	0	2,259,436,168	0	0	2,311,293,383	3.431650%
5	65935	Massachusetts Mut Life Ins	579,323,816	363,586,675	58,740,322	385,105,884	785,749,411	2,172,506,108	3.225589%
6	65676	Lincoln Natl Life Ins Co	686,882,124	1,216,234,859	100,984,352	0	0	2,004,101,335	2.975553%
7	60054	Aetna Life Ins Co	66,386,859	1,458,328	1,902,690,756	5,520,624	0	1,976,056,567	2.933914%
8	65056	Jackson Natl Life Ins Co	103,990,932	1,846,628,213	5,531,226	859,342	0	1,957,009,713	2.905634%
9	60488	American Gen Life Ins Co	456,900,742	1,419,795,272	14,548,717	54,331,788	0	1,945,576,519	2.888659%
10	65978	Metropolitan Life Ins Co	785,033,522	197,158,553	754,365,961	16,339,768	112,232,394	1,865,130,198	2.769218%
11	61271	Principal Life Ins Co	132,911,519	391,034,882	219,617,655	982,969,051	126,499	1,726,659,606	2.563626%
12	86231	Transamerica Life Ins Co	452,022,635	365,536,054	104,097,882	1,453,268	802,851,546	1,725,961,385	2.562590%
13	90611	Allianz Life Ins Co Of N Amer	152,725,907	1,499,773,538	10,016,836	0	0	1,662,516,281	2.468391%
14	91596	New York Life Ins & Ann Corp	215,562,312	1,295,321,898	0	19,731,598	0	1,530,615,808	2.272554%
15	66915	New York Life Ins Co	1,005,899,822	63,062,271	59,389,066	0	255,573,577	1,383,924,736	2.054757%
16	62944	AXA Equitable Life Ins Co	226,197,896	1,054,736,145	5,130,330	0	20,807,793	1,306,872,164	1.940354%
17	67466	Pacific Life Ins Co	469,711,973	760,581,117	0	9,961,065	0	1,240,254,155	1.841445%
18	86509	Voya Retirement Ins & Ann	9,054,468	1,073,249,472	0	1,204,915	145,788,181	1,229,297,036	1.825176%
19	67369	Cigna Hlth & Life Ins Co	41,901	0	1,213,666,997	(10,401)	0	1,213,698,497	1.802017%
20	66141	Health Net Life Ins Co	1,489,642	0	1,138,281,326	0	0	1,139,770,968	1.692254%
21	66869	Nationwide Life Ins Co	84,384,008	39,942,978	28,030,357	0	864,284,103	1,016,641,446	1.509440%
22	79227	Pruco Life Ins Co	390,786,837	613,748,298	0	3,572,229	0	1,008,107,364	1.496769%
23	67091	Northwestern Mut Life Ins	744,588,335	107,126,777	87,862,116	3,253,096	56,066	942,886,390	1.399933%
24	69345	Teachers Ins & Ann Assoc Of	20,243,843	869,512,431	637,846	27,333,471	0	917,727,591	1.362579%
25	70688	Transamerica Financial Life	884,950	673,161	680,584	0	863,217,401	865,456,096	1.284970%
26	68322	Great W Life & Ann Ins Co	31,186,113	723,497,337	3,913,100	2,860,858	0	761,457,408	1.130560%
27	66044	Midland Natl Life Ins Co	144,176,953	599,761,546	1,612	1,447,132	0	745,387,243	1.106700%
28	87726	Brighthouse Life Ins Co	296,411,391	421,617,119	14,129,966	402,856	28,518	732,589,850	1.087699%
29	68608	Symetra Life Ins Co	50,080,773	593,321,555	54,239,491	25,937,823	0	723,579,642	1.074322%
30	66168	Minnesota Life Ins Co	287,547,117	116,013,667	23,766,881	81,866,144	144,532,698	653,726,507	0.970608%

## 2016 CALIFORNIA LIFE &amp; 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	66281	Transamerica Premier Life	490,645,969	81,930,583	70,964,670	12,050	169,957	643,723,229	0.955756%
32	64246	Guardian Life Ins Co Of Amer	222,971,110	989,464	410,763,546	0	0	634,724,120	0.942395%
33	92657	Nationwide Life & Ann Ins Co	200,652,864	1,071,966	224	0	416,049,960	617,775,014	0.917230%
34	65005	RiverSource Life Ins Co	118,979,229	442,184,622	31,646,780	1,043,897	0	593,854,528	0.881715%
35	61689	Athene Ann & Life Co	9,905,410	545,034,977	152,452	1,903,298	0	556,996,137	0.826990%
36	92738	American Equity Invest Life	11,873	551,434,416	0	535,912	0	551,982,201	0.819545%
37	65498	Life Ins Co Of N Amer	269,526,494	0	272,026,770	0	0	541,553,264	0.804061%
38	69019	Standard Ins Co	97,060,691	41,725,469	219,037,993	3,309,453	172,691,030	533,824,636	0.792586%
39	66974	North Amer Co Life & Hlth	109,674,254	417,773,628	560	679,614	0	528,128,056	0.784128%
40	91642	Forethought Life Ins Co	30,480,902	494,543,423	816,139	0	0	525,840,464	0.780732%
41	65528	Life Ins Co Of The Southwest	233,836,882	270,029,014	675	840,867	0	504,707,438	0.749355%
42	69108	State Farm Life Ins Co	459,234,544	36,456,812	0	626,119	0	496,317,475	0.736898%
43	88072	Hartford Life Ins Co	8,763,339	21,989,225	2,865,083	278,655,871	167,205,305	479,478,823	0.711897%
44	63274	Fidelity & Guar Life Ins Co	107,461,026	348,151,654	0	250,000	0	455,862,680	0.676834%
45	60895	American United Life Ins Co	28,241,806	411,994,311	170,824	2,343,591	0	442,750,532	0.657366%
46	62235	Unum Life Ins Co Of Amer	118,727,521	7,424	318,465,529	350,609	0	437,551,083	0.649646%
47	80942	Voya Ins & Ann Co	2,300,272	412,890,763	247	0	0	415,191,282	0.616448%
48	60380	American Family Life Assur	24,849,824	0	370,308,065	0	0	395,157,889	0.586703%
49	67105	Reliastar Life Ins Co	182,482,903	45,505,909	164,332,047	364,411	0	392,685,270	0.583032%
50	60142	TIAA Cref Life Ins Co	44,999,247	26,065,680	199,851	318,371,788	0	389,636,566	0.578506%
51	70238	Variable Ann Life Ins Co	0	306,383,332	0	65,673,047	0	372,056,379	0.552404%
52	68136	Protective Life Ins Co	255,790,533	107,876,802	447,739	4,120,404	0	368,235,478	0.546731%
53	65919	Primerica Life Ins Co	365,014,266	80,168	35,884	864,927	0	365,995,245	0.543405%
54	70025	Genworth Life Ins Co	44,713,194	3,984,985	292,340,745	110,791	0	341,149,715	0.506516%
55	63312	Great Amer Life Ins Co	8,072,639	326,373,066	19,105	24,858	0	334,489,668	0.496627%
56	63177	Farmers New World Life Ins	298,959,287	14,268,775	5,328,818	8,477,203	0	327,034,083	0.485558%
57	69868	United Of Omaha Life Ins Co	164,062,365	59,138,411	54,922,089	46,186,353	64,385	324,373,603	0.481608%
58	71854	AAA Life Ins Co	211,285,490	97,640,801	13,810,739	429,523	0	323,166,553	0.479816%
59	61557	Blue Shield of CA Life & Hlth	9,074,004	0	310,215,354	0	0	319,289,358	0.474059%
60	93629	Prudential Retirement Ins &	0	(31,210)	0	295,374,669	(93,236)	295,250,223	0.438367%

## 2016 CALIFORNIA LIFE &amp; 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	65315	Liberty Life Assur Co Of	94,633,742	5,701,819	181,707,235	1,390,043	0	283,432,839	0.420822%
62	61301	Ameritas Life Ins Corp	74,614,314	101,669,292	87,587,975	11,372,363	0	275,243,944	0.408663%
63	68675	Security Benefit Life Ins Co	1,394,632	236,189,878	0	0	0	237,584,510	0.352749%
64	60410	American Fidelity Assur Co	33,238,712	68,337,491	134,103,275	0	0	235,679,478	0.349921%
65	69663	USAA Life Ins Co	103,315,033	96,986,501	33,573,582	1,390,571	0	235,265,687	0.349306%
66	70815	Hartford Life & Accident Ins	101,649,752	309	127,785,518	0	0	229,435,579	0.340650%
67	80802	US Br Sun Life Assur Co of	88,801,238	0	133,743,510	0	0	222,544,748	0.330419%
68	68381	Reliance Standard Life Ins Co	55,599,428	83,657,705	75,893,532	0	0	215,150,665	0.319441%
69	65595	Lincoln Benefit Life Co	195,540,876	8,539,080	9,688,711	485,614	0	214,254,281	0.318110%
70	60739	American Natl Ins Co	66,495,968	127,655,279	656,859	15,198,775	0	210,006,881	0.311804%
71	62510	Equitrust Life Ins Co	15,237,653	161,253,900	0	2,867,280	0	179,358,833	0.266300%
72	88668	Mutual Of Amer Life Ins Co	402,756	190,121	140,968	234,253	174,271,480	175,239,578	0.260184%
73	93696	Fidelity Investments Life Ins	2,067,932	172,375,134	0	0	0	174,443,066	0.259001%
74	65536	Genworth Life & Ann Ins Co	157,417,629	11,292,913	2,103,377	160,557	0	170,974,476	0.253851%
75	62049	Colonial Life & Accident Ins	31,254,138	7,200	125,949,146	0	0	157,210,484	0.233415%
76	62200	Accordia Life & Ann Co	152,898,988	0	0	0	0	152,898,988	0.227014%
77	66850	National Western Life Ins Co	15,776,850	133,042,325	0	501,237	0	149,320,412	0.221701%
78	67172	Ohio Natl Life Ins Co	30,671,804	92,729,940	815,607	464,117	18,554,926	143,236,394	0.212668%
79	67644	Penn Mut Life Ins Co	107,701,824	7,274,699	776,524	618,239	26,194,694	142,565,980	0.211672%
80	64017	Jefferson Natl Life Ins Co	1,261,361	137,152,666	26,056	3,040,432	0	141,480,515	0.210061%
81	68713	Security Life Of Denver Ins	135,784,774	5,719	0	0	0	135,790,493	0.201612%
82	67989	American Memorial Life Ins	130,796,062	693,637	39	0	0	131,489,738	0.195227%
83	71153	Hartford Life & Ann Ins Co	100,270,182	24,264,807	316	0	6,950,262	131,485,567	0.195221%
84	61263	Bankers Life & Cas Co	33,811,669	45,020,386	48,214,321	20,680	0	127,067,056	0.188660%
85	69116	State Life Ins Co	79,813,165	39,647,416	3,781,733	228,932	0	123,471,246	0.183322%
86	78778	Guardian Ins & Ann Co Inc	2,338,341	116,800,347	0	522,144	2,420,598	122,081,430	0.181258%
87	94250	Banner Life Ins Co	112,782,081	6,556,548	0	2,250,000	0	121,588,629	0.180526%
88	62626	CMFG Life Ins Co	27,279,170	5,338,549	31,997,167	243,425	55,325,786	120,184,097	0.178441%
89	70408	Union Security Ins Co	24,839,398	841,242	82,372,192	0	0	108,052,832	0.160429%
90	93548	PHL Variable Ins Co	69,090,027	34,047,794	0	1,317,446	0	104,455,267	0.155088%

## 2016 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	60577	American Income Life Ins Co	96,816,073	0	6,585,512	0	0	103,401,585	0.153524%
92	68195	Provident Life & Accident Ins	18,693,858	0	82,066,161	0	0	100,760,019	0.149602%
93	78077	Mony Life Ins Co Of Amer	89,546,649	4,706,779	54,891	0	0	94,308,319	0.140023%
94	70335	West Coast Life Ins Co	90,237,803	15,035	1,711	0	0	90,254,549	0.134004%
95	66583	National Guardian Life Ins Co	60,887,657	3,899,458	22,223,684	2,957,347	0	89,968,146	0.133579%
96	91529	Unimerica Ins Co	11,583,096	0	77,981,660	0	0	89,564,756	0.132980%
97	65927	Lincoln Heritage Life Ins Co	82,010,130	6,464	333,244	0	0	82,349,838	0.122267%
98	81264	Nippon Life Ins Co Of Amer	372,576	0	80,789,370	0	0	81,161,946	0.120504%
99	61999	Americo Fin Life & Ann Ins	14,141,836	62,190,195	26,882	439,439	0	76,798,352	0.114025%
100	69477	Time Ins Co	1,107,627	12,521	74,403,593	0	0	75,523,741	0.112132%
101	79065	Delaware Life Ins Co	2,761,106	71,209,509	0	0	0	73,970,615	0.109827%
102	74780	Integrity Life Ins Co	17,354	70,957,143	0	1,847,809	0	72,822,306	0.108122%
103	68810	Sentry Life Ins Co	2,654,804	69,155,980	418,816	0	0	72,229,600	0.107242%
104	70939	Gerber Life Ins Co	31,855,587	0	39,090,897	0	0	70,946,484	0.105336%
105	93742	Securian Life Ins Co	59,713,198	0	3,291,991	6,903,552	0	69,908,741	0.103796%
106	92711	HCC Life Ins Co	835,789	5,400	64,668,739	0	0	65,509,928	0.097265%
107	71161	Principal Natl Life Ins Co	63,005,152	0	0	0	0	63,005,152	0.093546%
108	71412	Mutual Of Omaha Ins Co	0	0	59,974,664	0	0	59,974,664	0.089046%
109	13183	Eagle Life Ins Co	0	59,351,667	0	0	0	59,351,667	0.088121%
110	60186	Allstate Life Ins Co	50,719,734	5,738,276	2,803,085	0	0	59,261,095	0.087987%
111	71870	Fidelity Security Life Ins Co	1,408,684	182,463	54,836,309	0	0	56,427,456	0.083780%
112	67539	Pan Amer Life Ins Co	582,983	13,480	50,988,802	0	0	51,585,265	0.076590%
113	89206	Ohio Natl Life Assur Corp	48,297,546	0	1,196,933	413,051	0	49,907,530	0.074099%
114	91472	Globe Life & Accident Ins Co	47,471,265	0	2,324,861	0	0	49,796,126	0.073934%
115	61425	Trustmark Ins Co	37,329,185	33,285	10,649,313	0	0	48,011,783	0.071285%
116	62065	Colonial Penn Life Ins Co	20,706,773	0	27,022,203	0	0	47,728,976	0.070865%
117	60534	American Heritage Life Ins Co	6,066,957	8,050	40,984,613	0	0	47,059,620	0.069871%
118	93440	HM Life Ins Co	15,036	0	46,935,710	0	0	46,950,746	0.069709%
119	65242	Lafayette Life Ins Co	29,370,277	17,276,592	24,264	0	0	46,671,133	0.069294%
120	60232	Lombard Intl Life Assur Co	907,704	45,399,260	0	0	0	46,306,964	0.068753%

## 2016 CALIFORNIA LIFE &amp; 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	86126	Members Life Ins Co	130,756	43,331,451	0	0	0	43,462,207	0.064530%
122	71714	Berkshire Life Ins Co of Amer	578,110	0	41,142,310	0	0	41,720,420	0.061944%
123	62308	Connecticut Gen Life Ins Co	30,170,886	251,178	10,057,887	296,338	0	40,776,289	0.060542%
124	93432	CM Life Ins Co	27,283,570	12,886,804	0	0	0	40,170,374	0.059642%
125	68802	Sentinel Security Life Ins Co	2,539,445	12,412,541	259,337	24,021,499	0	39,232,822	0.058250%
126	67814	Phoenix Life Ins Co	18,851,525	193,986	185,995	19,662,359	0	38,893,865	0.057747%
127	92916	United Amer Ins Co	761,489	301,965	37,677,743	0	0	38,741,197	0.057520%
128	90328	First Hlth Life & Hlth Ins Co	3,453	0	38,328,842	0	0	38,332,295	0.056913%
129	83607	Guggenheim Life & Ann Co	30,335	36,122,293	1,523	1,495,728	0	37,649,879	0.055900%
130	65900	Wilco Life Ins Co	35,846,250	24,900	1,467,773	0	0	37,338,923	0.055438%
131	62146	Combined Ins Co Of Amer	2,936,056	0	33,553,857	0	0	36,489,913	0.054178%
132	69000	Northwestern Long Term	0	0	35,632,040	0	0	35,632,040	0.052904%
133	63665	General Amer Life Ins Co	31,333,196	1,898,228	1,265,986	0	0	34,497,410	0.051219%
134	64505	Homesteaders Life Co	33,469,044	774,677	0	0	0	34,243,721	0.050843%
135	87963	National Teachers Assoc Life	187,589	0	33,879,754	0	0	34,067,343	0.050581%
136	64513	Horace Mann Life Ins Co	4,861,312	29,100,965	14,137	0	0	33,976,414	0.050446%
137	93661	Annuity Investors Life Ins Co	0	33,529,137	0	0	0	33,529,137	0.049782%
138	64890	Berkley Life & Hlth Ins Co	2,417	0	32,216,132	92	0	32,218,641	0.047836%
139	99937	Columbus Life Ins Co	25,311,740	6,092,383	2,201	0	0	31,406,324	0.046630%
140	71730	Continental Amer Ins Co	230,271	0	30,774,885	0	0	31,005,156	0.046034%
141	70106	United States Life Ins Co in	12,560,769	707,802	17,589,968	53,989	0	30,912,528	0.045897%
142	61069	Anthem Life Ins Co	8,256,364	0	22,193,671	0	0	30,450,035	0.045210%
143	66680	National Life Ins Co	26,986,526	261,511	2,203,340	0	0	29,451,377	0.043727%
144	66427	Mutual Trust Life Ins Co a	28,660,294	185,186	23,132	50,040	0	28,918,652	0.042936%
145	80985	4 Ever Life Ins Co	459,388	0	26,781,301	(41,186)	0	27,199,503	0.040384%
146	90557	Zurich Amer Life Ins Co	19,433,623	5,882,977	472,142	0	0	25,788,742	0.038289%
147	71480	Great Western Ins Co	24,700,079	932,402	0	0	0	25,632,481	0.038057%
148	97721	Thrivent Life Ins Co	1,674,331	22,155,227	0	0	0	23,829,558	0.035380%
149	93262	Penn Ins & Ann Co	21,533,791	0	0	0	802,151	22,335,942	0.033163%
150	67598	Paul Revere Life Ins Co	684,508	0	20,638,337	746,807	0	22,069,652	0.032768%



## 2016 CALIFORNIA LIFE &amp; 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	4,982,899	124,759	16,959,949	0	0	22,067,607	0.032764%
152	71439	Assurity Life Ins Co	16,193,683	30,829	5,091,686	444,150	0	21,760,348	0.032308%
153	70319	Washington Natl Ins Co	5,122,241	665,860	15,909,233	0	0	21,697,334	0.032215%
154	84786	Colorado Bankers Life Ins Co	11,559,915	7,770,676	1,839,925	490,876	0	21,661,392	0.032161%
155	63495	Foresters Life Ins Ann Co	6,481,867	14,731,727	497	182,419	0	21,396,510	0.031768%
156	67652	First Penn Pacific Life Ins Co	19,767,229	0	6,098	0	0	19,773,327	0.029358%
157	82538	National Hlth Ins Co	75	0	19,642,508	0	0	19,642,583	0.029164%
158	68500	Continental Life Ins Co	4,279	0	19,363,564	0	0	19,367,843	0.028756%
159	69078	Standard Security Life Ins Co	13,811	0	19,133,894	0	0	19,147,705	0.028429%
160	69396	Texas Life Ins Co	18,775,268	0	0	0	0	18,775,268	0.027876%
161	68543	Liberty Bankers Life Ins Co	634,020	16,726,376	0	775,070	0	18,135,466	0.026926%
162	65129	Kansas City Life Ins Co	12,584,514	4,322,601	643,271	256,171	0	17,806,557	0.026438%
163	72850	United World Life Ins Co	109,491	0	17,652,892	0	0	17,762,383	0.026372%
164	69930	United Ins Co Of Amer	17,130,969	0	574,926	0	0	17,705,895	0.026289%
165	69744	Union Labor Life Ins Co	5,706,039	0	11,641,621	0	0	17,347,660	0.025757%
166	80578	Physicians Mut Ins Co	0	0	16,730,959	0	0	16,730,959	0.024841%
167	65722	Loyal Amer Life Ins Co	96,060	889	16,464,232	6,637	0	16,567,818	0.024599%
168	76112	Oxford Life Ins Co	3,008,598	12,908,120	531,013	0	0	16,447,731	0.024420%
169	72125	Physicians Life Ins Co	12,964,899	1,047,186	560,490	1,338,840	0	15,911,415	0.023624%
170	70435	The Savings Bank Life Ins Co	15,483,795	0	0	0	0	15,483,795	0.022989%
171	91626	New England Life Ins Co	14,049,966	1,072,241	41,510	0	0	15,163,717	0.022514%
172	60445	Sagicor Life Ins Co	3,699,614	10,116,532	4,860	513,892	0	14,334,898	0.021283%
173	86630	Prudential Ann Life Assur	212,306	8,321,272	0	5,573,952	0	14,107,530	0.020946%
174	66370	Mony Life Ins Co	11,243,581	6,281	2,369,561	0	0	13,619,423	0.020221%
175	92622	Western Southern Life Assur	6,670,658	6,862,213	0	0	0	13,532,871	0.020093%
176	64343	Pacific Guardian Life Ins Co	11,622,536	648	1,503	1,313,054	0	12,937,741	0.019209%
177	69310	Surety Life Ins Co	12,800,049	85,656	13,616	0	0	12,899,321	0.019152%
178	63290	Fidelity Life Assn A Legal	12,296,989	0	27,376	0	0	12,324,365	0.018298%
179	63258	Federated Life Ins Co	9,687,833	120,535	1,898,707	0	0	11,707,075	0.017382%
180	70866	Allstate Assur Co	11,642,825	5,150	0	0	0	11,647,975	0.017294%

## 2016 CALIFORNIA LIFE &amp; 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	70483	Western & Southern Life Ins	10,429,969	0	508,439	0	0	10,938,408	0.016241%
182	65870	Manhattan Life Ins Co	1,361,691	9,520,725	1,226	0	0	10,883,642	0.016159%
183	84824	Commonwealth Ann & Life	3,414,540	6,472,610	7,559	688,916	0	10,583,625	0.015714%
184	84530	US Financial Life Ins Co	10,362,385	0	0	0	0	10,362,385	0.015385%
185	77879	5 Star Life Ins Co	9,913,352	0	187	0	0	9,913,539	0.014719%
186	14406	Industrial Alliance Ins & Fin	4,603,245	4,624,318	0	0	0	9,227,563	0.013700%
187	80926	Sun Life & Hlth Ins Co	7,609,994	0	1,081,349	0	0	8,691,343	0.012904%
188	86355	Standard Life & Accident Ins	977,081	13,177	7,558,733	0	0	8,548,991	0.012693%
189	68594	American Amicable Life Ins	7,953,569	422,741	0	0	0	8,376,310	0.012437%
190	62863	Trustmark Life Ins Co	282,315	0	8,049,917	0	0	8,332,232	0.012371%
191	76325	Senior Hlth Ins Co of PA	0	0	8,303,372	0	0	8,303,372	0.012328%
192	61492	Athene Annuity & Life Assur	4,781,830	939,696	1,668,574	131,536	0	7,521,636	0.011168%
193	76236	Cincinnati Life Ins Co	7,286,869	195,353	16,883	0	0	7,499,105	0.011134%
194	67911	Pioneer Mut Life Ins Co	7,335,853	32,011	0	0	0	7,367,864	0.010939%
195	81353	NYLife Ins Co Of AZ	7,344,557	0	0	0	0	7,344,557	0.010905%
196	80659	US Business of Canada Life	6,503,344	433,404	342,062	0	0	7,278,810	0.010807%
197	65331	Liberty Natl Life Ins Co	6,997,671	998	273,250	0	0	7,271,919	0.010797%
198	93572	RGA Reins Co	0	0	7,230,263	0	0	7,230,263	0.010735%
199	61395	Beneficial Life Ins Co	6,812,364	292,556	1,636	171	0	7,106,727	0.010552%
200	61360	Reliastar Life Ins Co Of NY	3,120,550	2,400	3,779,245	0	0	6,902,195	0.010248%
201	67601	Unum Ins Co	180,762	0	0	6,494,441	0	6,675,203	0.009911%
202	91693	IA Amer Life Ins Co	6,472,003	158,197	8,827	0	0	6,639,027	0.009857%
203	70785	Pacificare Life & Hlth Ins Co	0	0	6,582,413	0	0	6,582,413	0.009773%
204	69515	Medamerica Ins Co	0	0	6,427,941	0	0	6,427,941	0.009544%
205	81779	Individual Assur Co Life Hlth	0	0	5,982,553	0	0	5,982,553	0.008882%
206	65110	Kanawha Ins Co	808,458	10,472	4,930,732	0	0	5,749,662	0.008537%
207	97136	Metropolitan Tower Life Ins	5,730,606	11,520	0	0	0	5,742,126	0.008526%
208	64211	Guarantee Trust Life Ins Co	2,587,855	9,208	3,028,807	70	0	5,625,940	0.008353%
209	80314	Unicare Life & Hlth Ins Co	2,768,360	0	2,710,170	0	0	5,478,530	0.008134%
210	72222	Amica Life Ins Co	5,215,644	129,850	0	0	0	5,345,494	0.007937%

## 2016 CALIFORNIA LIFE &amp; 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	11121	Unified Life Ins Co	298,232	2,634	4,976,549	0	0	5,277,415	0.007836%
212	77720	LifeSecure Ins Co	488,164	38,689	4,719,261	0	0	5,246,114	0.007789%
213	77968	Family Heritage Life Ins Co Of	48,522	0	5,083,304	0	0	5,131,826	0.007619%
214	64238	Guaranty Income Life Ins Co	6,258	4,289,934	182,248	546,752	0	5,025,192	0.007461%
215	62345	Berkshire Hathaway Life Ins	0	4,988,791	0	0	0	4,988,791	0.007407%
216	71129	Dearborn Natl Life Ins Co	1,771,515	0	2,794,962	383,931	0	4,950,408	0.007350%
217	90638	Best Life & Hlth Ins Co	225,293	0	4,560,719	0	0	4,786,012	0.007106%
218	60518	American Hlth & Life Ins Co	2,382,147	0	2,348,457	36,729	0	4,767,333	0.007078%
219	60216	Amalgamated Life Ins Co	209,883	0	4,497,028	0	0	4,706,911	0.006988%
220	69485	Security Natl Life Ins Co	4,406,674	236,727	2,252	13,954	0	4,659,607	0.006918%
221	76023	Columbian Life Ins Co	4,608,219	2,674	0	0	0	4,610,893	0.006846%
222	90212	Great Southern Life Ins Co	3,823,183	588,563	134,741	49,193	0	4,595,680	0.006823%
223	67199	Old Amer Ins Co	4,439,352	0	57,268	0	0	4,496,620	0.006676%
224	69272	Sunset Life Ins Co Of Amer	4,077,704	341,247	0	454	0	4,419,405	0.006562%
225	70416	MML Bay State Life Ins Co	4,381,306	0	0	0	0	4,381,306	0.006505%
226	63967	Government Personnel Mut	3,773,453	11,668	32,673	0	0	3,817,794	0.005668%
227	61476	Boston Mut Life Ins Co	2,375,042	0	1,397,900	0	0	3,772,942	0.005602%
228	63053	Family Life Ins Co	2,488,271	1,625	1,279,569	0	0	3,769,465	0.005597%
229	65951	Merit Life Ins Co	1,668,901	0	1,984,402	0	0	3,653,303	0.005424%
230	71404	Continental Gen Ins Co	249,488	925,866	2,454,351	0	0	3,629,705	0.005389%
231	62596	Union Fidelity Life Ins Co	1,216,270	0	2,375,477	0	0	3,591,747	0.005333%
232	63983	United Heritage Life Ins Co	3,273,603	275,780	19,569	351	0	3,569,303	0.005299%
233	65781	Madison Natl Life Ins Co Inc	648,565	922,266	1,996,888	0	0	3,567,719	0.005297%
234	61212	Baltimore Life Ins Co	2,449,642	587,257	7,071	420,566	0	3,464,536	0.005144%
235	67148	Occidental Life Ins Co Of NC	2,713,433	725,145	0	0	0	3,438,578	0.005105%
236	98205	Natl Foundation Life Ins Co	901	0	3,340,378	0	0	3,341,279	0.004961%
237	60275	American Bankers Life Assur	1,853,487	2,587	1,473,026	0	0	3,329,100	0.004943%
238	69892	United Farm Family Life Ins	3,164,299	2,775	0	0	0	3,167,074	0.004702%
239	93777	Pavonia Life Ins Co of MI	2,946,796	0	194,394	0	0	3,141,190	0.004664%
240	62359	Constitution Life Ins Co	307,233	365	2,719,209	0	0	3,026,807	0.004494%

## 2016 CALIFORNIA LIFE &amp; 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	99775	Funeral Directors Life Ins Co	1,989,844	1,008,540	0	0	0	2,998,384	0.004452%
242	62286	Golden Rule Ins Co	1,414,173	175,515	1,329,637	0	0	2,919,325	0.004334%
243	62057	Lincoln Life & Ann Co of NY	1,429,448	1,195,293	292,969	0	0	2,917,710	0.004332%
244	84174	ELCO Mut Life & Ann	13,317	2,444,161	0	416,855	0	2,874,333	0.004268%
245	80896	Centre Life Ins Co	0	0	2,838,407	0	0	2,838,407	0.004214%
246	68772	Security Mut Life Ins Co Of	2,665,252	102,300	29,818	0	0	2,797,370	0.004153%
247	66087	Mid West Natl Life Ins Co Of	1,057,061	45,391	1,691,627	0	0	2,794,079	0.004148%
248	61182	Aurora Natl Life Assur Co	2,993,800	0	0	(207,346)	0	2,786,454	0.004137%
249	69566	Trans World Assur Co	1,937,867	759,281	0	0	0	2,697,148	0.004005%
250	93459	Pan Amer Assur Co	2,641,728	0	0	0	0	2,641,728	0.003922%
251	67180	Ohio State Life Ins Co	2,625,377	847	57	3,714	0	2,629,995	0.003905%
252	67083	Manhattan Natl Life Ins Co	2,549,921	2,202	0	0	0	2,552,123	0.003789%
253	93610	John Hancock Life & Hlth Ins	118,675	0	2,399,204	0	0	2,517,879	0.003738%
254	61875	Church Life Ins Corp	1,533,655	832,994	0	76,910	0	2,443,559	0.003628%
255	84522	Auto Club Life Ins Co	1,999,653	415,135	8,462	0	0	2,423,250	0.003598%
256	67261	Old Republic Life Ins Co	2,348,084	0	1,398	0	0	2,349,482	0.003488%
257	68985	Starmount Life Ins Co	127,730	0	2,195,896	0	0	2,323,626	0.003450%
258	61883	ManhattanLife Assur Co of	47,105	0	2,148,905	0	0	2,196,010	0.003260%
259	78662	Senior Life Ins Co	2,133,616	0	0	0	0	2,133,616	0.003168%
260	63223	Federal Life Ins Co	1,977,431	25,128	17,908	0	0	2,020,467	0.003000%
261	60399	American Family Life Ins Co	1,746,773	147,452	0	0	0	1,894,225	0.002812%
262	61409	National Benefit Life Ins Co	1,813,736	0	80,321	120	0	1,894,177	0.002812%
263	68047	Professional Ins Co	29,409	0	1,843,298	0	0	1,872,707	0.002780%
264	67059	GPM Hlth & Life Ins Co	1,631,524	197,169	0	0	0	1,828,693	0.002715%
265	80705	US Br Great West Life Assur	1,224,858	0	387,941	0	0	1,612,799	0.002395%
266	63657	Garden State Life Ins Co	1,574,244	0	1,283	0	0	1,575,527	0.002339%
267	62880	AXA Equitable Life & Ann Co	1,570,751	0	0	0	0	1,570,751	0.002332%
268	69922	United Home Life Ins Co	1,484,994	0	17,043	0	0	1,502,037	0.002230%
269	63487	Investors Life Ins Co N Amer	1,380,839	0	0	0	0	1,380,839	0.002050%
270	66265	Monarch Life Ins Co	128,000	0	1,222,164	0	0	1,350,164	0.002005%

## 2016 CALIFORNIA LIFE &amp; 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	60801	American Public Life Ins Co	2,341	0	1,311,243	0	0	1,313,584	0.001950%
272	68039	Athene Ann & Life Assur Co	728,199	571,972	0	0	0	1,300,171	0.001930%
273	64580	Illinois Mut Life Ins Co	1,093,747	0	158,272	0	0	1,252,019	0.001859%
274	65080	John Alden Life Ins Co	741,010	0	434,765	0	0	1,175,775	0.001746%
275	62928	EMC Natl Life Co	958,104	205,317	1,109	11,075	0	1,175,605	0.001745%
276	62413	Wilcac Life Ins Co	1,090,920	76,000	2,620	0	0	1,169,540	0.001736%
277	71773	American Natl Life Ins Co Of	131,101	0	1,033,878	0	0	1,164,979	0.001730%
278	67784	Philadelphia Amer Life Ins Co	0	0	1,021,820	0	0	1,021,820	0.001517%
279	71471	Ability Ins Co	30,915	0	985,506	0	0	1,016,421	0.001509%
280	60836	American Republic Ins Co	290,495	0	639,406	0	0	929,901	0.001381%
281	79022	Transamerica Advisors Life	847,952	(2,484)	0	0	0	845,468	0.001255%
282	69140	First Allmerica Fin Life Ins Co	754,303	5,705	989	0	0	760,997	0.001130%
283	70874	Allstate Life Ins Co Of NY	608,555	31,878	26,238	0	0	666,671	0.000990%
284	63819	Unity Financial Life Ins Co	651,526	0	0	0	0	651,526	0.000967%
285	77399	Sterling Life Ins Co	2,326	0	645,333	0	0	647,659	0.000962%
286	60429	American Fidelity Life Ins Co	596,822	40,743	0	0	0	637,565	0.000947%
287	67873	Pioneer Amer Ins Co	616,526	998	0	0	0	617,524	0.000917%
288	61751	Central States H & L Co Of	511,168	0	104,902	0	0	616,070	0.000915%
289	31119	Medico Ins Co	16,598	0	590,781	0	0	607,379	0.000902%
290	66540	National Farmers Union Life	533,793	0	0	0	0	533,793	0.000793%
291	60704	Wilton Reassur Life Co of NY	489,707	5,950	9,627	0	0	505,284	0.000750%
292	67032	North Carolina Mut Life Ins	43,070	1,200	446,812	0	0	491,082	0.000729%
293	97179	UnitedHealthcare Life Ins Co	0	0	486,599	0	0	486,599	0.000722%
294	87645	United Fidelity Life Ins Co	441,163	11,960	0	6,547	0	459,670	0.000682%
295	71390	Puritan Life Ins Co of Amer	104,618	303,369	48,445	0	0	456,432	0.000678%
296	97268	Pacific Life & Ann Co	208,606	221,303	0	0	0	429,909	0.000638%
297	62634	Delaware Amer Life Ins Co	158,609	0	225,138	0	0	383,747	0.000570%
298	89184	Sterling Investors Life Ins Co	295,399	1,525	70,974	0	0	367,898	0.000546%
299	67946	Pioneer Security Life Ins Co	346,582	540	0	0	0	347,122	0.000515%
300	68632	Vantis Life Ins Co	317,345	0	0	0	0	317,345	0.000471%

## 2016 CALIFORNIA LIFE &amp; 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	60003	Park Avenue Life Ins Co	288,636	0	0	0	0	288,636	0.000429%
302	62103	Columbian Mut Life Ins Co	220,237	7,784	24,742	0	0	252,763	0.000375%
303	88366	American Retirement Life Ins	0	0	250,321	0	0	250,321	0.000372%
304	66109	Midwestern United Life Ins	224,875	613	0	0	0	225,488	0.000335%
305	67393	Ozark Natl Life Ins Co	189,913	333	928	0	0	191,174	0.000284%
306	73130	All Savers Life Ins Co of CA	0	0	178,957	0	0	178,957	0.000266%
307	97764	Idealife Ins Co	153,548	2,216	19,659	0	0	175,423	0.000260%
308	65811	American Modern Life Ins Co	102,786	0	64,793	0	0	167,579	0.000249%
309	71323	Zale Life Ins Co	79,317	0	82,300	0	0	161,617	0.000240%
310	69647	Optum Ins of OH Inc	121,672	593	0	0	0	122,265	0.000182%
311	68462	Reserve Natl Ins Co	11,783	0	102,737	0	0	114,520	0.000170%
312	88536	Protective Life & Annuity Ins	108,998	0	0	0	0	108,998	0.000162%
313	60183	S USA Life Ins Co Inc	91,865	0	4,483	0	0	96,348	0.000143%
314	68284	Pyramid Life Ins Co	19,450	0	36,861	0	0	56,311	0.000084%
315	97241	Settlers Life Ins Co	45,788	1,030	1,317	0	0	48,135	0.000071%
316	78700	Aetna Hlth & Life Ins Co	0	0	47,339	0	0	47,339	0.000070%
317	90247	Pharmacists Life Ins Co	36,333	2,400	0	150	0	38,883	0.000058%
318	92444	Companion Life Ins Co of CA	17,834	19,500	0	0	0	37,334	0.000055%
319	64904	Investors Heritage Life Ins Co	36,450	560	0	0	0	37,010	0.000055%
320	81213	American Maturity Life Ins	0	0	0	0	35,477	35,477	0.000053%
321	69698	New Era Life Ins Co Of	13,905	2,315	0	13,438	0	29,658	0.000044%
322	68446	Longevity Ins Co	18,617	200	9,653	0	0	28,470	0.000042%
323	81426	Commercial Travelers Mut	0	0	23,629	0	0	23,629	0.000035%
324	42129	United Security Assur Co Of	0	0	21,261	0	0	21,261	0.000032%
325	62383	Centurion Life Ins Co	20,788	0	0	0	0	20,788	0.000031%
326	68357	Reliable Life Ins Co	20,130	0	370	0	0	20,500	0.000030%
327	90581	Symetra Natl Life Ins Co	17,555	0	0	0	0	17,555	0.000026%
328	85561	MAPFRE Life Ins Co	9,903	0	5,270	0	0	15,173	0.000023%
329	82880	CSI Life Ins Co	12,468	0	0	0	0	12,468	0.000019%
330	67903	Provident Amer Life & Hlth	475	0	8,690	0	0	9,165	0.000014%

## 2016 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	99724	LifeShield Natl Ins Co	1,758	0	2,607	0	0	4,365	0.000006%
332	78743	New Era Life Ins Co	1,606	0	0	641	0	2,247	0.000003%
333	61581	Capitol Life Ins Co	1,434	0	0	0	0	1,434	0.000002%
334	74004	Family Serv Life Ins Co	1,406	0	0	0	0	1,406	0.000002%
335	70955	USA Life One Ins Co Of IN	1,193	0	0	0	0	1,193	0.000002%
336	76694	London Life Reins Co	0	0	652	0	0	652	0.000001%
337	76007	Old United Life Ins Co	468	0	0	0	0	468	0.000001%
338	78301	Corvesta Life Ins Co	389	0	0	0	0	389	0.000001%
Totals:			16,196,460,755	23,608,176,008	16,004,009,075	2,799,525,355	8,744,066,477	67,352,237,670	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	1,005,899,822	6.210615%
2	65978	Metropolitan Life Ins Co	785,033,522	4.846945%
3	67091	Northwestern Mut Life Ins Co	744,588,335	4.597229%
4	65676	Lincoln Natl Life Ins Co	686,882,124	4.240940%
5	65935	Massachusetts Mut Life Ins Co	579,323,816	3.576854%
6	65838	John Hancock Life Ins Co USA	494,787,266	3.054910%
7	66281	Transamerica Premier Life Ins Co	490,645,969	3.029341%
8	67466	Pacific Life Ins Co	469,711,973	2.900090%
9	69108	State Farm Life Ins Co	459,234,544	2.835401%
10	60488	American Gen Life Ins Co	456,900,742	2.820991%
11	86231	Transamerica Life Ins Co	452,022,635	2.790873%
12	79227	Pruco Life Ins Co	390,786,837	2.412792%
13	65919	Primerica Life Ins Co	365,014,266	2.253667%
14	68241	Prudential Ins Co Of Amer	362,518,082	2.238255%
15	63177	Farmers New World Life Ins Co	298,959,287	1.845831%
16	87726	Brighthouse Life Ins Co	296,411,391	1.830100%
17	66168	Minnesota Life Ins Co	287,547,117	1.775370%
18	65498	Life Ins Co Of N Amer	269,526,494	1.664107%
19	68136	Protective Life Ins Co	255,790,533	1.579299%
20	65528	Life Ins Co Of The Southwest	233,836,882	1.443753%
21	62944	AXA Equitable Life Ins Co	226,197,896	1.396588%
22	64246	Guardian Life Ins Co Of Amer	222,971,110	1.376666%
23	91596	New York Life Ins & Ann Corp	215,562,312	1.330922%
24	71854	AAA Life Ins Co	211,285,490	1.304516%
25	92657	Nationwide Life & Ann Ins Co	200,652,864	1.238869%
26	65595	Lincoln Benefit Life Co	195,540,876	1.207306%
27	67105	Reliastar Life Ins Co	182,482,903	1.126684%
28	69868	United Of Omaha Life Ins Co	164,062,365	1.012952%
29	65536	Genworth Life & Ann Ins Co	157,417,629	0.971926%
30	62200	Accordia Life & Ann Co	152,898,988	0.944027%
31	90611	Allianz Life Ins Co Of N Amer	152,725,907	0.942959%
32	66044	Midland Natl Life Ins Co	144,176,953	0.890176%
33	68713	Security Life Of Denver Ins Co	135,784,774	0.838361%
34	61271	Principal Life Ins Co	132,911,519	0.820621%
35	67989	American Memorial Life Ins Co	130,796,062	0.807560%
36	65005	RiverSource Life Ins Co	118,979,229	0.734600%
37	62235	Unum Life Ins Co Of Amer	118,727,521	0.733046%
38	94250	Banner Life Ins Co	112,782,081	0.696338%
39	66974	North Amer Co Life & Hlth Ins	109,674,254	0.677150%
40	67644	Penn Mut Life Ins Co	107,701,824	0.664971%
41	63274	Fidelity & Guar Life Ins Co	107,461,026	0.663485%
42	65056	Jackson Natl Life Ins Co	103,990,932	0.642060%
43	69663	USAA Life Ins Co	103,315,033	0.637886%



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
44	70815	Hartford Life & Accident Ins Co	101,649,752	0.627605%
45	71153	Hartford Life & Ann Ins Co	100,270,182	0.619087%
46	69019	Standard Ins Co	97,060,691	0.599271%
47	60577	American Income Life Ins Co	96,816,073	0.597761%
48	65315	Liberty Life Assur Co Of Boston	94,633,742	0.584287%
49	70335	West Coast Life Ins Co	90,237,803	0.557145%
50	78077	Mony Life Ins Co Of Amer	89,546,649	0.552878%
51	80802	US Br Sun Life Assur Co of Canada	88,801,238	0.548276%
52	66869	Nationwide Life Ins Co	84,384,008	0.521003%
53	65927	Lincoln Heritage Life Ins Co	82,010,130	0.506346%
54	69116	State Life Ins Co	79,813,165	0.492782%
55	61301	Ameritas Life Ins Corp	74,614,314	0.460683%
56	93548	PHL Variable Ins Co	69,090,027	0.426575%
57	60739	American Natl Ins Co	66,495,968	0.410559%
58	60054	Aetna Life Ins Co	66,386,859	0.409885%
59	71161	Principal Natl Life Ins Co	63,005,152	0.389006%
60	66583	National Guardian Life Ins Co	60,887,657	0.375932%
61	93742	Securian Life Ins Co	59,713,198	0.368681%
62	68381	Reliance Standard Life Ins Co	55,599,428	0.343281%
63	62825	Anthem Blue Cross Life & Health Ins Co	51,857,215	0.320176%
64	60186	Allstate Life Ins Co	50,719,734	0.313153%
65	68608	Symetra Life Ins Co	50,080,773	0.309208%
66	89206	Ohio Natl Life Assur Corp	48,297,546	0.298198%
67	91472	Globe Life & Accident Ins Co	47,471,265	0.293097%
68	60142	TIAA Cref Life Ins Co	44,999,247	0.277834%
69	70025	Genworth Life Ins Co	44,713,194	0.276068%
70	61425	Trustmark Ins Co	37,329,185	0.230477%
71	65900	Wilco Life Ins Co	35,846,250	0.221322%
72	61263	Bankers Life & Cas Co	33,811,669	0.208760%
73	64505	Homesteaders Life Co	33,469,044	0.206644%
74	60410	American Fidelity Assur Co	33,238,712	0.205222%
75	70939	Gerber Life Ins Co	31,855,587	0.196682%
76	63665	General Amer Life Ins Co	31,333,196	0.193457%
77	62049	Colonial Life & Accident Ins Co	31,254,138	0.192969%
78	68322	Great W Life & Ann Ins Co	31,186,113	0.192549%
79	67172	Ohio Natl Life Ins Co	30,671,804	0.189373%
80	91642	Forethought Life Ins Co	30,480,902	0.188195%
81	62308	Connecticut Gen Life Ins Co	30,170,886	0.186281%
82	65242	Lafayette Life Ins Co	29,370,277	0.181338%
83	66427	Mutual Trust Life Ins Co a Pan Amer	28,660,294	0.176954%
84	60895	American United Life Ins Co	28,241,806	0.174370%
85	93432	CM Life Ins Co	27,283,570	0.168454%
86	62626	CMFG Life Ins Co	27,279,170	0.168427%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
87	66680	National Life Ins Co	26,986,526	0.166620%
88	99937	Columbus Life Ins Co	25,311,740	0.156279%
89	60380	American Family Life Assur Co of Col	24,849,824	0.153427%
90	70408	Union Security Ins Co	24,839,398	0.153363%
91	71480	Great Western Ins Co	24,700,079	0.152503%
92	93262	Penn Ins & Ann Co	21,533,791	0.132954%
93	62065	Colonial Penn Life Ins Co	20,706,773	0.127848%
94	69345	Teachers Ins & Ann Assoc Of Amer	20,243,843	0.124989%
95	67652	First Penn Pacific Life Ins Co	19,767,229	0.122047%
96	90557	Zurich Amer Life Ins Co	19,433,623	0.119987%
97	67814	Phoenix Life Ins Co	18,851,525	0.116393%
98	69396	Texas Life Ins Co	18,775,268	0.115922%
99	68195	Provident Life & Accident Ins Co	18,693,858	0.115419%
100	69930	United Ins Co Of Amer	17,130,969	0.105770%
101	71439	Assurity Life Ins Co	16,193,683	0.099983%
102	66850	National Western Life Ins Co	15,776,850	0.097409%
103	70435	The Savings Bank Life Ins Co Of MA	15,483,795	0.095600%
104	62510	Equitrust Life Ins Co	15,237,653	0.094080%
105	61999	Americo Fin Life & Ann Ins Co	14,141,836	0.087314%
106	91626	New England Life Ins Co	14,049,966	0.086747%
107	72125	Physicians Life Ins Co	12,964,899	0.080048%
108	69310	Surety Life Ins Co	12,800,049	0.079030%
109	65129	Kansas City Life Ins Co	12,584,514	0.077699%
110	70106	United States Life Ins Co in the Cit	12,560,769	0.077553%
111	63290	Fidelity Life Assn A Legal Reserve L	12,296,989	0.075924%
112	70866	Allstate Assur Co	11,642,825	0.071885%
113	64343	Pacific Guardian Life Ins Co Ltd	11,622,536	0.071760%
114	91529	Unimerica Ins Co	11,583,096	0.071516%
115	84786	Colorado Bankers Life Ins Co	11,559,915	0.071373%
116	66370	Mony Life Ins Co	11,243,581	0.069420%
117	70483	Western & Southern Life Ins Co	10,429,969	0.064397%
118	84530	US Financial Life Ins Co	10,362,385	0.063979%
119	77879	5 Star Life Ins Co	9,913,352	0.061207%
120	61689	Athene Ann & Life Co	9,905,410	0.061158%
121	63258	Federated Life Ins Co	9,687,833	0.059815%
122	61557	Blue Shield of CA Life & Hlth Ins Co	9,074,004	0.056025%
123	86509	Voya Retirement Ins & Ann Co	9,054,468	0.055904%
124	88072	Hartford Life Ins Co	8,763,339	0.054107%
125	61069	Anthem Life Ins Co	8,256,364	0.050976%
126	63312	Great Amer Life Ins Co	8,072,639	0.049842%
127	68594	American Amicable Life Ins Co Of TX	7,953,569	0.049107%
128	80926	Sun Life & Hlth Ins Co	7,609,994	0.046986%
129	81353	NYLife Ins Co Of AZ	7,344,557	0.045347%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
130	67911	Pioneer Mut Life Ins Co	7,335,853	0.045293%
131	76236	Cincinnati Life Ins Co	7,286,869	0.044991%
132	65331	Liberty Natl Life Ins Co	6,997,671	0.043205%
133	61395	Beneficial Life Ins Co	6,812,364	0.042061%
134	92622	Western Southern Life Assur Co	6,670,658	0.041186%
135	80659	US Business of Canada Life Assur Co	6,503,344	0.040153%
136	63495	Foresters Life Ins Ann Co	6,481,867	0.040020%
137	91693	IA Amer Life Ins Co	6,472,003	0.039959%
138	60534	American Heritage Life Ins Co	6,066,957	0.037459%
139	97136	Metropolitan Tower Life Ins Co	5,730,606	0.035382%
140	69744	Union Labor Life Ins Co	5,706,039	0.035230%
141	79413	UnitedHealthcare Ins Co	5,352,152	0.033045%
142	72222	Amica Life Ins Co	5,215,644	0.032202%
143	70319	Washington Natl Ins Co	5,122,241	0.031626%
144	61832	Chesapeake Life Ins Co	4,982,899	0.030765%
145	64513	Horace Mann Life Ins Co	4,861,312	0.030015%
146	61492	Athene Annuity & Life Assur Co	4,781,830	0.029524%
147	76023	Columbian Life Ins Co	4,608,219	0.028452%
148	14406	Industrial Alliance Ins & Fin Serv I	4,603,245	0.028421%
149	67199	Old Amer Ins Co	4,439,352	0.027409%
150	69485	Security Natl Life Ins Co	4,406,674	0.027208%
151	70416	MML Bay State Life Ins Co	4,381,306	0.027051%
152	69272	Sunset Life Ins Co Of Amer	4,077,704	0.025177%
153	90212	Great Southern Life Ins Co	3,823,183	0.023605%
154	63967	Government Personnel Mut Life Ins Co	3,773,453	0.023298%
155	60445	Sagicor Life Ins Co	3,699,614	0.022842%
156	84824	Commonwealth Ann & Life Ins Co	3,414,540	0.021082%
157	63983	United Heritage Life Ins Co	3,273,603	0.020212%
158	69892	United Farm Family Life Ins Co	3,164,299	0.019537%
159	61360	Reliastar Life Ins Co Of NY	3,120,550	0.019267%
160	76112	Oxford Life Ins Co	3,008,598	0.018576%
161	61182	Aurora Natl Life Assur Co	2,993,800	0.018484%
162	93777	Pavonia Life Ins Co of MI	2,946,796	0.018194%
163	62146	Combined Ins Co Of Amer	2,936,056	0.018128%
164	80314	Unicare Life & Hlth Ins Co	2,768,360	0.017092%
165	79065	Delaware Life Ins Co	2,761,106	0.017048%
166	67148	Occidental Life Ins Co Of NC	2,713,433	0.016753%
167	68772	Security Mut Life Ins Co Of NY	2,665,252	0.016456%
168	68810	Sentry Life Ins Co	2,654,804	0.016391%
169	93459	Pan Amer Assur Co	2,641,728	0.016311%
170	67180	Ohio State Life Ins Co	2,625,377	0.016210%
171	64211	Guarantee Trust Life Ins Co	2,587,855	0.015978%
172	67083	Manhattan Natl Life Ins Co	2,549,921	0.015744%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	2,539,445	0.015679%
174	63053	Family Life Ins Co	2,488,271	0.015363%
175	61212	Baltimore Life Ins Co	2,449,642	0.015125%
176	60518	American Hlth & Life Ins Co	2,382,147	0.014708%
177	61476	Boston Mut Life Ins Co	2,375,042	0.014664%
178	67261	Old Republic Life Ins Co	2,348,084	0.014498%
179	78778	Guardian Ins & Ann Co Inc	2,338,341	0.014437%
180	80942	Voya Ins & Ann Co	2,300,272	0.014202%
181	78662	Senior Life Ins Co	2,133,616	0.013173%
182	93696	Fidelity Investments Life Ins Co	2,067,932	0.012768%
183	84522	Auto Club Life Ins Co	1,999,653	0.012346%
184	99775	Funeral Directors Life Ins Co	1,989,844	0.012286%
185	63223	Federal Life Ins Co	1,977,431	0.012209%
186	69566	Trans World Assur Co	1,937,867	0.011965%
187	60275	American Bankers Life Assur Co Of FL	1,853,487	0.011444%
188	61409	National Benefit Life Ins Co	1,813,736	0.011198%
189	71129	Dearborn Natl Life Ins Co	1,771,515	0.010938%
190	60399	American Family Life Ins Co	1,746,773	0.010785%
191	97721	Thrivent Life Ins Co	1,674,331	0.010338%
192	65951	Merit Life Ins Co	1,668,901	0.010304%
193	67059	GPM Hlth & Life Ins Co	1,631,524	0.010073%
194	63657	Garden State Life Ins Co	1,574,244	0.009720%
195	62880	AXA Equitable Life & Ann Co	1,570,751	0.009698%
196	61875	Church Life Ins Corp	1,533,655	0.009469%
197	66141	Health Net Life Ins Co	1,489,642	0.009197%
198	69922	United Home Life Ins Co	1,484,994	0.009169%
199	62057	Lincoln Life & Ann Co of NY	1,429,448	0.008826%
200	62286	Golden Rule Ins Co	1,414,173	0.008731%
201	71870	Fidelity Security Life Ins Co	1,408,684	0.008697%
202	68675	Security Benefit Life Ins Co	1,394,632	0.008611%
203	63487	Investors Life Ins Co N Amer	1,380,839	0.008526%
204	65870	Manhattan Life Ins Co	1,361,691	0.008407%
205	64017	Jefferson Natl Life Ins Co	1,261,361	0.007788%
206	80705	US Br Great West Life Assur Co	1,224,858	0.007563%
207	62596	Union Fidelity Life Ins Co	1,216,270	0.007509%
208	69477	Time Ins Co	1,107,627	0.006839%
209	64580	Illinois Mut Life Ins Co	1,093,747	0.006753%
210	62413	Wilcac Life Ins Co	1,090,920	0.006736%
211	66087	Mid West Natl Life Ins Co Of TN	1,057,061	0.006526%
212	86355	Standard Life & Accident Ins Co	977,081	0.006033%
213	62928	EMC Natl Life Co	958,104	0.005916%
214	60232	Lombard Intl Life Assur Co	907,704	0.005604%
215	70688	Transamerica Financial Life Ins Co	884,950	0.005464%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
216	79022	Transamerica Advisors Life Ins Co	847,952	0.005235%
217	92711	HCC Life Ins Co	835,789	0.005160%
218	65110	Kanawha Ins Co	808,458	0.004992%
219	92916	United Amer Ins Co	761,489	0.004702%
220	69140	First Allmerica Fin Life Ins Co	754,303	0.004657%
221	65080	John Alden Life Ins Co	741,010	0.004575%
222	68039	Athene Ann & Life Assur Co of NY	728,199	0.004496%
223	67598	Paul Revere Life Ins Co	684,508	0.004226%
224	63819	Unity Financial Life Ins Co	651,526	0.004023%
225	65781	Madison Natl Life Ins Co Inc	648,565	0.004004%
226	68543	Liberty Bankers Life Ins Co	634,020	0.003915%
227	67873	Pioneer Amer Ins Co	616,526	0.003807%
228	70874	Allstate Life Ins Co Of NY	608,555	0.003757%
229	60429	American Fidelity Life Ins Co	596,822	0.003685%
230	67539	Pan Amer Life Ins Co	582,983	0.003599%
231	71714	Berkshire Life Ins Co of Amer	578,110	0.003569%
232	66540	National Farmers Union Life Ins Co	533,793	0.003296%
233	61751	Central States H & L Co Of Omaha	511,168	0.003156%
234	60704	Wilton Reassur Life Co of NY	489,707	0.003024%
235	77720	LifeSecure Ins Co	488,164	0.003014%
236	80985	4 Ever Life Ins Co	459,388	0.002836%
237	87645	United Fidelity Life Ins Co	441,163	0.002724%
238	88668	Mutual Of Amer Life Ins Co	402,756	0.002487%
239	81264	Nippon Life Ins Co Of Amer	372,576	0.002300%
240	67946	Pioneer Security Life Ins Co	346,582	0.002140%
241	68632	Vantis Life Ins Co	317,345	0.001959%
242	62359	Constitution Life Ins Co	307,233	0.001897%
243	11121	Unified Life Ins Co	298,232	0.001841%
244	89184	Sterling Investors Life Ins Co	295,399	0.001824%
245	60836	American Republic Ins Co	290,495	0.001794%
246	60003	Park Avenue Life Ins Co	288,636	0.001782%
247	62863	Trustmark Life Ins Co	282,315	0.001743%
248	71404	Continental Gen Ins Co	249,488	0.001540%
249	71730	Continental Amer Ins Co	230,271	0.001422%
250	90638	Best Life & Hlth Ins Co	225,293	0.001391%
251	66109	Midwestern United Life Ins Co	224,875	0.001388%
252	62103	Columbian Mut Life Ins Co	220,237	0.001360%
253	86630	Prudential Ann Life Assur Corp	212,306	0.001311%
254	60216	Amalgamated Life Ins Co	209,883	0.001296%
255	97268	Pacific Life & Ann Co	208,606	0.001288%
256	67393	Ozark Natl Life Ins Co	189,913	0.001173%
257	87963	National Teachers Assoc Life Ins Co	187,589	0.001158%
258	67601	Unum Ins Co	180,762	0.001116%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
259	62634	Delaware Amer Life Ins Co	158,609	0.000979%
260	97764	Idealife Ins Co	153,548	0.000948%
261	71773	American Natl Life Ins Co Of TX	131,101	0.000809%
262	86126	Members Life Ins Co	130,756	0.000807%
263	66265	Monarch Life Ins Co	128,000	0.000790%
264	68985	Starmount Life Ins Co	127,730	0.000789%
265	69647	Optum Ins of OH Inc	121,672	0.000751%
266	93610	John Hancock Life & Hlth Ins Co	118,675	0.000733%
267	72850	United World Life Ins Co	109,491	0.000676%
268	88536	Protective Life & Annuity Ins Co	108,998	0.000673%
269	71390	Puritan Life Ins Co of Amer	104,618	0.000646%
270	65811	American Modern Life Ins Co	102,786	0.000635%
271	65722	Loyal Amer Life Ins Co	96,060	0.000593%
272	60183	S USA Life Ins Co Inc	91,865	0.000567%
273	71323	Zale Life Ins Co	79,317	0.000490%
274	77968	Family Heritage Life Ins Co Of Amer	48,522	0.000300%
275	61883	ManhattanLife Assur Co of Amer	47,105	0.000291%
276	97241	Settlers Life Ins Co	45,788	0.000283%
277	67032	North Carolina Mut Life Ins Co	43,070	0.000266%
278	67369	Cigna Hlth & Life Ins Co	41,901	0.000259%
279	64904	Investors Heritage Life Ins Co	36,450	0.000225%
280	90247	Pharmacists Life Ins Co	36,333	0.000224%
281	71471	Ability Ins Co	30,915	0.000191%
282	83607	Guggenheim Life & Ann Co	30,335	0.000187%
283	68047	Professional Ins Co	29,409	0.000182%
284	62383	Centurion Life Ins Co	20,788	0.000128%
285	68357	Reliable Life Ins Co	20,130	0.000124%
286	68284	Pyramid Life Ins Co	19,450	0.000120%
287	68446	Longevity Ins Co	18,617	0.000115%
288	92444	Companion Life Ins Co of CA	17,834	0.000110%
289	90581	Symetra Natl Life Ins Co	17,555	0.000108%
290	74780	Integrity Life Ins Co	17,354	0.000107%
291	31119	Medico Ins Co	16,598	0.000102%
292	93440	HM Life Ins Co	15,036	0.000093%
293	69698	New Era Life Ins Co Of Midwest	13,905	0.000086%
294	69078	Standard Security Life Ins Co Of NY	13,811	0.000085%
295	84174	ELCO Mut Life & Ann	13,317	0.000082%
296	82880	CSI Life Ins Co	12,468	0.000077%
297	92738	American Equity Invest Life Ins Co	11,873	0.000073%
298	68462	Reserve Natl Ins Co	11,783	0.000073%
299	85561	MAPFRE Life Ins Co	9,903	0.000061%
300	64238	Guaranty Income Life Ins Co	6,258	0.000039%
301	68500	Continental Life Ins Co Brentwood	4,279	0.000026%

California Life & Annuity Market Share Report  
 Premiums Written During Calendar Year 2016  
 Line of Business: **LIFE INSURANCE**  
 Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
302	90328	First Hlth Life & Hlth Ins Co	3,453	0.000021%
303	64890	Berkley Life & Hlth Ins Co	2,417	0.000015%
304	60801	American Public Life Ins Co	2,341	0.000014%
305	77399	Sterling Life Ins Co	2,326	0.000014%
306	99724	LifeShield Natl Ins Co	1,758	0.000011%
307	78743	New Era Life Ins Co	1,606	0.000010%
308	61581	Capitol Life Ins Co	1,434	0.000009%
309	74004	Family Serv Life Ins Co	1,406	0.000009%
310	70955	USA Life One Ins Co Of IN	1,193	0.000007%
311	98205	Natl Foundation Life Ins Co	901	0.000006%
312	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%
313	76007	Old United Life Ins Co	468	0.000003%
314	78301	Corvesta Life Ins Co	389	0.000002%
315	82538	National Hlth Ins Co	75	0.000000%
	Totals:		16,196,460,755	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
1	65056	Jackson Natl Life Ins Co	1,846,628,213	7.821975%
2	90611	Allianz Life Ins Co Of N Amer	1,499,773,538	6.352763%
3	60488	American Gen Life Ins Co	1,419,795,272	6.013990%
4	91596	New York Life Ins & Ann Corp	1,295,321,898	5.486743%
5	65676	Lincoln Natl Life Ins Co	1,216,234,859	5.151745%
6	86509	Voya Retirement Ins & Ann Co	1,073,249,472	4.546086%
7	62944	AXA Equitable Life Ins Co	1,054,736,145	4.467667%
8	69345	Teachers Ins & Ann Assoc Of Amer	869,512,431	3.683093%
9	67466	Pacific Life Ins Co	760,581,117	3.221681%
10	68322	Great W Life & Ann Ins Co	723,497,337	3.064601%
11	79227	Pruco Life Ins Co	613,748,298	2.599724%
12	66044	Midland Natl Life Ins Co	599,761,546	2.540479%
13	68608	Symetra Life Ins Co	593,321,555	2.513200%
14	92738	American Equity Invest Life Ins Co	551,434,416	2.335774%
15	61689	Athene Ann & Life Co	545,034,977	2.308667%
16	91642	Forethought Life Ins Co	494,543,423	2.094794%
17	65005	RiverSource Life Ins Co	442,184,622	1.873012%
18	68241	Prudential Ins Co Of Amer	433,102,516	1.834542%
19	87726	Brighthouse Life Ins Co	421,617,119	1.785892%
20	66974	North Amer Co Life & Hlth Ins	417,773,628	1.769612%
21	80942	Voya Ins & Ann Co	412,890,763	1.748929%
22	60895	American United Life Ins Co	411,994,311	1.745132%
23	61271	Principal Life Ins Co	391,034,882	1.656351%
24	86231	Transamerica Life Ins Co	365,536,054	1.548343%
25	65935	Massachusetts Mut Life Ins Co	363,586,675	1.540086%
26	63274	Fidelity & Guar Life Ins Co	348,151,654	1.474706%
27	63312	Great Amer Life Ins Co	326,373,066	1.382456%
28	70238	Variable Ann Life Ins Co	306,383,332	1.297783%
29	65528	Life Ins Co Of The Southwest	270,029,014	1.143793%
30	68675	Security Benefit Life Ins Co	236,189,878	1.000457%
31	65978	Metropolitan Life Ins Co	197,158,553	0.835127%
32	93696	Fidelity Investments Life Ins Co	172,375,134	0.730149%
33	62510	Equitrust Life Ins Co	161,253,900	0.683042%
34	64017	Jefferson Natl Life Ins Co	137,152,666	0.580953%
35	66850	National Western Life Ins Co	133,042,325	0.563543%
36	60739	American Natl Ins Co	127,655,279	0.540724%
37	78778	Guardian Ins & Ann Co Inc	116,800,347	0.494745%
38	66168	Minnesota Life Ins Co	116,013,667	0.491412%
39	68136	Protective Life Ins Co	107,876,802	0.456946%
40	67091	Northwestern Mut Life Ins Co	107,126,777	0.453769%
41	61301	Ameritas Life Ins Corp	101,669,292	0.430652%
42	71854	AAA Life Ins Co	97,640,801	0.413588%
43	69663	USAA Life Ins Co	96,986,501	0.410817%



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
44	67172	Ohio Natl Life Ins Co	92,729,940	0.392787%
45	68381	Reliance Standard Life Ins Co	83,657,705	0.354359%
46	66281	Transamerica Premier Life Ins Co	81,930,583	0.347043%
47	79065	Delaware Life Ins Co	71,209,509	0.301630%
48	74780	Integrity Life Ins Co	70,957,143	0.300561%
49	68810	Sentry Life Ins Co	69,155,980	0.292932%
50	60410	American Fidelity Assur Co	68,337,491	0.289465%
51	66915	New York Life Ins Co	63,062,271	0.267120%
52	61999	Americo Fin Life & Ann Ins Co	62,190,195	0.263426%
53	13183	Eagle Life Ins Co	59,351,667	0.251403%
54	69868	United Of Omaha Life Ins Co	59,138,411	0.250499%
55	67105	Reliastar Life Ins Co	45,505,909	0.192755%
56	60232	Lombard Intl Life Assur Co	45,399,260	0.192303%
57	61263	Bankers Life & Cas Co	45,020,386	0.190698%
58	86126	Members Life Ins Co	43,331,451	0.183544%
59	69019	Standard Ins Co	41,725,469	0.176741%
60	66869	Nationwide Life Ins Co	39,942,978	0.169191%
61	69116	State Life Ins Co	39,647,416	0.167939%
62	69108	State Farm Life Ins Co	36,456,812	0.154424%
63	83607	Guggenheim Life & Ann Co	36,122,293	0.153007%
64	93548	PHL Variable Ins Co	34,047,794	0.144220%
65	93661	Annuity Investors Life Ins Co	33,529,137	0.142023%
66	64513	Horace Mann Life Ins Co	29,100,965	0.123266%
67	60142	TIAA Cref Life Ins Co	26,065,680	0.110409%
68	71153	Hartford Life & Ann Ins Co	24,264,807	0.102781%
69	97721	Thrivent Life Ins Co	22,155,227	0.093845%
70	88072	Hartford Life Ins Co	21,989,225	0.093142%
71	65242	Lafayette Life Ins Co	17,276,592	0.073180%
72	68543	Liberty Bankers Life Ins Co	16,726,376	0.070850%
73	63495	Foresters Life Ins Ann Co	14,731,727	0.062401%
74	63177	Farmers New World Life Ins Co	14,268,775	0.060440%
75	76112	Oxford Life Ins Co	12,908,120	0.054676%
76	93432	CM Life Ins Co	12,886,804	0.054586%
77	68802	Sentinel Security Life Ins Co	12,412,541	0.052577%
78	65536	Genworth Life & Ann Ins Co	11,292,913	0.047835%
79	65838	John Hancock Life Ins Co USA	10,728,701	0.045445%
80	60445	Sagicor Life Ins Co	10,116,532	0.042852%
81	65870	Manhattan Life Ins Co	9,520,725	0.040328%
82	65595	Lincoln Benefit Life Co	8,539,080	0.036170%
83	86630	Prudential Ann Life Assur Corp	8,321,272	0.035247%
84	84786	Colorado Bankers Life Ins Co	7,770,676	0.032915%
85	67644	Penn Mut Life Ins Co	7,274,699	0.030814%
86	92622	Western Southern Life Assur Co	6,862,213	0.029067%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
87	94250	Banner Life Ins Co	6,556,548	0.027772%
88	84824	Commonwealth Ann & Life Ins Co	6,472,610	0.027417%
89	99937	Columbus Life Ins Co	6,092,383	0.025806%
90	90557	Zurich Amer Life Ins Co	5,882,977	0.024919%
91	60186	Allstate Life Ins Co	5,738,276	0.024306%
92	65315	Liberty Life Assur Co Of Boston	5,701,819	0.024152%
93	62626	CMFG Life Ins Co	5,338,549	0.022613%
94	62345	Berkshire Hathaway Life Ins Co NE	4,988,791	0.021132%
95	78077	Mony Life Ins Co Of Amer	4,706,779	0.019937%
96	14406	Industrial Alliance Ins & Fin Serv I	4,624,318	0.019588%
97	65129	Kansas City Life Ins Co	4,322,601	0.018310%
98	64238	Guaranty Income Life Ins Co	4,289,934	0.018171%
99	70025	Genworth Life Ins Co	3,984,985	0.016880%
100	66583	National Guardian Life Ins Co	3,899,458	0.016517%
101	84174	ELCO Mut Life & Ann	2,444,161	0.010353%
102	63665	General Amer Life Ins Co	1,898,228	0.008041%
103	60054	Aetna Life Ins Co	1,458,328	0.006177%
104	62057	Lincoln Life & Ann Co of NY	1,195,293	0.005063%
105	91626	New England Life Ins Co	1,072,241	0.004542%
106	92657	Nationwide Life & Ann Ins Co	1,071,966	0.004541%
107	72125	Physicians Life Ins Co	1,047,186	0.004436%
108	99775	Funeral Directors Life Ins Co	1,008,540	0.004272%
109	64246	Guardian Life Ins Co Of Amer	989,464	0.004191%
110	61492	Athene Annuity & Life Assur Co	939,696	0.003980%
111	71480	Great Western Ins Co	932,402	0.003949%
112	71404	Continental Gen Ins Co	925,866	0.003922%
113	65781	Madison Natl Life Ins Co Inc	922,266	0.003907%
114	70408	Union Security Ins Co	841,242	0.003563%
115	61875	Church Life Ins Corp	832,994	0.003528%
116	64505	Homesteaders Life Co	774,677	0.003281%
117	69566	Trans World Assur Co	759,281	0.003216%
118	67148	Occidental Life Ins Co Of NC	725,145	0.003072%
119	70106	United States Life Ins Co in the Cit	707,802	0.002998%
120	67989	American Memorial Life Ins Co	693,637	0.002938%
121	70688	Transamerica Financial Life Ins Co	673,161	0.002851%
122	70319	Washington Natl Ins Co	665,860	0.002820%
123	90212	Great Southern Life Ins Co	588,563	0.002493%
124	61212	Baltimore Life Ins Co	587,257	0.002488%
125	68039	Athene Ann & Life Assur Co of NY	571,972	0.002423%
126	80659	US Business of Canada Life Assur Co	433,404	0.001836%
127	68594	American Amicable Life Ins Co Of TX	422,741	0.001791%
128	84522	Auto Club Life Ins Co	415,135	0.001758%
129	69272	Sunset Life Ins Co Of Amer	341,247	0.001445%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
130	71390	Puritan Life Ins Co of Amer	303,369	0.001285%
131	92916	United Amer Ins Co	301,965	0.001279%
132	61395	Beneficial Life Ins Co	292,556	0.001239%
133	63983	United Heritage Life Ins Co	275,780	0.001168%
134	66680	National Life Ins Co	261,511	0.001108%
135	62308	Connecticut Gen Life Ins Co	251,178	0.001064%
136	69485	Security Natl Life Ins Co	236,727	0.001003%
137	97268	Pacific Life & Ann Co	221,303	0.000937%
138	62928	EMC Natl Life Co	205,317	0.000870%
139	67059	GPM Hlth & Life Ins Co	197,169	0.000835%
140	76236	Cincinnati Life Ins Co	195,353	0.000827%
141	67814	Phoenix Life Ins Co	193,986	0.000822%
142	88668	Mutual Of Amer Life Ins Co	190,121	0.000805%
143	66427	Mutual Trust Life Ins Co a Pan Amer	185,186	0.000784%
144	71870	Fidelity Security Life Ins Co	182,463	0.000773%
145	62286	Golden Rule Ins Co	175,515	0.000743%
146	91693	IA Amer Life Ins Co	158,197	0.000670%
147	60399	American Family Life Ins Co	147,452	0.000625%
148	72222	Amica Life Ins Co	129,850	0.000550%
149	61832	Chesapeake Life Ins Co	124,759	0.000528%
150	63258	Federated Life Ins Co	120,535	0.000511%
151	68772	Security Mut Life Ins Co Of NY	102,300	0.000433%
152	69310	Surety Life Ins Co	85,656	0.000363%
153	65919	Primerica Life Ins Co	80,168	0.000340%
154	62413	Wilcac Life Ins Co	76,000	0.000322%
155	66087	Mid West Natl Life Ins Co Of TN	45,391	0.000192%
156	60429	American Fidelity Life Ins Co	40,743	0.000173%
157	77720	LifeSecure Ins Co	38,689	0.000164%
158	61425	Trustmark Ins Co	33,285	0.000141%
159	67911	Pioneer Mut Life Ins Co	32,011	0.000136%
160	70874	Allstate Life Ins Co Of NY	31,878	0.000135%
161	71439	Assurity Life Ins Co	30,829	0.000131%
162	63223	Federal Life Ins Co	25,128	0.000106%
163	65900	Wilco Life Ins Co	24,900	0.000105%
164	92444	Companion Life Ins Co of CA	19,500	0.000083%
165	70335	West Coast Life Ins Co	15,035	0.000064%
166	67539	Pan Amer Life Ins Co	13,480	0.000057%
167	86355	Standard Life & Accident Ins Co	13,177	0.000056%
168	69477	Time Ins Co	12,521	0.000053%
169	87645	United Fidelity Life Ins Co	11,960	0.000051%
170	63967	Government Personnel Mut Life Ins Co	11,668	0.000049%
171	97136	Metropolitan Tower Life Ins Co	11,520	0.000049%
172	65110	Kanawha Ins Co	10,472	0.000044%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
173	64211	Guarantee Trust Life Ins Co	9,208	0.000039%
174	60534	American Heritage Life Ins Co	8,050	0.000034%
175	62103	Columbian Mut Life Ins Co	7,784	0.000033%
176	62235	Unum Life Ins Co Of Amer	7,424	0.000031%
177	62049	Colonial Life & Accident Ins Co	7,200	0.000030%
178	65927	Lincoln Heritage Life Ins Co	6,464	0.000027%
179	66370	Mony Life Ins Co	6,281	0.000027%
180	60704	Wilton Reassur Life Co of NY	5,950	0.000025%
181	68713	Security Life Of Denver Ins Co	5,719	0.000024%
182	69140	First Allmerica Fin Life Ins Co	5,705	0.000024%
183	92711	HCC Life Ins Co	5,400	0.000023%
184	70866	Allstate Assur Co	5,150	0.000022%
185	69892	United Farm Family Life Ins Co	2,775	0.000012%
186	76023	Columbian Life Ins Co	2,674	0.000011%
187	11121	Unified Life Ins Co	2,634	0.000011%
188	60275	American Bankers Life Assur Co Of FL	2,587	0.000011%
189	61360	Reliastar Life Ins Co Of NY	2,400	0.000010%
190	90247	Pharmacists Life Ins Co	2,400	0.000010%
191	69698	New Era Life Ins Co Of Midwest	2,315	0.000010%
192	97764	Idealife Ins Co	2,216	0.000009%
193	67083	Manhattan Natl Life Ins Co	2,202	0.000009%
194	63053	Family Life Ins Co	1,625	0.000007%
195	89184	Sterling Investors Life Ins Co	1,525	0.000006%
196	67032	North Carolina Mut Life Ins Co	1,200	0.000005%
197	97241	Settlers Life Ins Co	1,030	0.000004%
198	65331	Liberty Natl Life Ins Co	998	0.000004%
199	67873	Pioneer Amer Ins Co	998	0.000004%
200	65722	Loyal Amer Life Ins Co	889	0.000004%
201	67180	Ohio State Life Ins Co	847	0.000004%
202	64343	Pacific Guardian Life Ins Co Ltd	648	0.000003%
203	66109	Midwestern United Life Ins Co	613	0.000003%
204	69647	Optum Ins of OH Inc	593	0.000003%
205	64904	Investors Heritage Life Ins Co	560	0.000002%
206	67946	Pioneer Security Life Ins Co	540	0.000002%
207	62359	Constitution Life Ins Co	365	0.000002%
208	67393	Ozark Natl Life Ins Co	333	0.000001%
209	70815	Hartford Life & Accident Ins Co	309	0.000001%
210	68446	Longevity Ins Co	200	0.000001%
	Totals:		23,608,209,702	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	2,662,541,134	16.636713%
2	62825	Anthem Blue Cross Life & Health Ins Co	2,259,436,168	14.117939%
3	60054	Aetna Life Ins Co	1,902,690,756	11.888838%
4	67369	Cigna Hlth & Life Ins Co	1,213,666,997	7.583519%
5	66141	Health Net Life Ins Co	1,138,281,326	7.112476%
6	65978	Metropolitan Life Ins Co	754,365,961	4.713606%
7	64246	Guardian Life Ins Co Of Amer	410,763,546	2.566629%
8	60380	American Family Life Assur Co of Col	370,308,065	2.313846%
9	62235	Unum Life Ins Co Of Amer	318,465,529	1.989911%
10	61557	Blue Shield of CA Life & Hlth Ins Co	310,215,354	1.938360%
11	70025	Genworth Life Ins Co	292,340,745	1.826672%
12	65498	Life Ins Co Of N Amer	272,026,770	1.699741%
13	61271	Principal Life Ins Co	219,617,655	1.372266%
14	69019	Standard Ins Co	219,037,993	1.368645%
15	65315	Liberty Life Assur Co Of Boston	181,707,235	1.135386%
16	67105	Reliastar Life Ins Co	164,332,047	1.026818%
17	60410	American Fidelity Assur Co	134,103,275	0.837936%
18	80802	US Br Sun Life Assur Co of Canada	133,743,510	0.835688%
19	70815	Hartford Life & Accident Ins Co	127,785,518	0.798459%
20	62049	Colonial Life & Accident Ins Co	125,949,146	0.786985%
21	65838	John Hancock Life Ins Co USA	110,280,733	0.689082%
22	68241	Prudential Ins Co Of Amer	105,730,800	0.660652%
23	86231	Transamerica Life Ins Co	104,097,882	0.650449%
24	65676	Lincoln Natl Life Ins Co	100,984,352	0.630994%
25	67091	Northwestern Mut Life Ins Co	87,862,116	0.549001%
26	61301	Ameritas Life Ins Corp	87,587,975	0.547288%
27	70408	Union Security Ins Co	82,372,192	0.514697%
28	68195	Provident Life & Accident Ins Co	82,066,161	0.512785%
29	81264	Nippon Life Ins Co Of Amer	80,789,370	0.504807%
30	91529	Unimerica Ins Co	77,981,660	0.487263%
31	68381	Reliance Standard Life Ins Co	75,893,532	0.474216%
32	69477	Time Ins Co	74,403,593	0.464906%
33	66281	Transamerica Premier Life Ins Co	70,964,670	0.443418%
34	92711	HCC Life Ins Co	64,668,739	0.404078%
35	71412	Mutual Of Omaha Ins Co	59,974,664	0.374748%
36	66915	New York Life Ins Co	59,389,066	0.371089%
37	65935	Massachusetts Mut Life Ins Co	58,740,322	0.367035%
38	69868	United Of Omaha Life Ins Co	54,922,089	0.343177%
39	71870	Fidelity Security Life Ins Co	54,836,309	0.342641%
40	68608	Symetra Life Ins Co	54,239,491	0.338912%
41	67539	Pan Amer Life Ins Co	50,988,802	0.318600%
42	61263	Bankers Life & Cas Co	48,214,321	0.301264%
43	93440	HM Life Ins Co	46,935,710	0.293275%
44	71714	Berkshire Life Ins Co of Amer	41,142,310	0.257075%
45	60534	American Heritage Life Ins Co	40,984,613	0.256090%
46	70939	Gerber Life Ins Co	39,090,897	0.244257%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Market Share [Written Premium]**

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
47	90328	First Hlth Life & Hlth Ins Co	38,328,842	0.239495%
48	92916	United Amer Ins Co	37,677,743	0.235427%
49	69000	Northwestern Long Term Care Ins Co	35,632,040	0.222644%
50	87963	National Teachers Assoc Life Ins Co	33,879,754	0.211695%
51	69663	USAA Life Ins Co	33,573,582	0.209782%
52	62146	Combined Ins Co Of Amer	33,553,857	0.209659%
53	64890	Berkley Life & Hlth Ins Co	32,216,132	0.201300%
54	62626	CMFG Life Ins Co	31,997,167	0.199932%
55	65005	RiverSource Life Ins Co	31,646,780	0.197743%
56	71730	Continental Amer Ins Co	30,774,885	0.192295%
57	66869	Nationwide Life Ins Co	28,030,357	0.175146%
58	62065	Colonial Penn Life Ins Co	27,022,203	0.168846%
59	80985	4 Ever Life Ins Co	26,781,301	0.167341%
60	66168	Minnesota Life Ins Co	23,766,881	0.148506%
61	66583	National Guardian Life Ins Co	22,223,684	0.138863%
62	61069	Anthem Life Ins Co	22,193,671	0.138676%
63	67598	Paul Revere Life Ins Co	20,638,337	0.128957%
64	82538	National Hlth Ins Co	19,642,508	0.122735%
65	68500	Continental Life Ins Co Brentwood	19,363,564	0.120992%
66	69078	Standard Security Life Ins Co Of NY	19,133,894	0.119557%
67	72850	United World Life Ins Co	17,652,892	0.110303%
68	70106	United States Life Ins Co in the Cit	17,589,968	0.109910%
69	61832	Chesapeake Life Ins Co	16,959,949	0.105973%
70	80578	Physicians Mut Ins Co	16,730,959	0.104542%
71	65722	Loyal Amer Life Ins Co	16,464,232	0.102876%
72	70319	Washington Natl Ins Co	15,909,233	0.099408%
73	60488	American Gen Life Ins Co	14,548,717	0.090907%
74	87726	Brighthouse Life Ins Co	14,129,966	0.088290%
75	71854	AAA Life Ins Co	13,810,739	0.086295%
76	69744	Union Labor Life Ins Co	11,641,621	0.072742%
77	61425	Trustmark Ins Co	10,649,313	0.066542%
78	62308	Connecticut Gen Life Ins Co	10,057,887	0.062846%
79	90611	Allianz Life Ins Co Of N Amer	10,016,836	0.062590%
80	65595	Lincoln Benefit Life Co	9,688,711	0.060539%
81	76325	Senior Hlth Ins Co of PA	8,303,372	0.051883%
82	62863	Trustmark Life Ins Co	8,049,917	0.050299%
83	86355	Standard Life & Accident Ins Co	7,558,733	0.047230%
84	93572	RGA Reins Co	7,230,263	0.045178%
85	60577	American Income Life Ins Co	6,585,512	0.041149%
86	70785	Pacificare Life & Hlth Ins Co	6,582,413	0.041130%
87	69515	Medamerica Ins Co	6,427,941	0.040165%
88	81779	Individual Assur Co Life Hlth & Acc	5,982,553	0.037382%
89	65056	Jackson Natl Life Ins Co	5,531,226	0.034562%
90	63177	Farmers New World Life Ins Co	5,328,818	0.033297%
91	62944	AXA Equitable Life Ins Co	5,130,330	0.032057%
92	71439	Assurity Life Ins Co	5,091,686	0.031815%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	77968	Family Heritage Life Ins Co Of Amer	5,083,304	0.031763%
94	11121	Unified Life Ins Co	4,976,549	0.031096%
95	65110	Kanawha Ins Co	4,930,732	0.030809%
96	77720	LifeSecure Ins Co	4,719,261	0.029488%
97	90638	Best Life & Hlth Ins Co	4,560,719	0.028497%
98	60216	Amalgamated Life Ins Co	4,497,028	0.028099%
99	68322	Great W Life & Ann Ins Co	3,913,100	0.024451%
100	69116	State Life Ins Co	3,781,733	0.023630%
101	61360	Reliastar Life Ins Co Of NY	3,779,245	0.023614%
102	98205	Natl Foundation Life Ins Co	3,340,378	0.020872%
103	93742	Securian Life Ins Co	3,291,991	0.020570%
104	64211	Guarantee Trust Life Ins Co	3,028,807	0.018925%
105	88072	Hartford Life Ins Co	2,865,083	0.017902%
106	80896	Centre Life Ins Co	2,838,407	0.017736%
107	60186	Allstate Life Ins Co	2,803,085	0.017515%
108	71129	Dearborn Natl Life Ins Co	2,794,962	0.017464%
109	62359	Constitution Life Ins Co	2,719,209	0.016991%
110	80314	Unicare Life & Hlth Ins Co	2,710,170	0.016934%
111	71404	Continental Gen Ins Co	2,454,351	0.015336%
112	93610	John Hancock Life & Hlth Ins Co	2,399,204	0.014991%
113	62596	Union Fidelity Life Ins Co	2,375,477	0.014843%
114	66370	Mony Life Ins Co	2,369,561	0.014806%
115	60518	American Hlth & Life Ins Co	2,348,457	0.014674%
116	91472	Globe Life & Accident Ins Co	2,324,861	0.014527%
117	66680	National Life Ins Co	2,203,340	0.013767%
118	68985	Starmount Life Ins Co	2,195,896	0.013721%
119	61883	ManhattanLife Assur Co of Amer	2,148,905	0.013427%
120	65536	Genworth Life & Ann Ins Co	2,103,377	0.013143%
121	65781	Madison Natl Life Ins Co Inc	1,996,888	0.012477%
122	65951	Merit Life Ins Co	1,984,402	0.012399%
123	63258	Federated Life Ins Co	1,898,707	0.011864%
124	68047	Professional Ins Co	1,843,298	0.011518%
125	84786	Colorado Bankers Life Ins Co	1,839,925	0.011497%
126	66087	Mid West Natl Life Ins Co Of TN	1,691,627	0.010570%
127	61492	Athene Annuity & Life Assur Co	1,668,574	0.010426%
128	60275	American Bankers Life Assur Co Of FL	1,473,026	0.009204%
129	65900	Wilco Life Ins Co	1,467,773	0.009171%
130	61476	Boston Mut Life Ins Co	1,397,900	0.008735%
131	62286	Golden Rule Ins Co	1,329,637	0.008308%
132	60801	American Public Life Ins Co	1,311,243	0.008193%
133	63053	Family Life Ins Co	1,279,569	0.007995%
134	63665	General Amer Life Ins Co	1,265,986	0.007910%
135	66265	Monarch Life Ins Co	1,222,164	0.007637%
136	89206	Ohio Natl Life Assur Corp	1,196,933	0.007479%
137	80926	Sun Life & Hlth Ins Co	1,081,349	0.006757%
138	71773	American Natl Life Ins Co Of TX	1,033,878	0.006460%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	67784	Philadelphia Amer Life Ins Co	1,021,820	0.006385%
140	71471	Ability Ins Co	985,506	0.006158%
141	91642	Forethought Life Ins Co	816,139	0.005100%
142	67172	Ohio Natl Life Ins Co	815,607	0.005096%
143	67644	Penn Mut Life Ins Co	776,524	0.004852%
144	70688	Transamerica Financial Life Ins Co	680,584	0.004253%
145	60739	American Natl Ins Co	656,859	0.004104%
146	77399	Sterling Life Ins Co	645,333	0.004032%
147	65129	Kansas City Life Ins Co	643,271	0.004019%
148	60836	American Republic Ins Co	639,406	0.003995%
149	69345	Teachers Ins & Ann Assoc Of Amer	637,846	0.003986%
150	31119	Medico Ins Co	590,781	0.003691%
151	69930	United Ins Co Of Amer	574,926	0.003592%
152	72125	Physicians Life Ins Co	560,490	0.003502%
153	76112	Oxford Life Ins Co	531,013	0.003318%
154	70483	Western & Southern Life Ins Co	508,439	0.003177%
155	97179	UnitedHealthcare Life Ins Co	486,599	0.003040%
156	90557	Zurich Amer Life Ins Co	472,142	0.002950%
157	68136	Protective Life Ins Co	447,739	0.002798%
158	67032	North Carolina Mut Life Ins Co	446,812	0.002792%
159	65080	John Alden Life Ins Co	434,765	0.002717%
160	68810	Sentry Life Ins Co	418,816	0.002617%
161	80705	US Br Great West Life Assur Co	387,941	0.002424%
162	80659	US Business of Canada Life Assur Co	342,062	0.002137%
163	65927	Lincoln Heritage Life Ins Co	333,244	0.002082%
164	62057	Lincoln Life & Ann Co of NY	292,969	0.001831%
165	65331	Liberty Natl Life Ins Co	273,250	0.001707%
166	68802	Sentinel Security Life Ins Co	259,337	0.001620%
167	88366	American Retirement Life Ins Co	250,321	0.001564%
168	62634	Delaware Amer Life Ins Co	225,138	0.001407%
169	60142	TIAA Cref Life Ins Co	199,851	0.001249%
170	93777	Pavonia Life Ins Co of MI	194,394	0.001215%
171	67814	Phoenix Life Ins Co	185,995	0.001162%
172	64238	Guaranty Income Life Ins Co	182,248	0.001139%
173	73130	All Savers Life Ins Co of CA	178,957	0.001118%
174	60895	American United Life Ins Co	170,824	0.001067%
175	64580	Illinois Mut Life Ins Co	158,272	0.000989%
176	61689	Athene Ann & Life Co	152,452	0.000953%
177	88668	Mutual Of Amer Life Ins Co	140,968	0.000881%
178	90212	Great Southern Life Ins Co	134,741	0.000842%
179	61751	Central States H & L Co Of Omaha	104,902	0.000655%
180	68462	Reserve Natl Ins Co	102,737	0.000642%
181	71323	Zale Life Ins Co	82,300	0.000514%
182	61409	National Benefit Life Ins Co	80,321	0.000502%
183	89184	Sterling Investors Life Ins Co	70,974	0.000443%
184	65811	American Modern Life Ins Co	64,793	0.000405%



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	67199	Old Amer Ins Co	57,268	0.000358%
186	78077	Mony Life Ins Co Of Amer	54,891	0.000343%
187	71390	Puritan Life Ins Co of Amer	48,445	0.000303%
188	78700	Aetna Hlth & Life Ins Co	47,339	0.000296%
189	91626	New England Life Ins Co	41,510	0.000259%
190	68284	Pyramid Life Ins Co	36,861	0.000230%
191	65919	Primerica Life Ins Co	35,884	0.000224%
192	63967	Government Personnel Mut Life Ins Co	32,673	0.000204%
193	68772	Security Mut Life Ins Co Of NY	29,818	0.000186%
194	63290	Fidelity Life Assn A Legal Reserve L	27,376	0.000171%
195	61999	Americo Fin Life & Ann Ins Co	26,882	0.000168%
196	70874	Allstate Life Ins Co Of NY	26,238	0.000164%
197	64017	Jefferson Natl Life Ins Co	26,056	0.000163%
198	62103	Columbian Mut Life Ins Co	24,742	0.000155%
199	65242	Lafayette Life Ins Co	24,264	0.000152%
200	81426	Commercial Travelers Mut Ins Co	23,629	0.000148%
201	66427	Mutual Trust Life Ins Co a Pan Amer	23,132	0.000145%
202	42129	United Security Assur Co Of PA	21,261	0.000133%
203	97764	Idealife Ins Co	19,659	0.000123%
204	63983	United Heritage Life Ins Co	19,569	0.000122%
205	63312	Great Amer Life Ins Co	19,105	0.000119%
206	63223	Federal Life Ins Co	17,908	0.000112%
207	69922	United Home Life Ins Co	17,043	0.000106%
208	76236	Cincinnati Life Ins Co	16,883	0.000105%
209	64513	Horace Mann Life Ins Co	14,137	0.000088%
210	69310	Surety Life Ins Co	13,616	0.000085%
211	68446	Longevity Ins Co	9,653	0.000060%
212	60704	Wilton Reassur Life Co of NY	9,627	0.000060%
213	91693	IA Amer Life Ins Co	8,827	0.000055%
214	67903	Provident Amer Life & Hlth Ins Co	8,690	0.000054%
215	84522	Auto Club Life Ins Co	8,462	0.000053%
216	84824	Commonwealth Ann & Life Ins Co	7,559	0.000047%
217	61212	Baltimore Life Ins Co	7,071	0.000044%
218	67652	First Penn Pacific Life Ins Co	6,098	0.000038%
219	85561	MAPFRE Life Ins Co	5,270	0.000033%
220	60445	Sagicor Life Ins Co	4,860	0.000030%
221	60183	S USA Life Ins Co Inc	4,483	0.000028%
222	62413	Wilcac Life Ins Co	2,620	0.000016%
223	99724	LifeShield Natl Ins Co	2,607	0.000016%
224	69485	Security Natl Life Ins Co	2,252	0.000014%
225	99937	Columbus Life Ins Co	2,201	0.000014%
226	70335	West Coast Life Ins Co	1,711	0.000011%
227	61395	Beneficial Life Ins Co	1,636	0.000010%
228	66044	Midland Natl Life Ins Co	1,612	0.000010%
229	83607	Guggenheim Life & Ann Co	1,523	0.000010%
230	64343	Pacific Guardian Life Ins Co Ltd	1,503	0.000009%

California Life & Annuity Market Share Report  
 Premiums Written During Calendar Year 2016  
 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	67261	Old Republic Life Ins Co	1,398	0.000009%
232	97241	Settlers Life Ins Co	1,317	0.000008%
233	63657	Garden State Life Ins Co	1,283	0.000008%
234	65870	Manhattan Life Ins Co	1,226	0.000008%
235	62928	EMC Natl Life Co	1,109	0.000007%
236	69140	First Allmerica Fin Life Ins Co	989	0.000006%
237	67393	Ozark Natl Life Ins Co	928	0.000006%
238	65528	Life Ins Co Of The Southwest	675	0.000004%
239	76694	London Life Reins Co	652	0.000004%
240	66974	North Amer Co Life & Hlth Ins	560	0.000003%
241	63495	Foresters Life Ins Ann Co	497	0.000003%
242	68357	Reliable Life Ins Co	370	0.000002%
243	71153	Hartford Life & Ann Ins Co	316	0.000002%
244	80942	Voya Ins & Ann Co	247	0.000002%
245	92657	Nationwide Life & Ann Ins Co	224	0.000001%
246	77879	5 Star Life Ins Co	187	0.000001%
247	67180	Ohio State Life Ins Co	57	0.000000%
248	67989	American Memorial Life Ins Co	39	0.000000%
	Totals:		16,004,009,075	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	982,969,051	35.108742%
2	65935	Massachusetts Mut Life Ins Co	385,105,884	13.754841%
3	60142	TIAA Cref Life Ins Co	318,371,788	11.371297%
4	93629	Prudential Retirement Ins & Ann Co	295,374,669	10.549908%
5	88072	Hartford Life Ins Co	278,655,871	9.952762%
6	66168	Minnesota Life Ins Co	81,866,144	2.924016%
7	70238	Variable Ann Life Ins Co	65,673,047	2.345647%
8	60488	American Gen Life Ins Co	54,331,788	1.940571%
9	69868	United Of Omaha Life Ins Co	46,186,353	1.649640%
10	69345	Teachers Ins & Ann Assoc Of Amer	27,333,471	0.976271%
11	68608	Symetra Life Ins Co	25,937,823	0.926422%
12	68802	Sentinel Security Life Ins Co	24,021,499	0.857977%
13	68241	Prudential Ins Co Of Amer	23,698,388	0.846436%
14	91596	New York Life Ins & Ann Corp	19,731,598	0.704754%
15	67814	Phoenix Life Ins Co	19,662,359	0.702281%
16	65978	Metropolitan Life Ins Co	16,339,768	0.583608%
17	60739	American Natl Ins Co	15,198,775	0.542855%
18	61301	Ameritas Life Ins Corp	11,372,363	0.406187%
19	67466	Pacific Life Ins Co	9,961,065	0.355780%
20	63177	Farmers New World Life Ins Co	8,477,203	0.302781%
21	93742	Securian Life Ins Co	6,903,552	0.246574%
22	67601	Unum Ins Co	6,494,441	0.231962%
23	86630	Prudential Ann Life Assur Corp	5,573,952	0.199085%
24	60054	Aetna Life Ins Co	5,520,624	0.197180%
25	68136	Protective Life Ins Co	4,120,404	0.147169%
26	79227	Pruco Life Ins Co	3,572,229	0.127589%
27	69019	Standard Ins Co	3,309,453	0.118204%
28	67091	Northwestern Mut Life Ins Co	3,253,096	0.116191%
29	64017	Jefferson Natl Life Ins Co	3,040,432	0.108595%
30	66583	National Guardian Life Ins Co	2,957,347	0.105628%
31	62510	Equitrust Life Ins Co	2,867,280	0.102411%
32	68322	Great W Life & Ann Ins Co	2,860,858	0.102181%
33	60895	American United Life Ins Co	2,343,591	0.083706%
34	94250	Banner Life Ins Co	2,250,000	0.080363%
35	61689	Athene Ann & Life Co	1,903,298	0.067980%
36	74780	Integrity Life Ins Co	1,847,809	0.065998%
37	83607	Guggenheim Life & Ann Co	1,495,728	0.053423%
38	86231	Transamerica Life Ins Co	1,453,268	0.051906%
39	66044	Midland Natl Life Ins Co	1,447,132	0.051687%
40	69663	USAA Life Ins Co	1,390,571	0.049667%
41	65315	Liberty Life Assur Co Of Boston	1,390,043	0.049648%
42	72125	Physicians Life Ins Co	1,338,840	0.047819%
43	93548	PHL Variable Ins Co	1,317,446	0.047055%
44	64343	Pacific Guardian Life Ins Co Ltd	1,313,054	0.046898%
45	86509	Voya Retirement Ins & Ann Co	1,204,915	0.043036%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: DEPOSIT TYPE CONTRACTS**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
46	65005	RiverSource Life Ins Co	1,043,897	0.037285%
47	65919	Primerica Life Ins Co	864,927	0.030893%
48	65056	Jackson Natl Life Ins Co	859,342	0.030693%
49	65528	Life Ins Co Of The Southwest	840,867	0.030033%
50	68543	Liberty Bankers Life Ins Co	775,070	0.027683%
51	67598	Paul Revere Life Ins Co	746,807	0.026674%
52	84824	Commonwealth Ann & Life Ins Co	688,916	0.024606%
53	66974	North Amer Co Life & Hlth Ins	679,614	0.024274%
54	69108	State Farm Life Ins Co	626,119	0.022363%
55	67644	Penn Mut Life Ins Co	618,239	0.022082%
56	64238	Guaranty Income Life Ins Co	546,752	0.019528%
57	92738	American Equity Invest Life Ins Co	535,912	0.019141%
58	78778	Guardian Ins & Ann Co Inc	522,144	0.018649%
59	60445	Sagicor Life Ins Co	513,892	0.018355%
60	66850	National Western Life Ins Co	501,237	0.017903%
61	84786	Colorado Bankers Life Ins Co	490,876	0.017533%
62	65595	Lincoln Benefit Life Co	485,614	0.017345%
63	67172	Ohio Natl Life Ins Co	464,117	0.016577%
64	71439	Assurity Life Ins Co	444,150	0.015864%
65	61999	Americo Fin Life & Ann Ins Co	439,439	0.015695%
66	71854	AAA Life Ins Co	429,523	0.015341%
67	61212	Baltimore Life Ins Co	420,566	0.015021%
68	84174	ELCO Mut Life & Ann	416,855	0.014889%
69	89206	Ohio Natl Life Assur Corp	413,051	0.014753%
70	87726	Brighthouse Life Ins Co	402,856	0.014389%
71	71129	Dearborn Natl Life Ins Co	383,931	0.013713%
72	67105	Reliastar Life Ins Co	364,411	0.013016%
73	62235	Unum Life Ins Co Of Amer	350,609	0.012523%
74	62308	Connecticut Gen Life Ins Co	296,338	0.010584%
75	65129	Kansas City Life Ins Co	256,171	0.009150%
76	63274	Fidelity & Guar Life Ins Co	250,000	0.008929%
77	62626	CMFG Life Ins Co	243,425	0.008694%
78	88668	Mutual Of Amer Life Ins Co	234,253	0.008367%
79	69116	State Life Ins Co	228,932	0.008177%
80	63495	Foresters Life Ins Ann Co	182,419	0.006515%
81	65536	Genworth Life & Ann Ins Co	160,557	0.005735%
82	61492	Athene Annuity & Life Assur Co	131,536	0.004698%
83	70025	Genworth Life Ins Co	110,791	0.003957%
84	61875	Church Life Ins Corp	76,910	0.002747%
85	70106	United States Life Ins Co in the Cit	53,989	0.001928%
86	66427	Mutual Trust Life Ins Co a Pan Amer	50,040	0.001787%
87	90212	Great Southern Life Ins Co	49,193	0.001757%
88	60518	American Hlth & Life Ins Co	36,729	0.001312%
89	63312	Great Amer Life Ins Co	24,858	0.000888%
90	61263	Bankers Life & Cas Co	20,680	0.000739%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: DEPOSIT TYPE CONTRACTS**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
91	69485	Security Natl Life Ins Co	13,954	0.000498%
92	69698	New Era Life Ins Co Of Midwest	13,438	0.000480%
93	66281	Transamerica Premier Life Ins Co	12,050	0.000430%
94	62928	EMC Natl Life Co	11,075	0.000396%
95	65722	Loyal Amer Life Ins Co	6,637	0.000237%
96	87645	United Fidelity Life Ins Co	6,547	0.000234%
97	67180	Ohio State Life Ins Co	3,714	0.000133%
98	78743	New Era Life Ins Co	641	0.000023%
99	69272	Sunset Life Ins Co Of Amer	454	0.000016%
100	63983	United Heritage Life Ins Co	351	0.000013%
101	61395	Beneficial Life Ins Co	171	0.000006%
102	90247	Pharmacists Life Ins Co	150	0.000005%
103	61409	National Benefit Life Ins Co	120	0.000004%
104	64890	Berkley Life & Hlth Ins Co	92	0.000003%
105	64211	Guarantee Trust Life Ins Co	70	0.000003%
	Totals:		2,799,784,288	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: OTHER CONSIDERATIONS**  
**Sorted By Market Share (Written Premium)**

Record Count	Company Code	Company Name	Written Premium	Market Share
1	65838	John Hancock Life Ins Co USA	1,858,224,899	21.251040%
2	68241	Prudential Ins Co Of Amer	1,849,950,616	21.156414%
3	66869	Nationwide Life Ins Co	864,284,103	9.884130%
4	70688	Transamerica Financial Life Ins Co	863,217,401	9.871931%
5	86231	Transamerica Life Ins Co	802,851,546	9.181575%
6	65935	Massachusetts Mut Life Ins Co	785,749,411	8.985991%
7	92657	Nationwide Life & Ann Ins Co	416,049,960	4.758032%
8	66915	New York Life Ins Co	255,573,577	2.922792%
9	88668	Mutual Of Amer Life Ins Co	174,271,480	1.993004%
10	69019	Standard Ins Co	172,691,030	1.974930%
11	88072	Hartford Life Ins Co	167,205,305	1.912194%
12	86509	Voya Retirement Ins & Ann Co	145,788,181	1.667263%
13	66168	Minnesota Life Ins Co	144,532,698	1.652906%
14	65978	Metropolitan Life Ins Co	112,232,394	1.283513%
15	62626	CMFG Life Ins Co	55,325,786	0.632717%
16	67644	Penn Mut Life Ins Co	26,194,694	0.299568%
17	62944	AXA Equitable Life Ins Co	20,807,793	0.237962%
18	67172	Ohio Natl Life Ins Co	18,554,926	0.212198%
19	71153	Hartford Life & Ann Ins Co	6,950,262	0.079485%
20	78778	Guardian Ins & Ann Co Inc	2,420,598	0.027682%
21	93262	Penn Ins & Ann Co	802,151	0.009174%
22	66281	Transamerica Premier Life Ins Co	169,957	0.001944%
23	61271	Principal Life Ins Co	126,499	0.001447%
24	69868	United Of Omaha Life Ins Co	64,385	0.000736%
25	67091	Northwestern Mut Life Ins Co	56,066	0.000641%
26	81213	American Maturity Life Ins Co	35,477	0.000406%
27	87726	Brighthouse Life Ins Co	28,518	0.000326%
	Totals:		8,744,159,713	100.000000%

## 2016 CALIFORNIA LIFE &amp; 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	459,388	0	26,781,301	(41,186)	0	27,199,503	0.040384%	145
2	77879	5 Star Life Ins Co	9,913,352	0	187	0	0	9,913,539	0.014719%	185
3	71854	AAA Life Ins Co	211,285,490	97,640,801	13,810,739	429,523	0	323,166,553	0.479816%	58
4	71471	Ability Ins Co	30,915	0	985,506	0	0	1,016,421	0.001509%	279
5	62200	Accordia Life & Ann Co	152,898,988	0	0	0	0	152,898,988	0.227014%	76
6	78700	Aetna Hlth & Life Ins Co	0	0	47,339	0	0	47,339	0.000070%	316
7	60054	Aetna Life Ins Co	66,386,859	1,458,328	1,902,690,756	5,520,624	0	1,976,056,567	2.933914%	7
8	73130	All Savers Life Ins Co of CA	0	0	178,957	0	0	178,957	0.000266%	306
9	90611	Allianz Life Ins Co Of N Amer	152,725,907	1,499,773,538	10,016,836	0	0	1,662,516,281	2.468391%	13
10	70866	Allstate Assur Co	11,642,825	5,150	0	0	0	11,647,975	0.017294%	180
11	60186	Allstate Life Ins Co	50,719,734	5,738,276	2,803,085	0	0	59,261,095	0.087987%	110
12	70874	Allstate Life Ins Co Of NY	608,555	31,878	26,238	0	0	666,671	0.000990%	283
13	60216	Amalgamated Life Ins Co	209,883	0	4,497,028	0	0	4,706,911	0.006988%	219
14	68594	American Amicable Life Ins	7,953,569	422,741	0	0	0	8,376,310	0.012437%	189
15	60275	American Bankers Life Assur	1,853,487	2,587	1,473,026	0	0	3,329,100	0.004943%	237
16	92738	American Equity Invest Life	11,873	551,434,416	0	535,912	0	551,982,201	0.819545%	36
17	60380	American Family Life Assur	24,849,824	0	370,308,065	0	0	395,157,889	0.586703%	48
18	60399	American Family Life Ins Co	1,746,773	147,452	0	0	0	1,894,225	0.002812%	261
19	60410	American Fidelity Assur Co	33,238,712	68,337,491	134,103,275	0	0	235,679,478	0.349921%	64
20	60429	American Fidelity Life Ins Co	596,822	40,743	0	0	0	637,565	0.000947%	286
21	60488	American Gen Life Ins Co	456,900,742	1,419,795,272	14,548,717	54,331,788	0	1,945,576,519	2.888659%	9
22	60534	American Heritage Life Ins Co	6,066,957	8,050	40,984,613	0	0	47,059,620	0.069871%	117
23	60518	American Hlth & Life Ins Co	2,382,147	0	2,348,457	36,729	0	4,767,333	0.007078%	218
24	60577	American Income Life Ins Co	96,816,073	0	6,585,512	0	0	103,401,585	0.153524%	91
25	81213	American Maturity Life Ins Co	0	0	0	0	35,477	35,477	0.000053%	320
26	67989	American Memorial Life Ins	130,796,062	693,637	39	0	0	131,489,738	0.195227%	82
27	65811	American Modern Life Ins Co	102,786	0	64,793	0	0	167,579	0.000249%	308
28	60739	American Natl Ins Co	66,495,968	127,655,279	656,859	15,198,775	0	210,006,881	0.311804%	70
29	71773	American Natl Life Ins Co Of	131,101	0	1,033,878	0	0	1,164,979	0.001730%	277
30	60801	American Public Life Ins Co	2,341	0	1,311,243	0	0	1,313,584	0.001950%	271

## 2016 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
31	60836	American Republic Ins Co	290,495	0	639,406	0	0	929,901	0.001381%	280
32	88366	American Retirement Life Ins	0	0	250,321	0	0	250,321	0.000372%	303
33	60895	American United Life Ins Co	28,241,806	411,994,311	170,824	2,343,591	0	442,750,532	0.657366%	45
34	61999	Americo Fin Life & Ann Ins Co	14,141,836	62,190,195	26,882	439,439	0	76,798,352	0.114025%	99
35	61301	Ameritas Life Ins Corp	74,614,314	101,669,292	87,587,975	11,372,363	0	275,243,944	0.408663%	62
36	72222	Amica Life Ins Co	5,215,644	129,850	0	0	0	5,345,494	0.007937%	210
37	93661	Annuity Investors Life Ins Co	0	33,529,137	0	0	0	33,529,137	0.049782%	137
38	62825	Anthem Blue Cross Life &	51,857,215	0	2,259,436,168	0	0	2,311,293,383	3.431650%	4
39	61069	Anthem Life Ins Co	8,256,364	0	22,193,671	0	0	30,450,035	0.045210%	142
40	71439	Assurity Life Ins Co	16,193,683	30,829	5,091,686	444,150	0	21,760,348	0.032308%	152
41	68039	Athene Ann & Life Assur Co	728,199	571,972	0	0	0	1,300,171	0.001930%	272
42	61689	Athene Ann & Life Co	9,905,410	545,034,977	152,452	1,903,298	0	556,996,137	0.826990%	35
43	61492	Athene Annuity & Life Assur	4,781,830	939,696	1,668,574	131,536	0	7,521,636	0.011168%	192
44	61182	Aurora Natl Life Assur Co	2,993,800	0	0	(207,346)	0	2,786,454	0.004137%	248
45	84522	Auto Club Life Ins Co	1,999,653	415,135	8,462	0	0	2,423,250	0.003598%	255
46	62880	AXA Equitable Life & Ann Co	1,570,751	0	0	0	0	1,570,751	0.002332%	267
47	62944	AXA Equitable Life Ins Co	226,197,896	1,054,736,145	5,130,330	0	20,807,793	1,306,872,164	1.940354%	16
48	61212	Baltimore Life Ins Co	2,449,642	587,257	7,071	420,566	0	3,464,536	0.005144%	234
49	61263	Bankers Life & Cas Co	33,811,669	45,020,386	48,214,321	20,680	0	127,067,056	0.188660%	84
50	94250	Banner Life Ins Co	112,782,081	6,556,548	0	2,250,000	0	121,588,629	0.180526%	87
51	61395	Beneficial Life Ins Co	6,812,364	292,556	1,636	171	0	7,106,727	0.010552%	199
52	64890	Berkley Life & Hlth Ins Co	2,417	0	32,216,132	92	0	32,218,641	0.047836%	138
53	62345	Berkshire Hathaway Life Ins	0	4,988,791	0	0	0	4,988,791	0.007407%	215
54	71714	Berkshire Life Ins Co of Amer	578,110	0	41,142,310	0	0	41,720,420	0.061944%	122
55	90638	Best Life & Hlth Ins Co	225,293	0	4,560,719	0	0	4,786,012	0.007106%	217
56	61557	Blue Shield of CA Life & Hlth	9,074,004	0	310,215,354	0	0	319,289,358	0.474059%	59
57	61476	Boston Mut Life Ins Co	2,375,042	0	1,397,900	0	0	3,772,942	0.005602%	227
58	87726	BrightHouse Life Ins Co	296,411,391	421,617,119	14,129,966	402,856	28,518	732,589,850	1.087699%	28
59	61581	Capitol Life Ins Co	1,434	0	0	0	0	1,434	0.000002%	333
60	61751	Central States H & L Co Of	511,168	0	104,902	0	0	616,070	0.000915%	288



## 2016 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
61	80896	Centre Life Ins Co	0	0	2,838,407	0	0	2,838,407	0.004214%	245
62	62383	Centurion Life Ins Co	20,788	0	0	0	0	20,788	0.000031%	325
63	61832	Chesapeake Life Ins Co	4,982,899	124,759	16,959,949	0	0	22,067,607	0.032764%	151
64	61875	Church Life Ins Corp	1,533,655	832,994	0	76,910	0	2,443,559	0.003628%	254
65	67369	Cigna Hlth & Life Ins Co	41,901	0	1,213,666,997	(10,401)	0	1,213,698,497	1.802017%	19
66	76236	Cincinnati Life Ins Co	7,286,869	195,353	16,883	0	0	7,499,105	0.011134%	193
67	93432	CM Life Ins Co	27,283,570	12,886,804	0	0	0	40,170,374	0.059642%	124
68	62626	CMFG Life Ins Co	27,279,170	5,338,549	31,997,167	243,425	55,325,786	120,184,097	0.178441%	88
69	62049	Colonial Life & Accident Ins	31,254,138	7,200	125,949,146	0	0	157,210,484	0.233415%	75
70	62065	Colonial Penn Life Ins Co	20,706,773	0	27,022,203	0	0	47,728,976	0.070865%	116
71	84786	Colorado Bankers Life Ins Co	11,559,915	7,770,676	1,839,925	490,876	0	21,661,392	0.032161%	154
72	76023	Columbian Life Ins Co	4,608,219	2,674	0	0	0	4,610,893	0.006846%	221
73	62103	Columbian Mut Life Ins Co	220,237	7,784	24,742	0	0	252,763	0.000375%	302
74	99937	Columbus Life Ins Co	25,311,740	6,092,383	2,201	0	0	31,406,324	0.046630%	139
75	62146	Combined Ins Co Of Amer	2,936,056	0	33,553,857	0	0	36,489,913	0.054178%	131
76	81426	Commercial Travelers Mut	0	0	23,629	0	0	23,629	0.000035%	323
77	84824	Commonwealth Ann & Life	3,414,540	6,472,610	7,559	688,916	0	10,583,625	0.015714%	183
78	92444	Companion Life Ins Co of CA	17,834	19,500	0	0	0	37,334	0.000055%	318
79	62308	Connecticut Gen Life Ins Co	30,170,886	251,178	10,057,887	296,338	0	40,776,289	0.060542%	123
80	62359	Constitution Life Ins Co	307,233	365	2,719,209	0	0	3,026,807	0.004494%	240
81	71730	Continental Amer Ins Co	230,271	0	30,774,885	0	0	31,005,156	0.046034%	140
82	71404	Continental Gen Ins Co	249,488	925,866	2,454,351	0	0	3,629,705	0.005389%	230
83	68500	Continental Life Ins Co	4,279	0	19,363,564	0	0	19,367,843	0.028756%	158
84	78301	Corvesta Life Ins Co	389	0	0	0	0	389	0.000001%	338
85	82880	CSI Life Ins Co	12,468	0	0	0	0	12,468	0.000019%	329
86	71129	Dearborn Natl Life Ins Co	1,771,515	0	2,794,962	383,931	0	4,950,408	0.007350%	216
87	62634	Delaware Amer Life Ins Co	158,609	0	225,138	0	0	383,747	0.000570%	297
88	79065	Delaware Life Ins Co	2,761,106	71,209,509	0	0	0	73,970,615	0.109827%	101
89	13183	Eagle Life Ins Co	0	59,351,667	0	0	0	59,351,667	0.088121%	109
90	84174	ELCO Mut Life & Ann	13,317	2,444,161	0	416,855	0	2,874,333	0.004268%	244

## 2016 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
91	62928	EMC Natl Life Co	958,104	205,317	1,109	11,075	0	1,175,605	0.001745%	275
92	62510	Equitrust Life Ins Co	15,237,653	161,253,900	0	2,867,280	0	179,358,833	0.266300%	71
93	77968	Family Heritage Life Ins Co Of	48,522	0	5,083,304	0	0	5,131,826	0.007619%	213
94	63053	Family Life Ins Co	2,488,271	1,625	1,279,569	0	0	3,769,465	0.005597%	228
95	74004	Family Serv Life Ins Co	1,406	0	0	0	0	1,406	0.000002%	334
96	63177	Farmers New World Life Ins	298,959,287	14,268,775	5,328,818	8,477,203	0	327,034,083	0.485558%	56
97	63223	Federal Life Ins Co	1,977,431	25,128	17,908	0	0	2,020,467	0.003000%	260
98	63258	Federated Life Ins Co	9,687,833	120,535	1,898,707	0	0	11,707,075	0.017382%	179
99	63274	Fidelity & Guar Life Ins Co	107,461,026	348,151,654	0	250,000	0	455,862,680	0.676834%	44
100	93696	Fidelity Investments Life Ins	2,067,932	172,375,134	0	0	0	174,443,066	0.259001%	73
101	63290	Fidelity Life Assn A Legal	12,296,989	0	27,376	0	0	12,324,365	0.018298%	178
102	71870	Fidelity Security Life Ins Co	1,408,684	182,463	54,836,309	0	0	56,427,456	0.083780%	111
103	69140	First Allmerica Fin Life Ins Co	754,303	5,705	989	0	0	760,997	0.001130%	282
104	90328	First Hlth Life & Hlth Ins Co	3,453	0	38,328,842	0	0	38,332,295	0.056913%	128
105	67652	First Penn Pacific Life Ins Co	19,767,229	0	6,098	0	0	19,773,327	0.029358%	156
106	63495	Foresters Life Ins Ann Co	6,481,867	14,731,727	497	182,419	0	21,396,510	0.031768%	155
107	91642	Forethought Life Ins Co	30,480,902	494,543,423	816,139	0	0	525,840,464	0.780732%	40
108	99775	Funeral Directors Life Ins Co	1,989,844	1,008,540	0	0	0	2,998,384	0.004452%	241
109	63657	Garden State Life Ins Co	1,574,244	0	1,283	0	0	1,575,527	0.002339%	266
110	63665	General Amer Life Ins Co	31,333,196	1,898,228	1,265,986	0	0	34,497,410	0.051219%	133
111	65536	Genworth Life & Ann Ins Co	157,417,629	11,292,913	2,103,377	160,557	0	170,974,476	0.253851%	74
112	70025	Genworth Life Ins Co	44,713,194	3,984,985	292,340,745	110,791	0	341,149,715	0.506516%	54
113	70939	Gerber Life Ins Co	31,855,587	0	39,090,897	0	0	70,946,484	0.105336%	104
114	91472	Globe Life & Accident Ins Co	47,471,265	0	2,324,861	0	0	49,796,126	0.073934%	114
115	62286	Golden Rule Ins Co	1,414,173	175,515	1,329,637	0	0	2,919,325	0.004334%	242
116	63967	Government Personnel Mut	3,773,453	11,668	32,673	0	0	3,817,794	0.005668%	226
117	67059	GPM Hlth & Life Ins Co	1,631,524	197,169	0	0	0	1,828,693	0.002715%	264
118	63312	Great Amer Life Ins Co	8,072,639	326,373,066	19,105	24,858	0	334,489,668	0.496627%	55
119	90212	Great Southern Life Ins Co	3,823,183	588,563	134,741	49,193	0	4,595,680	0.006823%	222
120	68322	Great W Life & Ann Ins Co	31,186,113	723,497,337	3,913,100	2,860,858	0	761,457,408	1.130560%	26

## 2016 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
121	71480	Great Western Ins Co	24,700,079	932,402	0	0	0	25,632,481	0.038057%	147
122	64211	Guarantee Trust Life Ins Co	2,587,855	9,208	3,028,807	70	0	5,625,940	0.008353%	208
123	64238	Guaranty Income Life Ins Co	6,258	4,289,934	182,248	546,752	0	5,025,192	0.007461%	214
124	78778	Guardian Ins & Ann Co Inc	2,338,341	116,800,347	0	522,144	2,420,598	122,081,430	0.181258%	86
125	64246	Guardian Life Ins Co Of Amer	222,971,110	989,464	410,763,546	0	0	634,724,120	0.942395%	32
126	83607	Guggenheim Life & Ann Co	30,335	36,122,293	1,523	1,495,728	0	37,649,879	0.055900%	129
127	70815	Hartford Life & Accident Ins	101,649,752	309	127,785,518	0	0	229,435,579	0.340650%	66
128	71153	Hartford Life & Ann Ins Co	100,270,182	24,264,807	316	0	6,950,262	131,485,567	0.195221%	83
129	88072	Hartford Life Ins Co	8,763,339	21,989,225	2,865,083	278,655,871	167,205,305	479,478,823	0.711897%	43
130	92711	HCC Life Ins Co	835,789	5,400	64,668,739	0	0	65,509,928	0.097265%	106
131	66141	Health Net Life Ins Co	1,489,642	0	1,138,281,326	0	0	1,139,770,968	1.692254%	20
132	93440	HM Life Ins Co	15,036	0	46,935,710	0	0	46,950,746	0.069709%	118
133	64505	Homesteaders Life Co	33,469,044	774,677	0	0	0	34,243,721	0.050843%	134
134	64513	Horace Mann Life Ins Co	4,861,312	29,100,965	14,137	0	0	33,976,414	0.050446%	136
135	91693	IA Amer Life Ins Co	6,472,003	158,197	8,827	0	0	6,639,027	0.009857%	202
136	97764	Idealife Ins Co	153,548	2,216	19,659	0	0	175,423	0.000260%	307
137	64580	Illinois Mut Life Ins Co	1,093,747	0	158,272	0	0	1,252,019	0.001859%	273
138	81779	Individual Assur Co Life Hlth	0	0	5,982,553	0	0	5,982,553	0.008882%	205
139	14406	Industrial Alliance Ins & Fin	4,603,245	4,624,318	0	0	0	9,227,563	0.013700%	186
140	74780	Integrity Life Ins Co	17,354	70,957,143	0	1,847,809	0	72,822,306	0.108122%	102
141	64904	Investors Heritage Life Ins Co	36,450	560	0	0	0	37,010	0.000055%	319
142	63487	Investors Life Ins Co N Amer	1,380,839	0	0	0	0	1,380,839	0.002050%	269
143	65056	Jackson Natl Life Ins Co	103,990,932	1,846,628,213	5,531,226	859,342	0	1,957,009,713	2.905634%	8
144	64017	Jefferson Natl Life Ins Co	1,261,361	137,152,666	26,056	3,040,432	0	141,480,515	0.210061%	80
145	65080	John Alden Life Ins Co	741,010	0	434,765	0	0	1,175,775	0.001746%	274
146	93610	John Hancock Life & Hlth Ins	118,675	0	2,399,204	0	0	2,517,879	0.003738%	253
147	65838	John Hancock Life Ins Co USA	494,787,266	10,728,701	110,280,733	0	1,858,224,899	2,474,021,599	3.673258%	3
148	65110	Kanawha Ins Co	808,458	10,472	4,930,732	0	0	5,749,662	0.008537%	206
149	65129	Kansas City Life Ins Co	12,584,514	4,322,601	643,271	256,171	0	17,806,557	0.026438%	162
150	65242	Lafayette Life Ins Co	29,370,277	17,276,592	24,264	0	0	46,671,133	0.069294%	119

## 2016 CALIFORNIA LIFE &amp; 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
151	68543	Liberty Bankers Life Ins Co	634,020	16,726,376	0	775,070	0	18,135,466	0.026926%	161
152	65315	Liberty Life Assur Co Of	94,633,742	5,701,819	181,707,235	1,390,043	0	283,432,839	0.420822%	61
153	65331	Liberty Natl Life Ins Co	6,997,671	998	273,250	0	0	7,271,919	0.010797%	197
154	65498	Life Ins Co Of N Amer	269,526,494	0	272,026,770	0	0	541,553,264	0.804061%	37
155	65528	Life Ins Co Of The Southwest	233,836,882	270,029,014	675	840,867	0	504,707,438	0.749355%	41
156	77720	LifeSecure Ins Co	488,164	38,689	4,719,261	0	0	5,246,114	0.007789%	212
157	99724	LifeShield Natl Ins Co	1,758	0	2,607	0	0	4,365	0.000006%	331
158	65595	Lincoln Benefit Life Co	195,540,876	8,539,080	9,688,711	485,614	0	214,254,281	0.318110%	69
159	65927	Lincoln Heritage Life Ins Co	82,010,130	6,464	333,244	0	0	82,349,838	0.122267%	97
160	62057	Lincoln Life & Ann Co of NY	1,429,448	1,195,293	292,969	0	0	2,917,710	0.004332%	243
161	65676	Lincoln Natl Life Ins Co	686,882,124	1,216,234,859	100,984,352	0	0	2,004,101,335	2.975553%	6
162	60232	Lombard Intl Life Assur Co	907,704	45,399,260	0	0	0	46,306,964	0.068753%	120
163	76694	London Life Reins Co	0	0	652	0	0	652	0.000001%	336
164	68446	Longevity Ins Co	18,617	200	9,653	0	0	28,470	0.000042%	322
165	65722	Loyal Amer Life Ins Co	96,060	889	16,464,232	6,637	0	16,567,818	0.024599%	167
166	65781	Madison Natl Life Ins Co Inc	648,565	922,266	1,996,888	0	0	3,567,719	0.005297%	233
167	65870	Manhattan Life Ins Co	1,361,691	9,520,725	1,226	0	0	10,883,642	0.016159%	182
168	67083	Manhattan Natl Life Ins Co	2,549,921	2,202	0	0	0	2,552,123	0.003789%	252
169	61883	ManhattanLife Assur Co of	47,105	0	2,148,905	0	0	2,196,010	0.003260%	258
170	85561	MAPFRE Life Ins Co	9,903	0	5,270	0	0	15,173	0.000023%	328
171	65935	Massachusetts Mut Life Ins	579,323,816	363,586,675	58,740,322	385,105,884	785,749,411	2,172,506,108	3.225589%	5
172	69515	Medamerica Ins Co	0	0	6,427,941	0	0	6,427,941	0.009544%	204
173	31119	Medico Ins Co	16,598	0	590,781	0	0	607,379	0.000902%	289
174	86126	Members Life Ins Co	130,756	43,331,451	0	0	0	43,462,207	0.064530%	121
175	65951	Merit Life Ins Co	1,668,901	0	1,984,402	0	0	3,653,303	0.005424%	229
176	65978	Metropolitan Life Ins Co	785,033,522	197,158,553	754,365,961	16,339,768	112,232,394	1,865,130,198	2.769218%	10
177	97136	Metropolitan Tower Life Ins	5,730,606	11,520	0	0	0	5,742,126	0.008526%	207
178	66087	Mid West Natl Life Ins Co Of	1,057,061	45,391	1,691,627	0	0	2,794,079	0.004148%	247
179	66044	Midland Natl Life Ins Co	144,176,953	599,761,546	1,612	1,447,132	0	745,387,243	1.106700%	27
180	66109	Midwestern United Life Ins	224,875	613	0	0	0	225,488	0.000335%	304

## 2016 CALIFORNIA LIFE &amp; 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
181	66168	Minnesota Life Ins Co	287,547,117	116,013,667	23,766,881	81,866,144	144,532,698	653,726,507	0.970608%	30
182	70416	MML Bay State Life Ins Co	4,381,306	0	0	0	0	4,381,306	0.006505%	225
183	66265	Monarch Life Ins Co	128,000	0	1,222,164	0	0	1,350,164	0.002005%	270
184	66370	Mony Life Ins Co	11,243,581	6,281	2,369,561	0	0	13,619,423	0.020221%	174
185	78077	Mony Life Ins Co Of Amer	89,546,649	4,706,779	54,891	0	0	94,308,319	0.140023%	93
186	88668	Mutual Of Amer Life Ins Co	402,756	190,121	140,968	234,253	174,271,480	175,239,578	0.260184%	72
187	71412	Mutual Of Omaha Ins Co	0	0	59,974,664	0	0	59,974,664	0.089046%	108
188	66427	Mutual Trust Life Ins Co a Pan	28,660,294	185,186	23,132	50,040	0	28,918,652	0.042936%	144
189	61409	National Benefit Life Ins Co	1,813,736	0	80,321	120	0	1,894,177	0.002812%	262
190	66540	National Farmers Union Life	533,793	0	0	0	0	533,793	0.000793%	290
191	66583	National Guardian Life Ins Co	60,887,657	3,899,458	22,223,684	2,957,347	0	89,968,146	0.133579%	95
192	82538	National Hlth Ins Co	75	0	19,642,508	0	0	19,642,583	0.029164%	157
193	66680	National Life Ins Co	26,986,526	261,511	2,203,340	0	0	29,451,377	0.043727%	143
194	87963	National Teachers Assoc Life	187,589	0	33,879,754	0	0	34,067,343	0.050581%	135
195	66850	National Western Life Ins Co	15,776,850	133,042,325	0	501,237	0	149,320,412	0.221701%	77
196	92657	Nationwide Life & Ann Ins Co	200,652,864	1,071,966	224	0	416,049,960	617,775,014	0.917230%	33
197	66869	Nationwide Life Ins Co	84,384,008	39,942,978	28,030,357	0	864,284,103	1,016,641,446	1.509440%	21
198	98205	Natl Foundation Life Ins Co	901	0	3,340,378	0	0	3,341,279	0.004961%	236
199	91626	New England Life Ins Co	14,049,966	1,072,241	41,510	0	0	15,163,717	0.022514%	171
200	78743	New Era Life Ins Co	1,606	0	0	641	0	2,247	0.000003%	332
201	69698	New Era Life Ins Co Of	13,905	2,315	0	13,438	0	29,658	0.000044%	321
202	91596	New York Life Ins & Ann Corp	215,562,312	1,295,321,898	0	19,731,598	0	1,530,615,808	2.272554%	14
203	66915	New York Life Ins Co	1,005,899,822	63,062,271	59,389,066	0	255,573,577	1,383,924,736	2.054757%	15
204	81264	Nippon Life Ins Co Of Amer	372,576	0	80,789,370	0	0	81,161,946	0.120504%	98
205	66974	North Amer Co Life & Hlth Ins	109,674,254	417,773,628	560	679,614	0	528,128,056	0.784128%	39
206	67032	North Carolina Mut Life Ins	43,070	1,200	446,812	0	0	491,082	0.000729%	292
207	69000	Northwestern Long Term	0	0	35,632,040	0	0	35,632,040	0.052904%	132
208	67091	Northwestern Mut Life Ins Co	744,588,335	107,126,777	87,862,116	3,253,096	56,066	942,886,390	1.399933%	23
209	81353	NYLife Ins Co Of AZ	7,344,557	0	0	0	0	7,344,557	0.010905%	195
210	67148	Occidental Life Ins Co Of NC	2,713,433	725,145	0	0	0	3,438,578	0.005105%	235

## 2016 CALIFORNIA LIFE &amp; 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	89206	Ohio Natl Life Assur Corp	48,297,546	0	1,196,933	413,051	0	49,907,530	0.074099%	113
212	67172	Ohio Natl Life Ins Co	30,671,804	92,729,940	815,607	464,117	18,554,926	143,236,394	0.212668%	78
213	67180	Ohio State Life Ins Co	2,625,377	847	57	3,714	0	2,629,995	0.003905%	251
214	67199	Old Amer Ins Co	4,439,352	0	57,268	0	0	4,496,620	0.006676%	223
215	67261	Old Republic Life Ins Co	2,348,084	0	1,398	0	0	2,349,482	0.003488%	256
216	76007	Old United Life Ins Co	468	0	0	0	0	468	0.000001%	337
217	69647	Optum Ins of OH Inc	121,672	593	0	0	0	122,265	0.000182%	310
218	76112	Oxford Life Ins Co	3,008,598	12,908,120	531,013	0	0	16,447,731	0.024420%	168
219	67393	Ozark Natl Life Ins Co	189,913	333	928	0	0	191,174	0.000284%	305
220	64343	Pacific Guardian Life Ins Co	11,622,536	648	1,503	1,313,054	0	12,937,741	0.019209%	176
221	97268	Pacific Life & Ann Co	208,606	221,303	0	0	0	429,909	0.000638%	296
222	67466	Pacific Life Ins Co	469,711,973	760,581,117	0	9,961,065	0	1,240,254,155	1.841445%	17
223	70785	Pacificare Life & Hlth Ins Co	0	0	6,582,413	0	0	6,582,413	0.009773%	203
224	93459	Pan Amer Assur Co	2,641,728	0	0	0	0	2,641,728	0.003922%	250
225	67539	Pan Amer Life Ins Co	582,983	13,480	50,988,802	0	0	51,585,265	0.076590%	112
226	60003	Park Avenue Life Ins Co	288,636	0	0	0	0	288,636	0.000429%	301
227	67598	Paul Revere Life Ins Co	684,508	0	20,638,337	746,807	0	22,069,652	0.032768%	150
228	93777	Pavonia Life Ins Co of MI	2,946,796	0	194,394	0	0	3,141,190	0.004664%	239
229	93262	Penn Ins & Ann Co	21,533,791	0	0	0	802,151	22,335,942	0.033163%	149
230	67644	Penn Mut Life Ins Co	107,701,824	7,274,699	776,524	618,239	26,194,694	142,565,980	0.211672%	79
231	90247	Pharmacists Life Ins Co	36,333	2,400	0	150	0	38,883	0.000058%	317
232	67784	Philadelphia Amer Life Ins Co	0	0	1,021,820	0	0	1,021,820	0.001517%	278
233	93548	PHL Variable Ins Co	69,090,027	34,047,794	0	1,317,446	0	104,455,267	0.155088%	90
234	67814	Phoenix Life Ins Co	18,851,525	193,986	185,995	19,662,359	0	38,893,865	0.057747%	126
235	72125	Physicians Life Ins Co	12,964,899	1,047,186	560,490	1,338,840	0	15,911,415	0.023624%	169
236	80578	Physicians Mut Ins Co	0	0	16,730,959	0	0	16,730,959	0.024841%	166
237	67873	Pioneer Amer Ins Co	616,526	998	0	0	0	617,524	0.000917%	287
238	67911	Pioneer Mut Life Ins Co	7,335,853	32,011	0	0	0	7,367,864	0.010939%	194
239	67946	Pioneer Security Life Ins Co	346,582	540	0	0	0	347,122	0.000515%	299
240	65919	Primerica Life Ins Co	365,014,266	80,168	35,884	864,927	0	365,995,245	0.543405%	53

## 2016 CALIFORNIA LIFE &amp; 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	61271	Principal Life Ins Co	132,911,519	391,034,882	219,617,655	982,969,051	126,499	1,726,659,606	2.563626%	11
242	71161	Principal Natl Life Ins Co	63,005,152	0	0	0	0	63,005,152	0.093546%	107
243	68047	Professional Ins Co	29,409	0	1,843,298	0	0	1,872,707	0.002780%	263
244	88536	Protective Life & Annuity Ins	108,998	0	0	0	0	108,998	0.000162%	312
245	68136	Protective Life Ins Co	255,790,533	107,876,802	447,739	4,120,404	0	368,235,478	0.546731%	52
246	67903	Provident Amer Life & Hlth	475	0	8,690	0	0	9,165	0.000014%	330
247	68195	Provident Life & Accident Ins	18,693,858	0	82,066,161	0	0	100,760,019	0.149602%	92
248	79227	Pruco Life Ins Co	390,786,837	613,748,298	0	3,572,229	0	1,008,107,364	1.496769%	22
249	86630	Prudential Ann Life Assur	212,306	8,321,272	0	5,573,952	0	14,107,530	0.020946%	173
250	68241	Prudential Ins Co Of Amer	362,518,082	433,102,516	105,730,800	23,698,388	1,849,950,616	2,775,000,402	4.120131%	1
251	93629	Prudential Retirement Ins &	0	(31,210)	0	295,374,669	(93,236)	295,250,223	0.438367%	60
252	71390	Puritan Life Ins Co of Amer	104,618	303,369	48,445	0	0	456,432	0.000678%	295
253	68284	Pyramid Life Ins Co	19,450	0	36,861	0	0	56,311	0.000084%	314
254	68357	Reliable Life Ins Co	20,130	0	370	0	0	20,500	0.000030%	326
255	68381	Reliance Standard Life Ins Co	55,599,428	83,657,705	75,893,532	0	0	215,150,665	0.319441%	68
256	67105	Reliastar Life Ins Co	182,482,903	45,505,909	164,332,047	364,411	0	392,685,270	0.583032%	49
257	61360	Reliastar Life Ins Co Of NY	3,120,550	2,400	3,779,245	0	0	6,902,195	0.010248%	200
258	68462	Reserve Natl Ins Co	11,783	0	102,737	0	0	114,520	0.000170%	311
259	93572	RGA Reins Co	0	0	7,230,263	0	0	7,230,263	0.010735%	198
260	65005	RiverSource Life Ins Co	118,979,229	442,184,622	31,646,780	1,043,897	0	593,854,528	0.881715%	34
261	60183	S USA Life Ins Co Inc	91,865	0	4,483	0	0	96,348	0.000143%	313
262	60445	Sagicor Life Ins Co	3,699,614	10,116,532	4,860	513,892	0	14,334,898	0.021283%	172
263	93742	Securian Life Ins Co	59,713,198	0	3,291,991	6,903,552	0	69,908,741	0.103796%	105
264	68675	Security Benefit Life Ins Co	1,394,632	236,189,878	0	0	0	237,584,510	0.352749%	63
265	68713	Security Life Of Denver Ins Co	135,784,774	5,719	0	0	0	135,790,493	0.201612%	81
266	68772	Security Mut Life Ins Co Of NY	2,665,252	102,300	29,818	0	0	2,797,370	0.004153%	246
267	69485	Security Natl Life Ins Co	4,406,674	236,727	2,252	13,954	0	4,659,607	0.006918%	220
268	76325	Senior Hlth Ins Co of PA	0	0	8,303,372	0	0	8,303,372	0.012328%	191
269	78662	Senior Life Ins Co	2,133,616	0	0	0	0	2,133,616	0.003168%	259
270	68802	Sentinel Security Life Ins Co	2,539,445	12,412,541	259,337	24,021,499	0	39,232,822	0.058250%	125

## 2016 CALIFORNIA LIFE &amp; 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	68810	Sentry Life Ins Co	2,654,804	69,155,980	418,816	0	0	72,229,600	0.107242%	103
272	97241	Settlers Life Ins Co	45,788	1,030	1,317	0	0	48,135	0.000071%	315
273	69019	Standard Ins Co	97,060,691	41,725,469	219,037,993	3,309,453	172,691,030	533,824,636	0.792586%	38
274	86355	Standard Life & Accident Ins	977,081	13,177	7,558,733	0	0	8,548,991	0.012693%	188
275	69078	Standard Security Life Ins Co	13,811	0	19,133,894	0	0	19,147,705	0.028429%	159
276	68985	Starmount Life Ins Co	127,730	0	2,195,896	0	0	2,323,626	0.003450%	257
277	69108	State Farm Life Ins Co	459,234,544	36,456,812	0	626,119	0	496,317,475	0.736898%	42
278	69116	State Life Ins Co	79,813,165	39,647,416	3,781,733	228,932	0	123,471,246	0.183322%	85
279	89184	Sterling Investors Life Ins Co	295,399	1,525	70,974	0	0	367,898	0.000546%	298
280	77399	Sterling Life Ins Co	2,326	0	645,333	0	0	647,659	0.000962%	285
281	80926	Sun Life & Hlth Ins Co	7,609,994	0	1,081,349	0	0	8,691,343	0.012904%	187
282	69272	Sunset Life Ins Co Of Amer	4,077,704	341,247	0	454	0	4,419,405	0.006562%	224
283	69310	Surety Life Ins Co	12,800,049	85,656	13,616	0	0	12,899,321	0.019152%	177
284	68608	Symetra Life Ins Co	50,080,773	593,321,555	54,239,491	25,937,823	0	723,579,642	1.074322%	29
285	90581	Symetra Natl Life Ins Co	17,555	0	0	0	0	17,555	0.000026%	327
286	69345	Teachers Ins & Ann Assoc Of	20,243,843	869,512,431	637,846	27,333,471	0	917,727,591	1.362579%	24
287	69396	Texas Life Ins Co	18,775,268	0	0	0	0	18,775,268	0.027876%	160
288	70435	The Savings Bank Life Ins Co	15,483,795	0	0	0	0	15,483,795	0.022989%	170
289	97721	Thrivent Life Ins Co	1,674,331	22,155,227	0	0	0	23,829,558	0.035380%	148
290	60142	TIAA Cref Life Ins Co	44,999,247	26,065,680	199,851	318,371,788	0	389,636,566	0.578506%	50
291	69477	Time Ins Co	1,107,627	12,521	74,403,593	0	0	75,523,741	0.112132%	100
292	69566	Trans World Assur Co	1,937,867	759,281	0	0	0	2,697,148	0.004005%	249
293	79022	Transamerica Advisors Life	847,952	(2,484)	0	0	0	845,468	0.001255%	281
294	70688	Transamerica Financial Life	884,950	673,161	680,584	0	863,217,401	865,456,096	1.284970%	25
295	86231	Transamerica Life Ins Co	452,022,635	365,536,054	104,097,882	1,453,268	802,851,546	1,725,961,385	2.562590%	12
296	66281	Transamerica Premier Life Ins	490,645,969	81,930,583	70,964,670	12,050	169,957	643,723,229	0.955756%	31
297	61425	Trustmark Ins Co	37,329,185	33,285	10,649,313	0	0	48,011,783	0.071285%	115
298	62863	Trustmark Life Ins Co	282,315	0	8,049,917	0	0	8,332,232	0.012371%	190
299	80314	Unicare Life & Hlth Ins Co	2,768,360	0	2,710,170	0	0	5,478,530	0.008134%	209
300	11121	Unified Life Ins Co	298,232	2,634	4,976,549	0	0	5,277,415	0.007836%	211



## 2016 CALIFORNIA LIFE &amp; 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	91529	Unimerica Ins Co	11,583,096	0	77,981,660	0	0	89,564,756	0.132980%	96
302	62596	Union Fidelity Life Ins Co	1,216,270	0	2,375,477	0	0	3,591,747	0.005333%	231
303	69744	Union Labor Life Ins Co	5,706,039	0	11,641,621	0	0	17,347,660	0.025757%	165
304	70408	Union Security Ins Co	24,839,398	841,242	82,372,192	0	0	108,052,832	0.160429%	89
305	92916	United Amer Ins Co	761,489	301,965	37,677,743	0	0	38,741,197	0.057520%	127
306	69892	United Farm Family Life Ins	3,164,299	2,775	0	0	0	3,167,074	0.004702%	238
307	87645	United Fidelity Life Ins Co	441,163	11,960	0	6,547	0	459,670	0.000682%	294
308	63983	United Heritage Life Ins Co	3,273,603	275,780	19,569	351	0	3,569,303	0.005299%	232
309	69922	United Home Life Ins Co	1,484,994	0	17,043	0	0	1,502,037	0.002230%	268
310	69930	United Ins Co Of Amer	17,130,969	0	574,926	0	0	17,705,895	0.026289%	164
311	69868	United Of Omaha Life Ins Co	164,062,365	59,138,411	54,922,089	46,186,353	64,385	324,373,603	0.481608%	57
312	42129	United Security Assur Co Of	0	0	21,261	0	0	21,261	0.000032%	324
313	70106	United States Life Ins Co in	12,560,769	707,802	17,589,968	53,989	0	30,912,528	0.045897%	141
314	72850	United World Life Ins Co	109,491	0	17,652,892	0	0	17,762,383	0.026372%	163
315	79413	UnitedHealthcare Ins Co	5,352,152	0	2,662,541,134	0	0	2,667,893,286	3.961106%	2
316	97179	UnitedHealthcare Life Ins Co	0	0	486,599	0	0	486,599	0.000722%	293
317	63819	Unity Financial Life Ins Co	651,526	0	0	0	0	651,526	0.000967%	284
318	67601	Unum Ins Co	180,762	0	0	6,494,441	0	6,675,203	0.009911%	201
319	62235	Unum Life Ins Co Of Amer	118,727,521	7,424	318,465,529	350,609	0	437,551,083	0.649646%	46
320	80705	US Br Great West Life Assur	1,224,858	0	387,941	0	0	1,612,799	0.002395%	265
321	80802	US Br Sun Life Assur Co of	88,801,238	0	133,743,510	0	0	222,544,748	0.330419%	67
322	80659	US Business of Canada Life	6,503,344	433,404	342,062	0	0	7,278,810	0.010807%	196
323	84530	US Financial Life Ins Co	10,362,385	0	0	0	0	10,362,385	0.015385%	184
324	70955	USA Life One Ins Co Of IN	1,193	0	0	0	0	1,193	0.000002%	335
325	69663	USAA Life Ins Co	103,315,033	96,986,501	33,573,582	1,390,571	0	235,265,687	0.349306%	65
326	68632	Vantis Life Ins Co	317,345	0	0	0	0	317,345	0.000471%	300
327	70238	Variable Ann Life Ins Co	0	306,383,332	0	65,673,047	0	372,056,379	0.552404%	51
328	80942	Voya Ins & Ann Co	2,300,272	412,890,763	247	0	0	415,191,282	0.616448%	47
329	86509	Voya Retirement Ins & Ann	9,054,468	1,073,249,472	0	1,204,915	145,788,181	1,229,297,036	1.825176%	18
330	70319	Washington Natl Ins Co	5,122,241	665,860	15,909,233	0	0	21,697,334	0.032215%	153

## 2016 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	70335	West Coast Life Ins Co	90,237,803	15,035	1,711	0	0	90,254,549	0.134004%	94
332	70483	Western & Southern Life Ins	10,429,969	0	508,439	0	0	10,938,408	0.016241%	181
333	92622	Western Southern Life Assur	6,670,658	6,862,213	0	0	0	13,532,871	0.020093%	175
334	62413	Wilcac Life Ins Co	1,090,920	76,000	2,620	0	0	1,169,540	0.001736%	276
335	65900	Wilco Life Ins Co	35,846,250	24,900	1,467,773	0	0	37,338,923	0.055438%	130
336	60704	Wilton Reassur Life Co of NY	489,707	5,950	9,627	0	0	505,284	0.000750%	291
337	71323	Zale Life Ins Co	79,317	0	82,300	0	0	161,617	0.000240%	309
338	90557	Zurich Amer Life Ins Co	19,433,623	5,882,977	472,142	0	0	25,788,742	0.038289%	146
Totals:			16,196,460,755	23,608,176,008	16,004,009,075	2,799,525,355	8,744,066,477	67,352,237,670	100.000000%	

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	459,388	0.002836%	236
2	77879	5 Star Life Ins Co	9,913,352	0.061207%	119
3	71854	AAA Life Ins Co	211,285,490	1.304516%	24
4	71471	Ability Ins Co	30,915	0.000191%	281
5	62200	Accordia Life & Ann Co	152,898,988	0.944027%	30
6	60054	Aetna Life Ins Co	66,386,859	0.409885%	58
7	90611	Allianz Life Ins Co Of N Amer	152,725,907	0.942959%	31
8	70866	Allstate Assur Co	11,642,825	0.071885%	112
9	60186	Allstate Life Ins Co	50,719,734	0.313153%	64
10	70874	Allstate Life Ins Co Of NY	608,555	0.003757%	228
11	60216	Amalgamated Life Ins Co	209,883	0.001296%	254
12	68594	American Amicable Life Ins Co Of TX	7,953,569	0.049107%	127
13	60275	American Bankers Life Assur Co Of FL	1,853,487	0.011444%	187
14	92738	American Equity Invest Life Ins Co	11,873	0.000073%	297
15	60380	American Family Life Assur Co of Col	24,849,824	0.153427%	89
16	60399	American Family Life Ins Co	1,746,773	0.010785%	190
17	60410	American Fidelity Assur Co	33,238,712	0.205222%	74
18	60429	American Fidelity Life Ins Co	596,822	0.003685%	229
19	60488	American Gen Life Ins Co	456,900,742	2.820991%	10
20	60534	American Heritage Life Ins Co	6,066,957	0.037459%	138
21	60518	American Hlth & Life Ins Co	2,382,147	0.014708%	176
22	60577	American Income Life Ins Co	96,816,073	0.597761%	47
23	67989	American Memorial Life Ins Co	130,796,062	0.807560%	35
24	65811	American Modern Life Ins Co	102,786	0.000635%	270
25	60739	American Natl Ins Co	66,495,968	0.410559%	57
26	71773	American Natl Life Ins Co Of TX	131,101	0.000809%	261
27	60801	American Public Life Ins Co	2,341	0.000014%	304
28	60836	American Republic Ins Co	290,495	0.001794%	245
29	60895	American United Life Ins Co	28,241,806	0.174370%	84
30	61999	Americo Fin Life & Ann Ins Co	14,141,836	0.087314%	105
31	61301	Ameritas Life Ins Corp	74,614,314	0.460683%	55
32	72222	Amica Life Ins Co	5,215,644	0.032202%	142
33	62825	Anthem Blue Cross Life & Health Ins Co	51,857,215	0.320176%	63
34	61069	Anthem Life Ins Co	8,256,364	0.050976%	125
35	71439	Assurity Life Ins Co	16,193,683	0.099983%	101
36	68039	Athene Ann & Life Assur Co of NY	728,199	0.004496%	222
37	61689	Athene Ann & Life Co	9,905,410	0.061158%	120
38	61492	Athene Annuity & Life Assur Co	4,781,830	0.029524%	146
39	61182	Aurora Natl Life Assur Co	2,993,800	0.018484%	161
40	84522	Auto Club Life Ins Co	1,999,653	0.012346%	183
41	62880	AXA Equitable Life & Ann Co	1,570,751	0.009698%	195
42	62944	AXA Equitable Life Ins Co	226,197,896	1.396588%	21
43	61212	Baltimore Life Ins Co	2,449,642	0.015125%	175

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
44	61263	Bankers Life & Cas Co	33,811,669	0.208760%	72
45	94250	Banner Life Ins Co	112,782,081	0.696338%	38
46	61395	Beneficial Life Ins Co	6,812,364	0.042061%	133
47	64890	Berkley Life & Hlth Ins Co	2,417	0.000015%	303
48	71714	Berkshire Life Ins Co of Amer	578,110	0.003569%	231
49	90638	Best Life & Hlth Ins Co	225,293	0.001391%	250
50	61557	Blue Shield of CA Life & Hlth Ins Co	9,074,004	0.056025%	122
51	61476	Boston Mut Life Ins Co	2,375,042	0.014664%	177
52	87726	Brighthouse Life Ins Co	296,411,391	1.830100%	16
53	61581	Capitol Life Ins Co	1,434	0.000009%	308
54	61751	Central States H & L Co Of Omaha	511,168	0.003156%	233
55	62383	Centurion Life Ins Co	20,788	0.000128%	284
56	61832	Chesapeake Life Ins Co	4,982,899	0.030765%	144
57	61875	Church Life Ins Corp	1,533,655	0.009469%	196
58	67369	Cigna Hlth & Life Ins Co	41,901	0.000259%	278
59	76236	Cincinnati Life Ins Co	7,286,869	0.044991%	131
60	93432	CM Life Ins Co	27,283,570	0.168454%	85
61	62626	CMFG Life Ins Co	27,279,170	0.168427%	86
62	62049	Colonial Life & Accident Ins Co	31,254,138	0.192969%	77
63	62065	Colonial Penn Life Ins Co	20,706,773	0.127848%	93
64	84786	Colorado Bankers Life Ins Co	11,559,915	0.071373%	115
65	76023	Columbian Life Ins Co	4,608,219	0.028452%	147
66	62103	Columbian Mut Life Ins Co	220,237	0.001360%	252
67	99937	Columbus Life Ins Co	25,311,740	0.156279%	88
68	62146	Combined Ins Co Of Amer	2,936,056	0.018128%	163
69	84824	Commonwealth Ann & Life Ins Co	3,414,540	0.021082%	156
70	92444	Companion Life Ins Co of CA	17,834	0.000110%	288
71	62308	Connecticut Gen Life Ins Co	30,170,886	0.186281%	81
72	62359	Constitution Life Ins Co	307,233	0.001897%	242
73	71730	Continental Amer Ins Co	230,271	0.001422%	249
74	71404	Continental Gen Ins Co	249,488	0.001540%	248
75	68500	Continental Life Ins Co Brentwood	4,279	0.000026%	301
76	78301	Corvesta Life Ins Co	389	0.000002%	314
77	82880	CSI Life Ins Co	12,468	0.000077%	296
78	71129	Dearborn Natl Life Ins Co	1,771,515	0.010938%	189
79	62634	Delaware Amer Life Ins Co	158,609	0.000979%	259
80	79065	Delaware Life Ins Co	2,761,106	0.017048%	165
81	84174	ELCO Mut Life & Ann	13,317	0.000082%	295
82	62928	EMC Natl Life Co	958,104	0.005916%	213
83	62510	Equitrust Life Ins Co	15,237,653	0.094080%	104
84	77968	Family Heritage Life Ins Co Of Amer	48,522	0.000300%	274
85	63053	Family Life Ins Co	2,488,271	0.015363%	174
86	74004	Family Serv Life Ins Co	1,406	0.000009%	309

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
87	63177	Farmers New World Life Ins Co	298,959,287	1.845831%	15
88	63223	Federal Life Ins Co	1,977,431	0.012209%	185
89	63258	Federated Life Ins Co	9,687,833	0.059815%	121
90	63274	Fidelity & Guar Life Ins Co	107,461,026	0.663485%	41
91	93696	Fidelity Investments Life Ins Co	2,067,932	0.012768%	182
92	63290	Fidelity Life Assn A Legal Reserve L	12,296,989	0.075924%	111
93	71870	Fidelity Security Life Ins Co	1,408,684	0.008697%	201
94	69140	First Allmerica Fin Life Ins Co	754,303	0.004657%	220
95	90328	First Hlth Life & Hlth Ins Co	3,453	0.000021%	302
96	67652	First Penn Pacific Life Ins Co	19,767,229	0.122047%	95
97	63495	Foresters Life Ins Ann Co	6,481,867	0.040020%	136
98	91642	Forethought Life Ins Co	30,480,902	0.188195%	80
99	99775	Funeral Directors Life Ins Co	1,989,844	0.012286%	184
100	63657	Garden State Life Ins Co	1,574,244	0.009720%	194
101	63665	General Amer Life Ins Co	31,333,196	0.193457%	76
102	65536	Genworth Life & Ann Ins Co	157,417,629	0.971926%	29
103	70025	Genworth Life Ins Co	44,713,194	0.276068%	69
104	70939	Gerber Life Ins Co	31,855,587	0.196682%	75
105	91472	Globe Life & Accident Ins Co	47,471,265	0.293097%	67
106	62286	Golden Rule Ins Co	1,414,173	0.008731%	200
107	63967	Government Personnel Mut Life Ins Co	3,773,453	0.023298%	154
108	67059	GPM Hlth & Life Ins Co	1,631,524	0.010073%	193
109	63312	Great Amer Life Ins Co	8,072,639	0.049842%	126
110	90212	Great Southern Life Ins Co	3,823,183	0.023605%	153
111	68322	Great W Life & Ann Ins Co	31,186,113	0.192549%	78
112	71480	Great Western Ins Co	24,700,079	0.152503%	91
113	64211	Guarantee Trust Life Ins Co	2,587,855	0.015978%	171
114	64238	Guaranty Income Life Ins Co	6,258	0.000039%	300
115	78778	Guardian Ins & Ann Co Inc	2,338,341	0.014437%	179
116	64246	Guardian Life Ins Co Of Amer	222,971,110	1.376666%	22
117	83607	Guggenheim Life & Ann Co	30,335	0.000187%	282
118	70815	Hartford Life & Accident Ins Co	101,649,752	0.627605%	44
119	71153	Hartford Life & Ann Ins Co	100,270,182	0.619087%	45
120	88072	Hartford Life Ins Co	8,763,339	0.054107%	124
121	92711	HCC Life Ins Co	835,789	0.005160%	217
122	66141	Health Net Life Ins Co	1,489,642	0.009197%	197
123	93440	HM Life Ins Co	15,036	0.000093%	292
124	64505	Homesteaders Life Co	33,469,044	0.206644%	73
125	64513	Horace Mann Life Ins Co	4,861,312	0.030015%	145
126	91693	IA Amer Life Ins Co	6,472,003	0.039959%	137
127	97764	Idealife Ins Co	153,548	0.000948%	260
128	64580	Illinois Mut Life Ins Co	1,093,747	0.006753%	209
129	14406	Industrial Alliance Ins & Fin Serv I	4,603,245	0.028421%	148

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
130	74780	Integrity Life Ins Co	17,354	0.000107%	290
131	64904	Investors Heritage Life Ins Co	36,450	0.000225%	279
132	63487	Investors Life Ins Co N Amer	1,380,839	0.008526%	203
133	65056	Jackson Natl Life Ins Co	103,990,932	0.642060%	42
134	64017	Jefferson Natl Life Ins Co	1,261,361	0.007788%	205
135	65080	John Alden Life Ins Co	741,010	0.004575%	221
136	93610	John Hancock Life & Hlth Ins Co	118,675	0.000733%	266
137	65838	John Hancock Life Ins Co USA	494,787,266	3.054910%	6
138	65110	Kanawha Ins Co	808,458	0.004992%	218
139	65129	Kansas City Life Ins Co	12,584,514	0.077699%	109
140	65242	Lafayette Life Ins Co	29,370,277	0.181338%	82
141	68543	Liberty Bankers Life Ins Co	634,020	0.003915%	226
142	65315	Liberty Life Assur Co Of Boston	94,633,742	0.584287%	48
143	65331	Liberty Natl Life Ins Co	6,997,671	0.043205%	132
144	65498	Life Ins Co Of N Amer	269,526,494	1.664107%	18
145	65528	Life Ins Co Of The Southwest	233,836,882	1.443753%	20
146	77720	LifeSecure Ins Co	488,164	0.003014%	235
147	99724	LifeShield Natl Ins Co	1,758	0.000011%	306
148	65595	Lincoln Benefit Life Co	195,540,876	1.207306%	26
149	65927	Lincoln Heritage Life Ins Co	82,010,130	0.506346%	53
150	62057	Lincoln Life & Ann Co of NY	1,429,448	0.008826%	199
151	65676	Lincoln Natl Life Ins Co	686,882,124	4.240940%	4
152	60232	Lombard Intl Life Assur Co	907,704	0.005604%	214
153	68446	Longevity Ins Co	18,617	0.000115%	287
154	65722	Loyal Amer Life Ins Co	96,060	0.000593%	271
155	65781	Madison Natl Life Ins Co Inc	648,565	0.004004%	225
156	65870	Manhattan Life Ins Co	1,361,691	0.008407%	204
157	67083	Manhattan Natl Life Ins Co	2,549,921	0.015744%	172
158	61883	ManhattanLife Assur Co of Amer	47,105	0.000291%	275
159	85561	MAPFRE Life Ins Co	9,903	0.000061%	299
160	65935	Massachusetts Mut Life Ins Co	579,323,816	3.576854%	5
161	31119	Medico Ins Co	16,598	0.000102%	291
162	86126	Members Life Ins Co	130,756	0.000807%	262
163	65951	Merit Life Ins Co	1,668,901	0.010304%	192
164	65978	Metropolitan Life Ins Co	785,033,522	4.846945%	2
165	97136	Metropolitan Tower Life Ins Co	5,730,606	0.035382%	139
166	66087	Mid West Natl Life Ins Co Of TN	1,057,061	0.006526%	211
167	66044	Midland Natl Life Ins Co	144,176,953	0.890176%	32
168	66109	Midwestern United Life Ins Co	224,875	0.001388%	251
169	66168	Minnesota Life Ins Co	287,547,117	1.775370%	17
170	70416	MML Bay State Life Ins Co	4,381,306	0.027051%	151
171	66265	Monarch Life Ins Co	128,000	0.000790%	263
172	66370	Mony Life Ins Co	11,243,581	0.069420%	116

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
173	78077	Mony Life Ins Co Of Amer	89,546,649	0.552878%	50
174	88668	Mutual Of Amer Life Ins Co	402,756	0.002487%	238
175	66427	Mutual Trust Life Ins Co a Pan Amer	28,660,294	0.176954%	83
176	61409	National Benefit Life Ins Co	1,813,736	0.011198%	188
177	66540	National Farmers Union Life Ins Co	533,793	0.003296%	232
178	66583	National Guardian Life Ins Co	60,887,657	0.375932%	60
179	82538	National Hlth Ins Co	75	0.000000%	315
180	66680	National Life Ins Co	26,986,526	0.166620%	87
181	87963	National Teachers Assoc Life Ins Co	187,589	0.001158%	257
182	66850	National Western Life Ins Co	15,776,850	0.097409%	102
183	92657	Nationwide Life & Ann Ins Co	200,652,864	1.238869%	25
184	66869	Nationwide Life Ins Co	84,384,008	0.521003%	52
185	98205	Natl Foundation Life Ins Co	901	0.000006%	311
186	91626	New England Life Ins Co	14,049,966	0.086747%	106
187	78743	New Era Life Ins Co	1,606	0.000010%	307
188	69698	New Era Life Ins Co Of Midwest	13,905	0.000086%	293
189	91596	New York Life Ins & Ann Corp	215,562,312	1.330922%	23
190	66915	New York Life Ins Co	1,005,899,822	6.210615%	1
191	81264	Nippon Life Ins Co Of Amer	372,576	0.002300%	239
192	66974	North Amer Co Life & Hlth Ins	109,674,254	0.677150%	39
193	67032	North Carolina Mut Life Ins Co	43,070	0.000266%	277
194	67091	Northwestern Mut Life Ins Co	744,588,335	4.597229%	3
195	81353	NYLife Ins Co Of AZ	7,344,557	0.045347%	129
196	67148	Occidental Life Ins Co Of NC	2,713,433	0.016753%	166
197	89206	Ohio Natl Life Assur Corp	48,297,546	0.298198%	66
198	67172	Ohio Natl Life Ins Co	30,671,804	0.189373%	79
199	67180	Ohio State Life Ins Co	2,625,377	0.016210%	170
200	67199	Old Amer Ins Co	4,439,352	0.027409%	149
201	67261	Old Republic Life Ins Co	2,348,084	0.014498%	178
202	76007	Old United Life Ins Co	468	0.000003%	313
203	69647	Optum Ins of OH Inc	121,672	0.000751%	265
204	76112	Oxford Life Ins Co	3,008,598	0.018576%	160
205	67393	Ozark Natl Life Ins Co	189,913	0.001173%	256
206	64343	Pacific Guardian Life Ins Co Ltd	11,622,536	0.071760%	113
207	97268	Pacific Life & Ann Co	208,606	0.001288%	255
208	67466	Pacific Life Ins Co	469,711,973	2.900090%	8
209	93459	Pan Amer Assur Co	2,641,728	0.016311%	169
210	67539	Pan Amer Life Ins Co	582,983	0.003599%	230
211	60003	Park Avenue Life Ins Co	288,636	0.001782%	246
212	67598	Paul Revere Life Ins Co	684,508	0.004226%	223
213	93777	Pavonia Life Ins Co of MI	2,946,796	0.018194%	162
214	93262	Penn Ins & Ann Co	21,533,791	0.132954%	92
215	67644	Penn Mut Life Ins Co	107,701,824	0.664971%	40

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
216	90247	Pharmacists Life Ins Co	36,333	0.000224%	280
217	93548	PHL Variable Ins Co	69,090,027	0.426575%	56
218	67814	Phoenix Life Ins Co	18,851,525	0.116393%	97
219	72125	Physicians Life Ins Co	12,964,899	0.080048%	107
220	67873	Pioneer Amer Ins Co	616,526	0.003807%	227
221	67911	Pioneer Mut Life Ins Co	7,335,853	0.045293%	130
222	67946	Pioneer Security Life Ins Co	346,582	0.002140%	240
223	65919	Primerica Life Ins Co	365,014,266	2.253667%	13
224	61271	Principal Life Ins Co	132,911,519	0.820621%	34
225	71161	Principal Natl Life Ins Co	63,005,152	0.389006%	59
226	68047	Professional Ins Co	29,409	0.000182%	283
227	88536	Protective Life & Annuity Ins Co	108,998	0.000673%	268
228	68136	Protective Life Ins Co	255,790,533	1.579299%	19
229	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%	312
230	68195	Provident Life & Accident Ins Co	18,693,858	0.115419%	99
231	79227	Pruco Life Ins Co	390,786,837	2.412792%	12
232	86630	Prudential Ann Life Assur Corp	212,306	0.001311%	253
233	68241	Prudential Ins Co Of Amer	362,518,082	2.238255%	14
234	71390	Puritan Life Ins Co of Amer	104,618	0.000646%	269
235	68284	Pyramid Life Ins Co	19,450	0.000120%	286
236	68357	Reliable Life Ins Co	20,130	0.000124%	285
237	68381	Reliance Standard Life Ins Co	55,599,428	0.343281%	62
238	67105	Reliastar Life Ins Co	182,482,903	1.126684%	27
239	61360	Reliastar Life Ins Co Of NY	3,120,550	0.019267%	159
240	68462	Reserve Natl Ins Co	11,783	0.000073%	298
241	65005	RiverSource Life Ins Co	118,979,229	0.734600%	36
242	60183	S USA Life Ins Co Inc	91,865	0.000567%	272
243	60445	Sagicor Life Ins Co	3,699,614	0.022842%	155
244	93742	Securian Life Ins Co	59,713,198	0.368681%	61
245	68675	Security Benefit Life Ins Co	1,394,632	0.008611%	202
246	68713	Security Life Of Denver Ins Co	135,784,774	0.838361%	33
247	68772	Security Mut Life Ins Co Of NY	2,665,252	0.016456%	167
248	69485	Security Natl Life Ins Co	4,406,674	0.027208%	150
249	78662	Senior Life Ins Co	2,133,616	0.013173%	181
250	68802	Sentinel Security Life Ins Co	2,539,445	0.015679%	173
251	68810	Sentry Life Ins Co	2,654,804	0.016391%	168
252	97241	Settlers Life Ins Co	45,788	0.000283%	276
253	69019	Standard Ins Co	97,060,691	0.599271%	46
254	86355	Standard Life & Accident Ins Co	977,081	0.006033%	212
255	69078	Standard Security Life Ins Co Of NY	13,811	0.000085%	294
256	68985	Starmount Life Ins Co	127,730	0.000789%	264
257	69108	State Farm Life Ins Co	459,234,544	2.835401%	9
258	69116	State Life Ins Co	79,813,165	0.492782%	54



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
259	89184	Sterling Investors Life Ins Co	295,399	0.001824%	244
260	77399	Sterling Life Ins Co	2,326	0.000014%	305
261	80926	Sun Life & Hlth Ins Co	7,609,994	0.046986%	128
262	69272	Sunset Life Ins Co Of Amer	4,077,704	0.025177%	152
263	69310	Surety Life Ins Co	12,800,049	0.079030%	108
264	68608	Symetra Life Ins Co	50,080,773	0.309208%	65
265	90581	Symetra Natl Life Ins Co	17,555	0.000108%	289
266	69345	Teachers Ins & Ann Assoc Of Amer	20,243,843	0.124989%	94
267	69396	Texas Life Ins Co	18,775,268	0.115922%	98
268	70435	The Savings Bank Life Ins Co Of MA	15,483,795	0.095600%	103
269	97721	Thrivent Life Ins Co	1,674,331	0.010338%	191
270	60142	TIAA Cref Life Ins Co	44,999,247	0.277834%	68
271	69477	Time Ins Co	1,107,627	0.006839%	208
272	69566	Trans World Assur Co	1,937,867	0.011965%	186
273	79022	Transamerica Advisors Life Ins Co	847,952	0.005235%	216
274	70688	Transamerica Financial Life Ins Co	884,950	0.005464%	215
275	86231	Transamerica Life Ins Co	452,022,635	2.790873%	11
276	66281	Transamerica Premier Life Ins Co	490,645,969	3.029341%	7
277	61425	Trustmark Ins Co	37,329,185	0.230477%	70
278	62863	Trustmark Life Ins Co	282,315	0.001743%	247
279	80314	Unicare Life & Hlth Ins Co	2,768,360	0.017092%	164
280	11121	Unified Life Ins Co	298,232	0.001841%	243
281	91529	Unimerica Ins Co	11,583,096	0.071516%	114
282	62596	Union Fidelity Life Ins Co	1,216,270	0.007509%	207
283	69744	Union Labor Life Ins Co	5,706,039	0.035230%	140
284	70408	Union Security Ins Co	24,839,398	0.153363%	90
285	92916	United Amer Ins Co	761,489	0.004702%	219
286	69892	United Farm Family Life Ins Co	3,164,299	0.019537%	158
287	87645	United Fidelity Life Ins Co	441,163	0.002724%	237
288	63983	United Heritage Life Ins Co	3,273,603	0.020212%	157
289	69922	United Home Life Ins Co	1,484,994	0.009169%	198
290	69930	United Ins Co Of Amer	17,130,969	0.105770%	100
291	69868	United Of Omaha Life Ins Co	164,062,365	1.012952%	28
292	70106	United States Life Ins Co in the Cit	12,560,769	0.077553%	110
293	72850	United World Life Ins Co	109,491	0.000676%	267
294	79413	UnitedHealthcare Ins Co	5,352,152	0.033045%	141
295	63819	Unity Financial Life Ins Co	651,526	0.004023%	224
296	67601	Unum Ins Co	180,762	0.001116%	258
297	62235	Unum Life Ins Co Of Amer	118,727,521	0.733046%	37
298	80705	US Br Great West Life Assur Co	1,224,858	0.007563%	206
299	80802	US Br Sun Life Assur Co of Canada	88,801,238	0.548276%	51
300	80659	US Business of Canada Life Assur Co	6,503,344	0.040153%	135
301	84530	US Financial Life Ins Co	10,362,385	0.063979%	118

California Life & Annuity Market Share Report  
 Premiums Written During Calendar Year 2016  
 Line of Business: **LIFE INSURANCE**  
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
302	70955	USA Life One Ins Co Of IN	1,193	0.000007%	310
303	69663	USAA Life Ins Co	103,315,033	0.637886%	43
304	68632	Vantis Life Ins Co	317,345	0.001959%	241
305	80942	Voya Ins & Ann Co	2,300,272	0.014202%	180
306	86509	Voya Retirement Ins & Ann Co	9,054,468	0.055904%	123
307	70319	Washington Natl Ins Co	5,122,241	0.031626%	143
308	70335	West Coast Life Ins Co	90,237,803	0.557145%	49
309	70483	Western & Southern Life Ins Co	10,429,969	0.064397%	117
310	92622	Western Southern Life Assur Co	6,670,658	0.041186%	134
311	62413	Wilcac Life Ins Co	1,090,920	0.006736%	210
312	65900	Wilco Life Ins Co	35,846,250	0.221322%	71
313	60704	Wilton Reassur Life Co of NY	489,707	0.003024%	234
314	71323	Zale Life Ins Co	79,317	0.000490%	273
315	90557	Zurich Amer Life Ins Co	19,433,623	0.119987%	96
	Totals:		16,196,460,755	100.000000%	

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	97,640,801	0.413588%	42
2	60054	Aetna Life Ins Co	1,458,328	0.006177%	103
3	90611	Allianz Life Ins Co Of N Amer	1,499,773,538	6.352763%	2
4	70866	Allstate Assur Co	5,150	0.000022%	184
5	60186	Allstate Life Ins Co	5,738,276	0.024306%	91
6	70874	Allstate Life Ins Co Of NY	31,878	0.000135%	160
7	68594	American Amicable Life Ins Co Of TX	422,741	0.001791%	127
8	60275	American Bankers Life Assur Co Of FL	2,587	0.000011%	188
9	92738	American Equity Invest Life Ins Co	551,434,416	2.335774%	14
10	60399	American Family Life Ins Co	147,452	0.000625%	147
11	60410	American Fidelity Assur Co	68,337,491	0.289465%	50
12	60429	American Fidelity Life Ins Co	40,743	0.000173%	156
13	60488	American Gen Life Ins Co	1,419,795,272	6.013990%	3
14	60534	American Heritage Life Ins Co	8,050	0.000034%	174
15	67989	American Memorial Life Ins Co	693,637	0.002938%	120
16	60739	American Natl Ins Co	127,655,279	0.540724%	36
17	60895	American United Life Ins Co	411,994,311	1.745132%	22
18	61999	Americo Fin Life & Ann Ins Co	62,190,195	0.263426%	52
19	61301	Ameritas Life Ins Corp	101,669,292	0.430652%	41
20	72222	Amica Life Ins Co	129,850	0.000550%	148
21	93661	Annuity Investors Life Ins Co	33,529,137	0.142023%	65
22	71439	Assurity Life Ins Co	30,829	0.000131%	161
23	68039	Athene Ann & Life Assur Co of NY	571,972	0.002423%	125
24	61689	Athene Ann & Life Co	545,034,977	2.308667%	15
25	61492	Athene Annuity & Life Assur Co	939,696	0.003980%	110
26	84522	Auto Club Life Ins Co	415,135	0.001758%	128
27	62944	AXA Equitable Life Ins Co	1,054,736,145	4.467667%	7
28	61212	Baltimore Life Ins Co	587,257	0.002488%	124
29	61263	Bankers Life & Cas Co	45,020,386	0.190698%	57
30	94250	Banner Life Ins Co	6,556,548	0.027772%	87
31	61395	Beneficial Life Ins Co	292,556	0.001239%	132
32	62345	Berkshire Hathaway Life Ins Co NE	4,988,791	0.021132%	94
33	87726	Brighthouse Life Ins Co	421,617,119	1.785892%	19
34	61832	Chesapeake Life Ins Co	124,759	0.000528%	149
35	61875	Church Life Ins Corp	832,994	0.003528%	115
36	76236	Cincinnati Life Ins Co	195,353	0.000827%	140
37	93432	CM Life Ins Co	12,886,804	0.054586%	76
38	62626	CMFG Life Ins Co	5,338,549	0.022613%	93
39	62049	Colonial Life & Accident Ins Co	7,200	0.000030%	177
40	84786	Colorado Bankers Life Ins Co	7,770,676	0.032915%	84
41	76023	Columbian Life Ins Co	2,674	0.000011%	186
42	62103	Columbian Mut Life Ins Co	7,784	0.000033%	175
43	99937	Columbus Life Ins Co	6,092,383	0.025806%	89

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
44	84824	Commonwealth Ann & Life Ins Co	6,472,610	0.027417%	88
45	92444	Companion Life Ins Co of CA	19,500	0.000083%	164
46	62308	Connecticut Gen Life Ins Co	251,178	0.001064%	135
47	62359	Constitution Life Ins Co	365	0.000002%	207
48	71404	Continental Gen Ins Co	925,866	0.003922%	112
49	79065	Delaware Life Ins Co	71,209,509	0.301630%	47
50	13183	Eagle Life Ins Co	59,351,667	0.251403%	53
51	84174	ELCO Mut Life & Ann	2,444,161	0.010353%	101
52	62928	EMC Natl Life Co	205,317	0.000870%	138
53	62510	Equitrust Life Ins Co	161,253,900	0.683042%	33
54	63053	Family Life Ins Co	1,625	0.000007%	194
55	63177	Farmers New World Life Ins Co	14,268,775	0.060440%	74
56	63223	Federal Life Ins Co	25,128	0.000106%	162
57	63258	Federated Life Ins Co	120,535	0.000511%	150
58	63274	Fidelity & Guar Life Ins Co	348,151,654	1.474706%	26
59	93696	Fidelity Investments Life Ins Co	172,375,134	0.730149%	32
60	71870	Fidelity Security Life Ins Co	182,463	0.000773%	144
61	69140	First Allmerica Fin Life Ins Co	5,705	0.000024%	182
62	63495	Foresters Life Ins Ann Co	14,731,727	0.062401%	73
63	91642	Forethought Life Ins Co	494,543,423	2.094794%	16
64	99775	Funeral Directors Life Ins Co	1,008,540	0.004272%	108
65	63665	General Amer Life Ins Co	1,898,228	0.008041%	102
66	65536	Genworth Life & Ann Ins Co	11,292,913	0.047835%	78
67	70025	Genworth Life Ins Co	3,984,985	0.016880%	99
68	62286	Golden Rule Ins Co	175,515	0.000743%	145
69	63967	Government Personnel Mut Life Ins Co	11,668	0.000049%	170
70	67059	GPM Hlth & Life Ins Co	197,169	0.000835%	139
71	63312	Great Amer Life Ins Co	326,373,066	1.382456%	27
72	90212	Great Southern Life Ins Co	588,563	0.002493%	123
73	68322	Great W Life & Ann Ins Co	723,497,337	3.064601%	10
74	71480	Great Western Ins Co	932,402	0.003949%	111
75	64211	Guarantee Trust Life Ins Co	9,208	0.000039%	173
76	64238	Guaranty Income Life Ins Co	4,289,934	0.018171%	98
77	78778	Guardian Ins & Ann Co Inc	116,800,347	0.494745%	37
78	64246	Guardian Life Ins Co Of Amer	989,464	0.004191%	109
79	83607	Guggenheim Life & Ann Co	36,122,293	0.153007%	63
80	70815	Hartford Life & Accident Ins Co	309	0.000001%	209
81	71153	Hartford Life & Ann Ins Co	24,264,807	0.102781%	68
82	88072	Hartford Life Ins Co	21,989,225	0.093142%	70
83	92711	HCC Life Ins Co	5,400	0.000023%	183
84	64505	Homesteaders Life Co	774,677	0.003281%	116
85	64513	Horace Mann Life Ins Co	29,100,965	0.123266%	66
86	91693	IA Amer Life Ins Co	158,197	0.000670%	146

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
87	97764	Idealife Ins Co	2,216	0.000009%	192
88	14406	Industrial Alliance Ins & Fin Serv I	4,624,318	0.019588%	96
89	74780	Integrity Life Ins Co	70,957,143	0.300561%	48
90	64904	Investors Heritage Life Ins Co	560	0.000002%	205
91	65056	Jackson Natl Life Ins Co	1,846,628,213	7.821975%	1
92	64017	Jefferson Natl Life Ins Co	137,152,666	0.580953%	34
93	65838	John Hancock Life Ins Co USA	10,728,701	0.045445%	79
94	65110	Kanawha Ins Co	10,472	0.000044%	172
95	65129	Kansas City Life Ins Co	4,322,601	0.018310%	97
96	65242	Lafayette Life Ins Co	17,276,592	0.073180%	71
97	68543	Liberty Bankers Life Ins Co	16,726,376	0.070850%	72
98	65315	Liberty Life Assur Co Of Boston	5,701,819	0.024152%	92
99	65331	Liberty Natl Life Ins Co	998	0.000004%	198
100	65528	Life Ins Co Of The Southwest	270,029,014	1.143793%	29
101	77720	LifeSecure Ins Co	38,689	0.000164%	157
102	65595	Lincoln Benefit Life Co	8,539,080	0.036170%	82
103	65927	Lincoln Heritage Life Ins Co	6,464	0.000027%	178
104	62057	Lincoln Life & Ann Co of NY	1,195,293	0.005063%	104
105	65676	Lincoln Natl Life Ins Co	1,216,234,859	5.151745%	5
106	60232	Lombard Intl Life Assur Co	45,399,260	0.192303%	56
107	68446	Longevity Ins Co	200	0.000001%	210
108	65722	Loyal Amer Life Ins Co	889	0.000004%	200
109	65781	Madison Natl Life Ins Co Inc	922,266	0.003907%	113
110	65870	Manhattan Life Ins Co	9,520,725	0.040328%	81
111	67083	Manhattan Natl Life Ins Co	2,202	0.000009%	193
112	65935	Massachusetts Mut Life Ins Co	363,586,675	1.540086%	25
113	86126	Members Life Ins Co	43,331,451	0.183544%	58
114	65978	Metropolitan Life Ins Co	197,158,553	0.835127%	31
115	97136	Metropolitan Tower Life Ins Co	11,520	0.000049%	171
116	66087	Mid West Natl Life Ins Co Of TN	45,391	0.000192%	155
117	66044	Midland Natl Life Ins Co	599,761,546	2.540479%	12
118	66109	Midwestern United Life Ins Co	613	0.000003%	203
119	66168	Minnesota Life Ins Co	116,013,667	0.491412%	38
120	66370	Mony Life Ins Co	6,281	0.000027%	179
121	78077	Mony Life Ins Co Of Amer	4,706,779	0.019937%	95
122	88668	Mutual Of Amer Life Ins Co	190,121	0.000805%	142
123	66427	Mutual Trust Life Ins Co a Pan Amer	185,186	0.000784%	143
124	66583	National Guardian Life Ins Co	3,899,458	0.016517%	100
125	66680	National Life Ins Co	261,511	0.001108%	134
126	66850	National Western Life Ins Co	133,042,325	0.563543%	35
127	92657	Nationwide Life & Ann Ins Co	1,071,966	0.004541%	106
128	66869	Nationwide Life Ins Co	39,942,978	0.169191%	60
129	91626	New England Life Ins Co	1,072,241	0.004542%	105

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
130	69698	New Era Life Ins Co Of Midwest	2,315	0.000010%	191
131	91596	New York Life Ins & Ann Corp	1,295,321,898	5.486743%	4
132	66915	New York Life Ins Co	63,062,271	0.267120%	51
133	66974	North Amer Co Life & Hlth Ins	417,773,628	1.769612%	20
134	67032	North Carolina Mut Life Ins Co	1,200	0.000005%	196
135	67091	Northwestern Mut Life Ins Co	107,126,777	0.453769%	40
136	67148	Occidental Life Ins Co Of NC	725,145	0.003072%	118
137	67172	Ohio Natl Life Ins Co	92,729,940	0.392787%	44
138	67180	Ohio State Life Ins Co	847	0.000004%	201
139	69647	Optum Ins of OH Inc	593	0.000003%	204
140	76112	Oxford Life Ins Co	12,908,120	0.054676%	75
141	67393	Ozark Natl Life Ins Co	333	0.000001%	208
142	64343	Pacific Guardian Life Ins Co Ltd	648	0.000003%	202
143	97268	Pacific Life & Ann Co	221,303	0.000937%	137
144	67466	Pacific Life Ins Co	760,581,117	3.221681%	9
145	67539	Pan Amer Life Ins Co	13,480	0.000057%	166
146	67644	Penn Mut Life Ins Co	7,274,699	0.030814%	85
147	90247	Pharmacists Life Ins Co	2,400	0.000010%	190
148	93548	PHL Variable Ins Co	34,047,794	0.144220%	64
149	67814	Phoenix Life Ins Co	193,986	0.000822%	141
150	72125	Physicians Life Ins Co	1,047,186	0.004436%	107
151	67873	Pioneer Amer Ins Co	998	0.000004%	199
152	67911	Pioneer Mut Life Ins Co	32,011	0.000136%	159
153	67946	Pioneer Security Life Ins Co	540	0.000002%	206
154	65919	Primerica Life Ins Co	80,168	0.000340%	153
155	61271	Principal Life Ins Co	391,034,882	1.656351%	23
156	68136	Protective Life Ins Co	107,876,802	0.456946%	39
157	79227	Pruco Life Ins Co	613,748,298	2.599724%	11
158	86630	Prudential Ann Life Assur Corp	8,321,272	0.035247%	83
159	68241	Prudential Ins Co Of Amer	433,102,516	1.834542%	18
160	71390	Puritan Life Ins Co of Amer	303,369	0.001285%	130
161	68381	Reliance Standard Life Ins Co	83,657,705	0.354359%	45
162	67105	Reliastar Life Ins Co	45,505,909	0.192755%	55
163	61360	Reliastar Life Ins Co Of NY	2,400	0.000010%	189
164	65005	RiverSource Life Ins Co	442,184,622	1.873012%	17
165	60445	Sagicor Life Ins Co	10,116,532	0.042852%	80
166	68675	Security Benefit Life Ins Co	236,189,878	1.000457%	30
167	68713	Security Life Of Denver Ins Co	5,719	0.000024%	181
168	68772	Security Mut Life Ins Co Of NY	102,300	0.000433%	151
169	69485	Security Natl Life Ins Co	236,727	0.001003%	136
170	68802	Sentinel Security Life Ins Co	12,412,541	0.052577%	77
171	68810	Sentry Life Ins Co	69,155,980	0.292932%	49
172	97241	Settlers Life Ins Co	1,030	0.000004%	197

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
173	69019	Standard Ins Co	41,725,469	0.176741%	59
174	86355	Standard Life & Accident Ins Co	13,177	0.000056%	167
175	69108	State Farm Life Ins Co	36,456,812	0.154424%	62
176	69116	State Life Ins Co	39,647,416	0.167939%	61
177	89184	Sterling Investors Life Ins Co	1,525	0.000006%	195
178	69272	Sunset Life Ins Co Of Amer	341,247	0.001445%	129
179	69310	Surety Life Ins Co	85,656	0.000363%	152
180	68608	Symetra Life Ins Co	593,321,555	2.513200%	13
181	69345	Teachers Ins & Ann Assoc Of Amer	869,512,431	3.683093%	8
182	97721	Thrivent Life Ins Co	22,155,227	0.093845%	69
183	60142	TIAA Cref Life Ins Co	26,065,680	0.110409%	67
184	69477	Time Ins Co	12,521	0.000053%	168
185	69566	Trans World Assur Co	759,281	0.003216%	117
186	70688	Transamerica Financial Life Ins Co	673,161	0.002851%	121
187	86231	Transamerica Life Ins Co	365,536,054	1.548343%	24
188	66281	Transamerica Premier Life Ins Co	81,930,583	0.347043%	46
189	61425	Trustmark Ins Co	33,285	0.000141%	158
190	11121	Unified Life Ins Co	2,634	0.000011%	187
191	70408	Union Security Ins Co	841,242	0.003563%	114
192	92916	United Amer Ins Co	301,965	0.001279%	131
193	69892	United Farm Family Life Ins Co	2,775	0.000012%	185
194	87645	United Fidelity Life Ins Co	11,960	0.000051%	169
195	63983	United Heritage Life Ins Co	275,780	0.001168%	133
196	69868	United Of Omaha Life Ins Co	59,138,411	0.250499%	54
197	70106	United States Life Ins Co in the Cit	707,802	0.002998%	119
198	62235	Unum Life Ins Co Of Amer	7,424	0.000031%	176
199	80659	US Business of Canada Life Assur Co	433,404	0.001836%	126
200	69663	USAA Life Ins Co	96,986,501	0.410817%	43
201	70238	Variable Ann Life Ins Co	306,383,332	1.297783%	28
202	80942	Voya Ins & Ann Co	412,890,763	1.748929%	21
203	86509	Voya Retirement Ins & Ann Co	1,073,249,472	4.546086%	6
204	70319	Washington Natl Ins Co	665,860	0.002820%	122
205	70335	West Coast Life Ins Co	15,035	0.000064%	165
206	92622	Western Southern Life Assur Co	6,862,213	0.029067%	86
207	62413	Wilcac Life Ins Co	76,000	0.000322%	154
208	65900	Wilco Life Ins Co	24,900	0.000105%	163
209	60704	Wilton Reassur Life Co of NY	5,950	0.000025%	180
210	90557	Zurich Amer Life Ins Co	5,882,977	0.024919%	90
	Totals:		23,608,209,702	100.000000%	

**California Life & Annuity Market Share Report**    Exhibit (5D)  
**Premiums Written During Calendar Year 2016**  
**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	26,781,301	0.167341%	59
2	77879	5 Star Life Ins Co	187	0.000001%	246
3	71854	AAA Life Ins Co	13,810,739	0.086295%	75
4	71471	Ability Ins Co	985,506	0.006158%	140
5	78700	Aetna Hlth & Life Ins Co	47,339	0.000296%	188
6	60054	Aetna Life Ins Co	1,902,690,756	11.888838%	3
7	73130	All Savers Life Ins Co of CA	178,957	0.001118%	173
8	90611	Allianz Life Ins Co Of N Amer	10,016,836	0.062590%	79
9	60186	Allstate Life Ins Co	2,803,085	0.017515%	107
10	70874	Allstate Life Ins Co Of NY	26,238	0.000164%	196
11	60216	Amalgamated Life Ins Co	4,497,028	0.028099%	98
12	60275	American Bankers Life Assur Co Of FL	1,473,026	0.009204%	128
13	60380	American Family Life Assur Co of Col	370,308,065	2.313846%	8
14	60410	American Fidelity Assur Co	134,103,275	0.837936%	17
15	60488	American Gen Life Ins Co	14,548,717	0.090907%	73
16	60534	American Heritage Life Ins Co	40,984,613	0.256090%	45
17	60518	American Hlth & Life Ins Co	2,348,457	0.014674%	115
18	60577	American Income Life Ins Co	6,585,512	0.041149%	85
19	67989	American Memorial Life Ins Co	39	0.000000%	248
20	65811	American Modern Life Ins Co	64,793	0.000405%	184
21	60739	American Natl Ins Co	656,859	0.004104%	145
22	71773	American Natl Life Ins Co Of TX	1,033,878	0.006460%	138
23	60801	American Public Life Ins Co	1,311,243	0.008193%	132
24	60836	American Republic Ins Co	639,406	0.003995%	148
25	88366	American Retirement Life Ins Co	250,321	0.001564%	167
26	60895	American United Life Ins Co	170,824	0.001067%	174
27	61999	Americo Fin Life & Ann Ins Co	26,882	0.000168%	195
28	61301	Ameritas Life Ins Corp	87,587,975	0.547288%	26
29	62825	Anthem Blue Cross Life & Health Ins Co	2,259,436,168	14.117939%	2
30	61069	Anthem Life Ins Co	22,193,671	0.138676%	62
31	71439	Assurity Life Ins Co	5,091,686	0.031815%	92
32	61689	Athene Ann & Life Co	152,452	0.000953%	176
33	61492	Athene Annuity & Life Assur Co	1,668,574	0.010426%	127
34	84522	Auto Club Life Ins Co	8,462	0.000053%	215
35	62944	AXA Equitable Life Ins Co	5,130,330	0.032057%	91
36	61212	Baltimore Life Ins Co	7,071	0.000044%	217
37	61263	Bankers Life & Cas Co	48,214,321	0.301264%	42
38	61395	Beneficial Life Ins Co	1,636	0.000010%	227
39	64890	Berkley Life & Hlth Ins Co	32,216,132	0.201300%	53
40	71714	Berkshire Life Ins Co of Amer	41,142,310	0.257075%	44
41	90638	Best Life & Hlth Ins Co	4,560,719	0.028497%	97
42	61557	Blue Shield of CA Life & Hlth Ins Co	310,215,354	1.938360%	10
43	61476	Boston Mut Life Ins Co	1,397,900	0.008735%	130
44	87726	Brighthouse Life Ins Co	14,129,966	0.088290%	74
45	61751	Central States H & L Co Of Omaha	104,902	0.000655%	179
46	80896	Centre Life Ins Co	2,838,407	0.017736%	106



California Life & Annuity Market Share Report Exhibit (5D)  
 Premiums Written During Calendar Year 2016  
 Line of Business: **ACCIDENT AND HEALTH**  
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
47	61832	Chesapeake Life Ins Co	16,959,949	0.105973%	69
48	67369	Cigna Hlth & Life Ins Co	1,213,666,997	7.583519%	4
49	76236	Cincinnati Life Ins Co	16,883	0.000105%	208
50	62626	CMFG Life Ins Co	31,997,167	0.199932%	54
51	62049	Colonial Life & Accident Ins Co	125,949,146	0.786985%	20
52	62065	Colonial Penn Life Ins Co	27,022,203	0.168846%	58
53	84786	Colorado Bankers Life Ins Co	1,839,925	0.011497%	125
54	62103	Columbian Mut Life Ins Co	24,742	0.000155%	198
55	99937	Columbus Life Ins Co	2,201	0.000014%	225
56	62146	Combined Ins Co Of Amer	33,553,857	0.209659%	52
57	81426	Commercial Travelers Mut Ins Co	23,629	0.000148%	200
58	84824	Commonwealth Ann & Life Ins Co	7,559	0.000047%	216
59	62308	Connecticut Gen Life Ins Co	10,057,887	0.062846%	78
60	62359	Constitution Life Ins Co	2,719,209	0.016991%	109
61	71730	Continental Amer Ins Co	30,774,885	0.192295%	56
62	71404	Continental Gen Ins Co	2,454,351	0.015336%	111
63	68500	Continental Life Ins Co Brentwood	19,363,564	0.120992%	65
64	71129	Dearborn Natl Life Ins Co	2,794,962	0.017464%	108
65	62634	Delaware Amer Life Ins Co	225,138	0.001407%	168
66	62928	EMC Natl Life Co	1,109	0.000007%	235
67	77968	Family Heritage Life Ins Co Of Amer	5,083,304	0.031763%	93
68	63053	Family Life Ins Co	1,279,569	0.007995%	133
69	63177	Farmers New World Life Ins Co	5,328,818	0.033297%	90
70	63223	Federal Life Ins Co	17,908	0.000112%	206
71	63258	Federated Life Ins Co	1,898,707	0.011864%	123
72	63290	Fidelity Life Assn A Legal Reserve L	27,376	0.000171%	194
73	71870	Fidelity Security Life Ins Co	54,836,309	0.342641%	39
74	69140	First Allmerica Fin Life Ins Co	989	0.000006%	236
75	90328	First Hlth Life & Hlth Ins Co	38,328,842	0.239495%	47
76	67652	First Penn Pacific Life Ins Co	6,098	0.000038%	218
77	63495	Foresters Life Ins Ann Co	497	0.000003%	241
78	91642	Forethought Life Ins Co	816,139	0.005100%	141
79	63657	Garden State Life Ins Co	1,283	0.000008%	233
80	63665	General Amer Life Ins Co	1,265,986	0.007910%	134
81	65536	Genworth Life & Ann Ins Co	2,103,377	0.013143%	120
82	70025	Genworth Life Ins Co	292,340,745	1.826672%	11
83	70939	Gerber Life Ins Co	39,090,897	0.244257%	46
84	91472	Globe Life & Accident Ins Co	2,324,861	0.014527%	116
85	62286	Golden Rule Ins Co	1,329,637	0.008308%	131
86	63967	Government Personnel Mut Life Ins Co	32,673	0.000204%	192
87	63312	Great Amer Life Ins Co	19,105	0.000119%	205
88	90212	Great Southern Life Ins Co	134,741	0.000842%	178
89	68322	Great W Life & Ann Ins Co	3,913,100	0.024451%	99
90	64211	Guarantee Trust Life Ins Co	3,028,807	0.018925%	104
91	64238	Guaranty Income Life Ins Co	182,248	0.001139%	172
92	64246	Guardian Life Ins Co Of Amer	410,763,546	2.566629%	7

California Life & Annuity Market Share Report    Exhibit (5D)  
 Premiums Written During Calendar Year 2016  
 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	0.000010%	229
94	70815	Hartford Life & Accident Ins Co	127,785,518	0.798459%	19
95	71153	Hartford Life & Ann Ins Co	316	0.000002%	243
96	88072	Hartford Life Ins Co	2,865,083	0.017902%	105
97	92711	HCC Life Ins Co	64,668,739	0.404078%	34
98	66141	Health Net Life Ins Co	1,138,281,326	7.112476%	5
99	93440	HM Life Ins Co	46,935,710	0.293275%	43
100	64513	Horace Mann Life Ins Co	14,137	0.000088%	209
101	91693	IA Amer Life Ins Co	8,827	0.000055%	213
102	97764	Idealife Ins Co	19,659	0.000123%	203
103	64580	Illinois Mut Life Ins Co	158,272	0.000989%	175
104	81779	Individual Assur Co Life Hlth & Acc	5,982,553	0.037382%	88
105	65056	Jackson Natl Life Ins Co	5,531,226	0.034562%	89
106	64017	Jefferson Natl Life Ins Co	26,056	0.000163%	197
107	65080	John Alden Life Ins Co	434,765	0.002717%	159
108	93610	John Hancock Life & Hlth Ins Co	2,399,204	0.014991%	112
109	65838	John Hancock Life Ins Co USA	110,280,733	0.689082%	21
110	65110	Kanawha Ins Co	4,930,732	0.030809%	95
111	65129	Kansas City Life Ins Co	643,271	0.004019%	147
112	65242	Lafayette Life Ins Co	24,264	0.000152%	199
113	65315	Liberty Life Assur Co Of Boston	181,707,235	1.135386%	15
114	65331	Liberty Natl Life Ins Co	273,250	0.001707%	165
115	65498	Life Ins Co Of N Amer	272,026,770	1.699741%	12
116	65528	Life Ins Co Of The Southwest	675	0.000004%	238
117	77720	LifeSecure Ins Co	4,719,261	0.029488%	96
118	99724	LifeShield Natl Ins Co	2,607	0.000016%	223
119	65595	Lincoln Benefit Life Co	9,688,711	0.060539%	80
120	65927	Lincoln Heritage Life Ins Co	333,244	0.002082%	163
121	62057	Lincoln Life & Ann Co of NY	292,969	0.001831%	164
122	65676	Lincoln Natl Life Ins Co	100,984,352	0.630994%	24
123	76694	London Life Reins Co	652	0.000004%	239
124	68446	Longevity Ins Co	9,653	0.000060%	211
125	65722	Loyal Amer Life Ins Co	16,464,232	0.102876%	71
126	65781	Madison Natl Life Ins Co Inc	1,996,888	0.012477%	121
127	65870	Manhattan Life Ins Co	1,226	0.000008%	234
128	61883	ManhattanLife Assur Co of Amer	2,148,905	0.013427%	119
129	85561	MAPFRE Life Ins Co	5,270	0.000033%	219
130	65935	Massachusetts Mut Life Ins Co	58,740,322	0.367035%	37
131	69515	Medamerica Ins Co	6,427,941	0.040165%	87
132	31119	Medico Ins Co	590,781	0.003691%	150
133	65951	Merit Life Ins Co	1,984,402	0.012399%	122
134	65978	Metropolitan Life Ins Co	754,365,961	4.713606%	6
135	66087	Mid West Natl Life Ins Co Of TN	1,691,627	0.010570%	126
136	66044	Midland Natl Life Ins Co	1,612	0.000010%	228
137	66168	Minnesota Life Ins Co	23,766,881	0.148506%	60
138	66265	Monarch Life Ins Co	1,222,164	0.007637%	135

California Life & Annuity Market Share Report Exhibit (5D)  
 Premiums Written During Calendar Year 2016  
 Line of Business: **ACCIDENT AND HEALTH**  
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
139	66370	Mony Life Ins Co	2,369,561	0.014806%	114
140	78077	Mony Life Ins Co Of Amer	54,891	0.000343%	186
141	88668	Mutual Of Amer Life Ins Co	140,968	0.000881%	177
142	71412	Mutual Of Omaha Ins Co	59,974,664	0.374748%	35
143	66427	Mutual Trust Life Ins Co a Pan Amer	23,132	0.000145%	201
144	61409	National Benefit Life Ins Co	80,321	0.000502%	182
145	66583	National Guardian Life Ins Co	22,223,684	0.138863%	61
146	82538	National Hlth Ins Co	19,642,508	0.122735%	64
147	66680	National Life Ins Co	2,203,340	0.013767%	117
148	87963	National Teachers Assoc Life Ins Co	33,879,754	0.211695%	50
149	92657	Nationwide Life & Ann Ins Co	224	0.000001%	245
150	66869	Nationwide Life Ins Co	28,030,357	0.175146%	57
151	98205	Natl Foundation Life Ins Co	3,340,378	0.020872%	102
152	91626	New England Life Ins Co	41,510	0.000259%	189
153	66915	New York Life Ins Co	59,389,066	0.371089%	36
154	81264	Nippon Life Ins Co Of Amer	80,789,370	0.504807%	29
155	66974	North Amer Co Life & Hlth Ins	560	0.000003%	240
156	67032	North Carolina Mut Life Ins Co	446,812	0.002792%	158
157	69000	Northwestern Long Term Care Ins Co	35,632,040	0.222644%	49
158	67091	Northwestern Mut Life Ins Co	87,862,116	0.549001%	25
159	89206	Ohio Natl Life Assur Corp	1,196,933	0.007479%	136
160	67172	Ohio Natl Life Ins Co	815,607	0.005096%	142
161	67180	Ohio State Life Ins Co	57	0.000000%	247
162	67199	Old Amer Ins Co	57,268	0.000358%	185
163	67261	Old Republic Life Ins Co	1,398	0.000009%	231
164	76112	Oxford Life Ins Co	531,013	0.003318%	153
165	67393	Ozark Natl Life Ins Co	928	0.000006%	237
166	64343	Pacific Guardian Life Ins Co Ltd	1,503	0.000009%	230
167	70785	Pacificare Life & Hlth Ins Co	6,582,413	0.041130%	86
168	67539	Pan Amer Life Ins Co	50,988,802	0.318600%	41
169	67598	Paul Revere Life Ins Co	20,638,337	0.128957%	63
170	93777	Pavonia Life Ins Co of MI	194,394	0.001215%	170
171	67644	Penn Mut Life Ins Co	776,524	0.004852%	143
172	67784	Philadelphia Amer Life Ins Co	1,021,820	0.006385%	139
173	67814	Phoenix Life Ins Co	185,995	0.001162%	171
174	72125	Physicians Life Ins Co	560,490	0.003502%	152
175	80578	Physicians Mut Ins Co	16,730,959	0.104542%	70
176	65919	Primerica Life Ins Co	35,884	0.000224%	191
177	61271	Principal Life Ins Co	219,617,655	1.372266%	13
178	68047	Professional Ins Co	1,843,298	0.011518%	124
179	68136	Protective Life Ins Co	447,739	0.002798%	157
180	67903	Provident Amer Life & Hlth Ins Co	8,690	0.000054%	214
181	68195	Provident Life & Accident Ins Co	82,066,161	0.512785%	28
182	68241	Prudential Ins Co Of Amer	105,730,800	0.660652%	22
183	71390	Puritan Life Ins Co of Amer	48,445	0.000303%	187
184	68284	Pyramid Life Ins Co	36,861	0.000230%	190

California Life & Annuity Market Share Report Exhibit (5D)  
 Premiums Written During Calendar Year 2016  
 Line of Business: **ACCIDENT AND HEALTH**  
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
185	68357	Reliable Life Ins Co	370	0.000002%	242
186	68381	Reliance Standard Life Ins Co	75,893,532	0.474216%	31
187	67105	Reliastar Life Ins Co	164,332,047	1.026818%	16
188	61360	Reliastar Life Ins Co Of NY	3,779,245	0.023614%	101
189	68462	Reserve Natl Ins Co	102,737	0.000642%	180
190	93572	RGA Reins Co	7,230,263	0.045178%	84
191	65005	RiverSource Life Ins Co	31,646,780	0.197743%	55
192	60183	S USA Life Ins Co Inc	4,483	0.000028%	221
193	60445	Sagicor Life Ins Co	4,860	0.000030%	220
194	93742	Securian Life Ins Co	3,291,991	0.020570%	103
195	68772	Security Mut Life Ins Co Of NY	29,818	0.000186%	193
196	69485	Security Natl Life Ins Co	2,252	0.000014%	224
197	76325	Senior Hlth Ins Co of PA	8,303,372	0.051883%	81
198	68802	Sentinel Security Life Ins Co	259,337	0.001620%	166
199	68810	Sentry Life Ins Co	418,816	0.002617%	160
200	97241	Settlers Life Ins Co	1,317	0.000008%	232
201	69019	Standard Ins Co	219,037,993	1.368645%	14
202	86355	Standard Life & Accident Ins Co	7,558,733	0.047230%	83
203	69078	Standard Security Life Ins Co Of NY	19,133,894	0.119557%	66
204	68985	Starmount Life Ins Co	2,195,896	0.013721%	118
205	69116	State Life Ins Co	3,781,733	0.023630%	100
206	89184	Sterling Investors Life Ins Co	70,974	0.000443%	183
207	77399	Sterling Life Ins Co	645,333	0.004032%	146
208	80926	Sun Life & Hlth Ins Co	1,081,349	0.006757%	137
209	69310	Surety Life Ins Co	13,616	0.000085%	210
210	68608	Symetra Life Ins Co	54,239,491	0.338912%	40
211	69345	Teachers Ins & Ann Assoc Of Amer	637,846	0.003986%	149
212	60142	TIAA Cref Life Ins Co	199,851	0.001249%	169
213	69477	Time Ins Co	74,403,593	0.464906%	32
214	70688	Transamerica Financial Life Ins Co	680,584	0.004253%	144
215	86231	Transamerica Life Ins Co	104,097,882	0.650449%	23
216	66281	Transamerica Premier Life Ins Co	70,964,670	0.443418%	33
217	61425	Trustmark Ins Co	10,649,313	0.066542%	77
218	62863	Trustmark Life Ins Co	8,049,917	0.050299%	82
219	80314	Unicare Life & Hlth Ins Co	2,710,170	0.016934%	110
220	11121	Unified Life Ins Co	4,976,549	0.031096%	94
221	91529	Unimerica Ins Co	77,981,660	0.487263%	30
222	62596	Union Fidelity Life Ins Co	2,375,477	0.014843%	113
223	69744	Union Labor Life Ins Co	11,641,621	0.072742%	76
224	70408	Union Security Ins Co	82,372,192	0.514697%	27
225	92916	United Amer Ins Co	37,677,743	0.235427%	48
226	63983	United Heritage Life Ins Co	19,569	0.000122%	204
227	69922	United Home Life Ins Co	17,043	0.000106%	207
228	69930	United Ins Co Of Amer	574,926	0.003592%	151
229	69868	United Of Omaha Life Ins Co	54,922,089	0.343177%	38
230	42129	United Security Assur Co Of PA	21,261	0.000133%	202

California Life & Annuity Market Share Report    Exhibit (5D)  
 Premiums Written During Calendar Year 2016  
 Line of Business: **ACCIDENT AND HEALTH**  
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
231	70106	United States Life Ins Co in the Cit	17,589,968	0.109910%	68
232	72850	United World Life Ins Co	17,652,892	0.110303%	67
233	79413	UnitedHealthcare Ins Co	2,662,541,134	16.636713%	1
234	97179	UnitedHealthcare Life Ins Co	486,599	0.003040%	155
235	62235	Unum Life Ins Co Of Amer	318,465,529	1.989911%	9
236	80705	US Br Great West Life Assur Co	387,941	0.002424%	161
237	80802	US Br Sun Life Assur Co of Canada	133,743,510	0.835688%	18
238	80659	US Business of Canada Life Assur Co	342,062	0.002137%	162
239	69663	USAA Life Ins Co	33,573,582	0.209782%	51
240	80942	Voya Ins & Ann Co	247	0.000002%	244
241	70319	Washington Natl Ins Co	15,909,233	0.099408%	72
242	70335	West Coast Life Ins Co	1,711	0.000011%	226
243	70483	Western & Southern Life Ins Co	508,439	0.003177%	154
244	62413	Wilcac Life Ins Co	2,620	0.000016%	222
245	65900	Wilco Life Ins Co	1,467,773	0.009171%	129
246	60704	Wilton Reassur Life Co of NY	9,627	0.000060%	212
247	71323	Zale Life Ins Co	82,300	0.000514%	181
248	90557	Zurich Amer Life Ins Co	472,142	0.002950%	156
	Totals:		16,004,009,075	100.000000%	

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: DEPOSIT TYPE CONTRACTS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	71854	AAA Life Ins Co	429,523	0.015341%	66
2	60054	Aetna Life Ins Co	5,520,624	0.197180%	24
3	92738	American Equity Invest Life Ins Co	535,912	0.019141%	57
4	60488	American Gen Life Ins Co	54,331,788	1.940571%	8
5	60518	American Hlth & Life Ins Co	36,729	0.001312%	88
6	60739	American Natl Ins Co	15,198,775	0.542855%	17
7	60895	American United Life Ins Co	2,343,591	0.083706%	33
8	61999	Americo Fin Life & Ann Ins Co	439,439	0.015695%	65
9	61301	Ameritas Life Ins Corp	11,372,363	0.406187%	18
10	71439	Assurity Life Ins Co	444,150	0.015864%	64
11	61689	Athene Ann & Life Co	1,903,298	0.067980%	35
12	61492	Athene Annuity & Life Assur Co	131,536	0.004698%	82
13	61212	Baltimore Life Ins Co	420,566	0.015021%	67
14	61263	Bankers Life & Cas Co	20,680	0.000739%	90
15	94250	Banner Life Ins Co	2,250,000	0.080363%	34
16	61395	Beneficial Life Ins Co	171	0.000006%	101
17	64890	Berkley Life & Hlth Ins Co	92	0.000003%	104
18	87726	Brighthouse Life Ins Co	402,856	0.014389%	70
19	61875	Church Life Ins Corp	76,910	0.002747%	84
20	62626	CMFG Life Ins Co	243,425	0.008694%	77
21	84786	Colorado Bankers Life Ins Co	490,876	0.017533%	61
22	84824	Commonwealth Ann & Life Ins Co	688,916	0.024606%	52
23	62308	Connecticut Gen Life Ins Co	296,338	0.010584%	74
24	71129	Dearborn Natl Life Ins Co	383,931	0.013713%	71
25	84174	ELCO Mut Life & Ann	416,855	0.014889%	68
26	62928	EMC Natl Life Co	11,075	0.000396%	94
27	62510	Equitrust Life Ins Co	2,867,280	0.102411%	31
28	63177	Farmers New World Life Ins Co	8,477,203	0.302781%	20
29	63274	Fidelity & Guar Life Ins Co	250,000	0.008929%	76
30	63495	Foresters Life Ins Ann Co	182,419	0.006515%	80
31	65536	Genworth Life & Ann Ins Co	160,557	0.005735%	81
32	70025	Genworth Life Ins Co	110,791	0.003957%	83
33	63312	Great Amer Life Ins Co	24,858	0.000888%	89
34	90212	Great Southern Life Ins Co	49,193	0.001757%	87
35	68322	Great W Life & Ann Ins Co	2,860,858	0.102181%	32
36	64211	Guarantee Trust Life Ins Co	70	0.000003%	105
37	64238	Guaranty Income Life Ins Co	546,752	0.019528%	56
38	78778	Guardian Ins & Ann Co Inc	522,144	0.018649%	58
39	83607	Guggenheim Life & Ann Co	1,495,728	0.053423%	37
40	88072	Hartford Life Ins Co	278,655,871	9.952762%	5
41	74780	Integrity Life Ins Co	1,847,809	0.065998%	36
42	65056	Jackson Natl Life Ins Co	859,342	0.030693%	48
43	64017	Jefferson Natl Life Ins Co	3,040,432	0.108595%	29
44	65129	Kansas City Life Ins Co	256,171	0.009150%	75
45	68543	Liberty Bankers Life Ins Co	775,070	0.027683%	50

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**Line of Business: DEPOSIT TYPE CONTRACTS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	65315	Liberty Life Assur Co Of Boston	1,390,043	0.049648%	41
47	65528	Life Ins Co Of The Southwest	840,867	0.030033%	49
48	65595	Lincoln Benefit Life Co	485,614	0.017345%	62
49	65722	Loyal Amer Life Ins Co	6,637	0.000237%	95
50	65935	Massachusetts Mut Life Ins Co	385,105,884	13.754841%	2
51	65978	Metropolitan Life Ins Co	16,339,768	0.583608%	16
52	66044	Midland Natl Life Ins Co	1,447,132	0.051687%	39
53	66168	Minnesota Life Ins Co	81,866,144	2.924016%	6
54	88668	Mutual Of Amer Life Ins Co	234,253	0.008367%	78
55	66427	Mutual Trust Life Ins Co a Pan Amer	50,040	0.001787%	86
56	61409	National Benefit Life Ins Co	120	0.000004%	103
57	66583	National Guardian Life Ins Co	2,957,347	0.105628%	30
58	66850	National Western Life Ins Co	501,237	0.017903%	60
59	78743	New Era Life Ins Co	641	0.000023%	98
60	69698	New Era Life Ins Co Of Midwest	13,438	0.000480%	92
61	91596	New York Life Ins & Ann Corp	19,731,598	0.704754%	14
62	66974	North Amer Co Life & Hlth Ins	679,614	0.024274%	53
63	67091	Northwestern Mut Life Ins Co	3,253,096	0.116191%	28
64	89206	Ohio Natl Life Assur Corp	413,051	0.014753%	69
65	67172	Ohio Natl Life Ins Co	464,117	0.016577%	63
66	67180	Ohio State Life Ins Co	3,714	0.000133%	97
67	64343	Pacific Guardian Life Ins Co Ltd	1,313,054	0.046898%	44
68	67466	Pacific Life Ins Co	9,961,065	0.355780%	19
69	67598	Paul Revere Life Ins Co	746,807	0.026674%	51
70	67644	Penn Mut Life Ins Co	618,239	0.022082%	55
71	90247	Pharmacists Life Ins Co	150	0.000005%	102
72	93548	PHL Variable Ins Co	1,317,446	0.047055%	43
73	67814	Phoenix Life Ins Co	19,662,359	0.702281%	15
74	72125	Physicians Life Ins Co	1,338,840	0.047819%	42
75	65919	Primerica Life Ins Co	864,927	0.030893%	47
76	61271	Principal Life Ins Co	982,969,051	35.108742%	1
77	68136	Protective Life Ins Co	4,120,404	0.147169%	25
78	79227	Pruco Life Ins Co	3,572,229	0.127589%	26
79	86630	Prudential Ann Life Assur Corp	5,573,952	0.199085%	23
80	68241	Prudential Ins Co Of Amer	23,698,388	0.846436%	13
81	93629	Prudential Retirement Ins & Ann Co	295,374,669	10.549908%	4
82	67105	Reliastar Life Ins Co	364,411	0.013016%	72
83	65005	RiverSource Life Ins Co	1,043,897	0.037285%	46
84	60445	Sagicor Life Ins Co	513,892	0.018355%	59
85	93742	Securian Life Ins Co	6,903,552	0.246574%	21
86	69485	Security Natl Life Ins Co	13,954	0.000498%	91
87	68802	Sentinel Security Life Ins Co	24,021,499	0.857977%	12
88	69019	Standard Ins Co	3,309,453	0.118204%	27
89	69108	State Farm Life Ins Co	626,119	0.022363%	54
90	69116	State Life Ins Co	228,932	0.008177%	79

California Life & Annuity Market Share Report  
 Premiums Written During Calendar Year 2016  
 Line of Business: **DEPOSIT TYPE CONTRACTS**  
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	69272	Sunset Life Ins Co Of Amer	454	0.000016%	99
92	68608	Symetra Life Ins Co	25,937,823	0.926422%	11
93	69345	Teachers Ins & Ann Assoc Of Amer	27,333,471	0.976271%	10
94	60142	TIAA Cref Life Ins Co	318,371,788	11.371297%	3
95	86231	Transamerica Life Ins Co	1,453,268	0.051906%	38
96	66281	Transamerica Premier Life Ins Co	12,050	0.000430%	93
97	87645	United Fidelity Life Ins Co	6,547	0.000234%	96
98	63983	United Heritage Life Ins Co	351	0.000013%	100
99	69868	United Of Omaha Life Ins Co	46,186,353	1.649640%	9
100	70106	United States Life Ins Co in the Cit	53,989	0.001928%	85
101	67601	Unum Ins Co	6,494,441	0.231962%	22
102	62235	Unum Life Ins Co Of Amer	350,609	0.012523%	73
103	69663	USAA Life Ins Co	1,390,571	0.049667%	40
104	70238	Variable Ann Life Ins Co	65,673,047	2.345647%	7
105	86509	Voya Retirement Ins & Ann Co	1,204,915	0.043036%	45
	Totals:		2,799,784,288	100.000000%	



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2016**  
**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	35,477	0.000406%	26
2	62944	AXA Equitable Life Ins Co	20,807,793	0.237962%	17
3	87726	Brighthouse Life Ins Co	28,518	0.000326%	27
4	62626	CMFG Life Ins Co	55,325,786	0.632717%	15
5	78778	Guardian Ins & Ann Co Inc	2,420,598	0.027682%	20
6	71153	Hartford Life & Ann Ins Co	6,950,262	0.079485%	19
7	88072	Hartford Life Ins Co	167,205,305	1.912194%	11
8	65838	John Hancock Life Ins Co USA	1,858,224,899	21.251040%	1
9	65935	Massachusetts Mut Life Ins Co	785,749,411	8.985991%	6
10	65978	Metropolitan Life Ins Co	112,232,394	1.283513%	14
11	66168	Minnesota Life Ins Co	144,532,698	1.652906%	13
12	88668	Mutual Of Amer Life Ins Co	174,271,480	1.993004%	9
13	92657	Nationwide Life & Ann Ins Co	416,049,960	4.758032%	7
14	66869	Nationwide Life Ins Co	864,284,103	9.884130%	3
15	66915	New York Life Ins Co	255,573,577	2.922792%	8
16	67091	Northwestern Mut Life Ins Co	56,066	0.000641%	25
17	67172	Ohio Natl Life Ins Co	18,554,926	0.212198%	18
18	93262	Penn Ins & Ann Co	802,151	0.009174%	21
19	67644	Penn Mut Life Ins Co	26,194,694	0.299568%	16
20	61271	Principal Life Ins Co	126,499	0.001447%	23
21	68241	Prudential Ins Co Of Amer	1,849,950,616	21.156414%	2
22	69019	Standard Ins Co	172,691,030	1.974930%	10
23	70688	Transamerica Financial Life Ins Co	863,217,401	9.871931%	4
24	86231	Transamerica Life Ins Co	802,851,546	9.181575%	5
25	66281	Transamerica Premier Life Ins Co	169,957	0.001944%	22
26	69868	United Of Omaha Life Ins Co	64,385	0.000736%	24
27	86509	Voya Retirement Ins & Ann Co	145,788,181	1.667263%	12
	Totals:		8,744,159,713	100.000000%	