

**CALIFORNIA LIFE & ANNUITY
INSURANCE INDUSTRY**



2020

MARKET SHARE REPORT

**RATE SPECIALIST BUREAU
CALIFORNIA DEPARTMENT OF INSURANCE
JUNE 2021**

California Life and Annuity Market Share Report for Calendar Year 2020

Preface

We are releasing the "[California Life and Annuity Market Share Report for Calendar Year 2020](#)", in addition to our regular Property & Casualty Market Share Report. This report is based on data from the NAIC's Life and Accident and Health Annual Statement database, and in part, the Health Insurance Statement database.

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

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

For consistency in comparing historical market share data, we made the adjustment to include Anthem Blue Cross' data in the 2009 through 2020 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 2020, 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 2020, 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.

Rate Specialist Bureau
June 1, 2021

1991 - 2020 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only

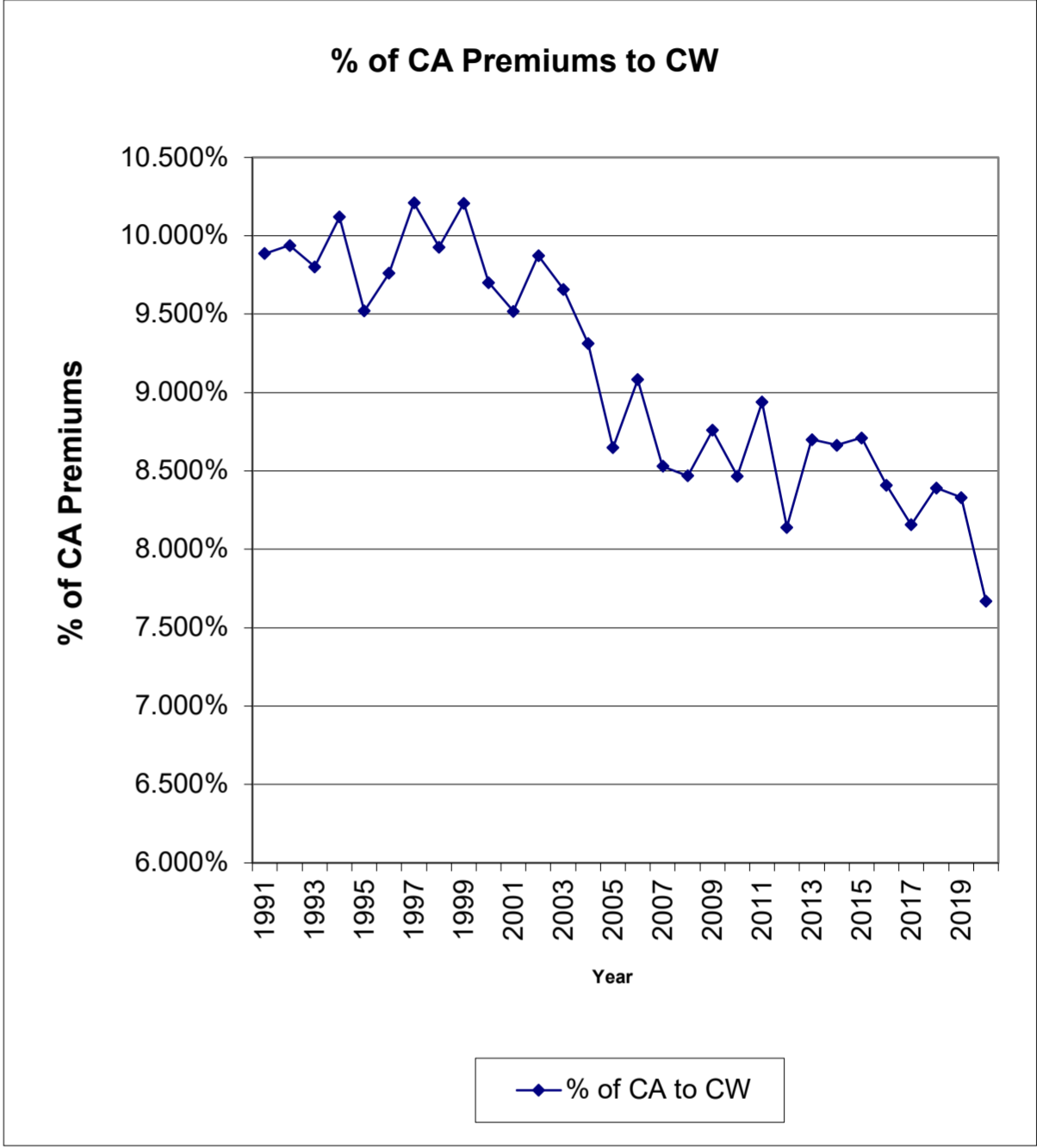
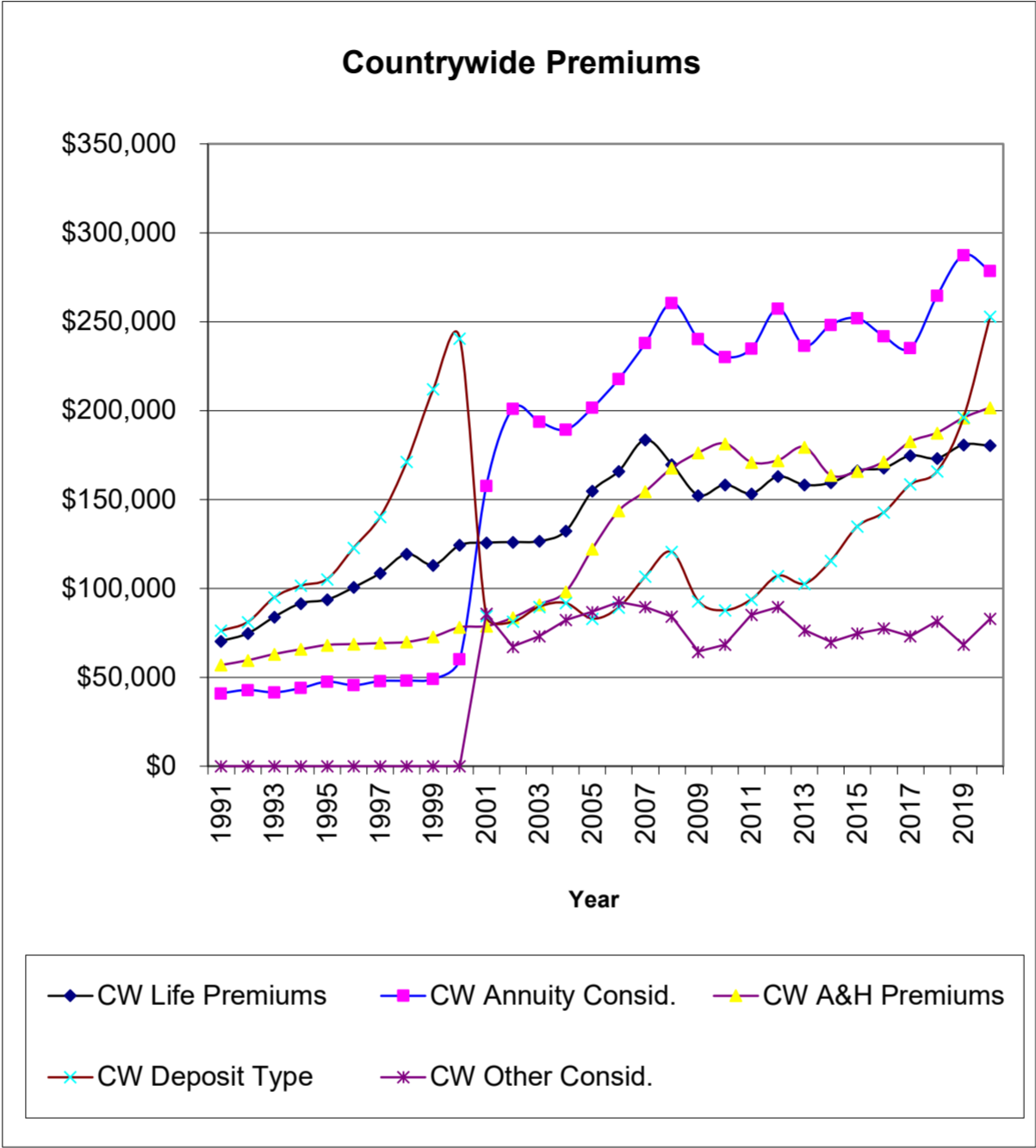
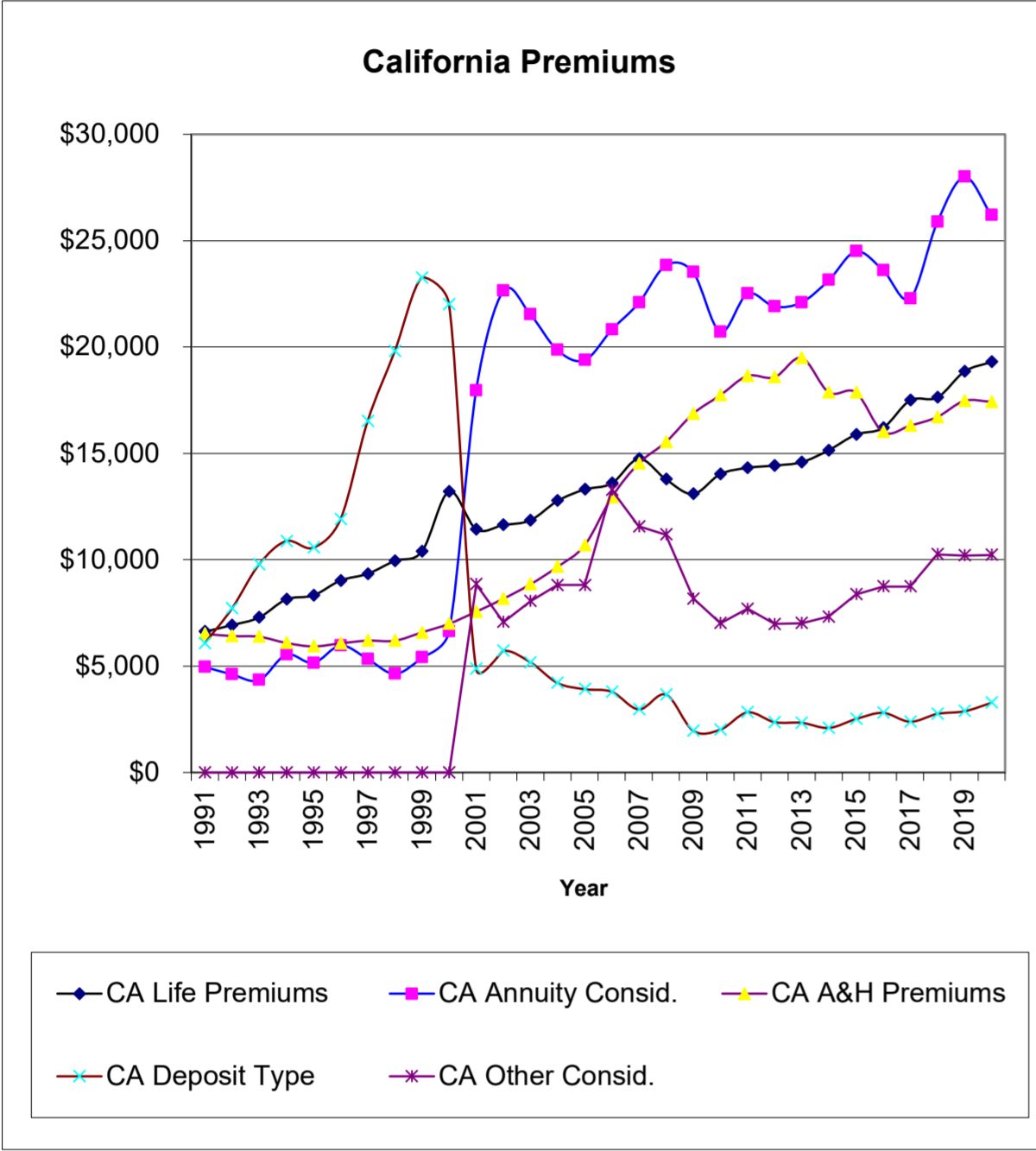
| (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) | (10) | (11) | (12) | (13) | (14) | (15) |
|---------------|-----------|------------------------------------|----------------------------|-------------------------|----------------------------------|--------------------------|--|-----------------------------|--------------------|-----------------|--------------------------|------------------|---------------------------------|--|
| Calendar Year | Co. Count | California Life Insurance Premiums | California Annuity Consid. | California A&H Premiums | California Deposit Type Contract | California Other Consid. | Total California Premiums Sum(3)...(7) | CWC Life Insurance Premiums | CW Annuity Consid. | CW A&H Premiums | CW Deposit Type Contract | CW Other Consid. | Total CW Premiums Sum(9)...(13) | % of CA Prem. To Countrywide '(8)/(14) |
| 1991 | 603 | \$6,619 | \$4,958 | \$6,516 | \$6,076 | \$0 | \$24,169 | \$70,383 | \$41,012 | \$56,878 | \$76,195 | \$0 | \$244,468 | 9.886% |
| 1992 | 596 | \$6,927 | \$4,609 | \$6,411 | \$7,710 | \$0 | \$25,657 | \$74,657 | \$42,880 | \$59,546 | \$81,092 | \$0 | \$258,175 | 9.938% |
| 1993 | 587 | \$7,283 | \$4,334 | \$6,380 | \$9,782 | \$0 | \$27,779 | \$83,940 | \$41,501 | \$63,040 | \$94,929 | \$0 | \$283,410 | 9.802% |
| 1994 | 587 | \$8,135 | \$5,535 | \$6,088 | \$10,877 | \$0 | \$30,635 | \$91,597 | \$43,883 | \$65,726 | \$101,528 | \$0 | \$302,734 | 10.119% |
| 1995 | 595 | \$8,323 | \$5,143 | \$5,924 | \$10,563 | \$0 | \$29,953 | \$93,671 | \$47,517 | \$68,178 | \$105,266 | \$0 | \$314,632 | 9.520% |
| 1996 | 597 | \$9,024 | \$5,966 | \$6,069 | \$11,898 | \$0 | \$32,957 | \$100,595 | \$45,521 | \$68,681 | \$122,874 | \$0 | \$337,671 | 9.760% |
| 1997 | 589 | \$9,337 | \$5,337 | \$6,196 | \$16,511 | \$0 | \$37,381 | \$108,635 | \$47,852 | \$69,208 | \$140,398 | \$0 | \$366,093 | 10.211% |
| 1998 | 578 | \$9,947 | \$4,636 | \$6,191 | \$19,799 | \$0 | \$40,573 | \$119,407 | \$48,104 | \$69,850 | \$171,307 | \$0 | \$408,668 | 9.928% |
| 1999 | 557 | \$10,386 | \$5,396 | \$6,584 | \$23,261 | \$0 | \$45,627 | \$113,116 | \$49,086 | \$72,790 | \$211,976 | \$0 | \$446,968 | 10.208% |
| 2000 | 479 | \$13,207 | \$6,617 | \$6,987 | \$22,014 | \$0 | \$48,825 | \$124,298 | \$60,252 | \$78,123 | \$240,609 | \$0 | \$503,282 | 9.701% |
| 2001 | 458 | \$11,436 | \$17,952 | \$7,556 | \$4,861 | \$8,853 | \$50,658 | \$125,719 | \$157,676 | \$78,757 | \$84,393 | \$85,674 | \$532,219 | 9.518% |
| 2002 | 437 | \$11,629 | \$22,630 | \$8,163 | \$5,714 | \$7,067 | \$55,203 | \$126,047 | \$201,101 | \$83,530 | \$81,258 | \$67,174 | \$559,110 | 9.873% |
| 2003 | 430 | \$11,854 | \$21,526 | \$8,842 | \$5,178 | \$8,044 | \$55,444 | \$126,532 | \$193,810 | \$90,908 | \$89,727 | \$73,039 | \$574,016 | 9.659% |
| 2004 | 410 | \$12,765 | \$19,846 | \$9,667 | \$4,206 | \$8,812 | \$55,296 | \$132,320 | \$189,252 | \$98,204 | \$91,716 | \$82,290 | \$593,782 | 9.313% |
| 2005 | 408 | \$13,303 | \$19,378 | \$10,678 | \$3,912 | \$8,807 | \$56,078 | \$154,813 | \$201,569 | \$122,283 | \$83,003 | \$86,819 | \$648,487 | 8.648% |
| 2006 | 401 | \$13,589 | \$20,812 | \$12,939 | \$3,791 | \$13,286 | \$64,417 | \$166,000 | \$217,821 | \$143,812 | \$89,345 | \$92,331 | \$709,309 | 9.082% |
| 2007 | 382 | \$14,744 | \$22,078 | \$14,540 | \$2,963 | \$11,563 | \$65,888 | \$183,635 | \$237,905 | \$154,557 | \$106,723 | \$89,544 | \$772,364 | 8.531% |
| 2008 | 375 | \$13,774 | \$23,839 | \$15,536 | \$3,657 | \$11,187 | \$67,993 | \$169,785 | \$260,563 | \$167,743 | \$120,506 | \$84,172 | \$802,769 | 8.470% |
| 2009 | 362 | \$13,091 | \$23,510 | \$16,865 | \$1,962 | \$8,170 | \$63,598 | \$152,358 | \$240,186 | \$176,308 | \$92,786 | \$64,389 | \$726,027 | 8.760% |
| 2010 | 363 | \$14,024 | \$20,709 | \$17,732 | \$2,009 | \$7,011 | \$61,485 | \$158,365 | \$230,230 | \$181,497 | \$87,745 | \$68,288 | \$726,125 | 8.468% |
| 2011 | 364 | \$14,318 | \$22,502 | \$18,639 | \$2,822 | \$7,691 | \$65,972 | \$153,320 | \$234,822 | \$170,985 | \$93,838 | \$85,132 | \$738,097 | 8.938% |
| 2012 | 350 | \$14,428 | \$21,897 | \$18,576 | \$2,364 | \$6,973 | \$64,238 | \$162,969 | \$257,429 | \$172,026 | \$107,114 | \$89,536 | \$789,074 | 8.141% |
| 2013 | 354 | \$14,585 | \$22,098 | \$19,489 | \$2,334 | \$7,023 | \$65,529 | \$158,208 | \$236,396 | \$179,500 | \$102,654 | \$76,383 | \$753,141 | 8.701% |
| 2014 | 348 | \$15,150 | \$23,136 | \$17,867 | \$2,093 | \$7,324 | \$65,570 | \$159,428 | \$248,306 | \$163,572 | \$115,631 | \$69,772 | \$756,709 | 8.665% |
| 2015 | 342 | \$15,882 | \$24,492 | \$17,865 | \$2,510 | \$8,374 | \$69,123 | \$166,262 | \$251,876 | \$165,792 | \$134,907 | \$74,640 | \$793,477 | 8.711% |
| 2016 | 338 | \$16,196 | \$23,608 | \$16,004 | \$2,800 | \$8,744 | \$67,352 | \$167,652 | \$241,687 | \$171,262 | \$142,819 | \$77,429 | \$800,849 | 8.410% |
| 2017 | 341 | \$17,492 | \$22,281 | \$16,306 | \$2,384 | \$8,738 | \$67,201 | \$174,726 | \$235,088 | \$182,585 | \$158,441 | \$73,061 | \$823,901 | 8.156% |
| 2018 | 333 | \$17,625 | \$25,867 | \$16,710 | \$2,753 | \$10,248 | \$73,203 | \$173,135 | \$264,518 | \$187,520 | \$165,742 | \$81,465 | \$872,380 | 8.391% |
| 2019 | 335 | \$18,845 | \$27,991 | \$17,468 | \$2,875 | \$10,198 | \$77,377 | \$180,874 | \$287,508 | \$195,991 | \$196,133 | \$68,273 | \$928,779 | 8.331% |
| 2020 | 363 | \$19,299 | \$26,185 | \$17,425 | \$3,273 | \$10,223 | \$76,405 | \$180,301 | \$278,544 | \$201,715 | \$252,816 | \$82,980 | \$996,355 | 7.668% |
| Totals: | | \$383,217 | \$504,868 | \$362,213 | \$202,952 | \$178,336 | \$1,631,586 | \$4,152,748 | \$5,133,895 | \$3,760,567 | \$3,743,471 | \$1,572,391 | \$18,363,071 | 8.885% |

Data from Schedule T

1991 - 2020 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only

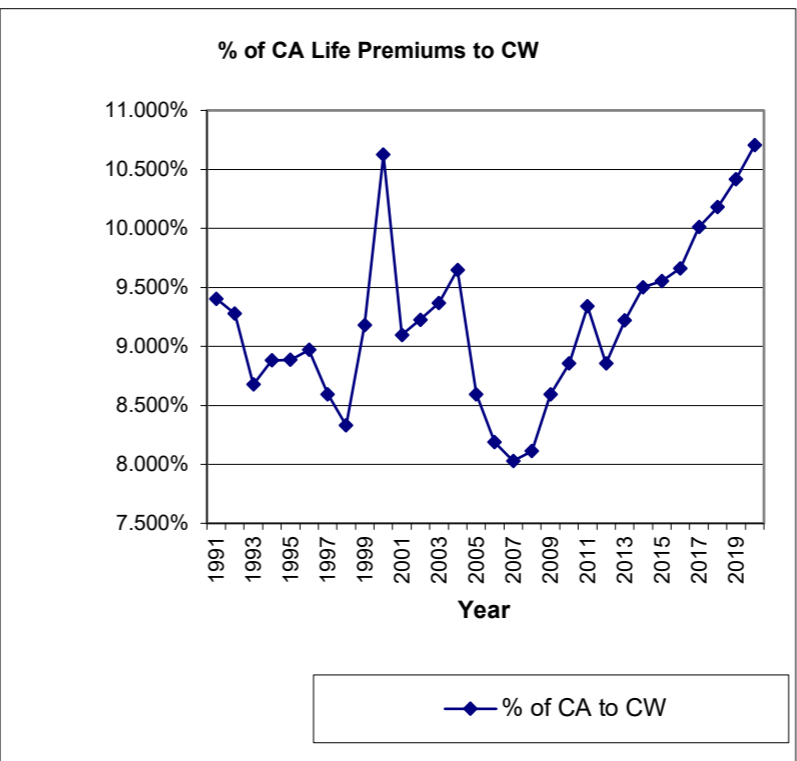
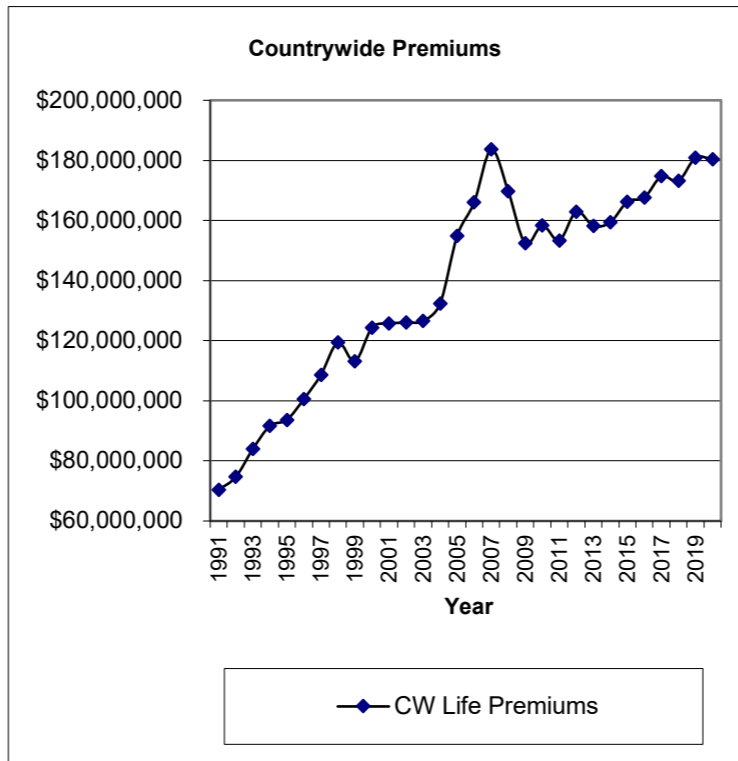
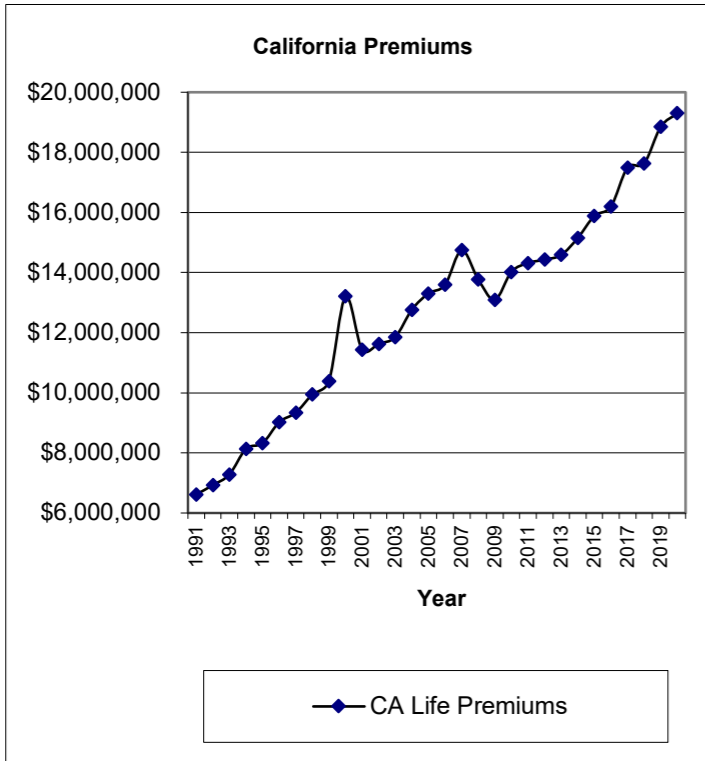


Data from Schedule T

**1991 - 2020 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.

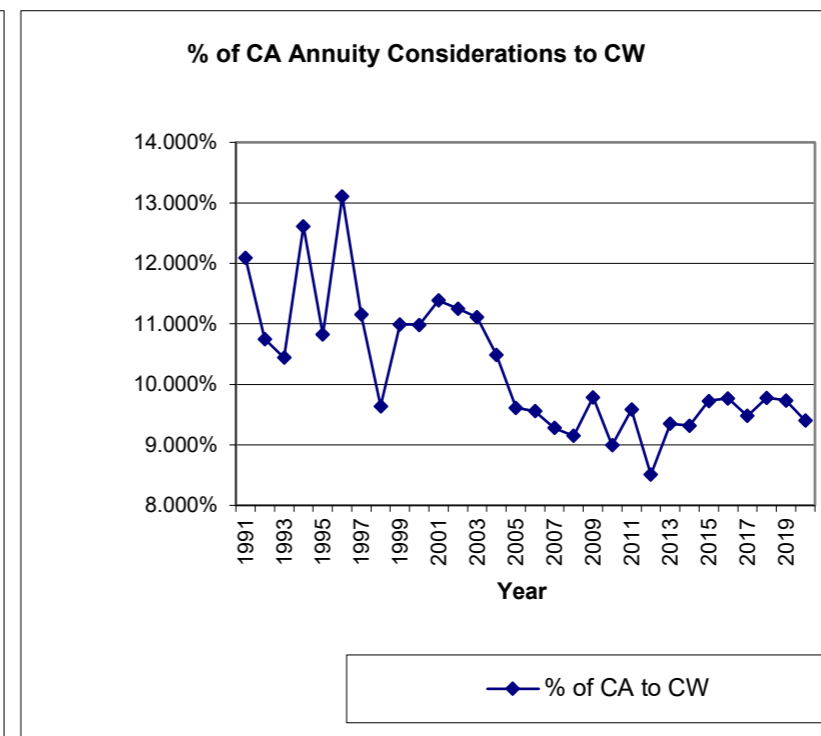
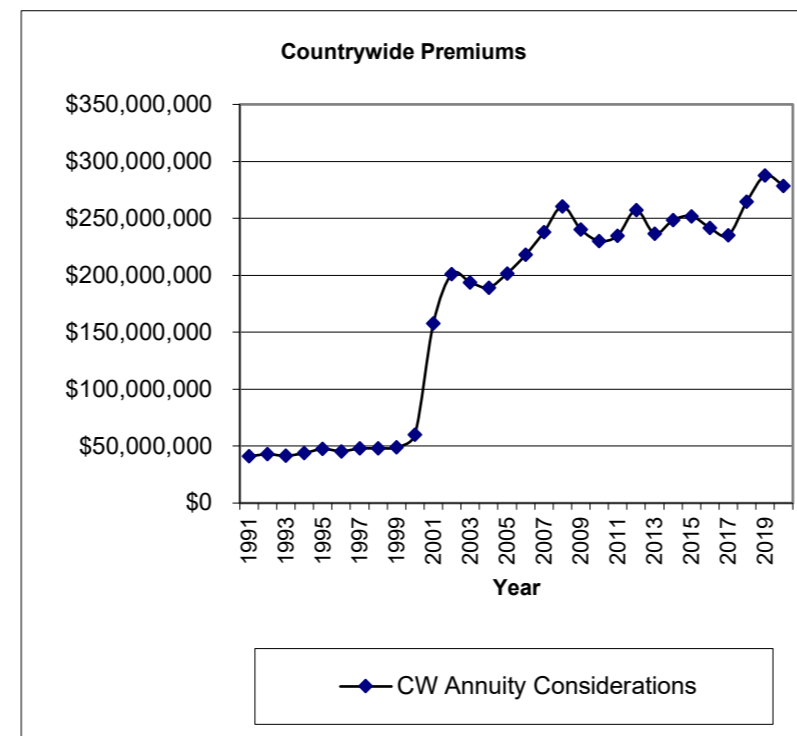
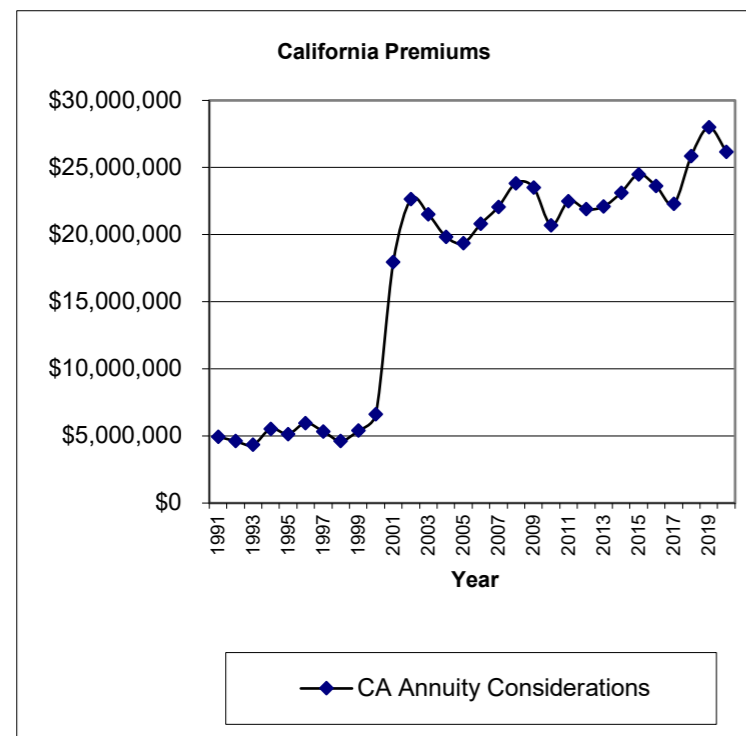
| (1) Calendar Year | (2) Company Count | (3) California Life Insurance Premiums, Only | (4) Total California Life, Annuity, A&H, Deposit and Other Premiums: | (5) Percentage of Life Insurance To All Premiums '(3) / (4) | (6) Countrywide Life Insurance Premiums, Only | (7) Total Countrywide Life, Annuity, A&H, Deposit and Other Premiums: | (8) Percentage of Life Insurance To All Premiums '(6) / (7) | (9) '% of CA Life Premiums To Countrywide '(3) / (6) |
|----------------------|----------------------|---|---|--|--|--|--|---|
| 1991 | n/a | \$6,619,223 | \$24,168,801 | 27.387% | \$70,382,551 | \$244,467,621 | 28.790% | 9.405% |
| 1992 | n/a | \$6,926,751 | \$25,655,760 | 26.999% | \$74,657,242 | \$258,175,773 | 28.917% | 9.278% |
| 1993 | n/a | \$7,283,207 | \$27,779,568 | 26.218% | \$83,939,706 | \$283,410,074 | 29.618% | 8.677% |
| 1994 | n/a | \$8,135,354 | \$30,634,921 | 26.556% | \$91,597,417 | \$302,734,231 | 30.257% | 8.882% |
| 1995 | n/a | \$8,322,925 | \$29,953,248 | 27.786% | \$93,670,905 | \$314,631,397 | 29.772% | 8.885% |
| 1996 | n/a | \$9,023,777 | \$32,956,278 | 27.381% | \$100,594,587 | \$337,669,981 | 29.791% | 8.970% |
| 1997 | n/a | \$9,337,245 | \$37,380,563 | 24.979% | \$108,634,624 | \$366,092,994 | 29.674% | 8.595% |
| 1998 | n/a | \$9,946,636 | \$40,572,419 | 24.516% | \$119,407,013 | \$408,667,853 | 29.219% | 8.330% |
| 1999 | n/a | \$10,385,858 | \$45,626,162 | 22.763% | \$113,116,285 | \$446,967,910 | 25.307% | 9.182% |
| 2000 | 434 | \$13,206,515 | \$48,825,172 | 27.049% | \$124,297,814 | \$503,282,189 | 24.697% | 10.625% |
| 2001 | 422 | \$11,435,746 | \$50,658,217 | 22.574% | \$125,719,235 | \$532,219,216 | 23.622% | 9.096% |
| 2002 | 406 | \$11,628,929 | \$55,203,426 | 21.066% | \$126,047,426 | \$559,111,230 | 22.544% | 9.226% |
| 2003 | 394 | \$11,853,886 | \$55,443,042 | 21.380% | \$126,531,945 | \$574,016,943 | 22.043% | 9.368% |
| 2004 | 384 | \$12,766,591 | \$55,296,765 | 23.087% | \$132,319,628 | \$593,781,994 | 22.284% | 9.648% |
| 2005 | 381 | \$13,304,584 | \$56,077,766 | 23.725% | \$154,812,615 | \$648,486,716 | 23.873% | 8.594% |
| 2006 | 377 | \$13,589,913 | \$64,416,886 | 21.097% | \$165,999,593 | \$709,308,675 | 23.403% | 8.187% |
| 2007 | 357 | \$14,743,664 | \$65,887,288 | 22.377% | \$183,634,524 | \$772,364,076 | 23.776% | 8.029% |
| 2008 | 353 | \$13,774,328 | \$67,994,244 | 20.258% | \$169,785,214 | \$802,769,706 | 21.150% | 8.113% |
| 2009 | 337 | \$13,090,926 | \$63,596,960 | 20.584% | \$152,357,764 | \$726,027,748 | 20.985% | 8.592% |
| 2010 | 341 | \$14,023,703 | \$61,483,904 | 22.809% | \$158,365,196 | \$726,126,297 | 21.810% | 8.855% |
| 2011 | 340 | \$14,317,724 | \$65,972,240 | 21.703% | \$153,319,685 | \$738,096,923 | 20.772% | 9.338% |
| 2012 | 324 | \$14,428,548 | \$64,239,063 | 22.461% | \$162,969,085 | \$789,073,598 | 20.653% | 8.854% |
| 2013 | 328 | \$14,585,306 | \$65,528,366 | 22.258% | \$158,208,416 | \$753,141,548 | 21.006% | 9.219% |
| 2014 | 320 | \$15,149,988 | \$65,569,292 | 23.105% | \$159,427,511 | \$756,708,546 | 21.069% | 9.503% |
| 2015 | 317 | \$15,882,279 | \$69,122,878 | 22.977% | \$166,262,492 | \$793,477,884 | 20.954% | 9.553% |
| 2016 | 315 | \$16,196,461 | \$67,352,238 | 24.047% | \$167,651,744 | \$800,848,650 | 20.934% | 9.661% |
| 2017 | 318 | \$17,492,337 | \$67,201,989 | 26.029% | \$174,726,470 | \$823,901,347 | 21.207% | 10.011% |
| 2018 | 310 | \$17,625,145 | \$73,203,319 | 24.077% | \$173,134,590 | \$872,379,495 | 19.846% | 10.180% |
| 2019 | 313 | \$18,844,929 | \$77,377,668 | 24.354% | \$180,874,460 | \$928,779,952 | 19.474% | 10.419% |
| 2020 | 307 | \$19,299,198 | \$76,405,088 | 25.259% | \$180,301,210 | \$996,355,655 | 18.096% | 10.704% |
| Totals: | | \$383,221,676 | \$1,631,583,531 | 23.488% | \$4,152,746,947 | \$18,363,076,222 | 22.615% | 9.228% |



**1991 - 2020 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.

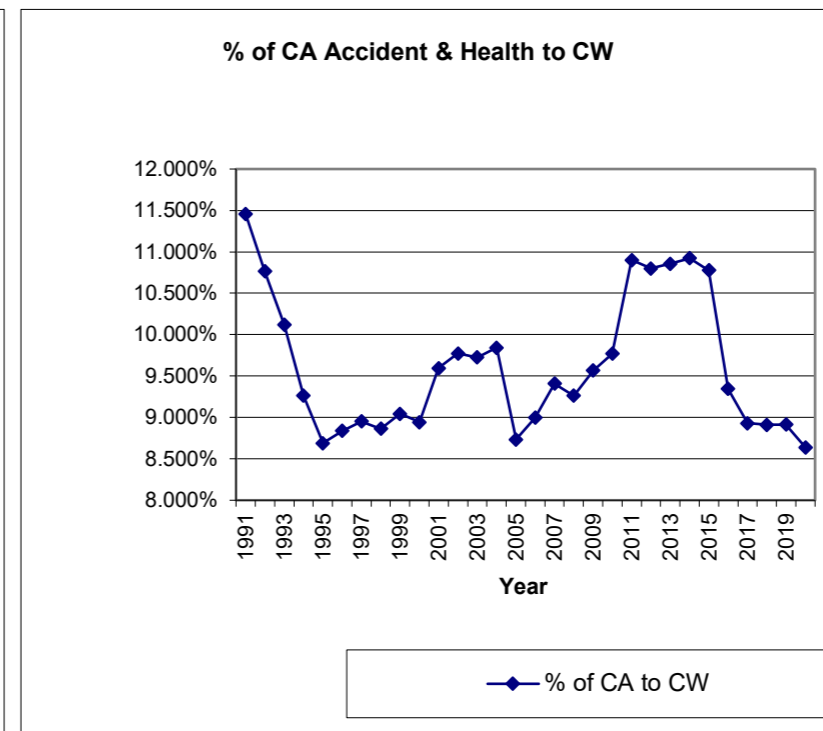
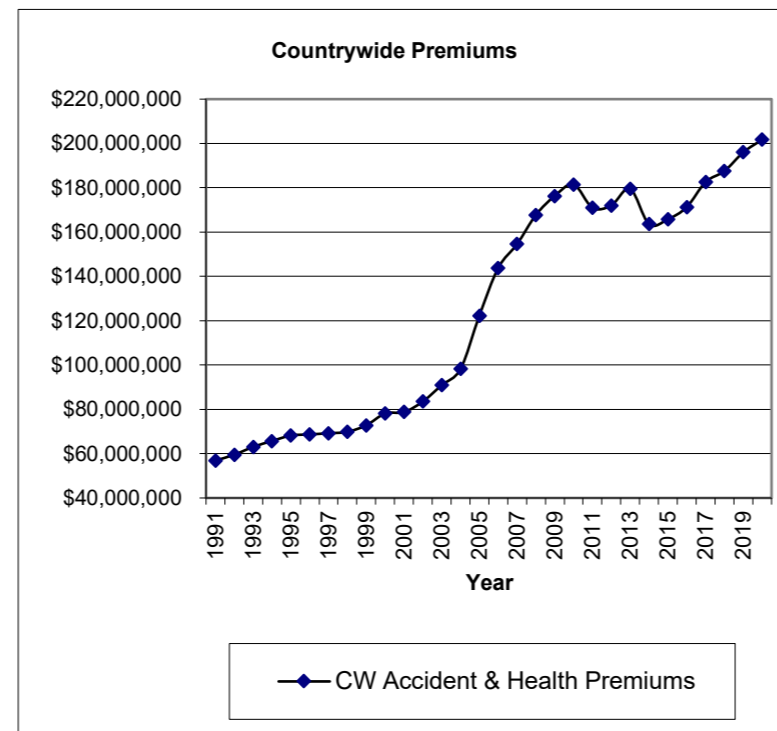
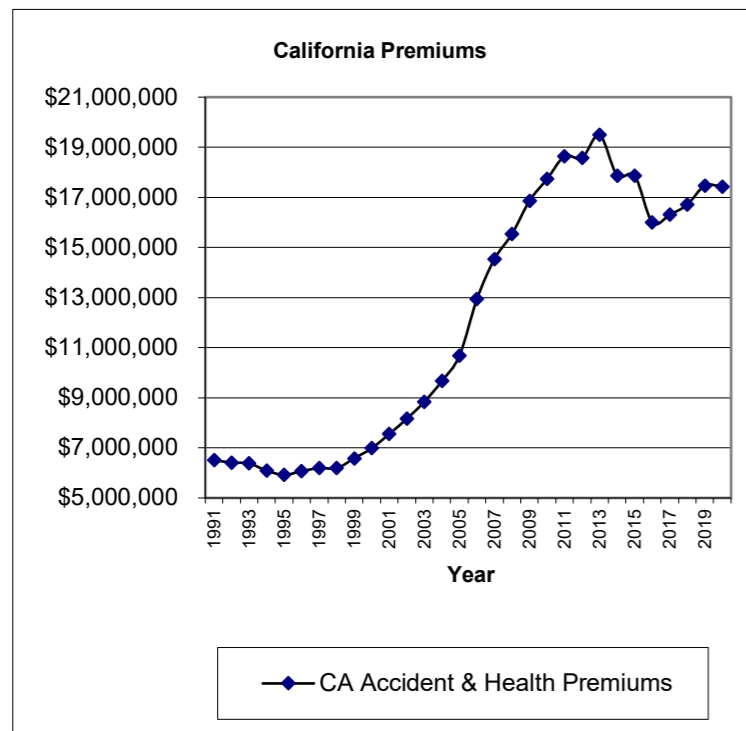
| (1) Calendar Year | (2) Company Count | (3) California Annuity Considerations Premiums, Only | (4) Total California Premiums: Life, Annuity, A&H, Deposit and Other | (5) Percentage of Annuity Consid. To All Premiums '(3) / (4) | (6) Countrywide Annuity Considerations Premiums, Only | (7) Total Countrywide 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% |
| 2017 | 217 | \$22,281,213 | \$67,201,989 | 33.156% | \$235,087,602 | \$823,901,347 | 28.533% | 9.478% |
| 2018 | 209 | \$25,867,597 | \$73,203,319 | 35.337% | \$264,517,735 | \$872,379,495 | 30.321% | 9.779% |
| 2019 | 207 | \$27,990,967 | \$77,377,668 | 36.174% | \$287,508,045 | \$928,779,952 | 30.955% | 9.736% |
| 2020 | 205 | \$26,184,615 | \$76,405,088 | 34.271% | \$278,543,715 | \$996,355,655 | 27.956% | 9.401% |
| Totals: | | \$504,866,273 | \$1,631,583,531 | 30.943% | \$5,133,896,151 | \$18,363,076,222 | 27.958% | 9.834% |



1991 - 2020 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Accident and Health Premiums
Active Companies Only

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

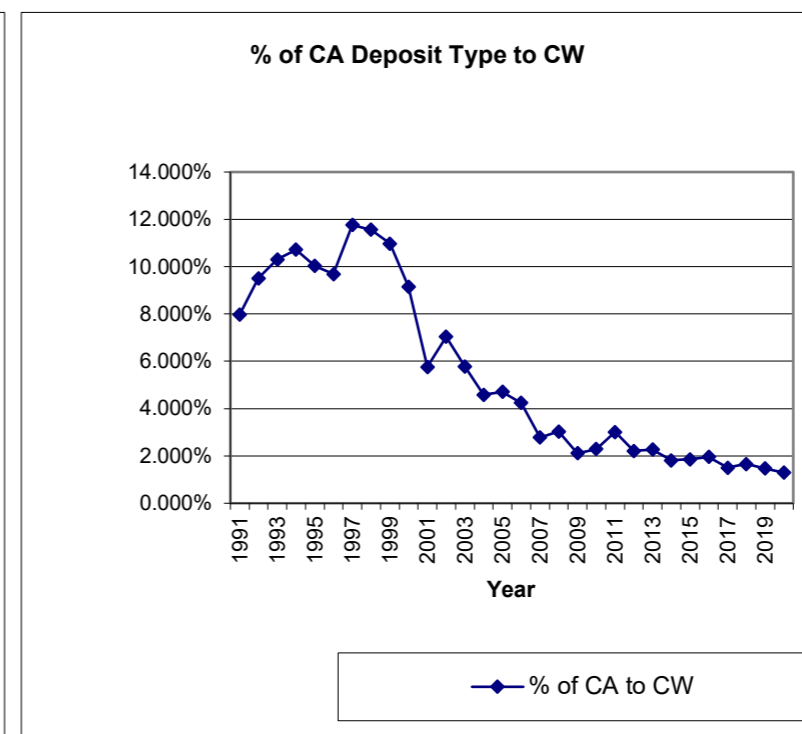
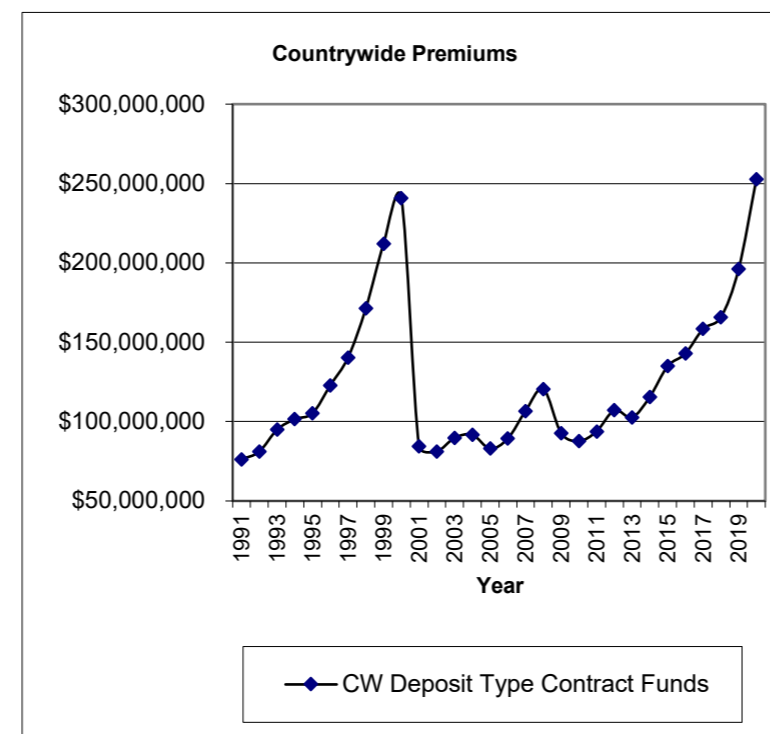
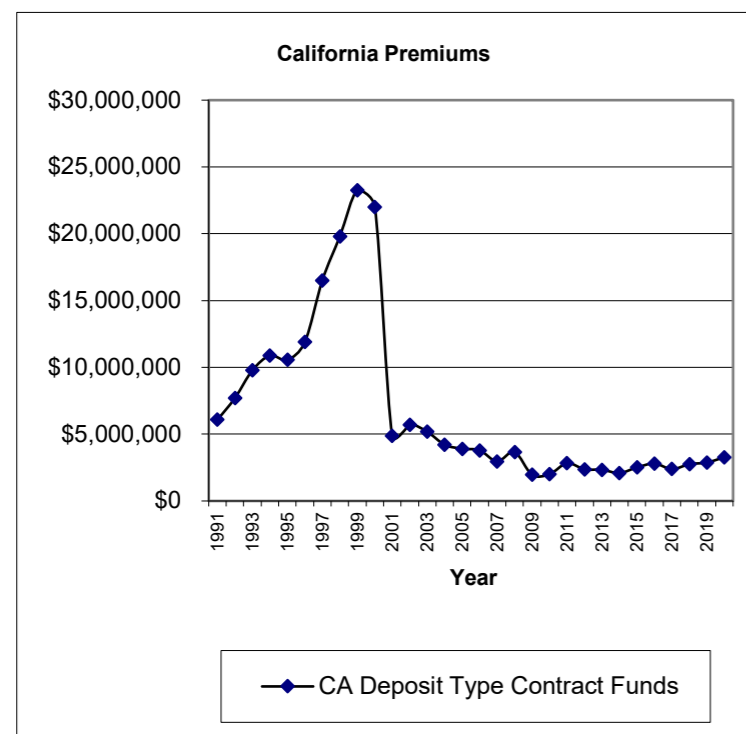
| (1) Calendar Year | (2) Company Count | (3) California Accident & Health Premiums Only | (4) Total California Premiums: Life, Annuity, A&H, Deposit and Other | (5) Percentage of Acc. & Health To All Premiums '(3) / (4) | (6) Countrywide Accident & Health Premiums Only | (7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other | (8) Percentage of Acc. & Health To All Premiums '(6) / (7) | (9) '% of CA Acc. & Health To Countrywide '(3) / (6) |
|----------------------|----------------------|---|---|---|--|--|---|---|
| 1991 | n/a | \$6,515,856 | \$24,168,801 | 26.960% | \$56,878,030 | \$244,467,621 | 23.266% | 11.456% |
| 1992 | n/a | \$6,410,571 | \$25,655,760 | 24.987% | \$59,545,885 | \$258,175,773 | 23.064% | 10.766% |
| 1993 | n/a | \$6,380,329 | \$27,779,568 | 22.968% | \$63,039,760 | \$283,410,074 | 22.243% | 10.121% |
| 1994 | n/a | \$6,087,823 | \$30,634,921 | 19.872% | \$65,725,692 | \$302,734,231 | 21.711% | 9.262% |
| 1995 | n/a | \$5,923,991 | \$29,953,248 | 19.777% | \$68,178,079 | \$314,631,397 | 21.669% | 8.689% |
| 1996 | n/a | \$6,068,849 | \$32,956,278 | 18.415% | \$68,681,035 | \$337,669,981 | 20.340% | 8.836% |
| 1997 | n/a | \$6,195,695 | \$37,380,563 | 16.575% | \$69,207,550 | \$366,092,994 | 18.904% | 8.952% |
| 1998 | n/a | \$6,190,887 | \$40,572,419 | 15.259% | \$69,849,782 | \$408,667,853 | 17.092% | 8.863% |
| 1999 | n/a | \$6,583,954 | \$45,626,162 | 14.430% | \$72,790,497 | \$446,967,910 | 16.285% | 9.045% |
| 2000 | 345 | \$6,987,102 | \$48,825,172 | 14.310% | \$78,122,950 | \$503,282,189 | 15.523% | 8.944% |
| 2001 | 339 | \$7,556,145 | \$50,658,217 | 14.916% | \$78,756,982 | \$532,219,216 | 14.798% | 9.594% |
| 2002 | 324 | \$8,162,937 | \$55,203,426 | 14.787% | \$83,530,195 | \$559,111,230 | 14.940% | 9.772% |
| 2003 | 314 | \$8,841,707 | \$55,443,042 | 15.947% | \$90,908,487 | \$574,016,943 | 15.837% | 9.726% |
| 2004 | 303 | \$9,666,656 | \$55,296,765 | 17.481% | \$98,204,190 | \$593,781,994 | 16.539% | 9.843% |
| 2005 | 298 | \$10,678,448 | \$56,077,766 | 19.042% | \$122,282,599 | \$648,486,716 | 18.857% | 8.733% |
| 2006 | 295 | \$12,939,297 | \$64,416,886 | 20.087% | \$143,811,862 | \$709,308,675 | 20.275% | 8.997% |
| 2007 | 282 | \$14,539,691 | \$65,887,288 | 22.068% | \$154,557,024 | \$772,364,076 | 20.011% | 9.407% |
| 2008 | 270 | \$15,537,044 | \$67,994,244 | 22.851% | \$167,743,412 | \$802,769,706 | 20.896% | 9.262% |
| 2009 | 267 | \$16,865,005 | \$63,596,960 | 26.519% | \$176,308,026 | \$726,027,748 | 24.284% | 9.566% |
| 2010 | 273 | \$17,732,247 | \$61,483,904 | 28.840% | \$181,496,924 | \$726,126,297 | 24.995% | 9.770% |
| 2011 | 269 | \$18,639,442 | \$65,972,240 | 28.253% | \$170,985,468 | \$738,096,923 | 23.166% | 10.901% |
| 2012 | 261 | \$18,576,433 | \$64,239,063 | 28.918% | \$172,025,643 | \$789,073,598 | 21.801% | 10.799% |
| 2013 | 262 | \$19,488,731 | \$65,528,366 | 29.741% | \$179,500,146 | \$753,141,548 | 23.834% | 10.857% |
| 2014 | 256 | \$17,866,978 | \$65,569,292 | 27.249% | \$163,572,102 | \$756,708,546 | 21.616% | 10.923% |
| 2015 | 246 | \$17,864,755 | \$69,122,878 | 25.845% | \$165,792,283 | \$793,477,884 | 20.894% | 10.775% |
| 2016 | 248 | \$16,004,009 | \$67,352,238 | 23.762% | \$171,262,020 | \$800,848,650 | 21.385% | 9.345% |
| 2017 | 247 | \$16,306,166 | \$67,201,989 | 24.264% | \$182,584,586 | \$823,901,347 | 22.161% | 8.931% |
| 2018 | 246 | \$16,710,273 | \$73,203,319 | 22.827% | \$187,520,161 | \$872,379,495 | 21.495% | 8.911% |
| 2019 | 249 | \$17,468,449 | \$77,377,668 | 22.576% | \$195,990,894 | \$928,779,952 | 21.102% | 8.913% |
| 2020 | 240 | \$17,425,764 | \$76,405,088 | 22.807% | \$201,714,642 | \$996,355,655 | 20.245% | 8.639% |
| Totals: | | \$362,215,234 | \$1,631,583,531 | 22.200% | \$3,760,566,906 | \$18,363,076,222 | 20.479% | 9.632% |



1991 - 2020 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Deposit Type Contracts
Active Companies Only

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

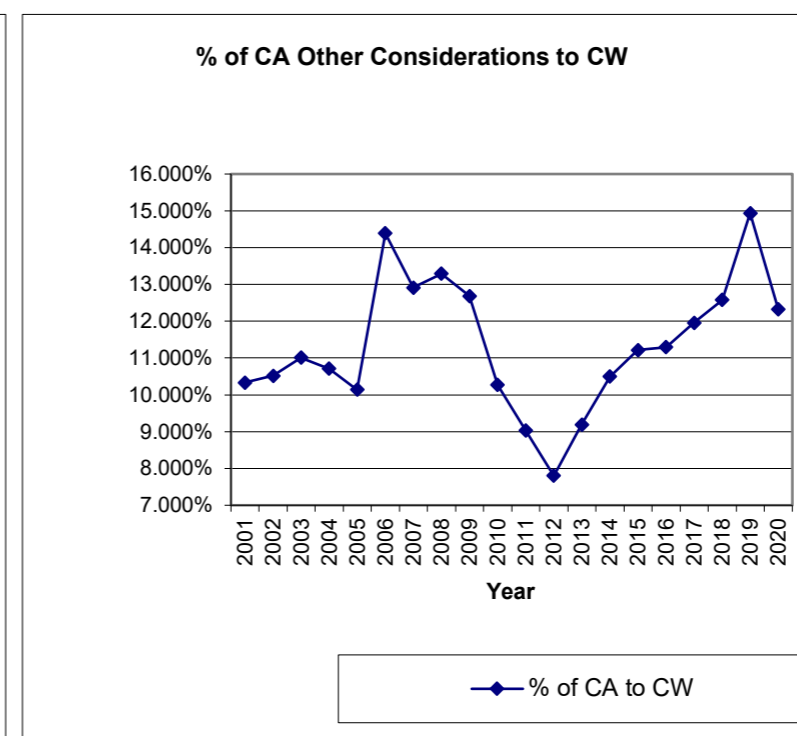
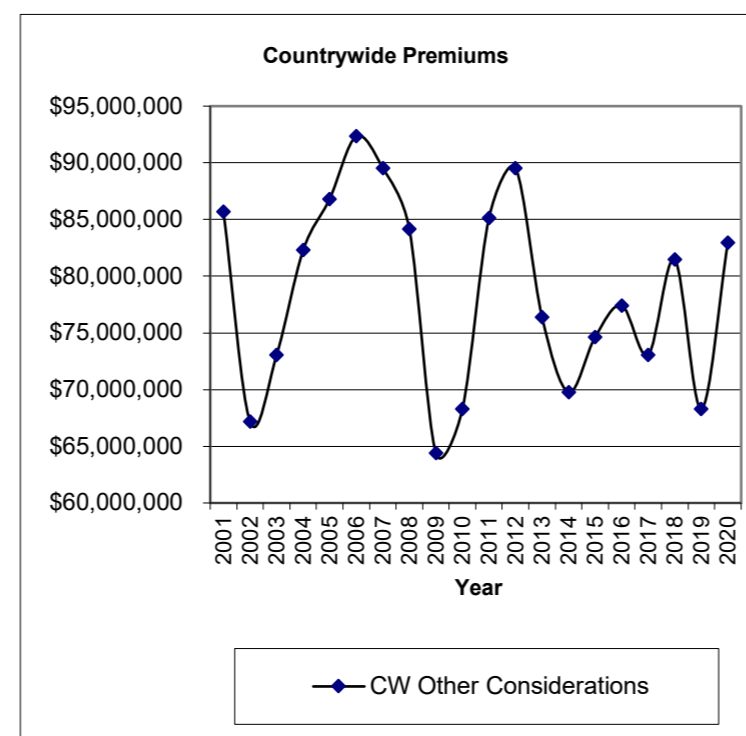
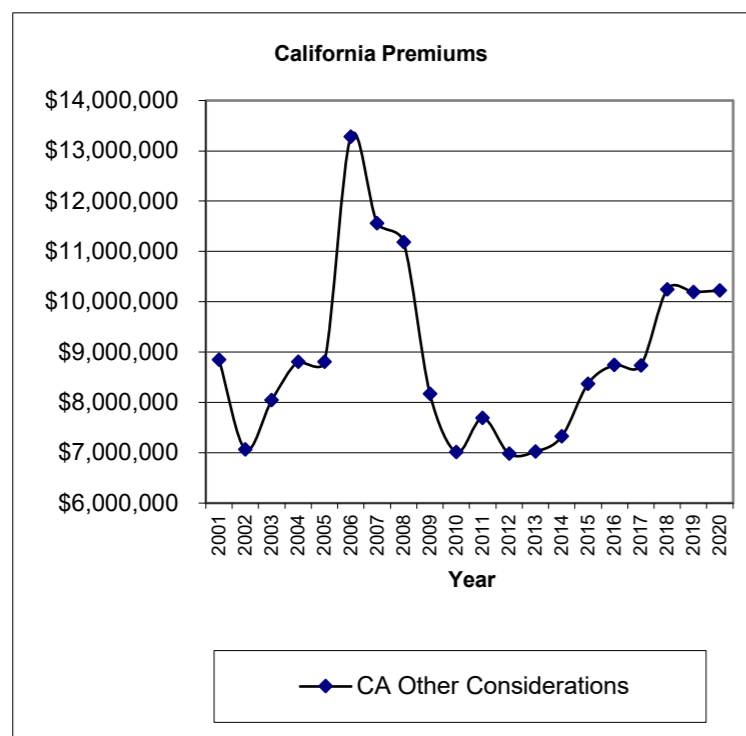
| (1) Calendar Year | (2) Company Count | (3) California Deposit Type Contracts Only | (4) Total California Premiums: Life, Annuity, A&H, Deposit and Other | (5) Percentage of Deposit Type To All Premiums '(3) / (4) | (6) Countrywide Deposit Type Contracts Only | (7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other | (8) Percentage of Deposit Type To All Premiums '(6) / (7) | (9) % of CA Deposit Type To Countrywide '(3) / (6) |
|----------------------|----------------------|---|---|--|--|--|--|---|
| 1991 | n/a | \$6,075,999 | \$24,168,801 | 25.140% | \$76,194,714 | \$244,467,621 | 31.168% | 7.974% |
| 1992 | n/a | \$7,709,579 | \$25,655,760 | 30.050% | \$81,092,469 | \$258,175,773 | 31.410% | 9.507% |
| 1993 | n/a | \$9,782,369 | \$27,779,568 | 35.214% | \$94,929,131 | \$283,410,074 | 33.495% | 10.305% |
| 1994 | n/a | \$10,876,585 | \$30,634,921 | 35.504% | \$101,528,453 | \$302,734,231 | 33.537% | 10.713% |
| 1995 | n/a | \$10,563,363 | \$29,953,248 | 35.266% | \$105,265,539 | \$314,631,397 | 33.457% | 10.035% |
| 1996 | n/a | \$11,897,788 | \$32,956,278 | 36.102% | \$122,873,754 | \$337,669,981 | 36.389% | 9.683% |
| 1997 | n/a | \$16,510,840 | \$37,380,563 | 44.170% | \$140,398,429 | \$366,092,994 | 38.350% | 11.760% |
| 1998 | n/a | \$19,799,058 | \$40,572,419 | 48.799% | \$171,307,391 | \$408,667,853 | 41.918% | 11.558% |
| 1999 | n/a | \$23,260,742 | \$45,626,162 | 50.981% | \$211,975,506 | \$446,967,910 | 47.425% | 10.973% |
| 2000 | 168 | \$22,014,341 | \$48,825,172 | 45.088% | \$240,609,451 | \$503,282,189 | 47.808% | 9.149% |
| 2001 | 110 | \$4,861,340 | \$50,658,217 | 9.596% | \$84,393,009 | \$532,219,216 | 15.857% | 5.760% |
| 2002 | 143 | \$5,714,471 | \$55,203,426 | 10.352% | \$81,257,902 | \$559,111,230 | 14.533% | 7.033% |
| 2003 | 141 | \$5,178,009 | \$55,443,042 | 9.339% | \$89,727,401 | \$574,016,943 | 15.631% | 5.771% |
| 2004 | 145 | \$4,206,560 | \$55,296,765 | 7.607% | \$91,715,717 | \$593,781,994 | 15.446% | 4.587% |
| 2005 | 137 | \$3,911,778 | \$56,077,766 | 6.976% | \$83,003,303 | \$648,486,716 | 12.800% | 4.713% |
| 2006 | 129 | \$3,790,850 | \$64,416,886 | 5.885% | \$89,345,058 | \$709,308,675 | 12.596% | 4.243% |
| 2007 | 123 | \$2,962,989 | \$65,887,288 | 4.497% | \$106,723,462 | \$772,364,076 | 13.818% | 2.776% |
| 2008 | 127 | \$3,657,754 | \$67,994,244 | 5.380% | \$120,506,384 | \$802,769,706 | 15.011% | 3.035% |
| 2009 | 120 | \$1,961,855 | \$63,596,960 | 3.085% | \$92,786,258 | \$726,027,748 | 12.780% | 2.114% |
| 2010 | 118 | \$2,008,798 | \$61,483,904 | 3.267% | \$87,745,495 | \$726,126,297 | 12.084% | 2.289% |
| 2011 | 119 | \$2,822,407 | \$65,972,240 | 4.278% | \$93,837,694 | \$738,096,923 | 12.713% | 3.008% |
| 2012 | 116 | \$2,373,476 | \$64,239,063 | 3.695% | \$107,115,702 | \$789,073,598 | 13.575% | 2.216% |
| 2013 | 116 | \$2,333,683 | \$65,528,366 | 3.561% | \$102,654,117 | \$753,141,548 | 13.630% | 2.273% |
| 2014 | 108 | \$2,093,040 | \$65,569,292 | 3.192% | \$115,630,897 | \$756,708,546 | 15.281% | 1.810% |
| 2015 | 106 | \$2,509,792 | \$69,122,878 | 3.631% | \$134,906,982 | \$793,477,884 | 17.002% | 1.860% |
| 2016 | 105 | \$2,799,525 | \$67,352,238 | 4.157% | \$142,818,551 | \$800,848,650 | 17.833% | 1.960% |
| 2017 | 100 | \$2,384,556 | \$67,201,989 | 3.548% | \$158,441,486 | \$823,901,347 | 19.231% | 1.505% |
| 2018 | 100 | \$2,753,647 | \$73,203,319 | 3.762% | \$165,742,185 | \$872,379,495 | 18.999% | 1.661% |
| 2019 | 91 | \$2,876,143 | \$77,377,407 | 3.717% | \$196,133,253 | \$928,779,952 | 21.117% | 1.466% |
| 2020 | 96 | \$3,273,243 | \$76,405,088 | 4.284% | \$252,816,313 | \$996,355,655 | 25.374% | 1.295% |
| Totals: | | \$202,964,580 | \$1,631,583,270 | 12.440% | \$3,743,476,006 | \$18,363,076,222 | 20.386% | 5.422% |



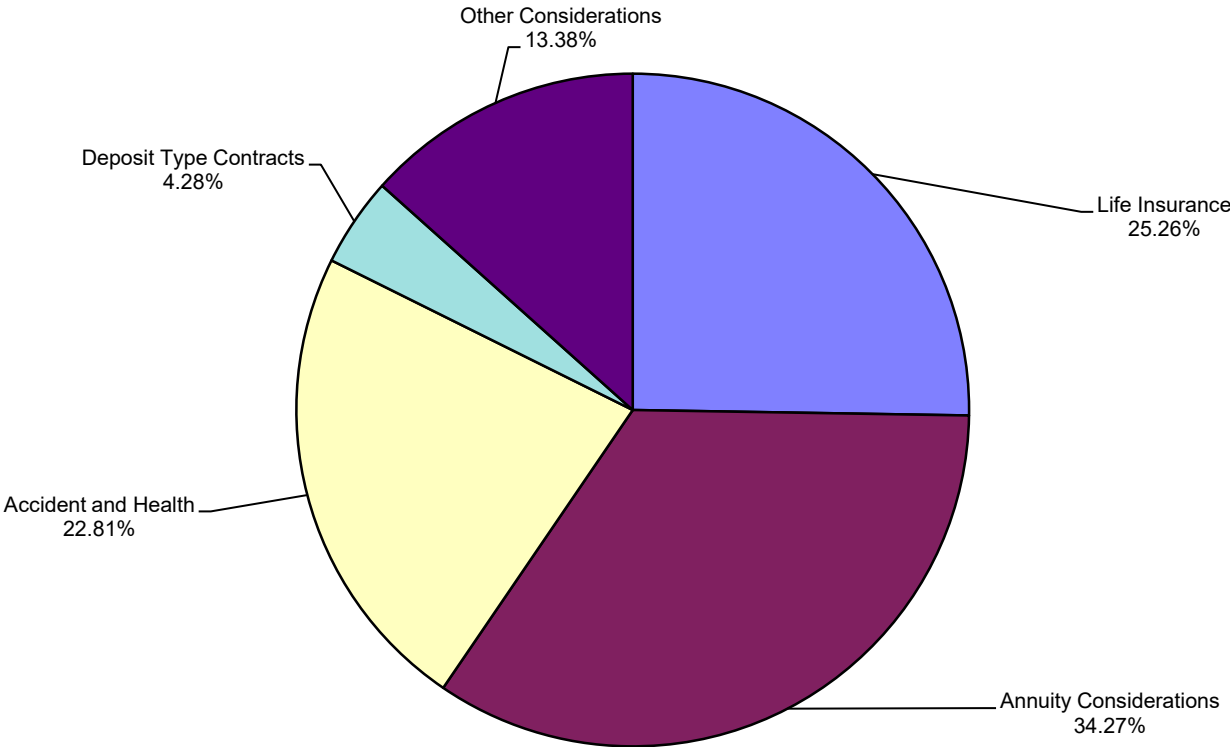
**1991 - 2020 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Other Considerations
Active Companies Only**

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

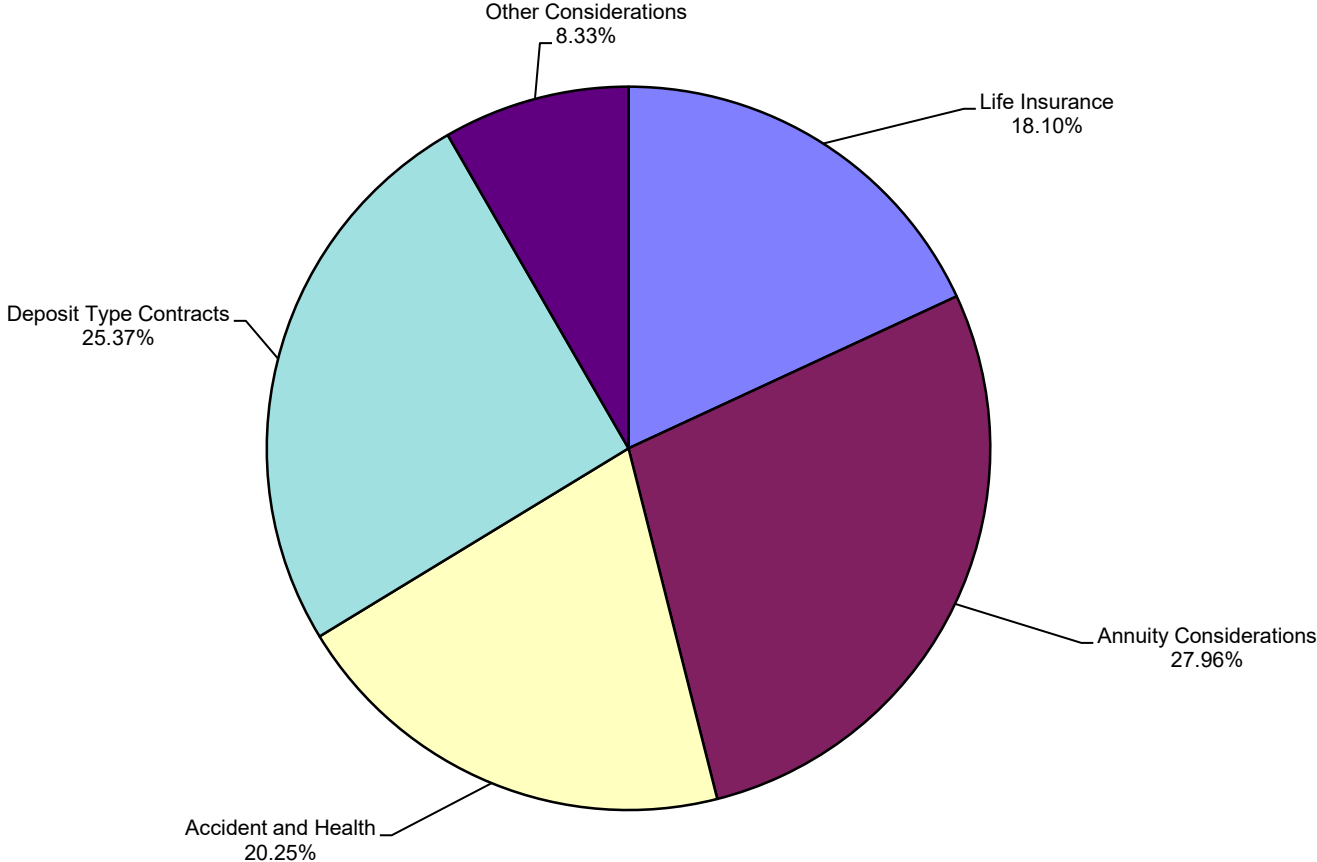
| (1) Calendar Year | (2) Company Count | (3) California Other Considerations Only | (4) Total California Premiums: Life, Annuity, A&H, Deposit and Other | (5) Percentage of Other Consid. To All Premiums '(3) / (4) | (6) Countrywide Other Considerations Only | (7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other | (8) Percentage of Other Consid. To All Premiums '(6) / (7) | (9) % of CA Other Consid. To Countrywide '(3) / (6) |
|----------------------|----------------------|---|---|---|--|--|---|--|
| 1991 | n/a | \$0 | \$24,168,801 | 0.000% | \$0 | \$244,467,621 | 0.000% | 0.000% |
| 1992 | n/a | \$0 | \$25,655,760 | 0.000% | \$0 | \$258,175,773 | 0.000% | 0.000% |
| 1993 | n/a | \$0 | \$27,779,568 | 0.000% | \$0 | \$283,410,074 | 0.000% | 0.000% |
| 1994 | n/a | \$0 | \$30,634,921 | 0.000% | \$0 | \$302,734,231 | 0.000% | 0.000% |
| 1995 | n/a | \$0 | \$29,953,248 | 0.000% | \$0 | \$314,631,397 | 0.000% | 0.000% |
| 1996 | n/a | \$0 | \$32,956,278 | 0.000% | \$0 | \$337,669,981 | 0.000% | 0.000% |
| 1997 | n/a | \$0 | \$37,380,563 | 0.000% | \$0 | \$366,092,994 | 0.000% | 0.000% |
| 1998 | n/a | \$0 | \$40,572,419 | 0.000% | \$0 | \$408,667,853 | 0.000% | 0.000% |
| 1999 | n/a | \$0 | \$45,626,162 | 0.000% | \$0 | \$446,967,910 | 0.000% | 0.000% |
| 2000 | n/a | \$0 | \$48,825,172 | 0.000% | \$0 | \$503,282,189 | 0.000% | 0.000% |
| 2001 | 46 | \$8,853,081 | \$50,658,217 | 17.476% | \$85,674,482 | \$532,219,216 | 16.098% | 10.333% |
| 2002 | 35 | \$7,067,068 | \$55,203,426 | 12.802% | \$67,174,376 | \$559,111,230 | 12.014% | 10.520% |
| 2003 | 36 | \$8,043,845 | \$55,443,042 | 14.508% | \$73,039,102 | \$574,016,943 | 12.724% | 11.013% |
| 2004 | 39 | \$8,812,264 | \$55,296,765 | 15.936% | \$82,290,181 | \$593,781,994 | 13.859% | 10.709% |
| 2005 | 36 | \$8,806,956 | \$56,077,766 | 15.705% | \$86,819,339 | \$648,486,716 | 13.388% | 10.144% |
| 2006 | 38 | \$13,286,442 | \$64,416,886 | 20.626% | \$92,331,043 | \$709,308,675 | 13.017% | 14.390% |
| 2007 | 33 | \$11,562,999 | \$65,887,288 | 17.550% | \$89,543,759 | \$772,364,076 | 11.593% | 12.913% |
| 2008 | 33 | \$11,187,155 | \$67,994,244 | 16.453% | \$84,171,725 | \$802,769,706 | 10.485% | 13.291% |
| 2009 | 32 | \$8,169,669 | \$63,596,960 | 12.846% | \$64,389,233 | \$726,027,748 | 8.869% | 12.688% |
| 2010 | 30 | \$7,010,642 | \$61,483,904 | 11.402% | \$68,288,304 | \$726,126,297 | 9.404% | 10.266% |
| 2011 | 29 | \$7,691,327 | \$65,972,240 | 11.658% | \$85,132,065 | \$738,096,923 | 11.534% | 9.035% |
| 2012 | 29 | \$6,982,384 | \$64,239,063 | 10.869% | \$89,535,739 | \$789,073,598 | 11.347% | 7.798% |
| 2013 | 29 | \$7,023,134 | \$65,528,366 | 10.718% | \$76,382,773 | \$753,141,548 | 10.142% | 9.195% |
| 2014 | 26 | \$7,323,951 | \$65,569,292 | 11.170% | \$69,771,605 | \$756,708,546 | 9.220% | 10.497% |
| 2015 | 27 | \$8,373,907 | \$69,122,878 | 12.115% | \$74,640,132 | \$793,477,884 | 9.407% | 11.219% |
| 2016 | 27 | \$8,744,066 | \$67,352,238 | 12.983% | \$77,429,201 | \$800,848,650 | 9.668% | 11.293% |
| 2017 | 25 | \$8,738,006 | \$67,201,989 | 13.003% | \$73,061,203 | \$823,901,347 | 8.868% | 11.960% |
| 2018 | 27 | \$10,248,041 | \$73,203,319 | 13.999% | \$81,464,823 | \$872,379,495 | 9.338% | 12.580% |
| 2019 | 24 | \$10,198,188 | \$77,377,668 | 13.180% | \$68,273,300 | \$928,779,952 | 7.351% | 14.937% |
| 2020 | 22 | \$10,223,366 | \$76,405,088 | 13.380% | \$82,979,776 | \$996,355,655 | 8.328% | 12.320% |
| Totals: | | \$178,346,491 | \$1,631,583,531 | 10.931% | \$1,572,392,161 | \$18,363,076,222 | 8.563% | 11.342% |



2020 California Premium Distribution By Line



2020 Countrywide Premium Distribution By Line



2020 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 | 367,765,770 | 166,520,678 | 144,756,927 | 62,719,252 | 2,560,369,322 | 3,302,131,949 | 4.3219% |
| | | 79227 Pruco Life Ins Co | 569,490,460 | 260,622,899 | 0 | 3,938,934 | 0 | 834,052,293 | 1.0916% |
| | | 93629 Prudential Retirement Ins & Ann Co | 0 | 700,990 | 0 | 362,383,035 | 1,112,317 | 364,196,342 | 0.4767% |
| | | 86630 Prudential Ann Life Assur Corp | 144,217 | 344,116,241 | 0 | 3,632,465 | 0 | 347,892,923 | 0.4553% |
| | | | 937,400,447 | 771,960,808 | 144,756,927 | 432,673,686 | 2,561,481,639 | 4,848,273,507 | 6.3455% |
| 2 | 826 | NEW YORK LIFE GRP | | | | | | | |
| | | 66915 New York Life Ins Co | 1,236,695,788 | 69,526,056 | 71,655,015 | 0 | 539,465,255 | 1,917,342,114 | 2.5094% |
| | | 91596 New York Life Ins & Ann Corp | 366,472,589 | 1,438,232,701 | 0 | 23,191,655 | 0 | 1,827,896,945 | 2.3924% |
| | | 65498 Life Ins Co Of N Amer | 254,439,212 | 0 | 276,574,591 | 0 | 0 | 531,013,803 | 0.6950% |
| | | 81353 NYLife Ins Co Of AZ | 3,811,275 | 0 | 0 | 0 | 0 | 3,811,275 | 0.0050% |
| | | | 1,861,418,864 | 1,507,758,757 | 348,229,606 | 23,191,655 | 539,465,255 | 4,280,064,137 | 5.6018% |
| 3 | 435 | MASS MUT LIFE INS GRP | | | | | | | |
| | | 65935 Massachusetts Mut Life Ins Co | 989,271,171 | 993,429,072 | 65,866,877 | 399,138,071 | 1,548,943,961 | 3,996,649,152 | 5.2309% |
| | | 93432 CM Life Ins Co | 20,439,183 | 90,701,365 | 0 | 0 | 0 | 111,140,548 | 0.1455% |
| | | 70416 MML Bay State Life Ins Co | 3,571,409 | 0 | 0 | 0 | 0 | 3,571,409 | 0.0047% |
| | | | 1,013,281,763 | 1,084,130,437 | 65,866,877 | 399,138,071 | 1,548,943,961 | 4,111,361,109 | 5.3810% |
| 4 | 468 | Aegon US Holding Grp | | | | | | | |
| | | 86231 Transamerica Life Ins Co | 1,059,718,954 | 356,329,676 | 146,802,638 | 327,137 | 550,898,854 | 2,114,077,259 | 2.7669% |
| | | 70688 Transamerica Financial Life Ins Co | 917,941 | 591,204 | 820,718 | 0 | 1,344,654,201 | 1,346,984,064 | 1.7630% |
| | | | 1,060,636,895 | 356,920,880 | 147,623,356 | 327,137 | 1,895,553,055 | 3,461,061,323 | 4.5299% |

2020 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 | 707 | UNITEDHEALTH GRP | | | | | | | |
| | | 79413 UnitedHealthcare Ins Co | 9,413,880 | 0 | 3,222,328,724 | 0 | 0 | 3,231,742,604 | 4.2297% |
| | | 91529 Unimerica Ins Co | 8,057,816 | 0 | 60,741,272 | 0 | 0 | 68,799,088 | 0.0900% |
| | | 61832 Chesapeake Life Ins Co | 4,286,091 | 110,987 | 22,713,182 | 0 | 0 | 27,110,260 | 0.0355% |
| | | 62286 Golden Rule Ins Co | 752,613 | 129,923 | 4,766,262 | 0 | 0 | 5,648,798 | 0.0074% |
| | | 66087 Mid West Natl Life Ins Co Of TN | 774,398 | 53,839 | 1,033,055 | 0 | 0 | 1,861,292 | 0.0024% |
| | | 98205 Natl Foundation Life Ins Co | 21,282 | 0 | 719,915 | 0 | 0 | 741,197 | 0.0010% |
| | | 69647 Optum Ins of OH Inc | 90,093 | 351 | 0 | 0 | 0 | 90,444 | 0.0001% |
| | | | 23,396,173 | 295,100 | 3,312,302,410 | 0 | 0 | 3,335,993,683 | 4.3662% |
| 6 | 241 | METROPOLITAN GRP | | | | | | | |
| | | 65978 Metropolitan Life Ins Co | 894,038,332 | 34,704,140 | 887,021,469 | 29,074,167 | 333,691,636 | 2,178,529,744 | 2.8513% |
| | | 97136 Metropolitan Tower Life Ins Co | 38,647,943 | 410,397,707 | 589,859 | 0 | 0 | 449,635,509 | 0.5885% |
| | | 62634 Delaware Amer Life Ins Co | 82,361 | 0 | 227,960 | 0 | 0 | 310,321 | 0.0004% |
| | | | 932,768,636 | 445,101,847 | 887,839,288 | 29,074,167 | 333,691,636 | 2,628,475,574 | 3.4402% |
| 7 | 904 | JOHN HANCOCK GRP | | | | | | | |
| | | 65838 John Hancock Life Ins Co USA | 512,189,160 | 3,860,195 | 100,512,645 | 0 | 2,007,359,289 | 2,623,921,289 | 3.4342% |
| | | 93610 John Hancock Life & Hlth Ins Co | 49,269 | 0 | 1,413,984 | 0 | 0 | 1,463,253 | 0.0019% |
| | | | 512,238,429 | 3,860,195 | 101,926,629 | 0 | 2,007,359,289 | 2,625,384,542 | 3.4361% |
| 8 | 20 | LINCOLN NATL GRP | | | | | | | |
| | | 65676 Lincoln Natl Life Ins Co | 739,503,591 | 1,346,983,428 | 93,105,284 | 0 | 0 | 2,179,592,303 | 2.8527% |
| | | 65315 Lincoln Life Assur Co of Boston | 121,766,496 | 96,345 | 250,811,762 | 0 | 0 | 372,674,603 | 0.4878% |
| | | 67652 First Penn Pacific Life Ins Co | 15,646,093 | 62,168 | 3,902 | 0 | 0 | 15,712,163 | 0.0206% |
| | | 62057 Lincoln Life & Ann Co of NY | 1,250,338 | 1,938,858 | 546,335 | 0 | 0 | 3,735,531 | 0.0049% |
| | | | 878,166,518 | 1,349,080,799 | 344,467,283 | 0 | 0 | 2,571,714,600 | 3.3659% |

2020 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 | 4832 | Voya Financial Grp | | | | | | | |
| | | 86509 Voya Retirement Ins & Ann Co | 7,311,779 | 1,408,847,110 | -37 | 172,025 | 318,360,028 | 1,734,690,905 | 2.2704% |
| | | 67105 Reliastar Life Ins Co | 173,990,784 | 22,557,899 | 200,842,991 | 111,713 | 0 | 397,503,387 | 0.5203% |
| | | 61360 Reliastar Life Ins Co Of NY | 2,582,512 | 2,400 | 3,115,025 | 0 | 0 | 5,699,937 | 0.0075% |
| | | | 183,885,075 | 1,431,407,409 | 203,957,979 | 283,738 | 318,360,028 | 2,137,894,229 | 2.7981% |
| 10 | 12 | AMERICAN INTL GRP | | | | | | | |
| | | 60488 American Gen Life Ins Co | 590,252,731 | 1,150,404,948 | 5,568,912 | 35,899,788 | 0 | 1,782,126,379 | 2.3325% |
| | | 70238 Variable Ann Life Ins Co | 0 | 285,369,526 | 0 | 55,189,618 | 0 | 340,559,144 | 0.4457% |
| | | 70106 United States Life Ins Co in the Cit | 2,525,529 | 770,734 | 1,430,292 | 0 | 0 | 4,726,555 | 0.0062% |
| | | | 592,778,260 | 1,436,545,208 | 6,999,204 | 91,089,406 | 0 | 2,127,412,078 | 2.7844% |
| 11 | 1 | CVS GRP | | | | | | | |
| | | 60054 Aetna Life Ins Co | 10,531,565 | 744,109 | 1,997,731,133 | 7,193,092 | 0 | 2,016,199,899 | 2.6388% |
| | | 68500 Continental Life Ins Co Brentwood | 4,701 | 0 | 15,944,612 | 0 | 0 | 15,949,313 | 0.0209% |
| | | 90328 First Hlth Life & Hlth Ins Co | 1,845 | 0 | 1,687,070 | 0 | 0 | 1,688,915 | 0.0022% |
| | | 78700 Aetna Hlth & Life Ins Co | 0 | 0 | 291,212 | 0 | 0 | 291,212 | 0.0004% |
| | | | 10,538,111 | 744,109 | 2,015,654,027 | 7,193,092 | 0 | 2,034,129,339 | 2.6623% |
| 12 | 901 | CIGNA HLTH GRP | | | | | | | |
| | | 67369 Cigna Hlth & Life Ins Co | 21,866 | 0 | 1,760,887,552 | 0 | 0 | 1,760,909,418 | 2.3047% |
| | | 65722 Loyal Amer Life Ins Co | 136,650 | 841 | 40,223,856 | 1,267 | 0 | 40,362,614 | 0.0528% |
| | | 62308 Connecticut Gen Life Ins Co | 26,095,966 | 7,625 | -834,922 | 644,970 | 0 | 25,913,639 | 0.0339% |
| | | 88366 American Retirement Life Ins Co | 0 | 0 | 709,902 | 0 | 0 | 709,902 | 0.0009% |
| | | 77399 Sterling Life Ins Co | 8,548 | 0 | 478,778 | 0 | 0 | 487,326 | 0.0006% |
| | | 67903 Provident Amer Life & Hlth Ins Co | 2,051 | 0 | 12,467 | 0 | 0 | 14,518 | 0.0000% |
| | | 61727 Cigna Natl Hlth Ins Co | 12 | 0 | 356 | 0 | 0 | 368 | 0.0000% |
| | | | 26,265,093 | 8,466 | 1,801,477,989 | 646,237 | 0 | 1,828,397,785 | 2.3930% |

2020 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 | 140 | NATIONWIDE CORP GRP | | | | | | | |
| | | 66869 Nationwide Life Ins Co | 82,375,770 | 1,072,175,032 | 20,636,037 | 0 | 0 | 1,175,186,839 | 1.5381% |
| | | 92657 Nationwide Life & Ann Ins Co | 354,791,044 | 158,620,377 | 0 | 0 | 0 | 513,411,421 | 0.6720% |
| | | 64017 Jefferson Natl Life Ins Co | 1,012,748 | 127,579,700 | 8,050 | 1,177,939 | 0 | 129,778,437 | 0.1699% |
| | | | 438,179,562 | 1,358,375,109 | 20,644,087 | 1,177,939 | 0 | 1,818,376,697 | 2.3799% |
| 14 | 1216 | TIAA FAMILY GRP | | | | | | | |
| | | 60142 TIAA Cref Life Ins Co | 24,762,389 | 16,666,759 | 203,774 | 884,995,391 | 0 | 926,628,313 | 1.2128% |
| | | 69345 Teachers Ins & Ann Assoc Of Amer | 14,155,937 | 806,169,485 | 541,968 | 27,650,928 | 0 | 848,518,318 | 1.1106% |
| | | | 38,918,326 | 822,836,244 | 745,742 | 912,646,319 | 0 | 1,775,146,631 | 2.3233% |
| 15 | 332 | PRINCIPAL FIN GRP | | | | | | | |
| | | 61271 Principal Life Ins Co | 135,901,637 | 341,007,622 | 265,020,907 | 899,969,958 | 295,448 | 1,642,195,572 | 2.1493% |
| | | 71161 Principal Natl Life Ins Co | 108,010,535 | 0 | 0 | 0 | 0 | 108,010,535 | 0.1414% |
| | | | 243,912,172 | 341,007,622 | 265,020,907 | 899,969,958 | 295,448 | 1,750,206,107 | 2.2907% |
| 16 | 671 | Anthem Inc Grp | | | | | | | |
| | | 62825 Anthem Blue Cross Life & Hlth Ins Co | 59,875,812 | 0 | 1,580,475,368 | 0 | 0 | 1,640,351,180 | 2.1469% |
| | | 61069 Anthem Life Ins Co | 5,092,657 | 0 | 62,920,881 | 0 | 0 | 68,013,538 | 0.0890% |
| | | 80314 Unicare Life & Hlth Ins Co | 3,800,836 | 0 | 2,049,631 | 0 | 0 | 5,850,467 | 0.0077% |
| | | | 68,769,305 | 0 | 1,645,445,880 | 0 | 0 | 1,714,215,185 | 2.2436% |
| 17 | 918 | JACKSON NATL GRP | | | | | | | |
| | | 65056 Jackson Natl Life Ins Co | 75,408,257 | 1,610,647,220 | 2,830,074 | 251,994 | 0 | 1,689,137,545 | 2.2108% |
| | | | 75,408,257 | 1,610,647,220 | 2,830,074 | 251,994 | 0 | 1,689,137,545 | 2.2108% |

2020 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 | 709 | PACIFIC LIFE GRP | | | | | | | |
| | | 67466 Pacific Life Ins Co | 684,278,141 | 705,516,669 | 0 | 37,125,137 | 0 | 1,426,919,947 | 1.8676% |
| | | 97268 Pacific Life & Ann Co | 261,071 | 101,199 | 0 | 0 | 0 | 362,270 | 0.0005% |
| | | | 684,539,212 | 705,617,868 | 0 | 37,125,137 | 0 | 1,427,282,217 | 1.8680% |
| 19 | 431 | Sammons Enterprises Grp | | | | | | | |
| | | 66044 Midland Natl Life Ins Co | 347,977,246 | 608,280,721 | 1,204 | 1,371,053 | 0 | 957,630,224 | 1.2534% |
| | | 66974 North Amer Co Life & Hlth Ins | 114,873,683 | 252,667,511 | 4 | 2,109,791 | 0 | 369,650,989 | 0.4838% |
| | | 83607 Guggenheim Life & Ann Co | 21,429 | 56,298,184 | 760 | 1,091,959 | 0 | 57,412,332 | 0.0751% |
| | | | 462,872,358 | 917,246,416 | 1,968 | 4,572,803 | 0 | 1,384,693,545 | 1.8123% |
| 20 | 761 | ALLIANZ INS GRP | | | | | | | |
| | | 90611 Allianz Life Ins Co Of N Amer | 254,876,825 | 1,115,250,838 | 8,671,258 | 0 | 0 | 1,378,798,921 | 1.8046% |
| | | | 254,876,825 | 1,115,250,838 | 8,671,258 | 0 | 0 | 1,378,798,921 | 1.8046% |
| 21 | 4965 | Equitable Holdings Inc Grp | | | | | | | |
| | | 62944 Equitable Financial Life Ins Co | 204,642,717 | 910,464,426 | 2,987,449 | 0 | 37,055,641 | 1,155,150,233 | 1.5119% |
| | | 78077 Equitable Financial Life Ins Co of A | 90,274,175 | 968,489 | 9,095,557 | 0 | 0 | 100,338,221 | 0.1313% |
| | | 62880 Equitable Financial Life & Ann Co | 1,377,623 | 0 | 0 | 0 | 0 | 1,377,623 | 0.0018% |
| | | | 296,294,515 | 911,432,915 | 12,083,006 | 0 | 37,055,641 | 1,256,866,077 | 1.6450% |
| 22 | 4734 | Apollo Global Mgmt Grp | | | | | | | |
| | | 61689 Athene Ann & Life Co | 8,778,554 | 1,160,185,268 | 60,848 | 1,413,043 | 0 | 1,170,437,713 | 1.5319% |
| | | 80942 Venerable Ins & Ann Co | 1,522,562 | 7,870,160 | 239 | 0 | 0 | 9,392,961 | 0.0123% |
| | | 60518 American Hlth & Life Ins Co | 4,306,564 | 0 | 2,731,273 | 24,828 | 0 | 7,062,665 | 0.0092% |
| | | 61492 Athene Annuity & Life Assur Co | 3,189,202 | 138,093 | 708,077 | 0 | 0 | 4,035,372 | 0.0053% |
| | | 68039 Athene Ann & Life Assur Co of NY | 365,397 | 325,203 | 0 | 0 | 0 | 690,600 | 0.0009% |
| | | | 18,162,279 | 1,168,518,724 | 3,500,437 | 1,437,871 | 0 | 1,191,619,311 | 1.5596% |

2020 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 | 1295 | CENTENE CORP GRP 66141 Health Net Life Ins Co | 909,708 | 0 | 1,183,294,440 | 0 | 0 | 1,184,204,148 | 1.5499% |
| | | | 909,708 | 0 | 1,183,294,440 | 0 | 0 | 1,184,204,148 | 1.5499% |
| 24 | 860 | NORTHWESTERN MUT GRP 67091 Northwestern Mut Life Ins Co 69000 Northwestern Long Term Care Ins Co | 837,758,009 0 | 79,629,683 0 | 97,990,064 44,422,912 | 1,186,031 0 | 0 0 | 1,016,563,787 44,422,912 | 1.3305% 0.0581% |
| | | | 837,758,009 | 79,629,683 | 142,412,976 | 1,186,031 | 0 | 1,060,986,699 | 1.3886% |
| 25 | 3891 | Global Atlantic Grp 91642 Forethought Life Ins Co 62200 Accordia Life & Ann Co 84824 Commonwealth Ann & Life Ins Co 69140 First Allmerica Fin Life Ins Co | 38,121,424 203,371,352 2,707,126 639,150 | 676,766,719 0 9,966,963 14,491 | 2,961,214 0 1,824 124 | 5,974,257 0 0 0 | 0 0 0 0 | 723,823,614 203,371,352 12,675,913 653,765 | 0.9474% 0.2662% 0.0166% 0.0009% |
| | | | 244,839,052 | 686,748,173 | 2,963,162 | 5,974,257 | 0 | 940,524,644 | 1.2310% |
| 26 | 769 | GREAT WEST GRP 68322 Great W Life & Ann Ins Co 80659 US Business of Canada Life Assur Co | 52,749,184 6,122,938 | 768,567,183 72,727 | 4,349,842 511,916 | 86,589,723 0 | 0 0 | 912,255,932 6,707,581 | 1.1940% 0.0088% |
| | | | 58,872,122 | 768,639,910 | 4,861,758 | 86,589,723 | 0 | 918,963,513 | 1.2028% |
| 27 | 4932 | Brighthouse Holdings Grp 87726 Brighthouse Life Ins Co 91626 New England Life Ins Co | 216,318,925 10,107,557 | 679,457,261 284,520 | 10,299,727 29,950 | 0 0 | 28,664 0 | 906,104,577 10,422,027 | 1.1859% 0.0136% |
| | | | 226,426,482 | 679,741,781 | 10,329,677 | 0 | 28,664 | 916,526,604 | 1.1996% |

2020 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 |
|-------|---------|--|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 28 | 619 | OneAmerica Fin Partners Grp | | | | | | | |
| | | 60895 American United Life Ins Co | 37,908,624 | 730,719,843 | 117,134 | 892,191 | 0 | 769,637,792 | 1.0073% |
| | | 69116 State Life Ins Co | 98,933,059 | 29,460,797 | 3,010,667 | 646,025 | 0 | 132,050,548 | 0.1728% |
| | | 67911 Pioneer Mut Life Ins Co | 4,010,956 | 18,027 | 0 | 0 | 0 | 4,028,983 | 0.0053% |
| | | | 140,852,639 | 760,198,667 | 3,127,801 | 1,538,216 | 0 | 905,717,323 | 1.1854% |
| 29 | 634 | National Life GRP | | | | | | | |
| | | 65528 Life Ins Co Of The Southwest | 489,092,588 | 381,106,231 | 540 | 49,111 | 0 | 870,248,470 | 1.1390% |
| | | 66680 National Life Ins Co | 32,547,461 | 80,159 | 1,326,683 | 0 | 0 | 33,954,303 | 0.0444% |
| | | | 521,640,049 | 381,186,390 | 1,327,223 | 49,111 | 0 | 904,202,773 | 1.1834% |
| 30 | 429 | GUARDIAN LIFE GRP | | | | | | | |
| | | 64246 Guardian Life Ins Co Of Amer | 298,275,375 | 721,355 | 510,091,100 | 12,562 | 0 | 809,100,392 | 1.0590% |
| | | 71714 Berkshire Life Ins Co of Amer | 488,572 | 0 | 54,553,409 | 0 | 0 | 55,041,981 | 0.0720% |
| | | 78778 Guardian Ins & Ann Co Inc | 2,084,321 | 22,934,537 | 0 | 145,882 | 221,000 | 25,385,740 | 0.0332% |
| | | 60003 Park Avenue Life Ins Co | 230,766 | 0 | 0 | 0 | 0 | 230,766 | 0.0003% |
| | | 74004 Family Serv Life Ins Co | 553 | 0 | 0 | 0 | 0 | 553 | 0.0000% |
| | | | 301,079,587 | 23,655,892 | 564,644,509 | 158,444 | 221,000 | 889,759,432 | 1.1645% |
| 31 | 869 | MINNESOTA MUT GRP | | | | | | | |
| | | 66168 Minnesota Life Ins Co | 304,724,474 | 124,220,041 | 34,767,573 | 40,869,785 | 181,567,381 | 686,149,254 | 0.8980% |
| | | 93742 Securian Life Ins Co | 162,244,978 | 723,493 | 10,480,167 | 7,451,510 | 0 | 180,900,148 | 0.2368% |
| | | | 466,969,452 | 124,943,534 | 45,247,740 | 48,321,295 | 181,567,381 | 867,049,402 | 1.1348% |
| 32 | 1348 | Meiji Yasuda Life Ins Grp | | | | | | | |
| | | 69019 Standard Ins Co | 130,174,334 | 33,013,220 | 287,498,854 | 219,999 | 355,779,952 | 806,686,359 | 1.0558% |
| | | 64343 Pacific Guardian Life Ins Co Ltd | 10,412,395 | 148 | 237 | 1,238,291 | 0 | 11,651,071 | 0.0152% |
| | | | 140,586,729 | 33,013,368 | 287,499,091 | 1,458,290 | 355,779,952 | 818,337,430 | 1.0711% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 33 | 565 | UNUM GRP | | | | | | | |
| | | 62235 Unum Life Ins Co Of Amer | 134,242,155 | 3,674 | 347,287,598 | 525,618 | 0 | 482,059,045 | 0.6309% |
| | | 62049 Colonial Life & Accident Ins Co | 36,638,332 | 16,019 | 138,652,331 | 0 | 0 | 175,306,682 | 0.2294% |
| | | 68195 Provident Life & Accident Ins Co | 20,834,828 | 0 | 90,733,049 | 0 | 0 | 111,567,877 | 0.1460% |
| | | 68985 Starmount Life Ins Co | 86,865 | 0 | 22,109,985 | 0 | 0 | 22,196,850 | 0.0291% |
| | | 67598 Paul Revere Life Ins Co | 493,819 | 0 | 12,862,210 | 116,378 | 0 | 13,472,407 | 0.0176% |
| | | 67601 Unum Ins Co | 129,406 | 0 | 3,249,918 | 2,393,886 | 0 | 5,773,210 | 0.0076% |
| | | | 192,425,405 | 19,693 | 614,895,091 | 3,035,882 | 0 | 810,376,071 | 1.0606% |
| 34 | 670 | Fidelity Natl Fin Inc GRP | | | | | | | |
| | | 63274 Fidelity & Guar Life Ins Co | 107,304,824 | 573,899,368 | 0 | 0 | 0 | 681,204,192 | 0.8916% |
| | | | 107,304,824 | 573,899,368 | 0 | 0 | 0 | 681,204,192 | 0.8916% |
| 35 | 4855 | Sumitomo Life Ins Grp | | | | | | | |
| | | 68608 Symetra Life Ins Co | 110,656,733 | 474,673,342 | 61,403,189 | 11,677,097 | 0 | 658,410,361 | 0.8617% |
| | | 90581 Symetra Natl Life Ins Co | 13,604 | 0 | 0 | 0 | 0 | 13,604 | 0.0000% |
| | | | 110,670,337 | 474,673,342 | 61,403,189 | 11,677,097 | 0 | 658,423,965 | 0.8618% |
| 36 | 261 | MUTUAL OF OMAHA GRP | | | | | | | |
| | | 69868 United Of Omaha Life Ins Co | 211,818,480 | 126,733,645 | 77,590,569 | 42,285,960 | 262,642 | 458,691,296 | 0.6003% |
| | | 71412 Mutual Of Omaha Ins Co | 0 | 0 | 87,602,958 | 0 | 0 | 87,602,958 | 0.1147% |
| | | 72850 United World Life Ins Co | 80,400 | 0 | 11,260,024 | 0 | 0 | 11,340,424 | 0.0148% |
| | | 13100 Omaha Ins Co | 0 | 0 | 1,012,539 | 0 | 0 | 1,012,539 | 0.0013% |
| | | | 211,898,880 | 126,733,645 | 177,466,090 | 42,285,960 | 262,642 | 558,647,217 | 0.7312% |

2020 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 |
|-------|---------|--|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 37 | 836 | WEST SOUTHERN GRP | | | | | | | |
| | | 92622 Western Southern Life Assur Co | 8,077,242 | 320,197,189 | 0 | 8,231,849 | 0 | 336,506,280 | 0.4404% |
| | | 70939 Gerber Life Ins Co | 40,291,735 | 0 | 30,912,603 | 0 | 0 | 71,204,338 | 0.0932% |
| | | 99937 Columbus Life Ins Co | 59,209,718 | 672,810 | 636 | 47,536 | 0 | 59,930,700 | 0.0784% |
| | | 65242 Lafayette Life Ins Co | 33,967,445 | 17,110,767 | 9,873 | 490,000 | 0 | 51,578,085 | 0.0675% |
| | | 74780 Integrity Life Ins Co | 13,811 | 19,097,455 | 0 | 7,536,669 | 0 | 26,647,935 | 0.0349% |
| | | 70483 Western & Southern Life Ins Co | 10,348,448 | 0 | 762,155 | 0 | 0 | 11,110,603 | 0.0145% |
| | | | 151,908,399 | 357,078,221 | 31,685,267 | 16,306,054 | 0 | 556,977,941 | 0.7290% |
| 38 | 4 | Ameriprise Fin Grp | | | | | | | |
| | | 65005 RiverSource Life Ins Co | 119,925,404 | 399,148,431 | 27,054,006 | 98,000 | 0 | 546,225,841 | 0.7149% |
| | | | 119,925,404 | 399,148,431 | 27,054,006 | 98,000 | 0 | 546,225,841 | 0.7149% |
| 39 | 176 | STATE FARM GRP | | | | | | | |
| | | 69108 State Farm Life Ins Co | 517,561,971 | 12,028,863 | 0 | 28,939 | 0 | 529,619,773 | 0.6932% |
| | | | 517,561,971 | 12,028,863 | 0 | 28,939 | 0 | 529,619,773 | 0.6932% |
| 40 | 458 | Dai-ichi Life Holdings Inc Grp | | | | | | | |
| | | 68136 Protective Life Ins Co | 186,808,745 | 231,369,126 | 274,994 | 2,108,604 | 0 | 420,561,469 | 0.5504% |
| | | 70335 West Coast Life Ins Co | 65,653,523 | 106,189 | 504 | 0 | 0 | 65,760,216 | 0.0861% |
| | | 66370 Mony Life Ins Co | 9,073,355 | 28,600 | 1,387,622 | 0 | 0 | 10,489,577 | 0.0137% |
| | | 88536 Protective Life & Annuity Ins Co | 130,235 | 0 | 0 | 6,573 | 0 | 136,808 | 0.0002% |
| | | | 261,665,858 | 231,503,915 | 1,663,120 | 2,115,177 | 0 | 496,948,070 | 0.6504% |
| 41 | 370 | AFLAC Grp | | | | | | | |
| | | 60380 American Family Life Assur Co of Col | 29,020,909 | 0 | 383,004,694 | 0 | 0 | 412,025,603 | 0.5393% |
| | | 71730 Continental Amer Ins Co | 1,498,263 | 0 | 61,645,605 | 0 | 0 | 63,143,868 | 0.0826% |
| | | | 30,519,172 | 0 | 444,650,299 | 0 | 0 | 475,169,471 | 0.6219% |

2020 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 | 4011 | Genworth Fin Grp | | | | | | | |
| | | 70025 Genworth Life Ins Co | 29,978,007 | 284,200 | 301,936,322 | 0 | 0 | 332,198,529 | 0.4348% |
| | | 65536 Genworth Life & Ann Ins Co | 123,550,522 | 1,467,091 | 990,690 | 0 | 0 | 126,008,303 | 0.1649% |
| | | | 153,528,529 | 1,751,291 | 302,927,012 | 0 | 0 | 458,206,832 | 0.5997% |
| 43 | 4750 | Primerica Grp | | | | | | | |
| | | 65919 Primerica Life Ins Co | 447,907,919 | 49,075 | 20,872 | 1,278,158 | 0 | 449,256,024 | 0.5880% |
| | | 61409 National Benefit Life Ins Co | 1,214,463 | 0 | 62,203 | 337 | 0 | 1,277,003 | 0.0017% |
| | | | 449,122,382 | 49,075 | 83,075 | 1,278,495 | 0 | 450,533,027 | 0.5897% |
| 44 | 212 | ZURICH INS GRP | | | | | | | |
| | | 63177 Farmers New World Life Ins Co | 331,986,016 | 6,142,531 | 5,915,155 | 7,166,785 | 0 | 351,210,487 | 0.4597% |
| | | 90557 Zurich Amer Life Ins Co | 30,307,802 | 26,198,016 | 13,476,071 | 0 | 0 | 69,981,889 | 0.0916% |
| | | 80896 Centre Life Ins Co | 0 | 0 | 1,780,433 | 0 | 0 | 1,780,433 | 0.0023% |
| | | | 362,293,818 | 32,340,547 | 21,171,659 | 7,166,785 | 0 | 422,972,809 | 0.5536% |
| 45 | 91 | HARTFORD FIRE & CAS GRP | | | | | | | |
| | | 70815 Hartford Life & Accident Ins Co | 162,086,328 | 0 | 239,865,870 | 0 | 0 | 401,952,198 | 0.5261% |
| | | | 162,086,328 | 0 | 239,865,870 | 0 | 0 | 401,952,198 | 0.5261% |
| 46 | 4926 | Hopmeadow Holdings Grp | | | | | | | |
| | | 88072 Talcott Resolution Life Ins Co | 3,295,699 | 12,177,140 | 1,040,516 | 136,199,317 | 136,841,206 | 289,553,878 | 0.3790% |
| | | 71153 Talcott Resolution Life & Ann Ins Co | 94,042,983 | 14,445,750 | 7,652 | 0 | 2,698,010 | 111,194,395 | 0.1455% |
| | | 81213 American Maturity Life Ins Co | 0 | 11,141 | 0 | 0 | 1,653 | 12,794 | 0.0000% |
| | | | 97,338,682 | 26,634,031 | 1,048,168 | 136,199,317 | 139,540,869 | 400,761,067 | 0.5245% |
| 47 | 943 | Ameritas Mut Holding GRP | | | | | | | |
| | | 61301 Ameritas Life Ins Corp | 81,292,986 | 192,959,560 | 110,573,130 | 14,127,579 | 0 | 398,953,255 | 0.5222% |
| | | | 81,292,986 | 192,959,560 | 110,573,130 | 14,127,579 | 0 | 398,953,255 | 0.5222% |

2020 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 |
|-------|---------|---|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 48 | 84 | American Financial Grp | | | | | | | |
| | | 63312 Great Amer Life Ins Co | 5,759,772 | 340,169,667 | 5,590 | 136,649 | 0 | 346,071,678 | 0.4529% |
| | | 93661 Annuity Investors Life Ins Co | 0 | 19,095,163 | 0 | 0 | 0 | 19,095,163 | 0.0250% |
| | | 67083 Manhattan Natl Life Ins Co | 1,573,056 | 2,046 | 0 | 0 | 0 | 1,575,102 | 0.0021% |
| | | | 7,332,828 | 359,266,876 | 5,590 | 136,649 | 0 | 366,741,943 | 0.4800% |
| 49 | 330 | AMERICAN FIDELITY CORP GRP | | | | | | | |
| | | 60410 American Fidelity Assur Co | 48,377,031 | 116,550,620 | 199,565,563 | 0 | 0 | 364,493,214 | 0.4771% |
| | | 60801 American Public Life Ins Co | 13,493 | 0 | 994,768 | 0 | 0 | 1,008,261 | 0.0013% |
| | | | 48,390,524 | 116,550,620 | 200,560,331 | 0 | 0 | 365,501,475 | 0.4784% |
| 50 | 4853 | AAA Life Grp | | | | | | | |
| | | 71854 AAA Life Ins Co | 293,603,044 | 31,337,895 | 15,481,376 | 110,192 | 0 | 340,532,507 | 0.4457% |
| | | | 293,603,044 | 31,337,895 | 15,481,376 | 110,192 | 0 | 340,532,507 | 0.4457% |
| 51 | 3098 | Tokio Marine Holdings Inc GRP | | | | | | | |
| | | 68381 Reliance Standard Life Ins Co | 47,554,224 | 97,424,872 | 91,355,869 | 0 | 0 | 236,334,965 | 0.3093% |
| | | 92711 HCC Life Ins Co | 579,800 | 3,600 | 98,962,359 | 0 | 0 | 99,545,759 | 0.1303% |
| | | | 48,134,024 | 97,428,472 | 190,318,228 | 0 | 0 | 335,880,724 | 0.4396% |
| 52 | 549 | SUN LIFE ASSUR CO OF CN GRP | | | | | | | |
| | | 80802 US Br Sun Life Assur Co of Canada | 75,618,927 | 0 | 198,771,082 | 0 | 0 | 274,390,009 | 0.3591% |
| | | 80926 Sun Life & Hlth Ins Co | 6,332,863 | 0 | 602,543 | 0 | 0 | 6,935,406 | 0.0091% |
| | | 68047 Professional Ins Co | 17,433 | 0 | 1,112,759 | 0 | 0 | 1,130,192 | 0.0015% |
| | | 64602 Independence Life & Ann Co | 0 | 0 | 56,752 | 0 | 0 | 56,752 | 0.0001% |
| | | | 81,969,223 | 0 | 200,543,136 | 0 | 0 | 282,512,359 | 0.3698% |

2020 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 | 290 | Globe Life Inc Grp | | | | | | | |
| | | 60577 American Income Life Ins Co | 131,720,813 | 0 | 9,222,657 | 0 | 0 | 140,943,470 | 0.1845% |
| | | 91472 Globe Life & Accident Ins Co | 55,255,161 | 0 | 3,189,587 | 0 | 0 | 58,444,748 | 0.0765% |
| | | 92916 United Amer Ins Co | 479,122 | 370,918 | 42,225,812 | 0 | 0 | 43,075,852 | 0.0564% |
| | | 77968 Family Heritage Life Ins Co Of Amer | 57,162 | 0 | 7,528,567 | 0 | 0 | 7,585,729 | 0.0099% |
| | | 65331 Liberty Natl Life Ins Co | 5,713,249 | 837 | 192,959 | 0 | 0 | 5,907,045 | 0.0077% |
| | | | 193,225,507 | 371,755 | 62,359,582 | 0 | 0 | 255,956,844 | 0.3350% |
| 54 | 4925 | Kuvare Grp | | | | | | | |
| | | 65595 Lincoln Benefit Life Co | 153,951,405 | 3,789,897 | 8,964,582 | 4,209,121 | 0 | 170,915,005 | 0.2237% |
| | | 64238 Guaranty Income Life Ins Co | 5,323 | 77,603,665 | 210,876 | 83,112 | 0 | 77,902,976 | 0.1020% |
| | | 69973 United Life Ins Co | 426,700 | 5,810,008 | 0 | 0 | 0 | 6,236,708 | 0.0082% |
| | | | 154,383,428 | 87,203,570 | 9,175,458 | 4,292,233 | 0 | 255,054,689 | 0.3338% |
| 55 | 2798 | Blue Shield of CA Grp | | | | | | | |
| | | 61557 Blue Shield of CA Life & Hlth Ins Co | 10,696,016 | 0 | 241,257,797 | 0 | 0 | 251,953,813 | 0.3298% |
| | | | 10,696,016 | 0 | 241,257,797 | 0 | 0 | 251,953,813 | 0.3298% |
| 56 | 4890 | SBL Holdings Grp | | | | | | | |
| | | 68675 Security Benefit Life Ins Co | 1,114,876 | 250,447,109 | 0 | 0 | 0 | 251,561,985 | 0.3292% |
| | | | 1,114,876 | 250,447,109 | 0 | 0 | 0 | 251,561,985 | 0.3292% |
| 57 | 200 | UNITED SERV AUTOMOBILE ASSN GRP | | | | | | | |
| | | 69663 USAA Life Ins Co | 107,513,003 | 92,525,716 | 46,062,574 | 4,508,472 | 0 | 250,609,765 | 0.3280% |
| | | | 107,513,003 | 92,525,716 | 46,062,574 | 4,508,472 | 0 | 250,609,765 | 0.3280% |
| 58 | 872 | BANNER LIFE GRP | | | | | | | |
| | | 94250 Banner Life Ins Co | 128,512,022 | 100,735,940 | 841,189 | 250,054 | 0 | 230,339,205 | 0.3015% |
| | | | 128,512,022 | 100,735,940 | 841,189 | 250,054 | 0 | 230,339,205 | 0.3015% |

2020 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 |
|-------|---------|---------------------------------------|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 59 | 4824 | Advantage Capital Grp | | | | | | | |
| | | 68802 Sentinel Security Life Ins Co | 2,182,976 | 223,433,680 | 144,850 | 0 | 0 | 225,761,506 | 0.2955% |
| | | 71471 Ability Ins Co | 10,543 | 0 | 638,625 | 0 | 0 | 649,168 | 0.0008% |
| | | | 2,193,519 | 223,433,680 | 783,475 | 0 | 0 | 226,410,674 | 0.2963% |
| 60 | 88668 | Mutual Of Amer Life Ins Co | | | | | | | |
| | | 88668 Mutual Of Amer Life Ins Co | 324,899 | 1,753,392 | 97,087 | 0 | 223,903,460 | 226,078,838 | 0.2959% |
| | | | 324,899 | 1,753,392 | 97,087 | 0 | 223,903,460 | 226,078,838 | 0.2959% |
| 61 | 408 | AMERICAN NATL FIN GRP | | | | | | | |
| | | 60739 American Natl Ins Co | 90,368,638 | 102,257,464 | 879,162 | 7,863,353 | 0 | 201,368,617 | 0.2636% |
| | | 71773 American Natl Life Ins Co Of TX | 136,831 | 0 | 11,975,367 | 0 | 0 | 12,112,198 | 0.0159% |
| | | 86355 Standard Life & Accident Ins Co | 796,477 | 5,950 | 7,542,156 | 0 | 0 | 8,344,583 | 0.0109% |
| | | 63657 Garden State Life Ins Co | 1,228,972 | 0 | 99,942 | 0 | 0 | 1,328,914 | 0.0017% |
| | | | 92,530,918 | 102,263,414 | 20,496,627 | 7,863,353 | 0 | 223,154,312 | 0.2921% |
| 62 | 306 | CUNA MUT GRP | | | | | | | |
| | | 62626 CMFG Life Ins Co | 37,701,656 | 5,184,590 | 40,069,968 | 499,296 | 74,502,266 | 157,957,776 | 0.2067% |
| | | 86126 Members Life Ins Co | 78,068 | 55,606,772 | 0 | 11,517 | 0 | 55,696,357 | 0.0729% |
| | | | 37,779,724 | 60,791,362 | 40,069,968 | 510,813 | 74,502,266 | 213,654,133 | 0.2796% |
| 63 | 850 | PENN MUT GRP | | | | | | | |
| | | 67644 Penn Mut Life Ins Co | 124,896,139 | 23,354,253 | 393,782 | 3,005,317 | 0 | 151,649,491 | 0.1985% |
| | | 93262 Penn Ins & Ann Co | 54,871,637 | 405,878 | 0 | 0 | 0 | 55,277,515 | 0.0723% |
| | | 68632 Vantis Life Ins Co | 352,902 | 0 | 0 | 0 | 0 | 352,902 | 0.0005% |
| | | | 180,120,678 | 23,760,131 | 393,782 | 3,005,317 | 0 | 207,279,908 | 0.2713% |

2020 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 |
|-------|---------|--|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 64 | 4794 | Group One Thousand One Grp 79065 Delaware Life Ins Co | 3,148,881 | 194,454,394 | 0 | 0 | 0 | 197,603,275 | 0.2586% |
| | | | 3,148,881 | 194,454,394 | 0 | 0 | 0 | 197,603,275 | 0.2586% |
| 65 | 233 | CNO Financial Grp | | | | | | | |
| | | 61263 Bankers Life & Cas Co | 34,885,996 | 37,054,213 | 37,710,589 | 0 | 0 | 109,650,798 | 0.1435% |
| | | 62065 Colonial Penn Life Ins Co | 24,250,336 | 0 | 23,677,627 | 0 | 0 | 47,927,963 | 0.0627% |
| | | 70319 Washington Natl Ins Co | 6,873,648 | 764,676 | 21,418,914 | 0 | 0 | 29,057,238 | 0.0380% |
| | | | 66,009,980 | 37,818,889 | 82,807,130 | 0 | 0 | 186,635,999 | 0.2443% |
| 66 | 8 | ALLSTATE INS GRP | | | | | | | |
| | | 60534 American Heritage Life Ins Co | 5,267,570 | 6,900 | 51,737,853 | 0 | 0 | 57,012,323 | 0.0746% |
| | | 60186 Allstate Life Ins Co | 47,285,948 | 2,547,120 | 1,956,382 | 0 | 0 | 51,789,450 | 0.0678% |
| | | 70866 Allstate Assur Co | 47,184,529 | 0 | 0 | 0 | 0 | 47,184,529 | 0.0618% |
| | | 82538 National Hlth Ins Co | 26,019 | 0 | 16,943,895 | 0 | 0 | 16,969,914 | 0.0222% |
| | | 70874 Allstate Life Ins Co Of NY | 644,599 | 2,165 | 15,047 | 0 | 0 | 661,811 | 0.0009% |
| | | | 100,408,665 | 2,556,185 | 70,653,177 | 0 | 0 | 173,618,027 | 0.2272% |
| 67 | 981 | FIDELITY INVESTMENT INS & ANN GRP | | | | | | | |
| | | 93696 Fidelity Investments Life Ins Co | 1,842,632 | 165,001,527 | 0 | 0 | 0 | 166,844,159 | 0.2184% |
| | | | 1,842,632 | 165,001,527 | 0 | 0 | 0 | 166,844,159 | 0.2184% |
| 68 | 81264 | Nippon Life Ins Co Of Amer | | | | | | | |
| | | 81264 Nippon Life Ins Co Of Amer | 629,187 | 0 | 155,201,603 | 0 | 0 | 155,830,790 | 0.2040% |
| | | | 629,187 | 0 | 155,201,603 | 0 | 0 | 155,830,790 | 0.2040% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 69 | 4992 | Resolution Life US Holdings Grp | | | | | | | |
| | | 68713 Security Life Of Denver Ins Co | 154,752,065 | 1,250 | 0 | 0 | 0 | 154,753,315 | 0.2025% |
| | | 66109 Midwestern United Life Ins Co | 219,076 | 0 | 0 | 0 | 0 | 219,076 | 0.0003% |
| | | | 154,971,141 | 1,250 | 0 | 0 | 0 | 154,972,391 | 0.2028% |
| 70 | 4844 | LIA Holdings Grp | | | | | | | |
| | | 60232 Lombard Intl Life Assur Co | 68,678 | 145,711,928 | 0 | 0 | 0 | 145,780,606 | 0.1908% |
| | | | 68,678 | 145,711,928 | 0 | 0 | 0 | 145,780,606 | 0.1908% |
| 71 | 19 | Assurant Inc Grp | | | | | | | |
| | | 67989 American Memorial Life Ins Co | 128,183,848 | 353,768 | 0 | 0 | 0 | 128,537,616 | 0.1682% |
| | | 70408 Union Security Ins Co | 7,337,370 | 679,118 | 5,260,691 | 0 | 0 | 13,277,179 | 0.0174% |
| | | 65080 John Alden Life Ins Co | 650,166 | 0 | 290,729 | 0 | 0 | 940,895 | 0.0012% |
| | | 60275 American Bankers Life Assur Co Of FL | 270,624 | 600 | 141,819 | 0 | 0 | 413,043 | 0.0005% |
| | | | 136,442,008 | 1,033,486 | 5,693,239 | 0 | 0 | 143,168,733 | 0.1874% |
| 72 | 62510 | Equitrust Life Ins Co | | | | | | | |
| | | 62510 Equitrust Life Ins Co | 1,334,599 | 134,162,845 | 0 | 5,564,241 | 0 | 141,061,685 | 0.1846% |
| | | | 1,334,599 | 134,162,845 | 0 | 5,564,241 | 0 | 141,061,685 | 0.1846% |
| 73 | 1211 | NATIONAL GUARDIAN LIFE INS GRP | | | | | | | |
| | | 66583 National Guardian Life Ins Co | 80,537,791 | 3,310,384 | 52,040,606 | 2,011,974 | 0 | 137,900,755 | 0.1805% |
| | | 97241 Settlers Life Ins Co | 41,479 | 0 | 1,050 | 0 | 0 | 42,529 | 0.0001% |
| | | 81426 Commercial Travelers Life Ins Co | 0 | 0 | 15,017 | 0 | 0 | 15,017 | 0.0000% |
| | | | 80,579,270 | 3,310,384 | 52,056,673 | 2,011,974 | 0 | 137,958,301 | 0.1806% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 74 | 2658 | American Equity Investment Grp | | | | | | | |
| | | 92738 American Equity Invest Life Ins Co | 13,694 | 123,598,227 | 0 | 520,896 | 0 | 124,132,817 | 0.1625% |
| | | 13183 Eagle Life Ins Co | 0 | 5,443,683 | 0 | 0 | 0 | 5,443,683 | 0.0071% |
| | | | 13,694 | 129,041,910 | 0 | 520,896 | 0 | 129,576,500 | 0.1696% |
| 75 | 449 | FINANCIAL HOLDINGS GRP | | | | | | | |
| | | 61999 Americo Fin Life & Ann Ins Co | 23,416,122 | 75,745,926 | 141,340 | 220,338 | 0 | 99,523,726 | 0.1303% |
| | | 90212 Great Southern Life Ins Co | 3,325,590 | 282,938 | 110,125 | 32,893 | 0 | 3,751,546 | 0.0049% |
| | | 63487 Investors Life Ins Co N Amer | 1,107,311 | 0 | 0 | 0 | 0 | 1,107,311 | 0.0014% |
| | | 66540 National Farmers Union Life Ins Co | 404,915 | 0 | 0 | 0 | 0 | 404,915 | 0.0005% |
| | | 87645 United Fidelity Life Ins Co | 320,791 | 7,296 | 0 | 4,352 | 0 | 332,439 | 0.0004% |
| | | | 28,574,729 | 76,036,160 | 251,465 | 257,583 | 0 | 105,119,937 | 0.1376% |
| 76 | 65927 | Lincoln Heritage Life Ins Co | | | | | | | |
| | | 65927 Lincoln Heritage Life Ins Co | 104,801,182 | 3,025 | 198,498 | 0 | 0 | 105,002,705 | 0.1374% |
| | | | 104,801,182 | 3,025 | 198,498 | 0 | 0 | 105,002,705 | 0.1374% |
| 77 | 4736 | GGC Grp | | | | | | | |
| | | 93734 Nassau Life & Ann Co | 756,986 | 53,698,591 | 2,246,290 | 0 | 0 | 56,701,867 | 0.0742% |
| | | 93548 PHL Variable Ins Co | 26,212,807 | 105,513 | 0 | 0 | 0 | 26,318,320 | 0.0344% |
| | | 67814 Nassau Life Ins Co | 19,018,953 | 137,968 | 58,598 | 0 | 0 | 19,215,519 | 0.0251% |
| | | 68284 Nassau Life Ins Co of KS | 11,487 | 0 | 39,675 | 0 | 0 | 51,162 | 0.0001% |
| | | | 46,000,233 | 53,942,072 | 2,344,563 | 0 | 0 | 102,286,868 | 0.1339% |
| 78 | 704 | OHIO NATL LIFE GRP | | | | | | | |
| | | 67172 Ohio Natl Life Ins Co | 46,562,421 | 4,335,107 | 654,034 | 667,768 | 5,354,179 | 57,573,509 | 0.0754% |
| | | 89206 Ohio Natl Life Assur Corp | 39,145,593 | 0 | 958,917 | 0 | 0 | 40,104,510 | 0.0525% |
| | | | 85,708,014 | 4,335,107 | 1,612,951 | 667,768 | 5,354,179 | 97,678,019 | 0.1278% |

2020 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 |
|-------|---------|---|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 79 | 169 | SENTRY INS GRP | | | | | | | |
| | | 68810 Sentry Life Ins Co | 2,033,513 | 69,871,801 | 0 | 0 | 0 | 71,905,314 | 0.0941% |
| | | 71099 Parker Centennial Assur Co | 0 | 33,830 | 0 | 0 | 0 | 33,830 | 0.0000% |
| | | | 2,033,513 | 69,905,631 | 0 | 0 | 0 | 71,939,144 | 0.0942% |
| 80 | 276 | Trustmark Mut Holding Co GRP | | | | | | | |
| | | 61425 Trustmark Ins Co | 53,731,903 | 3,050 | 12,673,986 | 0 | 0 | 66,408,939 | 0.0869% |
| | | 62863 Trustmark Life Ins Co | 308,134 | 0 | 4,131,017 | 0 | 0 | 4,439,151 | 0.0058% |
| | | | 54,040,037 | 3,050 | 16,805,003 | 0 | 0 | 70,848,090 | 0.0927% |
| 81 | 300 | HORACE MANN GRP | | | | | | | |
| | | 87963 National Teachers Assoc Life Ins Co | 428,026 | 0 | 37,597,890 | 0 | 0 | 38,025,916 | 0.0498% |
| | | 64513 Horace Mann Life Ins Co | 6,115,871 | 23,667,015 | 8,799 | 0 | 0 | 29,791,685 | 0.0390% |
| | | | 6,543,897 | 23,667,015 | 37,606,689 | 0 | 0 | 67,817,601 | 0.0888% |
| 82 | 451 | FIDELITY SECURITY GRP | | | | | | | |
| | | 71870 Fidelity Security Life Ins Co | 4,025,871 | 132,177 | 60,233,436 | 0 | 0 | 64,391,484 | 0.0843% |
| | | | 4,025,871 | 132,177 | 60,233,436 | 0 | 0 | 64,391,484 | 0.0843% |
| 83 | 4213 | Wilton Re Grp | | | | | | | |
| | | 69396 Texas Life Ins Co | 31,731,249 | 0 | 0 | 0 | 0 | 31,731,249 | 0.0415% |
| | | 62413 Wilcac Life Ins Co | 27,313,821 | 63,469 | 1,000,116 | 884,499 | 0 | 29,261,905 | 0.0383% |
| | | 60704 Wilton Reassur Life Co of NY | 530,302 | 3,400 | 6,502 | 0 | 0 | 540,204 | 0.0007% |
| | | | 59,575,372 | 66,869 | 1,006,618 | 884,499 | 0 | 61,533,358 | 0.0805% |

2020 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 |
|-------|---------|---|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 84 | 525 | PAN AMER LIFE GRP | | | | | | | |
| | | 67539 Pan Amer Life Ins Co | 308,844 | 15,480 | 28,541,100 | 0 | 0 | 28,865,424 | 0.0378% |
| | | 66427 Mutual Trust Life Ins Co a Pan Amer | 26,081,637 | 37,833 | 11,265 | 0 | 0 | 26,130,735 | 0.0342% |
| | | 93459 Pan Amer Assur Co | 2,308,158 | 0 | 0 | 0 | 0 | 2,308,158 | 0.0030% |
| | | | 28,698,639 | 53,313 | 28,552,365 | 0 | 0 | 57,304,317 | 0.0750% |
| 85 | 574 | AMERCO CORP GRP | | | | | | | |
| | | 76112 Oxford Life Ins Co | 3,196,529 | 52,376,302 | 348,780 | 0 | 0 | 55,921,611 | 0.0732% |
| | | | 3,196,529 | 52,376,302 | 348,780 | 0 | 0 | 55,921,611 | 0.0732% |
| 86 | 4903 | Calton Holdings Grp | | | | | | | |
| | | 71390 Puritan Life Ins Co of Amer | 435,610 | 47,133,939 | 45,567 | 0 | 0 | 47,615,116 | 0.0623% |
| | | 84530 US Financial Life Ins Co | 5,557,775 | 0 | 0 | 0 | 0 | 5,557,775 | 0.0073% |
| | | 90247 Rx Life Ins Co | 31,202 | 50 | 0 | 150 | 0 | 31,402 | 0.0000% |
| | | | 6,024,587 | 47,133,989 | 45,567 | 150 | 0 | 53,204,293 | 0.0696% |
| 87 | 4888 | Sterling Financial Ins Grp Inc | | | | | | | |
| | | 62952 SILAC Ins Co | 30,961 | 48,483,536 | 785,976 | 639,009 | 0 | 49,939,482 | 0.0654% |
| | | 89184 Sterling Investors Life Ins Co | 190,473 | 7,318 | 47,562 | 0 | 0 | 245,353 | 0.0003% |
| | | 91785 Sterling Nat Life Ins Co Inc | 0 | 0 | 5,850 | 0 | 0 | 5,850 | 0.0000% |
| | | | 221,434 | 48,490,854 | 839,388 | 639,009 | 0 | 50,190,685 | 0.0657% |
| 88 | 60445 | Sagicor Life Ins Co | | | | | | | |
| | | 60445 Sagicor Life Ins Co | 3,474,491 | 42,529,722 | 4,579 | 4,000,616 | 0 | 50,009,408 | 0.0655% |
| | | | 3,474,491 | 42,529,722 | 4,579 | 4,000,616 | 0 | 50,009,408 | 0.0655% |
| 89 | 626 | Chubb Ltd Grp | | | | | | | |
| | | 62146 Combined Ins Co Of Amer | 5,670,031 | 0 | 42,779,439 | 0 | 0 | 48,449,470 | 0.0634% |
| | | | 5,670,031 | 0 | 42,779,439 | 0 | 0 | 48,449,470 | 0.0634% |

2020 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 | 315 | INDUSTRIAL ALLIANCE GRP | | | | | | | |
| | | 91693 IA Amer Life Ins Co | 18,611,786 | 1,226,150 | 7,756 | 0 | 0 | 19,845,692 | 0.0260% |
| | | 68594 American Amicable Life Ins Co Of TX | 13,415,764 | 723,115 | 0 | 0 | 0 | 14,138,879 | 0.0185% |
| | | 14406 Industrial Alliance Ins & Fin Serv I | 3,779,210 | 1,998,655 | 0 | 0 | 0 | 5,777,865 | 0.0076% |
| | | 67148 Occidental Life Ins Co Of NC | 4,076,120 | 1,390,433 | 0 | 0 | 0 | 5,466,553 | 0.0072% |
| | | 67873 Pioneer Amer Ins Co | 2,586,787 | 23,493 | 0 | 0 | 0 | 2,610,280 | 0.0034% |
| | | 67946 Pioneer Security Life Ins Co | 448,453 | 540 | 0 | 0 | 0 | 448,993 | 0.0006% |
| | | | 42,918,120 | 5,362,386 | 7,756 | 0 | 0 | 48,288,262 | 0.0632% |
| 91 | 661 | BCBS of SC Grp | | | | | | | |
| | | 92444 Companion Life Ins Co of CA | 1,041 | 14,000 | 30,483,632 | 14,100,763 | 0 | 44,599,436 | 0.0584% |
| | | | 1,041 | 14,000 | 30,483,632 | 14,100,763 | 0 | 44,599,436 | 0.0584% |
| 92 | 4941 | National Western Life Grp | | | | | | | |
| | | 66850 National Western Life Ins Co | 20,491,682 | 22,486,934 | 0 | 266,446 | 0 | 43,245,062 | 0.0566% |
| | | 67393 Ozark Natl Life Ins Co | 190,279 | 0 | 596 | 0 | 0 | 190,875 | 0.0002% |
| | | | 20,681,961 | 22,486,934 | 596 | 266,446 | 0 | 43,435,937 | 0.0568% |
| 93 | 98 | WR Berkley Corp GRP | | | | | | | |
| | | 64890 Berkley Life & Hlth Ins Co | 2,374 | 0 | 32,478,871 | 0 | 0 | 32,481,245 | 0.0425% |
| | | | 2,374 | 0 | 32,478,871 | 0 | 0 | 32,481,245 | 0.0425% |
| 94 | 64505 | Homesteaders Life Co | | | | | | | |
| | | 64505 Homesteaders Life Co | 30,490,194 | 319,759 | 0 | 0 | 0 | 30,809,953 | 0.0403% |
| | | | 30,490,194 | 319,759 | 0 | 0 | 0 | 30,809,953 | 0.0403% |
| 95 | 812 | HIGHMARK GRP | | | | | | | |
| | | 93440 HM Life Ins Co | -615 | 0 | 30,600,225 | 0 | 0 | 30,599,610 | 0.0400% |
| | | | -615 | 0 | 30,600,225 | 0 | 0 | 30,599,610 | 0.0400% |

2020 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 |
|-------|---------|--------------------------------------|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 96 | 3527 | American Enterprise Mut Grp | | | | | | | |
| | | 71480 Great Western Ins Co | 27,469,859 | 717,635 | 0 | 0 | 0 | 28,187,494 | 0.0369% |
| | | 60836 American Republic Ins Co | 168,387 | 0 | 398,896 | 0 | 0 | 567,283 | 0.0007% |
| | | 31119 Medico Ins Co | 3,256 | 0 | 433,674 | 0 | 0 | 436,930 | 0.0006% |
| | | | 27,641,502 | 717,635 | 832,570 | 0 | 0 | 29,191,707 | 0.0382% |
| 97 | 588 | KANSAS CITY LIFE INS GRP | | | | | | | |
| | | 65129 Kansas City Life Ins Co | 16,310,298 | 1,744,224 | 1,909,423 | 613,669 | 0 | 20,577,614 | 0.0269% |
| | | 67199 Old Amer Ins Co | 4,818,242 | 0 | 32,158 | 0 | 0 | 4,850,400 | 0.0063% |
| | | 69272 Sunset Life Ins Co Of Amer | 3,308,638 | 448,992 | 0 | 80 | 0 | 3,757,710 | 0.0049% |
| | | | 24,437,178 | 2,193,216 | 1,941,581 | 613,749 | 0 | 29,185,724 | 0.0382% |
| 98 | 4947 | Prosperity Life Ins Grp | | | | | | | |
| | | 60183 S USA Life Ins Co Inc | 1,422,627 | 25,189,455 | 31,443 | 0 | 0 | 26,643,525 | 0.0349% |
| | | | 1,422,627 | 25,189,455 | 31,443 | 0 | 0 | 26,643,525 | 0.0349% |
| 99 | 3436 | Liberty Life Grp Trust Grp | | | | | | | |
| | | 68543 Liberty Bankers Life Ins Co | 1,247,917 | 22,640,684 | 2,771 | 958,381 | 0 | 24,849,753 | 0.0325% |
| | | 61581 Capitol Life Ins Co | 2,501 | 0 | 0 | 0 | 0 | 2,501 | 0.0000% |
| | | | 1,250,418 | 22,640,684 | 2,771 | 958,381 | 0 | 24,852,254 | 0.0325% |
| 100 | 1117 | Manhattan Life Grp | | | | | | | |
| | | 61883 ManhattanLife Assur Co of Amer | 512,019 | 0 | 11,760,392 | 0 | 0 | 12,272,411 | 0.0161% |
| | | 65870 Manhattan Life Ins Co | 1,050,745 | 5,251,001 | 222,052 | 0 | 0 | 6,523,798 | 0.0085% |
| | | 85189 Western United Life Assur Co | 243 | 3,303,576 | 40,733 | 0 | 0 | 3,344,552 | 0.0044% |
| | | 63053 Family Life Ins Co | 1,948,366 | 1,650 | 533,582 | 0 | 0 | 2,483,598 | 0.0033% |
| | | | 3,511,373 | 8,556,227 | 12,556,759 | 0 | 0 | 24,624,359 | 0.0322% |

2020 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 |
|-------|---------|---|--------------------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|-------------------------------|
| 101 | 781 | UNION LABOR GRP 69744 Union Labor Life Ins Co | 6,781,947 | 0 | 17,662,135 | 0 | 0 | 24,444,082 | 0.0320% |
| | | | 6,781,947 | 0 | 17,662,135 | 0 | 0 | 24,444,082 | 0.0320% |
| 102 | 4862 | Assurity Grp 71439 Assurity Life Ins Co | 15,133,745 | 189,171 | 6,384,734 | 35,000 | 0 | 21,742,650 | 0.0285% |
| | | | 15,133,745 | 189,171 | 6,384,734 | 35,000 | 0 | 21,742,650 | 0.0285% |
| 103 | 4553 | Savings Bank Life Grp 70435 The Savings Bank Mut Life Ins Co of | 18,761,791 | 1,578,246 | 0 | 0 | 0 | 20,340,037 | 0.0266% |
| | | | 18,761,791 | 1,578,246 | 0 | 0 | 0 | 20,340,037 | 0.0266% |
| 104 | 215 | Kemper Corp Grp 69930 United Ins Co Of Amer 68462 Reserve Natl Ins Co 68357 Reliable Life Ins Co | 18,599,984 40,198 13,645 | 0 0 0 | 577,424 131,581 256 | 0 0 0 | 0 0 0 | 19,177,408 171,779 13,901 | 0.0251% 0.0002% 0.0000% |
| | | | 18,653,827 | 0 | 709,261 | 0 | 0 | 19,363,088 | 0.0253% |
| 105 | 23 | BCS INS GRP 80985 4 Ever Life Ins Co | 465,799 | 0 | 17,956,844 | -3,850 | 0 | 18,418,793 | 0.0241% |
| | | | 465,799 | 0 | 17,956,844 | -3,850 | 0 | 18,418,793 | 0.0241% |
| 106 | 367 | PHYSICIANS MUT GRP 72125 Physicians Life Ins Co | 15,644,161 | 191,496 | 458,447 | 35,973 | 0 | 16,330,077 | 0.0214% |
| | | | 15,644,161 | 191,496 | 458,447 | 35,973 | 0 | 16,330,077 | 0.0214% |
| 107 | 7 | FEDERATED MUT GRP 63258 Federated Life Ins Co | 12,439,512 | 818,850 | 2,206,701 | 0 | 0 | 15,465,063 | 0.0202% |
| | | | 12,439,512 | 818,850 | 2,206,701 | 0 | 0 | 15,465,063 | 0.0202% |

2020 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 | 63290 | Fidelity Life Assn A Legal Reserve L | | | | | | | |
| | | 63290 Fidelity Life Assn A Legal Reserve L | 14,239,173 | 0 | 23,015 | 0 | 0 | 14,262,188 | 0.0187% |
| | | | 14,239,173 | 0 | 23,015 | 0 | 0 | 14,262,188 | 0.0187% |
| 109 | 69310 | Surety Life Ins Co | | | | | | | |
| | | 69310 Surety Life Ins Co | 11,052,902 | 120,728 | 9,753 | 0 | 0 | 11,183,383 | 0.0146% |
| | | | 11,052,902 | 120,728 | 9,753 | 0 | 0 | 11,183,383 | 0.0146% |
| 110 | 244 | CINCINNATI FIN GRP | | | | | | | |
| | | 76236 The Cincinnati Life Ins Co | 8,499,398 | 56,717 | 15,164 | 0 | 0 | 8,571,279 | 0.0112% |
| | | | 8,499,398 | 56,717 | 15,164 | 0 | 0 | 8,571,279 | 0.0112% |
| 111 | 2858 | Homesield Capital Grp | | | | | | | |
| | | 81779 Individual Assur Co Life Hlth & Acc | 0 | 0 | 7,464,407 | 0 | 0 | 7,464,407 | 0.0098% |
| | | 99724 LifeShield Natl Ins Co | 151,837 | 0 | 888,720 | 0 | 0 | 1,040,557 | 0.0014% |
| | | | 151,837 | 0 | 8,353,127 | 0 | 0 | 8,504,964 | 0.0111% |
| 112 | 454 | SECURITY NATL GRP | | | | | | | |
| | | 69485 Security Natl Life Ins Co | 8,300,674 | 95,645 | 1,056 | 2,362 | 0 | 8,399,737 | 0.0110% |
| | | | 8,300,674 | 95,645 | 1,056 | 2,362 | 0 | 8,399,737 | 0.0110% |
| 113 | 4639 | RGA Inc Grp | | | | | | | |
| | | 93572 RGA Reins Co | 0 | 0 | 6,150,331 | 0 | 0 | 6,150,331 | 0.0080% |
| | | 61182 Aurora Natl Life Assur Co | 2,274,795 | 0 | 0 | -259,487 | 0 | 2,015,308 | 0.0026% |
| | | | 2,274,795 | 0 | 6,150,331 | -259,487 | 0 | 8,165,639 | 0.0107% |
| 114 | 77879 | 5 Star Life Ins Co | | | | | | | |
| | | 77879 5 Star Life Ins Co | 7,168,413 | 0 | 11,774 | 0 | 0 | 7,180,187 | 0.0094% |
| | | | 7,168,413 | 0 | 11,774 | 0 | 0 | 7,180,187 | 0.0094% |

2020 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 | 572 | BCBS OF MI GRP 77720 LifeSecure Ins Co | 310,404 | 84,360 | 6,615,716 | 0 | 0 | 7,010,480 | 0.0092% |
| | | | 310,404 | 84,360 | 6,615,716 | 0 | 0 | 7,010,480 | 0.0092% |
| 116 | 28 | AMICA MUT GRP 72222 Amica Life Ins Co | 6,076,449 | 540,745 | 0 | 0 | 0 | 6,617,194 | 0.0087% |
| | | | 6,076,449 | 540,745 | 0 | 0 | 0 | 6,617,194 | 0.0087% |
| 117 | 60216 | Amalgamated Life Ins Co 60216 Amalgamated Life Ins Co | 222,022 | 0 | 6,167,632 | 0 | 0 | 6,389,654 | 0.0084% |
| | | | 222,022 | 0 | 6,167,632 | 0 | 0 | 6,389,654 | 0.0084% |
| 118 | 535 | COLUMBIAN LIFE GRP 76023 Columbian Life Ins Co 62103 Columbian Mut Life Ins Co | 6,048,315 | 450 | 0 | 0 | 0 | 6,048,765 | 0.0079% |
| | | | 202,079 | 4,078 | 17,499 | 0 | 0 | 223,656 | 0.0003% |
| | | | 6,250,394 | 4,528 | 17,499 | 0 | 0 | 6,272,421 | 0.0082% |
| 119 | 1186 | Lifetime HlthCare Grp 69515 Medamerica Ins Co | 0 | 0 | 6,029,533 | 0 | 0 | 6,029,533 | 0.0079% |
| | | | 0 | 0 | 6,029,533 | 0 | 0 | 6,029,533 | 0.0079% |
| 120 | 450 | GENEVE HOLDINGS INC GRP 65781 Madison Natl Life Ins Co Inc 69078 Standard Security Life Ins Co Of NY | 470,936 | 548,787 | 4,320,814 | 0 | 0 | 5,340,537 | 0.0070% |
| | | | 5,342 | 0 | 88,178 | 0 | 0 | 93,520 | 0.0001% |
| | | | 476,278 | 548,787 | 4,408,992 | 0 | 0 | 5,434,057 | 0.0071% |
| 121 | 615 | BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co | 4,951,323 | 205,318 | 37 | 88 | 0 | 5,156,766 | 0.0067% |
| | | | 4,951,323 | 205,318 | 37 | 88 | 0 | 5,156,766 | 0.0067% |

2020 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 | 542 | INDIANA FARM BUREAU Grp | | | | | | | |
| | | 69892 United Farm Family Life Ins Co | 4,053,570 | 25 | 0 | 0 | 0 | 4,053,595 | 0.0053% |
| | | 69922 United Home Life Ins Co | 1,092,214 | 0 | 6,744 | 0 | 0 | 1,098,958 | 0.0014% |
| | | | 5,145,784 | 25 | 6,744 | 0 | 0 | 5,152,553 | 0.0067% |
| 123 | 4712 | GPM Life Grp | | | | | | | |
| | | 63967 Government Personnel Mut Life Ins Co | 3,475,101 | 15,326 | 42,963 | 0 | 0 | 3,533,390 | 0.0046% |
| | | 67059 GPM Hlth & Life Ins Co | 1,219,582 | 84,815 | 48,155 | 0 | 0 | 1,352,552 | 0.0018% |
| | | | 4,694,683 | 100,141 | 91,118 | 0 | 0 | 4,885,942 | 0.0064% |
| 124 | 68772 | Security Mut Life Ins Co Of NY | | | | | | | |
| | | 68772 Security Mut Life Ins Co Of NY | 4,611,266 | 2,225 | 10,950 | 0 | 0 | 4,624,441 | 0.0061% |
| | | | 4,611,266 | 2,225 | 10,950 | 0 | 0 | 4,624,441 | 0.0061% |
| 125 | 581 | BOSTON MUT GRP | | | | | | | |
| | | 61476 Boston Mut Life Ins Co | 2,635,565 | 0 | 1,936,912 | 0 | 0 | 4,572,477 | 0.0060% |
| | | | 2,635,565 | 0 | 1,936,912 | 0 | 0 | 4,572,477 | 0.0060% |
| 126 | 687 | GUARANTEE TRUST GRP | | | | | | | |
| | | 64211 Guarantee Trust Life Ins Co | 1,912,831 | 8,413 | 2,422,847 | 1,752 | 0 | 4,345,843 | 0.0057% |
| | | | 1,912,831 | 8,413 | 2,422,847 | 1,752 | 0 | 4,345,843 | 0.0057% |
| 127 | 477 | Renaissance Hlth Serv Corp Grp | | | | | | | |
| | | 61700 Renaissance Life & Hlth Ins Co of Am | 10,876 | 0 | 4,230,074 | 0 | 0 | 4,240,950 | 0.0056% |
| | | | 10,876 | 0 | 4,230,074 | 0 | 0 | 4,240,950 | 0.0056% |
| 128 | 84174 | ELCO Mut Life & Ann | | | | | | | |
| | | 84174 ELCO Mut Life & Ann | 11,670 | 3,629,642 | 0 | 536,418 | 0 | 4,177,730 | 0.0055% |
| | | | 11,670 | 3,629,642 | 0 | 536,418 | 0 | 4,177,730 | 0.0055% |

2020 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 |
|-------|---------|--|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 129 | 4955 | Powell Ins Grp 78662 Senior Life Ins Co | 4,041,072 | 0 | 0 | 0 | 0 | 4,041,072 | 0.0053% |
| | | | 4,041,072 | 0 | 0 | 0 | 0 | 4,041,072 | 0.0053% |
| 130 | 61212 | Baltimore Life Ins Co 61212 Baltimore Life Ins Co | 3,048,964 | 0 | 5,736 | 771,570 | 0 | 3,826,270 | 0.0050% |
| | | | 3,048,964 | 0 | 5,736 | 771,570 | 0 | 3,826,270 | 0.0050% |
| 131 | 71404 | Continental Gen Ins Co 71404 Continental Gen Ins Co | 159,462 | 543,432 | 3,049,898 | 0 | 0 | 3,752,792 | 0.0049% |
| | | | 159,462 | 543,432 | 3,049,898 | 0 | 0 | 3,752,792 | 0.0049% |
| 132 | 917 | HCSC GRP 71129 Dearborn Life Ins Co | 1,228,829 | 0 | 2,045,240 | 202,149 | 0 | 3,476,218 | 0.0045% |
| | | | 1,228,829 | 0 | 2,045,240 | 202,149 | 0 | 3,476,218 | 0.0045% |
| 133 | 2878 | United Heritage Mut Grp 63983 United Heritage Life Ins Co | 3,090,806 | 211,449 | 41,934 | 4,058 | 0 | 3,348,247 | 0.0044% |
| | | | 3,090,806 | 211,449 | 41,934 | 4,058 | 0 | 3,348,247 | 0.0044% |
| 134 | 90638 | Best Life & Hlth Ins Co 90638 Best Life & Hlth Ins Co | 212,462 | 0 | 3,096,664 | 0 | 0 | 3,309,126 | 0.0043% |
| | | | 212,462 | 0 | 3,096,664 | 0 | 0 | 3,309,126 | 0.0043% |
| 135 | 11121 | Unified Life Ins Co 11121 Unified Life Ins Co | 489,223 | 2,682 | 2,774,893 | 0 | 0 | 3,266,798 | 0.0043% |
| | | | 489,223 | 2,682 | 2,774,893 | 0 | 0 | 3,266,798 | 0.0043% |

2020 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 |
|-------|---------|--------------------------------------|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 136 | 181 | SWISS RE GRP | | | | | | | |
| | | 73504 Lumico Life Ins Co | 3,049,453 | 0 | 31,493 | 0 | 0 | 3,080,946 | 0.0040% |
| | | 85561 Elips Life Ins Co | 8,972 | 0 | 6,013 | 0 | 0 | 14,985 | 0.0000% |
| | | | 3,058,425 | 0 | 37,506 | 0 | 0 | 3,095,931 | 0.0041% |
| 137 | 344 | CHURCH PENSION FUND GRP | | | | | | | |
| | | 61875 Church Life Ins Corp | 1,621,213 | 882,207 | 0 | 80,163 | 0 | 2,583,583 | 0.0034% |
| | | | 1,621,213 | 882,207 | 0 | 80,163 | 0 | 2,583,583 | 0.0034% |
| 138 | 520 | NEW ERA LIFE GRP | | | | | | | |
| | | 67784 Philadelphia Amer Life Ins Co | 0 | 0 | 2,543,623 | 0 | 0 | 2,543,623 | 0.0033% |
| | | 69698 New Era Life Ins Co Of Midwest | 8,931 | 1,200 | 0 | 8,706 | 0 | 18,837 | 0.0000% |
| | | 78743 New Era Life Ins Co | 1,472 | 0 | 0 | 565 | 0 | 2,037 | 0.0000% |
| | | | 10,403 | 1,200 | 2,543,623 | 9,271 | 0 | 2,564,497 | 0.0034% |
| 139 | 4877 | TWA & AMFI Corp Grp | | | | | | | |
| | | 69566 Trans World Assur Co | 1,842,813 | 135,290 | 0 | 0 | 0 | 1,978,103 | 0.0026% |
| | | 60429 American Fidelity Life Ins Co | 491,774 | 55,595 | 0 | 0 | 0 | 547,369 | 0.0007% |
| | | | 2,334,587 | 190,885 | 0 | 0 | 0 | 2,525,472 | 0.0033% |
| 140 | 350 | General Electric Grp | | | | | | | |
| | | 62596 Union Fidelity Life Ins Co | 735,043 | 0 | 1,753,749 | 0 | 0 | 2,488,792 | 0.0033% |
| | | | 735,043 | 0 | 1,753,749 | 0 | 0 | 2,488,792 | 0.0033% |
| 141 | 4966 | Insurance Capital Grp | | | | | | | |
| | | 63223 Federal Life Ins Co | 1,755,491 | 710,029 | 14,329 | 0 | 0 | 2,479,849 | 0.0032% |
| | | | 1,755,491 | 710,029 | 14,329 | 0 | 0 | 2,479,849 | 0.0032% |

2020 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 | 67180 | Ohio State Life Ins Co 67180 Ohio State Life Ins Co | 2,096,675 | 847 | 0 | 322 | 0 | 2,097,844 | 0.0027% |
| | | | 2,096,675 | 847 | 0 | 322 | 0 | 2,097,844 | 0.0027% |
| 143 | 473 | AMERICAN FAMILY INS GRP 60399 American Family Life Ins Co | 1,857,590 | 4,200 | 0 | 0 | 0 | 1,861,790 | 0.0024% |
| | | | 1,857,590 | 4,200 | 0 | 0 | 0 | 1,861,790 | 0.0024% |
| 144 | 4827 | Southland Natl Holding Grp 93777 Pavonia Life Ins Co of MI | 1,676,618 | 0 | 20,515 | 0 | 0 | 1,697,133 | 0.0022% |
| | | | 1,676,618 | 0 | 20,515 | 0 | 0 | 1,697,133 | 0.0022% |
| 145 | 64580 | Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co | 1,379,857 | 0 | 138,653 | 0 | 0 | 1,518,510 | 0.0020% |
| | | | 1,379,857 | 0 | 138,653 | 0 | 0 | 1,518,510 | 0.0020% |
| 146 | 55 | AUTOMOBILE CLUB MI GRP 84522 Auto Club Life Ins Co | 1,162,023 | 289,278 | 6,999 | 0 | 0 | 1,458,300 | 0.0019% |
| | | | 1,162,023 | 289,278 | 6,999 | 0 | 0 | 1,458,300 | 0.0019% |
| 147 | 150 | OLD REPUBLIC GRP 67261 Old Republic Life Ins Co | 1,184,875 | 0 | 936 | 0 | 0 | 1,185,811 | 0.0016% |
| | | | 1,184,875 | 0 | 936 | 0 | 0 | 1,185,811 | 0.0016% |
| 148 | 801 | DIRECTORS INVESTMENT GRP 99775 Funeral Directors Life Ins Co | 665,491 | 332,004 | 0 | 0 | 0 | 997,495 | 0.0013% |
| | | | 665,491 | 332,004 | 0 | 0 | 0 | 997,495 | 0.0013% |

2020 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 | 62928 | EMC Natl Life Co 62928 EMC Natl Life Co | 742,395 | 218,315 | 705 | 6,703 | 0 | 968,118 | 0.0013% |
| | | | 742,395 | 218,315 | 705 | 6,703 | 0 | 968,118 | 0.0013% |
| 150 | 63819 | Unity Financial Life Ins Co 63819 Unity Financial Life Ins Co | 894,336 | 0 | 0 | 0 | 0 | 894,336 | 0.0012% |
| | | | 894,336 | 0 | 0 | 0 | 0 | 894,336 | 0.0012% |
| 151 | 440 | REGAL REINS GRP 66265 Monarch Life Ins Co | 73,985 | 0 | 638,563 | 0 | 0 | 712,548 | 0.0009% |
| | | | 73,985 | 0 | 638,563 | 0 | 0 | 712,548 | 0.0009% |
| 152 | 64904 | Investors Heritage Life Ins Co 64904 Investors Heritage Life Ins Co | 31,199 | 609,367 | 0 | 0 | 0 | 640,566 | 0.0008% |
| | | | 31,199 | 609,367 | 0 | 0 | 0 | 640,566 | 0.0008% |
| 153 | 1207 | Cambia Health Solutions Inc 97985 LifeMap Assur Co | 170,375 | 0 | 106,071 | 0 | 0 | 276,446 | 0.0004% |
| | | | 170,375 | 0 | 106,071 | 0 | 0 | 276,446 | 0.0004% |
| 154 | 31 | BERKSHIRE HATHAWAY GRP 97764 Idealife Ins Co 82880 CSI Life Ins Co 76007 Old United Life Ins Co | 110,942 | 1,429 | -29 | 0 | 0 | 112,342 | 0.0001% |
| | | | 8,951 | 0 | 0 | 0 | 0 | 8,951 | 0.0000% |
| | | | 400 | 0 | 0 | 0 | 0 | 400 | 0.0000% |
| | | | 120,293 | 1,429 | -29 | 0 | 0 | 121,693 | 0.0002% |
| 155 | 690 | CENTRAL STATES GRP 61751 Central States H & L Co Of Omaha | 41,817 | 0 | 49,702 | 0 | 0 | 91,519 | 0.0001% |
| | | | 41,817 | 0 | 49,702 | 0 | 0 | 91,519 | 0.0001% |

2020 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] | [2] | [3] | [4] | [5] | [6] | [7] |
|---------------|---------|--|-------------------|---------------------------|---------------------------|------------------------------|-------------------------|---|-----------------|
| | | | Life Insurance | Annuity Considerations | Accident and Health | Deposit Type Contracts | Other Considerations | Total Premium Sum of [1] thru [5] | Market Share |
| 156 | 629 | PLATEAU GRP 97152 Plateau Ins Co | 24,029 | 0 | 35,507 | 0 | 0 | 59,536 | 0.0001% |
| | | | 24,029 | 0 | 35,507 | 0 | 0 | 59,536 | 0.0001% |
| 157 | 68446 | Oceanview Life & Annuity Co 68446 Oceanview Life & Annuity Co | 8,743 | 14 | 9,654 | 0 | 0 | 18,411 | 0.0000% |
| | | | 8,743 | 14 | 9,654 | 0 | 0 | 18,411 | 0.0000% |
| 158 | 42129 | United Security Assur Co Of PA 42129 United Security Assur Co Of PA | 0 | 0 | 15,257 | 0 | 0 | 15,257 | 0.0000% |
| | | | 0 | 0 | 15,257 | 0 | 0 | 15,257 | 0.0000% |
| 159 | 71323 | Langhorne Reins AZ Ltd 71323 Langhorne Reins AZ Ltd | 1,448 | 0 | 0 | 0 | 0 | 1,448 | 0.0000% |
| | | | 1,448 | 0 | 0 | 0 | 0 | 1,448 | 0.0000% |
| 160 | 70955 | USA Life One Ins Co Of IN 70955 USA Life One Ins Co Of IN | 529 | 0 | 0 | 0 | 0 | 529 | 0.0000% |
| | | | 529 | 0 | 0 | 0 | 0 | 529 | 0.0000% |
| Total: | | | 19,299,197,356 | 26,184,615,038 | 17,424,929,355 | 3,272,979,512 | 10,223,366,365 | 76,405,087,626 | 100.0000% |

2020 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 | 7,168,413 | 0 | 11,774 | 0 | 0 | 7,180,187 | 0.0094% |
| | | | 7,168,413 | 0 | 11,774 | 0 | 0 | 7,180,187 | 0.0094% |
| 2 | 4853 | AAA Life Grp 71854 AAA Life Ins Co | 293,603,044 | 31,337,895 | 15,481,376 | 110,192 | 0 | 340,532,507 | 0.4457% |
| | | | 293,603,044 | 31,337,895 | 15,481,376 | 110,192 | 0 | 340,532,507 | 0.4457% |
| 3 | 4824 | Advantage Capital Grp 68802 Sentinel Security Life Ins Co 71471 Ability Ins Co | 2,182,976 10,543 | 223,433,680 0 | 144,850 638,625 | 0 0 | 0 0 | 225,761,506 649,168 | 0.2955% 0.0008% |
| | | | 2,193,519 | 223,433,680 | 783,475 | 0 | 0 | 226,410,674 | 0.2963% |
| 4 | 468 | Aegon US Holding Grp 86231 Transamerica Life Ins Co 70688 Transamerica Financial Life Ins Co | 1,059,718,954 917,941 | 356,329,676 591,204 | 146,802,638 820,718 | 327,137 0 | 550,898,854 1,344,654,201 | 2,114,077,259 1,346,984,064 | 2.7669% 1.7630% |
| | | | 1,060,636,895 | 356,920,880 | 147,623,356 | 327,137 | 1,895,553,055 | 3,461,061,323 | 4.5299% |
| 5 | 370 | AFLAC Grp 60380 American Family Life Assur Co of Col 71730 Continental Amer Ins Co | 29,020,909 1,498,263 | 0 0 | 383,004,694 61,645,605 | 0 0 | 0 0 | 412,025,603 63,143,868 | 0.5393% 0.0826% |
| | | | 30,519,172 | 0 | 444,650,299 | 0 | 0 | 475,169,471 | 0.6219% |
| 6 | 761 | ALLIANZ INS GRP 90611 Allianz Life Ins Co Of N Amer | 254,876,825 | 1,115,250,838 | 8,671,258 | 0 | 0 | 1,378,798,921 | 1.8046% |
| | | | 254,876,825 | 1,115,250,838 | 8,671,258 | 0 | 0 | 1,378,798,921 | 1.8046% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 7 | 8 | ALLSTATE INS GRP | | | | | | | |
| | | 60534 American Heritage Life Ins Co | 5,267,570 | 6,900 | 51,737,853 | 0 | 0 | 57,012,323 | 0.0746% |
| | | 60186 Allstate Life Ins Co | 47,285,948 | 2,547,120 | 1,956,382 | 0 | 0 | 51,789,450 | 0.0678% |
| | | 70866 Allstate Assur Co | 47,184,529 | 0 | 0 | 0 | 0 | 47,184,529 | 0.0618% |
| | | 82538 National Hlth Ins Co | 26,019 | 0 | 16,943,895 | 0 | 0 | 16,969,914 | 0.0222% |
| | | 70874 Allstate Life Ins Co Of NY | 644,599 | 2,165 | 15,047 | 0 | 0 | 661,811 | 0.0009% |
| | | | 100,408,665 | 2,556,185 | 70,653,177 | 0 | 0 | 173,618,027 | 0.2272% |
| 8 | 60216 | Amalgamated Life Ins Co | | | | | | | |
| | | 60216 Amalgamated Life Ins Co | 222,022 | 0 | 6,167,632 | 0 | 0 | 6,389,654 | 0.0084% |
| | | | 222,022 | 0 | 6,167,632 | 0 | 0 | 6,389,654 | 0.0084% |
| 9 | 574 | AMERCO CORP GRP | | | | | | | |
| | | 76112 Oxford Life Ins Co | 3,196,529 | 52,376,302 | 348,780 | 0 | 0 | 55,921,611 | 0.0732% |
| | | | 3,196,529 | 52,376,302 | 348,780 | 0 | 0 | 55,921,611 | 0.0732% |
| 10 | 3527 | American Enterprise Mut Grp | | | | | | | |
| | | 71480 Great Western Ins Co | 27,469,859 | 717,635 | 0 | 0 | 0 | 28,187,494 | 0.0369% |
| | | 60836 American Republic Ins Co | 168,387 | 0 | 398,896 | 0 | 0 | 567,283 | 0.0007% |
| | | 31119 Medico Ins Co | 3,256 | 0 | 433,674 | 0 | 0 | 436,930 | 0.0006% |
| | | | 27,641,502 | 717,635 | 832,570 | 0 | 0 | 29,191,707 | 0.0382% |
| 11 | 2658 | American Equity Investment Grp | | | | | | | |
| | | 92738 American Equity Invest Life Ins Co | 13,694 | 123,598,227 | 0 | 520,896 | 0 | 124,132,817 | 0.1625% |
| | | 13183 Eagle Life Ins Co | 0 | 5,443,683 | 0 | 0 | 0 | 5,443,683 | 0.0071% |
| | | | 13,694 | 129,041,910 | 0 | 520,896 | 0 | 129,576,500 | 0.1696% |

2020 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 | 473 | AMERICAN FAMILY INS GRP | | | | | | | |
| | | 60399 American Family Life Ins Co | 1,857,590 | 4,200 | 0 | 0 | 0 | 1,861,790 | 0.0024% |
| | | | 1,857,590 | 4,200 | 0 | 0 | 0 | 1,861,790 | 0.0024% |
| 13 | 330 | AMERICAN FIDELITY CORP GRP | | | | | | | |
| | | 60410 American Fidelity Assur Co | 48,377,031 | 116,550,620 | 199,565,563 | 0 | 0 | 364,493,214 | 0.4771% |
| | | 60801 American Public Life Ins Co | 13,493 | 0 | 994,768 | 0 | 0 | 1,008,261 | 0.0013% |
| | | | 48,390,524 | 116,550,620 | 200,560,331 | 0 | 0 | 365,501,475 | 0.4784% |
| 14 | 84 | American Financial Grp | | | | | | | |
| | | 63312 Great Amer Life Ins Co | 5,759,772 | 340,169,667 | 5,590 | 136,649 | 0 | 346,071,678 | 0.4529% |
| | | 93661 Annuity Investors Life Ins Co | 0 | 19,095,163 | 0 | 0 | 0 | 19,095,163 | 0.0250% |
| | | 67083 Manhattan Natl Life Ins Co | 1,573,056 | 2,046 | 0 | 0 | 0 | 1,575,102 | 0.0021% |
| | | | 7,332,828 | 359,266,876 | 5,590 | 136,649 | 0 | 366,741,943 | 0.4800% |
| 15 | 12 | AMERICAN INTL GRP | | | | | | | |
| | | 60488 American Gen Life Ins Co | 590,252,731 | 1,150,404,948 | 5,568,912 | 35,899,788 | 0 | 1,782,126,379 | 2.3325% |
| | | 70238 Variable Ann Life Ins Co | 0 | 285,369,526 | 0 | 55,189,618 | 0 | 340,559,144 | 0.4457% |
| | | 70106 United States Life Ins Co in the Cit | 2,525,529 | 770,734 | 1,430,292 | 0 | 0 | 4,726,555 | 0.0062% |
| | | | 592,778,260 | 1,436,545,208 | 6,999,204 | 91,089,406 | 0 | 2,127,412,078 | 2.7844% |
| 16 | 408 | AMERICAN NATL FIN GRP | | | | | | | |
| | | 60739 American Natl Ins Co | 90,368,638 | 102,257,464 | 879,162 | 7,863,353 | 0 | 201,368,617 | 0.2636% |
| | | 71773 American Natl Life Ins Co Of TX | 136,831 | 0 | 11,975,367 | 0 | 0 | 12,112,198 | 0.0159% |
| | | 86355 Standard Life & Accident Ins Co | 796,477 | 5,950 | 7,542,156 | 0 | 0 | 8,344,583 | 0.0109% |
| | | 63657 Garden State Life Ins Co | 1,228,972 | 0 | 99,942 | 0 | 0 | 1,328,914 | 0.0017% |
| | | | 92,530,918 | 102,263,414 | 20,496,627 | 7,863,353 | 0 | 223,154,312 | 0.2921% |

2020 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 | 4 | Ameriprise Fin Grp 65005 RiverSource Life Ins Co | 119,925,404 | 399,148,431 | 27,054,006 | 98,000 | 0 | 546,225,841 | 0.7149% |
| | | | 119,925,404 | 399,148,431 | 27,054,006 | 98,000 | 0 | 546,225,841 | 0.7149% |
| 18 | 943 | Ameritas Mut Holding GRP 61301 Ameritas Life Ins Corp | 81,292,986 | 192,959,560 | 110,573,130 | 14,127,579 | 0 | 398,953,255 | 0.5222% |
| | | | 81,292,986 | 192,959,560 | 110,573,130 | 14,127,579 | 0 | 398,953,255 | 0.5222% |
| 19 | 28 | AMICA MUT GRP 72222 Amica Life Ins Co | 6,076,449 | 540,745 | 0 | 0 | 0 | 6,617,194 | 0.0087% |
| | | | 6,076,449 | 540,745 | 0 | 0 | 0 | 6,617,194 | 0.0087% |
| 20 | 671 | Anthem Inc Grp 62825 Anthem Blue Cross Life & Hlth Ins Co 61069 Anthem Life Ins Co 80314 Unicare Life & Hlth Ins Co | 59,875,812 | 0 | 1,580,475,368 | 0 | 0 | 1,640,351,180 | 2.1469% |
| | | | 5,092,657 | 0 | 62,920,881 | 0 | 0 | 68,013,538 | 0.0890% |
| | | | 3,800,836 | 0 | 2,049,631 | 0 | 0 | 5,850,467 | 0.0077% |
| | | | 68,769,305 | 0 | 1,645,445,880 | 0 | 0 | 1,714,215,185 | 2.2436% |
| 21 | 4734 | Apollo Global Mgmt Grp 61689 Athene Ann & Life Co 80942 Venerable Ins & Ann Co 60518 American Hlth & Life Ins Co 61492 Athene Annuity & Life Assur Co 68039 Athene Ann & Life Assur Co of NY | 8,778,554 | 1,160,185,268 | 60,848 | 1,413,043 | 0 | 1,170,437,713 | 1.5319% |
| | | | 1,522,562 | 7,870,160 | 239 | 0 | 0 | 9,392,961 | 0.0123% |
| | | | 4,306,564 | 0 | 2,731,273 | 24,828 | 0 | 7,062,665 | 0.0092% |
| | | | 3,189,202 | 138,093 | 708,077 | 0 | 0 | 4,035,372 | 0.0053% |
| | | | 365,397 | 325,203 | 0 | 0 | 0 | 690,600 | 0.0009% |
| | | | 18,162,279 | 1,168,518,724 | 3,500,437 | 1,437,871 | 0 | 1,191,619,311 | 1.5596% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 22 | 19 | Assurant Inc Grp | | | | | | | |
| | | 67989 American Memorial Life Ins Co | 128,183,848 | 353,768 | 0 | 0 | 0 | 128,537,616 | 0.1682% |
| | | 70408 Union Security Ins Co | 7,337,370 | 679,118 | 5,260,691 | 0 | 0 | 13,277,179 | 0.0174% |
| | | 65080 John Alden Life Ins Co | 650,166 | 0 | 290,729 | 0 | 0 | 940,895 | 0.0012% |
| | | 60275 American Bankers Life Assur Co Of FL | 270,624 | 600 | 141,819 | 0 | 0 | 413,043 | 0.0005% |
| | | | 136,442,008 | 1,033,486 | 5,693,239 | 0 | 0 | 143,168,733 | 0.1874% |
| 23 | 4862 | Assurity Grp | | | | | | | |
| | | 71439 Assurity Life Ins Co | 15,133,745 | 189,171 | 6,384,734 | 35,000 | 0 | 21,742,650 | 0.0285% |
| | | | 15,133,745 | 189,171 | 6,384,734 | 35,000 | 0 | 21,742,650 | 0.0285% |
| 24 | 55 | AUTOMOBILE CLUB MI GRP | | | | | | | |
| | | 84522 Auto Club Life Ins Co | 1,162,023 | 289,278 | 6,999 | 0 | 0 | 1,458,300 | 0.0019% |
| | | | 1,162,023 | 289,278 | 6,999 | 0 | 0 | 1,458,300 | 0.0019% |
| 25 | 61212 | Baltimore Life Ins Co | | | | | | | |
| | | 61212 Baltimore Life Ins Co | 3,048,964 | 0 | 5,736 | 771,570 | 0 | 3,826,270 | 0.0050% |
| | | | 3,048,964 | 0 | 5,736 | 771,570 | 0 | 3,826,270 | 0.0050% |
| 26 | 872 | BANNER LIFE GRP | | | | | | | |
| | | 94250 Banner Life Ins Co | 128,512,022 | 100,735,940 | 841,189 | 250,054 | 0 | 230,339,205 | 0.3015% |
| | | | 128,512,022 | 100,735,940 | 841,189 | 250,054 | 0 | 230,339,205 | 0.3015% |
| 27 | 572 | BCBS OF MI GRP | | | | | | | |
| | | 77720 LifeSecure Ins Co | 310,404 | 84,360 | 6,615,716 | 0 | 0 | 7,010,480 | 0.0092% |
| | | | 310,404 | 84,360 | 6,615,716 | 0 | 0 | 7,010,480 | 0.0092% |

2020 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 | 661 | BCBS of SC Grp 92444 Companion Life Ins Co of CA | 1,041 | 14,000 | 30,483,632 | 14,100,763 | 0 | 44,599,436 | 0.0584% |
| | | | 1,041 | 14,000 | 30,483,632 | 14,100,763 | 0 | 44,599,436 | 0.0584% |
| 29 | 23 | BCS INS GRP 80985 4 Ever Life Ins Co | 465,799 | 0 | 17,956,844 | -3,850 | 0 | 18,418,793 | 0.0241% |
| | | | 465,799 | 0 | 17,956,844 | -3,850 | 0 | 18,418,793 | 0.0241% |
| 30 | 615 | BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co | 4,951,323 | 205,318 | 37 | 88 | 0 | 5,156,766 | 0.0067% |
| | | | 4,951,323 | 205,318 | 37 | 88 | 0 | 5,156,766 | 0.0067% |
| 31 | 31 | BERKSHIRE HATHAWAY GRP | | | | | | | |
| | | 97764 Idealife Ins Co | 110,942 | 1,429 | -29 | 0 | 0 | 112,342 | 0.0001% |
| | | 82880 CSI Life Ins Co | 8,951 | 0 | 0 | 0 | 0 | 8,951 | 0.0000% |
| | | 76007 Old United Life Ins Co | 400 | 0 | 0 | 0 | 0 | 400 | 0.0000% |
| | | | 120,293 | 1,429 | -29 | 0 | 0 | 121,693 | 0.0002% |
| 32 | 90638 | Best Life & Hlth Ins Co 90638 Best Life & Hlth Ins Co | 212,462 | 0 | 3,096,664 | 0 | 0 | 3,309,126 | 0.0043% |
| | | | 212,462 | 0 | 3,096,664 | 0 | 0 | 3,309,126 | 0.0043% |
| 33 | 2798 | Blue Shield of CA Grp 61557 Blue Shield of CA Life & Hlth Ins Co | 10,696,016 | 0 | 241,257,797 | 0 | 0 | 251,953,813 | 0.3298% |
| | | | 10,696,016 | 0 | 241,257,797 | 0 | 0 | 251,953,813 | 0.3298% |

2020 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 | 581 | BOSTON MUT GRP 61476 Boston Mut Life Ins Co | 2,635,565 | 0 | 1,936,912 | 0 | 0 | 4,572,477 | 0.0060% |
| | | | 2,635,565 | 0 | 1,936,912 | 0 | 0 | 4,572,477 | 0.0060% |
| 35 | 4932 | Brighthouse Holdings Grp 87726 Brighthouse Life Ins Co 91626 New England Life Ins Co | 216,318,925 | 679,457,261 | 10,299,727 | 0 | 28,664 | 906,104,577 | 1.1859% |
| | | | 10,107,557 | 284,520 | 29,950 | 0 | 0 | 10,422,027 | 0.0136% |
| | | | 226,426,482 | 679,741,781 | 10,329,677 | 0 | 28,664 | 916,526,604 | 1.1996% |
| 36 | 4903 | Calton Holdings Grp 71390 Puritan Life Ins Co of Amer 84530 US Financial Life Ins Co 90247 Rx Life Ins Co | 435,610 | 47,133,939 | 45,567 | 0 | 0 | 47,615,116 | 0.0623% |
| | | | 5,557,775 | 0 | 0 | 0 | 0 | 5,557,775 | 0.0073% |
| | | | 31,202 | 50 | 0 | 150 | 0 | 31,402 | 0.0000% |
| | | | 6,024,587 | 47,133,989 | 45,567 | 150 | 0 | 53,204,293 | 0.0696% |
| 37 | 1207 | Cambia Health Solutions Inc 97985 LifeMap Assur Co | 170,375 | 0 | 106,071 | 0 | 0 | 276,446 | 0.0004% |
| | | | 170,375 | 0 | 106,071 | 0 | 0 | 276,446 | 0.0004% |
| 38 | 1295 | CENTENE CORP GRP 66141 Health Net Life Ins Co | 909,708 | 0 | 1,183,294,440 | 0 | 0 | 1,184,204,148 | 1.5499% |
| | | | 909,708 | 0 | 1,183,294,440 | 0 | 0 | 1,184,204,148 | 1.5499% |
| 39 | 690 | CENTRAL STATES GRP 61751 Central States H & L Co Of Omaha | 41,817 | 0 | 49,702 | 0 | 0 | 91,519 | 0.0001% |
| | | | 41,817 | 0 | 49,702 | 0 | 0 | 91,519 | 0.0001% |

2020 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 | 5,670,031 | 0 | 42,779,439 | 0 | 0 | 48,449,470 | 0.0634% |
| | | | 5,670,031 | 0 | 42,779,439 | 0 | 0 | 48,449,470 | 0.0634% |
| 41 | 344 | CHURCH PENSION FUND GRP 61875 Church Life Ins Corp | 1,621,213 | 882,207 | 0 | 80,163 | 0 | 2,583,583 | 0.0034% |
| | | | 1,621,213 | 882,207 | 0 | 80,163 | 0 | 2,583,583 | 0.0034% |
| 42 | 901 | CIGNA HLTH GRP | | | | | | | |
| | | 67369 Cigna Hlth & Life Ins Co | 21,866 | 0 | 1,760,887,552 | 0 | 0 | 1,760,909,418 | 2.3047% |
| | | 65722 Loyal Amer Life Ins Co | 136,650 | 841 | 40,223,856 | 1,267 | 0 | 40,362,614 | 0.0528% |
| | | 62308 Connecticut Gen Life Ins Co | 26,095,966 | 7,625 | -834,922 | 644,970 | 0 | 25,913,639 | 0.0339% |
| | | 88366 American Retirement Life Ins Co | 0 | 0 | 709,902 | 0 | 0 | 709,902 | 0.0009% |
| | | 77399 Sterling Life Ins Co | 8,548 | 0 | 478,778 | 0 | 0 | 487,326 | 0.0006% |
| | | 67903 Provident Amer Life & Hlth Ins Co | 2,051 | 0 | 12,467 | 0 | 0 | 14,518 | 0.0000% |
| | | 61727 Cigna Natl Hlth Ins Co | 12 | 0 | 356 | 0 | 0 | 368 | 0.0000% |
| | | | 26,265,093 | 8,466 | 1,801,477,989 | 646,237 | 0 | 1,828,397,785 | 2.3930% |
| 43 | 244 | CINCINNATI FIN GRP 76236 The Cincinnati Life Ins Co | 8,499,398 | 56,717 | 15,164 | 0 | 0 | 8,571,279 | 0.0112% |
| | | | 8,499,398 | 56,717 | 15,164 | 0 | 0 | 8,571,279 | 0.0112% |
| 44 | 233 | CNO Financial Grp | | | | | | | |
| | | 61263 Bankers Life & Cas Co | 34,885,996 | 37,054,213 | 37,710,589 | 0 | 0 | 109,650,798 | 0.1435% |
| | | 62065 Colonial Penn Life Ins Co | 24,250,336 | 0 | 23,677,627 | 0 | 0 | 47,927,963 | 0.0627% |
| | | 70319 Washington Natl Ins Co | 6,873,648 | 764,676 | 21,418,914 | 0 | 0 | 29,057,238 | 0.0380% |
| | | | 66,009,980 | 37,818,889 | 82,807,130 | 0 | 0 | 186,635,999 | 0.2443% |

2020 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 | 6,048,315 | 450 | 0 | 0 | 0 | 6,048,765 | 0.0079% |
| | | 62103 Columbian Mut Life Ins Co | 202,079 | 4,078 | 17,499 | 0 | 0 | 223,656 | 0.0003% |
| | | | 6,250,394 | 4,528 | 17,499 | 0 | 0 | 6,272,421 | 0.0082% |
| 46 | 71404 | Continental Gen Ins Co | | | | | | | |
| | | 71404 Continental Gen Ins Co | 159,462 | 543,432 | 3,049,898 | 0 | 0 | 3,752,792 | 0.0049% |
| | | | 159,462 | 543,432 | 3,049,898 | 0 | 0 | 3,752,792 | 0.0049% |
| 47 | 306 | CUNA MUT GRP | | | | | | | |
| | | 62626 CMFG Life Ins Co | 37,701,656 | 5,184,590 | 40,069,968 | 499,296 | 74,502,266 | 157,957,776 | 0.2067% |
| | | 86126 Members Life Ins Co | 78,068 | 55,606,772 | 0 | 11,517 | 0 | 55,696,357 | 0.0729% |
| | | | 37,779,724 | 60,791,362 | 40,069,968 | 510,813 | 74,502,266 | 213,654,133 | 0.2796% |
| 48 | 1 | CVS GRP | | | | | | | |
| | | 60054 Aetna Life Ins Co | 10,531,565 | 744,109 | 1,997,731,133 | 7,193,092 | 0 | 2,016,199,899 | 2.6388% |
| | | 68500 Continental Life Ins Co Brentwood | 4,701 | 0 | 15,944,612 | 0 | 0 | 15,949,313 | 0.0209% |
| | | 90328 First Hlth Life & Hlth Ins Co | 1,845 | 0 | 1,687,070 | 0 | 0 | 1,688,915 | 0.0022% |
| | | 78700 Aetna Hlth & Life Ins Co | 0 | 0 | 291,212 | 0 | 0 | 291,212 | 0.0004% |
| | | | 10,538,111 | 744,109 | 2,015,654,027 | 7,193,092 | 0 | 2,034,129,339 | 2.6623% |
| 49 | 458 | Dai-ichi Life Holdings Inc Grp | | | | | | | |
| | | 68136 Protective Life Ins Co | 186,808,745 | 231,369,126 | 274,994 | 2,108,604 | 0 | 420,561,469 | 0.5504% |
| | | 70335 West Coast Life Ins Co | 65,653,523 | 106,189 | 504 | 0 | 0 | 65,760,216 | 0.0861% |
| | | 66370 Mony Life Ins Co | 9,073,355 | 28,600 | 1,387,622 | 0 | 0 | 10,489,577 | 0.0137% |
| | | 88536 Protective Life & Annuity Ins Co | 130,235 | 0 | 0 | 6,573 | 0 | 136,808 | 0.0002% |
| | | | 261,665,858 | 231,503,915 | 1,663,120 | 2,115,177 | 0 | 496,948,070 | 0.6504% |

2020 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 |
|-------|---------|---|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 50 | 801 | DIRECTORS INVESTMENT GRP 99775 Funeral Directors Life Ins Co | 665,491 | 332,004 | 0 | 0 | 0 | 997,495 | 0.0013% |
| | | | 665,491 | 332,004 | 0 | 0 | 0 | 997,495 | 0.0013% |
| 51 | 84174 | ELCO Mut Life & Ann 84174 ELCO Mut Life & Ann | 11,670 | 3,629,642 | 0 | 536,418 | 0 | 4,177,730 | 0.0055% |
| | | | 11,670 | 3,629,642 | 0 | 536,418 | 0 | 4,177,730 | 0.0055% |
| 52 | 62928 | EMC Natl Life Co 62928 EMC Natl Life Co | 742,395 | 218,315 | 705 | 6,703 | 0 | 968,118 | 0.0013% |
| | | | 742,395 | 218,315 | 705 | 6,703 | 0 | 968,118 | 0.0013% |
| 53 | 4965 | Equitable Holdings Inc Grp | | | | | | | |
| | | 62944 Equitable Financial Life Ins Co | 204,642,717 | 910,464,426 | 2,987,449 | 0 | 37,055,641 | 1,155,150,233 | 1.5119% |
| | | 78077 Equitable Financial Life Ins Co of A | 90,274,175 | 968,489 | 9,095,557 | 0 | 0 | 100,338,221 | 0.1313% |
| | | 62880 Equitable Financial Life & Ann Co | 1,377,623 | 0 | 0 | 0 | 0 | 1,377,623 | 0.0018% |
| | | | 296,294,515 | 911,432,915 | 12,083,006 | 0 | 37,055,641 | 1,256,866,077 | 1.6450% |
| 54 | 62510 | Equitrust Life Ins Co 62510 Equitrust Life Ins Co | 1,334,599 | 134,162,845 | 0 | 5,564,241 | 0 | 141,061,685 | 0.1846% |
| | | | 1,334,599 | 134,162,845 | 0 | 5,564,241 | 0 | 141,061,685 | 0.1846% |
| 55 | 7 | FEDERATED MUT GRP | | | | | | | |
| | | 63258 Federated Life Ins Co | 12,439,512 | 818,850 | 2,206,701 | 0 | 0 | 15,465,063 | 0.0202% |
| | | | 12,439,512 | 818,850 | 2,206,701 | 0 | 0 | 15,465,063 | 0.0202% |

2020 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 |
|-------|---------|--|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 56 | 981 | FIDELITY INVESTMENT INS & ANN GRP 93696 Fidelity Investments Life Ins Co | 1,842,632 | 165,001,527 | 0 | 0 | 0 | 166,844,159 | 0.2184% |
| | | | 1,842,632 | 165,001,527 | 0 | 0 | 0 | 166,844,159 | 0.2184% |
| 57 | 63290 | Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L | 14,239,173 | 0 | 23,015 | 0 | 0 | 14,262,188 | 0.0187% |
| | | | 14,239,173 | 0 | 23,015 | 0 | 0 | 14,262,188 | 0.0187% |
| 58 | 670 | Fidelity Natl Fin Inc GRP 63274 Fidelity & Guar Life Ins Co | 107,304,824 | 573,899,368 | 0 | 0 | 0 | 681,204,192 | 0.8916% |
| | | | 107,304,824 | 573,899,368 | 0 | 0 | 0 | 681,204,192 | 0.8916% |
| 59 | 451 | FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co | 4,025,871 | 132,177 | 60,233,436 | 0 | 0 | 64,391,484 | 0.0843% |
| | | | 4,025,871 | 132,177 | 60,233,436 | 0 | 0 | 64,391,484 | 0.0843% |
| 60 | 449 | FINANCIAL HOLDINGS GRP | | | | | | | |
| | | 61999 Americo Fin Life & Ann Ins Co | 23,416,122 | 75,745,926 | 141,340 | 220,338 | 0 | 99,523,726 | 0.1303% |
| | | 90212 Great Southern Life Ins Co | 3,325,590 | 282,938 | 110,125 | 32,893 | 0 | 3,751,546 | 0.0049% |
| | | 63487 Investors Life Ins Co N Amer | 1,107,311 | 0 | 0 | 0 | 0 | 1,107,311 | 0.0014% |
| | | 66540 National Farmers Union Life Ins Co | 404,915 | 0 | 0 | 0 | 0 | 404,915 | 0.0005% |
| | | 87645 United Fidelity Life Ins Co | 320,791 | 7,296 | 0 | 4,352 | 0 | 332,439 | 0.0004% |
| | | | 28,574,729 | 76,036,160 | 251,465 | 257,583 | 0 | 105,119,937 | 0.1376% |
| 61 | 350 | General Electric Grp 62596 Union Fidelity Life Ins Co | 735,043 | 0 | 1,753,749 | 0 | 0 | 2,488,792 | 0.0033% |
| | | | 735,043 | 0 | 1,753,749 | 0 | 0 | 2,488,792 | 0.0033% |

2020 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 |
|-------|---------|---|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 62 | 450 | GENEVE HOLDINGS INC GRP | | | | | | | |
| | | 65781 Madison Natl Life Ins Co Inc | 470,936 | 548,787 | 4,320,814 | 0 | 0 | 5,340,537 | 0.0070% |
| | | 69078 Standard Security Life Ins Co Of NY | 5,342 | 0 | 88,178 | 0 | 0 | 93,520 | 0.0001% |
| | | | 476,278 | 548,787 | 4,408,992 | 0 | 0 | 5,434,057 | 0.0071% |
| 63 | 4011 | Genworth Fin Grp | | | | | | | |
| | | 70025 Genworth Life Ins Co | 29,978,007 | 284,200 | 301,936,322 | 0 | 0 | 332,198,529 | 0.4348% |
| | | 65536 Genworth Life & Ann Ins Co | 123,550,522 | 1,467,091 | 990,690 | 0 | 0 | 126,008,303 | 0.1649% |
| | | | 153,528,529 | 1,751,291 | 302,927,012 | 0 | 0 | 458,206,832 | 0.5997% |
| 64 | 4736 | GGC Grp | | | | | | | |
| | | 93734 Nassau Life & Ann Co | 756,986 | 53,698,591 | 2,246,290 | 0 | 0 | 56,701,867 | 0.0742% |
| | | 93548 PHL Variable Ins Co | 26,212,807 | 105,513 | 0 | 0 | 0 | 26,318,320 | 0.0344% |
| | | 67814 Nassau Life Ins Co | 19,018,953 | 137,968 | 58,598 | 0 | 0 | 19,215,519 | 0.0251% |
| | | 68284 Nassau Life Ins Co of KS | 11,487 | 0 | 39,675 | 0 | 0 | 51,162 | 0.0001% |
| | | | 46,000,233 | 53,942,072 | 2,344,563 | 0 | 0 | 102,286,868 | 0.1339% |
| 65 | 3891 | Global Atlantic Grp | | | | | | | |
| | | 91642 Forethought Life Ins Co | 38,121,424 | 676,766,719 | 2,961,214 | 5,974,257 | 0 | 723,823,614 | 0.9474% |
| | | 62200 Accordia Life & Ann Co | 203,371,352 | 0 | 0 | 0 | 0 | 203,371,352 | 0.2662% |
| | | 84824 Commonwealth Ann & Life Ins Co | 2,707,126 | 9,966,963 | 1,824 | 0 | 0 | 12,675,913 | 0.0166% |
| | | 69140 First Allmerica Fin Life Ins Co | 639,150 | 14,491 | 124 | 0 | 0 | 653,765 | 0.0009% |
| | | | 244,839,052 | 686,748,173 | 2,963,162 | 5,974,257 | 0 | 940,524,644 | 1.2310% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 66 | 290 | Globe Life Inc Grp | | | | | | | |
| | | 60577 American Income Life Ins Co | 131,720,813 | 0 | 9,222,657 | 0 | 0 | 140,943,470 | 0.1845% |
| | | 91472 Globe Life & Accident Ins Co | 55,255,161 | 0 | 3,189,587 | 0 | 0 | 58,444,748 | 0.0765% |
| | | 92916 United Amer Ins Co | 479,122 | 370,918 | 42,225,812 | 0 | 0 | 43,075,852 | 0.0564% |
| | | 77968 Family Heritage Life Ins Co Of Amer | 57,162 | 0 | 7,528,567 | 0 | 0 | 7,585,729 | 0.0099% |
| | | 65331 Liberty Natl Life Ins Co | 5,713,249 | 837 | 192,959 | 0 | 0 | 5,907,045 | 0.0077% |
| | | | 193,225,507 | 371,755 | 62,359,582 | 0 | 0 | 255,956,844 | 0.3350% |
| 67 | 4712 | GPM Life Grp | | | | | | | |
| | | 63967 Government Personnel Mut Life Ins Co | 3,475,101 | 15,326 | 42,963 | 0 | 0 | 3,533,390 | 0.0046% |
| | | 67059 GPM Hlth & Life Ins Co | 1,219,582 | 84,815 | 48,155 | 0 | 0 | 1,352,552 | 0.0018% |
| | | | 4,694,683 | 100,141 | 91,118 | 0 | 0 | 4,885,942 | 0.0064% |
| 68 | 769 | GREAT WEST GRP | | | | | | | |
| | | 68322 Great W Life & Ann Ins Co | 52,749,184 | 768,567,183 | 4,349,842 | 86,589,723 | 0 | 912,255,932 | 1.1940% |
| | | 80659 US Business of Canada Life Assur Co | 6,122,938 | 72,727 | 511,916 | 0 | 0 | 6,707,581 | 0.0088% |
| | | | 58,872,122 | 768,639,910 | 4,861,758 | 86,589,723 | 0 | 918,963,513 | 1.2028% |
| 69 | 4794 | Group One Thousand One Grp | | | | | | | |
| | | 79065 Delaware Life Ins Co | 3,148,881 | 194,454,394 | 0 | 0 | 0 | 197,603,275 | 0.2586% |
| | | | 3,148,881 | 194,454,394 | 0 | 0 | 0 | 197,603,275 | 0.2586% |
| 70 | 687 | GUARANTEE TRUST GRP | | | | | | | |
| | | 64211 Guarantee Trust Life Ins Co | 1,912,831 | 8,413 | 2,422,847 | 1,752 | 0 | 4,345,843 | 0.0057% |
| | | | 1,912,831 | 8,413 | 2,422,847 | 1,752 | 0 | 4,345,843 | 0.0057% |

2020 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 |
|-------|---------|---|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 71 | 429 | GUARDIAN LIFE GRP | | | | | | | |
| | | 64246 Guardian Life Ins Co Of Amer | 298,275,375 | 721,355 | 510,091,100 | 12,562 | 0 | 809,100,392 | 1.0590% |
| | | 71714 Berkshire Life Ins Co of Amer | 488,572 | 0 | 54,553,409 | 0 | 0 | 55,041,981 | 0.0720% |
| | | 78778 Guardian Ins & Ann Co Inc | 2,084,321 | 22,934,537 | 0 | 145,882 | 221,000 | 25,385,740 | 0.0332% |
| | | 60003 Park Avenue Life Ins Co | 230,766 | 0 | 0 | 0 | 0 | 230,766 | 0.0003% |
| | | 74004 Family Serv Life Ins Co | 553 | 0 | 0 | 0 | 0 | 553 | 0.0000% |
| | | | 301,079,587 | 23,655,892 | 564,644,509 | 158,444 | 221,000 | 889,759,432 | 1.1645% |
| 72 | 91 | HARTFORD FIRE & CAS GRP | | | | | | | |
| | | 70815 Hartford Life & Accident Ins Co | 162,086,328 | 0 | 239,865,870 | 0 | 0 | 401,952,198 | 0.5261% |
| | | | 162,086,328 | 0 | 239,865,870 | 0 | 0 | 401,952,198 | 0.5261% |
| 73 | 917 | HCSC GRP | | | | | | | |
| | | 71129 Dearborn Life Ins Co | 1,228,829 | 0 | 2,045,240 | 202,149 | 0 | 3,476,218 | 0.0045% |
| | | | 1,228,829 | 0 | 2,045,240 | 202,149 | 0 | 3,476,218 | 0.0045% |
| 74 | 812 | HIGHMARK GRP | | | | | | | |
| | | 93440 HM Life Ins Co | -615 | 0 | 30,600,225 | 0 | 0 | 30,599,610 | 0.0400% |
| | | | -615 | 0 | 30,600,225 | 0 | 0 | 30,599,610 | 0.0400% |
| 75 | 2858 | Homeshield Capital Grp | | | | | | | |
| | | 81779 Individual Assur Co Life Hlth & Acc | 0 | 0 | 7,464,407 | 0 | 0 | 7,464,407 | 0.0098% |
| | | 99724 LifeShield Natl Ins Co | 151,837 | 0 | 888,720 | 0 | 0 | 1,040,557 | 0.0014% |
| | | | 151,837 | 0 | 8,353,127 | 0 | 0 | 8,504,964 | 0.0111% |
| 76 | 64505 | Homesteaders Life Co | | | | | | | |
| | | 64505 Homesteaders Life Co | 30,490,194 | 319,759 | 0 | 0 | 0 | 30,809,953 | 0.0403% |
| | | | 30,490,194 | 319,759 | 0 | 0 | 0 | 30,809,953 | 0.0403% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 77 | 4926 | Hopmeadow Holdings Grp | | | | | | | |
| | | 88072 Talcott Resolution Life Ins Co | 3,295,699 | 12,177,140 | 1,040,516 | 136,199,317 | 136,841,206 | 289,553,878 | 0.3790% |
| | | 71153 Talcott Resolution Life & Ann Ins Co | 94,042,983 | 14,445,750 | 7,652 | 0 | 2,698,010 | 111,194,395 | 0.1455% |
| | | 81213 American Maturity Life Ins Co | 0 | 11,141 | 0 | 0 | 1,653 | 12,794 | 0.0000% |
| | | | 97,338,682 | 26,634,031 | 1,048,168 | 136,199,317 | 139,540,869 | 400,761,067 | 0.5245% |
| 78 | 300 | HORACE MANN GRP | | | | | | | |
| | | 87963 National Teachers Assoc Life Ins Co | 428,026 | 0 | 37,597,890 | 0 | 0 | 38,025,916 | 0.0498% |
| | | 64513 Horace Mann Life Ins Co | 6,115,871 | 23,667,015 | 8,799 | 0 | 0 | 29,791,685 | 0.0390% |
| | | | 6,543,897 | 23,667,015 | 37,606,689 | 0 | 0 | 67,817,601 | 0.0888% |
| 79 | 64580 | Illinois Mut Life Ins Co | | | | | | | |
| | | 64580 Illinois Mut Life Ins Co | 1,379,857 | 0 | 138,653 | 0 | 0 | 1,518,510 | 0.0020% |
| | | | 1,379,857 | 0 | 138,653 | 0 | 0 | 1,518,510 | 0.0020% |
| 80 | 542 | INDIANA FARM BUREAU Grp | | | | | | | |
| | | 69892 United Farm Family Life Ins Co | 4,053,570 | 25 | 0 | 0 | 0 | 4,053,595 | 0.0053% |
| | | 69922 United Home Life Ins Co | 1,092,214 | 0 | 6,744 | 0 | 0 | 1,098,958 | 0.0014% |
| | | | 5,145,784 | 25 | 6,744 | 0 | 0 | 5,152,553 | 0.0067% |
| 81 | 315 | INDUSTRIAL ALLIANCE GRP | | | | | | | |
| | | 91693 IA Amer Life Ins Co | 18,611,786 | 1,226,150 | 7,756 | 0 | 0 | 19,845,692 | 0.0260% |
| | | 68594 American Amicable Life Ins Co Of TX | 13,415,764 | 723,115 | 0 | 0 | 0 | 14,138,879 | 0.0185% |
| | | 14406 Industrial Alliance Ins & Fin Serv I | 3,779,210 | 1,998,655 | 0 | 0 | 0 | 5,777,865 | 0.0076% |
| | | 67148 Occidental Life Ins Co Of NC | 4,076,120 | 1,390,433 | 0 | 0 | 0 | 5,466,553 | 0.0072% |
| | | 67873 Pioneer Amer Ins Co | 2,586,787 | 23,493 | 0 | 0 | 0 | 2,610,280 | 0.0034% |
| | | 67946 Pioneer Security Life Ins Co | 448,453 | 540 | 0 | 0 | 0 | 448,993 | 0.0006% |
| | | | 42,918,120 | 5,362,386 | 7,756 | 0 | 0 | 48,288,262 | 0.0632% |

2020 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 |
|-------|---------|--|--------------------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|-------------------------------|
| 82 | 4966 | Insurance Capital Grp 63223 Federal Life Ins Co | 1,755,491 | 710,029 | 14,329 | 0 | 0 | 2,479,849 | 0.0032% |
| | | | 1,755,491 | 710,029 | 14,329 | 0 | 0 | 2,479,849 | 0.0032% |
| 83 | 64904 | Investors Heritage Life Ins Co 64904 Investors Heritage Life Ins Co | 31,199 | 609,367 | 0 | 0 | 0 | 640,566 | 0.0008% |
| | | | 31,199 | 609,367 | 0 | 0 | 0 | 640,566 | 0.0008% |
| 84 | 918 | JACKSON NATL GRP 65056 Jackson Natl Life Ins Co | 75,408,257 | 1,610,647,220 | 2,830,074 | 251,994 | 0 | 1,689,137,545 | 2.2108% |
| | | | 75,408,257 | 1,610,647,220 | 2,830,074 | 251,994 | 0 | 1,689,137,545 | 2.2108% |
| 85 | 904 | JOHN HANCOCK GRP 65838 John Hancock Life Ins Co USA 93610 John Hancock Life & Hlth Ins Co | 512,189,160 49,269 | 3,860,195 0 | 100,512,645 1,413,984 | 0 0 | 2,007,359,289 0 | 2,623,921,289 1,463,253 | 3.4342% 0.0019% |
| | | | 512,238,429 | 3,860,195 | 101,926,629 | 0 | 2,007,359,289 | 2,625,384,542 | 3.4361% |
| 86 | 588 | KANSAS CITY LIFE INS GRP 65129 Kansas City Life Ins Co 67199 Old Amer Ins Co 69272 Sunset Life Ins Co Of Amer | 16,310,298 4,818,242 3,308,638 | 1,744,224 0 448,992 | 1,909,423 32,158 0 | 613,669 0 80 | 0 0 0 | 20,577,614 4,850,400 3,757,710 | 0.0269% 0.0063% 0.0049% |
| | | | 24,437,178 | 2,193,216 | 1,941,581 | 613,749 | 0 | 29,185,724 | 0.0382% |
| 87 | 215 | Kemper Corp Grp 69930 United Ins Co Of Amer 68462 Reserve Natl Ins Co 68357 Reliable Life Ins Co | 18,599,984 40,198 13,645 | 0 0 0 | 577,424 131,581 256 | 0 0 0 | 0 0 0 | 19,177,408 171,779 13,901 | 0.0251% 0.0002% 0.0000% |
| | | | 18,653,827 | 0 | 709,261 | 0 | 0 | 19,363,088 | 0.0253% |

2020 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 |
|-------|---------|------------------------------------|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 88 | 4925 | Kuvare Grp | | | | | | | |
| | | 65595 Lincoln Benefit Life Co | 153,951,405 | 3,789,897 | 8,964,582 | 4,209,121 | 0 | 170,915,005 | 0.2237% |
| | | 64238 Guaranty Income Life Ins Co | 5,323 | 77,603,665 | 210,876 | 83,112 | 0 | 77,902,976 | 0.1020% |
| | | 69973 United Life Ins Co | 426,700 | 5,810,008 | 0 | 0 | 0 | 6,236,708 | 0.0082% |
| | | | 154,383,428 | 87,203,570 | 9,175,458 | 4,292,233 | 0 | 255,054,689 | 0.3338% |
| 89 | 71323 | Langhorne Reins AZ Ltd | | | | | | | |
| | | 71323 Langhorne Reins AZ Ltd | 1,448 | 0 | 0 | 0 | 0 | 1,448 | 0.0000% |
| | | | 1,448 | 0 | 0 | 0 | 0 | 1,448 | 0.0000% |
| 90 | 4844 | LIA Holdings Grp | | | | | | | |
| | | 60232 Lombard Intl Life Assur Co | 68,678 | 145,711,928 | 0 | 0 | 0 | 145,780,606 | 0.1908% |
| | | | 68,678 | 145,711,928 | 0 | 0 | 0 | 145,780,606 | 0.1908% |
| 91 | 3436 | Liberty Life Grp Trust Grp | | | | | | | |
| | | 68543 Liberty Bankers Life Ins Co | 1,247,917 | 22,640,684 | 2,771 | 958,381 | 0 | 24,849,753 | 0.0325% |
| | | 61581 Capitol Life Ins Co | 2,501 | 0 | 0 | 0 | 0 | 2,501 | 0.0000% |
| | | | 1,250,418 | 22,640,684 | 2,771 | 958,381 | 0 | 24,852,254 | 0.0325% |
| 92 | 1186 | Lifetime HlthCare Grp | | | | | | | |
| | | 69515 Medamerica Ins Co | 0 | 0 | 6,029,533 | 0 | 0 | 6,029,533 | 0.0079% |
| | | | 0 | 0 | 6,029,533 | 0 | 0 | 6,029,533 | 0.0079% |
| 93 | 65927 | Lincoln Heritage Life Ins Co | | | | | | | |
| | | 65927 Lincoln Heritage Life Ins Co | 104,801,182 | 3,025 | 198,498 | 0 | 0 | 105,002,705 | 0.1374% |
| | | | 104,801,182 | 3,025 | 198,498 | 0 | 0 | 105,002,705 | 0.1374% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 94 | 20 | LINCOLN NATL GRP | | | | | | | |
| | | 65676 Lincoln Natl Life Ins Co | 739,503,591 | 1,346,983,428 | 93,105,284 | 0 | 0 | 2,179,592,303 | 2.8527% |
| | | 65315 Lincoln Life Assur Co of Boston | 121,766,496 | 96,345 | 250,811,762 | 0 | 0 | 372,674,603 | 0.4878% |
| | | 67652 First Penn Pacific Life Ins Co | 15,646,093 | 62,168 | 3,902 | 0 | 0 | 15,712,163 | 0.0206% |
| | | 62057 Lincoln Life & Ann Co of NY | 1,250,338 | 1,938,858 | 546,335 | 0 | 0 | 3,735,531 | 0.0049% |
| | | | 878,166,518 | 1,349,080,799 | 344,467,283 | 0 | 0 | 2,571,714,600 | 3.3659% |
| 95 | 1117 | Manhattan Life Grp | | | | | | | |
| | | 61883 ManhattanLife Assur Co of Amer | 512,019 | 0 | 11,760,392 | 0 | 0 | 12,272,411 | 0.0161% |
| | | 65870 Manhattan Life Ins Co | 1,050,745 | 5,251,001 | 222,052 | 0 | 0 | 6,523,798 | 0.0085% |
| | | 85189 Western United Life Assur Co | 243 | 3,303,576 | 40,733 | 0 | 0 | 3,344,552 | 0.0044% |
| | | 63053 Family Life Ins Co | 1,948,366 | 1,650 | 533,582 | 0 | 0 | 2,483,598 | 0.0033% |
| | | | 3,511,373 | 8,556,227 | 12,556,759 | 0 | 0 | 24,624,359 | 0.0322% |
| 96 | 435 | MASS MUT LIFE INS GRP | | | | | | | |
| | | 65935 Massachusetts Mut Life Ins Co | 989,271,171 | 993,429,072 | 65,866,877 | 399,138,071 | 1,548,943,961 | 3,996,649,152 | 5.2309% |
| | | 93432 CM Life Ins Co | 20,439,183 | 90,701,365 | 0 | 0 | 0 | 111,140,548 | 0.1455% |
| | | 70416 MML Bay State Life Ins Co | 3,571,409 | 0 | 0 | 0 | 0 | 3,571,409 | 0.0047% |
| | | | 1,013,281,763 | 1,084,130,437 | 65,866,877 | 399,138,071 | 1,548,943,961 | 4,111,361,109 | 5.3810% |
| 97 | 1348 | Meiji Yasuda Life Ins Grp | | | | | | | |
| | | 69019 Standard Ins Co | 130,174,334 | 33,013,220 | 287,498,854 | 219,999 | 355,779,952 | 806,686,359 | 1.0558% |
| | | 64343 Pacific Guardian Life Ins Co Ltd | 10,412,395 | 148 | 237 | 1,238,291 | 0 | 11,651,071 | 0.0152% |
| | | | 140,586,729 | 33,013,368 | 287,499,091 | 1,458,290 | 355,779,952 | 818,337,430 | 1.0711% |

2020 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 |
|-------|---------|--|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 98 | 241 | METROPOLITAN GRP | | | | | | | |
| | | 65978 Metropolitan Life Ins Co | 894,038,332 | 34,704,140 | 887,021,469 | 29,074,167 | 333,691,636 | 2,178,529,744 | 2.8513% |
| | | 97136 Metropolitan Tower Life Ins Co | 38,647,943 | 410,397,707 | 589,859 | 0 | 0 | 449,635,509 | 0.5885% |
| | | 62634 Delaware Amer Life Ins Co | 82,361 | 0 | 227,960 | 0 | 0 | 310,321 | 0.0004% |
| | | | 932,768,636 | 445,101,847 | 887,839,288 | 29,074,167 | 333,691,636 | 2,628,475,574 | 3.4402% |
| 99 | 869 | MINNESOTA MUT GRP | | | | | | | |
| | | 66168 Minnesota Life Ins Co | 304,724,474 | 124,220,041 | 34,767,573 | 40,869,785 | 181,567,381 | 686,149,254 | 0.8980% |
| | | 93742 Securian Life Ins Co | 162,244,978 | 723,493 | 10,480,167 | 7,451,510 | 0 | 180,900,148 | 0.2368% |
| | | | 466,969,452 | 124,943,534 | 45,247,740 | 48,321,295 | 181,567,381 | 867,049,402 | 1.1348% |
| 100 | 88668 | Mutual Of Amer Life Ins Co | | | | | | | |
| | | 88668 Mutual Of Amer Life Ins Co | 324,899 | 1,753,392 | 97,087 | 0 | 223,903,460 | 226,078,838 | 0.2959% |
| | | | 324,899 | 1,753,392 | 97,087 | 0 | 223,903,460 | 226,078,838 | 0.2959% |
| 101 | 261 | MUTUAL OF OMAHA GRP | | | | | | | |
| | | 69868 United Of Omaha Life Ins Co | 211,818,480 | 126,733,645 | 77,590,569 | 42,285,960 | 262,642 | 458,691,296 | 0.6003% |
| | | 71412 Mutual Of Omaha Ins Co | 0 | 0 | 87,602,958 | 0 | 0 | 87,602,958 | 0.1147% |
| | | 72850 United World Life Ins Co | 80,400 | 0 | 11,260,024 | 0 | 0 | 11,340,424 | 0.0148% |
| | | 13100 Omaha Ins Co | 0 | 0 | 1,012,539 | 0 | 0 | 1,012,539 | 0.0013% |
| | | | 211,898,880 | 126,733,645 | 177,466,090 | 42,285,960 | 262,642 | 558,647,217 | 0.7312% |
| 102 | 1211 | NATIONAL GUARDIAN LIFE INS GRP | | | | | | | |
| | | 66583 National Guardian Life Ins Co | 80,537,791 | 3,310,384 | 52,040,606 | 2,011,974 | 0 | 137,900,755 | 0.1805% |
| | | 97241 Settlers Life Ins Co | 41,479 | 0 | 1,050 | 0 | 0 | 42,529 | 0.0001% |
| | | 81426 Commercial Travelers Life Ins Co | 0 | 0 | 15,017 | 0 | 0 | 15,017 | 0.0000% |
| | | | 80,579,270 | 3,310,384 | 52,056,673 | 2,011,974 | 0 | 137,958,301 | 0.1806% |

2020 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 |
|-------|---------|--------------------------------------|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 103 | 634 | National Life GRP | | | | | | | |
| | | 65528 Life Ins Co Of The Southwest | 489,092,588 | 381,106,231 | 540 | 49,111 | 0 | 870,248,470 | 1.1390% |
| | | 66680 National Life Ins Co | 32,547,461 | 80,159 | 1,326,683 | 0 | 0 | 33,954,303 | 0.0444% |
| | | | 521,640,049 | 381,186,390 | 1,327,223 | 49,111 | 0 | 904,202,773 | 1.1834% |
| 104 | 4941 | National Western Life Grp | | | | | | | |
| | | 66850 National Western Life Ins Co | 20,491,682 | 22,486,934 | 0 | 266,446 | 0 | 43,245,062 | 0.0566% |
| | | 67393 Ozark Natl Life Ins Co | 190,279 | 0 | 596 | 0 | 0 | 190,875 | 0.0002% |
| | | | 20,681,961 | 22,486,934 | 596 | 266,446 | 0 | 43,435,937 | 0.0568% |
| 105 | 140 | NATIONWIDE CORP GRP | | | | | | | |
| | | 66869 Nationwide Life Ins Co | 82,375,770 | 1,072,175,032 | 20,636,037 | 0 | 0 | 1,175,186,839 | 1.5381% |
| | | 92657 Nationwide Life & Ann Ins Co | 354,791,044 | 158,620,377 | 0 | 0 | 0 | 513,411,421 | 0.6720% |
| | | 64017 Jefferson Natl Life Ins Co | 1,012,748 | 127,579,700 | 8,050 | 1,177,939 | 0 | 129,778,437 | 0.1699% |
| | | | 438,179,562 | 1,358,375,109 | 20,644,087 | 1,177,939 | 0 | 1,818,376,697 | 2.3799% |
| 106 | 520 | NEW ERA LIFE GRP | | | | | | | |
| | | 67784 Philadelphia Amer Life Ins Co | 0 | 0 | 2,543,623 | 0 | 0 | 2,543,623 | 0.0033% |
| | | 69698 New Era Life Ins Co Of Midwest | 8,931 | 1,200 | 0 | 8,706 | 0 | 18,837 | 0.0000% |
| | | 78743 New Era Life Ins Co | 1,472 | 0 | 0 | 565 | 0 | 2,037 | 0.0000% |
| | | | 10,403 | 1,200 | 2,543,623 | 9,271 | 0 | 2,564,497 | 0.0034% |
| 107 | 826 | NEW YORK LIFE GRP | | | | | | | |
| | | 66915 New York Life Ins Co | 1,236,695,788 | 69,526,056 | 71,655,015 | 0 | 539,465,255 | 1,917,342,114 | 2.5094% |
| | | 91596 New York Life Ins & Ann Corp | 366,472,589 | 1,438,232,701 | 0 | 23,191,655 | 0 | 1,827,896,945 | 2.3924% |
| | | 65498 Life Ins Co Of N Amer | 254,439,212 | 0 | 276,574,591 | 0 | 0 | 531,013,803 | 0.6950% |
| | | 81353 NYLife Ins Co Of AZ | 3,811,275 | 0 | 0 | 0 | 0 | 3,811,275 | 0.0050% |
| | | | 1,861,418,864 | 1,507,758,757 | 348,229,606 | 23,191,655 | 539,465,255 | 4,280,064,137 | 5.6018% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 108 | 81264 | Nippon Life Ins Co Of Amer 81264 Nippon Life Ins Co Of Amer | 629,187 | 0 | 155,201,603 | 0 | 0 | 155,830,790 | 0.2040% |
| | | | 629,187 | 0 | 155,201,603 | 0 | 0 | 155,830,790 | 0.2040% |
| 109 | 860 | NORTHWESTERN MUT GRP | | | | | | | |
| | | 67091 Northwestern Mut Life Ins Co | 837,758,009 | 79,629,683 | 97,990,064 | 1,186,031 | 0 | 1,016,563,787 | 1.3305% |
| | | 69000 Northwestern Long Term Care Ins Co | 0 | 0 | 44,422,912 | 0 | 0 | 44,422,912 | 0.0581% |
| | | | 837,758,009 | 79,629,683 | 142,412,976 | 1,186,031 | 0 | 1,060,986,699 | 1.3886% |
| 110 | 68446 | Oceanview Life & Annuity Co 68446 Oceanview Life & Annuity Co | 8,743 | 14 | 9,654 | 0 | 0 | 18,411 | 0.0000% |
| | | | 8,743 | 14 | 9,654 | 0 | 0 | 18,411 | 0.0000% |
| 111 | 704 | OHIO NATL LIFE GRP | | | | | | | |
| | | 67172 Ohio Natl Life Ins Co | 46,562,421 | 4,335,107 | 654,034 | 667,768 | 5,354,179 | 57,573,509 | 0.0754% |
| | | 89206 Ohio Natl Life Assur Corp | 39,145,593 | 0 | 958,917 | 0 | 0 | 40,104,510 | 0.0525% |
| | | | 85,708,014 | 4,335,107 | 1,612,951 | 667,768 | 5,354,179 | 97,678,019 | 0.1278% |
| 112 | 67180 | Ohio State Life Ins Co 67180 Ohio State Life Ins Co | 2,096,675 | 847 | 0 | 322 | 0 | 2,097,844 | 0.0027% |
| | | | 2,096,675 | 847 | 0 | 322 | 0 | 2,097,844 | 0.0027% |
| 113 | 150 | OLD REPUBLIC GRP | | | | | | | |
| | | 67261 Old Republic Life Ins Co | 1,184,875 | 0 | 936 | 0 | 0 | 1,185,811 | 0.0016% |
| | | | 1,184,875 | 0 | 936 | 0 | 0 | 1,185,811 | 0.0016% |

2020 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 |
|-------|---------|---|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 114 | 619 | OneAmerica Fin Partners Grp | | | | | | | |
| | | 60895 American United Life Ins Co | 37,908,624 | 730,719,843 | 117,134 | 892,191 | 0 | 769,637,792 | 1.0073% |
| | | 69116 State Life Ins Co | 98,933,059 | 29,460,797 | 3,010,667 | 646,025 | 0 | 132,050,548 | 0.1728% |
| | | 67911 Pioneer Mut Life Ins Co | 4,010,956 | 18,027 | 0 | 0 | 0 | 4,028,983 | 0.0053% |
| | | | 140,852,639 | 760,198,667 | 3,127,801 | 1,538,216 | 0 | 905,717,323 | 1.1854% |
| 115 | 709 | PACIFIC LIFE GRP | | | | | | | |
| | | 67466 Pacific Life Ins Co | 684,278,141 | 705,516,669 | 0 | 37,125,137 | 0 | 1,426,919,947 | 1.8676% |
| | | 97268 Pacific Life & Ann Co | 261,071 | 101,199 | 0 | 0 | 0 | 362,270 | 0.0005% |
| | | | 684,539,212 | 705,617,868 | 0 | 37,125,137 | 0 | 1,427,282,217 | 1.8680% |
| 116 | 525 | PAN AMER LIFE GRP | | | | | | | |
| | | 67539 Pan Amer Life Ins Co | 308,844 | 15,480 | 28,541,100 | 0 | 0 | 28,865,424 | 0.0378% |
| | | 66427 Mutual Trust Life Ins Co a Pan Amer | 26,081,637 | 37,833 | 11,265 | 0 | 0 | 26,130,735 | 0.0342% |
| | | 93459 Pan Amer Assur Co | 2,308,158 | 0 | 0 | 0 | 0 | 2,308,158 | 0.0030% |
| | | | 28,698,639 | 53,313 | 28,552,365 | 0 | 0 | 57,304,317 | 0.0750% |
| 117 | 850 | PENN MUT GRP | | | | | | | |
| | | 67644 Penn Mut Life Ins Co | 124,896,139 | 23,354,253 | 393,782 | 3,005,317 | 0 | 151,649,491 | 0.1985% |
| | | 93262 Penn Ins & Ann Co | 54,871,637 | 405,878 | 0 | 0 | 0 | 55,277,515 | 0.0723% |
| | | 68632 Vantis Life Ins Co | 352,902 | 0 | 0 | 0 | 0 | 352,902 | 0.0005% |
| | | | 180,120,678 | 23,760,131 | 393,782 | 3,005,317 | 0 | 207,279,908 | 0.2713% |
| 118 | 367 | PHYSICIANS MUT GRP | | | | | | | |
| | | 72125 Physicians Life Ins Co | 15,644,161 | 191,496 | 458,447 | 35,973 | 0 | 16,330,077 | 0.0214% |
| | | | 15,644,161 | 191,496 | 458,447 | 35,973 | 0 | 16,330,077 | 0.0214% |

2020 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 |
|-------|---------|--|--|--|----------------------------------|---|--------------------------------------|--|--|
| 119 | 629 | PLATEAU GRP 97152 Plateau Ins Co | 24,029 | 0 | 35,507 | 0 | 0 | 59,536 | 0.0001% |
| | | | 24,029 | 0 | 35,507 | 0 | 0 | 59,536 | 0.0001% |
| 120 | 4955 | Powell Ins Grp 78662 Senior Life Ins Co | 4,041,072 | 0 | 0 | 0 | 0 | 4,041,072 | 0.0053% |
| | | | 4,041,072 | 0 | 0 | 0 | 0 | 4,041,072 | 0.0053% |
| 121 | 4750 | Primerica Grp 65919 Primerica Life Ins Co 61409 National Benefit Life Ins Co | 447,907,919 1,214,463 | 49,075 0 | 20,872 62,203 | 1,278,158 337 | 0 0 | 449,256,024 1,277,003 | 0.5880% 0.0017% |
| | | | 449,122,382 | 49,075 | 83,075 | 1,278,495 | 0 | 450,533,027 | 0.5897% |
| 122 | 332 | PRINCIPAL FIN GRP 61271 Principal Life Ins Co 71161 Principal Natl Life Ins Co | 135,901,637 108,010,535 | 341,007,622 0 | 265,020,907 0 | 899,969,958 0 | 295,448 0 | 1,642,195,572 108,010,535 | 2.1493% 0.1414% |
| | | | 243,912,172 | 341,007,622 | 265,020,907 | 899,969,958 | 295,448 | 1,750,206,107 | 2.2907% |
| 123 | 4947 | Prosperity Life Ins Grp 60183 S USA Life Ins Co Inc | 1,422,627 | 25,189,455 | 31,443 | 0 | 0 | 26,643,525 | 0.0349% |
| | | | 1,422,627 | 25,189,455 | 31,443 | 0 | 0 | 26,643,525 | 0.0349% |
| 124 | 304 | PRUDENTIAL OF AMER GRP 68241 Prudential Ins Co Of Amer 79227 Pruco Life Ins Co 93629 Prudential Retirement Ins & Ann Co 86630 Prudential Ann Life Assur Corp | 367,765,770 569,490,460 0 144,217 | 166,520,678 260,622,899 700,990 344,116,241 | 144,756,927 0 0 0 | 62,719,252 3,938,934 362,383,035 3,632,465 | 2,560,369,322 0 1,112,317 0 | 3,302,131,949 834,052,293 364,196,342 347,892,923 | 4.3219% 1.0916% 0.4767% 0.4553% |
| | | | 937,400,447 | 771,960,808 | 144,756,927 | 432,673,686 | 2,561,481,639 | 4,848,273,507 | 6.3455% |

2020 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 |
|-------|---------|--|--------------------------------------|--|----------------------------------|-------------------------------------|--------------------------------|--|-------------------------------|
| 125 | 440 | REGAL REINS GRP 66265 Monarch Life Ins Co | 73,985 | 0 | 638,563 | 0 | 0 | 712,548 | 0.0009% |
| | | | 73,985 | 0 | 638,563 | 0 | 0 | 712,548 | 0.0009% |
| 126 | 477 | Renaissance Hlth Serv Corp Grp 61700 Renaissance Life & Hlth Ins Co of Am | 10,876 | 0 | 4,230,074 | 0 | 0 | 4,240,950 | 0.0056% |
| | | | 10,876 | 0 | 4,230,074 | 0 | 0 | 4,240,950 | 0.0056% |
| 127 | 4992 | Resolution Life US Holdings Grp 68713 Security Life Of Denver Ins Co 66109 Midwestern United Life Ins Co | 154,752,065 219,076 | 1,250 0 | 0 0 | 0 0 | 0 0 | 154,753,315 219,076 | 0.2025% 0.0003% |
| | | | 154,971,141 | 1,250 | 0 | 0 | 0 | 154,972,391 | 0.2028% |
| 128 | 4639 | RGA Inc Grp 93572 RGA Reins Co 61182 Aurora Natl Life Assur Co | 0 2,274,795 | 0 0 | 6,150,331 0 | 0 -259,487 | 0 0 | 6,150,331 2,015,308 | 0.0080% 0.0026% |
| | | | 2,274,795 | 0 | 6,150,331 | -259,487 | 0 | 8,165,639 | 0.0107% |
| 129 | 60445 | Sagicor Life Ins Co 60445 Sagicor Life Ins Co | 3,474,491 | 42,529,722 | 4,579 | 4,000,616 | 0 | 50,009,408 | 0.0655% |
| | | | 3,474,491 | 42,529,722 | 4,579 | 4,000,616 | 0 | 50,009,408 | 0.0655% |
| 130 | 431 | Sammons Enterprises Grp 66044 Midland Natl Life Ins Co 66974 North Amer Co Life & Hlth Ins 83607 Guggenheim Life & Ann Co | 347,977,246 114,873,683 21,429 | 608,280,721 252,667,511 56,298,184 | 1,204 4 760 | 1,371,053 2,109,791 1,091,959 | 0 0 0 | 957,630,224 369,650,989 57,412,332 | 1.2534% 0.4838% 0.0751% |
| | | | 462,872,358 | 917,246,416 | 1,968 | 4,572,803 | 0 | 1,384,693,545 | 1.8123% |

2020 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 | 4553 | Savings Bank Life Grp 70435 The Savings Bank Mut Life Ins Co of | 18,761,791 | 1,578,246 | 0 | 0 | 0 | 20,340,037 | 0.0266% |
| | | | 18,761,791 | 1,578,246 | 0 | 0 | 0 | 20,340,037 | 0.0266% |
| 132 | 4890 | SBL Holdings Grp 68675 Security Benefit Life Ins Co | 1,114,876 | 250,447,109 | 0 | 0 | 0 | 251,561,985 | 0.3292% |
| | | | 1,114,876 | 250,447,109 | 0 | 0 | 0 | 251,561,985 | 0.3292% |
| 133 | 68772 | Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY | 4,611,266 | 2,225 | 10,950 | 0 | 0 | 4,624,441 | 0.0061% |
| | | | 4,611,266 | 2,225 | 10,950 | 0 | 0 | 4,624,441 | 0.0061% |
| 134 | 454 | SECURITY NATL GRP 69485 Security Natl Life Ins Co | 8,300,674 | 95,645 | 1,056 | 2,362 | 0 | 8,399,737 | 0.0110% |
| | | | 8,300,674 | 95,645 | 1,056 | 2,362 | 0 | 8,399,737 | 0.0110% |
| 135 | 169 | SENTRY INS GRP 68810 Sentry Life Ins Co 71099 Parker Centennial Assur Co | 2,033,513 | 69,871,801 | 0 | 0 | 0 | 71,905,314 | 0.0941% |
| | | | 0 | 33,830 | 0 | 0 | 0 | 33,830 | 0.0000% |
| | | | 2,033,513 | 69,905,631 | 0 | 0 | 0 | 71,939,144 | 0.0942% |
| 136 | 4827 | Southland Natl Holding Grp 93777 Pavonia Life Ins Co of MI | 1,676,618 | 0 | 20,515 | 0 | 0 | 1,697,133 | 0.0022% |
| | | | 1,676,618 | 0 | 20,515 | 0 | 0 | 1,697,133 | 0.0022% |
| 137 | 176 | STATE FARM GRP 69108 State Farm Life Ins Co | 517,561,971 | 12,028,863 | 0 | 28,939 | 0 | 529,619,773 | 0.6932% |
| | | | 517,561,971 | 12,028,863 | 0 | 28,939 | 0 | 529,619,773 | 0.6932% |

2020 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 |
|-------|---------|---|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 138 | 4888 | Sterling Financial Ins Grp Inc | | | | | | | |
| | | 62952 SILAC Ins Co | 30,961 | 48,483,536 | 785,976 | 639,009 | 0 | 49,939,482 | 0.0654% |
| | | 89184 Sterling Investors Life Ins Co | 190,473 | 7,318 | 47,562 | 0 | 0 | 245,353 | 0.0003% |
| | | 91785 Sterling Nat Life Ins Co Inc | 0 | 0 | 5,850 | 0 | 0 | 5,850 | 0.0000% |
| | | | 221,434 | 48,490,854 | 839,388 | 639,009 | 0 | 50,190,685 | 0.0657% |
| 139 | 4855 | Sumitomo Life Ins Grp | | | | | | | |
| | | 68608 Symetra Life Ins Co | 110,656,733 | 474,673,342 | 61,403,189 | 11,677,097 | 0 | 658,410,361 | 0.8617% |
| | | 90581 Symetra Natl Life Ins Co | 13,604 | 0 | 0 | 0 | 0 | 13,604 | 0.0000% |
| | | | 110,670,337 | 474,673,342 | 61,403,189 | 11,677,097 | 0 | 658,423,965 | 0.8618% |
| 140 | 549 | SUN LIFE ASSUR CO OF CN GRP | | | | | | | |
| | | 80802 US Br Sun Life Assur Co of Canada | 75,618,927 | 0 | 198,771,082 | 0 | 0 | 274,390,009 | 0.3591% |
| | | 80926 Sun Life & Hlth Ins Co | 6,332,863 | 0 | 602,543 | 0 | 0 | 6,935,406 | 0.0091% |
| | | 68047 Professional Ins Co | 17,433 | 0 | 1,112,759 | 0 | 0 | 1,130,192 | 0.0015% |
| | | 64602 Independence Life & Ann Co | 0 | 0 | 56,752 | 0 | 0 | 56,752 | 0.0001% |
| | | | 81,969,223 | 0 | 200,543,136 | 0 | 0 | 282,512,359 | 0.3698% |
| 141 | 69310 | Surety Life Ins Co | | | | | | | |
| | | 69310 Surety Life Ins Co | 11,052,902 | 120,728 | 9,753 | 0 | 0 | 11,183,383 | 0.0146% |
| | | | 11,052,902 | 120,728 | 9,753 | 0 | 0 | 11,183,383 | 0.0146% |
| 142 | 181 | SWISS RE GRP | | | | | | | |
| | | 73504 Lumico Life Ins Co | 3,049,453 | 0 | 31,493 | 0 | 0 | 3,080,946 | 0.0040% |
| | | 85561 Elips Life Ins Co | 8,972 | 0 | 6,013 | 0 | 0 | 14,985 | 0.0000% |
| | | | 3,058,425 | 0 | 37,506 | 0 | 0 | 3,095,931 | 0.0041% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 143 | 1216 | TIAA FAMILY GRP | | | | | | | |
| | | 60142 TIAA Cref Life Ins Co | 24,762,389 | 16,666,759 | 203,774 | 884,995,391 | 0 | 926,628,313 | 1.2128% |
| | | 69345 Teachers Ins & Ann Assoc Of Amer | 14,155,937 | 806,169,485 | 541,968 | 27,650,928 | 0 | 848,518,318 | 1.1106% |
| | | | 38,918,326 | 822,836,244 | 745,742 | 912,646,319 | 0 | 1,775,146,631 | 2.3233% |
| 144 | 3098 | Tokio Marine Holdings Inc GRP | | | | | | | |
| | | 68381 Reliance Standard Life Ins Co | 47,554,224 | 97,424,872 | 91,355,869 | 0 | 0 | 236,334,965 | 0.3093% |
| | | 92711 HCC Life Ins Co | 579,800 | 3,600 | 98,962,359 | 0 | 0 | 99,545,759 | 0.1303% |
| | | | 48,134,024 | 97,428,472 | 190,318,228 | 0 | 0 | 335,880,724 | 0.4396% |
| 145 | 276 | Trustmark Mut Holding Co GRP | | | | | | | |
| | | 61425 Trustmark Ins Co | 53,731,903 | 3,050 | 12,673,986 | 0 | 0 | 66,408,939 | 0.0869% |
| | | 62863 Trustmark Life Ins Co | 308,134 | 0 | 4,131,017 | 0 | 0 | 4,439,151 | 0.0058% |
| | | | 54,040,037 | 3,050 | 16,805,003 | 0 | 0 | 70,848,090 | 0.0927% |
| 146 | 4877 | TWA & AMFI Corp Grp | | | | | | | |
| | | 69566 Trans World Assur Co | 1,842,813 | 135,290 | 0 | 0 | 0 | 1,978,103 | 0.0026% |
| | | 60429 American Fidelity Life Ins Co | 491,774 | 55,595 | 0 | 0 | 0 | 547,369 | 0.0007% |
| | | | 2,334,587 | 190,885 | 0 | 0 | 0 | 2,525,472 | 0.0033% |
| 147 | 11121 | Unified Life Ins Co | | | | | | | |
| | | 11121 Unified Life Ins Co | 489,223 | 2,682 | 2,774,893 | 0 | 0 | 3,266,798 | 0.0043% |
| | | | 489,223 | 2,682 | 2,774,893 | 0 | 0 | 3,266,798 | 0.0043% |
| 148 | 781 | UNION LABOR GRP | | | | | | | |
| | | 69744 Union Labor Life Ins Co | 6,781,947 | 0 | 17,662,135 | 0 | 0 | 24,444,082 | 0.0320% |
| | | | 6,781,947 | 0 | 17,662,135 | 0 | 0 | 24,444,082 | 0.0320% |

2020 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 | 2878 | United Heritage Mut Grp 63983 United Heritage Life Ins Co | 3,090,806 | 211,449 | 41,934 | 4,058 | 0 | 3,348,247 | 0.0044% |
| | | | 3,090,806 | 211,449 | 41,934 | 4,058 | 0 | 3,348,247 | 0.0044% |
| 150 | 42129 | United Security Assur Co Of PA 42129 United Security Assur Co Of PA | 0 | 0 | 15,257 | 0 | 0 | 15,257 | 0.0000% |
| | | | 0 | 0 | 15,257 | 0 | 0 | 15,257 | 0.0000% |
| 151 | 200 | UNITED SERV AUTOMOBILE ASSN GRP 69663 USAA Life Ins Co | 107,513,003 | 92,525,716 | 46,062,574 | 4,508,472 | 0 | 250,609,765 | 0.3280% |
| | | | 107,513,003 | 92,525,716 | 46,062,574 | 4,508,472 | 0 | 250,609,765 | 0.3280% |
| 152 | 707 | UNITEDHEALTH GRP | | | | | | | |
| | | 79413 UnitedHealthcare Ins Co | 9,413,880 | 0 | 3,222,328,724 | 0 | 0 | 3,231,742,604 | 4.2297% |
| | | 91529 Unimerica Ins Co | 8,057,816 | 0 | 60,741,272 | 0 | 0 | 68,799,088 | 0.0900% |
| | | 61832 Chesapeake Life Ins Co | 4,286,091 | 110,987 | 22,713,182 | 0 | 0 | 27,110,260 | 0.0355% |
| | | 62286 Golden Rule Ins Co | 752,613 | 129,923 | 4,766,262 | 0 | 0 | 5,648,798 | 0.0074% |
| | | 66087 Mid West Natl Life Ins Co Of TN | 774,398 | 53,839 | 1,033,055 | 0 | 0 | 1,861,292 | 0.0024% |
| | | 98205 Natl Foundation Life Ins Co | 21,282 | 0 | 719,915 | 0 | 0 | 741,197 | 0.0010% |
| | | 69647 Optum Ins of OH Inc | 90,093 | 351 | 0 | 0 | 0 | 90,444 | 0.0001% |
| | | | 23,396,173 | 295,100 | 3,312,302,410 | 0 | 0 | 3,335,993,683 | 4.3662% |
| 153 | 63819 | Unity Financial Life Ins Co 63819 Unity Financial Life Ins Co | 894,336 | 0 | 0 | 0 | 0 | 894,336 | 0.0012% |
| | | | 894,336 | 0 | 0 | 0 | 0 | 894,336 | 0.0012% |

2020 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 |
|-------|---------|--|--------------------------|----------------------------------|----------------------------------|-------------------------------------|--------------------------------|--|------------------------|
| 154 | 565 | UNUM GRP | | | | | | | |
| | | 62235 Unum Life Ins Co Of Amer | 134,242,155 | 3,674 | 347,287,598 | 525,618 | 0 | 482,059,045 | 0.6309% |
| | | 62049 Colonial Life & Accident Ins Co | 36,638,332 | 16,019 | 138,652,331 | 0 | 0 | 175,306,682 | 0.2294% |
| | | 68195 Provident Life & Accident Ins Co | 20,834,828 | 0 | 90,733,049 | 0 | 0 | 111,567,877 | 0.1460% |
| | | 68985 Starmount Life Ins Co | 86,865 | 0 | 22,109,985 | 0 | 0 | 22,196,850 | 0.0291% |
| | | 67598 Paul Revere Life Ins Co | 493,819 | 0 | 12,862,210 | 116,378 | 0 | 13,472,407 | 0.0176% |
| | | 67601 Unum Ins Co | 129,406 | 0 | 3,249,918 | 2,393,886 | 0 | 5,773,210 | 0.0076% |
| | | | 192,425,405 | 19,693 | 614,895,091 | 3,035,882 | 0 | 810,376,071 | 1.0606% |
| 155 | 70955 | USA Life One Ins Co Of IN | | | | | | | |
| | | 70955 USA Life One Ins Co Of IN | 529 | 0 | 0 | 0 | 0 | 529 | 0.0000% |
| | | | 529 | 0 | 0 | 0 | 0 | 529 | 0.0000% |
| 156 | 4832 | Voya Financial Grp | | | | | | | |
| | | 86509 Voya Retirement Ins & Ann Co | 7,311,779 | 1,408,847,110 | -37 | 172,025 | 318,360,028 | 1,734,690,905 | 2.2704% |
| | | 67105 Reliastar Life Ins Co | 173,990,784 | 22,557,899 | 200,842,991 | 111,713 | 0 | 397,503,387 | 0.5203% |
| | | 61360 Reliastar Life Ins Co Of NY | 2,582,512 | 2,400 | 3,115,025 | 0 | 0 | 5,699,937 | 0.0075% |
| | | | 183,885,075 | 1,431,407,409 | 203,957,979 | 283,738 | 318,360,028 | 2,137,894,229 | 2.7981% |
| 157 | 836 | WEST SOUTHERN GRP | | | | | | | |
| | | 92622 Western Southern Life Assur Co | 8,077,242 | 320,197,189 | 0 | 8,231,849 | 0 | 336,506,280 | 0.4404% |
| | | 70939 Gerber Life Ins Co | 40,291,735 | 0 | 30,912,603 | 0 | 0 | 71,204,338 | 0.0932% |
| | | 99937 Columbus Life Ins Co | 59,209,718 | 672,810 | 636 | 47,536 | 0 | 59,930,700 | 0.0784% |
| | | 65242 Lafayette Life Ins Co | 33,967,445 | 17,110,767 | 9,873 | 490,000 | 0 | 51,578,085 | 0.0675% |
| | | 74780 Integrity Life Ins Co | 13,811 | 19,097,455 | 0 | 7,536,669 | 0 | 26,647,935 | 0.0349% |
| | | 70483 Western & Southern Life Ins Co | 10,348,448 | 0 | 762,155 | 0 | 0 | 11,110,603 | 0.0145% |
| | | | 151,908,399 | 357,078,221 | 31,685,267 | 16,306,054 | 0 | 556,977,941 | 0.7290% |

2020 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 |
|--------|---------|-------------------------------------|-----------------------|-------------------------------|----------------------------|-------------------------------|-----------------------------|--|---------------------|
| 158 | 4213 | Wilton Re Grp | | | | | | | |
| | | 69396 Texas Life Ins Co | 31,731,249 | 0 | 0 | 0 | 0 | 31,731,249 | 0.0415% |
| | | 62413 Wilcac Life Ins Co | 27,313,821 | 63,469 | 1,000,116 | 884,499 | 0 | 29,261,905 | 0.0383% |
| | | 60704 Wilton Reassur Life Co of NY | 530,302 | 3,400 | 6,502 | 0 | 0 | 540,204 | 0.0007% |
| | | | 59,575,372 | 66,869 | 1,006,618 | 884,499 | 0 | 61,533,358 | 0.0805% |
| 159 | 98 | WR Berkley Corp GRP | | | | | | | |
| | | 64890 Berkley Life & Hlth Ins Co | 2,374 | 0 | 32,478,871 | 0 | 0 | 32,481,245 | 0.0425% |
| | | | 2,374 | 0 | 32,478,871 | 0 | 0 | 32,481,245 | 0.0425% |
| 160 | 212 | ZURICH INS GRP | | | | | | | |
| | | 63177 Farmers New World Life Ins Co | 331,986,016 | 6,142,531 | 5,915,155 | 7,166,785 | 0 | 351,210,487 | 0.4597% |
| | | 90557 Zurich Amer Life Ins Co | 30,307,802 | 26,198,016 | 13,476,071 | 0 | 0 | 69,981,889 | 0.0916% |
| | | 80896 Centre Life Ins Co | 0 | 0 | 1,780,433 | 0 | 0 | 1,780,433 | 0.0023% |
| | | | 362,293,818 | 32,340,547 | 21,171,659 | 7,166,785 | 0 | 422,972,809 | 0.5536% |
| Total: | | | 19,299,197,356 | 26,184,615,038 | 17,424,929,355 | 3,272,979,512 | 10,223,366,365 | 76,405,087,626 | 100.0000% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|
| 1 | 65935 | Massachusetts Mut Life Ins Co | 989,271,171 | 993,429,072 | 65,866,877 | 399,138,071 | 1,548,943,961 | 3,996,649,152 | 5.230868% |
| 2 | 68241 | Prudential Ins Co Of Amer | 367,765,770 | 166,520,678 | 144,756,927 | 62,719,252 | 2,560,369,322 | 3,302,131,949 | 4.321874% |
| 3 | 79413 | UnitedHealthcare Ins Co | 9,413,880 | 0 | 3,222,328,724 | 0 | 0 | 3,231,742,604 | 4.229748% |
| 4 | 65838 | John Hancock Life Ins Co USA | 512,189,160 | 3,860,195 | 100,512,645 | 0 | 2,007,359,289 | 2,623,921,289 | 3.434223% |
| 5 | 65676 | Lincoln Natl Life Ins Co | 739,503,591 | 1,346,983,428 | 93,105,284 | 0 | 0 | 2,179,592,303 | 2.852680% |
| 6 | 65978 | Metropolitan Life Ins Co | 894,038,332 | 34,704,140 | 887,021,469 | 29,074,167 | 333,691,636 | 2,178,529,744 | 2.851289% |
| 7 | 86231 | Transamerica Life Ins Co | 1,059,718,954 | 356,329,676 | 146,802,638 | 327,137 | 550,898,854 | 2,114,077,259 | 2.766933% |
| 8 | 60054 | Aetna Life Ins Co | 10,531,565 | 744,109 | 1,997,731,133 | 7,193,092 | 0 | 2,016,199,899 | 2.638829% |
| 9 | 66915 | New York Life Ins Co | 1,236,695,788 | 69,526,056 | 71,655,015 | 0 | 539,465,255 | 1,917,342,114 | 2.509443% |
| 10 | 91596 | New York Life Ins & Ann Corp | 366,472,589 | 1,438,232,701 | 0 | 23,191,655 | 0 | 1,827,896,945 | 2.392376% |
| 11 | 60488 | American Gen Life Ins Co | 590,252,731 | 1,150,404,948 | 5,568,912 | 35,899,788 | 0 | 1,782,126,379 | 2.332471% |
| 12 | 67369 | Cigna Hlth & Life Ins Co | 21,866 | 0 | 1,760,887,552 | 0 | 0 | 1,760,909,418 | 2.304702% |
| 13 | 86509 | Voya Retirement Ins & Ann Co | 7,311,779 | 1,408,847,110 | (37) | 172,025 | 318,360,028 | 1,734,690,905 | 2.270387% |
| 14 | 65056 | Jackson Natl Life Ins Co | 75,408,257 | 1,610,647,220 | 2,830,074 | 251,994 | 0 | 1,689,137,545 | 2.210766% |
| 15 | 61271 | Principal Life Ins Co | 135,901,637 | 341,007,622 | 265,020,907 | 899,969,958 | 295,448 | 1,642,195,572 | 2.149328% |
| 16 | 62825 | Anthem Blue Cross Life & Hlth Ins Co | 59,875,812 | | 1,580,475,368 | | | 1,640,351,180 | 2.146914% |
| 17 | 67466 | Pacific Life Ins Co | 684,278,141 | 705,516,669 | 0 | 37,125,137 | 0 | 1,426,919,947 | 1.867572% |
| 18 | 90611 | Allianz Life Ins Co Of N Amer | 254,876,825 | 1,115,250,838 | 8,671,258 | 0 | 0 | 1,378,798,921 | 1.804590% |
| 19 | 70688 | Transamerica Financial Life Ins Co | 917,941 | 591,204 | 820,718 | 0 | 1,344,654,201 | 1,346,984,064 | 1.762951% |
| 20 | 66141 | Health Net Life Ins Co | 909,708 | 0 | 1,183,294,440 | 0 | 0 | 1,184,204,148 | 1.549902% |
| 21 | 66869 | Nationwide Life Ins Co | 82,375,770 | 1,072,175,032 | 20,636,037 | 0 | 0 | 1,175,186,839 | 1.538100% |
| 22 | 61689 | Athene Ann & Life Co | 8,778,554 | 1,160,185,268 | 60,848 | 1,413,043 | 0 | 1,170,437,713 | 1.531885% |
| 23 | 62944 | Equitable Financial Life Ins Co | 204,642,717 | 910,464,426 | 2,987,449 | 0 | 37,055,641 | 1,155,150,233 | 1.511876% |
| 24 | 67091 | Northwestern Mut Life Ins Co | 837,758,009 | 79,629,683 | 97,990,064 | 1,186,031 | 0 | 1,016,563,787 | 1.330492% |
| 25 | 66044 | Midland Natl Life Ins Co | 347,977,246 | 608,280,721 | 1,204 | 1,371,053 | 0 | 957,630,224 | 1.253359% |
| 26 | 60142 | TIAA Cref Life Ins Co | 24,762,389 | 16,666,759 | 203,774 | 884,995,391 | 0 | 926,628,313 | 1.212784% |
| 27 | 68322 | Great W Life & Ann Ins Co | 52,749,184 | 768,567,183 | 4,349,842 | 86,589,723 | 0 | 912,255,932 | 1.193973% |
| 28 | 87726 | Brighthouse Life Ins Co | 216,318,925 | 679,457,261 | 10,299,727 | 0 | 28,664 | 906,104,577 | 1.185922% |
| 29 | 65528 | Life Ins Co Of The Southwest | 489,092,588 | 381,106,231 | 540 | 49,111 | 0 | 870,248,470 | 1.138993% |
| 30 | 69345 | Teachers Ins & Ann Assoc Of Amer | 14,155,937 | 806,169,485 | 541,968 | 27,650,928 | 0 | 848,518,318 | 1.110552% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|-------------|--------------|
| 31 | 79227 | Pruco Life Ins Co | 569,490,460 | 260,622,899 | 0 | 3,938,934 | 0 | 834,052,293 | 1.091619% |
| 32 | 64246 | Guardian Life Ins Co Of Amer | 298,275,375 | 721,355 | 510,091,100 | 12,562 | 0 | 809,100,392 | 1.058961% |
| 33 | 69019 | Standard Ins Co | 130,174,334 | 33,013,220 | 287,498,854 | 219,999 | 355,779,952 | 806,686,359 | 1.055802% |
| 34 | 60895 | American United Life Ins Co | 37,908,624 | 730,719,843 | 117,134 | 892,191 | 0 | 769,637,792 | 1.007312% |
| 35 | 91642 | Forethought Life Ins Co | 38,121,424 | 676,766,719 | 2,961,214 | 5,974,257 | 0 | 723,823,614 | 0.947350% |
| 36 | 66168 | Minnesota Life Ins Co | 304,724,474 | 124,220,041 | 34,767,573 | 40,869,785 | 181,567,381 | 686,149,254 | 0.898041% |
| 37 | 63274 | Fidelity & Guar Life Ins Co | 107,304,824 | 573,899,368 | 0 | 0 | 0 | 681,204,192 | 0.891569% |
| 38 | 68608 | Symetra Life Ins Co | 110,656,733 | 474,673,342 | 61,403,189 | 11,677,097 | 0 | 658,410,361 | 0.861736% |
| 39 | 65005 | RiverSource Life Ins Co | 119,925,404 | 399,148,431 | 27,054,006 | 98,000 | 0 | 546,225,841 | 0.714908% |
| 40 | 65498 | Life Ins Co Of N Amer | 254,439,212 | 0 | 276,574,591 | 0 | 0 | 531,013,803 | 0.694998% |
| 41 | 69108 | State Farm Life Ins Co | 517,561,971 | 12,028,863 | 0 | 28,939 | 0 | 529,619,773 | 0.693173% |
| 42 | 92657 | Nationwide Life & Ann Ins Co | 354,791,044 | 158,620,377 | 0 | 0 | 0 | 513,411,421 | 0.671960% |
| 43 | 62235 | Unum Life Ins Co Of Amer | 134,242,155 | 3,674 | 347,287,598 | 525,618 | 0 | 482,059,045 | 0.630925% |
| 44 | 69868 | United Of Omaha Life Ins Co | 211,818,480 | 126,733,645 | 77,590,569 | 42,285,960 | 262,642 | 458,691,296 | 0.600341% |
| 45 | 97136 | Metropolitan Tower Life Ins Co | 38,647,943 | 410,397,707 | 589,859 | 0 | 0 | 449,635,509 | 0.588489% |
| 46 | 65919 | Primerica Life Ins Co | 447,907,919 | 49,075 | 20,872 | 1,278,158 | 0 | 449,256,024 | 0.587992% |
| 47 | 68136 | Protective Life Ins Co | 186,808,745 | 231,369,126 | 274,994 | 2,108,604 | 0 | 420,561,469 | 0.550436% |
| 48 | 60380 | American Family Life Assur Co of Col | 29,020,909 | 0 | 383,004,694 | 0 | 0 | 412,025,603 | 0.539265% |
| 49 | 70815 | Hartford Life & Accident Ins Co | 162,086,328 | 0 | 239,865,870 | 0 | 0 | 401,952,198 | 0.526080% |
| 50 | 61301 | Ameritas Life Ins Corp | 81,292,986 | 192,959,560 | 110,573,130 | 14,127,579 | 0 | 398,953,255 | 0.522155% |
| 51 | 67105 | Reliastar Life Ins Co | 173,990,784 | 22,557,899 | 200,842,991 | 111,713 | 0 | 397,503,387 | 0.520258% |
| 52 | 65315 | Lincoln Life Assur Co of Boston | 121,766,496 | 96,345 | 250,811,762 | 0 | 0 | 372,674,603 | 0.487762% |
| 53 | 66974 | North Amer Co Life & Hlth Ins | 114,873,683 | 252,667,511 | 4 | 2,109,791 | 0 | 369,650,989 | 0.483804% |
| 54 | 60410 | American Fidelity Assur Co | 48,377,031 | 116,550,620 | 199,565,563 | 0 | 0 | 364,493,214 | 0.477054% |
| 55 | 93629 | Prudential Retirement Ins & Ann Co | 0 | 700,990 | 0 | 362,383,035 | 1,112,317 | 364,196,342 | 0.476665% |
| 56 | 63177 | Farmers New World Life Ins Co | 331,986,016 | 6,142,531 | 5,915,155 | 7,166,785 | 0 | 351,210,487 | 0.459669% |
| 57 | 86630 | Prudential Ann Life Assur Corp | 144,217 | 344,116,241 | 0 | 3,632,465 | 0 | 347,892,923 | 0.455327% |
| 58 | 63312 | Great Amer Life Ins Co | 5,759,772 | 340,169,667 | 5,590 | 136,649 | 0 | 346,071,678 | 0.452943% |
| 59 | 70238 | Variable Ann Life Ins Co | 0 | 285,369,526 | 0 | 55,189,618 | 0 | 340,559,144 | 0.445728% |
| 60 | 71854 | AAA Life Ins Co | 293,603,044 | 31,337,895 | 15,481,376 | 110,192 | 0 | 340,532,507 | 0.445693% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|-------------|--------------|
| 61 | 92622 | Western Southern Life Assur Co | 8,077,242 | 320,197,189 | 0 | 8,231,849 | 0 | 336,506,280 | 0.440424% |
| 62 | 70025 | Genworth Life Ins Co | 29,978,007 | 284,200 | 301,936,322 | 0 | 0 | 332,198,529 | 0.434786% |
| 63 | 88072 | Talcott Resolution Life Ins Co | 3,295,699 | 12,177,140 | 1,040,516 | 136,199,317 | 136,841,206 | 289,553,878 | 0.378972% |
| 64 | 80802 | US Br Sun Life Assur Co of Canada | 75,618,927 | 0 | 198,771,082 | 0 | 0 | 274,390,009 | 0.359125% |
| 65 | 61557 | Blue Shield of CA Life & Hlth Ins Co | 10,696,016 | 0 | 241,257,797 | 0 | 0 | 251,953,813 | 0.329761% |
| 66 | 68675 | Security Benefit Life Ins Co | 1,114,876 | 250,447,109 | 0 | 0 | 0 | 251,561,985 | 0.329248% |
| 67 | 69663 | USAA Life Ins Co | 107,513,003 | 92,525,716 | 46,062,574 | 4,508,472 | 0 | 250,609,765 | 0.328001% |
| 68 | 68381 | Reliance Standard Life Ins Co | 47,554,224 | 97,424,872 | 91,355,869 | 0 | 0 | 236,334,965 | 0.309318% |
| 69 | 94250 | Banner Life Ins Co | 128,512,022 | 100,735,940 | 841,189 | 250,054 | 0 | 230,339,205 | 0.301471% |
| 70 | 88668 | Mutual Of Amer Life Ins Co | 324,899 | 1,753,392 | 97,087 | 0 | 223,903,460 | 226,078,838 | 0.295895% |
| 71 | 68802 | Sentinel Security Life Ins Co | 2,182,976 | 223,433,680 | 144,850 | 0 | 0 | 225,761,506 | 0.295480% |
| 72 | 62200 | Accordia Life & Ann Co | 203,371,352 | 0 | 0 | 0 | 0 | 203,371,352 | 0.266175% |
| 73 | 60739 | American Natl Ins Co | 90,368,638 | 102,257,464 | 879,162 | 7,863,353 | 0 | 201,368,617 | 0.263554% |
| 74 | 79065 | Delaware Life Ins Co | 3,148,881 | 194,454,394 | 0 | 0 | 0 | 197,603,275 | 0.258626% |
| 75 | 93742 | Securian Life Ins Co | 162,244,978 | 723,493 | 10,480,167 | 7,451,510 | 0 | 180,900,148 | 0.236765% |
| 76 | 62049 | Colonial Life & Accident Ins Co | 36,638,332 | 16,019 | 138,652,331 | 0 | 0 | 175,306,682 | 0.229444% |
| 77 | 65595 | Lincoln Benefit Life Co | 153,951,405 | 3,789,897 | 8,964,582 | 4,209,121 | 0 | 170,915,005 | 0.223696% |
| 78 | 93696 | Fidelity Investments Life Ins Co | 1,842,632 | 165,001,527 | 0 | 0 | 0 | 166,844,159 | 0.218368% |
| 79 | 62626 | CMFG Life Ins Co | 37,701,656 | 5,184,590 | 40,069,968 | 499,296 | 74,502,266 | 157,957,776 | 0.206737% |
| 80 | 81264 | Nippon Life Ins Co Of Amer | 629,187 | 0 | 155,201,603 | 0 | 0 | 155,830,790 | 0.203953% |
| 81 | 68713 | Security Life Of Denver Ins Co | 154,752,065 | 1,250 | 0 | 0 | 0 | 154,753,315 | 0.202543% |
| 82 | 67644 | Penn Mut Life Ins Co | 124,896,139 | 23,354,253 | 393,782 | 3,005,317 | 0 | 151,649,491 | 0.198481% |
| 83 | 60232 | Lombard Intl Life Assur Co | 68,678 | 145,711,928 | 0 | 0 | 0 | 145,780,606 | 0.190800% |
| 84 | 62510 | Equitrust Life Ins Co | 1,334,599 | 134,162,845 | 0 | 5,564,241 | 0 | 141,061,685 | 0.184623% |
| 85 | 60577 | American Income Life Ins Co | 131,720,813 | 0 | 9,222,657 | 0 | 0 | 140,943,470 | 0.184469% |
| 86 | 66583 | National Guardian Life Ins Co | 80,537,791 | 3,310,384 | 52,040,606 | 2,011,974 | 0 | 137,900,755 | 0.180486% |
| 87 | 69116 | State Life Ins Co | 98,933,059 | 29,460,797 | 3,010,667 | 646,025 | 0 | 132,050,548 | 0.172830% |
| 88 | 64017 | Jefferson Natl Life Ins Co | 1,012,748 | 127,579,700 | 8,050 | 1,177,939 | 0 | 129,778,437 | 0.169856% |
| 89 | 67989 | American Memorial Life Ins Co | 128,183,848 | 353,768 | 0 | 0 | 0 | 128,537,616 | 0.168232% |
| 90 | 65536 | Genworth Life & Ann Ins Co | 123,550,522 | 1,467,091 | 990,690 | 0 | 0 | 126,008,303 | 0.164921% |

2020 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 | 92738 | American Equity Invest Life Ins Co | 13,694 | 123,598,227 | 0 | 520,896 | 0 | 124,132,817 | 0.162467% |
| 92 | 68195 | Provident Life & Accident Ins Co | 20,834,828 | 0 | 90,733,049 | 0 | 0 | 111,567,877 | 0.146022% |
| 93 | 71153 | Talcott Resolution Life & Ann Ins Co | 94,042,983 | 14,445,750 | 7,652 | 0 | 2,698,010 | 111,194,395 | 0.145533% |
| 94 | 93432 | CM Life Ins Co | 20,439,183 | 90,701,365 | 0 | 0 | 0 | 111,140,548 | 0.145462% |
| 95 | 61263 | Bankers Life & Cas Co | 34,885,996 | 37,054,213 | 37,710,589 | 0 | 0 | 109,650,798 | 0.143512% |
| 96 | 71161 | Principal Natl Life Ins Co | 108,010,535 | 0 | 0 | 0 | 0 | 108,010,535 | 0.141366% |
| 97 | 65927 | Lincoln Heritage Life Ins Co | 104,801,182 | 3,025 | 198,498 | 0 | 0 | 105,002,705 | 0.137429% |
| 98 | 78077 | Equitable Financial Life Ins Co of A | 90,274,175 | 968,489 | 9,095,557 | 0 | 0 | 100,338,221 | 0.131324% |
| 99 | 92711 | HCC Life Ins Co | 579,800 | 3,600 | 98,962,359 | 0 | 0 | 99,545,759 | 0.130287% |
| 100 | 61999 | Americo Fin Life & Ann Ins Co | 23,416,122 | 75,745,926 | 141,340 | 220,338 | 0 | 99,523,726 | 0.130258% |
| 101 | 71412 | Mutual Of Omaha Ins Co | 0 | 0 | 87,602,958 | 0 | 0 | 87,602,958 | 0.114656% |
| 102 | 64238 | Guaranty Income Life Ins Co | 5,323 | 77,603,665 | 210,876 | 83,112 | 0 | 77,902,976 | 0.101960% |
| 103 | 68810 | Sentry Life Ins Co | 2,033,513 | 69,871,801 | 0 | 0 | 0 | 71,905,314 | 0.094111% |
| 104 | 70939 | Gerber Life Ins Co | 40,291,735 | 0 | 30,912,603 | 0 | 0 | 71,204,338 | 0.093193% |
| 105 | 90557 | Zurich Amer Life Ins Co | 30,307,802 | 26,198,016 | 13,476,071 | 0 | 0 | 69,981,889 | 0.091593% |
| 106 | 91529 | Unimerica Ins Co | 8,057,816 | 0 | 60,741,272 | 0 | 0 | 68,799,088 | 0.090045% |
| 107 | 61069 | Anthem Life Ins Co | 5,092,657 | 0 | 62,920,881 | 0 | 0 | 68,013,538 | 0.089017% |
| 108 | 61425 | Trustmark Ins Co | 53,731,903 | 3,050 | 12,673,986 | 0 | 0 | 66,408,939 | 0.086917% |
| 109 | 70335 | West Coast Life Ins Co | 65,653,523 | 106,189 | 504 | 0 | 0 | 65,760,216 | 0.086068% |
| 110 | 71870 | Fidelity Security Life Ins Co | 4,025,871 | 132,177 | 60,233,436 | 0 | 0 | 64,391,484 | 0.084276% |
| 111 | 71730 | Continental Amer Ins Co | 1,498,263 | 0 | 61,645,605 | 0 | 0 | 63,143,868 | 0.082644% |
| 112 | 99937 | Columbus Life Ins Co | 59,209,718 | 672,810 | 636 | 47,536 | 0 | 59,930,700 | 0.078438% |
| 113 | 91472 | Globe Life & Accident Ins Co | 55,255,161 | 0 | 3,189,587 | 0 | 0 | 58,444,748 | 0.076493% |
| 114 | 67172 | Ohio Natl Life Ins Co | 46,562,421 | 4,335,107 | 654,034 | 667,768 | 5,354,179 | 57,573,509 | 0.075353% |
| 115 | 83607 | Guggenheim Life & Ann Co | 21,429 | 56,298,184 | 760 | 1,091,959 | 0 | 57,412,332 | 0.075142% |
| 116 | 60534 | American Heritage Life Ins Co | 5,267,570 | 6,900 | 51,737,853 | 0 | 0 | 57,012,323 | 0.074618% |
| 117 | 93734 | Nassau Life & Ann Co | 756,986 | 53,698,591 | 2,246,290 | 0 | 0 | 56,701,867 | 0.074212% |
| 118 | 76112 | Oxford Life Ins Co | 3,196,529 | 52,376,302 | 348,780 | 0 | 0 | 55,921,611 | 0.073191% |
| 119 | 86126 | Members Life Ins Co | 78,068 | 55,606,772 | 0 | 11,517 | 0 | 55,696,357 | 0.072896% |
| 120 | 93262 | Penn Ins & Ann Co | 54,871,637 | 405,878 | 0 | 0 | 0 | 55,277,515 | 0.072348% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|-------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|------------|--------------|
| 121 | 71714 | Berkshire Life Ins Co of Amer | 488,572 | 0 | 54,553,409 | 0 | 0 | 55,041,981 | 0.072040% |
| 122 | 60186 | Allstate Life Ins Co | 47,285,948 | 2,547,120 | 1,956,382 | 0 | 0 | 51,789,450 | 0.067783% |
| 123 | 65242 | Lafayette Life Ins Co | 33,967,445 | 17,110,767 | 9,873 | 490,000 | 0 | 51,578,085 | 0.067506% |
| 124 | 60445 | Sagikor Life Ins Co | 3,474,491 | 42,529,722 | 4,579 | 4,000,616 | 0 | 50,009,408 | 0.065453% |
| 125 | 62952 | SILAC Ins Co | 30,961 | 48,483,536 | 785,976 | 639,009 | 0 | 49,939,482 | 0.065361% |
| 126 | 62146 | Combined Ins Co Of Amer | 5,670,031 | 0 | 42,779,439 | 0 | 0 | 48,449,470 | 0.063411% |
| 127 | 62065 | Colonial Penn Life Ins Co | 24,250,336 | 0 | 23,677,627 | 0 | 0 | 47,927,963 | 0.062729% |
| 128 | 71390 | Puritan Life Ins Co of Amer | 435,610 | 47,133,939 | 45,567 | 0 | 0 | 47,615,116 | 0.062319% |
| 129 | 70866 | Allstate Assur Co | 47,184,529 | 0 | 0 | 0 | 0 | 47,184,529 | 0.061756% |
| 130 | 92444 | Companion Life Ins Co of CA | 1,041 | 14,000 | 30,483,632 | 14,100,763 | 0 | 44,599,436 | 0.058372% |
| 131 | 69000 | Northwestern Long Term Care Ins Co | 0 | 0 | 44,422,912 | 0 | 0 | 44,422,912 | 0.058141% |
| 132 | 66850 | National Western Life Ins Co | 20,491,682 | 22,486,934 | 0 | 266,446 | 0 | 43,245,062 | 0.056600% |
| 133 | 92916 | United Amer Ins Co | 479,122 | 370,918 | 42,225,812 | 0 | 0 | 43,075,852 | 0.056378% |
| 134 | 65722 | Loyal Amer Life Ins Co | 136,650 | 841 | 40,223,856 | 1,267 | 0 | 40,362,614 | 0.052827% |
| 135 | 89206 | Ohio Natl Life Assur Corp | 39,145,593 | 0 | 958,917 | 0 | 0 | 40,104,510 | 0.052489% |
| 136 | 87963 | National Teachers Assoc Life Ins Co | 428,026 | 0 | 37,597,890 | 0 | 0 | 38,025,916 | 0.049769% |
| 137 | 66680 | National Life Ins Co | 32,547,461 | 80,159 | 1,326,683 | 0 | 0 | 33,954,303 | 0.044440% |
| 138 | 64890 | Berkley Life & Hlth Ins Co | 2,374 | 0 | 32,478,871 | 0 | 0 | 32,481,245 | 0.042512% |
| 139 | 69396 | Texas Life Ins Co | 31,731,249 | 0 | 0 | 0 | 0 | 31,731,249 | 0.041530% |
| 140 | 64505 | Homesteaders Life Co | 30,490,194 | 319,759 | 0 | 0 | 0 | 30,809,953 | 0.040324% |
| 141 | 93440 | HM Life Ins Co | (615) | 0 | 30,600,225 | 0 | 0 | 30,599,610 | 0.040049% |
| 142 | 64513 | Horace Mann Life Ins Co | 6,115,871 | 23,667,015 | 8,799 | 0 | 0 | 29,791,685 | 0.038992% |
| 143 | 62413 | Wilcac Life Ins Co | 27,313,821 | 63,469 | 1,000,116 | 884,499 | 0 | 29,261,905 | 0.038298% |
| 144 | 70319 | Washington Natl Ins Co | 6,873,648 | 764,676 | 21,418,914 | 0 | 0 | 29,057,238 | 0.038031% |
| 145 | 67539 | Pan Amer Life Ins Co | 308,844 | 15,480 | 28,541,100 | 0 | 0 | 28,865,424 | 0.037779% |
| 146 | 71480 | Great Western Ins Co | 27,469,859 | 717,635 | 0 | 0 | 0 | 28,187,494 | 0.036892% |
| 147 | 61832 | Chesapeake Life Ins Co | 4,286,091 | 110,987 | 22,713,182 | 0 | 0 | 27,110,260 | 0.035482% |
| 148 | 74780 | Integrity Life Ins Co | 13,811 | 19,097,455 | 0 | 7,536,669 | 0 | 26,647,935 | 0.034877% |
| 149 | 60183 | S USA Life Ins Co Inc | 1,422,627 | 25,189,455 | 31,443 | 0 | 0 | 26,643,525 | 0.034871% |
| 150 | 93548 | PHL Variable Ins Co | 26,212,807 | 105,513 | 0 | 0 | 0 | 26,318,320 | 0.034446% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|------------|--------------|
| 151 | 66427 | Mutual Trust Life Ins Co a Pan Amer | 26,081,637 | 37,833 | 11,265 | 0 | 0 | 26,130,735 | 0.034200% |
| 152 | 62308 | Connecticut Gen Life Ins Co | 26,095,966 | 7,625 | (834,922) | 644,970 | 0 | 25,913,639 | 0.033916% |
| 153 | 78778 | Guardian Ins & Ann Co Inc | 2,084,321 | 22,934,537 | 0 | 145,882 | 221,000 | 25,385,740 | 0.033225% |
| 154 | 68543 | Liberty Bankers Life Ins Co | 1,247,917 | 22,640,684 | 2,771 | 958,381 | 0 | 24,849,753 | 0.032524% |
| 155 | 69744 | Union Labor Life Ins Co | 6,781,947 | 0 | 17,662,135 | 0 | 0 | 24,444,082 | 0.031993% |
| 156 | 68985 | Starmount Life Ins Co | 86,865 | 0 | 22,109,985 | 0 | 0 | 22,196,850 | 0.029052% |
| 157 | 71439 | Assurity Life Ins Co | 15,133,745 | 189,171 | 6,384,734 | 35,000 | 0 | 21,742,650 | 0.028457% |
| 158 | 65129 | Kansas City Life Ins Co | 16,310,298 | 1,744,224 | 1,909,423 | 613,669 | 0 | 20,577,614 | 0.026932% |
| 159 | 70435 | The Savings Bank Mut Life Ins Co of | 18,761,791 | 1,578,246 | 0 | 0 | 0 | 20,340,037 | 0.026621% |
| 160 | 91693 | IA Amer Life Ins Co | 18,611,786 | 1,226,150 | 7,756 | 0 | 0 | 19,845,692 | 0.025974% |
| 161 | 67814 | Nassau Life Ins Co | 19,018,953 | 137,968 | 58,598 | 0 | 0 | 19,215,519 | 0.025150% |
| 162 | 69930 | United Ins Co Of Amer | 18,599,984 | 0 | 577,424 | 0 | 0 | 19,177,408 | 0.025100% |
| 163 | 93661 | Annuity Investors Life Ins Co | 0 | 19,095,163 | 0 | 0 | 0 | 19,095,163 | 0.024992% |
| 164 | 80985 | 4 Ever Life Ins Co | 465,799 | 0 | 17,956,844 | (3,850) | 0 | 18,418,793 | 0.024107% |
| 165 | 82538 | National Hlth Ins Co | 26,019 | 0 | 16,943,895 | 0 | 0 | 16,969,914 | 0.022210% |
| 166 | 72125 | Physicians Life Ins Co | 15,644,161 | 191,496 | 458,447 | 35,973 | 0 | 16,330,077 | 0.021373% |
| 167 | 68500 | Continental Life Ins Co Brentwood | 4,701 | 0 | 15,944,612 | 0 | 0 | 15,949,313 | 0.020875% |
| 168 | 67652 | First Penn Pacific Life Ins Co | 15,646,093 | 62,168 | 3,902 | 0 | 0 | 15,712,163 | 0.020564% |
| 169 | 63258 | Federated Life Ins Co | 12,439,512 | 818,850 | 2,206,701 | 0 | 0 | 15,465,063 | 0.020241% |
| 170 | 63290 | Fidelity Life Assn A Legal Reserve L | 14,239,173 | 0 | 23,015 | 0 | 0 | 14,262,188 | 0.018667% |
| 171 | 68594 | American Amicable Life Ins Co Of TX | 13,415,764 | 723,115 | 0 | 0 | 0 | 14,138,879 | 0.018505% |
| 172 | 67598 | Paul Revere Life Ins Co | 493,819 | 0 | 12,862,210 | 116,378 | 0 | 13,472,407 | 0.017633% |
| 173 | 70408 | Union Security Ins Co | 7,337,370 | 679,118 | 5,260,691 | 0 | 0 | 13,277,179 | 0.017377% |
| 174 | 84824 | Commonwealth Ann & Life Ins Co | 2,707,126 | 9,966,963 | 1,824 | 0 | 0 | 12,675,913 | 0.016590% |
| 175 | 61883 | ManhattanLife Assur Co of Amer | 512,019 | 0 | 11,760,392 | 0 | 0 | 12,272,411 | 0.016062% |
| 176 | 71773 | American Natl Life Ins Co Of TX | 136,831 | 0 | 11,975,367 | 0 | 0 | 12,112,198 | 0.015853% |
| 177 | 64343 | Pacific Guardian Life Ins Co Ltd | 10,412,395 | 148 | 237 | 1,238,291 | 0 | 11,651,071 | 0.015249% |
| 178 | 72850 | United World Life Ins Co | 80,400 | 0 | 11,260,024 | 0 | 0 | 11,340,424 | 0.014842% |
| 179 | 69310 | Surety Life Ins Co | 11,052,902 | 120,728 | 9,753 | 0 | 0 | 11,183,383 | 0.014637% |
| 180 | 70483 | Western & Southern Life Ins Co | 10,348,448 | 0 | 762,155 | 0 | 0 | 11,110,603 | 0.014542% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|------------|--------------|
| 181 | 66370 | Mony Life Ins Co | 9,073,355 | 28,600 | 1,387,622 | 0 | 0 | 10,489,577 | 0.013729% |
| 182 | 91626 | New England Life Ins Co | 10,107,557 | 284,520 | 29,950 | 0 | 0 | 10,422,027 | 0.013640% |
| 183 | 80942 | Venerable Ins & Ann Co | 1,522,562 | 7,870,160 | 239 | 0 | 0 | 9,392,961 | 0.012294% |
| 184 | 76236 | The Cincinnati Life Ins Co | 8,499,398 | 56,717 | 15,164 | 0 | 0 | 8,571,279 | 0.011218% |
| 185 | 69485 | Security Natl Life Ins Co | 8,300,674 | 95,645 | 1,056 | 2,362 | 0 | 8,399,737 | 0.010994% |
| 186 | 86355 | Standard Life & Accident Ins Co | 796,477 | 5,950 | 7,542,156 | 0 | 0 | 8,344,583 | 0.010922% |
| 187 | 77968 | Family Heritage Life Ins Co Of Amer | 57,162 | 0 | 7,528,567 | 0 | 0 | 7,585,729 | 0.009928% |
| 188 | 81779 | Individual Assur Co Life Hlth & Acc | 0 | 0 | 7,464,407 | 0 | 0 | 7,464,407 | 0.009770% |
| 189 | 77879 | 5 Star Life Ins Co | 7,168,413 | 0 | 11,774 | 0 | 0 | 7,180,187 | 0.009398% |
| 190 | 60518 | American Hlth & Life Ins Co | 4,306,564 | 0 | 2,731,273 | 24,828 | 0 | 7,062,665 | 0.009244% |
| 191 | 77720 | LifeSecure Ins Co | 310,404 | 84,360 | 6,615,716 | 0 | 0 | 7,010,480 | 0.009175% |
| 192 | 80926 | Sun Life & Hlth Ins Co | 6,332,863 | 0 | 602,543 | 0 | 0 | 6,935,406 | 0.009077% |
| 193 | 80659 | US Business of Canada Life Assur Co | 6,122,938 | 72,727 | 511,916 | 0 | 0 | 6,707,581 | 0.008779% |
| 194 | 72222 | Amica Life Ins Co | 6,076,449 | 540,745 | 0 | 0 | 0 | 6,617,194 | 0.008661% |
| 195 | 65870 | Manhattan Life Ins Co | 1,050,745 | 5,251,001 | 222,052 | 0 | 0 | 6,523,798 | 0.008538% |
| 196 | 60216 | Amalgamated Life Ins Co | 222,022 | 0 | 6,167,632 | 0 | 0 | 6,389,654 | 0.008363% |
| 197 | 69973 | United Life Ins Co | 426,700 | 5,810,008 | 0 | 0 | 0 | 6,236,708 | 0.008163% |
| 198 | 93572 | RGA Reins Co | 0 | 0 | 6,150,331 | 0 | 0 | 6,150,331 | 0.008050% |
| 199 | 76023 | Columbian Life Ins Co | 6,048,315 | 450 | 0 | 0 | 0 | 6,048,765 | 0.007917% |
| 200 | 69515 | Medamerica Ins Co | 0 | 0 | 6,029,533 | 0 | 0 | 6,029,533 | 0.007892% |
| 201 | 65331 | Liberty Natl Life Ins Co | 5,713,249 | 837 | 192,959 | 0 | 0 | 5,907,045 | 0.007731% |
| 202 | 80314 | Unicare Life & Hlth Ins Co | 3,800,836 | 0 | 2,049,631 | 0 | 0 | 5,850,467 | 0.007657% |
| 203 | 14406 | Industrial Alliance Ins & Fin Serv I | 3,779,210 | 1,998,655 | 0 | 0 | 0 | 5,777,865 | 0.007562% |
| 204 | 67601 | Unum Ins Co | 129,406 | 0 | 3,249,918 | 2,393,886 | 0 | 5,773,210 | 0.007556% |
| 205 | 61360 | Reliastar Life Ins Co Of NY | 2,582,512 | 2,400 | 3,115,025 | 0 | 0 | 5,699,937 | 0.007460% |
| 206 | 62286 | Golden Rule Ins Co | 752,613 | 129,923 | 4,766,262 | 0 | 0 | 5,648,798 | 0.007393% |
| 207 | 84530 | US Financial Life Ins Co | 5,557,775 | 0 | 0 | 0 | 0 | 5,557,775 | 0.007274% |
| 208 | 67148 | Occidental Life Ins Co Of NC | 4,076,120 | 1,390,433 | 0 | 0 | 0 | 5,466,553 | 0.007155% |
| 209 | 13183 | Eagle Life Ins Co | 0 | 5,443,683 | 0 | 0 | 0 | 5,443,683 | 0.007125% |
| 210 | 65781 | Madison Natl Life Ins Co Inc | 470,936 | 548,787 | 4,320,814 | 0 | 0 | 5,340,537 | 0.006990% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|-----------|--------------|
| 211 | 61395 | Beneficial Life Ins Co | 4,951,323 | 205,318 | 37 | 88 | 0 | 5,156,766 | 0.006749% |
| 212 | 67199 | Old Amer Ins Co | 4,818,242 | 0 | 32,158 | 0 | 0 | 4,850,400 | 0.006348% |
| 213 | 70106 | United States Life Ins Co in the Cit | 2,525,529 | 770,734 | 1,430,292 | 0 | 0 | 4,726,555 | 0.006186% |
| 214 | 68772 | Security Mut Life Ins Co Of NY | 4,611,266 | 2,225 | 10,950 | 0 | 0 | 4,624,441 | 0.006053% |
| 215 | 61476 | Boston Mut Life Ins Co | 2,635,565 | 0 | 1,936,912 | 0 | 0 | 4,572,477 | 0.005985% |
| 216 | 62863 | Trustmark Life Ins Co | 308,134 | 0 | 4,131,017 | 0 | 0 | 4,439,151 | 0.005810% |
| 217 | 64211 | Guarantee Trust Life Ins Co | 1,912,831 | 8,413 | 2,422,847 | 1,752 | 0 | 4,345,843 | 0.005688% |
| 218 | 61700 | Renaissance Life & Hlth Ins Co of Am | 10,876 | 0 | 4,230,074 | 0 | 0 | 4,240,950 | 0.005551% |
| 219 | 84174 | ELCO Mut Life & Ann | 11,670 | 3,629,642 | 0 | 536,418 | 0 | 4,177,730 | 0.005468% |
| 220 | 69892 | United Farm Family Life Ins Co | 4,053,570 | 25 | 0 | 0 | 0 | 4,053,595 | 0.005305% |
| 221 | 78662 | Senior Life Ins Co | 4,041,072 | 0 | 0 | 0 | 0 | 4,041,072 | 0.005289% |
| 222 | 61492 | Athene Annuity & Life Assur Co | 3,189,202 | 138,093 | 708,077 | 0 | 0 | 4,035,372 | 0.005282% |
| 223 | 67911 | Pioneer Mut Life Ins Co | 4,010,956 | 18,027 | 0 | 0 | 0 | 4,028,983 | 0.005273% |
| 224 | 61212 | Baltimore Life Ins Co | 3,048,964 | 0 | 5,736 | 771,570 | 0 | 3,826,270 | 0.005008% |
| 225 | 81353 | NYLife Ins Co Of AZ | 3,811,275 | 0 | 0 | 0 | 0 | 3,811,275 | 0.004988% |
| 226 | 69272 | Sunset Life Ins Co Of Amer | 3,308,638 | 448,992 | 0 | 80 | 0 | 3,757,710 | 0.004918% |
| 227 | 71404 | Continental Gen Ins Co | 159,462 | 543,432 | 3,049,898 | 0 | 0 | 3,752,792 | 0.004912% |
| 228 | 90212 | Great Southern Life Ins Co | 3,325,590 | 282,938 | 110,125 | 32,893 | 0 | 3,751,546 | 0.004910% |
| 229 | 62057 | Lincoln Life & Ann Co of NY | 1,250,338 | 1,938,858 | 546,335 | 0 | 0 | 3,735,531 | 0.004889% |
| 230 | 70416 | MML Bay State Life Ins Co | 3,571,409 | 0 | 0 | 0 | 0 | 3,571,409 | 0.004674% |
| 231 | 63967 | Government Personnel Mut Life Ins Co | 3,475,101 | 15,326 | 42,963 | 0 | 0 | 3,533,390 | 0.004625% |
| 232 | 71129 | Dearborn Life Ins Co | 1,228,829 | 0 | 2,045,240 | 202,149 | 0 | 3,476,218 | 0.004550% |
| 233 | 63983 | United Heritage Life Ins Co | 3,090,806 | 211,449 | 41,934 | 4,058 | 0 | 3,348,247 | 0.004382% |
| 234 | 85189 | Western United Life Assur Co | 243 | 3,303,576 | 40,733 | 0 | 0 | 3,344,552 | 0.004377% |
| 235 | 90638 | Best Life & Hlth Ins Co | 212,462 | 0 | 3,096,664 | 0 | 0 | 3,309,126 | 0.004331% |
| 236 | 11121 | Unified Life Ins Co | 489,223 | 2,682 | 2,774,893 | 0 | 0 | 3,266,798 | 0.004276% |
| 237 | 73504 | Lumico Life Ins Co | 3,049,453 | 0 | 31,493 | 0 | 0 | 3,080,946 | 0.004032% |
| 238 | 67873 | Pioneer Amer Ins Co | 2,586,787 | 23,493 | 0 | 0 | 0 | 2,610,280 | 0.003416% |
| 239 | 61875 | Church Life Ins Corp | 1,621,213 | 882,207 | 0 | 80,163 | 0 | 2,583,583 | 0.003381% |
| 240 | 67784 | Philadelphia Amer Life Ins Co | 0 | 0 | 2,543,623 | 0 | 0 | 2,543,623 | 0.003329% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|-----------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|-----------|--------------|
| 241 | 62596 | Union Fidelity Life Ins Co | 735,043 | 0 | 1,753,749 | 0 | 0 | 2,488,792 | 0.003257% |
| 242 | 63053 | Family Life Ins Co | 1,948,366 | 1,650 | 533,582 | 0 | 0 | 2,483,598 | 0.003251% |
| 243 | 63223 | Federal Life Ins Co | 1,755,491 | 710,029 | 14,329 | 0 | 0 | 2,479,849 | 0.003246% |
| 244 | 93459 | Pan Amer Assur Co | 2,308,158 | 0 | 0 | 0 | 0 | 2,308,158 | 0.003021% |
| 245 | 67180 | Ohio State Life Ins Co | 2,096,675 | 847 | 0 | 322 | 0 | 2,097,844 | 0.002746% |
| 246 | 61182 | Aurora Natl Life Assur Co | 2,274,795 | 0 | 0 | (259,487) | 0 | 2,015,308 | 0.002638% |
| 247 | 69566 | Trans World Assur Co | 1,842,813 | 135,290 | 0 | 0 | 0 | 1,978,103 | 0.002589% |
| 248 | 60399 | American Family Life Ins Co | 1,857,590 | 4,200 | 0 | 0 | 0 | 1,861,790 | 0.002437% |
| 249 | 66087 | Mid West Natl Life Ins Co Of TN | 774,398 | 53,839 | 1,033,055 | 0 | 0 | 1,861,292 | 0.002436% |
| 250 | 80896 | Centre Life Ins Co | 0 | 0 | 1,780,433 | 0 | 0 | 1,780,433 | 0.002330% |
| 251 | 93777 | Pavonia Life Ins Co of MI | 1,676,618 | 0 | 20,515 | 0 | 0 | 1,697,133 | 0.002221% |
| 252 | 90328 | First Hlth Life & Hlth Ins Co | 1,845 | 0 | 1,687,070 | 0 | 0 | 1,688,915 | 0.002210% |
| 253 | 67083 | Manhattan Natl Life Ins Co | 1,573,056 | 2,046 | 0 | 0 | 0 | 1,575,102 | 0.002062% |
| 254 | 64580 | Illinois Mut Life Ins Co | 1,379,857 | 0 | 138,653 | 0 | 0 | 1,518,510 | 0.001987% |
| 255 | 93610 | John Hancock Life & Hlth Ins Co | 49,269 | 0 | 1,413,984 | 0 | 0 | 1,463,253 | 0.001915% |
| 256 | 84522 | Auto Club Life Ins Co | 1,162,023 | 289,278 | 6,999 | 0 | 0 | 1,458,300 | 0.001909% |
| 257 | 62880 | Equitable Financial Life & Ann Co | 1,377,623 | 0 | 0 | 0 | 0 | 1,377,623 | 0.001803% |
| 258 | 67059 | GPM Hlth & Life Ins Co | 1,219,582 | 84,815 | 48,155 | 0 | 0 | 1,352,552 | 0.001770% |
| 259 | 63657 | Garden State Life Ins Co | 1,228,972 | 0 | 99,942 | 0 | 0 | 1,328,914 | 0.001739% |
| 260 | 61409 | National Benefit Life Ins Co | 1,214,463 | 0 | 62,203 | 337 | 0 | 1,277,003 | 0.001671% |
| 261 | 67261 | Old Republic Life Ins Co | 1,184,875 | 0 | 936 | 0 | 0 | 1,185,811 | 0.001552% |
| 262 | 68047 | Professional Ins Co | 17,433 | 0 | 1,112,759 | 0 | 0 | 1,130,192 | 0.001479% |
| 263 | 63487 | Investors Life Ins Co N Amer | 1,107,311 | 0 | 0 | 0 | 0 | 1,107,311 | 0.001449% |
| 264 | 69922 | United Home Life Ins Co | 1,092,214 | 0 | 6,744 | 0 | 0 | 1,098,958 | 0.001438% |
| 265 | 99724 | LifeShield Natl Ins Co | 151,837 | 0 | 888,720 | 0 | 0 | 1,040,557 | 0.001362% |
| 266 | 13100 | Omaha Ins Co | 0 | 0 | 1,012,539 | 0 | 0 | 1,012,539 | 0.001325% |
| 267 | 60801 | American Public Life Ins Co | 13,493 | 0 | 994,768 | 0 | 0 | 1,008,261 | 0.001320% |
| 268 | 99775 | Funeral Directors Life Ins Co | 665,491 | 332,004 | 0 | 0 | 0 | 997,495 | 0.001306% |
| 269 | 62928 | EMC Natl Life Co | 742,395 | 218,315 | 705 | 6,703 | 0 | 968,118 | 0.001267% |
| 270 | 65080 | John Alden Life Ins Co | 650,166 | 0 | 290,729 | 0 | 0 | 940,895 | 0.001231% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------|--------------|
| 271 | 63819 | Unity Financial Life Ins Co | 894,336 | 0 | 0 | 0 | 0 | 894,336 | 0.001171% |
| 272 | 98205 | Natl Foundation Life Ins Co | 21,282 | 0 | 719,915 | 0 | 0 | 741,197 | 0.000970% |
| 273 | 66265 | Monarch Life Ins Co | 73,985 | 0 | 638,563 | 0 | 0 | 712,548 | 0.000933% |
| 274 | 88366 | American Retirement Life Ins Co | 0 | 0 | 709,902 | 0 | 0 | 709,902 | 0.000929% |
| 275 | 68039 | Athene Ann & Life Assur Co of NY | 365,397 | 325,203 | 0 | 0 | 0 | 690,600 | 0.000904% |
| 276 | 70874 | Allstate Life Ins Co Of NY | 644,599 | 2,165 | 15,047 | 0 | 0 | 661,811 | 0.000866% |
| 277 | 69140 | First Allmerica Fin Life Ins Co | 639,150 | 14,491 | 124 | 0 | 0 | 653,765 | 0.000856% |
| 278 | 71471 | Ability Ins Co | 10,543 | 0 | 638,625 | 0 | 0 | 649,168 | 0.000850% |
| 279 | 64904 | Investors Heritage Life Ins Co | 31,199 | 609,367 | 0 | 0 | 0 | 640,566 | 0.000838% |
| 280 | 60836 | American Republic Ins Co | 168,387 | 0 | 398,896 | 0 | 0 | 567,283 | 0.000742% |
| 281 | 60429 | American Fidelity Life Ins Co | 491,774 | 55,595 | 0 | 0 | 0 | 547,369 | 0.000716% |
| 282 | 60704 | Wilton Reassur Life Co of NY | 530,302 | 3,400 | 6,502 | 0 | 0 | 540,204 | 0.000707% |
| 283 | 77399 | Sterling Life Ins Co | 8,548 | 0 | 478,778 | 0 | 0 | 487,326 | 0.000638% |
| 284 | 67946 | Pioneer Security Life Ins Co | 448,453 | 540 | 0 | 0 | 0 | 448,993 | 0.000588% |
| 285 | 31119 | Medico Ins Co | 3,256 | 0 | 433,674 | 0 | 0 | 436,930 | 0.000572% |
| 286 | 60275 | American Bankers Life Assur Co Of FL | 270,624 | 600 | 141,819 | 0 | 0 | 413,043 | 0.000541% |
| 287 | 66540 | National Farmers Union Life Ins Co | 404,915 | 0 | 0 | 0 | 0 | 404,915 | 0.000530% |
| 288 | 97268 | Pacific Life & Ann Co | 261,071 | 101,199 | 0 | 0 | 0 | 362,270 | 0.000474% |
| 289 | 68632 | Vantis Life Ins Co | 352,902 | 0 | 0 | 0 | 0 | 352,902 | 0.000462% |
| 290 | 87645 | United Fidelity Life Ins Co | 320,791 | 7,296 | 0 | 4,352 | 0 | 332,439 | 0.000435% |
| 291 | 62634 | Delaware Amer Life Ins Co | 82,361 | 0 | 227,960 | 0 | 0 | 310,321 | 0.000406% |
| 292 | 78700 | Aetna Hlth & Life Ins Co | 0 | 0 | 291,212 | 0 | 0 | 291,212 | 0.000381% |
| 293 | 97985 | LifeMap Assur Co | 170,375 | 0 | 106,071 | 0 | 0 | 276,446 | 0.000362% |
| 294 | 89184 | Sterling Investors Life Ins Co | 190,473 | 7,318 | 47,562 | 0 | 0 | 245,353 | 0.000321% |
| 295 | 60003 | Park Avenue Life Ins Co | 230,766 | 0 | 0 | 0 | 0 | 230,766 | 0.000302% |
| 296 | 62103 | Columbian Mut Life Ins Co | 202,079 | 4,078 | 17,499 | 0 | 0 | 223,656 | 0.000293% |
| 297 | 66109 | Midwestern United Life Ins Co | 219,076 | 0 | 0 | 0 | 0 | 219,076 | 0.000287% |
| 298 | 67393 | Ozark Natl Life Ins Co | 190,279 | 0 | 596 | 0 | 0 | 190,875 | 0.000250% |
| 299 | 68462 | Reserve Natl Ins Co | 40,198 | 0 | 131,581 | 0 | 0 | 171,779 | 0.000225% |
| 300 | 88536 | Protective Life & Annuity Ins Co | 130,235 | 0 | 0 | 6,573 | 0 | 136,808 | 0.000179% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share |
|--------------|--------------|-------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|----------------|--------------|
| 301 | 97764 | Idealife Ins Co | 110,942 | 1,429 | (29) | 0 | 0 | 112,342 | 0.000147% |
| 302 | 69078 | Standard Security Life Ins Co Of NY | 5,342 | 0 | 88,178 | 0 | 0 | 93,520 | 0.000122% |
| 303 | 61751 | Central States H & L Co Of Omaha | 41,817 | 0 | 49,702 | 0 | 0 | 91,519 | 0.000120% |
| 304 | 69647 | Optum Ins of OH Inc | 90,093 | 351 | 0 | 0 | 0 | 90,444 | 0.000118% |
| 305 | 97152 | Plateau Ins Co | 24,029 | 0 | 35,507 | 0 | 0 | 59,536 | 0.000078% |
| 306 | 64602 | Independence Life & Ann Co | 0 | 0 | 56,752 | 0 | 0 | 56,752 | 0.000074% |
| 307 | 68284 | Nassau Life Ins Co of KS | 11,487 | 0 | 39,675 | 0 | 0 | 51,162 | 0.000067% |
| 308 | 97241 | Settlers Life Ins Co | 41,479 | 0 | 1,050 | 0 | 0 | 42,529 | 0.000056% |
| 309 | 71099 | Parker Centennial Assur Co | 0 | 33,830 | 0 | 0 | 0 | 33,830 | 0.000044% |
| 310 | 90247 | Rx Life Ins Co | 31,202 | 50 | 0 | 150 | 0 | 31,402 | 0.000041% |
| 311 | 69698 | New Era Life Ins Co Of Midwest | 8,931 | 1,200 | 0 | 8,706 | 0 | 18,837 | 0.000025% |
| 312 | 68446 | Oceanview Life & Annuity Co | 8,743 | 14 | 9,654 | 0 | 0 | 18,411 | 0.000024% |
| 313 | 42129 | United Security Assur Co Of PA | 0 | 0 | 15,257 | 0 | 0 | 15,257 | 0.000020% |
| 314 | 81426 | Commercial Travelers Life Ins Co | 0 | 0 | 15,017 | 0 | 0 | 15,017 | 0.000020% |
| 315 | 85561 | Elips Life Ins Co | 8,972 | 0 | 6,013 | 0 | 0 | 14,985 | 0.000020% |
| 316 | 67903 | Provident Amer Life & Hlth Ins Co | 2,051 | 0 | 12,467 | 0 | 0 | 14,518 | 0.000019% |
| 317 | 68357 | Reliable Life Ins Co | 13,645 | 0 | 256 | 0 | 0 | 13,901 | 0.000018% |
| 318 | 90581 | Symetra Natl Life Ins Co | 13,604 | 0 | 0 | 0 | 0 | 13,604 | 0.000018% |
| 319 | 81213 | American Maturity Life Ins Co | 0 | 11,141 | 0 | 0 | 1,653 | 12,794 | 0.000017% |
| 320 | 82880 | CSI Life Ins Co | 8,951 | 0 | 0 | 0 | 0 | 8,951 | 0.000012% |
| 321 | 91785 | Sterling Nat Life Ins Co Inc | 0 | 0 | 5,850 | 0 | 0 | 5,850 | 0.000008% |
| 322 | 61581 | Capitol Life Ins Co | 2,501 | 0 | 0 | 0 | 0 | 2,501 | 0.000003% |
| 323 | 78743 | New Era Life Ins Co | 1,472 | 0 | 0 | 565 | 0 | 2,037 | 0.000003% |
| 324 | 71323 | Langhorne Reins AZ Ltd | 1,448 | 0 | 0 | 0 | 0 | 1,448 | 0.000002% |
| 325 | 74004 | Family Serv Life Ins Co | 553 | 0 | 0 | 0 | 0 | 553 | 0.000001% |
| 326 | 70955 | USA Life One Ins Co Of IN | 529 | 0 | 0 | 0 | 0 | 529 | 0.000001% |
| 327 | 76007 | Old United Life Ins Co | 400 | 0 | 0 | 0 | 0 | 400 | 0.000001% |
| 328 | 61727 | Cigna Natl Hlth Ins Co | 12 | 0 | 356 | 0 | 0 | 368 | 0.000000% |
| | Totals: | | 19,299,197,356 | 26,184,615,038 | 17,424,929,355 | 3,272,979,512 | 10,223,366,365 | 76,405,087,626 | 100.000000% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
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 | 1,236,695,788 | 6.408016% |
| 2 | 86231 | Transamerica Life Ins Co | 1,059,718,954 | 5.491000% |
| 3 | 65935 | Massachusetts Mut Life Ins Co | 989,271,171 | 5.125970% |
| 4 | 65978 | Metropolitan Life Ins Co | 894,038,332 | 4.632515% |
| 5 | 67091 | Northwestern Mut Life Ins Co | 837,758,009 | 4.340895% |
| 6 | 65676 | Lincoln Natl Life Ins Co | 739,503,591 | 3.831784% |
| 7 | 67466 | Pacific Life Ins Co | 684,278,141 | 3.545630% |
| 8 | 60488 | American Gen Life Ins Co | 590,252,731 | 3.058431% |
| 9 | 79227 | Pruco Life Ins Co | 569,490,460 | 2.950850% |
| 10 | 69108 | State Farm Life Ins Co | 517,561,971 | 2.681780% |
| 11 | 65838 | John Hancock Life Ins Co USA | 512,189,160 | 2.653940% |
| 12 | 65528 | Life Ins Co Of The Southwest | 489,092,588 | 2.534264% |
| 13 | 65919 | Primerica Life Ins Co | 447,907,919 | 2.320863% |
| 14 | 68241 | Prudential Ins Co Of Amer | 367,765,770 | 1.905601% |
| 15 | 91596 | New York Life Ins & Ann Corp | 366,472,589 | 1.898901% |
| 16 | 92657 | Nationwide Life & Ann Ins Co | 354,791,044 | 1.838372% |
| 17 | 66044 | Midland Natl Life Ins Co | 347,977,246 | 1.803066% |
| 18 | 63177 | Farmers New World Life Ins Co | 331,986,016 | 1.720206% |
| 19 | 66168 | Minnesota Life Ins Co | 304,724,474 | 1.578949% |
| 20 | 64246 | Guardian Life Ins Co Of Amer | 298,275,375 | 1.545532% |
| 21 | 71854 | AAA Life Ins Co | 293,603,044 | 1.521323% |
| 22 | 90611 | Allianz Life Ins Co Of N Amer | 254,876,825 | 1.320660% |
| 23 | 65498 | Life Ins Co Of N Amer | 254,439,212 | 1.318393% |
| 24 | 87726 | BrightHouse Life Ins Co | 216,318,925 | 1.120870% |
| 25 | 69868 | United Of Omaha Life Ins Co | 211,818,480 | 1.097551% |
| 26 | 62944 | Equitable Financial Life Ins Co | 204,642,717 | 1.060369% |
| 27 | 62200 | Accordia Life & Ann Co | 203,371,352 | 1.053781% |
| 28 | 68136 | Protective Life Ins Co | 186,808,745 | 0.967961% |
| 29 | 67105 | Reliastar Life Ins Co | 173,990,784 | 0.901544% |
| 30 | 93742 | Securian Life Ins Co | 162,244,978 | 0.840682% |
| 31 | 70815 | Hartford Life & Accident Ins Co | 162,086,328 | 0.839860% |
| 32 | 68713 | Security Life Of Denver Ins Co | 154,752,065 | 0.801857% |
| 33 | 65595 | Lincoln Benefit Life Co | 153,951,405 | 0.797709% |
| 34 | 61271 | Principal Life Ins Co | 135,901,637 | 0.704183% |
| 35 | 62235 | Unum Life Ins Co Of Amer | 134,242,155 | 0.695584% |
| 36 | 60577 | American Income Life Ins Co | 131,720,813 | 0.682520% |
| 37 | 69019 | Standard Ins Co | 130,174,334 | 0.674506% |
| 38 | 94250 | Banner Life Ins Co | 128,512,022 | 0.665893% |
| 39 | 67989 | American Memorial Life Ins Co | 128,183,848 | 0.664193% |
| 40 | 67644 | Penn Mut Life Ins Co | 124,896,139 | 0.647157% |
| 41 | 65536 | Genworth Life & Ann Ins Co | 123,550,522 | 0.640185% |
| 42 | 65315 | Lincoln Life Assur Co of Boston | 121,766,496 | 0.630941% |
| 43 | 65005 | RiverSource Life Ins Co | 119,925,404 | 0.621401% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 44 | 66974 | North Amer Co Life & Hlth Ins | 114,873,683 | 0.595225% |
| 45 | 68608 | Symetra Life Ins Co | 110,656,733 | 0.573375% |
| 46 | 71161 | Principal Natl Life Ins Co | 108,010,535 | 0.559663% |
| 47 | 69663 | USAA Life Ins Co | 107,513,003 | 0.557085% |
| 48 | 63274 | Fidelity & Guar Life Ins Co | 107,304,824 | 0.556007% |
| 49 | 65927 | Lincoln Heritage Life Ins Co | 104,801,182 | 0.543034% |
| 50 | 69116 | State Life Ins Co | 98,933,059 | 0.512628% |
| 51 | 71153 | Talcott Resolution Life & Ann Ins Co | 94,042,983 | 0.487290% |
| 52 | 60739 | American Natl Ins Co | 90,368,638 | 0.468251% |
| 53 | 78077 | Equitable Financial Life Ins Co of A | 90,274,175 | 0.467761% |
| 54 | 66869 | Nationwide Life Ins Co | 82,375,770 | 0.426835% |
| 55 | 61301 | Ameritas Life Ins Corp | 81,292,986 | 0.421225% |
| 56 | 66583 | National Guardian Life Ins Co | 80,537,791 | 0.417312% |
| 57 | 80802 | US Br Sun Life Assur Co of Canada | 75,618,927 | 0.391824% |
| 58 | 65056 | Jackson Natl Life Ins Co | 75,408,257 | 0.390733% |
| 59 | 70335 | West Coast Life Ins Co | 65,653,523 | 0.340188% |
| 60 | 62825 | Anthem Blue Cross Life & Hlth Ins Co | 59,875,812 | 0.310250% |
| 61 | 99937 | Columbus Life Ins Co | 59,209,718 | 0.306799% |
| 62 | 91472 | Globe Life & Accident Ins Co | 55,255,161 | 0.286308% |
| 63 | 93262 | Penn Ins & Ann Co | 54,871,637 | 0.284321% |
| 64 | 61425 | Trustmark Ins Co | 53,731,903 | 0.278415% |
| 65 | 68322 | Great W Life & Ann Ins Co | 52,749,184 | 0.273323% |
| 66 | 60410 | American Fidelity Assur Co | 48,377,031 | 0.250669% |
| 67 | 68381 | Reliance Standard Life Ins Co | 47,554,224 | 0.246405% |
| 68 | 60186 | Allstate Life Ins Co | 47,285,948 | 0.245015% |
| 69 | 70866 | Allstate Assur Co | 47,184,529 | 0.244490% |
| 70 | 67172 | Ohio Natl Life Ins Co | 46,562,421 | 0.241266% |
| 71 | 70939 | Gerber Life Ins Co | 40,291,735 | 0.208774% |
| 72 | 89206 | Ohio Natl Life Assur Corp | 39,145,593 | 0.202835% |
| 73 | 97136 | Metropolitan Tower Life Ins Co | 38,647,943 | 0.200257% |
| 74 | 91642 | Forethought Life Ins Co | 38,121,424 | 0.197529% |
| 75 | 60895 | American United Life Ins Co | 37,908,624 | 0.196426% |
| 76 | 62626 | CMFG Life Ins Co | 37,701,656 | 0.195353% |
| 77 | 62049 | Colonial Life & Accident Ins Co | 36,638,332 | 0.189844% |
| 78 | 61263 | Bankers Life & Cas Co | 34,885,996 | 0.180764% |
| 79 | 65242 | Lafayette Life Ins Co | 33,967,445 | 0.176004% |
| 80 | 66680 | National Life Ins Co | 32,547,461 | 0.168647% |
| 81 | 69396 | Texas Life Ins Co | 31,731,249 | 0.164417% |
| 82 | 64505 | Homesteaders Life Co | 30,490,194 | 0.157987% |
| 83 | 90557 | Zurich Amer Life Ins Co | 30,307,802 | 0.157042% |
| 84 | 70025 | Genworth Life Ins Co | 29,978,007 | 0.155333% |
| 85 | 60380 | American Family Life Assur Co of Col | 29,020,909 | 0.150374% |
| 86 | 71480 | Great Western Ins Co | 27,469,859 | 0.142337% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 87 | 62413 | Wilcac Life Ins Co | 27,313,821 | 0.141528% |
| 88 | 93548 | PHL Variable Ins Co | 26,212,807 | 0.135823% |
| 89 | 62308 | Connecticut Gen Life Ins Co | 26,095,966 | 0.135218% |
| 90 | 66427 | Mutual Trust Life Ins Co a Pan Amer | 26,081,637 | 0.135144% |
| 91 | 60142 | TIAA Cref Life Ins Co | 24,762,389 | 0.128308% |
| 92 | 62065 | Colonial Penn Life Ins Co | 24,250,336 | 0.125655% |
| 93 | 61999 | Americo Fin Life & Ann Ins Co | 23,416,122 | 0.121332% |
| 94 | 68195 | Provident Life & Accident Ins Co | 20,834,828 | 0.107957% |
| 95 | 66850 | National Western Life Ins Co | 20,491,682 | 0.106179% |
| 96 | 93432 | CM Life Ins Co | 20,439,183 | 0.105907% |
| 97 | 67814 | Nassau Life Ins Co | 19,018,953 | 0.098548% |
| 98 | 70435 | The Savings Bank Mut Life Ins Co of | 18,761,791 | 0.097215% |
| 99 | 91693 | IA Amer Life Ins Co | 18,611,786 | 0.096438% |
| 100 | 69930 | United Ins Co Of Amer | 18,599,984 | 0.096377% |
| 101 | 65129 | Kansas City Life Ins Co | 16,310,298 | 0.084513% |
| 102 | 67652 | First Penn Pacific Life Ins Co | 15,646,093 | 0.081071% |
| 103 | 72125 | Physicians Life Ins Co | 15,644,161 | 0.081061% |
| 104 | 71439 | Assurity Life Ins Co | 15,133,745 | 0.078416% |
| 105 | 63290 | Fidelity Life Assn A Legal Reserve L | 14,239,173 | 0.073781% |
| 106 | 69345 | Teachers Ins & Ann Assoc Of Amer | 14,155,937 | 0.073350% |
| 107 | 68594 | American Amicable Life Ins Co Of TX | 13,415,764 | 0.069515% |
| 108 | 63258 | Federated Life Ins Co | 12,439,512 | 0.064456% |
| 109 | 69310 | Surety Life Ins Co | 11,052,902 | 0.057271% |
| 110 | 61557 | Blue Shield of CA Life & Hlth Ins Co | 10,696,016 | 0.055422% |
| 111 | 60054 | Aetna Life Ins Co | 10,531,565 | 0.054570% |
| 112 | 64343 | Pacific Guardian Life Ins Co Ltd | 10,412,395 | 0.053952% |
| 113 | 70483 | Western & Southern Life Ins Co | 10,348,448 | 0.053621% |
| 114 | 91626 | New England Life Ins Co | 10,107,557 | 0.052373% |
| 115 | 79413 | UnitedHealthcare Ins Co | 9,413,880 | 0.048779% |
| 116 | 66370 | Mony Life Ins Co | 9,073,355 | 0.047014% |
| 117 | 61689 | Athene Ann & Life Co | 8,778,554 | 0.045487% |
| 118 | 76236 | The Cincinnati Life Ins Co | 8,499,398 | 0.044040% |
| 119 | 69485 | Security Natl Life Ins Co | 8,300,674 | 0.043010% |
| 120 | 92622 | Western Southern Life Assur Co | 8,077,242 | 0.041853% |
| 121 | 91529 | Unimerica Ins Co | 8,057,816 | 0.041752% |
| 122 | 70408 | Union Security Ins Co | 7,337,370 | 0.038019% |
| 123 | 86509 | Voya Retirement Ins & Ann Co | 7,311,779 | 0.037886% |
| 124 | 77879 | 5 Star Life Ins Co | 7,168,413 | 0.037144% |
| 125 | 70319 | Washington Natl Ins Co | 6,873,648 | 0.035616% |
| 126 | 69744 | Union Labor Life Ins Co | 6,781,947 | 0.035141% |
| 127 | 80926 | Sun Life & Hlth Ins Co | 6,332,863 | 0.032814% |
| 128 | 80659 | US Business of Canada Life Assur Co | 6,122,938 | 0.031726% |
| 129 | 64513 | Horace Mann Life Ins Co | 6,115,871 | 0.031690% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 130 | 72222 | Amica Life Ins Co | 6,076,449 | 0.031486% |
| 131 | 76023 | Columbian Life Ins Co | 6,048,315 | 0.031340% |
| 132 | 63312 | Great Amer Life Ins Co | 5,759,772 | 0.029845% |
| 133 | 65331 | Liberty Natl Life Ins Co | 5,713,249 | 0.029604% |
| 134 | 62146 | Combined Ins Co Of Amer | 5,670,031 | 0.029380% |
| 135 | 84530 | US Financial Life Ins Co | 5,557,775 | 0.028798% |
| 136 | 60534 | American Heritage Life Ins Co | 5,267,570 | 0.027294% |
| 137 | 61069 | Anthem Life Ins Co | 5,092,657 | 0.026388% |
| 138 | 61395 | Beneficial Life Ins Co | 4,951,323 | 0.025656% |
| 139 | 67199 | Old Amer Ins Co | 4,818,242 | 0.024966% |
| 140 | 68772 | Security Mut Life Ins Co Of NY | 4,611,266 | 0.023894% |
| 141 | 60518 | American Hlth & Life Ins Co | 4,306,564 | 0.022315% |
| 142 | 61832 | Chesapeake Life Ins Co | 4,286,091 | 0.022209% |
| 143 | 67148 | Occidental Life Ins Co Of NC | 4,076,120 | 0.021121% |
| 144 | 69892 | United Farm Family Life Ins Co | 4,053,570 | 0.021004% |
| 145 | 78662 | Senior Life Ins Co | 4,041,072 | 0.020939% |
| 146 | 71870 | Fidelity Security Life Ins Co | 4,025,871 | 0.020860% |
| 147 | 67911 | Pioneer Mut Life Ins Co | 4,010,956 | 0.020783% |
| 148 | 81353 | NYLife Ins Co Of AZ | 3,811,275 | 0.019748% |
| 149 | 80314 | Unicare Life & Hlth Ins Co | 3,800,836 | 0.019694% |
| 150 | 14406 | Industrial Alliance Ins & Fin Serv I | 3,779,210 | 0.019582% |
| 151 | 70416 | MML Bay State Life Ins Co | 3,571,409 | 0.018505% |
| 152 | 63967 | Government Personnel Mut Life Ins Co | 3,475,101 | 0.018006% |
| 153 | 60445 | Sagicor Life Ins Co | 3,474,491 | 0.018003% |
| 154 | 90212 | Great Southern Life Ins Co | 3,325,590 | 0.017232% |
| 155 | 69272 | Sunset Life Ins Co Of Amer | 3,308,638 | 0.017144% |
| 156 | 88072 | Talcott Resolution Life Ins Co | 3,295,699 | 0.017077% |
| 157 | 76112 | Oxford Life Ins Co | 3,196,529 | 0.016563% |
| 158 | 61492 | Athene Annuity & Life Assur Co | 3,189,202 | 0.016525% |
| 159 | 79065 | Delaware Life Ins Co | 3,148,881 | 0.016316% |
| 160 | 63983 | United Heritage Life Ins Co | 3,090,806 | 0.016015% |
| 161 | 73504 | Lumico Life Ins Co | 3,049,453 | 0.015801% |
| 162 | 61212 | Baltimore Life Ins Co | 3,048,964 | 0.015798% |
| 163 | 84824 | Commonwealth Ann & Life Ins Co | 2,707,126 | 0.014027% |
| 164 | 61476 | Boston Mut Life Ins Co | 2,635,565 | 0.013656% |
| 165 | 67873 | Pioneer Amer Ins Co | 2,586,787 | 0.013404% |
| 166 | 61360 | Reliastar Life Ins Co Of NY | 2,582,512 | 0.013381% |
| 167 | 70106 | United States Life Ins Co in the Cit | 2,525,529 | 0.013086% |
| 168 | 93459 | Pan Amer Assur Co | 2,308,158 | 0.011960% |
| 169 | 61182 | Aurora Natl Life Assur Co | 2,274,795 | 0.011787% |
| 170 | 68802 | Sentinel Security Life Ins Co | 2,182,976 | 0.011311% |
| 171 | 67180 | Ohio State Life Ins Co | 2,096,675 | 0.010864% |
| 172 | 78778 | Guardian Ins & Ann Co Inc | 2,084,321 | 0.010800% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|------------------------------------|-----------------|--------------|
| 173 | 68810 | Sentry Life Ins Co | 2,033,513 | 0.010537% |
| 174 | 63053 | Family Life Ins Co | 1,948,366 | 0.010096% |
| 175 | 64211 | Guarantee Trust Life Ins Co | 1,912,831 | 0.009911% |
| 176 | 60399 | American Family Life Ins Co | 1,857,590 | 0.009625% |
| 177 | 69566 | Trans World Assur Co | 1,842,813 | 0.009549% |
| 178 | 93696 | Fidelity Investments Life Ins Co | 1,842,632 | 0.009548% |
| 179 | 63223 | Federal Life Ins Co | 1,755,491 | 0.009096% |
| 180 | 93777 | Pavonia Life Ins Co of MI | 1,676,618 | 0.008688% |
| 181 | 61875 | Church Life Ins Corp | 1,621,213 | 0.008400% |
| 182 | 67083 | Manhattan Natl Life Ins Co | 1,573,056 | 0.008151% |
| 183 | 80942 | Venerable Ins & Ann Co | 1,522,562 | 0.007889% |
| 184 | 71730 | Continental Amer Ins Co | 1,498,263 | 0.007763% |
| 185 | 60183 | S USA Life Ins Co Inc | 1,422,627 | 0.007371% |
| 186 | 64580 | Illinois Mut Life Ins Co | 1,379,857 | 0.007150% |
| 187 | 62880 | Equitable Financial Life & Ann Co | 1,377,623 | 0.007138% |
| 188 | 62510 | Equitrust Life Ins Co | 1,334,599 | 0.006915% |
| 189 | 62057 | Lincoln Life & Ann Co of NY | 1,250,338 | 0.006479% |
| 190 | 68543 | Liberty Bankers Life Ins Co | 1,247,917 | 0.006466% |
| 191 | 63657 | Garden State Life Ins Co | 1,228,972 | 0.006368% |
| 192 | 71129 | Dearborn Life Ins Co | 1,228,829 | 0.006367% |
| 193 | 67059 | GPM Hlth & Life Ins Co | 1,219,582 | 0.006319% |
| 194 | 61409 | National Benefit Life Ins Co | 1,214,463 | 0.006293% |
| 195 | 67261 | Old Republic Life Ins Co | 1,184,875 | 0.006140% |
| 196 | 84522 | Auto Club Life Ins Co | 1,162,023 | 0.006021% |
| 197 | 68675 | Security Benefit Life Ins Co | 1,114,876 | 0.005777% |
| 198 | 63487 | Investors Life Ins Co N Amer | 1,107,311 | 0.005738% |
| 199 | 69922 | United Home Life Ins Co | 1,092,214 | 0.005659% |
| 200 | 65870 | Manhattan Life Ins Co | 1,050,745 | 0.005445% |
| 201 | 64017 | Jefferson Natl Life Ins Co | 1,012,748 | 0.005248% |
| 202 | 70688 | Transamerica Financial Life Ins Co | 917,941 | 0.004756% |
| 203 | 66141 | Health Net Life Ins Co | 909,708 | 0.004714% |
| 204 | 63819 | Unity Financial Life Ins Co | 894,336 | 0.004634% |
| 205 | 86355 | Standard Life & Accident Ins Co | 796,477 | 0.004127% |
| 206 | 66087 | Mid West Natl Life Ins Co Of TN | 774,398 | 0.004013% |
| 207 | 93734 | Nassau Life & Ann Co | 756,986 | 0.003922% |
| 208 | 62286 | Golden Rule Ins Co | 752,613 | 0.003900% |
| 209 | 62928 | EMC Natl Life Co | 742,395 | 0.003847% |
| 210 | 62596 | Union Fidelity Life Ins Co | 735,043 | 0.003809% |
| 211 | 99775 | Funeral Directors Life Ins Co | 665,491 | 0.003448% |
| 212 | 65080 | John Alden Life Ins Co | 650,166 | 0.003369% |
| 213 | 70874 | Allstate Life Ins Co Of NY | 644,599 | 0.003340% |
| 214 | 69140 | First Allmerica Fin Life Ins Co | 639,150 | 0.003312% |
| 215 | 81264 | Nippon Life Ins Co Of Amer | 629,187 | 0.003260% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 216 | 92711 | HCC Life Ins Co | 579,800 | 0.003004% |
| 217 | 60704 | Wilton Reassur Life Co of NY | 530,302 | 0.002748% |
| 218 | 61883 | ManhattanLife Assur Co of Amer | 512,019 | 0.002653% |
| 219 | 67598 | Paul Revere Life Ins Co | 493,819 | 0.002559% |
| 220 | 60429 | American Fidelity Life Ins Co | 491,774 | 0.002548% |
| 221 | 11121 | Unified Life Ins Co | 489,223 | 0.002535% |
| 222 | 71714 | Berkshire Life Ins Co of Amer | 488,572 | 0.002532% |
| 223 | 92916 | United Amer Ins Co | 479,122 | 0.002483% |
| 224 | 65781 | Madison Natl Life Ins Co Inc | 470,936 | 0.002440% |
| 225 | 80985 | 4 Ever Life Ins Co | 465,799 | 0.002414% |
| 226 | 67946 | Pioneer Security Life Ins Co | 448,453 | 0.002324% |
| 227 | 71390 | Puritan Life Ins Co of Amer | 435,610 | 0.002257% |
| 228 | 87963 | National Teachers Assoc Life Ins Co | 428,026 | 0.002218% |
| 229 | 69973 | United Life Ins Co | 426,700 | 0.002211% |
| 230 | 66540 | National Farmers Union Life Ins Co | 404,915 | 0.002098% |
| 231 | 68039 | Athene Ann & Life Assur Co of NY | 365,397 | 0.001893% |
| 232 | 68632 | Vantis Life Ins Co | 352,902 | 0.001829% |
| 233 | 88668 | Mutual Of Amer Life Ins Co | 324,899 | 0.001683% |
| 234 | 87645 | United Fidelity Life Ins Co | 320,791 | 0.001662% |
| 235 | 77720 | LifeSecure Ins Co | 310,404 | 0.001608% |
| 236 | 67539 | Pan Amer Life Ins Co | 308,844 | 0.001600% |
| 237 | 62863 | Trustmark Life Ins Co | 308,134 | 0.001597% |
| 238 | 60275 | American Bankers Life Assur Co Of FL | 270,624 | 0.001402% |
| 239 | 97268 | Pacific Life & Ann Co | 261,071 | 0.001353% |
| 240 | 60003 | Park Avenue Life Ins Co | 230,766 | 0.001196% |
| 241 | 60216 | Amalgamated Life Ins Co | 222,022 | 0.001150% |
| 242 | 66109 | Midwestern United Life Ins Co | 219,076 | 0.001135% |
| 243 | 90638 | Best Life & Hlth Ins Co | 212,462 | 0.001101% |
| 244 | 62103 | Columbian Mut Life Ins Co | 202,079 | 0.001047% |
| 245 | 89184 | Sterling Investors Life Ins Co | 190,473 | 0.000987% |
| 246 | 67393 | Ozark Natl Life Ins Co | 190,279 | 0.000986% |
| 247 | 97985 | LifeMap Assur Co | 170,375 | 0.000883% |
| 248 | 60836 | American Republic Ins Co | 168,387 | 0.000873% |
| 249 | 71404 | Continental Gen Ins Co | 159,462 | 0.000826% |
| 250 | 99724 | LifeShield Natl Ins Co | 151,837 | 0.000787% |
| 251 | 86630 | Prudential Ann Life Assur Corp | 144,217 | 0.000747% |
| 252 | 71773 | American Natl Life Ins Co Of TX | 136,831 | 0.000709% |
| 253 | 65722 | Loyal Amer Life Ins Co | 136,650 | 0.000708% |
| 254 | 88536 | Protective Life & Annuity Ins Co | 130,235 | 0.000675% |
| 255 | 67601 | Unum Ins Co | 129,406 | 0.000671% |
| 256 | 97764 | Idealife Ins Co | 110,942 | 0.000575% |
| 257 | 69647 | Optum Ins of OH Inc | 90,093 | 0.000467% |
| 258 | 68985 | Starmount Life Ins Co | 86,865 | 0.000450% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
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 | 82,361 | 0.000427% |
| 260 | 72850 | United World Life Ins Co | 80,400 | 0.000417% |
| 261 | 86126 | Members Life Ins Co | 78,068 | 0.000405% |
| 262 | 66265 | Monarch Life Ins Co | 73,985 | 0.000383% |
| 263 | 60232 | Lombard Intl Life Assur Co | 68,678 | 0.000356% |
| 264 | 77968 | Family Heritage Life Ins Co Of Amer | 57,162 | 0.000296% |
| 265 | 93610 | John Hancock Life & Hlth Ins Co | 49,269 | 0.000255% |
| 266 | 61751 | Central States H & L Co Of Omaha | 41,817 | 0.000217% |
| 267 | 97241 | Settlers Life Ins Co | 41,479 | 0.000215% |
| 268 | 68462 | Reserve Natl Ins Co | 40,198 | 0.000208% |
| 269 | 90247 | Rx Life Ins Co | 31,202 | 0.000162% |
| 270 | 64904 | Investors Heritage Life Ins Co | 31,199 | 0.000162% |
| 271 | 62952 | SILAC Ins Co | 30,961 | 0.000160% |
| 272 | 82538 | National Hlth Ins Co | 26,019 | 0.000135% |
| 273 | 97152 | Plateau Ins Co | 24,029 | 0.000125% |
| 274 | 67369 | Cigna Hlth & Life Ins Co | 21,866 | 0.000113% |
| 275 | 83607 | Guggenheim Life & Ann Co | 21,429 | 0.000111% |
| 276 | 98205 | Natl Foundation Life Ins Co | 21,282 | 0.000110% |
| 277 | 68047 | Professional Ins Co | 17,433 | 0.000090% |
| 278 | 74780 | Integrity Life Ins Co | 13,811 | 0.000072% |
| 279 | 92738 | American Equity Invest Life Ins Co | 13,694 | 0.000071% |
| 280 | 68357 | Reliable Life Ins Co | 13,645 | 0.000071% |
| 281 | 90581 | Symetra Natl Life Ins Co | 13,604 | 0.000070% |
| 282 | 60801 | American Public Life Ins Co | 13,493 | 0.000070% |
| 283 | 84174 | ELCO Mut Life & Ann | 11,670 | 0.000060% |
| 284 | 68284 | Nassau Life Ins Co of KS | 11,487 | 0.000060% |
| 285 | 61700 | Renaissance Life & Hlth Ins Co of Am | 10,876 | 0.000056% |
| 286 | 71471 | Ability Ins Co | 10,543 | 0.000055% |
| 287 | 85561 | Elips Life Ins Co | 8,972 | 0.000046% |
| 288 | 82880 | CSI Life Ins Co | 8,951 | 0.000046% |
| 289 | 69698 | New Era Life Ins Co Of Midwest | 8,931 | 0.000046% |
| 290 | 68446 | Oceanview Life & Annuity Co | 8,743 | 0.000045% |
| 291 | 77399 | Sterling Life Ins Co | 8,548 | 0.000044% |
| 292 | 69078 | Standard Security Life Ins Co Of NY | 5,342 | 0.000028% |
| 293 | 64238 | Guaranty Income Life Ins Co | 5,323 | 0.000028% |
| 294 | 68500 | Continental Life Ins Co Brentwood | 4,701 | 0.000024% |
| 295 | 31119 | Medico Ins Co | 3,256 | 0.000017% |
| 296 | 61581 | Capitol Life Ins Co | 2,501 | 0.000013% |
| 297 | 64890 | Berkley Life & Hlth Ins Co | 2,374 | 0.000012% |
| 298 | 67903 | Provident Amer Life & Hlth Ins Co | 2,051 | 0.000011% |
| 299 | 90328 | First Hlth Life & Hlth Ins Co | 1,845 | 0.000010% |
| 300 | 78743 | New Era Life Ins Co | 1,472 | 0.000008% |
| 301 | 71323 | Langhorne Reins AZ Ltd | 1,448 | 0.000008% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|------------------------------|-----------------|--------------|
| 302 | 92444 | Companion Life Ins Co of CA | 1,041 | 0.000005% |
| 303 | 74004 | Family Serv Life Ins Co | 553 | 0.000003% |
| 304 | 70955 | USA Life One Ins Co Of IN | 529 | 0.000003% |
| 305 | 76007 | Old United Life Ins Co | 400 | 0.000002% |
| 306 | 85189 | Western United Life Assur Co | 243 | 0.000001% |
| 307 | 61727 | Cigna Natl Hlth Ins Co | 12 | 0.000000% |
| | Totals: | | 19,299,197,971 | 100.000000% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
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 | 1,610,647,220 | 6.151120% |
| 2 | 91596 | New York Life Ins & Ann Corp | 1,438,232,701 | 5.492663% |
| 3 | 86509 | Voya Retirement Ins & Ann Co | 1,408,847,110 | 5.380439% |
| 4 | 65676 | Lincoln Natl Life Ins Co | 1,346,983,428 | 5.144179% |
| 5 | 61689 | Athene Ann & Life Co | 1,160,185,268 | 4.430790% |
| 6 | 60488 | American Gen Life Ins Co | 1,150,404,948 | 4.393438% |
| 7 | 90611 | Allianz Life Ins Co Of N Amer | 1,115,250,838 | 4.259184% |
| 8 | 66869 | Nationwide Life Ins Co | 1,072,175,032 | 4.094676% |
| 9 | 65935 | Massachusetts Mut Life Ins Co | 993,429,072 | 3.793942% |
| 10 | 62944 | Equitable Financial Life Ins Co | 910,464,426 | 3.477097% |
| 11 | 69345 | Teachers Ins & Ann Assoc Of Amer | 806,169,485 | 3.078791% |
| 12 | 68322 | Great W Life & Ann Ins Co | 768,567,183 | 2.935186% |
| 13 | 60895 | American United Life Ins Co | 730,719,843 | 2.790646% |
| 14 | 67466 | Pacific Life Ins Co | 705,516,669 | 2.694394% |
| 15 | 87726 | Brighthouse Life Ins Co | 679,457,261 | 2.594872% |
| 16 | 91642 | Forethought Life Ins Co | 676,766,719 | 2.584597% |
| 17 | 66044 | Midland Natl Life Ins Co | 608,280,721 | 2.323046% |
| 18 | 63274 | Fidelity & Guar Life Ins Co | 573,899,368 | 2.191743% |
| 19 | 68608 | Symetra Life Ins Co | 474,673,342 | 1.812795% |
| 20 | 97136 | Metropolitan Tower Life Ins Co | 410,397,707 | 1.567324% |
| 21 | 65005 | RiverSource Life Ins Co | 399,148,431 | 1.524362% |
| 22 | 65528 | Life Ins Co Of The Southwest | 381,106,231 | 1.455459% |
| 23 | 86231 | Transamerica Life Ins Co | 356,329,676 | 1.360836% |
| 24 | 86630 | Prudential Ann Life Assur Corp | 344,116,241 | 1.314192% |
| 25 | 61271 | Principal Life Ins Co | 341,007,622 | 1.302321% |
| 26 | 63312 | Great Amer Life Ins Co | 340,169,667 | 1.299120% |
| 27 | 92622 | Western Southern Life Assur Co | 320,197,189 | 1.222845% |
| 28 | 70238 | Variable Ann Life Ins Co | 285,369,526 | 1.089837% |
| 29 | 79227 | Pruco Life Ins Co | 260,622,899 | 0.995328% |
| 30 | 66974 | North Amer Co Life & Hlth Ins | 252,667,511 | 0.964946% |
| 31 | 68675 | Security Benefit Life Ins Co | 250,447,109 | 0.956467% |
| 32 | 68136 | Protective Life Ins Co | 231,369,126 | 0.883607% |
| 33 | 68802 | Sentinel Security Life Ins Co | 223,433,680 | 0.853301% |
| 34 | 79065 | Delaware Life Ins Co | 194,454,394 | 0.742628% |
| 35 | 61301 | Ameritas Life Ins Corp | 192,959,560 | 0.736920% |
| 36 | 68241 | Prudential Ins Co Of Amer | 166,520,678 | 0.635949% |
| 37 | 93696 | Fidelity Investments Life Ins Co | 165,001,527 | 0.630147% |
| 38 | 92657 | Nationwide Life & Ann Ins Co | 158,620,377 | 0.605777% |
| 39 | 60232 | Lombard Intl Life Assur Co | 145,711,928 | 0.556479% |
| 40 | 62510 | Equitrust Life Ins Co | 134,162,845 | 0.512373% |
| 41 | 64017 | Jefferson Natl Life Ins Co | 127,579,700 | 0.487232% |
| 42 | 69868 | United Of Omaha Life Ins Co | 126,733,645 | 0.484000% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 43 | 66168 | Minnesota Life Ins Co | 124,220,041 | 0.474401% |
| 44 | 92738 | American Equity Invest Life Ins Co | 123,598,227 | 0.472026% |
| 45 | 60410 | American Fidelity Assur Co | 116,550,620 | 0.445111% |
| 46 | 60739 | American Natl Ins Co | 102,257,464 | 0.390525% |
| 47 | 94250 | Banner Life Ins Co | 100,735,940 | 0.384714% |
| 48 | 68381 | Reliance Standard Life Ins Co | 97,424,872 | 0.372069% |
| 49 | 69663 | USAA Life Ins Co | 92,525,716 | 0.353359% |
| 50 | 93432 | CM Life Ins Co | 90,701,365 | 0.346392% |
| 51 | 67091 | Northwestern Mut Life Ins Co | 79,629,683 | 0.304109% |
| 52 | 64238 | Guaranty Income Life Ins Co | 77,603,665 | 0.296371% |
| 53 | 61999 | Americo Fin Life & Ann Ins Co | 75,745,926 | 0.289276% |
| 54 | 68810 | Sentry Life Ins Co | 69,871,801 | 0.266843% |
| 55 | 66915 | New York Life Ins Co | 69,526,056 | 0.265523% |
| 56 | 83607 | Guggenheim Life & Ann Co | 56,298,184 | 0.215005% |
| 57 | 86126 | Members Life Ins Co | 55,606,772 | 0.212364% |
| 58 | 93734 | Nassau Life & Ann Co | 53,698,591 | 0.205077% |
| 59 | 76112 | Oxford Life Ins Co | 52,376,302 | 0.200027% |
| 60 | 62952 | SILAC Ins Co | 48,483,536 | 0.185160% |
| 61 | 71390 | Puritan Life Ins Co of Amer | 47,133,939 | 0.180006% |
| 62 | 60445 | Sagicor Life Ins Co | 42,529,722 | 0.162423% |
| 63 | 61263 | Bankers Life & Cas Co | 37,054,213 | 0.141511% |
| 64 | 65978 | Metropolitan Life Ins Co | 34,704,140 | 0.132536% |
| 65 | 69019 | Standard Ins Co | 33,013,220 | 0.126079% |
| 66 | 71854 | AAA Life Ins Co | 31,337,895 | 0.119681% |
| 67 | 69116 | State Life Ins Co | 29,460,797 | 0.112512% |
| 68 | 90557 | Zurich Amer Life Ins Co | 26,198,016 | 0.100051% |
| 69 | 60183 | S USA Life Ins Co Inc | 25,189,455 | 0.096199% |
| 70 | 64513 | Horace Mann Life Ins Co | 23,667,015 | 0.090385% |
| 71 | 67644 | Penn Mut Life Ins Co | 23,354,253 | 0.089191% |
| 72 | 78778 | Guardian Ins & Ann Co Inc | 22,934,537 | 0.087588% |
| 73 | 68543 | Liberty Bankers Life Ins Co | 22,640,684 | 0.086466% |
| 74 | 67105 | Reliastar Life Ins Co | 22,557,899 | 0.086149% |
| 75 | 66850 | National Western Life Ins Co | 22,486,934 | 0.085878% |
| 76 | 74780 | Integrity Life Ins Co | 19,097,455 | 0.072934% |
| 77 | 93661 | Annuity Investors Life Ins Co | 19,095,163 | 0.072925% |
| 78 | 65242 | Lafayette Life Ins Co | 17,110,767 | 0.065347% |
| 79 | 60142 | TIAA Cref Life Ins Co | 16,666,759 | 0.063651% |
| 80 | 71153 | Talcott Resolution Life & Ann Ins Co | 14,445,750 | 0.055169% |
| 81 | 88072 | Talcott Resolution Life Ins Co | 12,177,140 | 0.046505% |
| 82 | 69108 | State Farm Life Ins Co | 12,028,863 | 0.045939% |
| 83 | 84824 | Commonwealth Ann & Life Ins Co | 9,966,963 | 0.038064% |
| 84 | 80942 | Venerable Ins & Ann Co | 7,870,160 | 0.030056% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 85 | 63177 | Farmers New World Life Ins Co | 6,142,531 | 0.023459% |
| 86 | 69973 | United Life Ins Co | 5,810,008 | 0.022189% |
| 87 | 13183 | Eagle Life Ins Co | 5,443,683 | 0.020790% |
| 88 | 65870 | Manhattan Life Ins Co | 5,251,001 | 0.020054% |
| 89 | 62626 | CMFG Life Ins Co | 5,184,590 | 0.019800% |
| 90 | 67172 | Ohio Natl Life Ins Co | 4,335,107 | 0.016556% |
| 91 | 65838 | John Hancock Life Ins Co USA | 3,860,195 | 0.014742% |
| 92 | 65595 | Lincoln Benefit Life Co | 3,789,897 | 0.014474% |
| 93 | 84174 | ELCO Mut Life & Ann | 3,629,642 | 0.013862% |
| 94 | 66583 | National Guardian Life Ins Co | 3,310,384 | 0.012642% |
| 95 | 85189 | Western United Life Assur Co | 3,303,576 | 0.012616% |
| 96 | 60186 | Allstate Life Ins Co | 2,547,120 | 0.009728% |
| 97 | 14406 | Industrial Alliance Ins & Fin Serv I | 1,998,655 | 0.007633% |
| 98 | 62057 | Lincoln Life & Ann Co of NY | 1,938,858 | 0.007405% |
| 99 | 88668 | Mutual Of Amer Life Ins Co | 1,753,392 | 0.006696% |
| 100 | 65129 | Kansas City Life Ins Co | 1,744,224 | 0.006661% |
| 101 | 70435 | The Savings Bank Mut Life Ins Co of | 1,578,246 | 0.006027% |
| 102 | 65536 | Genworth Life & Ann Ins Co | 1,467,091 | 0.005603% |
| 103 | 67148 | Occidental Life Ins Co Of NC | 1,390,433 | 0.005310% |
| 104 | 91693 | IA Amer Life Ins Co | 1,226,150 | 0.004683% |
| 105 | 78077 | Equitable Financial Life Ins Co of A | 968,489 | 0.003699% |
| 106 | 61875 | Church Life Ins Corp | 882,207 | 0.003369% |
| 107 | 63258 | Federated Life Ins Co | 818,850 | 0.003127% |
| 108 | 70106 | United States Life Ins Co in the Cit | 770,734 | 0.002943% |
| 109 | 70319 | Washington Natl Ins Co | 764,676 | 0.002920% |
| 110 | 60054 | Aetna Life Ins Co | 744,109 | 0.002842% |
| 111 | 93742 | Securian Life Ins Co | 723,493 | 0.002763% |
| 112 | 68594 | American Amicable Life Ins Co Of TX | 723,115 | 0.002762% |
| 113 | 64246 | Guardian Life Ins Co Of Amer | 721,355 | 0.002755% |
| 114 | 71480 | Great Western Ins Co | 717,635 | 0.002741% |
| 115 | 63223 | Federal Life Ins Co | 710,029 | 0.002712% |
| 116 | 93629 | Prudential Retirement Ins & Ann Co | 700,990 | 0.002677% |
| 117 | 70408 | Union Security Ins Co | 679,118 | 0.002594% |
| 118 | 99937 | Columbus Life Ins Co | 672,810 | 0.002569% |
| 119 | 64904 | Investors Heritage Life Ins Co | 609,367 | 0.002327% |
| 120 | 70688 | Transamerica Financial Life Ins Co | 591,204 | 0.002258% |
| 121 | 65781 | Madison Natl Life Ins Co Inc | 548,787 | 0.002096% |
| 122 | 71404 | Continental Gen Ins Co | 543,432 | 0.002075% |
| 123 | 72222 | Amica Life Ins Co | 540,745 | 0.002065% |
| 124 | 69272 | Sunset Life Ins Co Of Amer | 448,992 | 0.001715% |
| 125 | 93262 | Penn Ins & Ann Co | 405,878 | 0.001550% |
| 126 | 92916 | United Amer Ins Co | 370,918 | 0.001417% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|-------------------------------------|-----------------|--------------|
| 127 | 67989 | American Memorial Life Ins Co | 353,768 | 0.001351% |
| 128 | 99775 | Funeral Directors Life Ins Co | 332,004 | 0.001268% |
| 129 | 68039 | Athene Ann & Life Assur Co of NY | 325,203 | 0.001242% |
| 130 | 64505 | Homesteaders Life Co | 319,759 | 0.001221% |
| 131 | 84522 | Auto Club Life Ins Co | 289,278 | 0.001105% |
| 132 | 91626 | New England Life Ins Co | 284,520 | 0.001087% |
| 133 | 70025 | Genworth Life Ins Co | 284,200 | 0.001085% |
| 134 | 90212 | Great Southern Life Ins Co | 282,938 | 0.001081% |
| 135 | 62928 | EMC Natl Life Co | 218,315 | 0.000834% |
| 136 | 63983 | United Heritage Life Ins Co | 211,449 | 0.000808% |
| 137 | 61395 | Beneficial Life Ins Co | 205,318 | 0.000784% |
| 138 | 72125 | Physicians Life Ins Co | 191,496 | 0.000731% |
| 139 | 71439 | Assurity Life Ins Co | 189,171 | 0.000722% |
| 140 | 61492 | Athene Annuity & Life Assur Co | 138,093 | 0.000527% |
| 141 | 67814 | Nassau Life Ins Co | 137,968 | 0.000527% |
| 142 | 69566 | Trans World Assur Co | 135,290 | 0.000517% |
| 143 | 71870 | Fidelity Security Life Ins Co | 132,177 | 0.000505% |
| 144 | 62286 | Golden Rule Ins Co | 129,923 | 0.000496% |
| 145 | 69310 | Surety Life Ins Co | 120,728 | 0.000461% |
| 146 | 61832 | Chesapeake Life Ins Co | 110,987 | 0.000424% |
| 147 | 70335 | West Coast Life Ins Co | 106,189 | 0.000406% |
| 148 | 93548 | PHL Variable Ins Co | 105,513 | 0.000403% |
| 149 | 97268 | Pacific Life & Ann Co | 101,199 | 0.000386% |
| 150 | 65315 | Lincoln Life Assur Co of Boston | 96,345 | 0.000368% |
| 151 | 69485 | Security Natl Life Ins Co | 95,645 | 0.000365% |
| 152 | 67059 | GPM Hlth & Life Ins Co | 84,815 | 0.000324% |
| 153 | 77720 | LifeSecure Ins Co | 84,360 | 0.000322% |
| 154 | 66680 | National Life Ins Co | 80,159 | 0.000306% |
| 155 | 80659 | US Business of Canada Life Assur Co | 72,727 | 0.000278% |
| 156 | 62413 | Wilcac Life Ins Co | 63,469 | 0.000242% |
| 157 | 67652 | First Penn Pacific Life Ins Co | 62,168 | 0.000237% |
| 158 | 76236 | The Cincinnati Life Ins Co | 56,717 | 0.000217% |
| 159 | 60429 | American Fidelity Life Ins Co | 55,595 | 0.000212% |
| 160 | 66087 | Mid West Natl Life Ins Co Of TN | 53,839 | 0.000206% |
| 161 | 65919 | Primerica Life Ins Co | 49,075 | 0.000187% |
| 162 | 66427 | Mutual Trust Life Ins Co a Pan Amer | 37,833 | 0.000144% |
| 163 | 71099 | Parker Centennial Assur Co | 33,830 | 0.000129% |
| 164 | 66370 | Mony Life Ins Co | 28,600 | 0.000109% |
| 165 | 67873 | Pioneer Amer Ins Co | 23,493 | 0.000090% |
| 166 | 67911 | Pioneer Mut Life Ins Co | 18,027 | 0.000069% |
| 167 | 62049 | Colonial Life & Accident Ins Co | 16,019 | 0.000061% |
| 168 | 67539 | Pan Amer Life Ins Co | 15,480 | 0.000059% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 169 | 63967 | Government Personnel Mut Life Ins Co | 15,326 | 0.000059% |
| 170 | 69140 | First Allmerica Fin Life Ins Co | 14,491 | 0.000055% |
| 171 | 92444 | Companion Life Ins Co of CA | 14,000 | 0.000053% |
| 172 | 81213 | American Maturity Life Ins Co | 11,141 | 0.000043% |
| 173 | 64211 | Guarantee Trust Life Ins Co | 8,413 | 0.000032% |
| 174 | 62308 | Connecticut Gen Life Ins Co | 7,625 | 0.000029% |
| 175 | 89184 | Sterling Investors Life Ins Co | 7,318 | 0.000028% |
| 176 | 87645 | United Fidelity Life Ins Co | 7,296 | 0.000028% |
| 177 | 60534 | American Heritage Life Ins Co | 6,900 | 0.000026% |
| 178 | 86355 | Standard Life & Accident Ins Co | 5,950 | 0.000023% |
| 179 | 60399 | American Family Life Ins Co | 4,200 | 0.000016% |
| 180 | 62103 | Columbian Mut Life Ins Co | 4,078 | 0.000016% |
| 181 | 62235 | Unum Life Ins Co Of Amer | 3,674 | 0.000014% |
| 182 | 92711 | HCC Life Ins Co | 3,600 | 0.000014% |
| 183 | 60704 | Wilton Reassur Life Co of NY | 3,400 | 0.000013% |
| 184 | 61425 | Trustmark Ins Co | 3,050 | 0.000012% |
| 185 | 65927 | Lincoln Heritage Life Ins Co | 3,025 | 0.000012% |
| 186 | 11121 | Unified Life Ins Co | 2,682 | 0.000010% |
| 187 | 61360 | Reliastar Life Ins Co Of NY | 2,400 | 0.000009% |
| 188 | 68772 | Security Mut Life Ins Co Of NY | 2,225 | 0.000008% |
| 189 | 70874 | Allstate Life Ins Co Of NY | 2,165 | 0.000008% |
| 190 | 67083 | Manhattan Natl Life Ins Co | 2,046 | 0.000008% |
| 191 | 63053 | Family Life Ins Co | 1,650 | 0.000006% |
| 192 | 97764 | Idealife Ins Co | 1,429 | 0.000005% |
| 193 | 68713 | Security Life Of Denver Ins Co | 1,250 | 0.000005% |
| 194 | 69698 | New Era Life Ins Co Of Midwest | 1,200 | 0.000005% |
| 195 | 67180 | Ohio State Life Ins Co | 847 | 0.000003% |
| 196 | 65722 | Loyal Amer Life Ins Co | 841 | 0.000003% |
| 197 | 65331 | Liberty Natl Life Ins Co | 837 | 0.000003% |
| 198 | 60275 | American Bankers Life Assur Co Of FL | 600 | 0.000002% |
| 199 | 67946 | Pioneer Security Life Ins Co | 540 | 0.000002% |
| 200 | 76023 | Columbian Life Ins Co | 450 | 0.000002% |
| 201 | 69647 | Optum Ins of OH Inc | 351 | 0.000001% |
| 202 | 64343 | Pacific Guardian Life Ins Co Ltd | 148 | 0.000001% |
| 203 | 90247 | Rx Life Ins Co | 50 | 0.000000% |
| 204 | 69892 | United Farm Family Life Ins Co | 25 | 0.000000% |
| 205 | 68446 | Oceanview Life & Annuity Co | 14 | 0.000000% |
| | Totals: | | 26,184,615,038 | 100.000000% |

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 1 | 79413 | UnitedHealthcare Ins Co | 3,222,328,724 | 18.491750% |
| 2 | 60054 | Aetna Life Ins Co | 1,997,731,133 | 11.464238% |
| 3 | 67369 | Cigna Hlth & Life Ins Co | 1,760,887,552 | 10.105081% |
| 4 | 62825 | Anthem Blue Cross Life & Hlth Ins Co | 1,580,475,368 | 9.069762% |
| 5 | 66141 | Health Net Life Ins Co | 1,183,294,440 | 6.790488% |
| 6 | 65978 | Metropolitan Life Ins Co | 887,021,469 | 5.090287% |
| 7 | 64246 | Guardian Life Ins Co Of Amer | 510,091,100 | 2.927224% |
| 8 | 60380 | American Family Life Assur Co of Col | 383,004,694 | 2.197922% |
| 9 | 62235 | Unum Life Ins Co Of Amer | 347,287,598 | 1.992955% |
| 10 | 70025 | Genworth Life Ins Co | 301,936,322 | 1.732701% |
| 11 | 69019 | Standard Ins Co | 287,498,854 | 1.649849% |
| 12 | 65498 | Life Ins Co Of N Amer | 276,574,591 | 1.587159% |
| 13 | 61271 | Principal Life Ins Co | 265,020,907 | 1.520857% |
| 14 | 65315 | Lincoln Life Assur Co of Boston | 250,811,762 | 1.439316% |
| 15 | 61557 | Blue Shield of CA Life & Hlth Ins Co | 241,257,797 | 1.384489% |
| 16 | 70815 | Hartford Life & Accident Ins Co | 239,865,870 | 1.376501% |
| 17 | 67105 | Reliastar Life Ins Co | 200,842,991 | 1.152563% |
| 18 | 60410 | American Fidelity Assur Co | 199,565,563 | 1.145233% |
| 19 | 80802 | US Br Sun Life Assur Co of Canada | 198,771,082 | 1.140674% |
| 20 | 81264 | Nippon Life Ins Co Of Amer | 155,201,603 | 0.890644% |
| 21 | 86231 | Transamerica Life Ins Co | 146,802,638 | 0.842446% |
| 22 | 68241 | Prudential Ins Co Of Amer | 144,756,927 | 0.830706% |
| 23 | 62049 | Colonial Life & Accident Ins Co | 138,652,331 | 0.795674% |
| 24 | 61301 | Ameritas Life Ins Corp | 110,573,130 | 0.634538% |
| 25 | 65838 | John Hancock Life Ins Co USA | 100,512,645 | 0.576805% |
| 26 | 92711 | HCC Life Ins Co | 98,962,359 | 0.567908% |
| 27 | 67091 | Northwestern Mut Life Ins Co | 97,990,064 | 0.562329% |
| 28 | 65676 | Lincoln Natl Life Ins Co | 93,105,284 | 0.534297% |
| 29 | 68381 | Reliance Standard Life Ins Co | 91,355,869 | 0.524257% |
| 30 | 68195 | Provident Life & Accident Ins Co | 90,733,049 | 0.520683% |
| 31 | 71412 | Mutual Of Omaha Ins Co | 87,602,958 | 0.502721% |
| 32 | 69868 | United Of Omaha Life Ins Co | 77,590,569 | 0.445264% |
| 33 | 66915 | New York Life Ins Co | 71,655,015 | 0.411202% |
| 34 | 65935 | Massachusetts Mut Life Ins Co | 65,866,877 | 0.377986% |
| 35 | 61069 | Anthem Life Ins Co | 62,920,881 | 0.361080% |
| 36 | 71730 | Continental Amer Ins Co | 61,645,605 | 0.353761% |
| 37 | 68608 | Symetra Life Ins Co | 61,403,189 | 0.352370% |
| 38 | 91529 | Unimerica Ins Co | 60,741,272 | 0.348572% |
| 39 | 71870 | Fidelity Security Life Ins Co | 60,233,436 | 0.345657% |
| 40 | 71714 | Berkshire Life Ins Co of Amer | 54,553,409 | 0.313062% |
| 41 | 66583 | National Guardian Life Ins Co | 52,040,606 | 0.298642% |
| 42 | 60534 | American Heritage Life Ins Co | 51,737,853 | 0.296904% |
| 43 | 69663 | USAA Life Ins Co | 46,062,574 | 0.264336% |
| 44 | 69000 | Northwestern Long Term Care Ins Co | 44,422,912 | 0.254927% |
| 45 | 62146 | Combined Ins Co Of Amer | 42,779,439 | 0.245495% |
| 46 | 92916 | United Amer Ins Co | 42,225,812 | 0.242318% |

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 47 | 65722 | Loyal Amer Life Ins Co | 40,223,856 | 0.230830% |
| 48 | 62626 | CMFG Life Ins Co | 40,069,968 | 0.229947% |
| 49 | 61263 | Bankers Life & Cas Co | 37,710,589 | 0.216407% |
| 50 | 87963 | National Teachers Assoc Life Ins Co | 37,597,890 | 0.215760% |
| 51 | 66168 | Minnesota Life Ins Co | 34,767,573 | 0.199518% |
| 52 | 64890 | Berkley Life & Hlth Ins Co | 32,478,871 | 0.186384% |
| 53 | 70939 | Gerber Life Ins Co | 30,912,603 | 0.177396% |
| 54 | 93440 | HM Life Ins Co | 30,600,225 | 0.175603% |
| 55 | 92444 | Companion Life Ins Co of CA | 30,483,632 | 0.174934% |
| 56 | 67539 | Pan Amer Life Ins Co | 28,541,100 | 0.163787% |
| 57 | 65005 | RiverSource Life Ins Co | 27,054,006 | 0.155253% |
| 58 | 62065 | Colonial Penn Life Ins Co | 23,677,627 | 0.135877% |
| 59 | 61832 | Chesapeake Life Ins Co | 22,713,182 | 0.130343% |
| 60 | 68985 | Starmount Life Ins Co | 22,109,985 | 0.126881% |
| 61 | 70319 | Washington Natl Ins Co | 21,418,914 | 0.122915% |
| 62 | 66869 | Nationwide Life Ins Co | 20,636,037 | 0.118423% |
| 63 | 80985 | 4 Ever Life Ins Co | 17,956,844 | 0.103048% |
| 64 | 69744 | Union Labor Life Ins Co | 17,662,135 | 0.101356% |
| 65 | 82538 | National Hlth Ins Co | 16,943,895 | 0.097235% |
| 66 | 68500 | Continental Life Ins Co Brentwood | 15,944,612 | 0.091500% |
| 67 | 71854 | AAA Life Ins Co | 15,481,376 | 0.088842% |
| 68 | 90557 | Zurich Amer Life Ins Co | 13,476,071 | 0.077334% |
| 69 | 67598 | Paul Revere Life Ins Co | 12,862,210 | 0.073811% |
| 70 | 61425 | Trustmark Ins Co | 12,673,986 | 0.072731% |
| 71 | 71773 | American Natl Life Ins Co Of TX | 11,975,367 | 0.068722% |
| 72 | 61883 | ManhattanLife Assur Co of Amer | 11,760,392 | 0.067489% |
| 73 | 72850 | United World Life Ins Co | 11,260,024 | 0.064617% |
| 74 | 93742 | Securian Life Ins Co | 10,480,167 | 0.060142% |
| 75 | 87726 | BrightHouse Life Ins Co | 10,299,727 | 0.059106% |
| 76 | 60577 | American Income Life Ins Co | 9,222,657 | 0.052925% |
| 77 | 78077 | Equitable Financial Life Ins Co of A | 9,095,557 | 0.052196% |
| 78 | 65595 | Lincoln Benefit Life Co | 8,964,582 | 0.051444% |
| 79 | 90611 | Allianz Life Ins Co Of N Amer | 8,671,258 | 0.049761% |
| 80 | 86355 | Standard Life & Accident Ins Co | 7,542,156 | 0.043282% |
| 81 | 77968 | Family Heritage Life Ins Co Of Amer | 7,528,567 | 0.043204% |
| 82 | 81779 | Individual Assur Co Life Hlth & Acc | 7,464,407 | 0.042835% |
| 83 | 77720 | LifeSecure Ins Co | 6,615,716 | 0.037965% |
| 84 | 71439 | Assurity Life Ins Co | 6,384,734 | 0.036640% |
| 85 | 60216 | Amalgamated Life Ins Co | 6,167,632 | 0.035394% |
| 86 | 93572 | RGA Reins Co | 6,150,331 | 0.035294% |
| 87 | 69515 | Medamerica Ins Co | 6,029,533 | 0.034601% |
| 88 | 63177 | Farmers New World Life Ins Co | 5,915,155 | 0.033945% |
| 89 | 60488 | American Gen Life Ins Co | 5,568,912 | 0.031958% |
| 90 | 70408 | Union Security Ins Co | 5,260,691 | 0.030189% |
| 91 | 62286 | Golden Rule Ins Co | 4,766,262 | 0.027352% |
| 92 | 68322 | Great W Life & Ann Ins Co | 4,349,842 | 0.024962% |

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 93 | 65781 | Madison Natl Life Ins Co Inc | 4,320,814 | 0.024796% |
| 94 | 61700 | Renaissance Life & Hlth Ins Co of Am | 4,230,074 | 0.024275% |
| 95 | 62863 | Trustmark Life Ins Co | 4,131,017 | 0.023706% |
| 96 | 67601 | Unum Ins Co | 3,249,918 | 0.018650% |
| 97 | 91472 | Globe Life & Accident Ins Co | 3,189,587 | 0.018304% |
| 98 | 61360 | Reliastar Life Ins Co Of NY | 3,115,025 | 0.017876% |
| 99 | 90638 | Best Life & Hlth Ins Co | 3,096,664 | 0.017771% |
| 100 | 71404 | Continental Gen Ins Co | 3,049,898 | 0.017502% |
| 101 | 69116 | State Life Ins Co | 3,010,667 | 0.017277% |
| 102 | 62944 | Equitable Financial Life Ins Co | 2,987,449 | 0.017144% |
| 103 | 91642 | Forethought Life Ins Co | 2,961,214 | 0.016993% |
| 104 | 65056 | Jackson Natl Life Ins Co | 2,830,074 | 0.016241% |
| 105 | 11121 | Unified Life Ins Co | 2,774,893 | 0.015924% |
| 106 | 60518 | American Hlth & Life Ins Co | 2,731,273 | 0.015674% |
| 107 | 67784 | Philadelphia Amer Life Ins Co | 2,543,623 | 0.014597% |
| 108 | 64211 | Guarantee Trust Life Ins Co | 2,422,847 | 0.013904% |
| 109 | 93734 | Nassau Life & Ann Co | 2,246,290 | 0.012891% |
| 110 | 63258 | Federated Life Ins Co | 2,206,701 | 0.012663% |
| 111 | 80314 | Unicare Life & Hlth Ins Co | 2,049,631 | 0.011762% |
| 112 | 71129 | Dearborn Life Ins Co | 2,045,240 | 0.011737% |
| 113 | 60186 | Allstate Life Ins Co | 1,956,382 | 0.011227% |
| 114 | 61476 | Boston Mut Life Ins Co | 1,936,912 | 0.011115% |
| 115 | 65129 | Kansas City Life Ins Co | 1,909,423 | 0.010957% |
| 116 | 80896 | Centre Life Ins Co | 1,780,433 | 0.010217% |
| 117 | 62596 | Union Fidelity Life Ins Co | 1,753,749 | 0.010064% |
| 118 | 90328 | First Hlth Life & Hlth Ins Co | 1,687,070 | 0.009681% |
| 119 | 70106 | United States Life Ins Co in the Cit | 1,430,292 | 0.008208% |
| 120 | 93610 | John Hancock Life & Hlth Ins Co | 1,413,984 | 0.008114% |
| 121 | 66370 | Mony Life Ins Co | 1,387,622 | 0.007963% |
| 122 | 66680 | National Life Ins Co | 1,326,683 | 0.007613% |
| 123 | 68047 | Professional Ins Co | 1,112,759 | 0.006386% |
| 124 | 88072 | Talcott Resolution Life Ins Co | 1,040,516 | 0.005971% |
| 125 | 66087 | Mid West Natl Life Ins Co Of TN | 1,033,055 | 0.005928% |
| 126 | 13100 | Omaha Ins Co | 1,012,539 | 0.005811% |
| 127 | 62413 | Wilcac Life Ins Co | 1,000,116 | 0.005739% |
| 128 | 60801 | American Public Life Ins Co | 994,768 | 0.005709% |
| 129 | 65536 | Genworth Life & Ann Ins Co | 990,690 | 0.005685% |
| 130 | 89206 | Ohio Natl Life Assur Corp | 958,917 | 0.005503% |
| 131 | 99724 | LifeShield Natl Ins Co | 888,720 | 0.005100% |
| 132 | 60739 | American Natl Ins Co | 879,162 | 0.005045% |
| 133 | 94250 | Banner Life Ins Co | 841,189 | 0.004827% |
| 134 | 70688 | Transamerica Financial Life Ins Co | 820,718 | 0.004710% |
| 135 | 62952 | SILAC Ins Co | 785,976 | 0.004510% |
| 136 | 70483 | Western & Southern Life Ins Co | 762,155 | 0.004374% |
| 137 | 98205 | Natl Foundation Life Ins Co | 719,915 | 0.004131% |
| 138 | 88366 | American Retirement Life Ins Co | 709,902 | 0.004074% |

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 139 | 61492 | Athene Annuity & Life Assur Co | 708,077 | 0.004063% |
| 140 | 67172 | Ohio Natl Life Ins Co | 654,034 | 0.003753% |
| 141 | 71471 | Ability Ins Co | 638,625 | 0.003665% |
| 142 | 66265 | Monarch Life Ins Co | 638,563 | 0.003664% |
| 143 | 80926 | Sun Life & Hlth Ins Co | 602,543 | 0.003458% |
| 144 | 97136 | Metropolitan Tower Life Ins Co | 589,859 | 0.003385% |
| 145 | 69930 | United Ins Co Of Amer | 577,424 | 0.003314% |
| 146 | 62057 | Lincoln Life & Ann Co of NY | 546,335 | 0.003135% |
| 147 | 69345 | Teachers Ins & Ann Assoc Of Amer | 541,968 | 0.003110% |
| 148 | 63053 | Family Life Ins Co | 533,582 | 0.003062% |
| 149 | 80659 | US Business of Canada Life Assur Co | 511,916 | 0.002938% |
| 150 | 77399 | Sterling Life Ins Co | 478,778 | 0.002748% |
| 151 | 72125 | Physicians Life Ins Co | 458,447 | 0.002631% |
| 152 | 31119 | Medico Ins Co | 433,674 | 0.002489% |
| 153 | 60836 | American Republic Ins Co | 398,896 | 0.002289% |
| 154 | 67644 | Penn Mut Life Ins Co | 393,782 | 0.002260% |
| 155 | 76112 | Oxford Life Ins Co | 348,780 | 0.002002% |
| 156 | 78700 | Aetna Hlth & Life Ins Co | 291,212 | 0.001671% |
| 157 | 65080 | John Alden Life Ins Co | 290,729 | 0.001668% |
| 158 | 68136 | Protective Life Ins Co | 274,994 | 0.001578% |
| 159 | 62634 | Delaware Amer Life Ins Co | 227,960 | 0.001308% |
| 160 | 65870 | Manhattan Life Ins Co | 222,052 | 0.001274% |
| 161 | 64238 | Guaranty Income Life Ins Co | 210,876 | 0.001210% |
| 162 | 60142 | TIAA Cref Life Ins Co | 203,774 | 0.001169% |
| 163 | 65927 | Lincoln Heritage Life Ins Co | 198,498 | 0.001139% |
| 164 | 65331 | Liberty Natl Life Ins Co | 192,959 | 0.001107% |
| 165 | 68802 | Sentinel Security Life Ins Co | 144,850 | 0.000831% |
| 166 | 60275 | American Bankers Life Assur Co Of FL | 141,819 | 0.000814% |
| 167 | 61999 | Americo Fin Life & Ann Ins Co | 141,340 | 0.000811% |
| 168 | 64580 | Illinois Mut Life Ins Co | 138,653 | 0.000796% |
| 169 | 68462 | Reserve Natl Ins Co | 131,581 | 0.000755% |
| 170 | 60895 | American United Life Ins Co | 117,134 | 0.000672% |
| 171 | 90212 | Great Southern Life Ins Co | 110,125 | 0.000632% |
| 172 | 97985 | LifeMap Assur Co | 106,071 | 0.000609% |
| 173 | 63657 | Garden State Life Ins Co | 99,942 | 0.000574% |
| 174 | 88668 | Mutual Of Amer Life Ins Co | 97,087 | 0.000557% |
| 175 | 69078 | Standard Security Life Ins Co Of NY | 88,178 | 0.000506% |
| 176 | 61409 | National Benefit Life Ins Co | 62,203 | 0.000357% |
| 177 | 61689 | Athene Ann & Life Co | 60,848 | 0.000349% |
| 178 | 67814 | Nassau Life Ins Co | 58,598 | 0.000336% |
| 179 | 64602 | Independence Life & Ann Co | 56,752 | 0.000326% |
| 180 | 61751 | Central States H & L Co Of Omaha | 49,702 | 0.000285% |
| 181 | 67059 | GPM Hlth & Life Ins Co | 48,155 | 0.000276% |
| 182 | 89184 | Sterling Investors Life Ins Co | 47,562 | 0.000273% |
| 183 | 71390 | Puritan Life Ins Co of Amer | 45,567 | 0.000261% |
| 184 | 63967 | Government Personnel Mut Life Ins Co | 42,963 | 0.000247% |

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 185 | 63983 | United Heritage Life Ins Co | 41,934 | 0.000241% |
| 186 | 85189 | Western United Life Assur Co | 40,733 | 0.000234% |
| 187 | 68284 | Nassau Life Ins Co of KS | 39,675 | 0.000228% |
| 188 | 97152 | Plateau Ins Co | 35,507 | 0.000204% |
| 189 | 67199 | Old Amer Ins Co | 32,158 | 0.000185% |
| 190 | 73504 | Lumico Life Ins Co | 31,493 | 0.000181% |
| 191 | 60183 | S USA Life Ins Co Inc | 31,443 | 0.000180% |
| 192 | 91626 | New England Life Ins Co | 29,950 | 0.000172% |
| 193 | 63290 | Fidelity Life Assn A Legal Reserve L | 23,015 | 0.000132% |
| 194 | 65919 | Primerica Life Ins Co | 20,872 | 0.000120% |
| 195 | 93777 | Pavonia Life Ins Co of MI | 20,515 | 0.000118% |
| 196 | 62103 | Columbian Mut Life Ins Co | 17,499 | 0.000100% |
| 197 | 42129 | United Security Assur Co Of PA | 15,257 | 0.000088% |
| 198 | 76236 | The Cincinnati Life Ins Co | 15,164 | 0.000087% |
| 199 | 70874 | Allstate Life Ins Co Of NY | 15,047 | 0.000086% |
| 200 | 81426 | Commercial Travelers Life Ins Co | 15,017 | 0.000086% |
| 201 | 63223 | Federal Life Ins Co | 14,329 | 0.000082% |
| 202 | 67903 | Provident Amer Life & Hlth Ins Co | 12,467 | 0.000072% |
| 203 | 77879 | 5 Star Life Ins Co | 11,774 | 0.000068% |
| 204 | 66427 | Mutual Trust Life Ins Co a Pan Amer | 11,265 | 0.000065% |
| 205 | 68772 | Security Mut Life Ins Co Of NY | 10,950 | 0.000063% |
| 206 | 65242 | Lafayette Life Ins Co | 9,873 | 0.000057% |
| 207 | 69310 | Surety Life Ins Co | 9,753 | 0.000056% |
| 208 | 68446 | Oceanview Life & Annuity Co | 9,654 | 0.000055% |
| 209 | 64513 | Horace Mann Life Ins Co | 8,799 | 0.000050% |
| 210 | 64017 | Jefferson Natl Life Ins Co | 8,050 | 0.000046% |
| 211 | 91693 | IA Amer Life Ins Co | 7,756 | 0.000045% |
| 212 | 71153 | Talcott Resolution Life & Ann Ins Co | 7,652 | 0.000044% |
| 213 | 84522 | Auto Club Life Ins Co | 6,999 | 0.000040% |
| 214 | 69922 | United Home Life Ins Co | 6,744 | 0.000039% |
| 215 | 60704 | Wilton Reassur Life Co of NY | 6,502 | 0.000037% |
| 216 | 85561 | Elips Life Ins Co | 6,013 | 0.000035% |
| 217 | 91785 | Sterling Nat Life Ins Co Inc | 5,850 | 0.000034% |
| 218 | 61212 | Baltimore Life Ins Co | 5,736 | 0.000033% |
| 219 | 63312 | Great Amer Life Ins Co | 5,590 | 0.000032% |
| 220 | 60445 | Sagicor Life Ins Co | 4,579 | 0.000026% |
| 221 | 67652 | First Penn Pacific Life Ins Co | 3,902 | 0.000022% |
| 222 | 68543 | Liberty Bankers Life Ins Co | 2,771 | 0.000016% |
| 223 | 84824 | Commonwealth Ann & Life Ins Co | 1,824 | 0.000010% |
| 224 | 66044 | Midland Natl Life Ins Co | 1,204 | 0.000007% |
| 225 | 69485 | Security Natl Life Ins Co | 1,056 | 0.000006% |
| 226 | 97241 | Settlers Life Ins Co | 1,050 | 0.000006% |
| 227 | 67261 | Old Republic Life Ins Co | 936 | 0.000005% |
| 228 | 83607 | Guggenheim Life & Ann Co | 760 | 0.000004% |
| 229 | 62928 | EMC Natl Life Co | 705 | 0.000004% |
| 230 | 99937 | Columbus Life Ins Co | 636 | 0.000004% |

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|----------------------------------|-----------------|--------------|
| 231 | 67393 | Ozark Natl Life Ins Co | 596 | 0.000003% |
| 232 | 65528 | Life Ins Co Of The Southwest | 540 | 0.000003% |
| 233 | 70335 | West Coast Life Ins Co | 504 | 0.000003% |
| 234 | 61727 | Cigna Natl Hlth Ins Co | 356 | 0.000002% |
| 235 | 68357 | Reliable Life Ins Co | 256 | 0.000001% |
| 236 | 80942 | Venerable Ins & Ann Co | 239 | 0.000001% |
| 237 | 64343 | Pacific Guardian Life Ins Co Ltd | 237 | 0.000001% |
| 238 | 69140 | First Allmerica Fin Life Ins Co | 124 | 0.000001% |
| 239 | 61395 | Beneficial Life Ins Co | 37 | 0.000000% |
| 240 | 66974 | North Amer Co Life & Hlth Ins | 4 | 0.000000% |
| | Totals: | | 17,425,764,343 | 100.000000% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
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 | 899,969,958 | 27.494751% |
| 2 | 60142 | TIAA Cref Life Ins Co | 884,995,391 | 27.037266% |
| 3 | 65935 | Massachusetts Mut Life Ins Co | 399,138,071 | 12.193964% |
| 4 | 93629 | Prudential Retirement Ins & Ann Co | 362,383,035 | 11.071071% |
| 5 | 88072 | Talcott Resolution Life Ins Co | 136,199,317 | 4.160990% |
| 6 | 68322 | Great W Life & Ann Ins Co | 86,589,723 | 2.645380% |
| 7 | 68241 | Prudential Ins Co Of Amer | 62,719,252 | 1.916120% |
| 8 | 70238 | Variable Ann Life Ins Co | 55,189,618 | 1.686084% |
| 9 | 69868 | United Of Omaha Life Ins Co | 42,285,960 | 1.291867% |
| 10 | 66168 | Minnesota Life Ins Co | 40,869,785 | 1.248602% |
| 11 | 67466 | Pacific Life Ins Co | 37,125,137 | 1.134201% |
| 12 | 60488 | American Gen Life Ins Co | 35,899,788 | 1.096765% |
| 13 | 65978 | Metropolitan Life Ins Co | 29,074,167 | 0.888237% |
| 14 | 69345 | Teachers Ins & Ann Assoc Of Amer | 27,650,928 | 0.844756% |
| 15 | 91596 | New York Life Ins & Ann Corp | 23,191,655 | 0.708522% |
| 16 | 61301 | Ameritas Life Ins Corp | 14,127,579 | 0.431608% |
| 17 | 92444 | Companion Life Ins Co of CA | 14,100,763 | 0.430789% |
| 18 | 68608 | Symetra Life Ins Co | 11,677,097 | 0.356744% |
| 19 | 92622 | Western Southern Life Assur Co | 8,231,849 | 0.251489% |
| 20 | 60739 | American Natl Ins Co | 7,863,353 | 0.240231% |
| 21 | 74780 | Integrity Life Ins Co | 7,536,669 | 0.230251% |
| 22 | 93742 | Securian Life Ins Co | 7,451,510 | 0.227649% |
| 23 | 60054 | Aetna Life Ins Co | 7,193,092 | 0.219754% |
| 24 | 63177 | Farmers New World Life Ins Co | 7,166,785 | 0.218951% |
| 25 | 91642 | Forethought Life Ins Co | 5,974,257 | 0.182518% |
| 26 | 62510 | Equitrust Life Ins Co | 5,564,241 | 0.169992% |
| 27 | 69663 | USAA Life Ins Co | 4,508,472 | 0.137737% |
| 28 | 65595 | Lincoln Benefit Life Co | 4,209,121 | 0.128592% |
| 29 | 60445 | Sagicor Life Ins Co | 4,000,616 | 0.122222% |
| 30 | 79227 | Pruco Life Ins Co | 3,938,934 | 0.120337% |
| 31 | 86630 | Prudential Ann Life Assur Corp | 3,632,465 | 0.110975% |
| 32 | 67644 | Penn Mut Life Ins Co | 3,005,317 | 0.091815% |
| 33 | 67601 | Unum Ins Co | 2,393,886 | 0.073135% |
| 34 | 66974 | North Amer Co Life & Hlth Ins | 2,109,791 | 0.064456% |
| 35 | 68136 | Protective Life Ins Co | 2,108,604 | 0.064419% |
| 36 | 66583 | National Guardian Life Ins Co | 2,011,974 | 0.061467% |
| 37 | 61689 | Athene Ann & Life Co | 1,413,043 | 0.043170% |
| 38 | 66044 | Midland Natl Life Ins Co | 1,371,053 | 0.041887% |
| 39 | 65919 | Primerica Life Ins Co | 1,278,158 | 0.039049% |
| 40 | 64343 | Pacific Guardian Life Ins Co Ltd | 1,238,291 | 0.037831% |
| 41 | 67091 | Northwestern Mut Life Ins Co | 1,186,031 | 0.036234% |
| 42 | 64017 | Jefferson Natl Life Ins Co | 1,177,939 | 0.035987% |
| 43 | 83607 | Guggenheim Life & Ann Co | 1,091,959 | 0.033360% |
| 44 | 68543 | Liberty Bankers Life Ins Co | 958,381 | 0.029279% |
| 45 | 60895 | American United Life Ins Co | 892,191 | 0.027257% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|------------------------------------|-----------------|--------------|
| 46 | 62413 | Wilcac Life Ins Co | 884,499 | 0.027022% |
| 47 | 61212 | Baltimore Life Ins Co | 771,570 | 0.023572% |
| 48 | 67172 | Ohio Natl Life Ins Co | 667,768 | 0.020401% |
| 49 | 69116 | State Life Ins Co | 646,025 | 0.019737% |
| 50 | 62308 | Connecticut Gen Life Ins Co | 644,970 | 0.019704% |
| 51 | 62952 | SILAC Ins Co | 639,009 | 0.019522% |
| 52 | 65129 | Kansas City Life Ins Co | 613,669 | 0.018748% |
| 53 | 84174 | ELCO Mut Life & Ann | 536,418 | 0.016388% |
| 54 | 62235 | Unum Life Ins Co Of Amer | 525,618 | 0.016058% |
| 55 | 92738 | American Equity Invest Life Ins Co | 520,896 | 0.015914% |
| 56 | 62626 | CMFG Life Ins Co | 499,296 | 0.015254% |
| 57 | 65242 | Lafayette Life Ins Co | 490,000 | 0.014970% |
| 58 | 86231 | Transamerica Life Ins Co | 327,137 | 0.009994% |
| 59 | 66850 | National Western Life Ins Co | 266,446 | 0.008140% |
| 60 | 65056 | Jackson Natl Life Ins Co | 251,994 | 0.007699% |
| 61 | 94250 | Banner Life Ins Co | 250,054 | 0.007639% |
| 62 | 61999 | Americo Fin Life & Ann Ins Co | 220,338 | 0.006731% |
| 63 | 69019 | Standard Ins Co | 219,999 | 0.006721% |
| 64 | 71129 | Dearborn Life Ins Co | 202,149 | 0.006176% |
| 65 | 86509 | Voya Retirement Ins & Ann Co | 172,025 | 0.005255% |
| 66 | 78778 | Guardian Ins & Ann Co Inc | 145,882 | 0.004457% |
| 67 | 63312 | Great Amer Life Ins Co | 136,649 | 0.004175% |
| 68 | 67598 | Paul Revere Life Ins Co | 116,378 | 0.003555% |
| 69 | 67105 | Reliastar Life Ins Co | 111,713 | 0.003413% |
| 70 | 71854 | AAA Life Ins Co | 110,192 | 0.003366% |
| 71 | 65005 | RiverSource Life Ins Co | 98,000 | 0.002994% |
| 72 | 64238 | Guaranty Income Life Ins Co | 83,112 | 0.002539% |
| 73 | 61875 | Church Life Ins Corp | 80,163 | 0.002449% |
| 74 | 65528 | Life Ins Co Of The Southwest | 49,111 | 0.001500% |
| 75 | 99937 | Columbus Life Ins Co | 47,536 | 0.001452% |
| 76 | 72125 | Physicians Life Ins Co | 35,973 | 0.001099% |
| 77 | 71439 | Assurity Life Ins Co | 35,000 | 0.001069% |
| 78 | 90212 | Great Southern Life Ins Co | 32,893 | 0.001005% |
| 79 | 69108 | State Farm Life Ins Co | 28,939 | 0.000884% |
| 80 | 60518 | American Hlth & Life Ins Co | 24,828 | 0.000759% |
| 81 | 64246 | Guardian Life Ins Co Of Amer | 12,562 | 0.000384% |
| 82 | 86126 | Members Life Ins Co | 11,517 | 0.000352% |
| 83 | 69698 | New Era Life Ins Co Of Midwest | 8,706 | 0.000266% |
| 84 | 62928 | EMC Natl Life Co | 6,703 | 0.000205% |
| 85 | 88536 | Protective Life & Annuity Ins Co | 6,573 | 0.000201% |
| 86 | 87645 | United Fidelity Life Ins Co | 4,352 | 0.000133% |
| 87 | 63983 | United Heritage Life Ins Co | 4,058 | 0.000124% |
| 88 | 69485 | Security Natl Life Ins Co | 2,362 | 0.000072% |
| 89 | 64211 | Guarantee Trust Life Ins Co | 1,752 | 0.000054% |
| 90 | 65722 | Loyal Amer Life Ins Co | 1,267 | 0.000039% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|------------------------------|-----------------|--------------|
| 91 | 78743 | New Era Life Ins Co | 565 | 0.000017% |
| 92 | 61409 | National Benefit Life Ins Co | 337 | 0.000010% |
| 93 | 67180 | Ohio State Life Ins Co | 322 | 0.000010% |
| 94 | 90247 | Rx Life Ins Co | 150 | 0.000005% |
| 95 | 61395 | Beneficial Life Ins Co | 88 | 0.000003% |
| 96 | 69272 | Sunset Life Ins Co Of Amer | 80 | 0.000002% |
| | Totals: | | 3,273,242,849 | 100.000000% |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: OTHER CONSIDERATIONS
Sorted By Market Share (Written Premium)

| Record Count | Company Code | Company Name | Written Premium | Market Share |
|--------------|--------------|--------------------------------------|-----------------|--------------|
| 1 | 68241 | Prudential Ins Co Of Amer | 2,560,369,322 | 25.044288% |
| 2 | 65838 | John Hancock Life Ins Co USA | 2,007,359,289 | 19.635013% |
| 3 | 65935 | Massachusetts Mut Life Ins Co | 1,548,943,961 | 15.151017% |
| 4 | 70688 | Transamerica Financial Life Ins Co | 1,344,654,201 | 13.152754% |
| 5 | 86231 | Transamerica Life Ins Co | 550,898,854 | 5.388625% |
| 6 | 66915 | New York Life Ins Co | 539,465,255 | 5.276787% |
| 7 | 69019 | Standard Ins Co | 355,779,952 | 3.480067% |
| 8 | 65978 | Metropolitan Life Ins Co | 333,691,636 | 3.264009% |
| 9 | 86509 | Voya Retirement Ins & Ann Co | 318,360,028 | 3.114043% |
| 10 | 88668 | Mutual Of Amer Life Ins Co | 223,903,460 | 2.190115% |
| 11 | 66168 | Minnesota Life Ins Co | 181,567,381 | 1.776004% |
| 12 | 88072 | Talcott Resolution Life Ins Co | 136,841,206 | 1.338514% |
| 13 | 62626 | CMFG Life Ins Co | 74,502,266 | 0.728745% |
| 14 | 62944 | Equitable Financial Life Ins Co | 37,055,641 | 0.362460% |
| 15 | 67172 | Ohio Natl Life Ins Co | 5,354,179 | 0.052372% |
| 16 | 71153 | Talcott Resolution Life & Ann Ins Co | 2,698,010 | 0.026391% |
| 17 | 93629 | Prudential Retirement Ins & Ann Co | 1,112,317 | 0.010880% |
| 18 | 61271 | Principal Life Ins Co | 295,448 | 0.002890% |
| 19 | 69868 | United Of Omaha Life Ins Co | 262,642 | 0.002569% |
| 20 | 78778 | Guardian Ins & Ann Co Inc | 221,000 | 0.002162% |
| 21 | 87726 | Brighthouse Life Ins Co | 28,664 | 0.000280% |
| 22 | 81213 | American Maturity Life Ins Co | 1,653 | 0.000016% |
| | Totals: | | 10,223,366,365 | 100.000000% |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 1 | 80985 | 4 Ever Life Ins Co | 465,799 | 0 | 17,956,844 | (3,850) | 0 | 18,418,793 | 0.024107% | 164 |
| 2 | 77879 | 5 Star Life Ins Co | 7,168,413 | 0 | 11,774 | 0 | 0 | 7,180,187 | 0.009398% | 189 |
| 3 | 71854 | AAA Life Ins Co | 293,603,044 | 31,337,895 | 15,481,376 | 110,192 | 0 | 340,532,507 | 0.445693% | 60 |
| 4 | 71471 | Ability Ins Co | 10,543 | 0 | 638,625 | 0 | 0 | 649,168 | 0.000850% | 278 |
| 5 | 62200 | Accordia Life & Ann Co | 203,371,352 | 0 | 0 | 0 | 0 | 203,371,352 | 0.266175% | 72 |
| 6 | 78700 | Aetna Hlth & Life Ins Co | 0 | 0 | 291,212 | 0 | 0 | 291,212 | 0.000381% | 292 |
| 7 | 60054 | Aetna Life Ins Co | 10,531,565 | 744,109 | 1,997,731,133 | 7,193,092 | 0 | 2,016,199,899 | 2.638829% | 8 |
| 8 | 90611 | Allianz Life Ins Co Of N Amer | 254,876,825 | 1,115,250,838 | 8,671,258 | 0 | 0 | 1,378,798,921 | 1.804590% | 18 |
| 9 | 70866 | Allstate Assur Co | 47,184,529 | 0 | 0 | 0 | 0 | 47,184,529 | 0.061756% | 129 |
| 10 | 60186 | Allstate Life Ins Co | 47,285,948 | 2,547,120 | 1,956,382 | 0 | 0 | 51,789,450 | 0.067783% | 122 |
| 11 | 70874 | Allstate Life Ins Co Of NY | 644,599 | 2,165 | 15,047 | 0 | 0 | 661,811 | 0.000866% | 276 |
| 12 | 60216 | Amalgamated Life Ins Co | 222,022 | 0 | 6,167,632 | 0 | 0 | 6,389,654 | 0.008363% | 196 |
| 13 | 68594 | American Amicable Life Ins Co Of TX | 13,415,764 | 723,115 | 0 | 0 | 0 | 14,138,879 | 0.018505% | 171 |
| 14 | 60275 | American Bankers Life Assur Co Of FL | 270,624 | 600 | 141,819 | 0 | 0 | 413,043 | 0.000541% | 286 |
| 15 | 92738 | American Equity Invest Life Ins Co | 13,694 | 123,598,227 | 0 | 520,896 | 0 | 124,132,817 | 0.162467% | 91 |
| 16 | 60380 | American Family Life Assur Co of Col | 29,020,909 | 0 | 383,004,694 | 0 | 0 | 412,025,603 | 0.539265% | 48 |
| 17 | 60399 | American Family Life Ins Co | 1,857,590 | 4,200 | 0 | 0 | 0 | 1,861,790 | 0.002437% | 248 |
| 18 | 60410 | American Fidelity Assur Co | 48,377,031 | 116,550,620 | 199,565,563 | 0 | 0 | 364,493,214 | 0.477054% | 54 |
| 19 | 60429 | American Fidelity Life Ins Co | 491,774 | 55,595 | 0 | 0 | 0 | 547,369 | 0.000716% | 281 |
| 20 | 60488 | American Gen Life Ins Co | 590,252,731 | 1,150,404,948 | 5,568,912 | 35,899,788 | 0 | 1,782,126,379 | 2.332471% | 11 |
| 21 | 60534 | American Heritage Life Ins Co | 5,267,570 | 6,900 | 51,737,853 | 0 | 0 | 57,012,323 | 0.074618% | 116 |
| 22 | 60518 | American Hlth & Life Ins Co | 4,306,564 | 0 | 2,731,273 | 24,828 | 0 | 7,062,665 | 0.009244% | 190 |
| 23 | 60577 | American Income Life Ins Co | 131,720,813 | 0 | 9,222,657 | 0 | 0 | 140,943,470 | 0.184469% | 85 |
| 24 | 81213 | American Maturity Life Ins Co | 0 | 11,141 | 0 | 0 | 1,653 | 12,794 | 0.000017% | 319 |
| 25 | 67989 | American Memorial Life Ins Co | 128,183,848 | 353,768 | 0 | 0 | 0 | 128,537,616 | 0.168232% | 89 |
| 26 | 60739 | American Natl Ins Co | 90,368,638 | 102,257,464 | 879,162 | 7,863,353 | 0 | 201,368,617 | 0.263554% | 73 |
| 27 | 71773 | American Natl Life Ins Co Of TX | 136,831 | 0 | 11,975,367 | 0 | 0 | 12,112,198 | 0.015853% | 176 |
| 28 | 60801 | American Public Life Ins Co | 13,493 | 0 | 994,768 | 0 | 0 | 1,008,261 | 0.001320% | 267 |
| 29 | 60836 | American Republic Ins Co | 168,387 | 0 | 398,896 | 0 | 0 | 567,283 | 0.000742% | 280 |
| 30 | 88366 | American Retirement Life Ins Co | 0 | 0 | 709,902 | 0 | 0 | 709,902 | 0.000929% | 274 |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 31 | 60895 | American United Life Ins Co | 37,908,624 | 730,719,843 | 117,134 | 892,191 | 0 | 769,637,792 | 1.007312% | 34 |
| 32 | 61999 | Americo Fin Life & Ann Ins Co | 23,416,122 | 75,745,926 | 141,340 | 220,338 | 0 | 99,523,726 | 0.130258% | 100 |
| 33 | 61301 | Ameritas Life Ins Corp | 81,292,986 | 192,959,560 | 110,573,130 | 14,127,579 | 0 | 398,953,255 | 0.522155% | 50 |
| 34 | 72222 | Amica Life Ins Co | 6,076,449 | 540,745 | 0 | 0 | 0 | 6,617,194 | 0.008661% | 194 |
| 35 | 93661 | Annuity Investors Life Ins Co | 0 | 19,095,163 | 0 | 0 | 0 | 19,095,163 | 0.024992% | 163 |
| 36 | 62825 | Anthem Blue Cross Life & Hlth Ins Co | 59,875,812 | | 1,580,475,368 | | | 1,640,351,180 | 2.146914% | 16 |
| 37 | 61069 | Anthem Life Ins Co | 5,092,657 | 0 | 62,920,881 | 0 | 0 | 68,013,538 | 0.089017% | 107 |
| 38 | 71439 | Assurity Life Ins Co | 15,133,745 | 189,171 | 6,384,734 | 35,000 | 0 | 21,742,650 | 0.028457% | 157 |
| 39 | 68039 | Athene Ann & Life Assur Co of NY | 365,397 | 325,203 | 0 | 0 | 0 | 690,600 | 0.000904% | 275 |
| 40 | 61689 | Athene Ann & Life Co | 8,778,554 | 1,160,185,268 | 60,848 | 1,413,043 | 0 | 1,170,437,713 | 1.531885% | 22 |
| 41 | 61492 | Athene Annuity & Life Assur Co | 3,189,202 | 138,093 | 708,077 | 0 | 0 | 4,035,372 | 0.005282% | 222 |
| 42 | 61182 | Aurora Natl Life Assur Co | 2,274,795 | 0 | 0 | (259,487) | 0 | 2,015,308 | 0.002638% | 246 |
| 43 | 84522 | Auto Club Life Ins Co | 1,162,023 | 289,278 | 6,999 | 0 | 0 | 1,458,300 | 0.001909% | 256 |
| 44 | 61212 | Baltimore Life Ins Co | 3,048,964 | 0 | 5,736 | 771,570 | 0 | 3,826,270 | 0.005008% | 224 |
| 45 | 61263 | Bankers Life & Cas Co | 34,885,996 | 37,054,213 | 37,710,589 | 0 | 0 | 109,650,798 | 0.143512% | 95 |
| 46 | 94250 | Banner Life Ins Co | 128,512,022 | 100,735,940 | 841,189 | 250,054 | 0 | 230,339,205 | 0.301471% | 69 |
| 47 | 61395 | Beneficial Life Ins Co | 4,951,323 | 205,318 | 37 | 88 | 0 | 5,156,766 | 0.006749% | 211 |
| 48 | 64890 | Berkley Life & Hlth Ins Co | 2,374 | 0 | 32,478,871 | 0 | 0 | 32,481,245 | 0.042512% | 138 |
| 49 | 71714 | Berkshire Life Ins Co of Amer | 488,572 | 0 | 54,553,409 | 0 | 0 | 55,041,981 | 0.072040% | 121 |
| 50 | 90638 | Best Life & Hlth Ins Co | 212,462 | 0 | 3,096,664 | 0 | 0 | 3,309,126 | 0.004331% | 235 |
| 51 | 61557 | Blue Shield of CA Life & Hlth Ins Co | 10,696,016 | 0 | 241,257,797 | 0 | 0 | 251,953,813 | 0.329761% | 65 |
| 52 | 61476 | Boston Mut Life Ins Co | 2,635,565 | 0 | 1,936,912 | 0 | 0 | 4,572,477 | 0.005985% | 215 |
| 53 | 87726 | Brighthouse Life Ins Co | 216,318,925 | 679,457,261 | 10,299,727 | 0 | 28,664 | 906,104,577 | 1.185922% | 28 |
| 54 | 61581 | Capitol Life Ins Co | 2,501 | 0 | 0 | 0 | 0 | 2,501 | 0.000003% | 322 |
| 55 | 61751 | Central States H & L Co Of Omaha | 41,817 | 0 | 49,702 | 0 | 0 | 91,519 | 0.000120% | 303 |
| 56 | 80896 | Centre Life Ins Co | 0 | 0 | 1,780,433 | 0 | 0 | 1,780,433 | 0.002330% | 250 |
| 57 | 61832 | Chesapeake Life Ins Co | 4,286,091 | 110,987 | 22,713,182 | 0 | 0 | 27,110,260 | 0.035482% | 147 |
| 58 | 61875 | Church Life Ins Corp | 1,621,213 | 882,207 | 0 | 80,163 | 0 | 2,583,583 | 0.003381% | 239 |
| 59 | 67369 | Cigna Hlth & Life Ins Co | 21,866 | 0 | 1,760,887,552 | 0 | 0 | 1,760,909,418 | 2.304702% | 12 |
| 60 | 61727 | Cigna Natl Hlth Ins Co | 12 | 0 | 356 | 0 | 0 | 368 | 0.000000% | 328 |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 61 | 93432 | CM Life Ins Co | 20,439,183 | 90,701,365 | 0 | 0 | 0 | 111,140,548 | 0.145462% | 94 |
| 62 | 62626 | CMFG Life Ins Co | 37,701,656 | 5,184,590 | 40,069,968 | 499,296 | 74,502,266 | 157,957,776 | 0.206737% | 79 |
| 63 | 62049 | Colonial Life & Accident Ins Co | 36,638,332 | 16,019 | 138,652,331 | 0 | 0 | 175,306,682 | 0.229444% | 76 |
| 64 | 62065 | Colonial Penn Life Ins Co | 24,250,336 | 0 | 23,677,627 | 0 | 0 | 47,927,963 | 0.062729% | 127 |
| 65 | 76023 | Columbian Life Ins Co | 6,048,315 | 450 | 0 | 0 | 0 | 6,048,765 | 0.007917% | 199 |
| 66 | 62103 | Columbian Mut Life Ins Co | 202,079 | 4,078 | 17,499 | 0 | 0 | 223,656 | 0.000293% | 296 |
| 67 | 99937 | Columbus Life Ins Co | 59,209,718 | 672,810 | 636 | 47,536 | 0 | 59,930,700 | 0.078438% | 112 |
| 68 | 62146 | Combined Ins Co Of Amer | 5,670,031 | 0 | 42,779,439 | 0 | 0 | 48,449,470 | 0.063411% | 126 |
| 69 | 81426 | Commercial Travelers Life Ins Co | 0 | 0 | 15,017 | 0 | 0 | 15,017 | 0.000020% | 314 |
| 70 | 84824 | Commonwealth Ann & Life Ins Co | 2,707,126 | 9,966,963 | 1,824 | 0 | 0 | 12,675,913 | 0.016590% | 174 |
| 71 | 92444 | Companion Life Ins Co of CA | 1,041 | 14,000 | 30,483,632 | 14,100,763 | 0 | 44,599,436 | 0.058372% | 130 |
| 72 | 62308 | Connecticut Gen Life Ins Co | 26,095,966 | 7,625 | (834,922) | 644,970 | 0 | 25,913,639 | 0.033916% | 152 |
| 73 | 71730 | Continental Amer Ins Co | 1,498,263 | 0 | 61,645,605 | 0 | 0 | 63,143,868 | 0.082644% | 111 |
| 74 | 71404 | Continental Gen Ins Co | 159,462 | 543,432 | 3,049,898 | 0 | 0 | 3,752,792 | 0.004912% | 227 |
| 75 | 68500 | Continental Life Ins Co Brentwood | 4,701 | 0 | 15,944,612 | 0 | 0 | 15,949,313 | 0.020875% | 167 |
| 76 | 82880 | CSI Life Ins Co | 8,951 | 0 | 0 | 0 | 0 | 8,951 | 0.000012% | 320 |
| 77 | 71129 | Dearborn Life Ins Co | 1,228,829 | 0 | 2,045,240 | 202,149 | 0 | 3,476,218 | 0.004550% | 232 |
| 78 | 62634 | Delaware Amer Life Ins Co | 82,361 | 0 | 227,960 | 0 | 0 | 310,321 | 0.000406% | 291 |
| 79 | 79065 | Delaware Life Ins Co | 3,148,881 | 194,454,394 | 0 | 0 | 0 | 197,603,275 | 0.258626% | 74 |
| 80 | 13183 | Eagle Life Ins Co | 0 | 5,443,683 | 0 | 0 | 0 | 5,443,683 | 0.007125% | 209 |
| 81 | 84174 | ELCO Mut Life & Ann | 11,670 | 3,629,642 | 0 | 536,418 | 0 | 4,177,730 | 0.005468% | 219 |
| 82 | 85561 | Elips Life Ins Co | 8,972 | 0 | 6,013 | 0 | 0 | 14,985 | 0.000020% | 315 |
| 83 | 62928 | EMC Natl Life Co | 742,395 | 218,315 | 705 | 6,703 | 0 | 968,118 | 0.001267% | 269 |
| 84 | 62880 | Equitable Financial Life & Ann Co | 1,377,623 | 0 | 0 | 0 | 0 | 1,377,623 | 0.001803% | 257 |
| 85 | 62944 | Equitable Financial Life Ins Co | 204,642,717 | 910,464,426 | 2,987,449 | 0 | 37,055,641 | 1,155,150,233 | 1.511876% | 23 |
| 86 | 78077 | Equitable Financial Life Ins Co of A | 90,274,175 | 968,489 | 9,095,557 | 0 | 0 | 100,338,221 | 0.131324% | 98 |
| 87 | 62510 | Equitrust Life Ins Co | 1,334,599 | 134,162,845 | 0 | 5,564,241 | 0 | 141,061,685 | 0.184623% | 84 |
| 88 | 77968 | Family Heritage Life Ins Co Of Amer | 57,162 | 0 | 7,528,567 | 0 | 0 | 7,585,729 | 0.009928% | 187 |
| 89 | 63053 | Family Life Ins Co | 1,948,366 | 1,650 | 533,582 | 0 | 0 | 2,483,598 | 0.003251% | 242 |
| 90 | 74004 | Family Serv Life Ins Co | 553 | 0 | 0 | 0 | 0 | 553 | 0.000001% | 325 |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|-------------|--------------|------|
| 91 | 63177 | Farmers New World Life Ins Co | 331,986,016 | 6,142,531 | 5,915,155 | 7,166,785 | 0 | 351,210,487 | 0.459669% | 56 |
| 92 | 63223 | Federal Life Ins Co | 1,755,491 | 710,029 | 14,329 | 0 | 0 | 2,479,849 | 0.003246% | 243 |
| 93 | 63258 | Federated Life Ins Co | 12,439,512 | 818,850 | 2,206,701 | 0 | 0 | 15,465,063 | 0.020241% | 169 |
| 94 | 63274 | Fidelity & Guar Life Ins Co | 107,304,824 | 573,899,368 | 0 | 0 | 0 | 681,204,192 | 0.891569% | 37 |
| 95 | 93696 | Fidelity Investments Life Ins Co | 1,842,632 | 165,001,527 | 0 | 0 | 0 | 166,844,159 | 0.218368% | 78 |
| 96 | 63290 | Fidelity Life Assn A Legal Reserve L | 14,239,173 | 0 | 23,015 | 0 | 0 | 14,262,188 | 0.018667% | 170 |
| 97 | 71870 | Fidelity Security Life Ins Co | 4,025,871 | 132,177 | 60,233,436 | 0 | 0 | 64,391,484 | 0.084276% | 110 |
| 98 | 69140 | First Allmerica Fin Life Ins Co | 639,150 | 14,491 | 124 | 0 | 0 | 653,765 | 0.000856% | 277 |
| 99 | 90328 | First Hlth Life & Hlth Ins Co | 1,845 | 0 | 1,687,070 | 0 | 0 | 1,688,915 | 0.002210% | 252 |
| 100 | 67652 | First Penn Pacific Life Ins Co | 15,646,093 | 62,168 | 3,902 | 0 | 0 | 15,712,163 | 0.020564% | 168 |
| 101 | 91642 | Forethought Life Ins Co | 38,121,424 | 676,766,719 | 2,961,214 | 5,974,257 | 0 | 723,823,614 | 0.947350% | 35 |
| 102 | 99775 | Funeral Directors Life Ins Co | 665,491 | 332,004 | 0 | 0 | 0 | 997,495 | 0.001306% | 268 |
| 103 | 63657 | Garden State Life Ins Co | 1,228,972 | 0 | 99,942 | 0 | 0 | 1,328,914 | 0.001739% | 259 |
| 104 | 65536 | Genworth Life & Ann Ins Co | 123,550,522 | 1,467,091 | 990,690 | 0 | 0 | 126,008,303 | 0.164921% | 90 |
| 105 | 70025 | Genworth Life Ins Co | 29,978,007 | 284,200 | 301,936,322 | 0 | 0 | 332,198,529 | 0.434786% | 62 |
| 106 | 70939 | Gerber Life Ins Co | 40,291,735 | 0 | 30,912,603 | 0 | 0 | 71,204,338 | 0.093193% | 104 |
| 107 | 91472 | Globe Life & Accident Ins Co | 55,255,161 | 0 | 3,189,587 | 0 | 0 | 58,444,748 | 0.076493% | 113 |
| 108 | 62286 | Golden Rule Ins Co | 752,613 | 129,923 | 4,766,262 | 0 | 0 | 5,648,798 | 0.007393% | 206 |
| 109 | 63967 | Government Personnel Mut Life Ins Co | 3,475,101 | 15,326 | 42,963 | 0 | 0 | 3,533,390 | 0.004625% | 231 |
| 110 | 67059 | GPM Hlth & Life Ins Co | 1,219,582 | 84,815 | 48,155 | 0 | 0 | 1,352,552 | 0.001770% | 258 |
| 111 | 63312 | Great Amer Life Ins Co | 5,759,772 | 340,169,667 | 5,590 | 136,649 | 0 | 346,071,678 | 0.452943% | 58 |
| 112 | 90212 | Great Southern Life Ins Co | 3,325,590 | 282,938 | 110,125 | 32,893 | 0 | 3,751,546 | 0.004910% | 228 |
| 113 | 68322 | Great W Life & Ann Ins Co | 52,749,184 | 768,567,183 | 4,349,842 | 86,589,723 | 0 | 912,255,932 | 1.193973% | 27 |
| 114 | 71480 | Great Western Ins Co | 27,469,859 | 717,635 | 0 | 0 | 0 | 28,187,494 | 0.036892% | 146 |
| 115 | 64211 | Guarantee Trust Life Ins Co | 1,912,831 | 8,413 | 2,422,847 | 1,752 | 0 | 4,345,843 | 0.005688% | 217 |
| 116 | 64238 | Guaranty Income Life Ins Co | 5,323 | 77,603,665 | 210,876 | 83,112 | 0 | 77,902,976 | 0.101960% | 102 |
| 117 | 78778 | Guardian Ins & Ann Co Inc | 2,084,321 | 22,934,537 | 0 | 145,882 | 221,000 | 25,385,740 | 0.033225% | 153 |
| 118 | 64246 | Guardian Life Ins Co Of Amer | 298,275,375 | 721,355 | 510,091,100 | 12,562 | 0 | 809,100,392 | 1.058961% | 32 |
| 119 | 83607 | Guggenheim Life & Ann Co | 21,429 | 56,298,184 | 760 | 1,091,959 | 0 | 57,412,332 | 0.075142% | 115 |
| 120 | 70815 | Hartford Life & Accident Ins Co | 162,086,328 | 0 | 239,865,870 | 0 | 0 | 401,952,198 | 0.526080% | 49 |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 121 | 92711 | HCC Life Ins Co | 579,800 | 3,600 | 98,962,359 | 0 | 0 | 99,545,759 | 0.130287% | 99 |
| 122 | 66141 | Health Net Life Ins Co | 909,708 | 0 | 1,183,294,440 | 0 | 0 | 1,184,204,148 | 1.549902% | 20 |
| 123 | 93440 | HM Life Ins Co | (615) | 0 | 30,600,225 | 0 | 0 | 30,599,610 | 0.040049% | 141 |
| 124 | 64505 | Homesteaders Life Co | 30,490,194 | 319,759 | 0 | 0 | 0 | 30,809,953 | 0.040324% | 140 |
| 125 | 64513 | Horace Mann Life Ins Co | 6,115,871 | 23,667,015 | 8,799 | 0 | 0 | 29,791,685 | 0.038992% | 142 |
| 126 | 91693 | IA Amer Life Ins Co | 18,611,786 | 1,226,150 | 7,756 | 0 | 0 | 19,845,692 | 0.025974% | 160 |
| 127 | 97764 | Idealife Ins Co | 110,942 | 1,429 | (29) | 0 | 0 | 112,342 | 0.000147% | 301 |
| 128 | 64580 | Illinois Mut Life Ins Co | 1,379,857 | 0 | 138,653 | 0 | 0 | 1,518,510 | 0.001987% | 254 |
| 129 | 64602 | Independence Life & Ann Co | 0 | 0 | 56,752 | 0 | 0 | 56,752 | 0.000074% | 306 |
| 130 | 81779 | Individual Assur Co Life Hlth & Acc | 0 | 0 | 7,464,407 | 0 | 0 | 7,464,407 | 0.009770% | 188 |
| 131 | 14406 | Industrial Alliance Ins & Fin Serv I | 3,779,210 | 1,998,655 | 0 | 0 | 0 | 5,777,865 | 0.007562% | 203 |
| 132 | 74780 | Integrity Life Ins Co | 13,811 | 19,097,455 | 0 | 7,536,669 | 0 | 26,647,935 | 0.034877% | 148 |
| 133 | 64904 | Investors Heritage Life Ins Co | 31,199 | 609,367 | 0 | 0 | 0 | 640,566 | 0.000838% | 279 |
| 134 | 63487 | Investors Life Ins Co N Amer | 1,107,311 | 0 | 0 | 0 | 0 | 1,107,311 | 0.001449% | 263 |
| 135 | 65056 | Jackson Natl Life Ins Co | 75,408,257 | 1,610,647,220 | 2,830,074 | 251,994 | 0 | 1,689,137,545 | 2.210766% | 14 |
| 136 | 64017 | Jefferson Natl Life Ins Co | 1,012,748 | 127,579,700 | 8,050 | 1,177,939 | 0 | 129,778,437 | 0.169856% | 88 |
| 137 | 65080 | John Alden Life Ins Co | 650,166 | 0 | 290,729 | 0 | 0 | 940,895 | 0.001231% | 270 |
| 138 | 93610 | John Hancock Life & Hlth Ins Co | 49,269 | 0 | 1,413,984 | 0 | 0 | 1,463,253 | 0.001915% | 255 |
| 139 | 65838 | John Hancock Life Ins Co USA | 512,189,160 | 3,860,195 | 100,512,645 | 0 | 2,007,359,289 | 2,623,921,289 | 3.434223% | 4 |
| 140 | 65129 | Kansas City Life Ins Co | 16,310,298 | 1,744,224 | 1,909,423 | 613,669 | 0 | 20,577,614 | 0.026932% | 158 |
| 141 | 65242 | Lafayette Life Ins Co | 33,967,445 | 17,110,767 | 9,873 | 490,000 | 0 | 51,578,085 | 0.067506% | 123 |
| 142 | 71323 | Langhorne Reins AZ Ltd | 1,448 | 0 | 0 | 0 | 0 | 1,448 | 0.000002% | 324 |
| 143 | 68543 | Liberty Bankers Life Ins Co | 1,247,917 | 22,640,684 | 2,771 | 958,381 | 0 | 24,849,753 | 0.032524% | 154 |
| 144 | 65331 | Liberty Natl Life Ins Co | 5,713,249 | 837 | 192,959 | 0 | 0 | 5,907,045 | 0.007731% | 201 |
| 145 | 65498 | Life Ins Co Of N Amer | 254,439,212 | 0 | 276,574,591 | 0 | 0 | 531,013,803 | 0.694998% | 40 |
| 146 | 65528 | Life Ins Co Of The Southwest | 489,092,588 | 381,106,231 | 540 | 49,111 | 0 | 870,248,470 | 1.138993% | 29 |
| 147 | 97985 | LifeMap Assur Co | 170,375 | 0 | 106,071 | 0 | 0 | 276,446 | 0.000362% | 293 |
| 148 | 77720 | LifeSecure Ins Co | 310,404 | 84,360 | 6,615,716 | 0 | 0 | 7,010,480 | 0.009175% | 191 |
| 149 | 99724 | LifeShield Natl Ins Co | 151,837 | 0 | 888,720 | 0 | 0 | 1,040,557 | 0.001362% | 265 |
| 150 | 65595 | Lincoln Benefit Life Co | 153,951,405 | 3,789,897 | 8,964,582 | 4,209,121 | 0 | 170,915,005 | 0.223696% | 77 |

2020 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 |
|--------------|--------------|-------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 151 | 65927 | Lincoln Heritage Life Ins Co | 104,801,182 | 3,025 | 198,498 | 0 | 0 | 105,002,705 | 0.137429% | 97 |
| 152 | 62057 | Lincoln Life & Ann Co of NY | 1,250,338 | 1,938,858 | 546,335 | 0 | 0 | 3,735,531 | 0.004889% | 229 |
| 153 | 65315 | Lincoln Life Assur Co of Boston | 121,766,496 | 96,345 | 250,811,762 | 0 | 0 | 372,674,603 | 0.487762% | 52 |
| 154 | 65676 | Lincoln Natl Life Ins Co | 739,503,591 | 1,346,983,428 | 93,105,284 | 0 | 0 | 2,179,592,303 | 2.852680% | 5 |
| 155 | 60232 | Lombard Intl Life Assur Co | 68,678 | 145,711,928 | 0 | 0 | 0 | 145,780,606 | 0.190800% | 83 |
| 156 | 65722 | Loyal Amer Life Ins Co | 136,650 | 841 | 40,223,856 | 1,267 | 0 | 40,362,614 | 0.052827% | 134 |
| 157 | 73504 | Lumico Life Ins Co | 3,049,453 | 0 | 31,493 | 0 | 0 | 3,080,946 | 0.004032% | 237 |
| 158 | 65781 | Madison Natl Life Ins Co Inc | 470,936 | 548,787 | 4,320,814 | 0 | 0 | 5,340,537 | 0.006990% | 210 |
| 159 | 65870 | Manhattan Life Ins Co | 1,050,745 | 5,251,001 | 222,052 | 0 | 0 | 6,523,798 | 0.008538% | 195 |
| 160 | 67083 | Manhattan Natl Life Ins Co | 1,573,056 | 2,046 | 0 | 0 | 0 | 1,575,102 | 0.002062% | 253 |
| 161 | 61883 | ManhattanLife Assur Co of Amer | 512,019 | 0 | 11,760,392 | 0 | 0 | 12,272,411 | 0.016062% | 175 |
| 162 | 65935 | Massachusetts Mut Life Ins Co | 989,271,171 | 993,429,072 | 65,866,877 | 399,138,071 | 1,548,943,961 | 3,996,649,152 | 5.230868% | 1 |
| 163 | 69515 | Medamerica Ins Co | 0 | 0 | 6,029,533 | 0 | 0 | 6,029,533 | 0.007892% | 200 |
| 164 | 31119 | Medico Ins Co | 3,256 | 0 | 433,674 | 0 | 0 | 436,930 | 0.000572% | 285 |
| 165 | 86126 | Members Life Ins Co | 78,068 | 55,606,772 | 0 | 11,517 | 0 | 55,696,357 | 0.072896% | 119 |
| 166 | 65978 | Metropolitan Life Ins Co | 894,038,332 | 34,704,140 | 887,021,469 | 29,074,167 | 333,691,636 | 2,178,529,744 | 2.851289% | 6 |
| 167 | 97136 | Metropolitan Tower Life Ins Co | 38,647,943 | 410,397,707 | 589,859 | 0 | 0 | 449,635,509 | 0.588489% | 45 |
| 168 | 66087 | Mid West Natl Life Ins Co Of TN | 774,398 | 53,839 | 1,033,055 | 0 | 0 | 1,861,292 | 0.002436% | 249 |
| 169 | 66044 | Midland Natl Life Ins Co | 347,977,246 | 608,280,721 | 1,204 | 1,371,053 | 0 | 957,630,224 | 1.253359% | 25 |
| 170 | 66109 | Midwestern United Life Ins Co | 219,076 | 0 | 0 | 0 | 0 | 219,076 | 0.000287% | 297 |
| 171 | 66168 | Minnesota Life Ins Co | 304,724,474 | 124,220,041 | 34,767,573 | 40,869,785 | 181,567,381 | 686,149,254 | 0.898041% | 36 |
| 172 | 70416 | MML Bay State Life Ins Co | 3,571,409 | 0 | 0 | 0 | 0 | 3,571,409 | 0.004674% | 230 |
| 173 | 66265 | Monarch Life Ins Co | 73,985 | 0 | 638,563 | 0 | 0 | 712,548 | 0.000933% | 273 |
| 174 | 66370 | Mony Life Ins Co | 9,073,355 | 28,600 | 1,387,622 | 0 | 0 | 10,489,577 | 0.013729% | 181 |
| 175 | 88668 | Mutual Of Amer Life Ins Co | 324,899 | 1,753,392 | 97,087 | 0 | 223,903,460 | 226,078,838 | 0.295895% | 70 |
| 176 | 71412 | Mutual Of Omaha Ins Co | 0 | 0 | 87,602,958 | 0 | 0 | 87,602,958 | 0.114656% | 101 |
| 177 | 66427 | Mutual Trust Life Ins Co a Pan Amer | 26,081,637 | 37,833 | 11,265 | 0 | 0 | 26,130,735 | 0.034200% | 151 |
| 178 | 93734 | Nassau Life & Ann Co | 756,986 | 53,698,591 | 2,246,290 | 0 | 0 | 56,701,867 | 0.074212% | 117 |
| 179 | 67814 | Nassau Life Ins Co | 19,018,953 | 137,968 | 58,598 | 0 | 0 | 19,215,519 | 0.025150% | 161 |
| 180 | 68284 | Nassau Life Ins Co of KS | 11,487 | 0 | 39,675 | 0 | 0 | 51,162 | 0.000067% | 307 |

2020 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 |
|--------------|--------------|-------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 181 | 61409 | National Benefit Life Ins Co | 1,214,463 | 0 | 62,203 | 337 | 0 | 1,277,003 | 0.001671% | 260 |
| 182 | 66540 | National Farmers Union Life Ins Co | 404,915 | 0 | 0 | 0 | 0 | 404,915 | 0.000530% | 287 |
| 183 | 66583 | National Guardian Life Ins Co | 80,537,791 | 3,310,384 | 52,040,606 | 2,011,974 | 0 | 137,900,755 | 0.180486% | 86 |
| 184 | 82538 | National Hlth Ins Co | 26,019 | 0 | 16,943,895 | 0 | 0 | 16,969,914 | 0.022210% | 165 |
| 185 | 66680 | National Life Ins Co | 32,547,461 | 80,159 | 1,326,683 | 0 | 0 | 33,954,303 | 0.044440% | 137 |
| 186 | 87963 | National Teachers Assoc Life Ins Co | 428,026 | 0 | 37,597,890 | 0 | 0 | 38,025,916 | 0.049769% | 136 |
| 187 | 66850 | National Western Life Ins Co | 20,491,682 | 22,486,934 | 0 | 266,446 | 0 | 43,245,062 | 0.056600% | 132 |
| 188 | 92657 | Nationwide Life & Ann Ins Co | 354,791,044 | 158,620,377 | 0 | 0 | 0 | 513,411,421 | 0.671960% | 42 |
| 189 | 66869 | Nationwide Life Ins Co | 82,375,770 | 1,072,175,032 | 20,636,037 | 0 | 0 | 1,175,186,839 | 1.538100% | 21 |
| 190 | 98205 | Natl Foundation Life Ins Co | 21,282 | 0 | 719,915 | 0 | 0 | 741,197 | 0.000970% | 272 |
| 191 | 91626 | New England Life Ins Co | 10,107,557 | 284,520 | 29,950 | 0 | 0 | 10,422,027 | 0.013640% | 182 |
| 192 | 78743 | New Era Life Ins Co | 1,472 | 0 | 0 | 565 | 0 | 2,037 | 0.000003% | 323 |
| 193 | 69698 | New Era Life Ins Co Of Midwest | 8,931 | 1,200 | 0 | 8,706 | 0 | 18,837 | 0.000025% | 311 |
| 194 | 91596 | New York Life Ins & Ann Corp | 366,472,589 | 1,438,232,701 | 0 | 23,191,655 | 0 | 1,827,896,945 | 2.392376% | 10 |
| 195 | 66915 | New York Life Ins Co | 1,236,695,788 | 69,526,056 | 71,655,015 | 0 | 539,465,255 | 1,917,342,114 | 2.509443% | 9 |
| 196 | 81264 | Nippon Life Ins Co Of Amer | 629,187 | 0 | 155,201,603 | 0 | 0 | 155,830,790 | 0.203953% | 80 |
| 197 | 66974 | North Amer Co Life & Hlth Ins | 114,873,683 | 252,667,511 | 4 | 2,109,791 | 0 | 369,650,989 | 0.483804% | 53 |
| 198 | 69000 | Northwestern Long Term Care Ins Co | 0 | 0 | 44,422,912 | 0 | 0 | 44,422,912 | 0.058141% | 131 |
| 199 | 67091 | Northwestern Mut Life Ins Co | 837,758,009 | 79,629,683 | 97,990,064 | 1,186,031 | 0 | 1,016,563,787 | 1.330492% | 24 |
| 200 | 81353 | NYLife Ins Co Of AZ | 3,811,275 | 0 | 0 | 0 | 0 | 3,811,275 | 0.004988% | 225 |
| 201 | 67148 | Occidental Life Ins Co Of NC | 4,076,120 | 1,390,433 | 0 | 0 | 0 | 5,466,553 | 0.007155% | 208 |
| 202 | 68446 | Oceanview Life & Annuity Co | 8,743 | 14 | 9,654 | 0 | 0 | 18,411 | 0.000024% | 312 |
| 203 | 89206 | Ohio Natl Life Assur Corp | 39,145,593 | 0 | 958,917 | 0 | 0 | 40,104,510 | 0.052489% | 135 |
| 204 | 67172 | Ohio Natl Life Ins Co | 46,562,421 | 4,335,107 | 654,034 | 667,768 | 5,354,179 | 57,573,509 | 0.075353% | 114 |
| 205 | 67180 | Ohio State Life Ins Co | 2,096,675 | 847 | 0 | 322 | 0 | 2,097,844 | 0.002746% | 245 |
| 206 | 67199 | Old Amer Ins Co | 4,818,242 | 0 | 32,158 | 0 | 0 | 4,850,400 | 0.006348% | 212 |
| 207 | 67261 | Old Republic Life Ins Co | 1,184,875 | 0 | 936 | 0 | 0 | 1,185,811 | 0.001552% | 261 |
| 208 | 76007 | Old United Life Ins Co | 400 | 0 | 0 | 0 | 0 | 400 | 0.000001% | 327 |
| 209 | 13100 | Omaha Ins Co | 0 | 0 | 1,012,539 | 0 | 0 | 1,012,539 | 0.001325% | 266 |
| 210 | 69647 | Optum Ins of OH Inc | 90,093 | 351 | 0 | 0 | 0 | 90,444 | 0.000118% | 304 |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|-----------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 211 | 76112 | Oxford Life Ins Co | 3,196,529 | 52,376,302 | 348,780 | 0 | 0 | 55,921,611 | 0.073191% | 118 |
| 212 | 67393 | Ozark Natl Life Ins Co | 190,279 | 0 | 596 | 0 | 0 | 190,875 | 0.000250% | 298 |
| 213 | 64343 | Pacific Guardian Life Ins Co Ltd | 10,412,395 | 148 | 237 | 1,238,291 | 0 | 11,651,071 | 0.015249% | 177 |
| 214 | 97268 | Pacific Life & Ann Co | 261,071 | 101,199 | 0 | 0 | 0 | 362,270 | 0.000474% | 288 |
| 215 | 67466 | Pacific Life Ins Co | 684,278,141 | 705,516,669 | 0 | 37,125,137 | 0 | 1,426,919,947 | 1.867572% | 17 |
| 216 | 93459 | Pan Amer Assur Co | 2,308,158 | 0 | 0 | 0 | 0 | 2,308,158 | 0.003021% | 244 |
| 217 | 67539 | Pan Amer Life Ins Co | 308,844 | 15,480 | 28,541,100 | 0 | 0 | 28,865,424 | 0.037779% | 145 |
| 218 | 60003 | Park Avenue Life Ins Co | 230,766 | 0 | 0 | 0 | 0 | 230,766 | 0.000302% | 295 |
| 219 | 71099 | Parker Centennial Assur Co | 0 | 33,830 | 0 | 0 | 0 | 33,830 | 0.000044% | 309 |
| 220 | 67598 | Paul Revere Life Ins Co | 493,819 | 0 | 12,862,210 | 116,378 | 0 | 13,472,407 | 0.017633% | 172 |
| 221 | 93777 | Pavonia Life Ins Co of MI | 1,676,618 | 0 | 20,515 | 0 | 0 | 1,697,133 | 0.002221% | 251 |
| 222 | 93262 | Penn Ins & Ann Co | 54,871,637 | 405,878 | 0 | 0 | 0 | 55,277,515 | 0.072348% | 120 |
| 223 | 67644 | Penn Mut Life Ins Co | 124,896,139 | 23,354,253 | 393,782 | 3,005,317 | 0 | 151,649,491 | 0.198481% | 82 |
| 224 | 67784 | Philadelphia Amer Life Ins Co | 0 | 0 | 2,543,623 | 0 | 0 | 2,543,623 | 0.003329% | 240 |
| 225 | 93548 | PHL Variable Ins Co | 26,212,807 | 105,513 | 0 | 0 | 0 | 26,318,320 | 0.034446% | 150 |
| 226 | 72125 | Physicians Life Ins Co | 15,644,161 | 191,496 | 458,447 | 35,973 | 0 | 16,330,077 | 0.021373% | 166 |
| 227 | 67873 | Pioneer Amer Ins Co | 2,586,787 | 23,493 | 0 | 0 | 0 | 2,610,280 | 0.003416% | 238 |
| 228 | 67911 | Pioneer Mut Life Ins Co | 4,010,956 | 18,027 | 0 | 0 | 0 | 4,028,983 | 0.005273% | 223 |
| 229 | 67946 | Pioneer Security Life Ins Co | 448,453 | 540 | 0 | 0 | 0 | 448,993 | 0.000588% | 284 |
| 230 | 97152 | Plateau Ins Co | 24,029 | 0 | 35,507 | 0 | 0 | 59,536 | 0.000078% | 305 |
| 231 | 65919 | Primerica Life Ins Co | 447,907,919 | 49,075 | 20,872 | 1,278,158 | 0 | 449,256,024 | 0.587992% | 46 |
| 232 | 61271 | Principal Life Ins Co | 135,901,637 | 341,007,622 | 265,020,907 | 899,969,958 | 295,448 | 1,642,195,572 | 2.149328% | 15 |
| 233 | 71161 | Principal Natl Life Ins Co | 108,010,535 | 0 | 0 | 0 | 0 | 108,010,535 | 0.141366% | 96 |
| 234 | 68047 | Professional Ins Co | 17,433 | 0 | 1,112,759 | 0 | 0 | 1,130,192 | 0.001479% | 262 |
| 235 | 88536 | Protective Life & Annuity Ins Co | 130,235 | 0 | 0 | 6,573 | 0 | 136,808 | 0.000179% | 300 |
| 236 | 68136 | Protective Life Ins Co | 186,808,745 | 231,369,126 | 274,994 | 2,108,604 | 0 | 420,561,469 | 0.550436% | 47 |
| 237 | 67903 | Provident Amer Life & Hlth Ins Co | 2,051 | 0 | 12,467 | 0 | 0 | 14,518 | 0.000019% | 316 |
| 238 | 68195 | Provident Life & Accident Ins Co | 20,834,828 | 0 | 90,733,049 | 0 | 0 | 111,567,877 | 0.146022% | 92 |
| 239 | 79227 | Pruco Life Ins Co | 569,490,460 | 260,622,899 | 0 | 3,938,934 | 0 | 834,052,293 | 1.091619% | 31 |
| 240 | 86630 | Prudential Ann Life Assur Corp | 144,217 | 344,116,241 | 0 | 3,632,465 | 0 | 347,892,923 | 0.455327% | 57 |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 241 | 68241 | Prudential Ins Co Of Amer | 367,765,770 | 166,520,678 | 144,756,927 | 62,719,252 | 2,560,369,322 | 3,302,131,949 | 4.321874% | 2 |
| 242 | 93629 | Prudential Retirement Ins & Ann Co | 0 | 700,990 | 0 | 362,383,035 | 1,112,317 | 364,196,342 | 0.476665% | 55 |
| 243 | 71390 | Puritan Life Ins Co of Amer | 435,610 | 47,133,939 | 45,567 | 0 | 0 | 47,615,116 | 0.062319% | 128 |
| 244 | 68357 | Reliable Life Ins Co | 13,645 | 0 | 256 | 0 | 0 | 13,901 | 0.000018% | 317 |
| 245 | 68381 | Reliance Standard Life Ins Co | 47,554,224 | 97,424,872 | 91,355,869 | 0 | 0 | 236,334,965 | 0.309318% | 68 |
| 246 | 67105 | Reliastar Life Ins Co | 173,990,784 | 22,557,899 | 200,842,991 | 111,713 | 0 | 397,503,387 | 0.520258% | 51 |
| 247 | 61360 | Reliastar Life Ins Co Of NY | 2,582,512 | 2,400 | 3,115,025 | 0 | 0 | 5,699,937 | 0.007460% | 205 |
| 248 | 61700 | Renaissance Life & Hlth Ins Co of Am | 10,876 | 0 | 4,230,074 | 0 | 0 | 4,240,950 | 0.005551% | 218 |
| 249 | 68462 | Reserve Natl Ins Co | 40,198 | 0 | 131,581 | 0 | 0 | 171,779 | 0.000225% | 299 |
| 250 | 93572 | RGA Reins Co | 0 | 0 | 6,150,331 | 0 | 0 | 6,150,331 | 0.008050% | 198 |
| 251 | 65005 | RiverSource Life Ins Co | 119,925,404 | 399,148,431 | 27,054,006 | 98,000 | 0 | 546,225,841 | 0.714908% | 39 |
| 252 | 90247 | Rx Life Ins Co | 31,202 | 50 | 0 | 150 | 0 | 31,402 | 0.000041% | 310 |
| 253 | 60183 | S USA Life Ins Co Inc | 1,422,627 | 25,189,455 | 31,443 | 0 | 0 | 26,643,525 | 0.034871% | 149 |
| 254 | 60445 | Sagicor Life Ins Co | 3,474,491 | 42,529,722 | 4,579 | 4,000,616 | 0 | 50,009,408 | 0.065453% | 124 |
| 255 | 93742 | Securian Life Ins Co | 162,244,978 | 723,493 | 10,480,167 | 7,451,510 | 0 | 180,900,148 | 0.236765% | 75 |
| 256 | 68675 | Security Benefit Life Ins Co | 1,114,876 | 250,447,109 | 0 | 0 | 0 | 251,561,985 | 0.329248% | 66 |
| 257 | 68713 | Security Life Of Denver Ins Co | 154,752,065 | 1,250 | 0 | 0 | 0 | 154,753,315 | 0.202543% | 81 |
| 258 | 68772 | Security Mut Life Ins Co Of NY | 4,611,266 | 2,225 | 10,950 | 0 | 0 | 4,624,441 | 0.006053% | 214 |
| 259 | 69485 | Security Natl Life Ins Co | 8,300,674 | 95,645 | 1,056 | 2,362 | 0 | 8,399,737 | 0.010994% | 185 |
| 260 | 78662 | Senior Life Ins Co | 4,041,072 | 0 | 0 | 0 | 0 | 4,041,072 | 0.005289% | 221 |
| 261 | 68802 | Sentinel Security Life Ins Co | 2,182,976 | 223,433,680 | 144,850 | 0 | 0 | 225,761,506 | 0.295480% | 71 |
| 262 | 68810 | Sentry Life Ins Co | 2,033,513 | 69,871,801 | 0 | 0 | 0 | 71,905,314 | 0.094111% | 103 |
| 263 | 97241 | Settlers Life Ins Co | 41,479 | 0 | 1,050 | 0 | 0 | 42,529 | 0.000056% | 308 |
| 264 | 62952 | SILAC Ins Co | 30,961 | 48,483,536 | 785,976 | 639,009 | 0 | 49,939,482 | 0.065361% | 125 |
| 265 | 69019 | Standard Ins Co | 130,174,334 | 33,013,220 | 287,498,854 | 219,999 | 355,779,952 | 806,686,359 | 1.055802% | 33 |
| 266 | 86355 | Standard Life & Accident Ins Co | 796,477 | 5,950 | 7,542,156 | 0 | 0 | 8,344,583 | 0.010922% | 186 |
| 267 | 69078 | Standard Security Life Ins Co Of NY | 5,342 | 0 | 88,178 | 0 | 0 | 93,520 | 0.000122% | 302 |
| 268 | 68985 | Starmount Life Ins Co | 86,865 | 0 | 22,109,985 | 0 | 0 | 22,196,850 | 0.029052% | 156 |
| 269 | 69108 | State Farm Life Ins Co | 517,561,971 | 12,028,863 | 0 | 28,939 | 0 | 529,619,773 | 0.693173% | 41 |
| 270 | 69116 | State Life Ins Co | 98,933,059 | 29,460,797 | 3,010,667 | 646,025 | 0 | 132,050,548 | 0.172830% | 87 |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|---------------|--------------|------|
| 271 | 89184 | Sterling Investors Life Ins Co | 190,473 | 7,318 | 47,562 | 0 | 0 | 245,353 | 0.000321% | 294 |
| 272 | 77399 | Sterling Life Ins Co | 8,548 | 0 | 478,778 | 0 | 0 | 487,326 | 0.000638% | 283 |
| 273 | 91785 | Sterling Nat Life Ins Co Inc | 0 | 0 | 5,850 | 0 | 0 | 5,850 | 0.000008% | 321 |
| 274 | 80926 | Sun Life & Hlth Ins Co | 6,332,863 | 0 | 602,543 | 0 | 0 | 6,935,406 | 0.009077% | 192 |
| 275 | 69272 | Sunset Life Ins Co Of Amer | 3,308,638 | 448,992 | 0 | 80 | 0 | 3,757,710 | 0.004918% | 226 |
| 276 | 69310 | Surety Life Ins Co | 11,052,902 | 120,728 | 9,753 | 0 | 0 | 11,183,383 | 0.014637% | 179 |
| 277 | 68608 | Symetra Life Ins Co | 110,656,733 | 474,673,342 | 61,403,189 | 11,677,097 | 0 | 658,410,361 | 0.861736% | 38 |
| 278 | 90581 | Symetra Natl Life Ins Co | 13,604 | 0 | 0 | 0 | 0 | 13,604 | 0.000018% | 318 |
| 279 | 71153 | Talcott Resolution Life & Ann Ins Co | 94,042,983 | 14,445,750 | 7,652 | 0 | 2,698,010 | 111,194,395 | 0.145533% | 93 |
| 280 | 88072 | Talcott Resolution Life Ins Co | 3,295,699 | 12,177,140 | 1,040,516 | 136,199,317 | 136,841,206 | 289,553,878 | 0.378972% | 63 |
| 281 | 69345 | Teachers Ins & Ann Assoc Of Amer | 14,155,937 | 806,169,485 | 541,968 | 27,650,928 | 0 | 848,518,318 | 1.110552% | 30 |
| 282 | 69396 | Texas Life Ins Co | 31,731,249 | 0 | 0 | 0 | 0 | 31,731,249 | 0.041530% | 139 |
| 283 | 76236 | The Cincinnati Life Ins Co | 8,499,398 | 56,717 | 15,164 | 0 | 0 | 8,571,279 | 0.011218% | 184 |
| 284 | 70435 | The Savings Bank Mut Life Ins Co of | 18,761,791 | 1,578,246 | 0 | 0 | 0 | 20,340,037 | 0.026621% | 159 |
| 285 | 60142 | TIAA Cref Life Ins Co | 24,762,389 | 16,666,759 | 203,774 | 884,995,391 | 0 | 926,628,313 | 1.212784% | 26 |
| 286 | 69566 | Trans World Assur Co | 1,842,813 | 135,290 | 0 | 0 | 0 | 1,978,103 | 0.002589% | 247 |
| 287 | 70688 | Transamerica Financial Life Ins Co | 917,941 | 591,204 | 820,718 | 0 | 1,344,654,201 | 1,346,984,064 | 1.762951% | 19 |
| 288 | 86231 | Transamerica Life Ins Co | 1,059,718,954 | 356,329,676 | 146,802,638 | 327,137 | 550,898,854 | 2,114,077,259 | 2.766933% | 7 |
| 289 | 61425 | Trustmark Ins Co | 53,731,903 | 3,050 | 12,673,986 | 0 | 0 | 66,408,939 | 0.086917% | 108 |
| 290 | 62863 | Trustmark Life Ins Co | 308,134 | 0 | 4,131,017 | 0 | 0 | 4,439,151 | 0.005810% | 216 |
| 291 | 80314 | Unicare Life & Hlth Ins Co | 3,800,836 | 0 | 2,049,631 | 0 | 0 | 5,850,467 | 0.007657% | 202 |
| 292 | 11121 | Unified Life Ins Co | 489,223 | 2,682 | 2,774,893 | 0 | 0 | 3,266,798 | 0.004276% | 236 |
| 293 | 91529 | Unimerica Ins Co | 8,057,816 | 0 | 60,741,272 | 0 | 0 | 68,799,088 | 0.090045% | 106 |
| 294 | 62596 | Union Fidelity Life Ins Co | 735,043 | 0 | 1,753,749 | 0 | 0 | 2,488,792 | 0.003257% | 241 |
| 295 | 69744 | Union Labor Life Ins Co | 6,781,947 | 0 | 17,662,135 | 0 | 0 | 24,444,082 | 0.031993% | 155 |
| 296 | 70408 | Union Security Ins Co | 7,337,370 | 679,118 | 5,260,691 | 0 | 0 | 13,277,179 | 0.017377% | 173 |
| 297 | 92916 | United Amer Ins Co | 479,122 | 370,918 | 42,225,812 | 0 | 0 | 43,075,852 | 0.056378% | 133 |
| 298 | 69892 | United Farm Family Life Ins Co | 4,053,570 | 25 | 0 | 0 | 0 | 4,053,595 | 0.005305% | 220 |
| 299 | 87645 | United Fidelity Life Ins Co | 320,791 | 7,296 | 0 | 4,352 | 0 | 332,439 | 0.000435% | 290 |
| 300 | 63983 | United Heritage Life Ins Co | 3,090,806 | 211,449 | 41,934 | 4,058 | 0 | 3,348,247 | 0.004382% | 233 |

2020 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Life Insurance | Annuity Considerations | Accident And Health | Deposit Type Contract Funds | Other Considerations | Total | Market Share | Rank |
|--------------|--------------|--------------------------------------|----------------|------------------------|---------------------|-----------------------------|----------------------|----------------|--------------|------|
| 301 | 69922 | United Home Life Ins Co | 1,092,214 | 0 | 6,744 | 0 | 0 | 1,098,958 | 0.001438% | 264 |
| 302 | 69930 | United Ins Co Of Amer | 18,599,984 | 0 | 577,424 | 0 | 0 | 19,177,408 | 0.025100% | 162 |
| 303 | 69973 | United Life Ins Co | 426,700 | 5,810,008 | 0 | 0 | 0 | 6,236,708 | 0.008163% | 197 |
| 304 | 69868 | United Of Omaha Life Ins Co | 211,818,480 | 126,733,645 | 77,590,569 | 42,285,960 | 262,642 | 458,691,296 | 0.600341% | 44 |
| 305 | 42129 | United Security Assur Co Of PA | 0 | 0 | 15,257 | 0 | 0 | 15,257 | 0.000020% | 313 |
| 306 | 70106 | United States Life Ins Co in the Cit | 2,525,529 | 770,734 | 1,430,292 | 0 | 0 | 4,726,555 | 0.006186% | 213 |
| 307 | 72850 | United World Life Ins Co | 80,400 | 0 | 11,260,024 | 0 | 0 | 11,340,424 | 0.014842% | 178 |
| 308 | 79413 | UnitedHealthcare Ins Co | 9,413,880 | 0 | 3,222,328,724 | 0 | 0 | 3,231,742,604 | 4.229748% | 3 |
| 309 | 63819 | Unity Financial Life Ins Co | 894,336 | 0 | 0 | 0 | 0 | 894,336 | 0.001171% | 271 |
| 310 | 67601 | Unum Ins Co | 129,406 | 0 | 3,249,918 | 2,393,886 | 0 | 5,773,210 | 0.007556% | 204 |
| 311 | 62235 | Unum Life Ins Co Of Amer | 134,242,155 | 3,674 | 347,287,598 | 525,618 | 0 | 482,059,045 | 0.630925% | 43 |
| 312 | 80802 | US Br Sun Life Assur Co of Canada | 75,618,927 | 0 | 198,771,082 | 0 | 0 | 274,390,009 | 0.359125% | 64 |
| 313 | 80659 | US Business of Canada Life Assur Co | 6,122,938 | 72,727 | 511,916 | 0 | 0 | 6,707,581 | 0.008779% | 193 |
| 314 | 84530 | US Financial Life Ins Co | 5,557,775 | 0 | 0 | 0 | 0 | 5,557,775 | 0.007274% | 207 |
| 315 | 70955 | USA Life One Ins Co Of IN | 529 | 0 | 0 | 0 | 0 | 529 | 0.000001% | 326 |
| 316 | 69663 | USAA Life Ins Co | 107,513,003 | 92,525,716 | 46,062,574 | 4,508,472 | 0 | 250,609,765 | 0.328001% | 67 |
| 317 | 68632 | Vantis Life Ins Co | 352,902 | 0 | 0 | 0 | 0 | 352,902 | 0.000462% | 289 |
| 318 | 70238 | Variable Ann Life Ins Co | 0 | 285,369,526 | 0 | 55,189,618 | 0 | 340,559,144 | 0.445728% | 59 |
| 319 | 80942 | Venerable Ins & Ann Co | 1,522,562 | 7,870,160 | 239 | 0 | 0 | 9,392,961 | 0.012294% | 183 |
| 320 | 86509 | Voya Retirement Ins & Ann Co | 7,311,779 | 1,408,847,110 | (37) | 172,025 | 318,360,028 | 1,734,690,905 | 2.270387% | 13 |
| 321 | 70319 | Washington Natl Ins Co | 6,873,648 | 764,676 | 21,418,914 | 0 | 0 | 29,057,238 | 0.038031% | 144 |
| 322 | 70335 | West Coast Life Ins Co | 65,653,523 | 106,189 | 504 | 0 | 0 | 65,760,216 | 0.086068% | 109 |
| 323 | 70483 | Western & Southern Life Ins Co | 10,348,448 | 0 | 762,155 | 0 | 0 | 11,110,603 | 0.014542% | 180 |
| 324 | 92622 | Western Southern Life Assur Co | 8,077,242 | 320,197,189 | 0 | 8,231,849 | 0 | 336,506,280 | 0.440424% | 61 |
| 325 | 85189 | Western United Life Assur Co | 243 | 3,303,576 | 40,733 | 0 | 0 | 3,344,552 | 0.004377% | 234 |
| 326 | 62413 | Wilcac Life Ins Co | 27,313,821 | 63,469 | 1,000,116 | 884,499 | 0 | 29,261,905 | 0.038298% | 143 |
| 327 | 60704 | Wilton Reassur Life Co of NY | 530,302 | 3,400 | 6,502 | 0 | 0 | 540,204 | 0.000707% | 282 |
| 328 | 90557 | Zurich Amer Life Ins Co | 30,307,802 | 26,198,016 | 13,476,071 | 0 | 0 | 69,981,889 | 0.091593% | 105 |
| | Totals: | | 19,299,197,356 | 26,184,615,038 | 17,424,929,355 | 3,272,979,512 | 10,223,366,365 | 76,405,087,626 | 100.000000% | |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
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 | 465,799 | 0.002414% | 225 |
| 2 | 77879 | 5 Star Life Ins Co | 7,168,413 | 0.037144% | 124 |
| 3 | 71854 | AAA Life Ins Co | 293,603,044 | 1.521323% | 21 |
| 4 | 71471 | Ability Ins Co | 10,543 | 0.000055% | 286 |
| 5 | 62200 | Accordia Life & Ann Co | 203,371,352 | 1.053781% | 27 |
| 6 | 60054 | Aetna Life Ins Co | 10,531,565 | 0.054570% | 111 |
| 7 | 90611 | Allianz Life Ins Co Of N Amer | 254,876,825 | 1.320660% | 22 |
| 8 | 70866 | Allstate Assur Co | 47,184,529 | 0.244490% | 69 |
| 9 | 60186 | Allstate Life Ins Co | 47,285,948 | 0.245015% | 68 |
| 10 | 70874 | Allstate Life Ins Co Of NY | 644,599 | 0.003340% | 213 |
| 11 | 60216 | Amalgamated Life Ins Co | 222,022 | 0.001150% | 241 |
| 12 | 68594 | American Amicable Life Ins Co Of TX | 13,415,764 | 0.069515% | 107 |
| 13 | 60275 | American Bankers Life Assur Co Of FL | 270,624 | 0.001402% | 238 |
| 14 | 92738 | American Equity Invest Life Ins Co | 13,694 | 0.000071% | 279 |
| 15 | 60380 | American Family Life Assur Co of Col | 29,020,909 | 0.150374% | 85 |
| 16 | 60399 | American Family Life Ins Co | 1,857,590 | 0.009625% | 176 |
| 17 | 60410 | American Fidelity Assur Co | 48,377,031 | 0.250669% | 66 |
| 18 | 60429 | American Fidelity Life Ins Co | 491,774 | 0.002548% | 220 |
| 19 | 60488 | American Gen Life Ins Co | 590,252,731 | 3.058431% | 8 |
| 20 | 60534 | American Heritage Life Ins Co | 5,267,570 | 0.027294% | 136 |
| 21 | 60518 | American Hlth & Life Ins Co | 4,306,564 | 0.022315% | 141 |
| 22 | 60577 | American Income Life Ins Co | 131,720,813 | 0.682520% | 36 |
| 23 | 67989 | American Memorial Life Ins Co | 128,183,848 | 0.664193% | 39 |
| 24 | 60739 | American Natl Ins Co | 90,368,638 | 0.468251% | 52 |
| 25 | 71773 | American Natl Life Ins Co Of TX | 136,831 | 0.000709% | 252 |
| 26 | 60801 | American Public Life Ins Co | 13,493 | 0.000070% | 282 |
| 27 | 60836 | American Republic Ins Co | 168,387 | 0.000873% | 248 |
| 28 | 60895 | American United Life Ins Co | 37,908,624 | 0.196426% | 75 |
| 29 | 61999 | Americo Fin Life & Ann Ins Co | 23,416,122 | 0.121332% | 93 |
| 30 | 61301 | Ameritas Life Ins Corp | 81,292,986 | 0.421225% | 55 |
| 31 | 72222 | Amica Life Ins Co | 6,076,449 | 0.031486% | 130 |
| 32 | 62825 | Anthem Blue Cross Life & Hlth Ins Co | 59,875,812 | 0.310250% | 60 |
| 33 | 61069 | Anthem Life Ins Co | 5,092,657 | 0.026388% | 137 |
| 34 | 71439 | Assurity Life Ins Co | 15,133,745 | 0.078416% | 104 |
| 35 | 68039 | Athene Ann & Life Assur Co of NY | 365,397 | 0.001893% | 231 |
| 36 | 61689 | Athene Ann & Life Co | 8,778,554 | 0.045487% | 117 |
| 37 | 61492 | Athene Annuity & Life Assur Co | 3,189,202 | 0.016525% | 158 |
| 38 | 61182 | Aurora Natl Life Assur Co | 2,274,795 | 0.011787% | 169 |
| 39 | 84522 | Auto Club Life Ins Co | 1,162,023 | 0.006021% | 196 |
| 40 | 61212 | Baltimore Life Ins Co | 3,048,964 | 0.015798% | 162 |
| 41 | 61263 | Bankers Life & Cas Co | 34,885,996 | 0.180764% | 78 |
| 42 | 94250 | Banner Life Ins Co | 128,512,022 | 0.665893% | 38 |
| 43 | 61395 | Beneficial Life Ins Co | 4,951,323 | 0.025656% | 138 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 44 | 64890 | Berkley Life & Hlth Ins Co | 2,374 | 0.000012% | 297 |
| 45 | 71714 | Berkshire Life Ins Co of Amer | 488,572 | 0.002532% | 222 |
| 46 | 90638 | Best Life & Hlth Ins Co | 212,462 | 0.001101% | 243 |
| 47 | 61557 | Blue Shield of CA Life & Hlth Ins Co | 10,696,016 | 0.055422% | 110 |
| 48 | 61476 | Boston Mut Life Ins Co | 2,635,565 | 0.013656% | 164 |
| 49 | 87726 | Brighthouse Life Ins Co | 216,318,925 | 1.120870% | 24 |
| 50 | 61581 | Capitol Life Ins Co | 2,501 | 0.000013% | 296 |
| 51 | 61751 | Central States H & L Co Of Omaha | 41,817 | 0.000217% | 266 |
| 52 | 61832 | Chesapeake Life Ins Co | 4,286,091 | 0.022209% | 142 |
| 53 | 61875 | Church Life Ins Corp | 1,621,213 | 0.008400% | 181 |
| 54 | 67369 | Cigna Hlth & Life Ins Co | 21,866 | 0.000113% | 274 |
| 55 | 61727 | Cigna Natl Hlth Ins Co | 12 | 0.000000% | 307 |
| 56 | 93432 | CM Life Ins Co | 20,439,183 | 0.105907% | 96 |
| 57 | 62626 | CMFG Life Ins Co | 37,701,656 | 0.195353% | 76 |
| 58 | 62049 | Colonial Life & Accident Ins Co | 36,638,332 | 0.189844% | 77 |
| 59 | 62065 | Colonial Penn Life Ins Co | 24,250,336 | 0.125655% | 92 |
| 60 | 76023 | Columbian Life Ins Co | 6,048,315 | 0.031340% | 131 |
| 61 | 62103 | Columbian Mut Life Ins Co | 202,079 | 0.001047% | 244 |
| 62 | 99937 | Columbus Life Ins Co | 59,209,718 | 0.306799% | 61 |
| 63 | 62146 | Combined Ins Co Of Amer | 5,670,031 | 0.029380% | 134 |
| 64 | 84824 | Commonwealth Ann & Life Ins Co | 2,707,126 | 0.014027% | 163 |
| 65 | 92444 | Companion Life Ins Co of CA | 1,041 | 0.000005% | 302 |
| 66 | 62308 | Connecticut Gen Life Ins Co | 26,095,966 | 0.135218% | 89 |
| 67 | 71730 | Continental Amer Ins Co | 1,498,263 | 0.007763% | 184 |
| 68 | 71404 | Continental Gen Ins Co | 159,462 | 0.000826% | 249 |
| 69 | 68500 | Continental Life Ins Co Brentwood | 4,701 | 0.000024% | 294 |
| 70 | 82880 | CSI Life Ins Co | 8,951 | 0.000046% | 288 |
| 71 | 71129 | Dearborn Life Ins Co | 1,228,829 | 0.006367% | 192 |
| 72 | 62634 | Delaware Amer Life Ins Co | 82,361 | 0.000427% | 259 |
| 73 | 79065 | Delaware Life Ins Co | 3,148,881 | 0.016316% | 159 |
| 74 | 84174 | ELCO Mut Life & Ann | 11,670 | 0.000060% | 283 |
| 75 | 85561 | Elips Life Ins Co | 8,972 | 0.000046% | 287 |
| 76 | 62928 | EMC Natl Life Co | 742,395 | 0.003847% | 209 |
| 77 | 62880 | Equitable Financial Life & Ann Co | 1,377,623 | 0.007138% | 187 |
| 78 | 62944 | Equitable Financial Life Ins Co | 204,642,717 | 1.060369% | 26 |
| 79 | 78077 | Equitable Financial Life Ins Co of A | 90,274,175 | 0.467761% | 53 |
| 80 | 62510 | Equitrust Life Ins Co | 1,334,599 | 0.006915% | 188 |
| 81 | 77968 | Family Heritage Life Ins Co Of Amer | 57,162 | 0.000296% | 264 |
| 82 | 63053 | Family Life Ins Co | 1,948,366 | 0.010096% | 174 |
| 83 | 74004 | Family Serv Life Ins Co | 553 | 0.000003% | 303 |
| 84 | 63177 | Farmers New World Life Ins Co | 331,986,016 | 1.720206% | 18 |
| 85 | 63223 | Federal Life Ins Co | 1,755,491 | 0.009096% | 179 |
| 86 | 63258 | Federated Life Ins Co | 12,439,512 | 0.064456% | 108 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 87 | 63274 | Fidelity & Guar Life Ins Co | 107,304,824 | 0.556007% | 48 |
| 88 | 93696 | Fidelity Investments Life Ins Co | 1,842,632 | 0.009548% | 178 |
| 89 | 63290 | Fidelity Life Assn A Legal Reserve L | 14,239,173 | 0.073781% | 105 |
| 90 | 71870 | Fidelity Security Life Ins Co | 4,025,871 | 0.020860% | 146 |
| 91 | 69140 | First Allmerica Fin Life Ins Co | 639,150 | 0.003312% | 214 |
| 92 | 90328 | First Hlth Life & Hlth Ins Co | 1,845 | 0.000010% | 299 |
| 93 | 67652 | First Penn Pacific Life Ins Co | 15,646,093 | 0.081071% | 102 |
| 94 | 91642 | Forethought Life Ins Co | 38,121,424 | 0.197529% | 74 |
| 95 | 99775 | Funeral Directors Life Ins Co | 665,491 | 0.003448% | 211 |
| 96 | 63657 | Garden State Life Ins Co | 1,228,972 | 0.006368% | 191 |
| 97 | 65536 | Genworth Life & Ann Ins Co | 123,550,522 | 0.640185% | 41 |
| 98 | 70025 | Genworth Life Ins Co | 29,978,007 | 0.155333% | 84 |
| 99 | 70939 | Gerber Life Ins Co | 40,291,735 | 0.208774% | 71 |
| 100 | 91472 | Globe Life & Accident Ins Co | 55,255,161 | 0.286308% | 62 |
| 101 | 62286 | Golden Rule Ins Co | 752,613 | 0.003900% | 208 |
| 102 | 63967 | Government Personnel Mut Life Ins Co | 3,475,101 | 0.018006% | 152 |
| 103 | 67059 | GPM Hlth & Life Ins Co | 1,219,582 | 0.006319% | 193 |
| 104 | 63312 | Great Amer Life Ins Co | 5,759,772 | 0.029845% | 132 |
| 105 | 90212 | Great Southern Life Ins Co | 3,325,590 | 0.017232% | 154 |
| 106 | 68322 | Great W Life & Ann Ins Co | 52,749,184 | 0.273323% | 65 |
| 107 | 71480 | Great Western Ins Co | 27,469,859 | 0.142337% | 86 |
| 108 | 64211 | Guarantee Trust Life Ins Co | 1,912,831 | 0.009911% | 175 |
| 109 | 64238 | Guaranty Income Life Ins Co | 5,323 | 0.000028% | 293 |
| 110 | 78778 | Guardian Ins & Ann Co Inc | 2,084,321 | 0.010800% | 172 |
| 111 | 64246 | Guardian Life Ins Co Of Amer | 298,275,375 | 1.545532% | 20 |
| 112 | 83607 | Guggenheim Life & Ann Co | 21,429 | 0.000111% | 275 |
| 113 | 70815 | Hartford Life & Accident Ins Co | 162,086,328 | 0.839860% | 31 |
| 114 | 92711 | HCC Life Ins Co | 579,800 | 0.003004% | 216 |
| 115 | 66141 | Health Net Life Ins Co | 909,708 | 0.004714% | 203 |
| 116 | 64505 | Homesteaders Life Co | 30,490,194 | 0.157987% | 82 |
| 117 | 64513 | Horace Mann Life Ins Co | 6,115,871 | 0.031690% | 129 |
| 118 | 91693 | IA Amer Life Ins Co | 18,611,786 | 0.096438% | 99 |
| 119 | 97764 | Idealife Ins Co | 110,942 | 0.000575% | 256 |
| 120 | 64580 | Illinois Mut Life Ins Co | 1,379,857 | 0.007150% | 186 |
| 121 | 14406 | Industrial Alliance Ins & Fin Serv I | 3,779,210 | 0.019582% | 150 |
| 122 | 74780 | Integrity Life Ins Co | 13,811 | 0.000072% | 278 |
| 123 | 64904 | Investors Heritage Life Ins Co | 31,199 | 0.000162% | 270 |
| 124 | 63487 | Investors Life Ins Co N Amer | 1,107,311 | 0.005738% | 198 |
| 125 | 65056 | Jackson Natl Life Ins Co | 75,408,257 | 0.390733% | 58 |
| 126 | 64017 | Jefferson Natl Life Ins Co | 1,012,748 | 0.005248% | 201 |
| 127 | 65080 | John Alden Life Ins Co | 650,166 | 0.003369% | 212 |
| 128 | 93610 | John Hancock Life & Hlth Ins Co | 49,269 | 0.000255% | 265 |
| 129 | 65838 | John Hancock Life Ins Co USA | 512,189,160 | 2.653940% | 11 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|-------------------------------------|-----------------|--------------|------|
| 130 | 65129 | Kansas City Life Ins Co | 16,310,298 | 0.084513% | 101 |
| 131 | 65242 | Lafayette Life Ins Co | 33,967,445 | 0.176004% | 79 |
| 132 | 71323 | Langhorne Reins AZ Ltd | 1,448 | 0.000008% | 301 |
| 133 | 68543 | Liberty Bankers Life Ins Co | 1,247,917 | 0.006466% | 190 |
| 134 | 65331 | Liberty Natl Life Ins Co | 5,713,249 | 0.029604% | 133 |
| 135 | 65498 | Life Ins Co Of N Amer | 254,439,212 | 1.318393% | 23 |
| 136 | 65528 | Life Ins Co Of The Southwest | 489,092,588 | 2.534264% | 12 |
| 137 | 97985 | LifeMap Assur Co | 170,375 | 0.000883% | 247 |
| 138 | 77720 | LifeSecure Ins Co | 310,404 | 0.001608% | 235 |
| 139 | 99724 | LifeShield Natl Ins Co | 151,837 | 0.000787% | 250 |
| 140 | 65595 | Lincoln Benefit Life Co | 153,951,405 | 0.797709% | 33 |
| 141 | 65927 | Lincoln Heritage Life Ins Co | 104,801,182 | 0.543034% | 49 |
| 142 | 62057 | Lincoln Life & Ann Co of NY | 1,250,338 | 0.006479% | 189 |
| 143 | 65315 | Lincoln Life Assur Co of Boston | 121,766,496 | 0.630941% | 42 |
| 144 | 65676 | Lincoln Natl Life Ins Co | 739,503,591 | 3.831784% | 6 |
| 145 | 60232 | Lombard Intl Life Assur Co | 68,678 | 0.000356% | 263 |
| 146 | 65722 | Loyal Amer Life Ins Co | 136,650 | 0.000708% | 253 |
| 147 | 73504 | Lumico Life Ins Co | 3,049,453 | 0.015801% | 161 |
| 148 | 65781 | Madison Natl Life Ins Co Inc | 470,936 | 0.002440% | 224 |
| 149 | 65870 | Manhattan Life Ins Co | 1,050,745 | 0.005445% | 200 |
| 150 | 67083 | Manhattan Natl Life Ins Co | 1,573,056 | 0.008151% | 182 |
| 151 | 61883 | ManhattanLife Assur Co of Amer | 512,019 | 0.002653% | 218 |
| 152 | 65935 | Massachusetts Mut Life Ins Co | 989,271,171 | 5.125970% | 3 |
| 153 | 31119 | Medico Ins Co | 3,256 | 0.000017% | 295 |
| 154 | 86126 | Members Life Ins Co | 78,068 | 0.000405% | 261 |
| 155 | 65978 | Metropolitan Life Ins Co | 894,038,332 | 4.632515% | 4 |
| 156 | 97136 | Metropolitan Tower Life Ins Co | 38,647,943 | 0.200257% | 73 |
| 157 | 66087 | Mid West Natl Life Ins Co Of TN | 774,398 | 0.004013% | 206 |
| 158 | 66044 | Midland Natl Life Ins Co | 347,977,246 | 1.803066% | 17 |
| 159 | 66109 | Midwestern United Life Ins Co | 219,076 | 0.001135% | 242 |
| 160 | 66168 | Minnesota Life Ins Co | 304,724,474 | 1.578949% | 19 |
| 161 | 70416 | MML Bay State Life Ins Co | 3,571,409 | 0.018505% | 151 |
| 162 | 66265 | Monarch Life Ins Co | 73,985 | 0.000383% | 262 |
| 163 | 66370 | Mony Life Ins Co | 9,073,355 | 0.047014% | 116 |
| 164 | 88668 | Mutual Of Amer Life Ins Co | 324,899 | 0.001683% | 233 |
| 165 | 66427 | Mutual Trust Life Ins Co a Pan Amer | 26,081,637 | 0.135144% | 90 |
| 166 | 93734 | Nassau Life & Ann Co | 756,986 | 0.003922% | 207 |
| 167 | 67814 | Nassau Life Ins Co | 19,018,953 | 0.098548% | 97 |
| 168 | 68284 | Nassau Life Ins Co of KS | 11,487 | 0.000060% | 284 |
| 169 | 61409 | National Benefit Life Ins Co | 1,214,463 | 0.006293% | 194 |
| 170 | 66540 | National Farmers Union Life Ins Co | 404,915 | 0.002098% | 230 |
| 171 | 66583 | National Guardian Life Ins Co | 80,537,791 | 0.417312% | 56 |
| 172 | 82538 | National Hlth Ins Co | 26,019 | 0.000135% | 272 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|-------------------------------------|-----------------|--------------|------|
| 173 | 66680 | National Life Ins Co | 32,547,461 | 0.168647% | 80 |
| 174 | 87963 | National Teachers Assoc Life Ins Co | 428,026 | 0.002218% | 228 |
| 175 | 66850 | National Western Life Ins Co | 20,491,682 | 0.106179% | 95 |
| 176 | 92657 | Nationwide Life & Ann Ins Co | 354,791,044 | 1.838372% | 16 |
| 177 | 66869 | Nationwide Life Ins Co | 82,375,770 | 0.426835% | 54 |
| 178 | 98205 | Natl Foundation Life Ins Co | 21,282 | 0.000110% | 276 |
| 179 | 91626 | New England Life Ins Co | 10,107,557 | 0.052373% | 114 |
| 180 | 78743 | New Era Life Ins Co | 1,472 | 0.000008% | 300 |
| 181 | 69698 | New Era Life Ins Co Of Midwest | 8,931 | 0.000046% | 289 |
| 182 | 91596 | New York Life Ins & Ann Corp | 366,472,589 | 1.898901% | 15 |
| 183 | 66915 | New York Life Ins Co | 1,236,695,788 | 6.408016% | 1 |
| 184 | 81264 | Nippon Life Ins Co Of Amer | 629,187 | 0.003260% | 215 |
| 185 | 66974 | North Amer Co Life & Hlth Ins | 114,873,683 | 0.595225% | 44 |
| 186 | 67091 | Northwestern Mut Life Ins Co | 837,758,009 | 4.340895% | 5 |
| 187 | 81353 | NYLife Ins Co Of AZ | 3,811,275 | 0.019748% | 148 |
| 188 | 67148 | Occidental Life Ins Co Of NC | 4,076,120 | 0.021121% | 143 |
| 189 | 68446 | Oceanview Life & Annuity Co | 8,743 | 0.000045% | 290 |
| 190 | 89206 | Ohio Natl Life Assur Corp | 39,145,593 | 0.202835% | 72 |
| 191 | 67172 | Ohio Natl Life Ins Co | 46,562,421 | 0.241266% | 70 |
| 192 | 67180 | Ohio State Life Ins Co | 2,096,675 | 0.010864% | 171 |
| 193 | 67199 | Old Amer Ins Co | 4,818,242 | 0.024966% | 139 |
| 194 | 67261 | Old Republic Life Ins Co | 1,184,875 | 0.006140% | 195 |
| 195 | 76007 | Old United Life Ins Co | 400 | 0.000002% | 305 |
| 196 | 69647 | Optum Ins of OH Inc | 90,093 | 0.000467% | 257 |
| 197 | 76112 | Oxford Life Ins Co | 3,196,529 | 0.016563% | 157 |
| 198 | 67393 | Ozark Natl Life Ins Co | 190,279 | 0.000986% | 246 |
| 199 | 64343 | Pacific Guardian Life Ins Co Ltd | 10,412,395 | 0.053952% | 112 |
| 200 | 97268 | Pacific Life & Ann Co | 261,071 | 0.001353% | 239 |
| 201 | 67466 | Pacific Life Ins Co | 684,278,141 | 3.545630% | 7 |
| 202 | 93459 | Pan Amer Assur Co | 2,308,158 | 0.011960% | 168 |
| 203 | 67539 | Pan Amer Life Ins Co | 308,844 | 0.001600% | 236 |
| 204 | 60003 | Park Avenue Life Ins Co | 230,766 | 0.001196% | 240 |
| 205 | 67598 | Paul Revere Life Ins Co | 493,819 | 0.002559% | 219 |
| 206 | 93777 | Pavonia Life Ins Co of MI | 1,676,618 | 0.008688% | 180 |
| 207 | 93262 | Penn Ins & Ann Co | 54,871,637 | 0.284321% | 63 |
| 208 | 67644 | Penn Mut Life Ins Co | 124,896,139 | 0.647157% | 40 |
| 209 | 93548 | PHL Variable Ins Co | 26,212,807 | 0.135823% | 88 |
| 210 | 72125 | Physicians Life Ins Co | 15,644,161 | 0.081061% | 103 |
| 211 | 67873 | Pioneer Amer Ins Co | 2,586,787 | 0.013404% | 165 |
| 212 | 67911 | Pioneer Mut Life Ins Co | 4,010,956 | 0.020783% | 147 |
| 213 | 67946 | Pioneer Security Life Ins Co | 448,453 | 0.002324% | 226 |
| 214 | 97152 | Plateau Ins Co | 24,029 | 0.000125% | 273 |
| 215 | 65919 | Primerica Life Ins Co | 447,907,919 | 2.320863% | 13 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 216 | 61271 | Principal Life Ins Co | 135,901,637 | 0.704183% | 34 |
| 217 | 71161 | Principal Natl Life Ins Co | 108,010,535 | 0.559663% | 46 |
| 218 | 68047 | Professional Ins Co | 17,433 | 0.000090% | 277 |
| 219 | 88536 | Protective Life & Annuity Ins Co | 130,235 | 0.000675% | 254 |
| 220 | 68136 | Protective Life Ins Co | 186,808,745 | 0.967961% | 28 |
| 221 | 67903 | Provident Amer Life & Hlth Ins Co | 2,051 | 0.000011% | 298 |
| 222 | 68195 | Provident Life & Accident Ins Co | 20,834,828 | 0.107957% | 94 |
| 223 | 79227 | Pruco Life Ins Co | 569,490,460 | 2.950850% | 9 |
| 224 | 86630 | Prudential Ann Life Assur Corp | 144,217 | 0.000747% | 251 |
| 225 | 68241 | Prudential Ins Co Of Amer | 367,765,770 | 1.905601% | 14 |
| 226 | 71390 | Puritan Life Ins Co of Amer | 435,610 | 0.002257% | 227 |
| 227 | 68357 | Reliable Life Ins Co | 13,645 | 0.000071% | 280 |
| 228 | 68381 | Reliance Standard Life Ins Co | 47,554,224 | 0.246405% | 67 |
| 229 | 67105 | Reliastar Life Ins Co | 173,990,784 | 0.901544% | 29 |
| 230 | 61360 | Reliastar Life Ins Co Of NY | 2,582,512 | 0.013381% | 166 |
| 231 | 61700 | Renaissance Life & Hlth Ins Co of Am | 10,876 | 0.000056% | 285 |
| 232 | 68462 | Reserve Natl Ins Co | 40,198 | 0.000208% | 268 |
| 233 | 65005 | RiverSource Life Ins Co | 119,925,404 | 0.621401% | 43 |
| 234 | 90247 | Rx Life Ins Co | 31,202 | 0.000162% | 269 |
| 235 | 60183 | S USA Life Ins Co Inc | 1,422,627 | 0.007371% | 185 |
| 236 | 60445 | Sagicor Life Ins Co | 3,474,491 | 0.018003% | 153 |
| 237 | 93742 | Securian Life Ins Co | 162,244,978 | 0.840682% | 30 |
| 238 | 68675 | Security Benefit Life Ins Co | 1,114,876 | 0.005777% | 197 |
| 239 | 68713 | Security Life Of Denver Ins Co | 154,752,065 | 0.801857% | 32 |
| 240 | 68772 | Security Mut Life Ins Co Of NY | 4,611,266 | 0.023894% | 140 |
| 241 | 69485 | Security Natl Life Ins Co | 8,300,674 | 0.043010% | 119 |
| 242 | 78662 | Senior Life Ins Co | 4,041,072 | 0.020939% | 145 |
| 243 | 68802 | Sentinel Security Life Ins Co | 2,182,976 | 0.011311% | 170 |
| 244 | 68810 | Sentry Life Ins Co | 2,033,513 | 0.010537% | 173 |
| 245 | 97241 | Settlers Life Ins Co | 41,479 | 0.000215% | 267 |
| 246 | 62952 | SILAC Ins Co | 30,961 | 0.000160% | 271 |
| 247 | 69019 | Standard Ins Co | 130,174,334 | 0.674506% | 37 |
| 248 | 86355 | Standard Life & Accident Ins Co | 796,477 | 0.004127% | 205 |
| 249 | 69078 | Standard Security Life Ins Co Of NY | 5,342 | 0.000028% | 292 |
| 250 | 68985 | Starmount Life Ins Co | 86,865 | 0.000450% | 258 |
| 251 | 69108 | State Farm Life Ins Co | 517,561,971 | 2.681780% | 10 |
| 252 | 69116 | State Life Ins Co | 98,933,059 | 0.512628% | 50 |
| 253 | 89184 | Sterling Investors Life Ins Co | 190,473 | 0.000987% | 245 |
| 254 | 77399 | Sterling Life Ins Co | 8,548 | 0.000044% | 291 |
| 255 | 80926 | Sun Life & Hlth Ins Co | 6,332,863 | 0.032814% | 127 |
| 256 | 69272 | Sunset Life Ins Co Of Amer | 3,308,638 | 0.017144% | 155 |
| 257 | 69310 | Surety Life Ins Co | 11,052,902 | 0.057271% | 109 |
| 258 | 68608 | Symetra Life Ins Co | 110,656,733 | 0.573375% | 45 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 259 | 90581 | Symetra Natl Life Ins Co | 13,604 | 0.000070% | 281 |
| 260 | 71153 | Talcott Resolution Life & Ann Ins Co | 94,042,983 | 0.487290% | 51 |
| 261 | 88072 | Talcott Resolution Life Ins Co | 3,295,699 | 0.017077% | 156 |
| 262 | 69345 | Teachers Ins & Ann Assoc Of Amer | 14,155,937 | 0.073350% | 106 |
| 263 | 69396 | Texas Life Ins Co | 31,731,249 | 0.164417% | 81 |
| 264 | 76236 | The Cincinnati Life Ins Co | 8,499,398 | 0.044040% | 118 |
| 265 | 70435 | The Savings Bank Mut Life Ins Co of | 18,761,791 | 0.097215% | 98 |
| 266 | 60142 | TIAA Cref Life Ins Co | 24,762,389 | 0.128308% | 91 |
| 267 | 69566 | Trans World Assur Co | 1,842,813 | 0.009549% | 177 |
| 268 | 70688 | Transamerica Financial Life Ins Co | 917,941 | 0.004756% | 202 |
| 269 | 86231 | Transamerica Life Ins Co | 1,059,718,954 | 5.491000% | 2 |
| 270 | 61425 | Trustmark Ins Co | 53,731,903 | 0.278415% | 64 |
| 271 | 62863 | Trustmark Life Ins Co | 308,134 | 0.001597% | 237 |
| 272 | 80314 | Unicare Life & Hlth Ins Co | 3,800,836 | 0.019694% | 149 |
| 273 | 11121 | Unified Life Ins Co | 489,223 | 0.002535% | 221 |
| 274 | 91529 | Unimerica Ins Co | 8,057,816 | 0.041752% | 121 |
| 275 | 62596 | Union Fidelity Life Ins Co | 735,043 | 0.003809% | 210 |
| 276 | 69744 | Union Labor Life Ins Co | 6,781,947 | 0.035141% | 126 |
| 277 | 70408 | Union Security Ins Co | 7,337,370 | 0.038019% | 122 |
| 278 | 92916 | United Amer Ins Co | 479,122 | 0.002483% | 223 |
| 279 | 69892 | United Farm Family Life Ins Co | 4,053,570 | 0.021004% | 144 |
| 280 | 87645 | United Fidelity Life Ins Co | 320,791 | 0.001662% | 234 |
| 281 | 63983 | United Heritage Life Ins Co | 3,090,806 | 0.016015% | 160 |
| 282 | 69922 | United Home Life Ins Co | 1,092,214 | 0.005659% | 199 |
| 283 | 69930 | United Ins Co Of Amer | 18,599,984 | 0.096377% | 100 |
| 284 | 69973 | United Life Ins Co | 426,700 | 0.002211% | 229 |
| 285 | 69868 | United Of Omaha Life Ins Co | 211,818,480 | 1.097551% | 25 |
| 286 | 70106 | United States Life Ins Co in the Cit | 2,525,529 | 0.013086% | 167 |
| 287 | 72850 | United World Life Ins Co | 80,400 | 0.000417% | 260 |
| 288 | 79413 | UnitedHealthcare Ins Co | 9,413,880 | 0.048779% | 115 |
| 289 | 63819 | Unity Financial Life Ins Co | 894,336 | 0.004634% | 204 |
| 290 | 67601 | Unum Ins Co | 129,406 | 0.000671% | 255 |
| 291 | 62235 | Unum Life Ins Co Of Amer | 134,242,155 | 0.695584% | 35 |
| 292 | 80802 | US Br Sun Life Assur Co of Canada | 75,618,927 | 0.391824% | 57 |
| 293 | 80659 | US Business of Canada Life Assur Co | 6,122,938 | 0.031726% | 128 |
| 294 | 84530 | US Financial Life Ins Co | 5,557,775 | 0.028798% | 135 |
| 295 | 70955 | USA Life One Ins Co Of IN | 529 | 0.000003% | 304 |
| 296 | 69663 | USAA Life Ins Co | 107,513,003 | 0.557085% | 47 |
| 297 | 68632 | Vantis Life Ins Co | 352,902 | 0.001829% | 232 |
| 298 | 80942 | Venerable Ins & Ann Co | 1,522,562 | 0.007889% | 183 |
| 299 | 86509 | Voya Retirement Ins & Ann Co | 7,311,779 | 0.037886% | 123 |
| 300 | 70319 | Washington Natl Ins Co | 6,873,648 | 0.035616% | 125 |
| 301 | 70335 | West Coast Life Ins Co | 65,653,523 | 0.340188% | 59 |

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2020
 Line of Business: **LIFE INSURANCE**
 Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------|-----------------|--------------|------|
| 302 | 70483 | Western & Southern Life Ins Co | 10,348,448 | 0.053621% | 113 |
| 303 | 92622 | Western Southern Life Assur Co | 8,077,242 | 0.041853% | 120 |
| 304 | 85189 | Western United Life Assur Co | 243 | 0.000001% | 306 |
| 305 | 62413 | Wilcac Life Ins Co | 27,313,821 | 0.141528% | 87 |
| 306 | 60704 | Wilton Reassur Life Co of NY | 530,302 | 0.002748% | 217 |
| 307 | 90557 | Zurich Amer Life Ins Co | 30,307,802 | 0.157042% | 83 |
| | Totals: | | 19,299,197,971 | 100.000000% | |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
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 | 31,337,895 | 0.119681% | 66 |
| 2 | 60054 | Aetna Life Ins Co | 744,109 | 0.002842% | 110 |
| 3 | 90611 | Allianz Life Ins Co Of N Amer | 1,115,250,838 | 4.259184% | 7 |
| 4 | 60186 | Allstate Life Ins Co | 2,547,120 | 0.009728% | 96 |
| 5 | 70874 | Allstate Life Ins Co Of NY | 2,165 | 0.000008% | 189 |
| 6 | 68594 | American Amicable Life Ins Co Of TX | 723,115 | 0.002762% | 112 |
| 7 | 60275 | American Bankers Life Assur Co Of FL | 600 | 0.000002% | 198 |
| 8 | 92738 | American Equity Invest Life Ins Co | 123,598,227 | 0.472026% | 44 |
| 9 | 60399 | American Family Life Ins Co | 4,200 | 0.000016% | 179 |
| 10 | 60410 | American Fidelity Assur Co | 116,550,620 | 0.445111% | 45 |
| 11 | 60429 | American Fidelity Life Ins Co | 55,595 | 0.000212% | 159 |
| 12 | 60488 | American Gen Life Ins Co | 1,150,404,948 | 4.393438% | 6 |
| 13 | 60534 | American Heritage Life Ins Co | 6,900 | 0.000026% | 177 |
| 14 | 81213 | American Maturity Life Ins Co | 11,141 | 0.000043% | 172 |
| 15 | 67989 | American Memorial Life Ins Co | 353,768 | 0.001351% | 127 |
| 16 | 60739 | American Natl Ins Co | 102,257,464 | 0.390525% | 46 |
| 17 | 60895 | American United Life Ins Co | 730,719,843 | 2.790646% | 13 |
| 18 | 61999 | Americo Fin Life & Ann Ins Co | 75,745,926 | 0.289276% | 53 |
| 19 | 61301 | Ameritas Life Ins Corp | 192,959,560 | 0.736920% | 35 |
| 20 | 72222 | Amica Life Ins Co | 540,745 | 0.002065% | 123 |
| 21 | 93661 | Annuity Investors Life Ins Co | 19,095,163 | 0.072925% | 77 |
| 22 | 71439 | Assurity Life Ins Co | 189,171 | 0.000722% | 139 |
| 23 | 68039 | Athene Ann & Life Assur Co of NY | 325,203 | 0.001242% | 129 |
| 24 | 61689 | Athene Ann & Life Co | 1,160,185,268 | 4.430790% | 5 |
| 25 | 61492 | Athene Annuity & Life Assur Co | 138,093 | 0.000527% | 140 |
| 26 | 84522 | Auto Club Life Ins Co | 289,278 | 0.001105% | 131 |
| 27 | 61263 | Bankers Life & Cas Co | 37,054,213 | 0.141511% | 63 |
| 28 | 94250 | Banner Life Ins Co | 100,735,940 | 0.384714% | 47 |
| 29 | 61395 | Beneficial Life Ins Co | 205,318 | 0.000784% | 137 |
| 30 | 87726 | Brighthouse Life Ins Co | 679,457,261 | 2.594872% | 15 |
| 31 | 61832 | Chesapeake Life Ins Co | 110,987 | 0.000424% | 146 |
| 32 | 61875 | Church Life Ins Corp | 882,207 | 0.003369% | 106 |
| 33 | 93432 | CM Life Ins Co | 90,701,365 | 0.346392% | 50 |
| 34 | 62626 | CMFG Life Ins Co | 5,184,590 | 0.019800% | 89 |
| 35 | 62049 | Colonial Life & Accident Ins Co | 16,019 | 0.000061% | 167 |
| 36 | 76023 | Columbian Life Ins Co | 450 | 0.000002% | 200 |
| 37 | 62103 | Columbian Mut Life Ins Co | 4,078 | 0.000016% | 180 |
| 38 | 99937 | Columbus Life Ins Co | 672,810 | 0.002569% | 118 |
| 39 | 84824 | Commonwealth Ann & Life Ins Co | 9,966,963 | 0.038064% | 83 |
| 40 | 92444 | Companion Life Ins Co of CA | 14,000 | 0.000053% | 171 |
| 41 | 62308 | Connecticut Gen Life Ins Co | 7,625 | 0.000029% | 174 |
| 42 | 71404 | Continental Gen Ins Co | 543,432 | 0.002075% | 122 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 43 | 79065 | Delaware Life Ins Co | 194,454,394 | 0.742628% | 34 |
| 44 | 13183 | Eagle Life Ins Co | 5,443,683 | 0.020790% | 87 |
| 45 | 84174 | ELCO Mut Life & Ann | 3,629,642 | 0.013862% | 93 |
| 46 | 62928 | EMC Natl Life Co | 218,315 | 0.000834% | 135 |
| 47 | 62944 | Equitable Financial Life Ins Co | 910,464,426 | 3.477097% | 10 |
| 48 | 78077 | Equitable Financial Life Ins Co of A | 968,489 | 0.003699% | 105 |
| 49 | 62510 | Equitrust Life Ins Co | 134,162,845 | 0.512373% | 40 |
| 50 | 63053 | Family Life Ins Co | 1,650 | 0.000006% | 191 |
| 51 | 63177 | Farmers New World Life Ins Co | 6,142,531 | 0.023459% | 85 |
| 52 | 63223 | Federal Life Ins Co | 710,029 | 0.002712% | 115 |
| 53 | 63258 | Federated Life Ins Co | 818,850 | 0.003127% | 107 |
| 54 | 63274 | Fidelity & Guar Life Ins Co | 573,899,368 | 2.191743% | 18 |
| 55 | 93696 | Fidelity Investments Life Ins Co | 165,001,527 | 0.630147% | 37 |
| 56 | 71870 | Fidelity Security Life Ins Co | 132,177 | 0.000505% | 143 |
| 57 | 69140 | First Allmerica Fin Life Ins Co | 14,491 | 0.000055% | 170 |
| 58 | 67652 | First Penn Pacific Life Ins Co | 62,168 | 0.000237% | 157 |
| 59 | 91642 | Forethought Life Ins Co | 676,766,719 | 2.584597% | 16 |
| 60 | 99775 | Funeral Directors Life Ins Co | 332,004 | 0.001268% | 128 |
| 61 | 65536 | Genworth Life & Ann Ins Co | 1,467,091 | 0.005603% | 102 |
| 62 | 70025 | Genworth Life Ins Co | 284,200 | 0.001085% | 133 |
| 63 | 62286 | Golden Rule Ins Co | 129,923 | 0.000496% | 144 |
| 64 | 63967 | Government Personnel Mut Life Ins Co | 15,326 | 0.000059% | 169 |
| 65 | 67059 | GPM Hlth & Life Ins Co | 84,815 | 0.000324% | 152 |
| 66 | 63312 | Great Amer Life Ins Co | 340,169,667 | 1.299120% | 26 |
| 67 | 90212 | Great Southern Life Ins Co | 282,938 | 0.001081% | 134 |
| 68 | 68322 | Great W Life & Ann Ins Co | 768,567,183 | 2.935186% | 12 |
| 69 | 71480 | Great Western Ins Co | 717,635 | 0.002741% | 114 |
| 70 | 64211 | Guarantee Trust Life Ins Co | 8,413 | 0.000032% | 173 |
| 71 | 64238 | Guaranty Income Life Ins Co | 77,603,665 | 0.296371% | 52 |
| 72 | 78778 | Guardian Ins & Ann Co Inc | 22,934,537 | 0.087588% | 72 |
| 73 | 64246 | Guardian Life Ins Co Of Amer | 721,355 | 0.002755% | 113 |
| 74 | 83607 | Guggenheim Life & Ann Co | 56,298,184 | 0.215005% | 56 |
| 75 | 92711 | HCC Life Ins Co | 3,600 | 0.000014% | 182 |
| 76 | 64505 | Homesteaders Life Co | 319,759 | 0.001221% | 130 |
| 77 | 64513 | Horace Mann Life Ins Co | 23,667,015 | 0.090385% | 70 |
| 78 | 91693 | IA Amer Life Ins Co | 1,226,150 | 0.004683% | 104 |
| 79 | 97764 | Idealife Ins Co | 1,429 | 0.000005% | 192 |
| 80 | 14406 | Industrial Alliance Ins & Fin Serv I | 1,998,655 | 0.007633% | 97 |
| 81 | 74780 | Integrity Life Ins Co | 19,097,455 | 0.072934% | 76 |
| 82 | 64904 | Investors Heritage Life Ins Co | 609,367 | 0.002327% | 119 |
| 83 | 65056 | Jackson Natl Life Ins Co | 1,610,647,220 | 6.151120% | 1 |
| 84 | 64017 | Jefferson Natl Life Ins Co | 127,579,700 | 0.487232% | 41 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|-------------------------------------|-----------------|--------------|------|
| 85 | 65838 | John Hancock Life Ins Co USA | 3,860,195 | 0.014742% | 91 |
| 86 | 65129 | Kansas City Life Ins Co | 1,744,224 | 0.006661% | 100 |
| 87 | 65242 | Lafayette Life Ins Co | 17,110,767 | 0.065347% | 78 |
| 88 | 68543 | Liberty Bankers Life Ins Co | 22,640,684 | 0.086466% | 73 |
| 89 | 65331 | Liberty Natl Life Ins Co | 837 | 0.000003% | 197 |
| 90 | 65528 | Life Ins Co Of The Southwest | 381,106,231 | 1.455459% | 22 |
| 91 | 77720 | LifeSecure Ins Co | 84,360 | 0.000322% | 153 |
| 92 | 65595 | Lincoln Benefit Life Co | 3,789,897 | 0.014474% | 92 |
| 93 | 65927 | Lincoln Heritage Life Ins Co | 3,025 | 0.000012% | 185 |
| 94 | 62057 | Lincoln Life & Ann Co of NY | 1,938,858 | 0.007405% | 98 |
| 95 | 65315 | Lincoln Life Assur Co of Boston | 96,345 | 0.000368% | 150 |
| 96 | 65676 | Lincoln Natl Life Ins Co | 1,346,983,428 | 5.144179% | 4 |
| 97 | 60232 | Lombard Intl Life Assur Co | 145,711,928 | 0.556479% | 39 |
| 98 | 65722 | Loyal Amer Life Ins Co | 841 | 0.000003% | 196 |
| 99 | 65781 | Madison Natl Life Ins Co Inc | 548,787 | 0.002096% | 121 |
| 100 | 65870 | Manhattan Life Ins Co | 5,251,001 | 0.020054% | 88 |
| 101 | 67083 | Manhattan Natl Life Ins Co | 2,046 | 0.000008% | 190 |
| 102 | 65935 | Massachusetts Mut Life Ins Co | 993,429,072 | 3.793942% | 9 |
| 103 | 86126 | Members Life Ins Co | 55,606,772 | 0.212364% | 57 |
| 104 | 65978 | Metropolitan Life Ins Co | 34,704,140 | 0.132536% | 64 |
| 105 | 97136 | Metropolitan Tower Life Ins Co | 410,397,707 | 1.567324% | 20 |
| 106 | 66087 | Mid West Natl Life Ins Co Of TN | 53,839 | 0.000206% | 160 |
| 107 | 66044 | Midland Natl Life Ins Co | 608,280,721 | 2.323046% | 17 |
| 108 | 66168 | Minnesota Life Ins Co | 124,220,041 | 0.474401% | 43 |
| 109 | 66370 | Mony Life Ins Co | 28,600 | 0.000109% | 164 |
| 110 | 88668 | Mutual Of Amer Life Ins Co | 1,753,392 | 0.006696% | 99 |
| 111 | 66427 | Mutual Trust Life Ins Co a Pan Amer | 37,833 | 0.000144% | 162 |
| 112 | 93734 | Nassau Life & Ann Co | 53,698,591 | 0.205077% | 58 |
| 113 | 67814 | Nassau Life Ins Co | 137,968 | 0.000527% | 141 |
| 114 | 66583 | National Guardian Life Ins Co | 3,310,384 | 0.012642% | 94 |
| 115 | 66680 | National Life Ins Co | 80,159 | 0.000306% | 154 |
| 116 | 66850 | National Western Life Ins Co | 22,486,934 | 0.085878% | 75 |
| 117 | 92657 | Nationwide Life & Ann Ins Co | 158,620,377 | 0.605777% | 38 |
| 118 | 66869 | Nationwide Life Ins Co | 1,072,175,032 | 4.094676% | 8 |
| 119 | 91626 | New England Life Ins Co | 284,520 | 0.001087% | 132 |
| 120 | 69698 | New Era Life Ins Co Of Midwest | 1,200 | 0.000005% | 194 |
| 121 | 91596 | New York Life Ins & Ann Corp | 1,438,232,701 | 5.492663% | 2 |
| 122 | 66915 | New York Life Ins Co | 69,526,056 | 0.265523% | 55 |
| 123 | 66974 | North Amer Co Life & Hlth Ins | 252,667,511 | 0.964946% | 30 |
| 124 | 67091 | Northwestern Mut Life Ins Co | 79,629,683 | 0.304109% | 51 |
| 125 | 67148 | Occidental Life Ins Co Of NC | 1,390,433 | 0.005310% | 103 |
| 126 | 68446 | Oceanview Life & Annuity Co | 14 | 0.000000% | 205 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|------------------------------------|-----------------|--------------|------|
| 127 | 67172 | Ohio Natl Life Ins Co | 4,335,107 | 0.016556% | 90 |
| 128 | 67180 | Ohio State Life Ins Co | 847 | 0.000003% | 195 |
| 129 | 69647 | Optum Ins of OH Inc | 351 | 0.000001% | 201 |
| 130 | 76112 | Oxford Life Ins Co | 52,376,302 | 0.200027% | 59 |
| 131 | 64343 | Pacific Guardian Life Ins Co Ltd | 148 | 0.000001% | 202 |
| 132 | 97268 | Pacific Life & Ann Co | 101,199 | 0.000386% | 149 |
| 133 | 67466 | Pacific Life Ins Co | 705,516,669 | 2.694394% | 14 |
| 134 | 67539 | Pan Amer Life Ins Co | 15,480 | 0.000059% | 168 |
| 135 | 71099 | Parker Centennial Assur Co | 33,830 | 0.000129% | 163 |
| 136 | 93262 | Penn Ins & Ann Co | 405,878 | 0.001550% | 125 |
| 137 | 67644 | Penn Mut Life Ins Co | 23,354,253 | 0.089191% | 71 |
| 138 | 93548 | PHL Variable Ins Co | 105,513 | 0.000403% | 148 |
| 139 | 72125 | Physicians Life Ins Co | 191,496 | 0.000731% | 138 |
| 140 | 67873 | Pioneer Amer Ins Co | 23,493 | 0.000090% | 165 |
| 141 | 67911 | Pioneer Mut Life Ins Co | 18,027 | 0.000069% | 166 |
| 142 | 67946 | Pioneer Security Life Ins Co | 540 | 0.000002% | 199 |
| 143 | 65919 | Primerica Life Ins Co | 49,075 | 0.000187% | 161 |
| 144 | 61271 | Principal Life Ins Co | 341,007,622 | 1.302321% | 25 |
| 145 | 68136 | Protective Life Ins Co | 231,369,126 | 0.883607% | 32 |
| 146 | 79227 | Pruco Life Ins Co | 260,622,899 | 0.995328% | 29 |
| 147 | 86630 | Prudential Ann Life Assur Corp | 344,116,241 | 1.314192% | 24 |
| 148 | 68241 | Prudential Ins Co Of Amer | 166,520,678 | 0.635949% | 36 |
| 149 | 93629 | Prudential Retirement Ins & Ann Co | 700,990 | 0.002677% | 116 |
| 150 | 71390 | Puritan Life Ins Co of Amer | 47,133,939 | 0.180006% | 61 |
| 151 | 68381 | Reliance Standard Life Ins Co | 97,424,872 | 0.372069% | 48 |
| 152 | 67105 | Reliastar Life Ins Co | 22,557,899 | 0.086149% | 74 |
| 153 | 61360 | Reliastar Life Ins Co Of NY | 2,400 | 0.000009% | 187 |
| 154 | 65005 | RiverSource Life Ins Co | 399,148,431 | 1.524362% | 21 |
| 155 | 90247 | Rx Life Ins Co | 50 | 0.000000% | 203 |
| 156 | 60183 | S USA Life Ins Co Inc | 25,189,455 | 0.096199% | 69 |
| 157 | 60445 | Sagicor Life Ins Co | 42,529,722 | 0.162423% | 62 |
| 158 | 93742 | Securian Life Ins Co | 723,493 | 0.002763% | 111 |
| 159 | 68675 | Security Benefit Life Ins Co | 250,447,109 | 0.956467% | 31 |
| 160 | 68713 | Security Life Of Denver Ins Co | 1,250 | 0.000005% | 193 |
| 161 | 68772 | Security Mut Life Ins Co Of NY | 2,225 | 0.000008% | 188 |
| 162 | 69485 | Security Natl Life Ins Co | 95,645 | 0.000365% | 151 |
| 163 | 68802 | Sentinel Security Life Ins Co | 223,433,680 | 0.853301% | 33 |
| 164 | 68810 | Sentry Life Ins Co | 69,871,801 | 0.266843% | 54 |
| 165 | 62952 | SILAC Ins Co | 48,483,536 | 0.185160% | 60 |
| 166 | 69019 | Standard Ins Co | 33,013,220 | 0.126079% | 65 |
| 167 | 86355 | Standard Life & Accident Ins Co | 5,950 | 0.000023% | 178 |
| 168 | 69108 | State Farm Life Ins Co | 12,028,863 | 0.045939% | 82 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 169 | 69116 | State Life Ins Co | 29,460,797 | 0.112512% | 67 |
| 170 | 89184 | Sterling Investors Life Ins Co | 7,318 | 0.000028% | 175 |
| 171 | 69272 | Sunset Life Ins Co Of Amer | 448,992 | 0.001715% | 124 |
| 172 | 69310 | Surety Life Ins Co | 120,728 | 0.000461% | 145 |
| 173 | 68608 | Symetra Life Ins Co | 474,673,342 | 1.812795% | 19 |
| 174 | 71153 | Talcott Resolution Life & Ann Ins Co | 14,445,750 | 0.055169% | 80 |
| 175 | 88072 | Talcott Resolution Life Ins Co | 12,177,140 | 0.046505% | 81 |
| 176 | 69345 | Teachers Ins & Ann Assoc Of Amer | 806,169,485 | 3.078791% | 11 |
| 177 | 76236 | The Cincinnati Life Ins Co | 56,717 | 0.000217% | 158 |
| 178 | 70435 | The Savings Bank Mut Life Ins Co of | 1,578,246 | 0.006027% | 101 |
| 179 | 60142 | TIAA Cref Life Ins Co | 16,666,759 | 0.063651% | 79 |
| 180 | 69566 | Trans World Assur Co | 135,290 | 0.000517% | 142 |
| 181 | 70688 | Transamerica Financial Life Ins Co | 591,204 | 0.002258% | 120 |
| 182 | 86231 | Transamerica Life Ins Co | 356,329,676 | 1.360836% | 23 |
| 183 | 61425 | Trustmark Ins Co | 3,050 | 0.000012% | 184 |
| 184 | 11121 | Unified Life Ins Co | 2,682 | 0.000010% | 186 |
| 185 | 70408 | Union Security Ins Co | 679,118 | 0.002594% | 117 |
| 186 | 92916 | United Amer Ins Co | 370,918 | 0.001417% | 126 |
| 187 | 69892 | United Farm Family Life Ins Co | 25 | 0.000000% | 204 |
| 188 | 87645 | United Fidelity Life Ins Co | 7,296 | 0.000028% | 176 |
| 189 | 63983 | United Heritage Life Ins Co | 211,449 | 0.000808% | 136 |
| 190 | 69973 | United Life Ins Co | 5,810,008 | 0.022189% | 86 |
| 191 | 69868 | United Of Omaha Life Ins Co | 126,733,645 | 0.484000% | 42 |
| 192 | 70106 | United States Life Ins Co in the Cit | 770,734 | 0.002943% | 108 |
| 193 | 62235 | Unum Life Ins Co Of Amer | 3,674 | 0.000014% | 181 |
| 194 | 80659 | US Business of Canada Life Assur Co | 72,727 | 0.000278% | 155 |
| 195 | 69663 | USAA Life Ins Co | 92,525,716 | 0.353359% | 49 |
| 196 | 70238 | Variable Ann Life Ins Co | 285,369,526 | 1.089837% | 28 |
| 197 | 80942 | Venerable Ins & Ann Co | 7,870,160 | 0.030056% | 84 |
| 198 | 86509 | Voya Retirement Ins & Ann Co | 1,408,847,110 | 5.380439% | 3 |
| 199 | 70319 | Washington Natl Ins Co | 764,676 | 0.002920% | 109 |
| 200 | 70335 | West Coast Life Ins Co | 106,189 | 0.000406% | 147 |
| 201 | 92622 | Western Southern Life Assur Co | 320,197,189 | 1.222845% | 27 |
| 202 | 85189 | Western United Life Assur Co | 3,303,576 | 0.012616% | 95 |
| 203 | 62413 | Wilcac Life Ins Co | 63,469 | 0.000242% | 156 |
| 204 | 60704 | Wilton Reassur Life Co of NY | 3,400 | 0.000013% | 183 |
| 205 | 90557 | Zurich Amer Life Ins Co | 26,198,016 | 0.100051% | 68 |
| | Totals: | | 26,184,615,038 | 100.000000% | |

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2020

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 | 17,956,844 | 0.103048% | 63 |
| 2 | 77879 | 5 Star Life Ins Co | 11,774 | 0.000068% | 203 |
| 3 | 71854 | AAA Life Ins Co | 15,481,376 | 0.088842% | 67 |
| 4 | 71471 | Ability Ins Co | 638,625 | 0.003665% | 141 |
| 5 | 78700 | Aetna Hlth & Life Ins Co | 291,212 | 0.001671% | 156 |
| 6 | 60054 | Aetna Life Ins Co | 1,997,731,133 | 11.464238% | 2 |
| 7 | 90611 | Allianz Life Ins Co Of N Amer | 8,671,258 | 0.049761% | 79 |
| 8 | 60186 | Allstate Life Ins Co | 1,956,382 | 0.011227% | 113 |
| 9 | 70874 | Allstate Life Ins Co Of NY | 15,047 | 0.000086% | 199 |
| 10 | 60216 | Amalgamated Life Ins Co | 6,167,632 | 0.035394% | 85 |
| 11 | 60275 | American Bankers Life Assur Co Of FL | 141,819 | 0.000814% | 166 |
| 12 | 60380 | American Family Life Assur Co of Col | 383,004,694 | 2.197922% | 8 |
| 13 | 60410 | American Fidelity Assur Co | 199,565,563 | 1.145233% | 18 |
| 14 | 60488 | American Gen Life Ins Co | 5,568,912 | 0.031958% | 89 |
| 15 | 60534 | American Heritage Life Ins Co | 51,737,853 | 0.296904% | 42 |
| 16 | 60518 | American Hlth & Life Ins Co | 2,731,273 | 0.015674% | 106 |
| 17 | 60577 | American Income Life Ins Co | 9,222,657 | 0.052925% | 76 |
| 18 | 60739 | American Natl Ins Co | 879,162 | 0.005045% | 132 |
| 19 | 71773 | American Natl Life Ins Co Of TX | 11,975,367 | 0.068722% | 71 |
| 20 | 60801 | American Public Life Ins Co | 994,768 | 0.005709% | 128 |
| 21 | 60836 | American Republic Ins Co | 398,896 | 0.002289% | 153 |
| 22 | 88366 | American Retirement Life Ins Co | 709,902 | 0.004074% | 138 |
| 23 | 60895 | American United Life Ins Co | 117,134 | 0.000672% | 170 |
| 24 | 61999 | Americo Fin Life & Ann Ins Co | 141,340 | 0.000811% | 167 |
| 25 | 61301 | Ameritas Life Ins Corp | 110,573,130 | 0.634538% | 24 |
| 26 | 62825 | Anthem Blue Cross Life & Hlth Ins Co | 1,580,475,368 | 9.069762% | 4 |
| 27 | 61069 | Anthem Life Ins Co | 62,920,881 | 0.361080% | 35 |
| 28 | 71439 | Assurity Life Ins Co | 6,384,734 | 0.036640% | 84 |
| 29 | 61689 | Athene Ann & Life Co | 60,848 | 0.000349% | 177 |
| 30 | 61492 | Athene Annuity & Life Assur Co | 708,077 | 0.004063% | 139 |
| 31 | 84522 | Auto Club Life Ins Co | 6,999 | 0.000040% | 213 |
| 32 | 61212 | Baltimore Life Ins Co | 5,736 | 0.000033% | 218 |
| 33 | 61263 | Bankers Life & Cas Co | 37,710,589 | 0.216407% | 49 |
| 34 | 94250 | Banner Life Ins Co | 841,189 | 0.004827% | 133 |
| 35 | 61395 | Beneficial Life Ins Co | 37 | 0.000000% | 239 |
| 36 | 64890 | Berkley Life & Hlth Ins Co | 32,478,871 | 0.186384% | 52 |
| 37 | 71714 | Berkshire Life Ins Co of Amer | 54,553,409 | 0.313062% | 40 |
| 38 | 90638 | Best Life & Hlth Ins Co | 3,096,664 | 0.017771% | 99 |
| 39 | 61557 | Blue Shield of CA Life & Hlth Ins Co | 241,257,797 | 1.384489% | 15 |
| 40 | 61476 | Boston Mut Life Ins Co | 1,936,912 | 0.011115% | 114 |
| 41 | 87726 | Brighthouse Life Ins Co | 10,299,727 | 0.059106% | 75 |
| 42 | 61751 | Central States H & L Co Of Omaha | 49,702 | 0.000285% | 180 |
| 43 | 80896 | Centre Life Ins Co | 1,780,433 | 0.010217% | 116 |
| 44 | 61832 | Chesapeake Life Ins Co | 22,713,182 | 0.130343% | 59 |
| 45 | 67369 | Cigna Hlth & Life Ins Co | 1,760,887,552 | 10.105081% | 3 |
| 46 | 61727 | Cigna Natl Hlth Ins Co | 356 | 0.000002% | 234 |

California Life & Annuity Market Share Report Exhibit (5D)
 Premiums Written During Calendar Year 2020
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 47 | 62626 | CMFG Life Ins Co | 40,069,968 | 0.229947% | 48 |
| 48 | 62049 | Colonial Life & Accident Ins Co | 138,652,331 | 0.795674% | 23 |
| 49 | 62065 | Colonial Penn Life Ins Co | 23,677,627 | 0.135877% | 58 |
| 50 | 62103 | Columbian Mut Life Ins Co | 17,499 | 0.000100% | 196 |
| 51 | 99937 | Columbus Life Ins Co | 636 | 0.000004% | 230 |
| 52 | 62146 | Combined Ins Co Of Amer | 42,779,439 | 0.245495% | 45 |
| 53 | 81426 | Commercial Travelers Life Ins Co | 15,017 | 0.000086% | 200 |
| 54 | 84824 | Commonwealth Ann & Life Ins Co | 1,824 | 0.000010% | 223 |
| 55 | 92444 | Companion Life Ins Co of CA | 30,483,632 | 0.174934% | 55 |
| 56 | 71730 | Continental Amer Ins Co | 61,645,605 | 0.353761% | 36 |
| 57 | 71404 | Continental Gen Ins Co | 3,049,898 | 0.017502% | 100 |
| 58 | 68500 | Continental Life Ins Co Brentwood | 15,944,612 | 0.091500% | 66 |
| 59 | 71129 | Dearborn Life Ins Co | 2,045,240 | 0.011737% | 112 |
| 60 | 62634 | Delaware Amer Life Ins Co | 227,960 | 0.001308% | 159 |
| 61 | 85561 | Elips Life Ins Co | 6,013 | 0.000035% | 216 |
| 62 | 62928 | EMC Natl Life Co | 705 | 0.000004% | 229 |
| 63 | 62944 | Equitable Financial Life Ins Co | 2,987,449 | 0.017144% | 102 |
| 64 | 78077 | Equitable Financial Life Ins Co of A | 9,095,557 | 0.052196% | 77 |
| 65 | 77968 | Family Heritage Life Ins Co Of Amer | 7,528,567 | 0.043204% | 81 |
| 66 | 63053 | Family Life Ins Co | 533,582 | 0.003062% | 148 |
| 67 | 63177 | Farmers New World Life Ins Co | 5,915,155 | 0.033945% | 88 |
| 68 | 63223 | Federal Life Ins Co | 14,329 | 0.000082% | 201 |
| 69 | 63258 | Federated Life Ins Co | 2,206,701 | 0.012663% | 110 |
| 70 | 63290 | Fidelity Life Assn A Legal Reserve L | 23,015 | 0.000132% | 193 |
| 71 | 71870 | Fidelity Security Life Ins Co | 60,233,436 | 0.345657% | 39 |
| 72 | 69140 | First Allmerica Fin Life Ins Co | 124 | 0.000001% | 238 |
| 73 | 90328 | First Hlth Life & Hlth Ins Co | 1,687,070 | 0.009681% | 118 |
| 74 | 67652 | First Penn Pacific Life Ins Co | 3,902 | 0.000022% | 221 |
| 75 | 91642 | Forethought Life Ins Co | 2,961,214 | 0.016993% | 103 |
| 76 | 63657 | Garden State Life Ins Co | 99,942 | 0.000574% | 173 |
| 77 | 65536 | Genworth Life & Ann Ins Co | 990,690 | 0.005685% | 129 |
| 78 | 70025 | Genworth Life Ins Co | 301,936,322 | 1.732701% | 10 |
| 79 | 70939 | Gerber Life Ins Co | 30,912,603 | 0.177396% | 53 |
| 80 | 91472 | Globe Life & Accident Ins Co | 3,189,587 | 0.018304% | 97 |
| 81 | 62286 | Golden Rule Ins Co | 4,766,262 | 0.027352% | 91 |
| 82 | 63967 | Government Personnel Mut Life Ins Co | 42,963 | 0.000247% | 184 |
| 83 | 67059 | GPM Hlth & Life Ins Co | 48,155 | 0.000276% | 181 |
| 84 | 63312 | Great Amer Life Ins Co | 5,590 | 0.000032% | 219 |
| 85 | 90212 | Great Southern Life Ins Co | 110,125 | 0.000632% | 171 |
| 86 | 68322 | Great W Life & Ann Ins Co | 4,349,842 | 0.024962% | 92 |
| 87 | 64211 | Guarantee Trust Life Ins Co | 2,422,847 | 0.013904% | 108 |
| 88 | 64238 | Guaranty Income Life Ins Co | 210,876 | 0.001210% | 161 |
| 89 | 64246 | Guardian Life Ins Co Of Amer | 510,091,100 | 2.927224% | 7 |
| 90 | 83607 | Guggenheim Life & Ann Co | 760 | 0.000004% | 228 |
| 91 | 70815 | Hartford Life & Accident Ins Co | 239,865,870 | 1.376501% | 16 |
| 92 | 92711 | HCC Life Ins Co | 98,962,359 | 0.567908% | 26 |

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|-------------------------------------|-----------------|--------------|------|
| 93 | 66141 | Health Net Life Ins Co | 1,183,294,440 | 6.790488% | 5 |
| 94 | 93440 | HM Life Ins Co | 30,600,225 | 0.175603% | 54 |
| 95 | 64513 | Horace Mann Life Ins Co | 8,799 | 0.000050% | 209 |
| 96 | 91693 | IA Amer Life Ins Co | 7,756 | 0.000045% | 211 |
| 97 | 64580 | Illinois Mut Life Ins Co | 138,653 | 0.000796% | 168 |
| 98 | 64602 | Independence Life & Ann Co | 56,752 | 0.000326% | 179 |
| 99 | 81779 | Individual Assur Co Life Hlth & Acc | 7,464,407 | 0.042835% | 82 |
| 100 | 65056 | Jackson Natl Life Ins Co | 2,830,074 | 0.016241% | 104 |
| 101 | 64017 | Jefferson Natl Life Ins Co | 8,050 | 0.000046% | 210 |
| 102 | 65080 | John Alden Life Ins Co | 290,729 | 0.001668% | 157 |
| 103 | 93610 | John Hancock Life & Hlth Ins Co | 1,413,984 | 0.008114% | 120 |
| 104 | 65838 | John Hancock Life Ins Co USA | 100,512,645 | 0.576805% | 25 |
| 105 | 65129 | Kansas City Life Ins Co | 1,909,423 | 0.010957% | 115 |
| 106 | 65242 | Lafayette Life Ins Co | 9,873 | 0.000057% | 206 |
| 107 | 68543 | Liberty Bankers Life Ins Co | 2,771 | 0.000016% | 222 |
| 108 | 65331 | Liberty Natl Life Ins Co | 192,959 | 0.001107% | 164 |
| 109 | 65498 | Life Ins Co Of N Amer | 276,574,591 | 1.587159% | 12 |
| 110 | 65528 | Life Ins Co Of The Southwest | 540 | 0.000003% | 232 |
| 111 | 97985 | LifeMap Assur Co | 106,071 | 0.000609% | 172 |
| 112 | 77720 | LifeSecure Ins Co | 6,615,716 | 0.037965% | 83 |
| 113 | 99724 | LifeShield Natl Ins Co | 888,720 | 0.005100% | 131 |
| 114 | 65595 | Lincoln Benefit Life Co | 8,964,582 | 0.051444% | 78 |
| 115 | 65927 | Lincoln Heritage Life Ins Co | 198,498 | 0.001139% | 163 |
| 116 | 62057 | Lincoln Life & Ann Co of NY | 546,335 | 0.003135% | 146 |
| 117 | 65315 | Lincoln Life Assur Co of Boston | 250,811,762 | 1.439316% | 14 |
| 118 | 65676 | Lincoln Natl Life Ins Co | 93,105,284 | 0.534297% | 28 |
| 119 | 65722 | Loyal Amer Life Ins Co | 40,223,856 | 0.230830% | 47 |
| 120 | 73504 | Lumico Life Ins Co | 31,493 | 0.000181% | 190 |
| 121 | 65781 | Madison Natl Life Ins Co Inc | 4,320,814 | 0.024796% | 93 |
| 122 | 65870 | Manhattan Life Ins Co | 222,052 | 0.001274% | 160 |
| 123 | 61883 | ManhattanLife Assur Co of Amer | 11,760,392 | 0.067489% | 72 |
| 124 | 65935 | Massachusetts Mut Life Ins Co | 65,866,877 | 0.377986% | 34 |
| 125 | 69515 | Medamerica Ins Co | 6,029,533 | 0.034601% | 87 |
| 126 | 31119 | Medico Ins Co | 433,674 | 0.002489% | 152 |
| 127 | 65978 | Metropolitan Life Ins Co | 887,021,469 | 5.090287% | 6 |
| 128 | 97136 | Metropolitan Tower Life Ins Co | 589,859 | 0.003385% | 144 |
| 129 | 66087 | Mid West Natl Life Ins Co Of TN | 1,033,055 | 0.005928% | 125 |
| 130 | 66044 | Midland Natl Life Ins Co | 1,204 | 0.000007% | 224 |
| 131 | 66168 | Minnesota Life Ins Co | 34,767,573 | 0.199518% | 51 |
| 132 | 66265 | Monarch Life Ins Co | 638,563 | 0.003664% | 142 |
| 133 | 66370 | Mony Life Ins Co | 1,387,622 | 0.007963% | 121 |
| 134 | 88668 | Mutual Of Amer Life Ins Co | 97,087 | 0.000557% | 174 |
| 135 | 71412 | Mutual Of Omaha Ins Co | 87,602,958 | 0.502721% | 31 |
| 136 | 66427 | Mutual Trust Life Ins Co a Pan Amer | 11,265 | 0.000065% | 204 |
| 137 | 93734 | Nassau Life & Ann Co | 2,246,290 | 0.012891% | 109 |
| 138 | 67814 | Nassau Life Ins Co | 58,598 | 0.000336% | 178 |

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 139 | 68284 | Nassau Life Ins Co of KS | 39,675 | 0.000228% | 187 |
| 140 | 61409 | National Benefit Life Ins Co | 62,203 | 0.000357% | 176 |
| 141 | 66583 | National Guardian Life Ins Co | 52,040,606 | 0.298642% | 41 |
| 142 | 82538 | National Hlth Ins Co | 16,943,895 | 0.097235% | 65 |
| 143 | 66680 | National Life Ins Co | 1,326,683 | 0.007613% | 122 |
| 144 | 87963 | National Teachers Assoc Life Ins Co | 37,597,890 | 0.215760% | 50 |
| 145 | 66869 | Nationwide Life Ins Co | 20,636,037 | 0.118423% | 62 |
| 146 | 98205 | Natl Foundation Life Ins Co | 719,915 | 0.004131% | 137 |
| 147 | 91626 | New England Life Ins Co | 29,950 | 0.000172% | 192 |
| 148 | 66915 | New York Life Ins Co | 71,655,015 | 0.411202% | 33 |
| 149 | 81264 | Nippon Life Ins Co Of Amer | 155,201,603 | 0.890644% | 20 |
| 150 | 66974 | North Amer Co Life & Hlth Ins | 4 | 0.000000% | 240 |
| 151 | 69000 | Northwestern Long Term Care Ins Co | 44,422,912 | 0.254927% | 44 |
| 152 | 67091 | Northwestern Mut Life Ins Co | 97,990,064 | 0.562329% | 27 |
| 153 | 68446 | Oceanview Life & Annuity Co | 9,654 | 0.000055% | 208 |
| 154 | 89206 | Ohio Natl Life Assur Corp | 958,917 | 0.005503% | 130 |
| 155 | 67172 | Ohio Natl Life Ins Co | 654,034 | 0.003753% | 140 |
| 156 | 67199 | Old Amer Ins Co | 32,158 | 0.000185% | 189 |
| 157 | 67261 | Old Republic Life Ins Co | 936 | 0.000005% | 227 |
| 158 | 13100 | Omaha Ins Co | 1,012,539 | 0.005811% | 126 |
| 159 | 76112 | Oxford Life Ins Co | 348,780 | 0.002002% | 155 |
| 160 | 67393 | Ozark Natl Life Ins Co | 596 | 0.000003% | 231 |
| 161 | 64343 | Pacific Guardian Life Ins Co Ltd | 237 | 0.000001% | 237 |
| 162 | 67539 | Pan Amer Life Ins Co | 28,541,100 | 0.163787% | 56 |
| 163 | 67598 | Paul Revere Life Ins Co | 12,862,210 | 0.073811% | 69 |
| 164 | 93777 | Pavonia Life Ins Co of MI | 20,515 | 0.000118% | 195 |
| 165 | 67644 | Penn Mut Life Ins Co | 393,782 | 0.002260% | 154 |
| 166 | 67784 | Philadelphia Amer Life Ins Co | 2,543,623 | 0.014597% | 107 |
| 167 | 72125 | Physicians Life Ins Co | 458,447 | 0.002631% | 151 |
| 168 | 97152 | Plateau Ins Co | 35,507 | 0.000204% | 188 |
| 169 | 65919 | Primerica Life Ins Co | 20,872 | 0.000120% | 194 |
| 170 | 61271 | Principal Life Ins Co | 265,020,907 | 1.520857% | 13 |
| 171 | 68047 | Professional Ins Co | 1,112,759 | 0.006386% | 123 |
| 172 | 68136 | Protective Life Ins Co | 274,994 | 0.001578% | 158 |
| 173 | 67903 | Provident Amer Life & Hlth Ins Co | 12,467 | 0.000072% | 202 |
| 174 | 68195 | Provident Life & Accident Ins Co | 90,733,049 | 0.520683% | 30 |
| 175 | 68241 | Prudential Ins Co Of Amer | 144,756,927 | 0.830706% | 22 |
| 176 | 71390 | Puritan Life Ins Co of Amer | 45,567 | 0.000261% | 183 |
| 177 | 68357 | Reliable Life Ins Co | 256 | 0.000001% | 235 |
| 178 | 68381 | Reliance Standard Life Ins Co | 91,355,869 | 0.524257% | 29 |
| 179 | 67105 | Reliastar Life Ins Co | 200,842,991 | 1.152563% | 17 |
| 180 | 61360 | Reliastar Life Ins Co Of NY | 3,115,025 | 0.017876% | 98 |
| 181 | 61700 | Renaissance Life & Hlth Ins Co of Am | 4,230,074 | 0.024275% | 94 |
| 182 | 68462 | Reserve Natl Ins Co | 131,581 | 0.000755% | 169 |
| 183 | 93572 | RGA Reins Co | 6,150,331 | 0.035294% | 86 |
| 184 | 65005 | RiverSource Life Ins Co | 27,054,006 | 0.155253% | 57 |

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 185 | 60183 | S USA Life Ins Co Inc | 31,443 | 0.000180% | 191 |
| 186 | 60445 | Sagicor Life Ins Co | 4,579 | 0.000026% | 220 |
| 187 | 93742 | Securian Life Ins Co | 10,480,167 | 0.060142% | 74 |
| 188 | 68772 | Security Mut Life Ins Co Of NY | 10,950 | 0.000063% | 205 |
| 189 | 69485 | Security Natl Life Ins Co | 1,056 | 0.000006% | 225 |
| 190 | 68802 | Sentinel Security Life Ins Co | 144,850 | 0.000831% | 165 |
| 191 | 97241 | Settlers Life Ins Co | 1,050 | 0.000006% | 226 |
| 192 | 62952 | SILAC Ins Co | 785,976 | 0.004510% | 135 |
| 193 | 69019 | Standard Ins Co | 287,498,854 | 1.649849% | 11 |
| 194 | 86355 | Standard Life & Accident Ins Co | 7,542,156 | 0.043282% | 80 |
| 195 | 69078 | Standard Security Life Ins Co Of NY | 88,178 | 0.000506% | 175 |
| 196 | 68985 | Starmount Life Ins Co | 22,109,985 | 0.126881% | 60 |
| 197 | 69116 | State Life Ins Co | 3,010,667 | 0.017277% | 101 |
| 198 | 89184 | Sterling Investors Life Ins Co | 47,562 | 0.000273% | 182 |
| 199 | 77399 | Sterling Life Ins Co | 478,778 | 0.002748% | 150 |
| 200 | 91785 | Sterling Nat Life Ins Co Inc | 5,850 | 0.000034% | 217 |
| 201 | 80926 | Sun Life & Hlth Ins Co | 602,543 | 0.003458% | 143 |
| 202 | 69310 | Surety Life Ins Co | 9,753 | 0.000056% | 207 |
| 203 | 68608 | Symetra Life Ins Co | 61,403,189 | 0.352370% | 37 |
| 204 | 71153 | Talcott Resolution Life & Ann Ins Co | 7,652 | 0.000044% | 212 |
| 205 | 88072 | Talcott Resolution Life Ins Co | 1,040,516 | 0.005971% | 124 |
| 206 | 69345 | Teachers Ins & Ann Assoc Of Amer | 541,968 | 0.003110% | 147 |
| 207 | 76236 | The Cincinnati Life Ins Co | 15,164 | 0.000087% | 198 |
| 208 | 60142 | TIAA Cref Life Ins Co | 203,774 | 0.001169% | 162 |
| 209 | 70688 | Transamerica Financial Life Ins Co | 820,718 | 0.004710% | 134 |
| 210 | 86231 | Transamerica Life Ins Co | 146,802,638 | 0.842446% | 21 |
| 211 | 61425 | Trustmark Ins Co | 12,673,986 | 0.072731% | 70 |
| 212 | 62863 | Trustmark Life Ins Co | 4,131,017 | 0.023706% | 95 |
| 213 | 80314 | Unicare Life & Hlth Ins Co | 2,049,631 | 0.011762% | 111 |
| 214 | 11121 | Unified Life Ins Co | 2,774,893 | 0.015924% | 105 |
| 215 | 91529 | Unimerica Ins Co | 60,741,272 | 0.348572% | 38 |
| 216 | 62596 | Union Fidelity Life Ins Co | 1,753,749 | 0.010064% | 117 |
| 217 | 69744 | Union Labor Life Ins Co | 17,662,135 | 0.101356% | 64 |
| 218 | 70408 | Union Security Ins Co | 5,260,691 | 0.030189% | 90 |
| 219 | 92916 | United Amer Ins Co | 42,225,812 | 0.242318% | 46 |
| 220 | 63983 | United Heritage Life Ins Co | 41,934 | 0.000241% | 185 |
| 221 | 69922 | United Home Life Ins Co | 6,744 | 0.000039% | 214 |
| 222 | 69930 | United Ins Co Of Amer | 577,424 | 0.003314% | 145 |
| 223 | 69868 | United Of Omaha Life Ins Co | 77,590,569 | 0.445264% | 32 |
| 224 | 42129 | United Security Assur Co Of PA | 15,257 | 0.000088% | 197 |
| 225 | 70106 | United States Life Ins Co in the Cit | 1,430,292 | 0.008208% | 119 |
| 226 | 72850 | United World Life Ins Co | 11,260,024 | 0.064617% | 73 |
| 227 | 79413 | UnitedHealthcare Ins Co | 3,222,328,724 | 18.491750% | 1 |
| 228 | 67601 | Unum Ins Co | 3,249,918 | 0.018650% | 96 |
| 229 | 62235 | Unum Life Ins Co Of Amer | 347,287,598 | 1.992955% | 9 |
| 230 | 80802 | US Br Sun Life Assur Co of Canada | 198,771,082 | 1.140674% | 19 |

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2020

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|-------------------------------------|-----------------|--------------|------|
| 231 | 80659 | US Business of Canada Life Assur Co | 511,916 | 0.002938% | 149 |
| 232 | 69663 | USAA Life Ins Co | 46,062,574 | 0.264336% | 43 |
| 233 | 80942 | Venerable Ins & Ann Co | 239 | 0.000001% | 236 |
| 234 | 70319 | Washington Natl Ins Co | 21,418,914 | 0.122915% | 61 |
| 235 | 70335 | West Coast Life Ins Co | 504 | 0.000003% | 233 |
| 236 | 70483 | Western & Southern Life Ins Co | 762,155 | 0.004374% | 136 |
| 237 | 85189 | Western United Life Assur Co | 40,733 | 0.000234% | 186 |
| 238 | 62413 | Wilcac Life Ins Co | 1,000,116 | 0.005739% | 127 |
| 239 | 60704 | Wilton Reassur Life Co of NY | 6,502 | 0.000037% | 215 |
| 240 | 90557 | Zurich Amer Life Ins Co | 13,476,071 | 0.077334% | 68 |
| | Totals: | | 17,425,764,343 | 100.000000% | |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
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 | 110,192 | 0.003366% | 70 |
| 2 | 60054 | Aetna Life Ins Co | 7,193,092 | 0.219754% | 23 |
| 3 | 92738 | American Equity Invest Life Ins Co | 520,896 | 0.015914% | 55 |
| 4 | 60488 | American Gen Life Ins Co | 35,899,788 | 1.096765% | 12 |
| 5 | 60518 | American Hlth & Life Ins Co | 24,828 | 0.000759% | 80 |
| 6 | 60739 | American Natl Ins Co | 7,863,353 | 0.240231% | 20 |
| 7 | 60895 | American United Life Ins Co | 892,191 | 0.027257% | 45 |
| 8 | 61999 | Americo Fin Life & Ann Ins Co | 220,338 | 0.006731% | 62 |
| 9 | 61301 | Ameritas Life Ins Corp | 14,127,579 | 0.431608% | 16 |
| 10 | 71439 | Assurity Life Ins Co | 35,000 | 0.001069% | 77 |
| 11 | 61689 | Athene Ann & Life Co | 1,413,043 | 0.043170% | 37 |
| 12 | 61212 | Baltimore Life Ins Co | 771,570 | 0.023572% | 47 |
| 13 | 94250 | Banner Life Ins Co | 250,054 | 0.007639% | 61 |
| 14 | 61395 | Beneficial Life Ins Co | 88 | 0.000003% | 95 |
| 15 | 61875 | Church Life Ins Corp | 80,163 | 0.002449% | 73 |
| 16 | 62626 | CMFG Life Ins Co | 499,296 | 0.015254% | 56 |
| 17 | 99937 | Columbus Life Ins Co | 47,536 | 0.001452% | 75 |
| 18 | 92444 | Companion Life Ins Co of CA | 14,100,763 | 0.430789% | 17 |
| 19 | 62308 | Connecticut Gen Life Ins Co | 644,970 | 0.019704% | 50 |
| 20 | 71129 | Dearborn Life Ins Co | 202,149 | 0.006176% | 64 |
| 21 | 84174 | ELCO Mut Life & Ann | 536,418 | 0.016388% | 53 |
| 22 | 62928 | EMC Natl Life Co | 6,703 | 0.000205% | 84 |
| 23 | 62510 | Equitrust Life Ins Co | 5,564,241 | 0.169992% | 26 |
| 24 | 63177 | Farmers New World Life Ins Co | 7,166,785 | 0.218951% | 24 |
| 25 | 91642 | Forethought Life Ins Co | 5,974,257 | 0.182518% | 25 |
| 26 | 63312 | Great Amer Life Ins Co | 136,649 | 0.004175% | 67 |
| 27 | 90212 | Great Southern Life Ins Co | 32,893 | 0.001005% | 78 |
| 28 | 68322 | Great W Life & Ann Ins Co | 86,589,723 | 2.645380% | 6 |
| 29 | 64211 | Guarantee Trust Life Ins Co | 1,752 | 0.000054% | 89 |
| 30 | 64238 | Guaranty Income Life Ins Co | 83,112 | 0.002539% | 72 |
| 31 | 78778 | Guardian Ins & Ann Co Inc | 145,882 | 0.004457% | 66 |
| 32 | 64246 | Guardian Life Ins Co Of Amer | 12,562 | 0.000384% | 81 |
| 33 | 83607 | Guggenheim Life & Ann Co | 1,091,959 | 0.033360% | 43 |
| 34 | 74780 | Integrity Life Ins Co | 7,536,669 | 0.230251% | 21 |
| 35 | 65056 | Jackson Natl Life Ins Co | 251,994 | 0.007699% | 60 |
| 36 | 64017 | Jefferson Natl Life Ins Co | 1,177,939 | 0.035987% | 42 |
| 37 | 65129 | Kansas City Life Ins Co | 613,669 | 0.018748% | 52 |
| 38 | 65242 | Lafayette Life Ins Co | 490,000 | 0.014970% | 57 |
| 39 | 68543 | Liberty Bankers Life Ins Co | 958,381 | 0.029279% | 44 |
| 40 | 65528 | Life Ins Co Of The Southwest | 49,111 | 0.001500% | 74 |
| 41 | 65595 | Lincoln Benefit Life Co | 4,209,121 | 0.128592% | 28 |
| 42 | 65722 | Loyal Amer Life Ins Co | 1,267 | 0.000039% | 90 |
| 43 | 65935 | Massachusetts Mut Life Ins Co | 399,138,071 | 12.193964% | 3 |
| 44 | 86126 | Members Life Ins Co | 11,517 | 0.000352% | 82 |
| 45 | 65978 | Metropolitan Life Ins Co | 29,074,167 | 0.888237% | 13 |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|------------------------------------|-----------------|--------------|------|
| 46 | 66044 | Midland Natl Life Ins Co | 1,371,053 | 0.041887% | 38 |
| 47 | 66168 | Minnesota Life Ins Co | 40,869,785 | 1.248602% | 10 |
| 48 | 61409 | National Benefit Life Ins Co | 337 | 0.000010% | 92 |
| 49 | 66583 | National Guardian Life Ins Co | 2,011,974 | 0.061467% | 36 |
| 50 | 66850 | National Western Life Ins Co | 266,446 | 0.008140% | 59 |
| 51 | 78743 | New Era Life Ins Co | 565 | 0.000017% | 91 |
| 52 | 69698 | New Era Life Ins Co Of Midwest | 8,706 | 0.000266% | 83 |
| 53 | 91596 | New York Life Ins & Ann Corp | 23,191,655 | 0.708522% | 15 |
| 54 | 66974 | North Amer Co Life & Hlth Ins | 2,109,791 | 0.064456% | 34 |
| 55 | 67091 | Northwestern Mut Life Ins Co | 1,186,031 | 0.036234% | 41 |
| 56 | 67172 | Ohio Natl Life Ins Co | 667,768 | 0.020401% | 48 |
| 57 | 67180 | Ohio State Life Ins Co | 322 | 0.000010% | 93 |
| 58 | 64343 | Pacific Guardian Life Ins Co Ltd | 1,238,291 | 0.037831% | 40 |
| 59 | 67466 | Pacific Life Ins Co | 37,125,137 | 1.134201% | 11 |
| 60 | 67598 | Paul Revere Life Ins Co | 116,378 | 0.003555% | 68 |
| 61 | 67644 | Penn Mut Life Ins Co | 3,005,317 | 0.091815% | 32 |
| 62 | 72125 | Physicians Life Ins Co | 35,973 | 0.001099% | 76 |
| 63 | 65919 | Primerica Life Ins Co | 1,278,158 | 0.039049% | 39 |
| 64 | 61271 | Principal Life Ins Co | 899,969,958 | 27.494751% | 1 |
| 65 | 88536 | Protective Life & Annuity Ins Co | 6,573 | 0.000201% | 85 |
| 66 | 68136 | Protective Life Ins Co | 2,108,604 | 0.064419% | 35 |
| 67 | 79227 | Pruco Life Ins Co | 3,938,934 | 0.120337% | 30 |
| 68 | 86630 | Prudential Ann Life Assur Corp | 3,632,465 | 0.110975% | 31 |
| 69 | 68241 | Prudential Ins Co Of Amer | 62,719,252 | 1.916120% | 7 |
| 70 | 93629 | Prudential Retirement Ins & Ann Co | 362,383,035 | 11.071071% | 4 |
| 71 | 67105 | Reliastar Life Ins Co | 111,713 | 0.003413% | 69 |
| 72 | 65005 | RiverSource Life Ins Co | 98,000 | 0.002994% | 71 |
| 73 | 90247 | Rx Life Ins Co | 150 | 0.000005% | 94 |
| 74 | 60445 | Sagicor Life Ins Co | 4,000,616 | 0.122222% | 29 |
| 75 | 93742 | Securian Life Ins Co | 7,451,510 | 0.227649% | 22 |
| 76 | 69485 | Security Natl Life Ins Co | 2,362 | 0.000072% | 88 |
| 77 | 62952 | SILAC Ins Co | 639,009 | 0.019522% | 51 |
| 78 | 69019 | Standard Ins Co | 219,999 | 0.006721% | 63 |
| 79 | 69108 | State Farm Life Ins Co | 28,939 | 0.000884% | 79 |
| 80 | 69116 | State Life Ins Co | 646,025 | 0.019737% | 49 |
| 81 | 69272 | Sunset Life Ins Co Of Amer | 80 | 0.000002% | 96 |
| 82 | 68608 | Symetra Life Ins Co | 11,677,097 | 0.356744% | 18 |
| 83 | 88072 | Talcott Resolution Life Ins Co | 136,199,317 | 4.160990% | 5 |
| 84 | 69345 | Teachers Ins & Ann Assoc Of Amer | 27,650,928 | 0.844756% | 14 |
| 85 | 60142 | TIAA Cref Life Ins Co | 884,995,391 | 27.037266% | 2 |
| 86 | 86231 | Transamerica Life Ins Co | 327,137 | 0.009994% | 58 |
| 87 | 87645 | United Fidelity Life Ins Co | 4,352 | 0.000133% | 86 |
| 88 | 63983 | United Heritage Life Ins Co | 4,058 | 0.000124% | 87 |
| 89 | 69868 | United Of Omaha Life Ins Co | 42,285,960 | 1.291867% | 9 |
| 90 | 67601 | Unum Ins Co | 2,393,886 | 0.073135% | 33 |

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2020
 Line of Business: **DEPOSIT TYPE CONTRACTS**
 Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------|-----------------|--------------|------|
| 91 | 62235 | Unum Life Ins Co Of Amer | 525,618 | 0.016058% | 54 |
| 92 | 69663 | USAA Life Ins Co | 4,508,472 | 0.137737% | 27 |
| 93 | 70238 | Variable Ann Life Ins Co | 55,189,618 | 1.686084% | 8 |
| 94 | 86509 | Voya Retirement Ins & Ann Co | 172,025 | 0.005255% | 65 |
| 95 | 92622 | Western Southern Life Assur Co | 8,231,849 | 0.251489% | 19 |
| 96 | 62413 | Wilcac Life Ins Co | 884,499 | 0.027022% | 46 |
| | Totals: | | 3,273,242,849 | 100.000000% | |

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2020
Line of Business: OTHER CONSIDERATIONS
Sorted By Company Name (Alphabetically)

| Record Count | Company Code | Company Name | Written Premium | Market Share | Rank |
|--------------|--------------|--------------------------------------|-----------------|--------------|------|
| 1 | 81213 | American Maturity Life Ins Co | 1,653 | 0.000016% | 22 |
| 2 | 87726 | Brighthouse Life Ins Co | 28,664 | 0.000280% | 21 |
| 3 | 62626 | CMFG Life Ins Co | 74,502,266 | 0.728745% | 13 |
| 4 | 62944 | Equitable Financial Life Ins Co | 37,055,641 | 0.362460% | 14 |
| 5 | 78778 | Guardian Ins & Ann Co Inc | 221,000 | 0.002162% | 20 |
| 6 | 65838 | John Hancock Life Ins Co USA | 2,007,359,289 | 19.635013% | 2 |
| 7 | 65935 | Massachusetts Mut Life Ins Co | 1,548,943,961 | 15.151017% | 3 |
| 8 | 65978 | Metropolitan Life Ins Co | 333,691,636 | 3.264009% | 8 |
| 9 | 66168 | Minnesota Life Ins Co | 181,567,381 | 1.776004% | 11 |
| 10 | 88668 | Mutual Of Amer Life Ins Co | 223,903,460 | 2.190115% | 10 |
| 11 | 66915 | New York Life Ins Co | 539,465,255 | 5.276787% | 6 |
| 12 | 67172 | Ohio Natl Life Ins Co | 5,354,179 | 0.052372% | 15 |
| 13 | 61271 | Principal Life Ins Co | 295,448 | 0.002890% | 18 |
| 14 | 68241 | Prudential Ins Co Of Amer | 2,560,369,322 | 25.044288% | 1 |
| 15 | 93629 | Prudential Retirement Ins & Ann Co | 1,112,317 | 0.010880% | 17 |
| 16 | 69019 | Standard Ins Co | 355,779,952 | 3.480067% | 7 |
| 17 | 71153 | Talcott Resolution Life & Ann Ins Co | 2,698,010 | 0.026391% | 16 |
| 18 | 88072 | Talcott Resolution Life Ins Co | 136,841,206 | 1.338514% | 12 |
| 19 | 70688 | Transamerica Financial Life Ins Co | 1,344,654,201 | 13.152754% | 4 |
| 20 | 86231 | Transamerica Life Ins Co | 550,898,854 | 5.388625% | 5 |
| 21 | 69868 | United Of Omaha Life Ins Co | 262,642 | 0.002569% | 19 |
| 22 | 86509 | Voya Retirement Ins & Ann Co | 318,360,028 | 3.114043% | 9 |
| | Totals: | | 10,223,366,365 | 100.000000% | |