CALIFORNIA LIFE & ANNUITY INSURANCE INDUSTRY

2014

MARKET SHARE REPORT

RATE SPECIALIST BUREAU

CALIFORNIA DEPARTMENT OF INSURANCE

JUNE 2015

DEPARTMENT OF INSURANCE
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California Life and Annuity Market Share Report for Calendar Year 2014

Preface

We are releasing the "California Life and Annuity Market Share Report for Calendar Year 2014", in addition to our regular Property & Casualty Market Share Report. This report is based on data from the NAIC's Life and Accident and Health Annual Statement database, and in part, the Health Insurance Statement database.

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

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

For consistency in comparing historical market share data, we made the adjustment to include Anthem Blue Cross' data in the 2009 through 2014 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 2014, 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 2014, in Pie Chart form:

Exhibit (2A): California data.
Exhibit (2B): Countrywide data.

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

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

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

Exhibit (4A): 5 lines of business.
Exhibits (4B), (4C), (4D), (4E) and (4F): Each line of business, alone.

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

Exhibit (5A): All 5 lines of business as displayed above.
Exhibits (5B), (5C), (5D), (5E) and (5F): Each line of business, alone.

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

George Yen
Chief, Rate Specialist Bureau
July 7, 2015

1991 - 2014 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only

(1) Calendar Year	(2) Co. Count	(3) California Life Insurance Premiums	(4) California Annuity Consid.	(5) California A&H Premiums	(6) California Deposit Type Contract	(7) California Other Consid.	(8) Total California Premiums Sum(3)...(7)	(9) CW Life Insurance Premiums	(10) CW Annuity Consid.	(11) CW A&H Premiums	(12) CW Deposit Type Contract	(13) CW Other Consid.	(14) Total CW Premiums Sum(9)...(13)	(15) % of CA Prem. To Countrywide (8)/(14)
1991	603	$6,619	$4,958	$6,516	$6,076	$0	$24,169	$70,383	$41,012	$56,878	$76,195	$0	$244,468	9.886%
1992	596	$6,927	$4,609	$6,411	$7,710	$0	$25,657	$74,657	$42,880	$59,546	$81,092	$0	$258,175	9.938%
1993	587	$7,283	$4,334	$6,380	$9,782	$0	$27,779	$83,940	$41,501	$63,040	$94,929	$0	$283,410	9.802%
1994	587	$8,135	$5,535	$6,088	$10,877	$0	$30,635	$91,597	$43,883	$65,726	$101,528	$0	$302,734	10.119%
1995	595	$8,323	$5,143	$5,924	$10,563	$0	$29,953	$93,671	$47,517	$68,178	$105,266	$0	$314,632	9.520%
1996	597	$9,024	$5,966	$6,069	$11,898	$0	$32,957	$100,595	$45,521	$68,681	$122,874	$0	$337,671	9.760%
1997	589	$9,337	$5,337	$6,196	$16,511	$0	$37,381	$108,635	$47,852	$69,208	$140,398	$0	$366,093	10.211%
1998	578	$9,947	$4,636	$6,191	$19,799	$0	$40,573	$119,407	$48,104	$69,850	$171,307	$0	$408,668	9.928%
1999	557	$10,386	$5,396	$6,584	$23,261	$0	$45,627	$113,116	$49,086	$72,790	$211,976	$0	$446,968	10.208%
2000	479	$13,207	$6,617	$6,987	$22,014	$0	$48,825	$124,298	$60,252	$78,123	$240,609	$0	$503,282	9.701%
2001	458	$11,436	$17,952	$7,556	$4,861	$8,853	$50,658	$125,719	$157,676	$78,757	$84,393	$85,674	$532,219	9.518%
2002	437	$11,629	$22,630	$8,163	$5,714	$7,067	$55,203	$126,047	$201,101	$83,530	$81,258	$67,174	$559,110	9.873%
2003	430	$11,854	$21,526	$8,842	$5,178	$8,044	$55,444	$126,532	$193,810	$90,908	$89,727	$73,039	$574,016	9.659%
2004	410	$12,765	$19,846	$9,667	$4,206	$8,812	$55,296	$132,320	$189,252	$98,204	$91,716	$82,290	$593,782	9.313%
2005	408	$13,303	$19,378	$10,678	$3,912	$8,807	$56,078	$154,813	$201,569	$122,283	$83,003	$86,819	$648,487	8.648%
2006	401	$13,589	$20,812	$12,939	$3,791	$13,286	$64,417	$166,000	$217,821	$143,812	$89,345	$92,331	$709,309	9.082%
2007	382	$14,744	$22,078	$14,540	$2,963	$11,563	$65,888	$183,635	$237,905	$154,557	$106,723	$89,544	$772,364	8.531%
2008	375	$13,774	$23,839	$15,536	$3,657	$11,187	$67,993	$169,785	$260,563	$167,743	$120,506	$84,172	$802,769	8.470%
2009	362	$13,091	$23,510	$16,865	$1,962	$8,170	$63,598	$152,358	$240,186	$176,308	$92,786	$64,389	$726,027	8.760%
2010	363	$14,024	$20,709	$17,732	$2,009	$7,011	$61,485	$158,365	$230,230	$181,497	$87,745	$68,288	$726,125	8.468%
2011	364	$14,318	$22,502	$18,639	$2,822	$7,691	$65,972	$153,320	$234,822	$170,985	$93,838	$85,132	$738,097	8.938%
2012	350	$14,428	$21,897	$18,576	$2,364	$6,973	$64,238	$162,969	$257,429	$172,026	$107,114	$89,536	$789,074	8.141%
2013	354	$14,585	$22,098	$19,489	$2,334	$7,023	$65,529	$158,208	$236,396	$179,500	$102,654	$76,383	$753,141	8.701%
2014	348	$15,150	$23,136	$17,867	$2,093	$7,324	$65,570	$159,428	$248,306	$163,572	$115,631	$69,772	$756,709	8.665%
Totals:		$277,878	$354,444	$260,435	$186,357	$121,811	$1,200,925	$3,109,798	$3,574,674	$2,655,702	$2,692,613	$1,114,543	$13,147,330	9.134%

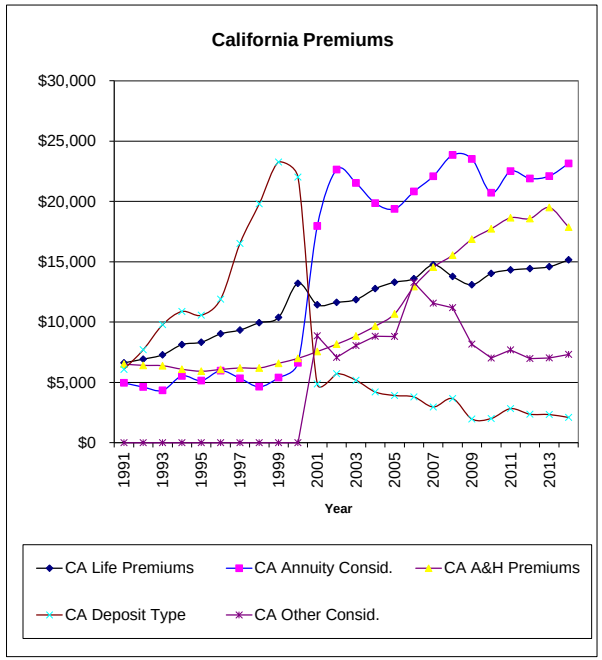
Data from Schedule T

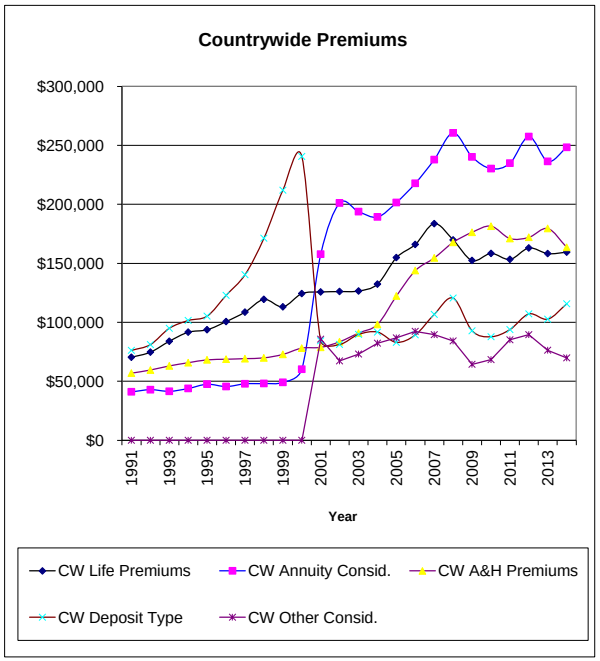
Exhibit (1A)

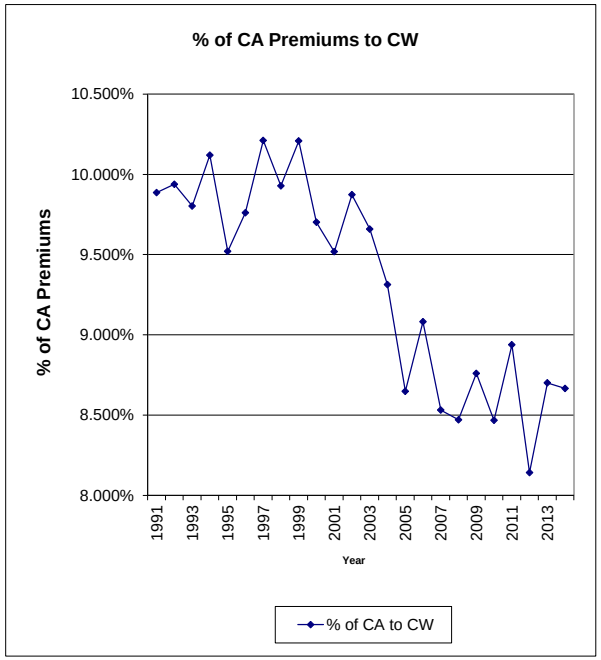
1991 - 2014 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only







Data from Schedule T

Exhibit (1B)

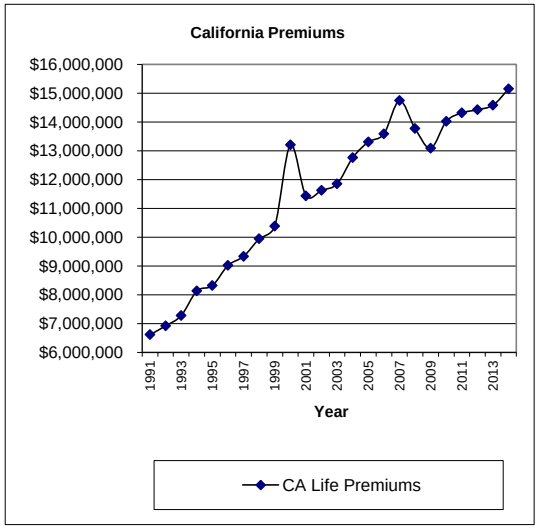
1991 - 2014 Comparison of California Life Insurance Premium to Countrywide

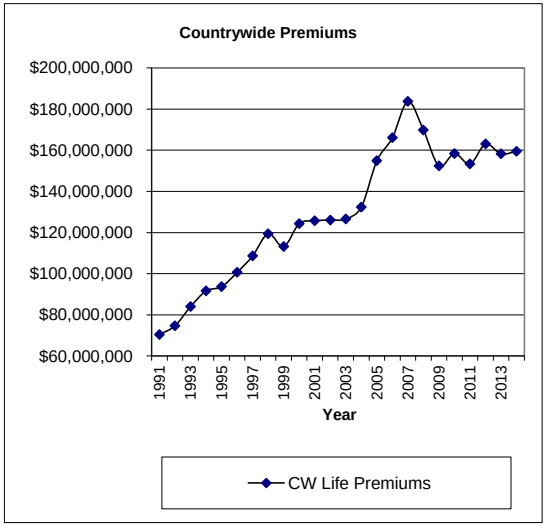
Line of Business: Life Insurance

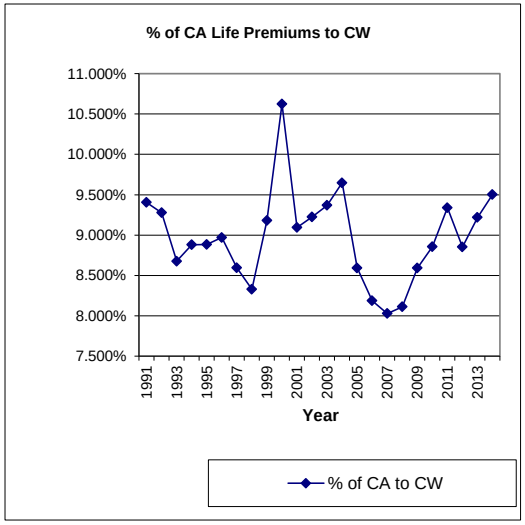
Active Companies Only

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

(1) Calendar Year	(2) Company Count	(3) California Life Insurance Premiums, Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Life Insurance To All Premiums (3) / (4)	(6) Countrywide Life Insurance Premiums, Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Life Insurance To All Premiums (6) / (7)	(9) % of CA Life Premiums To Countrywide (3) / (6)
1991	n/a	$6,619,223	$24,168,801	27.387%	$70,382,551	$244,467,621	28.790%	9.405%
1992	n/a	$6,926,751	$25,655,760	26.999%	$74,657,242	$258,175,773	28.917%	9.278%
1993	n/a	$7,283,207	$27,779,568	26.218%	$83,939,706	$283,410,074	29.618%	8.677%
1994	n/a	$8,135,354	$30,634,921	26.556%	$91,597,417	$302,734,231	30.257%	8.882%
1995	n/a	$8,322,925	$29,953,248	27.786%	$93,670,905	$314,631,397	29.772%	8.885%
1996	n/a	$9,023,777	$32,956,278	27.381%	$100,594,587	$337,669,981	29.791%	8.970%
1997	n/a	$9,337,245	$37,380,563	24.979%	$108,634,624	$366,092,994	29.674%	8.595%
1998	n/a	$9,946,636	$40,572,419	24.516%	$119,407,013	$408,667,853	29.219%	8.330%
1999	n/a	$10,385,858	$45,626,162	22.763%	$113,116,285	$446,967,910	25.307%	9.182%
2000	434	$13,206,515	$48,825,172	27.049%	$124,297,814	$503,282,189	24.697%	10.625%
2001	422	$11,435,746	$50,658,217	22.574%	$125,719,235	$532,219,216	23.622%	9.096%
2002	406	$11,628,929	$55,203,426	21.066%	$126,047,426	$559,111,230	22.544%	9.226%
2003	394	$11,853,886	$55,443,042	21.380%	$126,531,945	$574,016,943	22.043%	9.368%
2004	384	$12,766,591	$55,296,765	23.087%	$132,319,628	$593,781,994	22.284%	9.648%
2005	381	$13,304,584	$56,077,766	23.725%	$154,812,615	$648,486,716	23.873%	8.594%
2006	377	$13,589,913	$64,416,886	21.097%	$165,999,593	$709,308,675	23.403%	8.187%
2007	357	$14,743,664	$65,887,288	22.377%	$183,634,524	$772,364,076	23.776%	8.029%
2008	353	$13,774,328	$67,994,244	20.258%	$169,785,214	$802,769,706	21.150%	8.113%
2009	337	$13,090,926	$63,596,960	20.584%	$152,357,764	$726,027,748	20.985%	8.592%
2010	341	$14,023,703	$61,483,904	22.809%	$158,365,196	$726,126,297	21.810%	8.855%
2011	340	$14,317,724	$65,972,240	21.703%	$153,319,685	$738,096,923	20.772%	9.338%
2012	324	$14,428,548	$64,239,063	22.461%	$162,969,085	$789,073,598	20.653%	8.854%
2013	328	$14,585,306	$65,528,366	22.258%	$158,208,416	$753,141,548	21.006%	9.219%
2014	320	$15,149,988	$65,569,292	23.105%	$159,427,511	$756,708,546	21.069%	9.503%
Totals:		$277,881,327	$1,200,920,351	23.139%	$3,109,795,981	$13,147,333,239	23.653%	8.936%







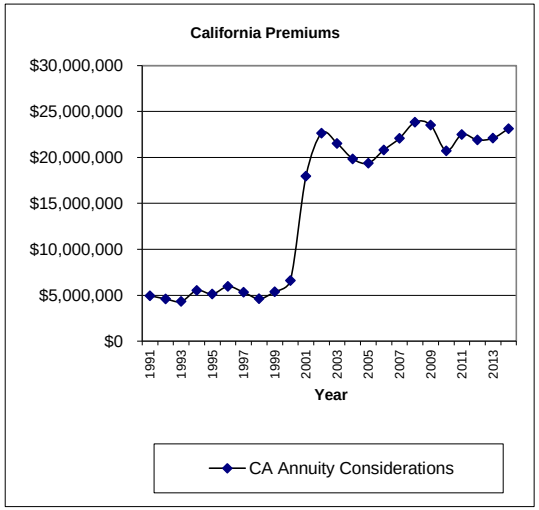
1991 - 2014 Comparison of California Life Insurance Premium to Countrywide

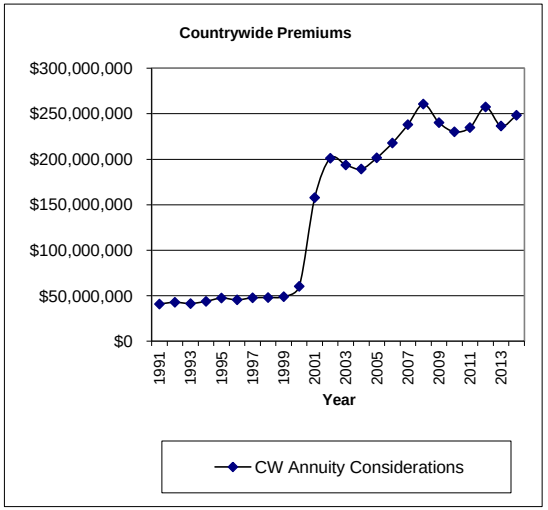
Line of Business: Annuity Considerations

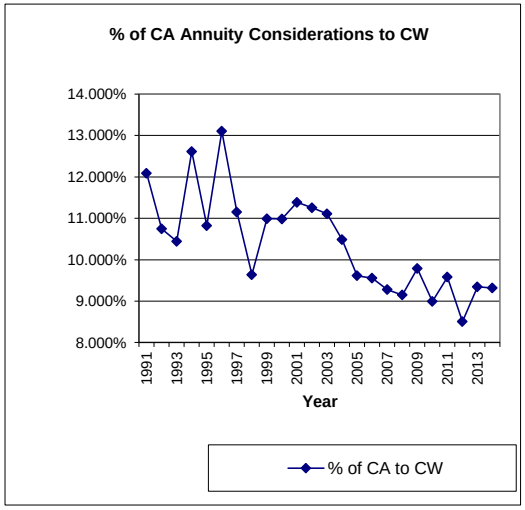
Active Companies Only

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

(1) Calendar Year	(2) Company Count	(3) California Annuity Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Annuity Consid. To All Premiums (3) / (4)	(6) Countrywide Annuity Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Annuity Consid. To All Premiums (6) / (7)	(9) % of CA Ann. Consid. To Countrywide (3) / (6)
1991	n/a	$4,957,723	$24,168,801	20.513%	$41,012,326	$244,467,621	16.776%	12.088%
1992	n/a	$4,608,859	$25,655,760	17.964%	$42,880,177	$258,175,773	16.609%	10.748%
1993	n/a	$4,333,663	$27,779,568	15.600%	$41,501,477	$283,410,074	14.644%	10.442%
1994	n/a	$5,535,159	$30,634,921	18.068%	$43,882,669	$302,734,231	14.495%	12.614%
1995	n/a	$5,142,969	$29,953,248	17.170%	$47,516,874	$314,631,397	15.102%	10.823%
1996	n/a	$5,965,864	$32,956,278	18.102%	$45,520,605	$337,669,981	13.481%	13.106%
1997	n/a	$5,336,783	$37,380,563	14.277%	$47,852,391	$366,092,994	13.071%	11.153%
1998	n/a	$4,635,838	$40,572,419	11.426%	$48,103,667	$408,667,853	11.771%	9.637%
1999	n/a	$5,395,608	$45,626,162	11.826%	$49,085,622	$446,967,910	10.982%	10.992%
2000	288	$6,617,214	$48,825,172	13.553%	$60,251,974	$503,282,189	11.972%	10.983%
2001	305	$17,951,906	$50,658,217	35.437%	$157,675,508	$532,219,216	29.626%	11.385%
2002	296	$22,630,021	$55,203,426	40.994%	$201,101,331	$559,111,230	35.968%	11.253%
2003	291	$21,525,595	$55,443,042	38.825%	$193,810,008	$574,016,943	33.764%	11.107%
2004	279	$19,845,896	$55,296,765	35.890%	$189,252,278	$593,781,994	31.872%	10.486%
2005	275	$19,377,847	$56,077,766	34.555%	$201,568,860	$648,486,716	31.083%	9.614%
2006	267	$20,812,196	$64,416,886	32.309%	$217,821,118	$709,308,675	30.709%	9.555%
2007	254	$22,077,944	$65,887,288	33.509%	$237,905,308	$772,364,076	30.802%	9.280%
2008	245	$23,839,292	$67,994,244	35.061%	$260,562,969	$802,769,706	32.458%	9.149%
2009	238	$23,509,505	$63,596,960	36.966%	$240,186,467	$726,027,748	33.082%	9.788%
2010	235	$20,708,515	$61,483,904	33.681%	$230,230,378	$726,126,297	31.707%	8.995%
2011	233	$22,502,016	$65,972,240	34.108%	$234,822,010	$738,096,923	31.815%	9.583%
2012	219	$21,897,295	$64,239,063	34.087%	$257,429,382	$789,073,598	32.624%	8.506%
2013	227	$22,097,634	$65,528,366	33.722%	$236,396,095	$753,141,548	31.388%	9.348%
2014	216	$23,135,820	$65,569,292	35.285%	$248,306,431	$756,708,546	32.814%	9.317%
Totals:		$354,441,162	$1,200,920,351	29.514%	$3,574,675,925	$13,147,333,239	27.189%	9.915%







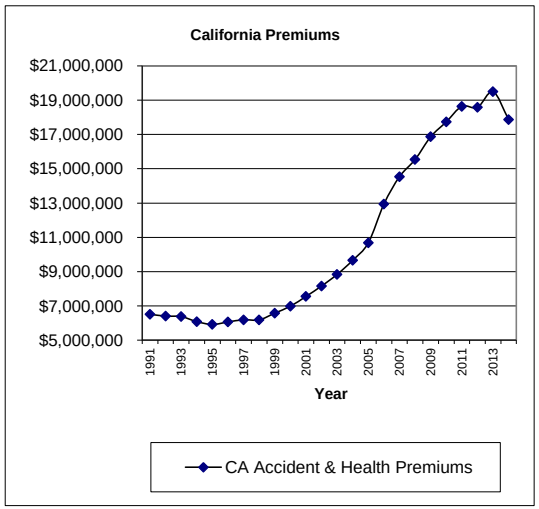
1991 - 2014 Comparison of California Life Insurance Premium to Countrywide

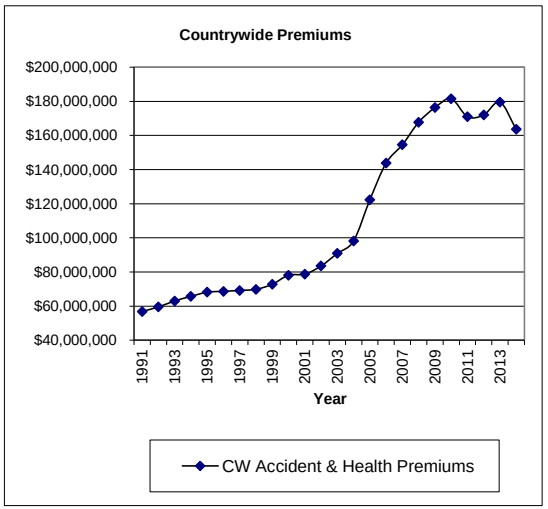
Line of Business: Accident and Health Premiums

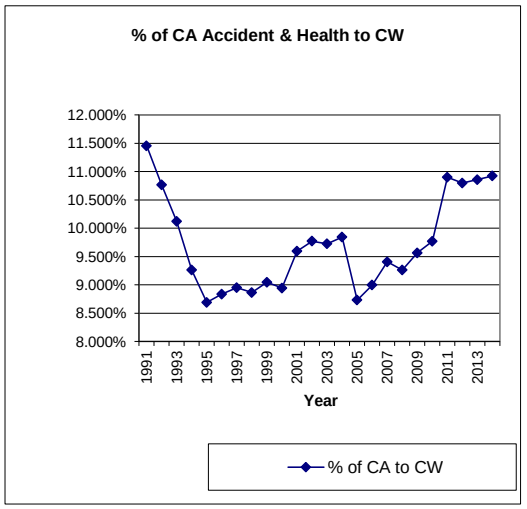
Active Companies Only

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 Ann. Consid. 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	$752,141,548	23.865%	10.857%
2014	256	$17,866,978	$65,569,292	27.249%	$163,572,102	$756,708,546	21.616%	10.923%
Totals:		$260,435,818	$1,200,920,351	21.686%	$2,655,702,320	$13,146,333,239	20.201%	9.807%







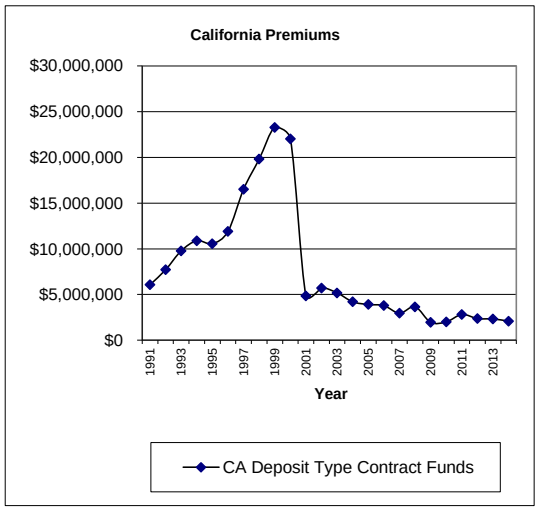
1991 - 2014 Comparison of California Life Insurance Premium to Countrywide

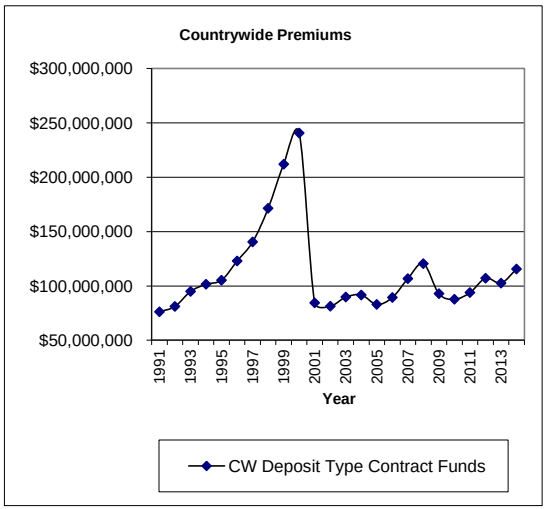
Line of Business: Deposit Type Contracts

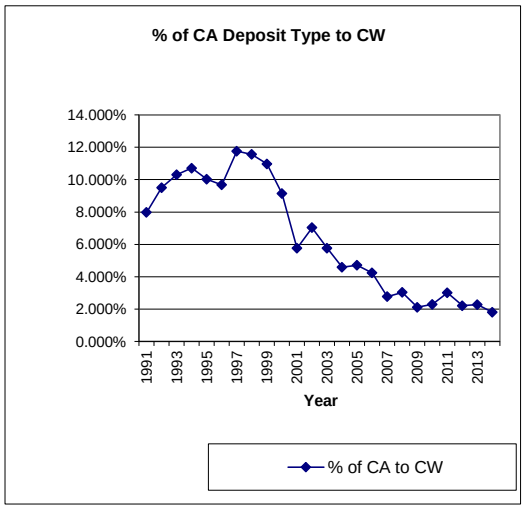
Active Companies Only

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 Ann. Consid. 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%
Totals:		$186,367,674	$1,200,920,351	15.519%	$2,692,617,236	$13,147,333,239	20.480%	6.921%







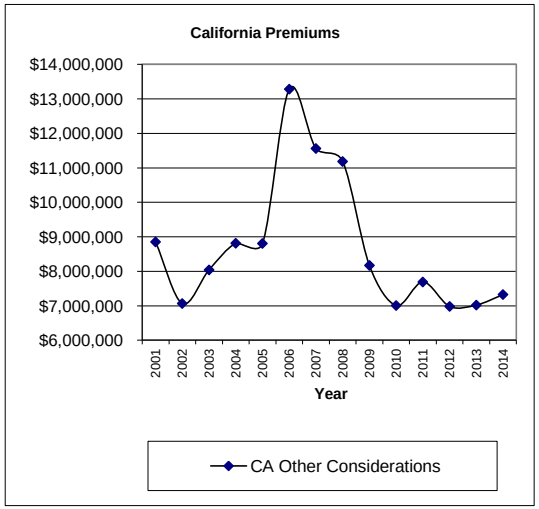
1991 - 2014 Comparison of California Life Insurance Premium to Countrywide

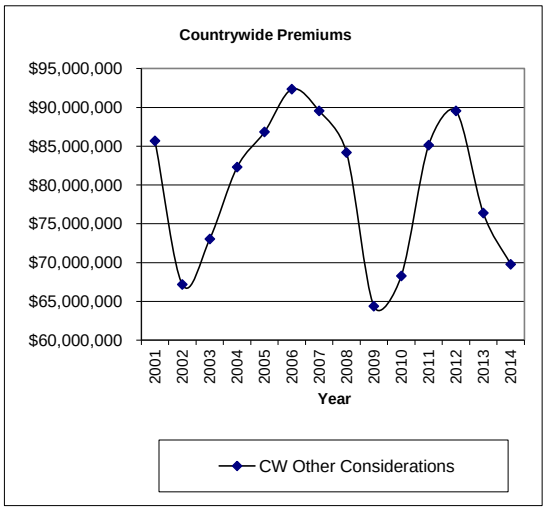
Line of Business: Other Considerations

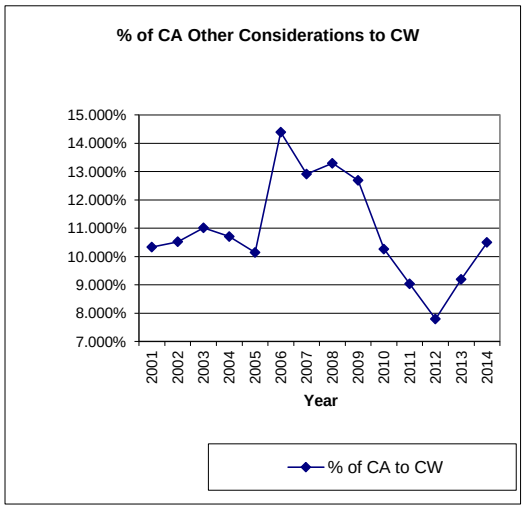
Active Companies Only

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

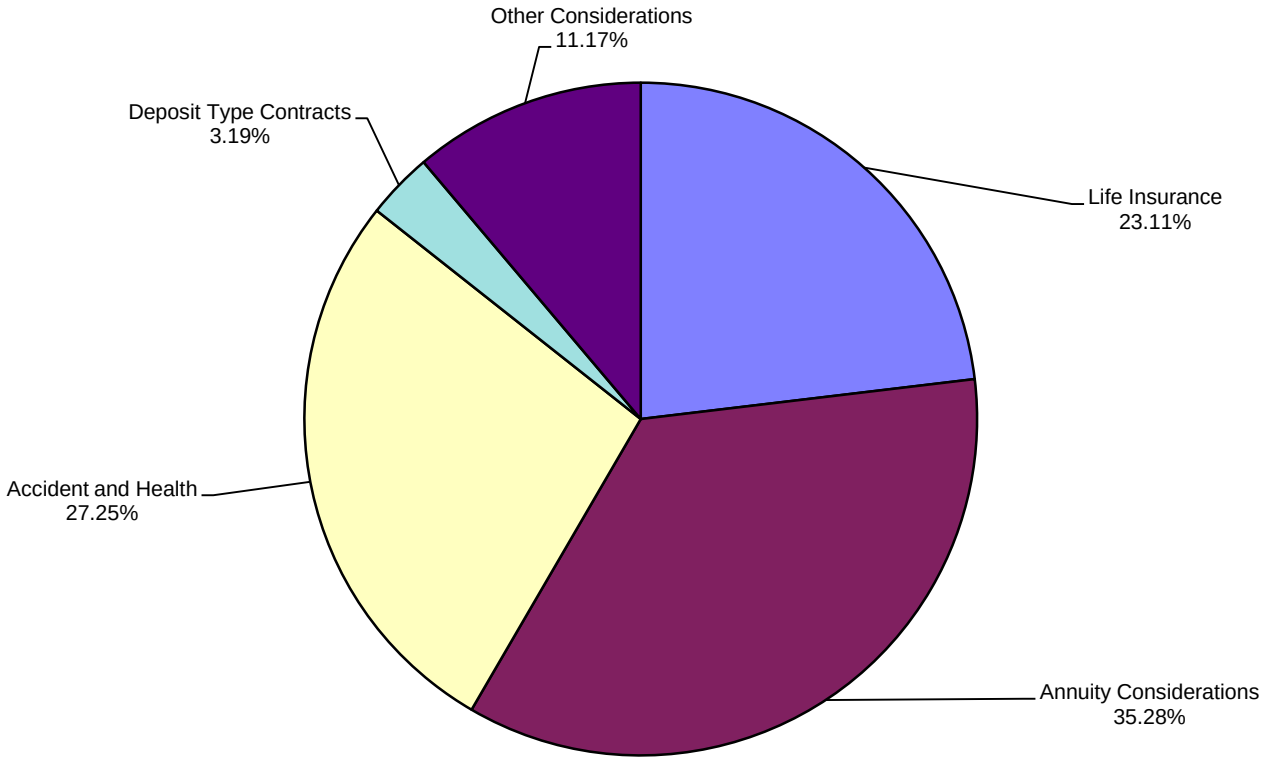
(1) Calendar Year	(2) Company Count	(3) California Other Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Other Consid. To All Premiums (3) / (4)	(6) Countrywide Other Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Other Consid. To All Premiums (6) / (7)	(9) % of CA Ann. 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%
Totals:		$121,820,917	$1,200,920,351	10.144%	$1,114,543,726	$13,147,333,239	8.477%	10.930%



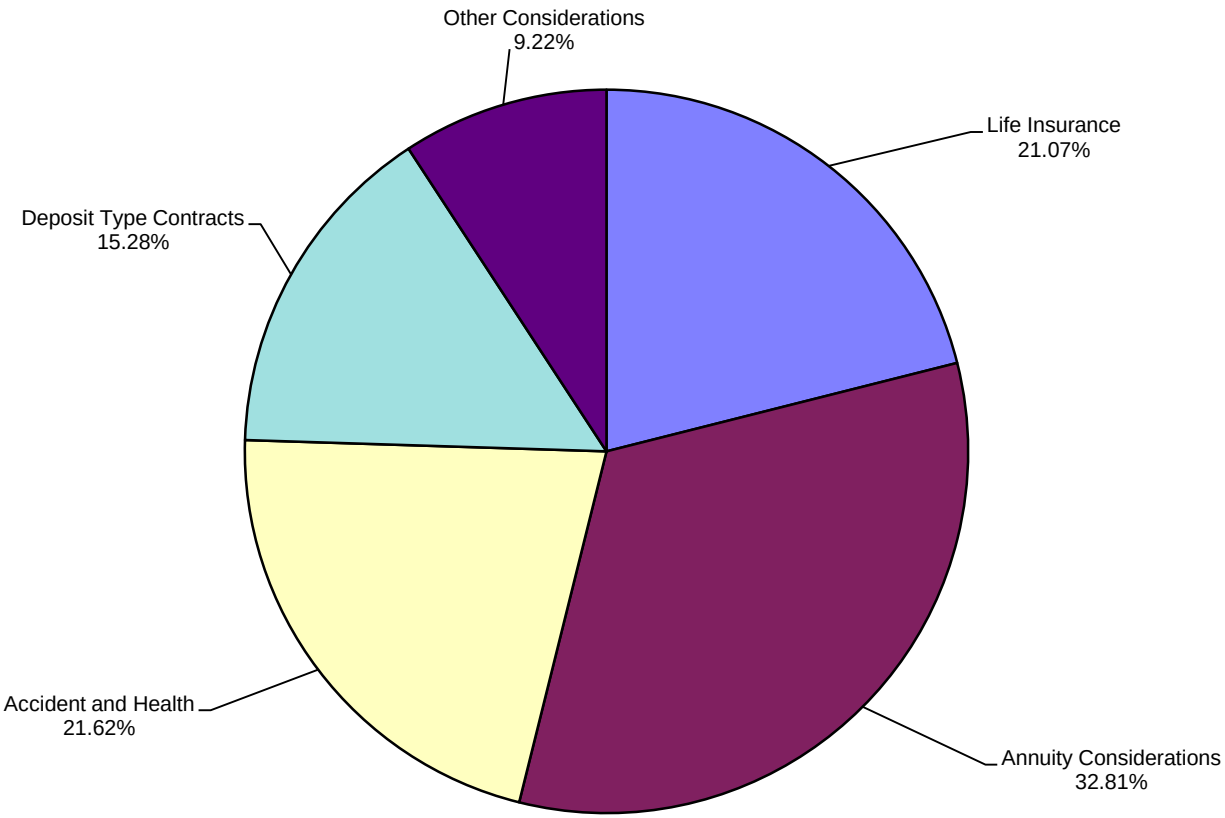




2014 California Premium Distribution By Line



2014 Countrywide Premium Distribution By Line



2014 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	671	Anthem Inc Grp								
		62825	Anthem Blue Cross Life & Hlth Ins Co	49,666,570	0	3,963,384,306	0	0	4,013,050,876	6.1203%
		61069	Anthem Life Ins Co	8,489,572	0	17,962,105	0	0	26,451,677	0.0403%
		80314	Unicare Life & Hlth Ins Co	6,138,109	0	4,231,167	0	0	10,369,276	0.0158%
				64,294,251	0	3,985,577,578	0	0	4,049,871,829	6.1765%
2	304	PRUDENTIAL OF AMER GRP								
		68241	Prudential Ins Co Of Amer	381,042,862	374,112,631	118,477,989	33,026,884	1,715,093,025	2,621,753,391	3.9984%
		79227	Pruco Life Ins Co	283,999,347	743,362,751	0	2,215,580	0	1,029,577,678	1.5702%
		93629	Prudential Retirement Ins & Ann Co	0	-9,758	0	213,563,165	866,346	214,419,753	0.3270%
		86630	Prudential Ann Life Assur Corp	190,592	14,916,537	0	2,886,919	0	17,994,048	0.0274%
				665,232,801	1,132,382,161	118,477,989	251,692,548	1,715,959,371	3,883,744,870	5.9231%
3	468	Aegon US Holding Grp								
		86231	Transamerica Life Ins Co	420,631,275	770,062,209	71,339,046	913,370	580,015,893	1,842,961,793	2.8107%
		70688	Transamerica Financial Life Ins Co	711,009	1,093,633	206,823	0	513,519,122	515,530,587	0.7862%
		66281	Transamerica Premier Life Ins Co	330,291,317	71,286,380	49,513,672	11,375	175,790	451,278,534	0.6882%
		65021	Stonebridge Life Ins Co	19,884,565	0	33,622,206	79,739	0	53,586,510	0.0817%
		79022	Transamerica Advisors Life Ins Co	684,184	315,523	0	0	0	999,707	0.0015%
				772,202,350	842,757,745	154,681,747	1,004,484	1,093,710,805	2,864,357,131	4.3684%
4	826	NEW YORK LIFE GRP								
		91596	New York Life Ins & Ann Corp	273,227,343	1,117,116,282	0	11,573,878	0	1,401,917,503	2.1381%
		66915	New York Life Ins Co	886,824,794	18,402,622	56,171,129	0	197,779,151	1,159,177,696	1.7679%
		81353	NYLife Ins Co Of AZ	9,968,790	0	0	0	0	9,968,790	0.0152%
				1,170,020,927	1,135,518,904	56,171,129	11,573,878	197,779,151	2,571,063,989	3.9211%

2014 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Market Share

Source: NAIC Database — Active companies only

Rec #	Group #	Group Name / NAIC #	Company Name	[1] LIfe Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
5	241	METROPOLITAN GRP								
		65978	Metropolitan Life Ins Co	674,722,675	226,387,728	692,235,607	36,855,376	62,321,100	1,692,522,486	2.5813%
		87726	Metlife Ins Co USA	268,855,847	515,789,262	15,850,815	1,386,395	0	801,882,319	1.2230%
		63665	General Amer Life Ins Co	36,267,271	893,616	1,756,763	0	0	38,917,650	0.0594%
		91626	New England Life Ins Co	16,482,297	1,862,092	49,336	0	0	18,393,725	0.0281%
		97136	Metropolitan Tower Life Ins Co	6,237,660	11,152	0	0	0	6,248,812	0.0095%
		62634	Delaware Amer Life Ins Co	182,293	0	137,098	0	0	319,391	0.0005%
				1,002,748,043	744,943,850	710,029,619	38,241,771	62,321,100	2,558,284,383	3.9017%
6	918	JACKSON NATL GRP								
		65056	Jackson Natl Life Ins Co	115,910,032	2,421,890,169	7,274,625	2,380,211	0	2,547,455,037	3.8851%
				115,910,032	2,421,890,169	7,274,625	2,380,211	0	2,547,455,037	3.8851%
7	904	JOHN HANCOCK GRP								
		65838	John Hancock Life Ins Co USA	552,263,652	17,042,151	114,826,714	0	1,809,666,993	2,493,799,510	3.8033%
		93610	John Hancock Life & Hlth Ins Co	179,133	0	1,879,725	0	0	2,058,858	0.0031%
				552,442,785	17,042,151	116,706,439	0	1,809,666,993	2,495,858,368	3.8064%
8	12	AMERICAN INTL GRP								
		60488	American Gen Life Ins Co	446,783,852	1,563,583,870	15,075,911	23,474,384	0	2,048,918,017	3.1248%
		70238	Variable Ann Life Ins Co	0	318,227,058	0	0	0	318,227,058	0.4853%
		70106	United States Life Ins Co in the Cit	13,905,417	433,435	21,006,251	100,278	0	35,445,381	0.0541%
				460,689,269	1,882,244,363	36,082,162	23,574,662	0	2,402,590,456	3.6642%

2014 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	707	UNITEDHEALTH GRP								
		79413	UnitedHealthcare Ins Co	5,493,923	0	2,171,426,213	0	0	2,176,920,136	3.3200%
		91529	Unimerica Ins Co	10,085,766	0	84,947,423	0	0	95,033,189	0.1449%
		70785	Pacificare Life & Hlth Ins Co	0	0	7,455,542	0	0	7,455,542	0.0114%
		62286	Golden Rule Ins Co	1,623,875	204,659	1,813,442	0	0	3,641,976	0.0056%
		73130	All Savers Life Ins Co of CA	0	0	92,132	0	0	92,132	0.0001%
				17,203,564	204,659	2,265,734,752	0	0	2,283,142,975	3.4820%
10	20	LINCOLN NATL GRP								
		65676	Lincoln Natl Life Ins Co	661,146,809	1,420,184,217	124,878,736	0	0	2,206,209,762	3.3647%
		67652	First Penn Pacific Life Ins Co	21,560,511	-106,021	7,990	0	0	21,462,480	0.0327%
		62057	Lincoln Life & Ann Co of NY	1,590,577	746,817	749,957	0	0	3,087,351	0.0047%
				684,297,897	1,420,825,013	125,636,683	0	0	2,230,759,593	3.4021%
11	1	AETNA GRP								
		60054	Aetna Life Ins Co	138,085,080	3,505,299	1,814,217,570	5,161,594	0	1,960,969,543	2.9907%
		90328	First Hlth Life & Hlth Ins Co	4,164	0	49,612,485	0	0	49,616,649	0.0757%
		68500	Continental Life Ins Co Brentwood	4,685	0	6,087,571	0	0	6,092,256	0.0093%
		78700	Aetna Hlth & Life Ins Co	0	0	518	0	0	518	0.0000%
				138,093,929	3,505,299	1,869,918,144	5,161,594	0	2,016,678,966	3.0756%
12	4832	Voya Financial Grp								
		86509	Voya Retirement Ins & Ann Co	11,170,709	1,017,567,739	0	1,331,666	97,814,844	1,127,884,958	1.7201%
		67105	Reliastar Life Ins Co	201,099,568	57,056,468	128,857,669	223,547	0	387,237,252	0.5906%
		80942	Voya Ins & Ann Co	2,907,221	309,502,557	540	0	0	312,410,318	0.4765%
		68713	Security Life Of Denver Ins Co	122,836,814	5,680	0	0	0	122,842,494	0.1873%
		61360	Reliastar Life Ins Co Of NY	3,434,616	3,102	3,305,861	0	0	6,743,579	0.0103%
		66109	Midwestern United Life Ins Co	248,958	448	0	0	0	249,406	0.0004%
				341,697,886	1,384,135,994	132,164,070	1,555,213	97,814,844	1,957,368,007	2.9852%

2014 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	2798	Blue Shield of CA Grp								
		61557	Blue Shield of CA Life & Hlth Ins Co	8,842,274	0	1,774,920,701	0	0	1,783,762,975	2.7204%
		71331	Careamerica Life Ins Co	1,388,384	0	109,118	0	0	1,497,502	0.0023%
				10,230,658	0	1,775,029,819	0	0	1,785,260,477	2.7227%
14	761	ALLIANZ INS GRP								
		90611	Allianz Life Ins Co Of N Amer	117,903,635	1,617,772,404	10,541,585	3,557,143	0	1,749,774,767	2.6686%
				117,903,635	1,617,772,404	10,541,585	3,557,143	0	1,749,774,767	2.6686%
15	901	CIGNA HLTH GRP								
		67369	Cigna Hlth & Life Ins Co	48,714	0	899,428,627	82,556	0	899,559,897	1.3719%
		65498	Life Ins Co Of N Amer	204,599,018	0	256,165,279	0	0	460,764,297	0.7027%
		62308	Connecticut Gen Life Ins Co	37,517,833	145,433	171,277,821	240,121	0	209,181,208	0.3190%
		65722	Loyal Amer Life Ins Co	113,694	849	1,175,646	6,247	0	1,296,436	0.0020%
		88366	American Retirement Life Ins Co	0	0	59,511	0	0	59,511	0.0001%
		67903	Provident Amer Life & Hlth Ins Co	475	0	25,482	0	0	25,957	0.0000%
				242,279,734	146,282	1,328,132,366	328,924	0	1,570,887,306	2.3958%
16	435	MASS MUT LIFE INS GRP								
		65935	Massachusetts Mut Life Ins Co	527,085,554	294,110,189	57,725,757	480	623,353,038	1,502,275,018	2.2911%
		93432	CM Life Ins Co	28,093,174	17,921,795	0	0	0	46,014,969	0.0702%
		70416	MML Bay State Life Ins Co	5,006,456	0	0	0	0	5,006,456	0.0076%
				560,185,184	312,031,984	57,725,757	480	623,353,038	1,553,296,443	2.3689%
17	332	PRINCIPAL FIN GRP								
		61271	Principal Life Ins Co	141,902,561	229,154,511	198,000,235	884,545,953	79,396	1,453,682,656	2.2170%
		71161	Principal Natl Life Ins Co	59,231,864	0	0	0	0	59,231,864	0.0903%
				201,134,425	229,154,511	198,000,235	884,545,953	79,396	1,512,914,520	2.3074%

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18	431	Sammons Enterprises Grp								
		66044	Midland Natl Life Ins Co	100,265,348	368,214,450	3,262	1,626,454	0	470,109,514	0.7170%
		68675	Security Benefit Life Ins Co	1,472,207	418,488,966	0	0	0	419,961,173	0.6405%
		66974	North Amer Co Life & Hlth Ins	93,585,232	262,733,839	554	2,539,336	0	358,858,961	0.5473%
		62510	Equitrust Life Ins Co	20,931,477	184,734,301	0	2,882,883	0	208,548,661	0.3181%
		83607	Guggenheim Life & Ann Co	526	46,620,273	1,656	2,921,192	0	49,543,647	0.0756%
				216,254,790	1,280,791,829	5,472	9,969,865	0	1,507,021,956	2.2984%
19	140	NATIONWIDE CORP GRP								
		66869	Nationwide Life Ins Co	111,868,954	56,147,158	45,267,064	0	1,003,152,479	1,216,435,655	1.8552%
		92657	Nationwide Life & Ann Ins Co	131,128,669	-130,041	0	0	28,842,355	159,840,983	0.2438%
				242,997,623	56,017,117	45,267,064	0	1,031,994,834	1,376,276,638	2.0990%
20	709	PACIFIC LIFE GRP								
		67466	Pacific Life Ins Co	460,574,075	826,054,707	0	8,831,422	0	1,295,460,204	1.9757%
		97268	Pacific Life & Ann Co	161,544	91,436	0	0	0	252,980	0.0004%
				460,735,619	826,146,143	0	8,831,422	0	1,295,713,184	1.9761%
21	968	AXA INS GRP								
		62944	AXA Equitable Life Ins Co	248,234,323	851,183,239	5,787,025	0	10,081,774	1,115,286,361	1.7009%
		78077	Mony Life Ins Co Of Amer	66,620,169	3,175,370	0	0	0	69,795,539	0.1064%
		84530	US Financial Life Ins Co	12,751,669	0	0	0	0	12,751,669	0.0194%
		62880	AXA Equitable Life & Ann Co	1,642,168	0	0	0	0	1,642,168	0.0025%
				329,248,329	854,358,609	5,787,025	0	10,081,774	1,199,475,737	1.8293%
22	1216	TIAA FAMILY GRP								
		69345	Teachers Ins & Ann Assoc Of Amer	22,814,544	659,563,494	726,334	28,834,567	0	711,938,939	1.0858%
		60142	TIAA Cref Life Ins Co	32,183,097	17,944,971	204,216	213,068,073	0	263,400,357	0.4017%
				54,997,641	677,508,465	930,550	241,902,640	0	975,339,296	1.4875%

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23	91	HARTFORD FIRE & CAS GRP								
		88072	Hartford Life Ins Co	12,279,938	46,558,635	6,259,212	319,290,669	182,772,012	567,160,466	0.8650%
		70815	Hartford Life & Accident Ins Co	80,873,616	309	127,201,103	0	0	208,075,028	0.3173%
		71153	Hartford Life & Ann Ins Co	134,162,231	45,761,008	11,218	0	15,683,457	195,617,914	0.2983%
		81213	American Maturity Life Ins Co	0	30,648	0	0	1,653	32,301	0.0000%
				227,315,785	92,350,600	133,471,533	319,290,669	198,457,122	970,885,709	1.4807%
24	860	NORTHWESTERN MUT GRP								
		67091	Northwestern Mut Life Ins Co	733,483,818	112,767,351	82,604,427	896,501	52,729	929,804,826	1.4180%
		69000	Northwestern Long Term Care Ins Co	0	0	29,236,071	0	0	29,236,071	0.0446%
				733,483,818	112,767,351	111,840,498	896,501	52,729	959,040,897	1.4626%
25	623	Health Net Inc Grp								
		66141	Health Net Life Ins Co	1,671,039	0	891,852,513	0	0	893,523,552	1.3627%
				1,671,039	0	891,852,513	0	0	893,523,552	1.3627%
26	429	GUARDIAN LIFE GRP								
		64246	Guardian Life Ins Co Of Amer	197,462,849	1,468,965	370,424,423	5,000	0	569,361,237	0.8683%
		78778	Guardian Ins & Ann Co Inc	7,412,319	122,610,234	0	755,228	1,392,606	132,170,387	0.2016%
		71714	Berkshire Life Ins Co of Amer	690,302	0	33,077,271	0	0	33,767,573	0.0515%
		60003	Park Avenue Life Ins Co	370,303	0	0	0	0	370,303	0.0006%
		74004	Family Serv Life Ins Co	1,608	0	0	0	0	1,608	0.0000%
				205,937,381	124,079,199	403,501,694	760,228	1,392,606	735,671,108	1.1220%

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27	565	UNUMPROVIDENT CORP GRP								
		62235	Unum Life Ins Co Of Amer	105,269,680	7,094	300,748,939	183,705	0	406,209,418	0.6195%
		62049	Colonial Life & Accident Ins Co	27,864,686	7,680	115,182,312	0	0	143,054,678	0.2182%
		68195	Provident Life & Accident Ins Co	18,754,230	0	79,992,616	0	0	98,746,846	0.1506%
		67598	Paul Revere Life Ins Co	731,047	0	24,583,654	146,032	0	25,460,733	0.0388%
		67601	Unum Ins Co	208,649	0	0	10,546,565	0	10,755,214	0.0164%
				152,828,292	14,774	520,507,521	10,876,302	0	684,226,889	1.0435%
28	4011	Genworth Fin Grp								
		70025	Genworth Life Ins Co	66,601,872	40,359,521	284,420,729	171,635	0	391,553,757	0.5972%
		65536	Genworth Life & Ann Ins Co	170,013,801	115,661,678	3,085,840	938,439	0	289,699,758	0.4418%
				236,615,673	156,021,199	287,506,569	1,110,074	0	681,253,515	1.0390%
29	769	GREAT WEST GRP								
		68322	Great W Life & Ann Ins Co	57,523,836	587,047,392	5,818,057	871,512	0	651,260,797	0.9932%
		80659	US Business of Canada Life Assur Co	7,552,127	19,804	442,374	0	0	8,014,305	0.0122%
		80705	US Br Great West Life Assur Co	1,296,539	0	2,426,254	0	0	3,722,793	0.0057%
		76694	London Life Reins Co	0	0	1,119	0	0	1,119	0.0000%
				66,372,502	587,067,196	8,687,804	871,512	0	662,999,014	1.0111%
30	4	Ameriprise Fin Grp								
		65005	RiverSource Life Ins Co	110,171,108	450,831,498	33,247,711	1,098,254	0	595,348,571	0.9080%
				110,171,108	450,831,498	33,247,711	1,098,254	0	595,348,571	0.9080%
31	869	MINNESOTA MUT GRP								
		66168	Minnesota Life Ins Co	356,679,832	69,004,340	25,715,242	18,386,740	118,427,697	588,213,851	0.8971%
		93742	Securian Life Ins Co	3,528,424	0	1,518,470	2,620	0	5,049,514	0.0077%
		65811	American Modern Life Ins Co	199,203	0	129,512	0	0	328,715	0.0005%
				360,407,459	69,004,340	27,363,224	18,389,360	118,427,697	593,592,080	0.9053%

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32	1129	White Mountains Grp								
		68608	Symetra Life Ins Co	27,504,013	404,917,897	54,261,880	40,750,206	0	527,433,996	0.8044%
		90581	Symetra Natl Life Ins Co	21,152	0	0	0	0	21,152	0.0000%
				27,525,165	404,917,897	54,261,880	40,750,206	0	527,455,148	0.8044%
33	1348	STANCORP FIN GRP								
		69019	Standard Ins Co	91,574,743	45,109,126	207,406,963	2,503,281	165,561,343	512,155,456	0.7811%
				91,574,743	45,109,126	207,406,963	2,503,281	165,561,343	512,155,456	0.7811%
34	634	National Life GRP								
		65528	Life Ins Co Of The Southwest	179,622,095	277,922,025	898	1,400,445	0	458,945,463	0.6999%
		66680	National Life Ins Co	26,501,071	352,901	2,580,667	0	0	29,434,639	0.0449%
				206,123,166	278,274,926	2,581,565	1,400,445	0	488,380,102	0.7448%
35	619	OneAmerica Fin Partners Grp								
		60895	American United Life Ins Co	20,941,108	356,888,840	199,093	427,044	0	378,456,085	0.5772%
		69116	State Life Ins Co	43,671,938	39,733,252	5,130,991	225,531	0	88,761,712	0.1354%
		67911	Pioneer Mut Life Ins Co	7,693,114	41,674	0	0	0	7,734,788	0.0118%
				72,306,160	396,663,766	5,330,084	652,575	0	474,952,585	0.7244%
36	176	STATE FARM GRP								
		69108	State Farm Life Ins Co	425,318,564	29,766,387	0	712,699	0	455,797,650	0.6951%
				425,318,564	29,766,387	0	712,699	0	455,797,650	0.6951%
37	4734	Athene Grp								
		61689	Athene Ann & Life Co	125,276,457	288,104,228	208,669	2,662,931	0	416,252,285	0.6348%
		61492	Athene Annuity & Life Assur Co	5,570,662	13,324,356	2,331,392	207,394	0	21,433,804	0.0327%
		68039	Athene Ann & Life Assur Co of NY	947,369	66,612	0	0	0	1,013,981	0.0015%
				131,794,488	301,495,196	2,540,061	2,870,325	0	438,700,070	0.6691%

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38	458	PROTECTIVE LIFE INS GRP								
		68136	Protective Life Ins Co	159,512,469	127,549,780	470,973	3,425,769	0	290,958,991	0.4437%
		70335	West Coast Life Ins Co	102,700,449	58,743	3,770	0	0	102,762,962	0.1567%
		66370	Mony Life Ins Co	12,813,753	2,874	3,974,962	0	0	16,791,589	0.0256%
		88536	Protective Life & Annuity Ins Co	104,414	0	0	0	0	104,414	0.0002%
				275,131,085	127,611,397	4,449,705	3,425,769	0	410,617,956	0.6262%
39	4731	Harbinger Grp								
		63274	Fidelity & Guar Life Ins Co	97,964,662	310,146,110	0	0	0	408,110,772	0.6224%
				97,964,662	310,146,110	0	0	0	408,110,772	0.6224%
40	261	MUTUAL OF OMAHA GRP								
		69868	United Of Omaha Life Ins Co	139,687,080	69,733,660	54,384,585	84,267,735	137,943	348,211,003	0.5311%
		71412	Mutual Of Omaha Ins Co	0	0	29,270,462	0	0	29,270,462	0.0446%
		72850	United World Life Ins Co	121,267	0	23,504,389	0	0	23,625,656	0.0360%
				139,808,347	69,733,660	107,159,436	84,267,735	137,943	401,107,121	0.6117%
41	3891	Goldman Sachs Grp								
		91642	Forethought Life Ins Co	42,227,143	272,138,419	138,111	0	0	314,503,673	0.4797%
		62200	Accordia Life & Ann Co	50,882,140	0	0	0	0	50,882,140	0.0776%
		84824	Commonwealth Ann & Life Ins Co	3,866,145	25,356,324	7,794	465,433	0	29,695,696	0.0453%
		69140	First Allmerica Fin Life Ins Co	687,999	13,025	1,223	0	0	702,247	0.0011%
				97,663,427	297,507,768	147,128	465,433	0	395,783,756	0.6036%
42	370	AFLAC Grp								
		60380	American Family Life Assur Co of Col	21,407,005	0	351,620,548	0	0	373,027,553	0.5689%
		71730	Continental Amer Ins Co	121,331	0	21,210,454	0	0	21,331,785	0.0325%
				21,528,336	0	372,831,002	0	0	394,359,338	0.6014%

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43	2658	American Equity Investment Grp								
		92738	American Equity Invest Life Ins Co	9,925	385,090,534	0	602,873	0	385,703,332	0.5882%
		13183	Eagle Life Ins Co	0	2,012,510	0	0	0	2,012,510	0.0031%
				9,925	387,103,044	0	602,873	0	387,715,842	0.5913%
44	212	ZURICH INS GRP								
		63177	Farmers New World Life Ins Co	274,189,775	14,883,194	3,602,420	6,954,665	0	299,630,054	0.4570%
		90557	Zurich Amer Life Ins Co	57,163,426	7,657,735	155,412	0	0	64,976,573	0.0991%
		80896	Centre Life Ins Co	0	0	3,439,536	0	0	3,439,536	0.0052%
		70173	Universal Underwriters Life Ins Co	990,458	0	0	0	0	990,458	0.0015%
				332,343,659	22,540,929	7,197,368	6,954,665	0	369,036,621	0.5628%
45	19	Assurant Inc Grp								
		69477	Time Ins Co	1,222,489	0	131,878,968	70,725	0	133,172,182	0.2031%
		67989	American Memorial Life Ins Co	106,808,432	2,266,588	445	0	0	109,075,465	0.1664%
		70408	Union Security Ins Co	25,247,554	1,467,727	81,306,684	0	0	108,021,965	0.1647%
		60275	American Bankers Life Assur Co Of FL	2,112,520	4,524	1,961,343	0	0	4,078,387	0.0062%
		65080	John Alden Life Ins Co	754,885	1,565	718,645	0	0	1,475,095	0.0022%
				136,145,880	3,740,404	215,866,085	70,725	0	355,823,094	0.5427%
46	84	American Financial Grp								
		63312	Great Amer Life Ins Co	9,337,618	272,405,725	12,974	620,483	0	282,376,800	0.4307%
		93661	Annuity Investors Life Ins Co	0	39,576,373	0	0	0	39,576,373	0.0604%
		63479	United Teacher Assoc Ins Co	151,934	893,231	2,811,440	0	0	3,856,605	0.0059%
		67083	Manhattan Natl Life Ins Co	2,999,977	2,302	0	0	0	3,002,279	0.0046%
		71404	Continental Gen Ins Co	138,911	0	376,710	0	0	515,621	0.0008%
				12,628,440	312,877,631	3,201,124	620,483	0	329,327,678	0.5023%

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47	4750	Primerica Grp								
		65919	Primerica Life Ins Co	317,877,863	92,797	45,783	758,537	0	318,774,980	0.4862%
		61409	National Benefit Life Ins Co	1,879,180	0	81,129	110	0	1,960,419	0.0030%
				319,757,043	92,797	126,912	758,647	0	320,735,399	0.4892%
48	981	FIDELITY INVESTMENT INS & ANN GRP								
		93696	Fidelity Investments Life Ins Co	2,186,761	303,737,058	0	0	0	305,923,819	0.4666%
				2,186,761	303,737,058	0	0	0	305,923,819	0.4666%
49	704	OHIO NATL LIFE GRP								
		67172	Ohio Natl Life Ins Co	19,996,004	166,487,605	935,163	287,104	17,332,143	205,038,019	0.3127%
		89206	Ohio Natl Life Assur Corp	57,502,981	0	1,464,107	0	0	58,967,088	0.0899%
				77,498,985	166,487,605	2,399,270	287,104	17,332,143	264,005,107	0.4026%
50	549	SUN LIFE ASSUR CO OF CN GRP								
		80802	US Br Sun Life Assur Co of Canada	106,668,361	0	142,332,016	0	0	249,000,377	0.3798%
		80926	Sun Life & Hlth Ins Co	7,315,334	0	1,791,294	0	0	9,106,628	0.0139%
		68047	Professional Ins Co	45,051	0	2,282,011	0	0	2,327,062	0.0035%
				114,028,746	0	146,405,321	0	0	260,434,067	0.3972%
51	55	AUTOMOBILE CLUB MI GRP								
		71854	AAA Life Ins Co	173,550,703	66,392,806	13,301,905	81,340	0	253,326,754	0.3863%
		84522	Auto Club Life Ins Co	2,212,992	417,776	9,584	0	0	2,640,352	0.0040%
				175,763,695	66,810,582	13,311,489	81,340	0	255,967,106	0.3904%
52	943	Ameritas Mut Holding GRP								
		61301	Ameritas Life Ins Corp	71,537,845	108,125,041	56,472,680	9,969,968	0	246,105,534	0.3753%
				71,537,845	108,125,041	56,472,680	9,969,968	0	246,105,534	0.3753%

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53	4815	Resolution Life Grp								
		65595	Lincoln Benefit Life Co	214,362,260	4,255,239	11,420,772	0	0	230,038,271	0.3508%
				214,362,260	4,255,239	11,420,772	0	0	230,038,271	0.3508%
54	200	UNITED SERV AUTOMOBILE ASSN GRP								
		69663	USAA Life Ins Co	97,467,476	87,035,059	27,624,285	1,391,205	0	213,518,025	0.3256%
				97,467,476	87,035,059	27,624,285	1,391,205	0	213,518,025	0.3256%
55	111	LIBERTY MUT GRP								
		65315	Liberty Life Assur Co Of Boston	77,750,214	4,011,618	127,646,532	0	0	209,408,364	0.3194%
				77,750,214	4,011,618	127,646,532	0	0	209,408,364	0.3194%
56	290	Torchmark Corp Grp								
		60577	American Income Life Ins Co	81,653,914	0	5,440,962	0	0	87,094,876	0.1328%
		92916	United Amer Ins Co	887,107	386,853	56,941,387	0	0	58,215,347	0.0888%
		91472	Globe Life & Accident Ins Co	42,355,676	329	2,273,724	0	0	44,629,729	0.0681%
		65331	Liberty Natl Life Ins Co	8,093,059	879	333,002	0	0	8,426,940	0.0129%
		77968	Family Heritage Life Ins Co Of Amer	22,395	0	3,375,029	0	0	3,397,424	0.0052%
				133,012,151	388,061	68,364,104	0	0	201,764,316	0.3077%
57	330	AMERICAN FIDELITY CORP GRP								
		60410	American Fidelity Assur Co	28,844,331	53,232,398	116,684,493	0	0	198,761,222	0.3031%
		60801	American Public Life Ins Co	6,106	0	302,678	0	0	308,784	0.0005%
				28,850,437	53,232,398	116,987,171	0	0	199,070,006	0.3036%
58	3098	Tokio Marine Holdings Inc GRP								
		68381	Reliance Standard Life Ins Co	45,132,961	75,833,370	73,601,979	0	0	194,568,310	0.2967%
				45,132,961	75,833,370	73,601,979	0	0	194,568,310	0.2967%

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59	233	CNO Financial Grp								
		61263	Bankers Life & Cas Co	31,170,927	35,813,219	54,367,913	27,708	0	121,379,767	0.1851%
		62065	Colonial Penn Life Ins Co	17,905,927	0	24,221,794	0	0	42,127,721	0.0642%
		70319	Washington Natl Ins Co	4,769,466	1,947,020	15,413,442	0	0	22,129,928	0.0338%
				53,846,320	37,760,239	94,003,149	27,708	0	185,637,416	0.2831%
60	408	AMERICAN NATL FIN GRP								
		60739	American Natl Ins Co	68,395,615	76,808,538	666,355	12,693,508	0	158,564,016	0.2418%
		86355	Standard Life & Accident Ins Co	987,776	98,895	6,233,429	0	0	7,320,100	0.0112%
		63657	Garden State Life Ins Co	1,840,169	0	1,329	0	0	1,841,498	0.0028%
		71773	American Natl Life Ins Co Of TX	199,462	0	1,262,276	0	0	1,461,738	0.0022%
				71,423,022	76,907,433	8,163,389	12,693,508	0	169,187,352	0.2580%
61	403	PHOENIX COS GRP								
		93548	PHL Variable Ins Co	50,921,544	62,691,894	0	1,302,745	0	114,916,183	0.1753%
		67814	Phoenix Life Ins Co	21,146,045	59,473	239,240	30,300,732	0	51,745,490	0.0789%
				72,067,589	62,751,367	239,240	31,603,477	0	166,661,673	0.2542%
62	88668	Mutual Of Amer Life Ins Co								
		88668	Mutual Of Amer Life Ins Co	356,720	364,070	104,811	16,299	156,086,545	156,928,445	0.2393%
				356,720	364,070	104,811	16,299	156,086,545	156,928,445	0.2393%
63	66850	National Western Life Ins Co								
		66850	National Western Life Ins Co	17,244,709	132,248,593	0	1,079,922	0	150,573,224	0.2296%
				17,244,709	132,248,593	0	1,079,922	0	150,573,224	0.2296%

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64	850	PENN MUT GRP								
		67644	Penn Mut Life Ins Co	70,902,073	7,886,696	1,005,142	474,202	23,722,511	103,990,624	0.1586%
		93262	Penn Ins & Ann Co	26,867,505	0	0	0	18,854	26,886,359	0.0410%
				97,769,578	7,886,696	1,005,142	474,202	23,741,365	130,876,983	0.1996%
65	306	CUNA MUT GRP								
		62626	CMFG Life Ins Co	26,476,355	62,877,220	28,459,113	636,970	0	118,449,658	0.1806%
		86126	Members Life Ins Co	151,773	0	0	0	0	151,773	0.0002%
				26,628,128	62,877,220	28,459,113	636,970	0	118,601,431	0.1809%
66	836	WEST SOUTHERN GRP								
		65242	Lafayette Life Ins Co	29,348,836	16,635,617	26,936	566,406	0	46,577,795	0.0710%
		99937	Columbus Life Ins Co	20,220,834	3,129,485	2,768	0	0	23,353,087	0.0356%
		74780	Integrity Life Ins Co	19,944	18,951,800	0	1,648,186	0	20,619,930	0.0314%
		92622	Western Southern Life Assur Co	6,031,137	8,866,711	0	0	0	14,897,848	0.0227%
		70483	Western & Southern Life Ins Co	10,302,748	0	504,644	0	0	10,807,392	0.0165%
				65,923,499	47,583,613	534,348	2,214,592	0	116,256,052	0.1773%
67	8	ALLSTATE INS GRP								
		60186	Allstate Life Ins Co	53,291,817	15,580,722	3,323,322	0	0	72,195,861	0.1101%
		60534	American Heritage Life Ins Co	5,771,784	9,335	35,282,338	0	0	41,063,457	0.0626%
		70874	Allstate Life Ins Co Of NY	490,181	4,280	14,381	0	0	508,842	0.0008%
		61808	Charter Natl Life Ins Co	0	51,000	0	0	0	51,000	0.0001%
		70866	Allstate Assur Co	0	25,000	0	0	0	25,000	0.0000%
				59,553,782	15,670,337	38,620,041	0	0	113,844,160	0.1736%
68	4836	Jefferson National Grp								
		64017	Jefferson Natl Life Ins Co	1,460,217	109,038,115	46,152	585,503	0	111,129,987	0.1695%
				1,460,217	109,038,115	46,152	585,503	0	111,129,987	0.1695%

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69	872	BANNER LIFE GRP								
		94250	Banner Life Ins Co	104,645,185	0	96	0	0	104,645,281	0.1596%
				104,645,185	0	96	0	0	104,645,281	0.1596%
70	984	HCC INS HOLDINGS GRP								
		92711	HCC Life Ins Co	951,084	155,636	79,748,435	0	0	80,855,155	0.1233%
				951,084	155,636	79,748,435	0	0	80,855,155	0.1233%
71	65927	Lincoln Heritage Life Ins Co								
		65927	Lincoln Heritage Life Ins Co	67,583,741	8,204	539,282	0	0	68,131,227	0.1039%
				67,583,741	8,204	539,282	0	0	68,131,227	0.1039%
72	1211	NATIONAL GUARDIAN LIFE INS GRP								
		66583	National Guardian Life Ins Co	48,419,007	3,371,012	12,551,912	0	0	64,341,931	0.0981%
		97241	Settlers Life Ins Co	37,161	0	3,054	0	0	40,215	0.0001%
				48,456,168	3,371,012	12,554,966	0	0	64,382,146	0.0982%
73	81264	Nippon Life Ins Co Of Amer								
		81264	Nippon Life Ins Co Of Amer	941,928	0	59,156,713	0	0	60,098,641	0.0917%
				941,928	0	59,156,713	0	0	60,098,641	0.0917%
74	4483	Nestle SA Grp								
		70939	Gerber Life Ins Co	26,488,103	0	31,721,077	0	0	58,209,180	0.0888%
				26,488,103	0	31,721,077	0	0	58,209,180	0.0888%
75	812	HIGHMARK GRP								
		93440	HM Life Ins Co	41,205	0	56,515,029	0	0	56,556,234	0.0863%
				41,205	0	56,515,029	0	0	56,556,234	0.0863%

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76	169	SENTRY INS GRP								
		68810	Sentry Life Ins Co	2,531,449	53,549,500	458,083	0	0	56,539,032	0.0862%
				2,531,449	53,549,500	458,083	0	0	56,539,032	0.0862%
77	4213	Wilton Re Grp								
		65900	Conseco Life Ins Co	36,066,189	94,655	1,886,090	0	0	38,046,934	0.0580%
		69396	Texas Life Ins Co	14,284,521	0	0	0	0	14,284,521	0.0218%
		62413	Wilcac Life Ins Co	1,174,420	232,000	4,764	12,095	0	1,423,279	0.0022%
		60704	Wilton Reassur Life Co of NY	573,182	4,833	8,821	0	0	586,836	0.0009%
		62421	Heritage Union Life Ins Co	424,146	0	0	0	0	424,146	0.0006%
				52,522,458	331,488	1,899,675	12,095	0	54,765,716	0.0835%
78	451	FIDELITY SECURITY GRP								
		71870	Fidelity Security Life Ins Co	1,092,994	236,683	50,928,930	41,200	0	52,299,807	0.0798%
				1,092,994	236,683	50,928,930	41,200	0	52,299,807	0.0798%
79	449	FINANCIAL HOLDINGS GRP								
		61999	Americo Fin Life & Ann Ins Co	13,121,101	27,017,835	5,070	687,517	0	40,831,523	0.0623%
		90212	Great Southern Life Ins Co	4,373,305	697,083	159,114	67,876	0	5,297,378	0.0081%
		67180	Ohio State Life Ins Co	2,867,915	847	124	3,581	0	2,872,467	0.0044%
		63487	Investors Life Ins Co N Amer	1,533,678	1,050	0	0	0	1,534,728	0.0023%
		66540	National Farmers Union Life Ins Co	808,008	0	0	0	0	808,008	0.0012%
		87645	United Fidelity Life Ins Co	532,122	14,147	0	3,868	0	550,137	0.0008%
				23,236,129	27,730,962	164,308	762,842	0	51,894,241	0.0791%
80	276	TRUSTMARK INS CO GRP								
		61425	Trustmark Ins Co	28,870,170	22,501	10,634,171	0	0	39,526,842	0.0603%
		62863	Trustmark Life Ins Co	295,292	0	9,835,622	0	0	10,130,914	0.0155%
				29,165,462	22,501	20,469,793	0	0	49,657,756	0.0757%

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81	264	HealthMarkets Grp								
		66087	Mid West Natl Life Ins Co Of TN	1,299,281	36,934	31,554,868	0	0	32,891,083	0.0502%
		61832	Chesapeake Life Ins Co	5,176,285	134,654	9,901,853	0	0	15,212,792	0.0232%
		92908	HealthMarkets Ins Co	0	0	825,779	0	0	825,779	0.0013%
				6,475,566	171,588	42,282,500	0	0	48,929,654	0.0746%
82	525	PAN AMER LIFE GRP								
		67539	Pan Amer Life Ins Co	703,146	14,480	37,648,825	0	0	38,366,451	0.0585%
		93459	Pan Amer Assur Co	3,221,521	0	0	0	0	3,221,521	0.0049%
				3,924,667	14,480	37,648,825	0	0	41,587,972	0.0634%
83	626	Ace Ltd Grp								
		62146	Combined Ins Co Of Amer	2,784,000	0	33,456,424	0	0	36,240,424	0.0553%
				2,784,000	0	33,456,424	0	0	36,240,424	0.0553%
84	4796	National Teachers Assoc Life Group								
		87963	National Teachers Assoc Life Ins Co	169,146	0	30,947,275	0	0	31,116,421	0.0475%
				169,146	0	30,947,275	0	0	31,116,421	0.0475%
85	64505	Homesteaders Life Co								
		64505	Homesteaders Life Co	30,318,749	582,753	0	0	0	30,901,502	0.0471%
				30,318,749	582,753	0	0	0	30,901,502	0.0471%
86	68802	Sentinel Security Life Ins Co								
		68802	Sentinel Security Life Ins Co	2,655,509	8,238,825	426,186	18,749,764	0	30,070,284	0.0459%
				2,655,509	8,238,825	426,186	18,749,764	0	30,070,284	0.0459%

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87	367	PHYSICIANS MUT GRP								
		72125	Physicians Life Ins Co	13,565,436	686,224	634,686	14,078	0	14,900,424	0.0227%
		80578	Physicians Mut Ins Co	0	0	14,445,726	0	0	14,445,726	0.0220%
				13,565,436	686,224	15,080,412	14,078	0	29,346,150	0.0448%
88	84174	ELCO Mut Life & Ann								
		84174	ELCO Mut Life & Ann	10,285	5,540,003	0	22,688,493	0	28,238,781	0.0431%
				10,285	5,540,003	0	22,688,493	0	28,238,781	0.0431%
89	300	HORACE MANN GRP								
		64513	Horace Mann Life Ins Co	4,439,658	23,649,692	15,867	0	0	28,105,217	0.0429%
				4,439,658	23,649,692	15,867	0	0	28,105,217	0.0429%
90	4794	Delaware Life Holding Grp								
		79065	Delaware Life Ins Co	869,876	25,759,922	0	0	0	26,629,798	0.0406%
				869,876	25,759,922	0	0	0	26,629,798	0.0406%
91	315	INDUSTRIAL ALLIANCE GRP								
		14406	Industrial Alliance Ins & Fin Serv I	5,550,800	7,945,739	0	0	0	13,496,539	0.0206%
		68594	American Amicable Life Ins Co Of TX	5,406,756	483,541	0	0	0	5,890,297	0.0090%
		91693	IA Amer Life Ins Co	3,255,145	227,278	15,176	0	0	3,497,599	0.0053%
		67148	Occidental Life Ins Co Of NC	2,651,801	690,176	0	0	0	3,341,977	0.0051%
		67946	Pioneer Security Life Ins Co	198,914	540	0	0	0	199,454	0.0003%
		67873	Pioneer Amer Ins Co	170,238	2,421	0	0	0	172,659	0.0003%
				17,233,654	9,349,695	15,176	0	0	26,598,525	0.0406%

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92	588	KANSAS CITY LIFE INS GRP								
		65129	Kansas City Life Ins Co	11,164,730	3,311,292	314,434	160,855	0	14,951,311	0.0228%
		69272	Sunset Life Ins Co Of Amer	4,835,886	986,911	20	449	0	5,823,266	0.0089%
		67199	Old Amer Ins Co	4,486,130	0	81,025	0	0	4,567,155	0.0070%
				20,486,746	4,298,203	395,479	161,304	0	25,341,732	0.0386%
93	1280	GREAT WESTERN CO GRP								
		71480	Great Western Ins Co	24,350,932	703,419	0	0	0	25,054,351	0.0382%
				24,350,932	703,419	0	0	0	25,054,351	0.0382%
94	66427	MTL Ins Co								
		66427	MTL Ins Co	23,857,525	99,669	30,987	11,014	0	23,999,195	0.0366%
				23,857,525	99,669	30,987	11,014	0	23,999,195	0.0366%
95	31	BERKSHIRE HATHAWAY GRP								
		62345	Berkshire Hathaway Life Ins Co NE	0	23,028,980	0	207,995	0	23,236,975	0.0354%
		97764	Idealife Ins Co	232,323	2,117	10,810	0	0	245,250	0.0004%
		82880	CSI Life Ins Co	18,507	0	0	0	0	18,507	0.0000%
		76007	Old United Life Ins Co	535	0	0	0	0	535	0.0000%
				251,365	23,031,097	10,810	207,995	0	23,501,267	0.0358%
96	917	HCSC GRP								
		84786	Colorado Bankers Life Ins Co	9,462,221	5,865,327	1,489,131	490,786	0	17,307,465	0.0264%
		71129	Dearborn Natl Life Ins Co	2,062,333	15,000	3,145,481	174,975	0	5,397,789	0.0082%
				11,524,554	5,880,327	4,634,612	665,761	0	22,705,254	0.0346%
97	4718	Tiptree Fin Grp								
		60232	Philadelphia Financial Life Assur Co	4,264,170	18,166,523	0	0	0	22,430,693	0.0342%
				4,264,170	18,166,523	0	0	0	22,430,693	0.0342%

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98	71439	Assurity Life Ins Co								
		71439	Assurity Life Ins Co	15,395,102	600,519	5,054,638	938,202	0	21,988,461	0.0335%
				15,395,102	600,519	5,054,638	938,202	0	21,988,461	0.0335%
99	781	UNION LABOR GRP								
		69744	Union Labor Life Ins Co	5,715,989	0	14,870,006	0	0	20,585,995	0.0314%
		86371	Ullico Life Ins Co	42,242	0	0	0	0	42,242	0.0001%
				5,758,231	0	14,870,006	0	0	20,628,237	0.0315%
100	2938	Thrivent Financial For Lutherans Grp								
		97721	Thrivent Life Ins Co	1,922,931	18,313,515	0	0	0	20,236,446	0.0309%
				1,922,931	18,313,515	0	0	0	20,236,446	0.0309%
101	60445	Sagicor Life Ins Co								
		60445	Sagicor Life Ins Co	2,774,191	15,589,445	8,890	892,373	0	19,264,899	0.0294%
				2,774,191	15,589,445	8,890	892,373	0	19,264,899	0.0294%
102	84549	Symphonix Hlth Ins Inc								
		84549	Symphonix Hlth Ins Inc	0	0	18,761,456	0	0	18,761,456	0.0286%
				0	0	18,761,456	0	0	18,761,456	0.0286%
103	215	Kemper Corp Grp								
		69930	United Ins Co Of Amer	17,846,618	0	553,690	0	0	18,400,308	0.0281%
		68357	Reliable Life Ins Co	28,879	0	419	0	0	29,298	0.0000%
				17,875,497	0	554,109	0	0	18,429,606	0.0281%
104	63495	First Investors Life Ins Co								
		63495	First Investors Life Ins Co	5,277,428	12,128,034	127	0	0	17,405,589	0.0265%
				5,277,428	12,128,034	127	0	0	17,405,589	0.0265%

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105	98	WR Berkley Corp GRP								
		64890	Berkley Life & Hlth Ins Co	2,856	0	15,979,087	194	0	15,982,137	0.0244%
				2,856	0	15,979,087	194	0	15,982,137	0.0244%
106	492	Security Amer Financial Enterprises Grp								
		68721	Security Life Ins Co Of Amer	685,668	2,365	14,339,113	0	0	15,027,146	0.0229%
				685,668	2,365	14,339,113	0	0	15,027,146	0.0229%
107	4553	Savings Bank Life Grp								
		70435	The Savings Bank Life Ins Co Of MA	14,220,354	300,000	0	0	0	14,520,354	0.0221%
				14,220,354	300,000	0	0	0	14,520,354	0.0221%
108	450	GENEVE HOLDINGS INC GRP								
		69078	Standard Security Life Ins Co Of NY	21,435	0	9,571,041	0	0	9,592,476	0.0146%
		65781	Madison Natl Life Ins Co Inc	902,626	1,021,466	2,811,614	0	0	4,735,706	0.0072%
				924,061	1,021,466	12,382,655	0	0	14,328,182	0.0219%
109	1117	Harris Ins Holdings Grp								
		65870	Manhattan Life Ins Co	1,778,792	5,023,900	-955	0	0	6,801,737	0.0104%
		63053	Family Life Ins Co	2,412,904	975	2,739,480	0	0	5,153,359	0.0079%
		61883	Central United Life Ins Co	54,217	0	2,032,363	0	0	2,086,580	0.0032%
				4,245,913	5,024,875	4,770,888	0	0	14,041,676	0.0214%
110	69310	Surety Life Ins Co								
		69310	Surety Life Ins Co	13,632,281	89,705	17,152	0	0	13,739,138	0.0210%
				13,632,281	89,705	17,152	0	0	13,739,138	0.0210%

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111	3436	Heritage Guar Grp								
		68543	Liberty Bankers Life Ins Co	492,063	11,872,787	0	1,238,353	0	13,603,203	0.0207%
		61581	Capitol Life Ins Co	1,022	0	0	0	0	1,022	0.0000%
				493,085	11,872,787	0	1,238,353	0	13,604,225	0.0207%
112	63290	Fidelity Life Assn A Legal Reserve L								
		63290	Fidelity Life Assn A Legal Reserve L	13,390,822	0	31,465	0	0	13,422,287	0.0205%
				13,390,822	0	31,465	0	0	13,422,287	0.0205%
113	64343	Pacific Guardian Life Ins Co Ltd								
		64343	Pacific Guardian Life Ins Co Ltd	11,208,130	140	2,100	1,043,924	0	12,254,294	0.0187%
				11,208,130	140	2,100	1,043,924	0	12,254,294	0.0187%
114	119	HUMANA GRP								
		65110	Kanawha Ins Co	2,730,369	0	8,644,250	0	0	11,374,619	0.0173%
				2,730,369	0	8,644,250	0	0	11,374,619	0.0173%
115	574	AMERCO CORP GRP								
		76112	Oxford Life Ins Co	2,883,746	7,811,599	144,401	0	0	10,839,746	0.0165%
				2,883,746	7,811,599	144,401	0	0	10,839,746	0.0165%
116	76325	Senior Hlth Ins Co of PA								
		76325	Senior Hlth Ins Co of PA	0	0	10,761,787	0	0	10,761,787	0.0164%
				0	0	10,761,787	0	0	10,761,787	0.0164%
117	77879	5 Star Life Ins Co								
		77879	5 Star Life Ins Co	10,683,978	0	1,447	0	0	10,685,425	0.0163%
				10,683,978	0	1,447	0	0	10,685,425	0.0163%

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118	7	FEDERATED MUT GRP								
		63258	Federated Life Ins Co	8,251,591	123,853	1,760,646	0	0	10,136,090	0.0155%
				8,251,591	123,853	1,760,646	0	0	10,136,090	0.0155%
119	615	BENEFICIAL LIFE GRP								
		61395	Beneficial Life Ins Co	7,917,568	496,969	2,568	30	0	8,417,135	0.0128%
				7,917,568	496,969	2,568	30	0	8,417,135	0.0128%
120	23	BCS INS GRP								
		80985	4 Ever Life Ins Co	560,126	0	7,653,331	2,564	0	8,216,021	0.0125%
				560,126	0	7,653,331	2,564	0	8,216,021	0.0125%
121	4639	RGA Inc Grp								
		93572	RGA Reins Co	0	0	3,850,993	0	0	3,850,993	0.0059%
		61182	Aurora Natl Life Assur Co	3,641,575	0	0	-238,654	0	3,402,921	0.0052%
				3,641,575	0	3,850,993	-238,654	0	7,253,914	0.0111%
122	244	CINCINNATI FIN GRP								
		76236	Cincinnati Life Ins Co	6,411,899	486,086	18,981	0	0	6,916,966	0.0105%
				6,411,899	486,086	18,981	0	0	6,916,966	0.0105%
123	4712	GPM Life Grp								
		63967	Government Personnel Mut Life Ins Co	4,243,954	16,831	23,415	0	0	4,284,200	0.0065%
		67059	North Coast Life Ins Co	1,744,959	800,116	0	0	0	2,545,075	0.0039%
				5,988,913	816,947	23,415	0	0	6,829,275	0.0104%
124	4716	Fortress Grp								
		65951	Merit Life Ins Co	2,323,927	0	4,482,730	0	0	6,806,657	0.0104%
				2,323,927	0	4,482,730	0	0	6,806,657	0.0104%

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125	687	GUARANTEE TRUST GRP								
		64211	Guarantee Trust Life Ins Co	3,155,735	9,622	3,508,761	1,458	0	6,675,576	0.0102%
				3,155,735	9,622	3,508,761	1,458	0	6,675,576	0.0102%
126	1186	Lifetime HlthCare Grp								
		69515	Medamerica Ins Co	0	0	5,915,947	0	0	5,915,947	0.0090%
				0	0	5,915,947	0	0	5,915,947	0.0090%
127	90638	Best Life & Hlth Ins Co								
		90638	Best Life & Hlth Ins Co	220,277	0	5,455,219	0	0	5,675,496	0.0087%
				220,277	0	5,455,219	0	0	5,675,496	0.0087%
128	41	CITIGROUP GRP								
		69914	Sears Life Ins Co	1,111,155	0	2,369,872	0	0	3,481,027	0.0053%
		60518	American Hlth & Life Ins Co	1,752,422	0	251,039	22,065	0	2,025,526	0.0031%
				2,863,577	0	2,620,911	22,065	0	5,506,553	0.0084%
129	4725	Enstar Grp								
		93777	Pavonia Life Ins Co of MI	4,801,975	0	550,166	0	0	5,352,141	0.0082%
				4,801,975	0	550,166	0	0	5,352,141	0.0082%
130	839	WESTBRIDGE CAPITAL GRP								
		98205	Natl Foundation Life Ins Co	0	0	5,261,869	0	0	5,261,869	0.0080%
				0	0	5,261,869	0	0	5,261,869	0.0080%
131	28	AMICA MUT GRP								
		72222	Amica Life Ins Co	4,618,125	110,860	0	0	0	4,728,985	0.0072%
				4,618,125	110,860	0	0	0	4,728,985	0.0072%

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132	350	General Electric Grp								
		62596	Union Fidelity Life Ins Co	1,588,089	158	3,075,227	0	0	4,663,474	0.0071%
				1,588,089	158	3,075,227	0	0	4,663,474	0.0071%
133	581	BOSTON MUT GRP								
		61476	Boston Mut Life Ins Co	2,769,928	0	1,624,433	0	0	4,394,361	0.0067%
				2,769,928	0	1,624,433	0	0	4,394,361	0.0067%
134	535	COLUMBIAN LIFE GRP								
		76023	Columbian Life Ins Co	4,131,415	0	0	0	0	4,131,415	0.0063%
		62103	Columbian Mut Life Ins Co	219,194	4,778	13,236	0	0	237,208	0.0004%
				4,350,609	4,778	13,236	0	0	4,368,623	0.0067%
135	2878	United Heritage Mut Grp								
		63983	United Heritage Life Ins Co	3,202,137	635,403	18,009	348,167	0	4,203,716	0.0064%
				3,202,137	635,403	18,009	348,167	0	4,203,716	0.0064%
136	542	INDIANA FARM BUREAU Grp								
		69892	United Farm Family Life Ins Co	2,441,996	5,525	0	0	0	2,447,521	0.0037%
		69922	United Home Life Ins Co	1,722,123	300	23,004	0	0	1,745,427	0.0027%
				4,164,119	5,825	23,004	0	0	4,192,948	0.0064%
137	953	UNIVERSAL AMER FIN CORP GRP								
		62359	Constitution Life Ins Co	397,763	1,180	2,969,641	0	0	3,368,584	0.0051%
		68284	Pyramid Life Ins Co	25,601	0	33,090	0	0	58,691	0.0001%
		71072	Marquette Natl Life Ins Co	9,120	0	13,583	0	0	22,703	0.0000%
				432,484	1,180	3,016,314	0	0	3,449,978	0.0053%

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138	801	DIRECTORS INVESTMENT GRP								
		99775	Funeral Directors Life Ins Co	1,937,440	1,307,048	0	0	0	3,244,488	0.0049%
				1,937,440	1,307,048	0	0	0	3,244,488	0.0049%
139	150	OLD REPUBLIC GRP								
		67261	Old Republic Life Ins Co	2,751,621	0	2,597	0	0	2,754,218	0.0042%
				2,751,621	0	2,597	0	0	2,754,218	0.0042%
140	896	TRANS WORLD ASR GRP								
		69566	Trans World Assur Co	1,889,407	803,362	0	0	0	2,692,769	0.0041%
				1,889,407	803,362	0	0	0	2,692,769	0.0041%
141	68772	Security Mut Life Ins Co Of NY								
		68772	Security Mut Life Ins Co Of NY	2,513,108	101,150	34,744	0	0	2,649,002	0.0040%
				2,513,108	101,150	34,744	0	0	2,649,002	0.0040%
142	572	BCBS OF MI GRP								
		77720	LifeSecure Ins Co	588,678	107,175	1,799,394	0	0	2,495,247	0.0038%
				588,678	107,175	1,799,394	0	0	2,495,247	0.0038%
143	67032	North Carolina Mut Life Ins Co								
		67032	North Carolina Mut Life Ins Co	19,037	0	2,474,788	0	0	2,493,825	0.0038%
				19,037	0	2,474,788	0	0	2,493,825	0.0038%
144	344	CHURCH PENSION FUND GRP								
		61875	Church Life Ins Corp	1,465,780	832,626	0	189,055	0	2,487,461	0.0038%
				1,465,780	832,626	0	189,055	0	2,487,461	0.0038%

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145	60216	Amalgamated Life Ins Co								
		60216	Amalgamated Life Ins Co	101,232	0	2,281,653	0	0	2,382,885	0.0036%
				101,232	0	2,281,653	0	0	2,382,885	0.0036%
146	454	SECURITY NATL GRP								
		69485	Security Natl Life Ins Co	2,094,033	201,806	3,725	11,425	0	2,310,989	0.0035%
				2,094,033	201,806	3,725	11,425	0	2,310,989	0.0035%
147	61212	Baltimore Life Ins Co								
		61212	Baltimore Life Ins Co	1,974,561	1,200	7,271	247,814	0	2,230,846	0.0034%
				1,974,561	1,200	7,271	247,814	0	2,230,846	0.0034%
148	11121	Unified Life Ins Co								
		11121	Unified Life Ins Co	351,948	1,936	1,816,124	0	0	2,170,008	0.0033%
				351,948	1,936	1,816,124	0	0	2,170,008	0.0033%
149	63223	Federal Life Ins Co								
		63223	Federal Life Ins Co	2,041,756	29,950	21,050	8,519	0	2,101,275	0.0032%
				2,041,756	29,950	21,050	8,519	0	2,101,275	0.0032%
150	64238	Guaranty Income Life Ins Co								
		64238	Guaranty Income Life Ins Co	6,370	1,714,831	183,814	17,817	0	1,922,832	0.0029%
				6,370	1,714,831	183,814	17,817	0	1,922,832	0.0029%
151	473	AMERICAN FAMILY INS GRP								
		60399	American Family Life Ins Co	1,658,786	39,183	0	0	0	1,697,969	0.0026%
				1,658,786	39,183	0	0	0	1,697,969	0.0026%

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152	62928	EMC Natl Life Co								
		62928	EMC Natl Life Co	933,535	738,130	1,142	16,722	0	1,689,529	0.0026%
				933,535	738,130	1,142	16,722	0	1,689,529	0.0026%
153	3527	American Enterprise Mut Grp								
		60836	American Republic Ins Co	399,825	60	689,576	0	0	1,089,461	0.0017%
		31119	Medico Ins Co	16,963	0	560,074	0	0	577,037	0.0009%
				416,788	60	1,249,650	0	0	1,666,498	0.0025%
154	440	REGAL REINS GRP								
		66265	Monarch Life Ins Co	138,279	0	1,517,766	0	0	1,656,045	0.0025%
				138,279	0	1,517,766	0	0	1,656,045	0.0025%
155	78662	Senior Life Ins Co								
		78662	Senior Life Ins Co	1,395,481	0	0	0	0	1,395,481	0.0021%
				1,395,481	0	0	0	0	1,395,481	0.0021%
156	4824	Advantage Capital Grp								
		71471	Ability Ins Co	35,358	0	1,254,058	0	0	1,289,416	0.0020%
				35,358	0	1,254,058	0	0	1,289,416	0.0020%
157	520	NEW ERA LIFE GRP								
		67784	Philadelphia Amer Life Ins Co	0	0	1,239,430	0	0	1,239,430	0.0019%
		69698	New Era Life Ins Co Of Midwest	14,301	1,489	0	15,092	0	30,882	0.0000%
		78743	New Era Life Ins Co	2,443	64	66	640	0	3,213	0.0000%
				16,744	1,553	1,239,496	15,732	0	1,273,525	0.0019%

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158	64580	Illinois Mut Life Ins Co								
		64580	Illinois Mut Life Ins Co	826,739	5,000	155,639	0	0	987,378	0.0015%
				826,739	5,000	155,639	0	0	987,378	0.0015%
159	962	PREMERA BLUE CROSS GRP								
		94188	Lifewise Assur Co	0	0	908,625	0	0	908,625	0.0014%
				0	0	908,625	0	0	908,625	0.0014%
160	60429	American Fidelity Life Ins Co								
		60429	American Fidelity Life Ins Co	708,388	136,302	0	0	0	844,690	0.0013%
				708,388	136,302	0	0	0	844,690	0.0013%
161	690	CENTRAL STATES GRP								
		61751	Central States H & L Co Of Omaha	679,645	0	112,997	0	0	792,642	0.0012%
				679,645	0	112,997	0	0	792,642	0.0012%
162	68985	Starmount Life Ins Co								
		68985	Starmount Life Ins Co	135,507	0	626,946	0	0	762,453	0.0012%
				135,507	0	626,946	0	0	762,453	0.0012%
163	4826	ECG Grp								
		71390	Puritan Life Ins Co of Amer	108,167	412,675	86,954	0	0	607,796	0.0009%
				108,167	412,675	86,954	0	0	607,796	0.0009%
164	63819	Unity Financial Life Ins Co								
		63819	Unity Financial Life Ins Co	540,269	0	0	0	0	540,269	0.0008%
				540,269	0	0	0	0	540,269	0.0008%

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165	4722	Puritan Financial Co Grp								
		89184	Sterling Investors Life Ins Co	331,300	1,775	76,928	0	0	410,003	0.0006%
				331,300	1,775	76,928	0	0	410,003	0.0006%
166	4668	VantisLife Grp								
		68632	Vantis Life Ins Co	298,889	4,650	0	0	0	303,539	0.0005%
				298,889	4,650	0	0	0	303,539	0.0005%
167	669	ZALE CORP GRP								
		71323	Zale Life Ins Co	99,916	0	97,746	0	0	197,662	0.0003%
				99,916	0	97,746	0	0	197,662	0.0003%
168	1295	CENTENE CORP GRP								
		80799	Celtic Ins Co	0	0	180,809	0	0	180,809	0.0003%
				0	0	180,809	0	0	180,809	0.0003%
169	67393	Ozark Natl Life Ins Co								
		67393	Ozark Natl Life Ins Co	173,352	333	902	0	0	174,587	0.0003%
				173,352	333	902	0	0	174,587	0.0003%
170	4771	Catamaran Grp								
		69647	Catamaran Ins of Ohio Inc	137,253	1,133	0	0	0	138,386	0.0002%
				137,253	1,133	0	0	0	138,386	0.0002%
171	1347	SBLI USA GRP								
		60183	S USA Life Ins Co Inc	112,758	0	5,227	0	0	117,985	0.0002%
				112,758	0	5,227	0	0	117,985	0.0002%

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172	2538	AmTrust NGH Grp								
		82538	National Hlth Ins Co	76	0	81,614	0	0	81,690	0.0001%
				76	0	81,614	0	0	81,690	0.0001%
173	831	DOCTORS CO GRP								
		92444	Doctors Life Ins Co	70,829	6,500	0	0	0	77,329	0.0001%
				70,829	6,500	0	0	0	77,329	0.0001%
174	248	UNITED FIRE & CAS GRP								
		69973	United Life Ins Co	57,902	0	0	0	0	57,902	0.0001%
				57,902	0	0	0	0	57,902	0.0001%
175	42129	United Security Assur Co Of PA								
		42129	United Security Assur Co Of PA	0	0	40,377	0	0	40,377	0.0001%
				0	0	40,377	0	0	40,377	0.0001%
176	471	Wells Fargo Grp								
		62383	Centurion Life Ins Co	36,293	0	1	0	0	36,294	0.0001%
				36,293	0	1	0	0	36,294	0.0001%
177	68446	Longevity Ins Co								
		68446	Longevity Ins Co	18,752	200	12,779	0	0	31,731	0.0000%
				18,752	200	12,779	0	0	31,731	0.0000%
178	81426	Commercial Travelers Mut Ins Co								
		81426	Commercial Travelers Mut Ins Co	0	0	31,153	0	0	31,153	0.0000%
				0	0	31,153	0	0	31,153	0.0000%

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179	775	PHARMACISTS MUT GRP								
		90247	Pharmacists Life Ins Co	21,808	2,400	0	150	0	24,358	0.0000%
				21,808	2,400	0	150	0	24,358	0.0000%
180	411	MAPFRE INS GRP								
		85561	MAPFRE Life Ins Co	1,214	0	6,273	0	0	7,487	0.0000%
				1,214	0	6,273	0	0	7,487	0.0000%
181	4729	Corvesta Grp								
		78301	Corvesta Life Ins Co	421	0	1,705	0	0	2,126	0.0000%
				421	0	1,705	0	0	2,126	0.0000%
182	74900	Aurigen Reins Co of Amer								
		74900	Aurigen Reins Co of Amer	102	0	1,136	0	0	1,238	0.0000%
				102	0	1,136	0	0	1,238	0.0000%
183	70955	USA Life One Ins Co Of IN								
		70955	USA Life One Ins Co Of IN	585	0	0	0	0	585	0.0000%
				585	0	0	0	0	585	0.0000%
			Total:	15,149,987,762	23,135,574,076	17,866,977,532	2,092,801,803	7,323,950,799	65,569,291,972	100.0000%

Exhibit (3B)

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Active companies only

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1	77879	5 Star Life Ins Co								
		77879	5 Star Life Ins Co	10,683,978	0	1,447	0	0	10,685,425	0.0163%
				10,683,978	0	1,447	0	0	10,685,425	0.0163%
2	626	Ace Ltd Grp								
		62146	Combined Ins Co Of Amer	2,784,000	0	33,456,424	0	0	36,240,424	0.0553%
				2,784,000	0	33,456,424	0	0	36,240,424	0.0553%
3	4824	Advantage Capital Grp								
		71471	Ability Ins Co	35,358	0	1,254,058	0	0	1,289,416	0.0020%
				35,358	0	1,254,058	0	0	1,289,416	0.0020%
4	468	Aegon US Holding Grp								
		86231	Transamerica Life Ins Co	420,631,275	770,062,209	71,339,046	913,370	580,015,893	1,842,961,793	2.8107%
		70688	Transamerica Financial Life Ins Co	711,009	1,093,633	206,823	0	513,519,122	515,530,587	0.7862%
		66281	Transamerica Premier Life Ins Co	330,291,317	71,286,380	49,513,672	11,375	175,790	451,278,534	0.6882%
		65021	Stonebridge Life Ins Co	19,884,565	0	33,622,206	79,739	0	53,586,510	0.0817%
		79022	Transamerica Advisors Life Ins Co	684,184	315,523	0	0	0	999,707	0.0015%
				772,202,350	842,757,745	154,681,747	1,004,484	1,093,710,805	2,864,357,131	4.3684%
5	1	AETNA GRP								
		60054	Aetna Life Ins Co	138,085,080	3,505,299	1,814,217,570	5,161,594	0	1,960,969,543	2.9907%
		90328	First Hlth Life & Hlth Ins Co	4,164	0	49,612,485	0	0	49,616,649	0.0757%
		68500	Continental Life Ins Co Brentwood	4,685	0	6,087,571	0	0	6,092,256	0.0093%
		78700	Aetna Hlth & Life Ins Co	0	0	518	0	0	518	0.0000%
				138,093,929	3,505,299	1,869,918,144	5,161,594	0	2,016,678,966	3.0756%

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6	370	AFLAC Grp								
		60380	American Family Life Assur Co of Col	21,407,005	0	351,620,548	0	0	373,027,553	0.5689%
		71730	Continental Amer Ins Co	121,331	0	21,210,454	0	0	21,331,785	0.0325%
				21,528,336	0	372,831,002	0	0	394,359,338	0.6014%
7	761	ALLIANZ INS GRP								
		90611	Allianz Life Ins Co Of N Amer	117,903,635	1,617,772,404	10,541,585	3,557,143	0	1,749,774,767	2.6686%
				117,903,635	1,617,772,404	10,541,585	3,557,143	0	1,749,774,767	2.6686%
8	8	ALLSTATE INS GRP								
		60186	Allstate Life Ins Co	53,291,817	15,580,722	3,323,322	0	0	72,195,861	0.1101%
		60534	American Heritage Life Ins Co	5,771,784	9,335	35,282,338	0	0	41,063,457	0.0626%
		70874	Allstate Life Ins Co Of NY	490,181	4,280	14,381	0	0	508,842	0.0008%
		61808	Charter Natl Life Ins Co	0	51,000	0	0	0	51,000	0.0001%
		70866	Allstate Assur Co	0	25,000	0	0	0	25,000	0.0000%
				59,553,782	15,670,337	38,620,041	0	0	113,844,160	0.1736%
9	60216	Amalgamated Life Ins Co								
		60216	Amalgamated Life Ins Co	101,232	0	2,281,653	0	0	2,382,885	0.0036%
				101,232	0	2,281,653	0	0	2,382,885	0.0036%
10	574	AMERCO CORP GRP								
		76112	Oxford Life Ins Co	2,883,746	7,811,599	144,401	0	0	10,839,746	0.0165%
				2,883,746	7,811,599	144,401	0	0	10,839,746	0.0165%
11	3527	American Enterprise Mut Grp								
		60836	American Republic Ins Co	399,825	60	689,576	0	0	1,089,461	0.0017%
		31119	Medico Ins Co	16,963	0	560,074	0	0	577,037	0.0009%
				416,788	60	1,249,650	0	0	1,666,498	0.0025%

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12	2658	American Equity Investment Grp								
		92738	American Equity Invest Life Ins Co	9,925	385,090,534	0	602,873	0	385,703,332	0.5882%
		13183	Eagle Life Ins Co	0	2,012,510	0	0	0	2,012,510	0.0031%
				9,925	387,103,044	0	602,873	0	387,715,842	0.5913%
13	473	AMERICAN FAMILY INS GRP								
		60399	American Family Life Ins Co	1,658,786	39,183	0	0	0	1,697,969	0.0026%
				1,658,786	39,183	0	0	0	1,697,969	0.0026%
14	330	AMERICAN FIDELITY CORP GRP								
		60410	American Fidelity Assur Co	28,844,331	53,232,398	116,684,493	0	0	198,761,222	0.3031%
		60801	American Public Life Ins Co	6,106	0	302,678	0	0	308,784	0.0005%
				28,850,437	53,232,398	116,987,171	0	0	199,070,006	0.3036%
15	60429	American Fidelity Life Ins Co								
		60429	American Fidelity Life Ins Co	708,388	136,302	0	0	0	844,690	0.0013%
				708,388	136,302	0	0	0	844,690	0.0013%
16	84	American Financial Grp								
		63312	Great Amer Life Ins Co	9,337,618	272,405,725	12,974	620,483	0	282,376,800	0.4307%
		93661	Annuity Investors Life Ins Co	0	39,576,373	0	0	0	39,576,373	0.0604%
		63479	United Teacher Assoc Ins Co	151,934	893,231	2,811,440	0	0	3,856,605	0.0059%
		67083	Manhattan Natl Life Ins Co	2,999,977	2,302	0	0	0	3,002,279	0.0046%
		71404	Continental Gen Ins Co	138,911	0	376,710	0	0	515,621	0.0008%
				12,628,440	312,877,631	3,201,124	620,483	0	329,327,678	0.5023%

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17	12	AMERICAN INTL GRP								
		60488	American Gen Life Ins Co	446,783,852	1,563,583,870	15,075,911	23,474,384	0	2,048,918,017	3.1248%
		70238	Variable Ann Life Ins Co	0	318,227,058	0	0	0	318,227,058	0.4853%
		70106	United States Life Ins Co in the Cit	13,905,417	433,435	21,006,251	100,278	0	35,445,381	0.0541%
				460,689,269	1,882,244,363	36,082,162	23,574,662	0	2,402,590,456	3.6642%
18	408	AMERICAN NATL FIN GRP								
		60739	American Natl Ins Co	68,395,615	76,808,538	666,355	12,693,508	0	158,564,016	0.2418%
		86355	Standard Life & Accident Ins Co	987,776	98,895	6,233,429	0	0	7,320,100	0.0112%
		63657	Garden State Life Ins Co	1,840,169	0	1,329	0	0	1,841,498	0.0028%
		71773	American Natl Life Ins Co Of TX	199,462	0	1,262,276	0	0	1,461,738	0.0022%
				71,423,022	76,907,433	8,163,389	12,693,508	0	169,187,352	0.2580%
19	4	Ameriprise Fin Grp								
		65005	RiverSource Life Ins Co	110,171,108	450,831,498	33,247,711	1,098,254	0	595,348,571	0.9080%
				110,171,108	450,831,498	33,247,711	1,098,254	0	595,348,571	0.9080%
20	943	Ameritas Mut Holding GRP								
		61301	Ameritas Life Ins Corp	71,537,845	108,125,041	56,472,680	9,969,968	0	246,105,534	0.3753%
				71,537,845	108,125,041	56,472,680	9,969,968	0	246,105,534	0.3753%
21	28	AMICA MUT GRP								
		72222	Amica Life Ins Co	4,618,125	110,860	0	0	0	4,728,985	0.0072%
				4,618,125	110,860	0	0	0	4,728,985	0.0072%
22	2538	AmTrust NGH Grp								
		82538	National Hlth Ins Co	76	0	81,614	0	0	81,690	0.0001%
				76	0	81,614	0	0	81,690	0.0001%

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23	671	Anthem Inc Grp								
		62825	Anthem Blue Cross Life & Hlth Ins Co	49,666,570	0	3,963,384,306	0	0	4,013,050,876	6.1203%
		61069	Anthem Life Ins Co	8,489,572	0	17,962,105	0	0	26,451,677	0.0403%
		80314	Unicare Life & Hlth Ins Co	6,138,109	0	4,231,167	0	0	10,369,276	0.0158%
				64,294,251	0	3,985,577,578	0	0	4,049,871,829	6.1765%
24	19	Assurant Inc Grp								
		69477	Time Ins Co	1,222,489	0	131,878,968	70,725	0	133,172,182	0.2031%
		67989	American Memorial Life Ins Co	106,808,432	2,266,588	445	0	0	109,075,465	0.1664%
		70408	Union Security Ins Co	25,247,554	1,467,727	81,306,684	0	0	108,021,965	0.1647%
		60275	American Bankers Life Assur Co Of FL	2,112,520	4,524	1,961,343	0	0	4,078,387	0.0062%
		65080	John Alden Life Ins Co	754,885	1,565	718,645	0	0	1,475,095	0.0022%
				136,145,880	3,740,404	215,866,085	70,725	0	355,823,094	0.5427%
25	71439	Assurity Life Ins Co								
		71439	Assurity Life Ins Co	15,395,102	600,519	5,054,638	938,202	0	21,988,461	0.0335%
				15,395,102	600,519	5,054,638	938,202	0	21,988,461	0.0335%
26	4734	Athene Grp								
		61689	Athene Ann & Life Co	125,276,457	288,104,228	208,669	2,662,931	0	416,252,285	0.6348%
		61492	Athene Annuity & Life Assur Co	5,570,662	13,324,356	2,331,392	207,394	0	21,433,804	0.0327%
		68039	Athene Ann & Life Assur Co of NY	947,369	66,612	0	0	0	1,013,981	0.0015%
				131,794,488	301,495,196	2,540,061	2,870,325	0	438,700,070	0.6691%
27	74900	Aurigen Reins Co of Amer								
		74900	Aurigen Reins Co of Amer	102	0	1,136	0	0	1,238	0.0000%
				102	0	1,136	0	0	1,238	0.0000%

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28	55	AUTOMOBILE CLUB MI GRP								
		71854	AAA Life Ins Co	173,550,703	66,392,806	13,301,905	81,340	0	253,326,754	0.3863%
		84522	Auto Club Life Ins Co	2,212,992	417,776	9,584	0	0	2,640,352	0.0040%
				175,763,695	66,810,582	13,311,489	81,340	0	255,967,106	0.3904%
29	968	AXA INS GRP								
		62944	AXA Equitable Life Ins Co	248,234,323	851,183,239	5,787,025	0	10,081,774	1,115,286,361	1.7009%
		78077	Mony Life Ins Co Of Amer	66,620,169	3,175,370	0	0	0	69,795,539	0.1064%
		84530	US Financial Life Ins Co	12,751,669	0	0	0	0	12,751,669	0.0194%
		62880	AXA Equitable Life & Ann Co	1,642,168	0	0	0	0	1,642,168	0.0025%
				329,248,329	854,358,609	5,787,025	0	10,081,774	1,199,475,737	1.8293%
30	61212	Baltimore Life Ins Co								
		61212	Baltimore Life Ins Co	1,974,561	1,200	7,271	247,814	0	2,230,846	0.0034%
				1,974,561	1,200	7,271	247,814	0	2,230,846	0.0034%
31	872	BANNER LIFE GRP								
		94250	Banner Life Ins Co	104,645,185	0	96	0	0	104,645,281	0.1596%
				104,645,185	0	96	0	0	104,645,281	0.1596%
32	572	BCBS OF MI GRP								
		77720	LifeSecure Ins Co	588,678	107,175	1,799,394	0	0	2,495,247	0.0038%
				588,678	107,175	1,799,394	0	0	2,495,247	0.0038%
33	23	BCS INS GRP								
		80985	4 Ever Life Ins Co	560,126	0	7,653,331	2,564	0	8,216,021	0.0125%
				560,126	0	7,653,331	2,564	0	8,216,021	0.0125%

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34	615	BENEFICIAL LIFE GRP								
		61395	Beneficial Life Ins Co	7,917,568	496,969	2,568	30	0	8,417,135	0.0128%
				7,917,568	496,969	2,568	30	0	8,417,135	0.0128%
35	31	BERKSHIRE HATHAWAY GRP								
		62345	Berkshire Hathaway Life Ins Co NE	0	23,028,980	0	207,995	0	23,236,975	0.0354%
		97764	Idealife Ins Co	232,323	2,117	10,810	0	0	245,250	0.0004%
		82880	CSI Life Ins Co	18,507	0	0	0	0	18,507	0.0000%
		76007	Old United Life Ins Co	535	0	0	0	0	535	0.0000%
				251,365	23,031,097	10,810	207,995	0	23,501,267	0.0358%
36	90638	Best Life & Hlth Ins Co								
		90638	Best Life & Hlth Ins Co	220,277	0	5,455,219	0	0	5,675,496	0.0087%
				220,277	0	5,455,219	0	0	5,675,496	0.0087%
37	2798	Blue Shield of CA Grp								
		61557	Blue Shield of CA Life & Hlth Ins Co	8,842,274	0	1,774,920,701	0	0	1,783,762,975	2.7204%
		71331	Careamerica Life Ins Co	1,388,384	0	109,118	0	0	1,497,502	0.0023%
				10,230,658	0	1,775,029,819	0	0	1,785,260,477	2.7227%
38	581	BOSTON MUT GRP								
		61476	Boston Mut Life Ins Co	2,769,928	0	1,624,433	0	0	4,394,361	0.0067%
				2,769,928	0	1,624,433	0	0	4,394,361	0.0067%
39	4771	Catamaran Grp								
		69647	Catamaran Ins of Ohio Inc	137,253	1,133	0	0	0	138,386	0.0002%
				137,253	1,133	0	0	0	138,386	0.0002%

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40	1295	CENTENE CORP GRP								
		80799	Celtic Ins Co	0	0	180,809	0	0	180,809	0.0003%
				0	0	180,809	0	0	180,809	0.0003%
41	690	CENTRAL STATES GRP								
		61751	Central States H & L Co Of Omaha	679,645	0	112,997	0	0	792,642	0.0012%
				679,645	0	112,997	0	0	792,642	0.0012%
42	344	CHURCH PENSION FUND GRP								
		61875	Church Life Ins Corp	1,465,780	832,626	0	189,055	0	2,487,461	0.0038%
				1,465,780	832,626	0	189,055	0	2,487,461	0.0038%
43	901	CIGNA HLTH GRP								
		67369	Cigna Hlth & Life Ins Co	48,714	0	899,428,627	82,556	0	899,559,897	1.3719%
		65498	Life Ins Co Of N Amer	204,599,018	0	256,165,279	0	0	460,764,297	0.7027%
		62308	Connecticut Gen Life Ins Co	37,517,833	145,433	171,277,821	240,121	0	209,181,208	0.3190%
		65722	Loyal Amer Life Ins Co	113,694	849	1,175,646	6,247	0	1,296,436	0.0020%
		88366	American Retirement Life Ins Co	0	0	59,511	0	0	59,511	0.0001%
		67903	Provident Amer Life & Hlth Ins Co	475	0	25,482	0	0	25,957	0.0000%
				242,279,734	146,282	1,328,132,366	328,924	0	1,570,887,306	2.3958%
44	244	CINCINNATI FIN GRP								
		76236	Cincinnati Life Ins Co	6,411,899	486,086	18,981	0	0	6,916,966	0.0105%
				6,411,899	486,086	18,981	0	0	6,916,966	0.0105%
45	41	CITIGROUP GRP								
		69914	Sears Life Ins Co	1,111,155	0	2,369,872	0	0	3,481,027	0.0053%
		60518	American Hlth & Life Ins Co	1,752,422	0	251,039	22,065	0	2,025,526	0.0031%
				2,863,577	0	2,620,911	22,065	0	5,506,553	0.0084%

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46	233	CNO Financial Grp								
		61263	Bankers Life & Cas Co	31,170,927	35,813,219	54,367,913	27,708	0	121,379,767	0.1851%
		62065	Colonial Penn Life Ins Co	17,905,927	0	24,221,794	0	0	42,127,721	0.0642%
		70319	Washington Natl Ins Co	4,769,466	1,947,020	15,413,442	0	0	22,129,928	0.0338%
				53,846,320	37,760,239	94,003,149	27,708	0	185,637,416	0.2831%
47	535	COLUMBIAN LIFE GRP								
		76023	Columbian Life Ins Co	4,131,415	0	0	0	0	4,131,415	0.0063%
		62103	Columbian Mut Life Ins Co	219,194	4,778	13,236	0	0	237,208	0.0004%
				4,350,609	4,778	13,236	0	0	4,368,623	0.0067%
48	81426	Commercial Travelers Mut Ins Co								
		81426	Commercial Travelers Mut Ins Co	0	0	31,153	0	0	31,153	0.0000%
				0	0	31,153	0	0	31,153	0.0000%
49	4729	Corvesta Grp								
		78301	Corvesta Life Ins Co	421	0	1,705	0	0	2,126	0.0000%
				421	0	1,705	0	0	2,126	0.0000%
50	306	CUNA MUT GRP								
		62626	CMFG Life Ins Co	26,476,355	62,877,220	28,459,113	636,970	0	118,449,658	0.1806%
		86126	Members Life Ins Co	151,773	0	0	0	0	151,773	0.0002%
				26,628,128	62,877,220	28,459,113	636,970	0	118,601,431	0.1809%
51	4794	Delaware Life Holding Grp								
		79065	Delaware Life Ins Co	869,876	25,759,922	0	0	0	26,629,798	0.0406%
				869,876	25,759,922	0	0	0	26,629,798	0.0406%

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52	801	DIRECTORS INVESTMENT GRP								
		99775	Funeral Directors Life Ins Co	1,937,440	1,307,048	0	0	0	3,244,488	0.0049%
				1,937,440	1,307,048	0	0	0	3,244,488	0.0049%
53	831	DOCTORS CO GRP								
		92444	Doctors Life Ins Co	70,829	6,500	0	0	0	77,329	0.0001%
				70,829	6,500	0	0	0	77,329	0.0001%
54	4826	ECG Grp								
		71390	Puritan Life Ins Co of Amer	108,167	412,675	86,954	0	0	607,796	0.0009%
				108,167	412,675	86,954	0	0	607,796	0.0009%
55	84174	ELCO Mut Life & Ann								
		84174	ELCO Mut Life & Ann	10,285	5,540,003	0	22,688,493	0	28,238,781	0.0431%
				10,285	5,540,003	0	22,688,493	0	28,238,781	0.0431%
56	62928	EMC Natl Life Co								
		62928	EMC Natl Life Co	933,535	738,130	1,142	16,722	0	1,689,529	0.0026%
				933,535	738,130	1,142	16,722	0	1,689,529	0.0026%
57	4725	Enstar Grp								
		93777	Pavonia Life Ins Co of MI	4,801,975	0	550,166	0	0	5,352,141	0.0082%
				4,801,975	0	550,166	0	0	5,352,141	0.0082%
58	63223	Federal Life Ins Co								
		63223	Federal Life Ins Co	2,041,756	29,950	21,050	8,519	0	2,101,275	0.0032%
				2,041,756	29,950	21,050	8,519	0	2,101,275	0.0032%

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59	7	FEDERATED MUT GRP								
		63258	Federated Life Ins Co	8,251,591	123,853	1,760,646	0	0	10,136,090	0.0155%
				8,251,591	123,853	1,760,646	0	0	10,136,090	0.0155%
60	981	FIDELITY INVESTMENT INS & ANN GRP								
		93696	Fidelity Investments Life Ins Co	2,186,761	303,737,058	0	0	0	305,923,819	0.4666%
				2,186,761	303,737,058	0	0	0	305,923,819	0.4666%
61	63290	Fidelity Life Assn A Legal Reserve L								
		63290	Fidelity Life Assn A Legal Reserve L	13,390,822	0	31,465	0	0	13,422,287	0.0205%
				13,390,822	0	31,465	0	0	13,422,287	0.0205%
62	451	FIDELITY SECURITY GRP								
		71870	Fidelity Security Life Ins Co	1,092,994	236,683	50,928,930	41,200	0	52,299,807	0.0798%
				1,092,994	236,683	50,928,930	41,200	0	52,299,807	0.0798%
63	449	FINANCIAL HOLDINGS GRP								
		61999	Americo Fin Life & Ann Ins Co	13,121,101	27,017,835	5,070	687,517	0	40,831,523	0.0623%
		90212	Great Southern Life Ins Co	4,373,305	697,083	159,114	67,876	0	5,297,378	0.0081%
		67180	Ohio State Life Ins Co	2,867,915	847	124	3,581	0	2,872,467	0.0044%
		63487	Investors Life Ins Co N Amer	1,533,678	1,050	0	0	0	1,534,728	0.0023%
		66540	National Farmers Union Life Ins Co	808,008	0	0	0	0	808,008	0.0012%
		87645	United Fidelity Life Ins Co	532,122	14,147	0	3,868	0	550,137	0.0008%
				23,236,129	27,730,962	164,308	762,842	0	51,894,241	0.0791%
64	63495	First Investors Life Ins Co								
		63495	First Investors Life Ins Co	5,277,428	12,128,034	127	0	0	17,405,589	0.0265%
				5,277,428	12,128,034	127	0	0	17,405,589	0.0265%

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65	4716	Fortress Grp								
		65951	Merit Life Ins Co	2,323,927	0	4,482,730	0	0	6,806,657	0.0104%
				2,323,927	0	4,482,730	0	0	6,806,657	0.0104%
66	350	General Electric Grp								
		62596	Union Fidelity Life Ins Co	1,588,089	158	3,075,227	0	0	4,663,474	0.0071%
				1,588,089	158	3,075,227	0	0	4,663,474	0.0071%
67	450	GENEVE HOLDINGS INC GRP								
		69078	Standard Security Life Ins Co Of NY	21,435	0	9,571,041	0	0	9,592,476	0.0146%
		65781	Madison Natl Life Ins Co Inc	902,626	1,021,466	2,811,614	0	0	4,735,706	0.0072%
				924,061	1,021,466	12,382,655	0	0	14,328,182	0.0219%
68	4011	Genworth Fin Grp								
		70025	Genworth Life Ins Co	66,601,872	40,359,521	284,420,729	171,635	0	391,553,757	0.5972%
		65536	Genworth Life & Ann Ins Co	170,013,801	115,661,678	3,085,840	938,439	0	289,699,758	0.4418%
				236,615,673	156,021,199	287,506,569	1,110,074	0	681,253,515	1.0390%
69	3891	Goldman Sachs Grp								
		91642	Forethought Life Ins Co	42,227,143	272,138,419	138,111	0	0	314,503,673	0.4797%
		62200	Accordia Life & Ann Co	50,882,140	0	0	0	0	50,882,140	0.0776%
		84824	Commonwealth Ann & Life Ins Co	3,866,145	25,356,324	7,794	465,433	0	29,695,696	0.0453%
		69140	First Allmerica Fin Life Ins Co	687,999	13,025	1,223	0	0	702,247	0.0011%
				97,663,427	297,507,768	147,128	465,433	0	395,783,756	0.6036%
70	4712	GPM Life Grp								
		63967	Government Personnel Mut Life Ins Co	4,243,954	16,831	23,415	0	0	4,284,200	0.0065%
		67059	North Coast Life Ins Co	1,744,959	800,116	0	0	0	2,545,075	0.0039%
				5,988,913	816,947	23,415	0	0	6,829,275	0.0104%

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71	769	GREAT WEST GRP								
		68322	Great W Life & Ann Ins Co	57,523,836	587,047,392	5,818,057	871,512	0	651,260,797	0.9932%
		80659	US Business of Canada Life Assur Co	7,552,127	19,804	442,374	0	0	8,014,305	0.0122%
		80705	US Br Great West Life Assur Co	1,296,539	0	2,426,254	0	0	3,722,793	0.0057%
		76694	London Life Reins Co	0	0	1,119	0	0	1,119	0.0000%
				66,372,502	587,067,196	8,687,804	871,512	0	662,999,014	1.0111%
72	1280	GREAT WESTERN CO GRP								
		71480	Great Western Ins Co	24,350,932	703,419	0	0	0	25,054,351	0.0382%
				24,350,932	703,419	0	0	0	25,054,351	0.0382%
73	687	GUARANTEE TRUST GRP								
		64211	Guarantee Trust Life Ins Co	3,155,735	9,622	3,508,761	1,458	0	6,675,576	0.0102%
				3,155,735	9,622	3,508,761	1,458	0	6,675,576	0.0102%
74	64238	Guaranty Income Life Ins Co								
		64238	Guaranty Income Life Ins Co	6,370	1,714,831	183,814	17,817	0	1,922,832	0.0029%
				6,370	1,714,831	183,814	17,817	0	1,922,832	0.0029%
75	429	GUARDIAN LIFE GRP								
		64246	Guardian Life Ins Co Of Amer	197,462,849	1,468,965	370,424,423	5,000	0	569,361,237	0.8683%
		78778	Guardian Ins & Ann Co Inc	7,412,319	122,610,234	0	755,228	1,392,606	132,170,387	0.2016%
		71714	Berkshire Life Ins Co of Amer	690,302	0	33,077,271	0	0	33,767,573	0.0515%
		60003	Park Avenue Life Ins Co	370,303	0	0	0	0	370,303	0.0006%
		74004	Family Serv Life Ins Co	1,608	0	0	0	0	1,608	0.0000%
				205,937,381	124,079,199	403,501,694	760,228	1,392,606	735,671,108	1.1220%

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76	4731	Harbinger Grp								
		63274	Fidelity & Guar Life Ins Co	97,964,662	310,146,110	0	0	0	408,110,772	0.6224%
				97,964,662	310,146,110	0	0	0	408,110,772	0.6224%
77	1117	Harris Ins Holdings Grp								
		65870	Manhattan Life Ins Co	1,778,792	5,023,900	-955	0	0	6,801,737	0.0104%
		63053	Family Life Ins Co	2,412,904	975	2,739,480	0	0	5,153,359	0.0079%
		61883	Central United Life Ins Co	54,217	0	2,032,363	0	0	2,086,580	0.0032%
				4,245,913	5,024,875	4,770,888	0	0	14,041,676	0.0214%
78	91	HARTFORD FIRE & CAS GRP								
		88072	Hartford Life Ins Co	12,279,938	46,558,635	6,259,212	319,290,669	182,772,012	567,160,466	0.8650%
		70815	Hartford Life & Accident Ins Co	80,873,616	309	127,201,103	0	0	208,075,028	0.3173%
		71153	Hartford Life & Ann Ins Co	134,162,231	45,761,008	11,218	0	15,683,457	195,617,914	0.2983%
		81213	American Maturity Life Ins Co	0	30,648	0	0	1,653	32,301	0.0000%
				227,315,785	92,350,600	133,471,533	319,290,669	198,457,122	970,885,709	1.4807%
79	984	HCC INS HOLDINGS GRP								
		92711	HCC Life Ins Co	951,084	155,636	79,748,435	0	0	80,855,155	0.1233%
				951,084	155,636	79,748,435	0	0	80,855,155	0.1233%
80	917	HCSC GRP								
		84786	Colorado Bankers Life Ins Co	9,462,221	5,865,327	1,489,131	490,786	0	17,307,465	0.0264%
		71129	Dearborn Natl Life Ins Co	2,062,333	15,000	3,145,481	174,975	0	5,397,789	0.0082%
				11,524,554	5,880,327	4,634,612	665,761	0	22,705,254	0.0346%
81	623	Health Net Inc Grp								
		66141	Health Net Life Ins Co	1,671,039	0	891,852,513	0	0	893,523,552	1.3627%
				1,671,039	0	891,852,513	0	0	893,523,552	1.3627%

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82	264	HealthMarkets Grp								
		66087	Mid West Natl Life Ins Co Of TN	1,299,281	36,934	31,554,868	0	0	32,891,083	0.0502%
		61832	Chesapeake Life Ins Co	5,176,285	134,654	9,901,853	0	0	15,212,792	0.0232%
		92908	HealthMarkets Ins Co	0	0	825,779	0	0	825,779	0.0013%
				6,475,566	171,588	42,282,500	0	0	48,929,654	0.0746%
83	3436	Heritage Guar Grp								
		68543	Liberty Bankers Life Ins Co	492,063	11,872,787	0	1,238,353	0	13,603,203	0.0207%
		61581	Capitol Life Ins Co	1,022	0	0	0	0	1,022	0.0000%
				493,085	11,872,787	0	1,238,353	0	13,604,225	0.0207%
84	812	HIGHMARK GRP								
		93440	HM Life Ins Co	41,205	0	56,515,029	0	0	56,556,234	0.0863%
				41,205	0	56,515,029	0	0	56,556,234	0.0863%
85	64505	Homesteaders Life Co								
		64505	Homesteaders Life Co	30,318,749	582,753	0	0	0	30,901,502	0.0471%
				30,318,749	582,753	0	0	0	30,901,502	0.0471%
86	300	HORACE MANN GRP								
		64513	Horace Mann Life Ins Co	4,439,658	23,649,692	15,867	0	0	28,105,217	0.0429%
				4,439,658	23,649,692	15,867	0	0	28,105,217	0.0429%
87	119	HUMANA GRP								
		65110	Kanawha Ins Co	2,730,369	0	8,644,250	0	0	11,374,619	0.0173%
				2,730,369	0	8,644,250	0	0	11,374,619	0.0173%

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88	64580	Illinois Mut Life Ins Co								
		64580	Illinois Mut Life Ins Co	826,739	5,000	155,639	0	0	987,378	0.0015%
				826,739	5,000	155,639	0	0	987,378	0.0015%
89	542	INDIANA FARM BUREAU Grp								
		69892	United Farm Family Life Ins Co	2,441,996	5,525	0	0	0	2,447,521	0.0037%
		69922	United Home Life Ins Co	1,722,123	300	23,004	0	0	1,745,427	0.0027%
				4,164,119	5,825	23,004	0	0	4,192,948	0.0064%
90	315	INDUSTRIAL ALLIANCE GRP								
		14406	Industrial Alliance Ins & Fin Serv I	5,550,800	7,945,739	0	0	0	13,496,539	0.0206%
		68594	American Amicable Life Ins Co Of TX	5,406,756	483,541	0	0	0	5,890,297	0.0090%
		91693	IA Amer Life Ins Co	3,255,145	227,278	15,176	0	0	3,497,599	0.0053%
		67148	Occidental Life Ins Co Of NC	2,651,801	690,176	0	0	0	3,341,977	0.0051%
		67946	Pioneer Security Life Ins Co	198,914	540	0	0	0	199,454	0.0003%
		67873	Pioneer Amer Ins Co	170,238	2,421	0	0	0	172,659	0.0003%
				17,233,654	9,349,695	15,176	0	0	26,598,525	0.0406%
91	918	JACKSON NATL GRP								
		65056	Jackson Natl Life Ins Co	115,910,032	2,421,890,169	7,274,625	2,380,211	0	2,547,455,037	3.8851%
				115,910,032	2,421,890,169	7,274,625	2,380,211	0	2,547,455,037	3.8851%
92	4836	Jefferson National Grp								
		64017	Jefferson Natl Life Ins Co	1,460,217	109,038,115	46,152	585,503	0	111,129,987	0.1695%
				1,460,217	109,038,115	46,152	585,503	0	111,129,987	0.1695%

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93	904	JOHN HANCOCK GRP								
		65838	John Hancock Life Ins Co USA	552,263,652	17,042,151	114,826,714	0	1,809,666,993	2,493,799,510	3.8033%
		93610	John Hancock Life & Hlth Ins Co	179,133	0	1,879,725	0	0	2,058,858	0.0031%
				552,442,785	17,042,151	116,706,439	0	1,809,666,993	2,495,858,368	3.8064%
94	588	KANSAS CITY LIFE INS GRP								
		65129	Kansas City Life Ins Co	11,164,730	3,311,292	314,434	160,855	0	14,951,311	0.0228%
		69272	Sunset Life Ins Co Of Amer	4,835,886	986,911	20	449	0	5,823,266	0.0089%
		67199	Old Amer Ins Co	4,486,130	0	81,025	0	0	4,567,155	0.0070%
				20,486,746	4,298,203	395,479	161,304	0	25,341,732	0.0386%
95	215	Kemper Corp Grp								
		69930	United Ins Co Of Amer	17,846,618	0	553,690	0	0	18,400,308	0.0281%
		68357	Reliable Life Ins Co	28,879	0	419	0	0	29,298	0.0000%
				17,875,497	0	554,109	0	0	18,429,606	0.0281%
96	111	LIBERTY MUT GRP								
		65315	Liberty Life Assur Co Of Boston	77,750,214	4,011,618	127,646,532	0	0	209,408,364	0.3194%
				77,750,214	4,011,618	127,646,532	0	0	209,408,364	0.3194%
97	1186	Lifetime HlthCare Grp								
		69515	Medamerica Ins Co	0	0	5,915,947	0	0	5,915,947	0.0090%
				0	0	5,915,947	0	0	5,915,947	0.0090%
98	65927	Lincoln Heritage Life Ins Co								
		65927	Lincoln Heritage Life Ins Co	67,583,741	8,204	539,282	0	0	68,131,227	0.1039%
				67,583,741	8,204	539,282	0	0	68,131,227	0.1039%

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99	20	LINCOLN NATL GRP								
		65676	Lincoln Natl Life Ins Co	661,146,809	1,420,184,217	124,878,736	0	0	2,206,209,762	3.3647%
		67652	First Penn Pacific Life Ins Co	21,560,511	-106,021	7,990	0	0	21,462,480	0.0327%
		62057	Lincoln Life & Ann Co of NY	1,590,577	746,817	749,957	0	0	3,087,351	0.0047%
				684,297,897	1,420,825,013	125,636,683	0	0	2,230,759,593	3.4021%
100	68446	Longevity Ins Co								
		68446	Longevity Ins Co	18,752	200	12,779	0	0	31,731	0.0000%
				18,752	200	12,779	0	0	31,731	0.0000%
101	411	MAPFRE INS GRP								
		85561	MAPFRE Life Ins Co	1,214	0	6,273	0	0	7,487	0.0000%
				1,214	0	6,273	0	0	7,487	0.0000%
102	435	MASS MUT LIFE INS GRP								
		65935	Massachusetts Mut Life Ins Co	527,085,554	294,110,189	57,725,757	480	623,353,038	1,502,275,018	2.2911%
		93432	CM Life Ins Co	28,093,174	17,921,795	0	0	0	46,014,969	0.0702%
		70416	MML Bay State Life Ins Co	5,006,456	0	0	0	0	5,006,456	0.0076%
				560,185,184	312,031,984	57,725,757	480	623,353,038	1,553,296,443	2.3689%
103	241	METROPOLITAN GRP								
		65978	Metropolitan Life Ins Co	674,722,675	226,387,728	692,235,607	36,855,376	62,321,100	1,692,522,486	2.5813%
		87726	Metlife Ins Co USA	268,855,847	515,789,262	15,850,815	1,386,395	0	801,882,319	1.2230%
		63665	General Amer Life Ins Co	36,267,271	893,616	1,756,763	0	0	38,917,650	0.0594%
		91626	New England Life Ins Co	16,482,297	1,862,092	49,336	0	0	18,393,725	0.0281%
		97136	Metropolitan Tower Life Ins Co	6,237,660	11,152	0	0	0	6,248,812	0.0095%
		62634	Delaware Amer Life Ins Co	182,293	0	137,098	0	0	319,391	0.0005%
				1,002,748,043	744,943,850	710,029,619	38,241,771	62,321,100	2,558,284,383	3.9017%

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104	869	MINNESOTA MUT GRP								
		66168	Minnesota Life Ins Co	356,679,832	69,004,340	25,715,242	18,386,740	118,427,697	588,213,851	0.8971%
		93742	Securian Life Ins Co	3,528,424	0	1,518,470	2,620	0	5,049,514	0.0077%
		65811	American Modern Life Ins Co	199,203	0	129,512	0	0	328,715	0.0005%
				360,407,459	69,004,340	27,363,224	18,389,360	118,427,697	593,592,080	0.9053%
105	66427	MTL Ins Co								
		66427	MTL Ins Co	23,857,525	99,669	30,987	11,014	0	23,999,195	0.0366%
				23,857,525	99,669	30,987	11,014	0	23,999,195	0.0366%
106	88668	Mutual Of Amer Life Ins Co								
		88668	Mutual Of Amer Life Ins Co	356,720	364,070	104,811	16,299	156,086,545	156,928,445	0.2393%
				356,720	364,070	104,811	16,299	156,086,545	156,928,445	0.2393%
107	261	MUTUAL OF OMAHA GRP								
		69868	United Of Omaha Life Ins Co	139,687,080	69,733,660	54,384,585	84,267,735	137,943	348,211,003	0.5311%
		71412	Mutual Of Omaha Ins Co	0	0	29,270,462	0	0	29,270,462	0.0446%
		72850	United World Life Ins Co	121,267	0	23,504,389	0	0	23,625,656	0.0360%
				139,808,347	69,733,660	107,159,436	84,267,735	137,943	401,107,121	0.6117%
108	1211	NATIONAL GUARDIAN LIFE INS GRP								
		66583	National Guardian Life Ins Co	48,419,007	3,371,012	12,551,912	0	0	64,341,931	0.0981%
		97241	Settlers Life Ins Co	37,161	0	3,054	0	0	40,215	0.0001%
				48,456,168	3,371,012	12,554,966	0	0	64,382,146	0.0982%
109	634	National Life GRP								
		65528	Life Ins Co Of The Southwest	179,622,095	277,922,025	898	1,400,445	0	458,945,463	0.6999%
		66680	National Life Ins Co	26,501,071	352,901	2,580,667	0	0	29,434,639	0.0449%
				206,123,166	278,274,926	2,581,565	1,400,445	0	488,380,102	0.7448%

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110	4796	National Teachers Assoc Life Group								
		87963	National Teachers Assoc Life Ins Co	169,146	0	30,947,275	0	0	31,116,421	0.0475%
				169,146	0	30,947,275	0	0	31,116,421	0.0475%
111	66850	National Western Life Ins Co								
		66850	National Western Life Ins Co	17,244,709	132,248,593	0	1,079,922	0	150,573,224	0.2296%
				17,244,709	132,248,593	0	1,079,922	0	150,573,224	0.2296%
112	140	NATIONWIDE CORP GRP								
		66869	Nationwide Life Ins Co	111,868,954	56,147,158	45,267,064	0	1,003,152,479	1,216,435,655	1.8552%
		92657	Nationwide Life & Ann Ins Co	131,128,669	-130,041	0	0	28,842,355	159,840,983	0.2438%
				242,997,623	56,017,117	45,267,064	0	1,031,994,834	1,376,276,638	2.0990%
113	4483	Nestle SA Grp								
		70939	Gerber Life Ins Co	26,488,103	0	31,721,077	0	0	58,209,180	0.0888%
				26,488,103	0	31,721,077	0	0	58,209,180	0.0888%
114	520	NEW ERA LIFE GRP								
		67784	Philadelphia Amer Life Ins Co	0	0	1,239,430	0	0	1,239,430	0.0019%
		69698	New Era Life Ins Co Of Midwest	14,301	1,489	0	15,092	0	30,882	0.0000%
		78743	New Era Life Ins Co	2,443	64	66	640	0	3,213	0.0000%
				16,744	1,553	1,239,496	15,732	0	1,273,525	0.0019%
115	826	NEW YORK LIFE GRP								
		91596	New York Life Ins & Ann Corp	273,227,343	1,117,116,282	0	11,573,878	0	1,401,917,503	2.1381%
		66915	New York Life Ins Co	886,824,794	18,402,622	56,171,129	0	197,779,151	1,159,177,696	1.7679%
		81353	NYLife Ins Co Of AZ	9,968,790	0	0	0	0	9,968,790	0.0152%
				1,170,020,927	1,135,518,904	56,171,129	11,573,878	197,779,151	2,571,063,989	3.9211%

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116	81264	Nippon Life Ins Co Of Amer								
		81264	Nippon Life Ins Co Of Amer	941,928	0	59,156,713	0	0	60,098,641	0.0917%
				941,928	0	59,156,713	0	0	60,098,641	0.0917%
117	67032	North Carolina Mut Life Ins Co								
		67032	North Carolina Mut Life Ins Co	19,037	0	2,474,788	0	0	2,493,825	0.0038%
				19,037	0	2,474,788	0	0	2,493,825	0.0038%
118	860	NORTHWESTERN MUT GRP								
		67091	Northwestern Mut Life Ins Co	733,483,818	112,767,351	82,604,427	896,501	52,729	929,804,826	1.4180%
		69000	Northwestern Long Term Care Ins Co	0	0	29,236,071	0	0	29,236,071	0.0446%
				733,483,818	112,767,351	111,840,498	896,501	52,729	959,040,897	1.4626%
119	704	OHIO NATL LIFE GRP								
		67172	Ohio Natl Life Ins Co	19,996,004	166,487,605	935,163	287,104	17,332,143	205,038,019	0.3127%
		89206	Ohio Natl Life Assur Corp	57,502,981	0	1,464,107	0	0	58,967,088	0.0899%
				77,498,985	166,487,605	2,399,270	287,104	17,332,143	264,005,107	0.4026%
120	150	OLD REPUBLIC GRP								
		67261	Old Republic Life Ins Co	2,751,621	0	2,597	0	0	2,754,218	0.0042%
				2,751,621	0	2,597	0	0	2,754,218	0.0042%
121	619	OneAmerica Fin Partners Grp								
		60895	American United Life Ins Co	20,941,108	356,888,840	199,093	427,044	0	378,456,085	0.5772%
		69116	State Life Ins Co	43,671,938	39,733,252	5,130,991	225,531	0	88,761,712	0.1354%
		67911	Pioneer Mut Life Ins Co	7,693,114	41,674	0	0	0	7,734,788	0.0118%
				72,306,160	396,663,766	5,330,084	652,575	0	474,952,585	0.7244%

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122	67393	Ozark Natl Life Ins Co								
		67393	Ozark Natl Life Ins Co	173,352	333	902	0	0	174,587	0.0003%
				173,352	333	902	0	0	174,587	0.0003%
123	64343	Pacific Guardian Life Ins Co Ltd								
		64343	Pacific Guardian Life Ins Co Ltd	11,208,130	140	2,100	1,043,924	0	12,254,294	0.0187%
				11,208,130	140	2,100	1,043,924	0	12,254,294	0.0187%
124	709	PACIFIC LIFE GRP								
		67466	Pacific Life Ins Co	460,574,075	826,054,707	0	8,831,422	0	1,295,460,204	1.9757%
		97268	Pacific Life & Ann Co	161,544	91,436	0	0	0	252,980	0.0004%
				460,735,619	826,146,143	0	8,831,422	0	1,295,713,184	1.9761%
125	525	PAN AMER LIFE GRP								
		67539	Pan Amer Life Ins Co	703,146	14,480	37,648,825	0	0	38,366,451	0.0585%
		93459	Pan Amer Assur Co	3,221,521	0	0	0	0	3,221,521	0.0049%
				3,924,667	14,480	37,648,825	0	0	41,587,972	0.0634%
126	850	PENN MUT GRP								
		67644	Penn Mut Life Ins Co	70,902,073	7,886,696	1,005,142	474,202	23,722,511	103,990,624	0.1586%
		93262	Penn Ins & Ann Co	26,867,505	0	0	0	18,854	26,886,359	0.0410%
				97,769,578	7,886,696	1,005,142	474,202	23,741,365	130,876,983	0.1996%
127	775	PHARMACISTS MUT GRP								
		90247	Pharmacists Life Ins Co	21,808	2,400	0	150	0	24,358	0.0000%
				21,808	2,400	0	150	0	24,358	0.0000%

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128	403	PHOENIX COS GRP								
		93548	PHL Variable Ins Co	50,921,544	62,691,894	0	1,302,745	0	114,916,183	0.1753%
		67814	Phoenix Life Ins Co	21,146,045	59,473	239,240	30,300,732	0	51,745,490	0.0789%
				72,067,589	62,751,367	239,240	31,603,477	0	166,661,673	0.2542%
129	367	PHYSICIANS MUT GRP								
		72125	Physicians Life Ins Co	13,565,436	686,224	634,686	14,078	0	14,900,424	0.0227%
		80578	Physicians Mut Ins Co	0	0	14,445,726	0	0	14,445,726	0.0220%
				13,565,436	686,224	15,080,412	14,078	0	29,346,150	0.0448%
130	962	PREMERA BLUE CROSS GRP								
		94188	Lifewise Assur Co	0	0	908,625	0	0	908,625	0.0014%
				0	0	908,625	0	0	908,625	0.0014%
131	4750	Primerica Grp								
		65919	Primerica Life Ins Co	317,877,863	92,797	45,783	758,537	0	318,774,980	0.4862%
		61409	National Benefit Life Ins Co	1,879,180	0	81,129	110	0	1,960,419	0.0030%
				319,757,043	92,797	126,912	758,647	0	320,735,399	0.4892%
132	332	PRINCIPAL FIN GRP								
		61271	Principal Life Ins Co	141,902,561	229,154,511	198,000,235	884,545,953	79,396	1,453,682,656	2.2170%
		71161	Principal Natl Life Ins Co	59,231,864	0	0	0	0	59,231,864	0.0903%
				201,134,425	229,154,511	198,000,235	884,545,953	79,396	1,512,914,520	2.3074%

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133	458	PROTECTIVE LIFE INS GRP								
		68136	Protective Life Ins Co	159,512,469	127,549,780	470,973	3,425,769	0	290,958,991	0.4437%
		70335	West Coast Life Ins Co	102,700,449	58,743	3,770	0	0	102,762,962	0.1567%
		66370	Mony Life Ins Co	12,813,753	2,874	3,974,962	0	0	16,791,589	0.0256%
		88536	Protective Life & Annuity Ins Co	104,414	0	0	0	0	104,414	0.0002%
				275,131,085	127,611,397	4,449,705	3,425,769	0	410,617,956	0.6262%
134	304	PRUDENTIAL OF AMER GRP								
		68241	Prudential Ins Co Of Amer	381,042,862	374,112,631	118,477,989	33,026,884	1,715,093,025	2,621,753,391	3.9984%
		79227	Pruco Life Ins Co	283,999,347	743,362,751	0	2,215,580	0	1,029,577,678	1.5702%
		93629	Prudential Retirement Ins & Ann Co	0	-9,758	0	213,563,165	866,346	214,419,753	0.3270%
		86630	Prudential Ann Life Assur Corp	190,592	14,916,537	0	2,886,919	0	17,994,048	0.0274%
				665,232,801	1,132,382,161	118,477,989	251,692,548	1,715,959,371	3,883,744,870	5.9231%
135	4722	Puritan Financial Co Grp								
		89184	Sterling Investors Life Ins Co	331,300	1,775	76,928	0	0	410,003	0.0006%
				331,300	1,775	76,928	0	0	410,003	0.0006%
136	440	REGAL REINS GRP								
		66265	Monarch Life Ins Co	138,279	0	1,517,766	0	0	1,656,045	0.0025%
				138,279	0	1,517,766	0	0	1,656,045	0.0025%
137	4815	Resolution Life Grp								
		65595	Lincoln Benefit Life Co	214,362,260	4,255,239	11,420,772	0	0	230,038,271	0.3508%
				214,362,260	4,255,239	11,420,772	0	0	230,038,271	0.3508%

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138	4639	RGA Inc Grp								
		93572	RGA Reins Co	0	0	3,850,993	0	0	3,850,993	0.0059%
		61182	Aurora Natl Life Assur Co	3,641,575	0	0	-238,654	0	3,402,921	0.0052%
				3,641,575	0	3,850,993	-238,654	0	7,253,914	0.0111%
139	60445	Sagicor Life Ins Co								
		60445	Sagicor Life Ins Co	2,774,191	15,589,445	8,890	892,373	0	19,264,899	0.0294%
				2,774,191	15,589,445	8,890	892,373	0	19,264,899	0.0294%
140	431	Sammons Enterprises Grp								
		66044	Midland Natl Life Ins Co	100,265,348	368,214,450	3,262	1,626,454	0	470,109,514	0.7170%
		68675	Security Benefit Life Ins Co	1,472,207	418,488,966	0	0	0	419,961,173	0.6405%
		66974	North Amer Co Life & Hlth Ins	93,585,232	262,733,839	554	2,539,336	0	358,858,961	0.5473%
		62510	Equitrust Life Ins Co	20,931,477	184,734,301	0	2,882,883	0	208,548,661	0.3181%
		83607	Guggenheim Life & Ann Co	526	46,620,273	1,656	2,921,192	0	49,543,647	0.0756%
				216,254,790	1,280,791,829	5,472	9,969,865	0	1,507,021,956	2.2984%
141	4553	Savings Bank Life Grp								
		70435	The Savings Bank Life Ins Co Of MA	14,220,354	300,000	0	0	0	14,520,354	0.0221%
				14,220,354	300,000	0	0	0	14,520,354	0.0221%
142	1347	SBLI USA GRP								
		60183	S USA Life Ins Co Inc	112,758	0	5,227	0	0	117,985	0.0002%
				112,758	0	5,227	0	0	117,985	0.0002%
143	492	Security Amer Financial Enterprises Grp								
		68721	Security Life Ins Co Of Amer	685,668	2,365	14,339,113	0	0	15,027,146	0.0229%
				685,668	2,365	14,339,113	0	0	15,027,146	0.0229%

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144	68772	Security Mut Life Ins Co Of NY								
		68772	Security Mut Life Ins Co Of NY	2,513,108	101,150	34,744	0	0	2,649,002	0.0040%
				2,513,108	101,150	34,744	0	0	2,649,002	0.0040%
145	454	SECURITY NATL GRP								
		69485	Security Natl Life Ins Co	2,094,033	201,806	3,725	11,425	0	2,310,989	0.0035%
				2,094,033	201,806	3,725	11,425	0	2,310,989	0.0035%
146	76325	Senior Hlth Ins Co of PA								
		76325	Senior Hlth Ins Co of PA	0	0	10,761,787	0	0	10,761,787	0.0164%
				0	0	10,761,787	0	0	10,761,787	0.0164%
147	78662	Senior Life Ins Co								
		78662	Senior Life Ins Co	1,395,481	0	0	0	0	1,395,481	0.0021%
				1,395,481	0	0	0	0	1,395,481	0.0021%
148	68802	Sentinel Security Life Ins Co								
		68802	Sentinel Security Life Ins Co	2,655,509	8,238,825	426,186	18,749,764	0	30,070,284	0.0459%
				2,655,509	8,238,825	426,186	18,749,764	0	30,070,284	0.0459%
149	169	SENTRY INS GRP								
		68810	Sentry Life Ins Co	2,531,449	53,549,500	458,083	0	0	56,539,032	0.0862%
				2,531,449	53,549,500	458,083	0	0	56,539,032	0.0862%
150	1348	STANCORP FIN GRP								
		69019	Standard Ins Co	91,574,743	45,109,126	207,406,963	2,503,281	165,561,343	512,155,456	0.7811%
				91,574,743	45,109,126	207,406,963	2,503,281	165,561,343	512,155,456	0.7811%

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151	68985	Starmount Life Ins Co								
		68985	Starmount Life Ins Co	135,507	0	626,946	0	0	762,453	0.0012%
				135,507	0	626,946	0	0	762,453	0.0012%
152	176	STATE FARM GRP								
		69108	State Farm Life Ins Co	425,318,564	29,766,387	0	712,699	0	455,797,650	0.6951%
				425,318,564	29,766,387	0	712,699	0	455,797,650	0.6951%
153	549	SUN LIFE ASSUR CO OF CN GRP								
		80802	US Br Sun Life Assur Co of Canada	106,668,361	0	142,332,016	0	0	249,000,377	0.3798%
		80926	Sun Life & Hlth Ins Co	7,315,334	0	1,791,294	0	0	9,106,628	0.0139%
		68047	Professional Ins Co	45,051	0	2,282,011	0	0	2,327,062	0.0035%
				114,028,746	0	146,405,321	0	0	260,434,067	0.3972%
154	69310	Surety Life Ins Co								
		69310	Surety Life Ins Co	13,632,281	89,705	17,152	0	0	13,739,138	0.0210%
				13,632,281	89,705	17,152	0	0	13,739,138	0.0210%
155	84549	Symphonix Hlth Ins Inc								
		84549	Symphonix Hlth Ins Inc	0	0	18,761,456	0	0	18,761,456	0.0286%
				0	0	18,761,456	0	0	18,761,456	0.0286%
156	2938	Thrivent Financial For Lutherans Grp								
		97721	Thrivent Life Ins Co	1,922,931	18,313,515	0	0	0	20,236,446	0.0309%
				1,922,931	18,313,515	0	0	0	20,236,446	0.0309%

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157	1216	TIAA FAMILY GRP								
		69345	Teachers Ins & Ann Assoc Of Amer	22,814,544	659,563,494	726,334	28,834,567	0	711,938,939	1.0858%
		60142	TIAA Cref Life Ins Co	32,183,097	17,944,971	204,216	213,068,073	0	263,400,357	0.4017%
				54,997,641	677,508,465	930,550	241,902,640	0	975,339,296	1.4875%
158	4718	Tiptree Fin Grp								
		60232	Philadelphia Financial Life Assur Co	4,264,170	18,166,523	0	0	0	22,430,693	0.0342%
				4,264,170	18,166,523	0	0	0	22,430,693	0.0342%
159	3098	Tokio Marine Holdings Inc GRP								
		68381	Reliance Standard Life Ins Co	45,132,961	75,833,370	73,601,979	0	0	194,568,310	0.2967%
				45,132,961	75,833,370	73,601,979	0	0	194,568,310	0.2967%
160	290	Torchmark Corp Grp								
		60577	American Income Life Ins Co	81,653,914	0	5,440,962	0	0	87,094,876	0.1328%
		92916	United Amer Ins Co	887,107	386,853	56,941,387	0	0	58,215,347	0.0888%
		91472	Globe Life & Accident Ins Co	42,355,676	329	2,273,724	0	0	44,629,729	0.0681%
		65331	Liberty Natl Life Ins Co	8,093,059	879	333,002	0	0	8,426,940	0.0129%
		77968	Family Heritage Life Ins Co Of Amer	22,395	0	3,375,029	0	0	3,397,424	0.0052%
				133,012,151	388,061	68,364,104	0	0	201,764,316	0.3077%
161	896	TRANS WORLD ASR GRP								
		69566	Trans World Assur Co	1,889,407	803,362	0	0	0	2,692,769	0.0041%
				1,889,407	803,362	0	0	0	2,692,769	0.0041%
162	276	TRUSTMARK INS CO GRP								
		61425	Trustmark Ins Co	28,870,170	22,501	10,634,171	0	0	39,526,842	0.0603%
		62863	Trustmark Life Ins Co	295,292	0	9,835,622	0	0	10,130,914	0.0155%
				29,165,462	22,501	20,469,793	0	0	49,657,756	0.0757%

2014 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
163	11121	Unified Life Ins Co								
		11121	Unified Life Ins Co	351,948	1,936	1,816,124	0	0	2,170,008	0.0033%
				351,948	1,936	1,816,124	0	0	2,170,008	0.0033%
164	781	UNION LABOR GRP								
		69744	Union Labor Life Ins Co	5,715,989	0	14,870,006	0	0	20,585,995	0.0314%
		86371	Ullico Life Ins Co	42,242	0	0	0	0	42,242	0.0001%
				5,758,231	0	14,870,006	0	0	20,628,237	0.0315%
165	248	UNITED FIRE & CAS GRP								
		69973	United Life Ins Co	57,902	0	0	0	0	57,902	0.0001%
				57,902	0	0	0	0	57,902	0.0001%
166	2878	United Heritage Mut Grp								
		63983	United Heritage Life Ins Co	3,202,137	635,403	18,009	348,167	0	4,203,716	0.0064%
				3,202,137	635,403	18,009	348,167	0	4,203,716	0.0064%
167	42129	United Security Assur Co Of PA								
		42129	United Security Assur Co Of PA	0	0	40,377	0	0	40,377	0.0001%
				0	0	40,377	0	0	40,377	0.0001%
168	200	UNITED SERV AUTOMOBILE ASSN GRP								
		69663	USAA Life Ins Co	97,467,476	87,035,059	27,624,285	1,391,205	0	213,518,025	0.3256%
				97,467,476	87,035,059	27,624,285	1,391,205	0	213,518,025	0.3256%

2014 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database — Active companies only

Rec #	Group #	Group Name / NAIC #	Company Name	[1] LIfe Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
169	707	UNITEDHEALTH GRP								
		79413	UnitedHealthcare Ins Co	5,493,923	0	2,171,426,213	0	0	2,176,920,136	3.3200%
		91529	Unimerica Ins Co	10,085,766	0	84,947,423	0	0	95,033,189	0.1449%
		70785	Pacificare Life & Hlth Ins Co	0	0	7,455,542	0	0	7,455,542	0.0114%
		62286	Golden Rule Ins Co	1,623,875	204,659	1,813,442	0	0	3,641,976	0.0056%
		73130	All Savers Life Ins Co of CA	0	0	92,132	0	0	92,132	0.0001%
				17,203,564	204,659	2,265,734,752	0	0	2,283,142,975	3.4820%
170	63819	Unity Financial Life Ins Co								
		63819	Unity Financial Life Ins Co	540,269	0	0	0	0	540,269	0.0008%
				540,269	0	0	0	0	540,269	0.0008%
171	953	UNIVERSAL AMER FIN CORP GRP								
		62359	Constitution Life Ins Co	397,763	1,180	2,969,641	0	0	3,368,584	0.0051%
		68284	Pyramid Life Ins Co	25,601	0	33,090	0	0	58,691	0.0001%
		71072	Marquette Natl Life Ins Co	9,120	0	13,583	0	0	22,703	0.0000%
				432,484	1,180	3,016,314	0	0	3,449,978	0.0053%
172	565	UNUMPROVIDENT CORP GRP								
		62235	Unum Life Ins Co Of Amer	105,269,680	7,094	300,748,939	183,705	0	406,209,418	0.6195%
		62049	Colonial Life & Accident Ins Co	27,864,686	7,680	115,182,312	0	0	143,054,678	0.2182%
		68195	Provident Life & Accident Ins Co	18,754,230	0	79,992,616	0	0	98,746,846	0.1506%
		67598	Paul Revere Life Ins Co	731,047	0	24,583,654	146,032	0	25,460,733	0.0388%
		67601	Unum Ins Co	208,649	0	0	10,546,565	0	10,755,214	0.0164%
				152,828,292	14,774	520,507,521	10,876,302	0	684,226,889	1.0435%
173	70955	USA Life One Ins Co Of IN								
		70955	USA Life One Ins Co Of IN	585	0	0	0	0	585	0.0000%
				585	0	0	0	0	585	0.0000%

2014 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database — Active companies only

Rec #	Group #	Group Name / NAIC #	Company Name	[1] LIfe Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
174	4668	VantisLife Grp								
		68632	Vantis Life Ins Co	298,889	4,650	0	0	0	303,539	0.0005%
				298,889	4,650	0	0	0	303,539	0.0005%
175	4832	Voya Financial Grp								
		86509	Voya Retirement Ins & Ann Co	11,170,709	1,017,567,739	0	1,331,666	97,814,844	1,127,884,958	1.7201%
		67105	Reliastar Life Ins Co	201,099,568	57,056,468	128,857,669	223,547	0	387,237,252	0.5906%
		80942	Voya Ins & Ann Co	2,907,221	309,502,557	540	0	0	312,410,318	0.4765%
		68713	Security Life Of Denver Ins Co	122,836,814	5,680	0	0	0	122,842,494	0.1873%
		61360	Reliastar Life Ins Co Of NY	3,434,616	3,102	3,305,861	0	0	6,743,579	0.0103%
		66109	Midwestern United Life Ins Co	248,958	448	0	0	0	249,406	0.0004%
				341,697,886	1,384,135,994	132,164,070	1,555,213	97,814,844	1,957,368,007	2.9852%
176	471	Wells Fargo Grp								
		62383	Centurion Life Ins Co	36,293	0	1	0	0	36,294	0.0001%
				36,293	0	1	0	0	36,294	0.0001%
177	836	WEST SOUTHERN GRP								
		65242	Lafayette Life Ins Co	29,348,836	16,635,617	26,936	566,406	0	46,577,795	0.0710%
		99937	Columbus Life Ins Co	20,220,834	3,129,485	2,768	0	0	23,353,087	0.0356%
		74780	Integrity Life Ins Co	19,944	18,951,800	0	1,648,186	0	20,619,930	0.0314%
		92622	Western Southern Life Assur Co	6,031,137	8,866,711	0	0	0	14,897,848	0.0227%
		70483	Western & Southern Life Ins Co	10,302,748	0	504,644	0	0	10,807,392	0.0165%
				65,923,499	47,583,613	534,348	2,214,592	0	116,256,052	0.1773%
178	839	WESTBRIDGE CAPITAL GRP								
		98205	Natl Foundation Life Ins Co	0	0	5,261,869	0	0	5,261,869	0.0080%
				0	0	5,261,869	0	0	5,261,869	0.0080%

2014 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
179	1129	White Mountains Grp								
		68608	Symetra Life Ins Co	27,504,013	404,917,897	54,261,880	40,750,206	0	527,433,996	0.8044%
		90581	Symetra Natl Life Ins Co	21,152	0	0	0	0	21,152	0.0000%
				27,525,165	404,917,897	54,261,880	40,750,206	0	527,455,148	0.8044%
180	4213	Wilton Re Grp								
		65900	Conseco Life Ins Co	36,066,189	94,655	1,886,090	0	0	38,046,934	0.0580%
		69396	Texas Life Ins Co	14,284,521	0	0	0	0	14,284,521	0.0218%
		62413	Wilcac Life Ins Co	1,174,420	232,000	4,764	12,095	0	1,423,279	0.0022%
		60704	Wilton Reassur Life Co of NY	573,182	4,833	8,821	0	0	586,836	0.0009%
		62421	Heritage Union Life Ins Co	424,146	0	0	0	0	424,146	0.0006%
				52,522,458	331,488	1,899,675	12,095	0	54,765,716	0.0835%
181	98	WR Berkley Corp GRP								
		64890	Berkley Life & Hlth Ins Co	2,856	0	15,979,087	194	0	15,982,137	0.0244%
				2,856	0	15,979,087	194	0	15,982,137	0.0244%
182	669	ZALE CORP GRP								
		71323	Zale Life Ins Co	99,916	0	97,746	0	0	197,662	0.0003%
				99,916	0	97,746	0	0	197,662	0.0003%
183	212	ZURICH INS GRP								
		63177	Farmers New World Life Ins Co	274,189,775	14,883,194	3,602,420	6,954,665	0	299,630,054	0.4570%
		90557	Zurich Amer Life Ins Co	57,163,426	7,657,735	155,412	0	0	64,976,573	0.0991%
		80896	Centre Life Ins Co	0	0	3,439,536	0	0	3,439,536	0.0052%
		70173	Universal Underwriters Life Ins Co	990,458	0	0	0	0	990,458	0.0015%
				332,343,659	22,540,929	7,197,368	6,954,665	0	369,036,621	0.5628%

2014 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
			Total:	15,149,987,762	23,135,574,076	17,866,977,532	2,092,801,803	7,323,950,799	65,569,291,972	100.0000%

Exhibit (4A)

2014 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	62825	Anthem Blue Cross	49,666,570	0	3,963,384,306	0	0	4,013,050,876	6.120321%
2	68241	Prudential Ins Co Of Amer	381,042,862	374,112,631	118,477,989	33,026,884	1,715,093,025	2,621,753,391	3.998447%
3	65056	Jackson Natl Life Ins Co	115,910,032	2,421,890,169	7,274,625	2,380,211	0	2,547,455,037	3.885134%
4	65838	John Hancock Life Ins Co	552,263,652	17,042,151	114,826,714	0	1,809,666,993	2,493,799,510	3.803304%
5	65676	Lincoln Natl Life Ins Co	661,146,809	1,420,184,217	124,878,736	0	0	2,206,209,762	3.364700%
6	79413	UnitedHealthcare Ins Co	5,493,923	0	2,171,426,213	0	0	2,176,920,136	3.320030%
7	60488	American Gen Life Ins Co	446,783,852	1,563,583,870	15,075,911	23,474,384	0	2,048,918,017	3.124813%
8	60054	Aetna Life Ins Co	138,085,080	3,505,299	1,814,217,570	5,161,594	0	1,960,969,543	2.990683%
9	86231	Transamerica Life Ins Co	420,631,275	770,062,209	71,339,046	913,370	580,015,893	1,842,961,793	2.810709%
10	61557	Blue Shield of CA Life & Hlth	8,842,274	0	1,774,920,701	0	0	1,783,762,975	2.720424%
11	90611	Allianz Life Ins Co Of N	117,903,635	1,617,772,404	10,541,585	3,557,143	0	1,749,774,767	2.668589%
12	65978	Metropolitan Life Ins Co	674,722,675	226,387,728	692,235,607	36,855,376	62,321,100	1,692,522,486	2.581273%
13	65935	Massachusetts Mut Life Ins	527,085,554	294,110,189	57,725,757	480	623,353,038	1,502,275,018	2.291126%
14	61271	Principal Life Ins Co	141,902,561	229,154,511	198,000,235	884,545,953	79,396	1,453,682,656	2.217017%
15	91596	New York Life Ins & Ann	273,227,343	1,117,116,282	0	11,573,878	0	1,401,917,503	2.138070%
16	67466	Pacific Life Ins Co	460,574,075	826,054,707	0	8,831,422	0	1,295,460,204	1.975712%
17	66869	Nationwide Life Ins Co	111,868,954	56,147,158	45,267,064	0	1,003,152,479	1,216,435,655	1.855191%
18	66915	New York Life Ins Co	886,824,794	18,402,622	56,171,129	0	197,779,151	1,159,177,696	1.767867%
19	86509	Voya Retirement Ins & Ann	11,170,709	1,017,567,739	0	1,331,666	97,814,844	1,127,884,958	1.720142%
20	62944	AXA Equitable Life Ins Co	248,234,323	851,183,239	5,787,025	0	10,081,774	1,115,286,361	1.700928%
21	79227	Pruco Life Ins Co	283,999,347	743,362,751	0	2,215,580	0	1,029,577,678	1.570213%
22	67091	Northwestern Mut Life Ins	733,483,818	112,767,351	82,604,427	896,501	52,729	929,804,826	1.418049%
23	67369	Cigna Hlth & Life Ins Co	48,714	0	899,428,627	82,556	0	899,559,897	1.371923%
24	66141	Health Net Life Ins Co	1,671,039	0	891,852,513	0	0	893,523,552	1.362716%
25	87726	Metlife Ins Co USA	268,855,847	515,789,262	15,850,815	1,386,395	0	801,882,319	1.222954%
26	69345	Teachers Ins & Ann Assoc	22,814,544	659,563,494	726,334	28,834,567	0	711,938,939	1.085781%
27	68322	Great W Life & Ann Ins Co	57,523,836	587,047,392	5,818,057	871,512	0	651,260,797	0.993241%
28	65005	RiverSource Life Ins Co	110,171,108	450,831,498	33,247,711	1,098,254	0	595,348,571	0.907969%
29	66168	Minnesota Life Ins Co	356,679,832	69,004,340	25,715,242	18,386,740	118,427,697	588,213,851	0.897087%
30	64246	Guardian Life Ins Co Of	197,462,849	1,468,965	370,424,423	5,000	0	569,361,237	0.868335%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	88072	Hartford Life Ins Co	12,279,938	46,558,635	6,259,212	319,290,669	182,772,012	567,160,466	0.864979%
32	68608	Symetra Life Ins Co	27,504,013	404,917,897	54,261,880	40,750,206	0	527,433,996	0.804392%
33	70688	Transamerica Financial Life	711,009	1,093,633	206,823	0	513,519,122	515,530,587	0.786238%
34	69019	Standard Ins Co	91,574,743	45,109,126	207,406,963	2,503,281	165,561,343	512,155,456	0.781090%
35	66044	Midland Natl Life Ins Co	100,265,348	368,214,450	3,262	1,626,454	0	470,109,514	0.716966%
36	65498	Life Ins Co Of N Amer	204,599,018	0	256,165,279	0	0	460,764,297	0.702714%
37	65528	Life Ins Co Of The	179,622,095	277,922,025	898	1,400,445	0	458,945,463	0.699940%
38	69108	State Farm Life Ins Co	425,318,564	29,766,387	0	712,699	0	455,797,650	0.695139%
39	66281	Transamerica Premier Life	330,291,317	71,286,380	49,513,672	11,375	175,790	451,278,534	0.688247%
40	68675	Security Benefit Life Ins Co	1,472,207	418,488,966	0	0	0	419,961,173	0.640485%
41	61689	Athene Ann & Life Co	125,276,457	288,104,228	208,669	2,662,931	0	416,252,285	0.634828%
42	63274	Fidelity & Guar Life Ins Co	97,964,662	310,146,110	0	0	0	408,110,772	0.622411%
43	62235	Unum Life Ins Co Of Amer	105,269,680	7,094	300,748,939	183,705	0	406,209,418	0.619512%
44	70025	Genworth Life Ins Co	66,601,872	40,359,521	284,420,729	171,635	0	391,553,757	0.597160%
45	67105	Reliastar Life Ins Co	201,099,568	57,056,468	128,857,669	223,547	0	387,237,252	0.590577%
46	92738	American Equity Invest Life	9,925	385,090,534	0	602,873	0	385,703,332	0.588238%
47	60895	American United Life Ins Co	20,941,108	356,888,840	199,093	427,044	0	378,456,085	0.577185%
48	60380	American Family Life Assur	21,407,005	0	351,620,548	0	0	373,027,553	0.568906%
49	66974	North Amer Co Life & Hlth	93,585,232	262,733,839	554	2,539,336	0	358,858,961	0.547297%
50	69868	United Of Omaha Life Ins Co	139,687,080	69,733,660	54,384,585	84,267,735	137,943	348,211,003	0.531058%
51	65919	Primerica Life Ins Co	317,877,863	92,797	45,783	758,537	0	318,774,980	0.486165%
52	70238	Variable Ann Life Ins Co	0	318,227,058	0	0	0	318,227,058	0.485329%
53	91642	Forethought Life Ins Co	42,227,143	272,138,419	138,111	0	0	314,503,673	0.479651%
54	80942	Voya Ins & Ann Co	2,907,221	309,502,557	540	0	0	312,410,318	0.476458%
55	93696	Fidelity Investments Life Ins	2,186,761	303,737,058	0	0	0	305,923,819	0.466566%
56	63177	Farmers New World Life Ins	274,189,775	14,883,194	3,602,420	6,954,665	0	299,630,054	0.456967%
57	68136	Protective Life Ins Co	159,512,469	127,549,780	470,973	3,425,769	0	290,958,991	0.443743%
58	65536	Genworth Life & Ann Ins Co	170,013,801	115,661,678	3,085,840	938,439	0	289,699,758	0.441822%
59	63312	Great Amer Life Ins Co	9,337,618	272,405,725	12,974	620,483	0	282,376,800	0.430654%
60	60142	TIAA Cref Life Ins Co	32,183,097	17,944,971	204,216	213,068,073	0	263,400,357	0.401713%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	71854	AAA Life Ins Co	173,550,703	66,392,806	13,301,905	81,340	0	253,326,754	0.386350%
62	80802	US Br Sun Life Assur Co of	106,668,361	0	142,332,016	0	0	249,000,377	0.379752%
63	61301	Ameritas Life Ins Corp	71,537,845	108,125,041	56,472,680	9,969,968	0	246,105,534	0.375337%
64	65595	Lincoln Benefit Life Co	214,362,260	4,255,239	11,420,772	0	0	230,038,271	0.350832%
65	93629	Prudential Retirement Ins &	0	(9,758)	0	213,563,165	866,346	214,419,753	0.327012%
66	69663	USAA Life Ins Co	97,467,476	87,035,059	27,624,285	1,391,205	0	213,518,025	0.325637%
67	65315	Liberty Life Assur Co Of	77,750,214	4,011,618	127,646,532	0	0	209,408,364	0.319370%
68	62308	Connecticut Gen Life Ins Co	37,517,833	145,433	171,277,821	240,121	0	209,181,208	0.319023%
69	62510	Equitrust Life Ins Co	20,931,477	184,734,301	0	2,882,883	0	208,548,661	0.318058%
70	70815	Hartford Life & Accident Ins	80,873,616	309	127,201,103	0	0	208,075,028	0.317336%
71	67172	Ohio Natl Life Ins Co	19,996,004	166,487,605	935,163	287,104	17,332,143	205,038,019	0.312704%
72	60410	American Fidelity Assur Co	28,844,331	53,232,398	116,684,493	0	0	198,761,222	0.303132%
73	71153	Hartford Life & Ann Ins Co	134,162,231	45,761,008	11,218	0	15,683,457	195,617,914	0.298338%
74	68381	Reliance Standard Life Ins	45,132,961	75,833,370	73,601,979	0	0	194,568,310	0.296737%
75	92657	Nationwide Life & Ann Ins	131,128,669	(130,041)	0	0	28,842,355	159,840,983	0.243774%
76	60739	American Natl Ins Co	68,395,615	76,808,538	666,355	12,693,508	0	158,564,016	0.241827%
77	88668	Mutual Of Amer Life Ins Co	356,720	364,070	104,811	16,299	156,086,545	156,928,445	0.239332%
78	66850	National Western Life Ins Co	17,244,709	132,248,593	0	1,079,922	0	150,573,224	0.229640%
79	62049	Colonial Life & Accident Ins	27,864,686	7,680	115,182,312	0	0	143,054,678	0.218173%
80	69477	Time Ins Co	1,222,489	0	131,878,968	70,725	0	133,172,182	0.203101%
81	78778	Guardian Ins & Ann Co Inc	7,412,319	122,610,234	0	755,228	1,392,606	132,170,387	0.201574%
82	68713	Security Life Of Denver Ins	122,836,814	5,680	0	0	0	122,842,494	0.187348%
83	61263	Bankers Life & Cas Co	31,170,927	35,813,219	54,367,913	27,708	0	121,379,767	0.185117%
84	62626	CMFG Life Ins Co	26,476,355	62,877,220	28,459,113	636,970	0	118,449,658	0.180648%
85	93548	PHL Variable Ins Co	50,921,544	62,691,894	0	1,302,745	0	114,916,183	0.175259%
86	64017	Jefferson Natl Life Ins Co	1,460,217	109,038,115	46,152	585,503	0	111,129,987	0.169485%
87	67989	American Memorial Life Ins	106,808,432	2,266,588	445	0	0	109,075,465	0.166351%
88	70408	Union Security Ins Co	25,247,554	1,467,727	81,306,684	0	0	108,021,965	0.164745%
89	94250	Banner Life Ins Co	104,645,185	0	96	0	0	104,645,281	0.159595%
90	67644	Penn Mut Life Ins Co	70,902,073	7,886,696	1,005,142	474,202	23,722,511	103,990,624	0.158597%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	70335	West Coast Life Ins Co	102,700,449	58,743	3,770	0	0	102,762,962	0.156724%
92	68195	Provident Life & Accident	18,754,230	0	79,992,616	0	0	98,746,846	0.150599%
93	91529	Unimerica Ins Co	10,085,766	0	84,947,423	0	0	95,033,189	0.144936%
94	69116	State Life Ins Co	43,671,938	39,733,252	5,130,991	225,531	0	88,761,712	0.135371%
95	60577	American Income Life Ins Co	81,653,914	0	5,440,962	0	0	87,094,876	0.132829%
96	92711	HCC Life Ins Co	951,084	155,636	79,748,435	0	0	80,855,155	0.123313%
97	60186	Allstate Life Ins Co	53,291,817	15,580,722	3,323,322	0	0	72,195,861	0.110106%
98	78077	Mony Life Ins Co Of Amer	66,620,169	3,175,370	0	0	0	69,795,539	0.106445%
99	65927	Lincoln Heritage Life Ins Co	67,583,741	8,204	539,282	0	0	68,131,227	0.103907%
100	90557	Zurich Amer Life Ins Co	57,163,426	7,657,735	155,412	0	0	64,976,573	0.099096%
101	66583	National Guardian Life Ins	48,419,007	3,371,012	12,551,912	0	0	64,341,931	0.098128%
102	81264	Nippon Life Ins Co Of Amer	941,928	0	59,156,713	0	0	60,098,641	0.091657%
103	71161	Principal Natl Life Ins Co	59,231,864	0	0	0	0	59,231,864	0.090335%
104	89206	Ohio Natl Life Assur Corp	57,502,981	0	1,464,107	0	0	58,967,088	0.089931%
105	92916	United Amer Ins Co	887,107	386,853	56,941,387	0	0	58,215,347	0.088784%
106	70939	Gerber Life Ins Co	26,488,103	0	31,721,077	0	0	58,209,180	0.088775%
107	93440	HM Life Ins Co	41,205	0	56,515,029	0	0	56,556,234	0.086254%
108	68810	Sentry Life Ins Co	2,531,449	53,549,500	458,083	0	0	56,539,032	0.086228%
109	65021	Stonebridge Life Ins Co	19,884,565	0	33,622,206	79,739	0	53,586,510	0.081725%
110	71870	Fidelity Security Life Ins Co	1,092,994	236,683	50,928,930	41,200	0	52,299,807	0.079763%
111	67814	Phoenix Life Ins Co	21,146,045	59,473	239,240	30,300,732	0	51,745,490	0.078917%
112	62200	Accordia Life & Ann Co	50,882,140	0	0	0	0	50,882,140	0.077601%
113	90328	First Hlth Life & Hlth Ins Co	4,164	0	49,612,485	0	0	49,616,649	0.075671%
114	83607	Guggenheim Life & Ann Co	526	46,620,273	1,656	2,921,192	0	49,543,647	0.075559%
115	65242	Lafayette Life Ins Co	29,348,836	16,635,617	26,936	566,406	0	46,577,795	0.071036%
116	93432	CM Life Ins Co	28,093,174	17,921,795	0	0	0	46,014,969	0.070178%
117	91472	Globe Life & Accident Ins Co	42,355,676	329	2,273,724	0	0	44,629,729	0.068065%
118	62065	Colonial Penn Life Ins Co	17,905,927	0	24,221,794	0	0	42,127,721	0.064249%
119	60534	American Heritage Life Ins	5,771,784	9,335	35,282,338	0	0	41,063,457	0.062626%
120	61999	Americo Fin Life & Ann Ins	13,121,101	27,017,835	5,070	687,517	0	40,831,523	0.062272%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	93661	Annuity Investors Life Ins Co	0	39,576,373	0	0	0	39,576,373	0.060358%
122	61425	Trustmark Ins Co	28,870,170	22,501	10,634,171	0	0	39,526,842	0.060283%
123	63665	General Amer Life Ins Co	36,267,271	893,616	1,756,763	0	0	38,917,650	0.059353%
124	67539	Pan Amer Life Ins Co	703,146	14,480	37,648,825	0	0	38,366,451	0.058513%
125	65900	Conseco Life Ins Co	36,066,189	94,655	1,886,090	0	0	38,046,934	0.058026%
126	62146	Combined Ins Co Of Amer	2,784,000	0	33,456,424	0	0	36,240,424	0.055270%
127	70106	United States Life Ins Co in	13,905,417	433,435	21,006,251	100,278	0	35,445,381	0.054058%
128	71714	Berkshire Life Ins Co of	690,302	0	33,077,271	0	0	33,767,573	0.051499%
129	66087	Mid West Natl Life Ins Co Of	1,299,281	36,934	31,554,868	0	0	32,891,083	0.050162%
130	87963	National Teachers Assoc	169,146	0	30,947,275	0	0	31,116,421	0.047456%
131	64505	Homesteaders Life Co	30,318,749	582,753	0	0	0	30,901,502	0.047128%
132	68802	Sentinel Security Life Ins Co	2,655,509	8,238,825	426,186	18,749,764	0	30,070,284	0.045860%
133	84824	Commonwealth Ann & Life	3,866,145	25,356,324	7,794	465,433	0	29,695,696	0.045289%
134	66680	National Life Ins Co	26,501,071	352,901	2,580,667	0	0	29,434,639	0.044891%
135	71412	Mutual Of Omaha Ins Co	0	0	29,270,462	0	0	29,270,462	0.044641%
136	69000	Northwestern Long Term	0	0	29,236,071	0	0	29,236,071	0.044588%
137	84174	ELCO Mut Life & Ann	10,285	5,540,003	0	22,688,493	0	28,238,781	0.043067%
138	64513	Horace Mann Life Ins Co	4,439,658	23,649,692	15,867	0	0	28,105,217	0.042863%
139	93262	Penn Ins & Ann Co	26,867,505	0	0	0	18,854	26,886,359	0.041004%
140	79065	Delaware Life Ins Co	869,876	25,759,922	0	0	0	26,629,798	0.040613%
141	61069	Anthem Life Ins Co	8,489,572	0	17,962,105	0	0	26,451,677	0.040342%
142	67598	Paul Revere Life Ins Co	731,047	0	24,583,654	146,032	0	25,460,733	0.038830%
143	71480	Great Western Ins Co	24,350,932	703,419	0	0	0	25,054,351	0.038210%
144	66427	MTL Ins Co	23,857,525	99,669	30,987	11,014	0	23,999,195	0.036601%
145	72850	United World Life Ins Co	121,267	0	23,504,389	0	0	23,625,656	0.036032%
146	99937	Columbus Life Ins Co	20,220,834	3,129,485	2,768	0	0	23,353,087	0.035616%
147	62345	Berkshire Hathaway Life Ins	0	23,028,980	0	207,995	0	23,236,975	0.035439%
148	60232	Philadelphia Financial Life	4,264,170	18,166,523	0	0	0	22,430,693	0.034209%
149	70319	Washington Natl Ins Co	4,769,466	1,947,020	15,413,442	0	0	22,129,928	0.033750%
150	71439	Assurity Life Ins Co	15,395,102	600,519	5,054,638	938,202	0	21,988,461	0.033535%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	67652	First Penn Pacific Life Ins Co	21,560,511	(106,021)	7,990	0	0	21,462,480	0.032733%
152	61492	Athene Annuity & Life Assur	5,570,662	13,324,356	2,331,392	207,394	0	21,433,804	0.032689%
153	71730	Continental Amer Ins Co	121,331	0	21,210,454	0	0	21,331,785	0.032533%
154	74780	Integrity Life Ins Co	19,944	18,951,800	0	1,648,186	0	20,619,930	0.031448%
155	69744	Union Labor Life Ins Co	5,715,989	0	14,870,006	0	0	20,585,995	0.031396%
156	97721	Thrivent Life Ins Co	1,922,931	18,313,515	0	0	0	20,236,446	0.030863%
157	60445	Sagicor Life Ins Co	2,774,191	15,589,445	8,890	892,373	0	19,264,899	0.029381%
158	84549	Symphonix Hlth Ins Inc	0	0	18,761,456	0	0	18,761,456	0.028613%
159	69930	United Ins Co Of Amer	17,846,618	0	553,690	0	0	18,400,308	0.028062%
160	91626	New England Life Ins Co	16,482,297	1,862,092	49,336	0	0	18,393,725	0.028052%
161	86630	Prudential Ann Life Assur	190,592	14,916,537	0	2,886,919	0	17,994,048	0.027443%
162	63495	First Investors Life Ins Co	5,277,428	12,128,034	127	0	0	17,405,589	0.026545%
163	84786	Colorado Bankers Life Ins	9,462,221	5,865,327	1,489,131	490,786	0	17,307,465	0.026396%
164	66370	Mony Life Ins Co	12,813,753	2,874	3,974,962	0	0	16,791,589	0.025609%
165	64890	Berkley Life & Hlth Ins Co	2,856	0	15,979,087	194	0	15,982,137	0.024374%
166	61832	Chesapeake Life Ins Co	5,176,285	134,654	9,901,853	0	0	15,212,792	0.023201%
167	68721	Security Life Ins Co Of Amer	685,668	2,365	14,339,113	0	0	15,027,146	0.022918%
168	65129	Kansas City Life Ins Co	11,164,730	3,311,292	314,434	160,855	0	14,951,311	0.022802%
169	72125	Physicians Life Ins Co	13,565,436	686,224	634,686	14,078	0	14,900,424	0.022725%
170	92622	Western Southern Life	6,031,137	8,866,711	0	0	0	14,897,848	0.022721%
171	70435	The Savings Bank Life Ins Co	14,220,354	300,000	0	0	0	14,520,354	0.022145%
172	80578	Physicians Mut Ins Co	0	0	14,445,726	0	0	14,445,726	0.022031%
173	69396	Texas Life Ins Co	14,284,521	0	0	0	0	14,284,521	0.021785%
174	69310	Surety Life Ins Co	13,632,281	89,705	17,152	0	0	13,739,138	0.020954%
175	68543	Liberty Bankers Life Ins Co	492,063	11,872,787	0	1,238,353	0	13,603,203	0.020746%
176	14406	Industrial Alliance Ins & Fin	5,550,800	7,945,739	0	0	0	13,496,539	0.020584%
177	63290	Fidelity Life Assn A Legal	13,390,822	0	31,465	0	0	13,422,287	0.020470%
178	84530	US Financial Life Ins Co	12,751,669	0	0	0	0	12,751,669	0.019448%
179	64343	Pacific Guardian Life Ins Co	11,208,130	140	2,100	1,043,924	0	12,254,294	0.018689%
180	65110	Kanawha Ins Co	2,730,369	0	8,644,250	0	0	11,374,619	0.017347%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

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2014 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	76112	Oxford Life Ins Co	2,883,746	7,811,599	144,401	0	0	10,839,746	0.016532%
182	70483	Western & Southern Life Ins	10,302,748	0	504,644	0	0	10,807,392	0.016482%
183	76325	Senior Hlth Ins Co of PA	0	0	10,761,787	0	0	10,761,787	0.016413%
184	67601	Unum Ins Co	208,649	0	0	10,546,565	0	10,755,214	0.016403%
185	77879	5 Star Life Ins Co	10,683,978	0	1,447	0	0	10,685,425	0.016296%
186	80314	Unicare Life & Hlth Ins Co	6,138,109	0	4,231,167	0	0	10,369,276	0.015814%
187	63258	Federated Life Ins Co	8,251,591	123,853	1,760,646	0	0	10,136,090	0.015459%
188	62863	Trustmark Life Ins Co	295,292	0	9,835,622	0	0	10,130,914	0.015451%
189	81353	NYLife Ins Co Of AZ	9,968,790	0	0	0	0	9,968,790	0.015203%
190	69078	Standard Security Life Ins Co	21,435	0	9,571,041	0	0	9,592,476	0.014630%
191	80926	Sun Life & Hlth Ins Co	7,315,334	0	1,791,294	0	0	9,106,628	0.013889%
192	65331	Liberty Natl Life Ins Co	8,093,059	879	333,002	0	0	8,426,940	0.012852%
193	61395	Beneficial Life Ins Co	7,917,568	496,969	2,568	30	0	8,417,135	0.012837%
194	80985	4 Ever Life Ins Co	560,126	0	7,653,331	2,564	0	8,216,021	0.012530%
195	80659	US Business of Canada Life	7,552,127	19,804	442,374	0	0	8,014,305	0.012223%
196	67911	Pioneer Mut Life Ins Co	7,693,114	41,674	0	0	0	7,734,788	0.011796%
197	70785	Pacificare Life & Hlth Ins Co	0	0	7,455,542	0	0	7,455,542	0.011370%
198	86355	Standard Life & Accident Ins	987,776	98,895	6,233,429	0	0	7,320,100	0.011164%
199	76236	Cincinnati Life Ins Co	6,411,899	486,086	18,981	0	0	6,916,966	0.010549%
200	65951	Merit Life Ins Co	2,323,927	0	4,482,730	0	0	6,806,657	0.010381%
201	65870	Manhattan Life Ins Co	1,778,792	5,023,900	(955)	0	0	6,801,737	0.010373%
202	61360	Reliastar Life Ins Co Of NY	3,434,616	3,102	3,305,861	0	0	6,743,579	0.010285%
203	64211	Guarantee Trust Life Ins Co	3,155,735	9,622	3,508,761	1,458	0	6,675,576	0.010181%
204	97136	Metropolitan Tower Life Ins	6,237,660	11,152	0	0	0	6,248,812	0.009530%
205	68500	Continental Life Ins Co	4,685	0	6,087,571	0	0	6,092,256	0.009291%
206	69515	Medamerica Ins Co	0	0	5,915,947	0	0	5,915,947	0.009022%
207	68594	American Amicable Life Ins	5,406,756	483,541	0	0	0	5,890,297	0.008983%
208	69272	Sunset Life Ins Co Of Amer	4,835,886	986,911	20	449	0	5,823,266	0.008881%
209	90638	Best Life & Hlth Ins Co	220,277	0	5,455,219	0	0	5,675,496	0.008656%
210	71129	Dearborn Natl Life Ins Co	2,062,333	15,000	3,145,481	174,975	0	5,397,789	0.008232%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	93777	Pavonia Life Ins Co of MI	4,801,975	0	550,166	0	0	5,352,141	0.008163%
212	90212	Great Southern Life Ins Co	4,373,305	697,083	159,114	67,876	0	5,297,378	0.008079%
213	98205	Natl Foundation Life Ins Co	0	0	5,261,869	0	0	5,261,869	0.008025%
214	63053	Family Life Ins Co	2,412,904	975	2,739,480	0	0	5,153,359	0.007859%
215	93742	Securian Life Ins Co	3,528,424	0	1,518,470	2,620	0	5,049,514	0.007701%
216	70416	MML Bay State Life Ins Co	5,006,456	0	0	0	0	5,006,456	0.007635%
217	65781	Madison Natl Life Ins Co Inc	902,626	1,021,466	2,811,614	0	0	4,735,706	0.007222%
218	72222	Amica Life Ins Co	4,618,125	110,860	0	0	0	4,728,985	0.007212%
219	62596	Union Fidelity Life Ins Co	1,588,089	158	3,075,227	0	0	4,663,474	0.007112%
220	67199	Old Amer Ins Co	4,486,130	0	81,025	0	0	4,567,155	0.006965%
221	61476	Boston Mut Life Ins Co	2,769,928	0	1,624,433	0	0	4,394,361	0.006702%
222	63967	Government Personnel Mut	4,243,954	16,831	23,415	0	0	4,284,200	0.006534%
223	63983	United Heritage Life Ins Co	3,202,137	635,403	18,009	348,167	0	4,203,716	0.006411%
224	76023	Columbian Life Ins Co	4,131,415	0	0	0	0	4,131,415	0.006301%
225	60275	American Bankers Life Assur	2,112,520	4,524	1,961,343	0	0	4,078,387	0.006220%
226	63479	United Teacher Assoc Ins Co	151,934	893,231	2,811,440	0	0	3,856,605	0.005882%
227	93572	RGA Reins Co	0	0	3,850,993	0	0	3,850,993	0.005873%
228	80705	US Br Great West Life Assur	1,296,539	0	2,426,254	0	0	3,722,793	0.005678%
229	62286	Golden Rule Ins Co	1,623,875	204,659	1,813,442	0	0	3,641,976	0.005554%
230	91693	IA Amer Life Ins Co	3,255,145	227,278	15,176	0	0	3,497,599	0.005334%
231	69914	Sears Life Ins Co	1,111,155	0	2,369,872	0	0	3,481,027	0.005309%
232	80896	Centre Life Ins Co	0	0	3,439,536	0	0	3,439,536	0.005246%
233	61182	Aurora Natl Life Assur Co	3,641,575	0	0	(238,654)	0	3,402,921	0.005190%
234	77968	Family Heritage Life Ins Co	22,395	0	3,375,029	0	0	3,397,424	0.005181%
235	62359	Constitution Life Ins Co	397,763	1,180	2,969,641	0	0	3,368,584	0.005137%
236	67148	Occidental Life Ins Co Of NC	2,651,801	690,176	0	0	0	3,341,977	0.005097%
237	99775	Funeral Directors Life Ins Co	1,937,440	1,307,048	0	0	0	3,244,488	0.004948%
238	93459	Pan Amer Assur Co	3,221,521	0	0	0	0	3,221,521	0.004913%
239	62057	Lincoln Life & Ann Co of NY	1,590,577	746,817	749,957	0	0	3,087,351	0.004709%
240	67083	Manhattan Natl Life Ins Co	2,999,977	2,302	0	0	0	3,002,279	0.004579%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	67180	Ohio State Life Ins Co	2,867,915	847	124	3,581	0	2,872,467	0.004381%
242	67261	Old Republic Life Ins Co	2,751,621	0	2,597	0	0	2,754,218	0.004200%
243	69566	Trans World Assur Co	1,889,407	803,362	0	0	0	2,692,769	0.004107%
244	68772	Security Mut Life Ins Co Of	2,513,108	101,150	34,744	0	0	2,649,002	0.004040%
245	84522	Auto Club Life Ins Co	2,212,992	417,776	9,584	0	0	2,640,352	0.004027%
246	67059	North Coast Life Ins Co	1,744,959	800,116	0	0	0	2,545,075	0.003882%
247	77720	LifeSecure Ins Co	588,678	107,175	1,799,394	0	0	2,495,247	0.003806%
248	67032	North Carolina Mut Life Ins	19,037	0	2,474,788	0	0	2,493,825	0.003803%
249	61875	Church Life Ins Corp	1,465,780	832,626	0	189,055	0	2,487,461	0.003794%
250	69892	United Farm Family Life Ins	2,441,996	5,525	0	0	0	2,447,521	0.003733%
251	60216	Amalgamated Life Ins Co	101,232	0	2,281,653	0	0	2,382,885	0.003634%
252	68047	Professional Ins Co	45,051	0	2,282,011	0	0	2,327,062	0.003549%
253	69485	Security Natl Life Ins Co	2,094,033	201,806	3,725	11,425	0	2,310,989	0.003524%
254	61212	Baltimore Life Ins Co	1,974,561	1,200	7,271	247,814	0	2,230,846	0.003402%
255	11121	Unified Life Ins Co	351,948	1,936	1,816,124	0	0	2,170,008	0.003309%
256	63223	Federal Life Ins Co	2,041,756	29,950	21,050	8,519	0	2,101,275	0.003205%
257	61883	Central United Life Ins Co	54,217	0	2,032,363	0	0	2,086,580	0.003182%
258	93610	John Hancock Life & Hlth Ins	179,133	0	1,879,725	0	0	2,058,858	0.003140%
259	60518	American Hlth & Life Ins Co	1,752,422	0	251,039	22,065	0	2,025,526	0.003089%
260	13183	Eagle Life Ins Co	0	2,012,510	0	0	0	2,012,510	0.003069%
261	61409	National Benefit Life Ins Co	1,879,180	0	81,129	110	0	1,960,419	0.002990%
262	64238	Guaranty Income Life Ins Co	6,370	1,714,831	183,814	17,817	0	1,922,832	0.002933%
263	63657	Garden State Life Ins Co	1,840,169	0	1,329	0	0	1,841,498	0.002808%
264	69922	United Home Life Ins Co	1,722,123	300	23,004	0	0	1,745,427	0.002662%
265	60399	American Family Life Ins Co	1,658,786	39,183	0	0	0	1,697,969	0.002590%
266	62928	EMC Natl Life Co	933,535	738,130	1,142	16,722	0	1,689,529	0.002577%
267	66265	Monarch Life Ins Co	138,279	0	1,517,766	0	0	1,656,045	0.002526%
268	62880	AXA Equitable Life & Ann Co	1,642,168	0	0	0	0	1,642,168	0.002504%
269	63487	Investors Life Ins Co N Amer	1,533,678	1,050	0	0	0	1,534,728	0.002341%
270	71331	Careamerica Life Ins Co	1,388,384	0	109,118	0	0	1,497,502	0.002284%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
271	65080	John Alden Life Ins Co	754,885	1,565	718,645	0	0	1,475,095	0.002250%
272	71773	American Natl Life Ins Co Of	199,462	0	1,262,276	0	0	1,461,738	0.002229%
273	62413	Wilcac Life Ins Co	1,174,420	232,000	4,764	12,095	0	1,423,279	0.002171%
274	78662	Senior Life Ins Co	1,395,481	0	0	0	0	1,395,481	0.002128%
275	65722	Loyal Amer Life Ins Co	113,694	849	1,175,646	6,247	0	1,296,436	0.001977%
276	71471	Ability Ins Co	35,358	0	1,254,058	0	0	1,289,416	0.001966%
277	67784	Philadelphia Amer Life Ins	0	0	1,239,430	0	0	1,239,430	0.001890%
278	60836	American Republic Ins Co	399,825	60	689,576	0	0	1,089,461	0.001662%
279	68039	Athene Ann & Life Assur Co	947,369	66,612	0	0	0	1,013,981	0.001546%
280	79022	Transamerica Advisors Life	684,184	315,523	0	0	0	999,707	0.001525%
281	70173	Universal Underwriters Life	990,458	0	0	0	0	990,458	0.001511%
282	64580	Illinois Mut Life Ins Co	826,739	5,000	155,639	0	0	987,378	0.001506%
283	94188	Lifewise Assur Co	0	0	908,625	0	0	908,625	0.001386%
284	60429	American Fidelity Life Ins Co	708,388	136,302	0	0	0	844,690	0.001288%
285	92908	HealthMarkets Ins Co	0	0	825,779	0	0	825,779	0.001259%
286	66540	National Farmers Union Life	808,008	0	0	0	0	808,008	0.001232%
287	61751	Central States H & L Co Of	679,645	0	112,997	0	0	792,642	0.001209%
288	68985	Starmount Life Ins Co	135,507	0	626,946	0	0	762,453	0.001163%
289	69140	First Allmerica Fin Life Ins	687,999	13,025	1,223	0	0	702,247	0.001071%
290	71390	Puritan Life Ins Co of Amer	108,167	412,675	86,954	0	0	607,796	0.000927%
291	60704	Wilton Reassur Life Co of	573,182	4,833	8,821	0	0	586,836	0.000895%
292	31119	Medico Ins Co	16,963	0	560,074	0	0	577,037	0.000880%
293	87645	United Fidelity Life Ins Co	532,122	14,147	0	3,868	0	550,137	0.000839%
294	63819	Unity Financial Life Ins Co	540,269	0	0	0	0	540,269	0.000824%
295	71404	Continental Gen Ins Co	138,911	0	376,710	0	0	515,621	0.000786%
296	70874	Allstate Life Ins Co Of NY	490,181	4,280	14,381	0	0	508,842	0.000776%
297	62421	Heritage Union Life Ins Co	424,146	0	0	0	0	424,146	0.000647%
298	89184	Sterling Investors Life Ins Co	331,300	1,775	76,928	0	0	410,003	0.000625%
299	60003	Park Avenue Life Ins Co	370,303	0	0	0	0	370,303	0.000565%
300	65811	American Modern Life Ins	199,203	0	129,512	0	0	328,715	0.000501%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	62634	Delaware Amer Life Ins Co	182,293	0	137,098	0	0	319,391	0.000487%
302	60801	American Public Life Ins Co	6,106	0	302,678	0	0	308,784	0.000471%
303	68632	Vantis Life Ins Co	298,889	4,650	0	0	0	303,539	0.000463%
304	97268	Pacific Life & Ann Co	161,544	91,436	0	0	0	252,980	0.000386%
305	66109	Midwestern United Life Ins	248,958	448	0	0	0	249,406	0.000380%
306	97764	Idealife Ins Co	232,323	2,117	10,810	0	0	245,250	0.000374%
307	62103	Columbian Mut Life Ins Co	219,194	4,778	13,236	0	0	237,208	0.000362%
308	67946	Pioneer Security Life Ins Co	198,914	540	0	0	0	199,454	0.000304%
309	71323	Zale Life Ins Co	99,916	0	97,746	0	0	197,662	0.000301%
310	80799	Celtic Ins Co	0	0	180,809	0	0	180,809	0.000276%
311	67393	Ozark Natl Life Ins Co	173,352	333	902	0	0	174,587	0.000266%
312	67873	Pioneer Amer Ins Co	170,238	2,421	0	0	0	172,659	0.000263%
313	86126	Members Life Ins Co	151,773	0	0	0	0	151,773	0.000231%
314	69647	Catamaran Ins of Ohio Inc	137,253	1,133	0	0	0	138,386	0.000211%
315	60183	S USA Life Ins Co Inc	112,758	0	5,227	0	0	117,985	0.000180%
316	88536	Protective Life & Annuity	104,414	0	0	0	0	104,414	0.000159%
317	73130	All Savers Life Ins Co of CA	0	0	92,132	0	0	92,132	0.000141%
318	82538	National Hlth Ins Co	76	0	81,614	0	0	81,690	0.000125%
319	92444	Doctors Life Ins Co	70,829	6,500	0	0	0	77,329	0.000118%
320	88366	American Retirement Life	0	0	59,511	0	0	59,511	0.000091%
321	68284	Pyramid Life Ins Co	25,601	0	33,090	0	0	58,691	0.000090%
322	69973	United Life Ins Co	57,902	0	0	0	0	57,902	0.000088%
323	61808	Charter Natl Life Ins Co	0	51,000	0	0	0	51,000	0.000078%
324	86371	Ullico Life Ins Co	42,242	0	0	0	0	42,242	0.000064%
325	42129	United Security Assur Co Of	0	0	40,377	0	0	40,377	0.000062%
326	97241	Settlers Life Ins Co	37,161	0	3,054	0	0	40,215	0.000061%
327	62383	Centurion Life Ins Co	36,293	0	1	0	0	36,294	0.000055%
328	81213	American Maturity Life Ins	0	30,648	0	0	1,653	32,301	0.000049%
329	68446	Longevity Ins Co	18,752	200	12,779	0	0	31,731	0.000048%
330	81426	Commercial Travelers Mut	0	0	31,153	0	0	31,153	0.000048%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
331	69698	New Era Life Ins Co Of	14,301	1,489	0	15,092	0	30,882	0.000047%
332	68357	Reliable Life Ins Co	28,879	0	419	0	0	29,298	0.000045%
333	67903	Provident Amer Life & Hlth	475	0	25,482	0	0	25,957	0.000040%
334	70866	Allstate Assur Co	0	25,000	0	0	0	25,000	0.000038%
335	90247	Pharmacists Life Ins Co	21,808	2,400	0	150	0	24,358	0.000037%
336	71072	Marquette Natl Life Ins Co	9,120	0	13,583	0	0	22,703	0.000035%
337	90581	Symetra Natl Life Ins Co	21,152	0	0	0	0	21,152	0.000032%
338	82880	CSI Life Ins Co	18,507	0	0	0	0	18,507	0.000028%
339	85561	MAPFRE Life Ins Co	1,214	0	6,273	0	0	7,487	0.000011%
340	78743	New Era Life Ins Co	2,443	64	66	640	0	3,213	0.000005%
341	78301	Corvesta Life Ins Co	421	0	1,705	0	0	2,126	0.000003%
342	74004	Family Serv Life Ins Co	1,608	0	0	0	0	1,608	0.000002%
343	74900	Aurigen Reins Co of Amer	102	0	1,136	0	0	1,238	0.000002%
344	76694	London Life Reins Co	0	0	1,119	0	0	1,119	0.000002%
345	61581	Capitol Life Ins Co	1,022	0	0	0	0	1,022	0.000002%
346	70955	USA Life One Ins Co Of IN	585	0	0	0	0	585	0.000001%
347	76007	Old United Life Ins Co	535	0	0	0	0	535	0.000001%
348	78700	Aetna Hlth & Life Ins Co	0	0	518	0	0	518	0.000001%
	Totals:		15,149,987,762	23,135,574,076	17,866,977,532	2,092,801,803	7,323,950,799	65,569,291,972	100.000000%

Exhibit (4B)

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

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	886,824,794	5.853634%
2	67091	Northwestern Mut Life Ins Co	733,483,818	4.841481%
3	65978	Metropolitan Life Ins Co	674,722,675	4.453619%
4	65676	Lincoln Natl Life Ins Co	661,146,809	4.364009%
5	65838	John Hancock Life Ins Co USA	552,263,652	3.645308%
6	65935	Massachusetts Mut Life Ins Co	527,085,554	3.479115%
7	67466	Pacific Life Ins Co	460,574,075	3.040095%
8	60488	American Gen Life Ins Co	446,783,852	2.949071%
9	69108	State Farm Life Ins Co	425,318,564	2.807386%
10	86231	Transamerica Life Ins Co	420,631,275	2.776446%
11	68241	Prudential Ins Co Of Amer	381,042,862	2.515136%
12	66168	Minnesota Life Ins Co	356,679,832	2.354324%
13	66281	Transamerica Premier Life Ins Co	330,291,317	2.180142%
14	65919	Primerica Life Ins Co	317,877,863	2.098205%
15	79227	Pruco Life Ins Co	283,999,347	1.874585%
16	63177	Farmers New World Life Ins Co	274,189,775	1.809835%
17	91596	New York Life Ins & Ann Corp	273,227,343	1.803482%
18	87726	Metlife Ins Co USA	268,855,847	1.774627%
19	62944	AXA Equitable Life Ins Co	248,234,323	1.638512%
20	65595	Lincoln Benefit Life Co	214,362,260	1.414934%
21	65498	Life Ins Co Of N Amer	204,599,018	1.350490%
22	67105	Reliastar Life Ins Co	201,099,568	1.327391%
23	64246	Guardian Life Ins Co Of Amer	197,462,849	1.303386%
24	65528	Life Ins Co Of The Southwest	179,622,095	1.185625%
25	71854	AAA Life Ins Co	173,550,703	1.145550%
26	65536	Genworth Life & Ann Ins Co	170,013,801	1.122204%
27	68136	Protective Life Ins Co	159,512,469	1.052888%
28	61271	Principal Life Ins Co	141,902,561	0.936651%
29	69868	United Of Omaha Life Ins Co	139,687,080	0.922028%
30	60054	Aetna Life Ins Co	138,085,080	0.911453%
31	71153	Hartford Life & Ann Ins Co	134,162,231	0.885560%
32	92657	Nationwide Life & Ann Ins Co	131,128,669	0.865536%
33	61689	Athene Ann & Life Co	125,276,457	0.826908%
34	68713	Security Life Of Denver Ins Co	122,836,814	0.810805%
35	90611	Allianz Life Ins Co Of N Amer	117,903,635	0.778242%
36	65056	Jackson Natl Life Ins Co	115,910,032	0.765083%
37	66869	Nationwide Life Ins Co	111,868,954	0.738410%
38	65005	RiverSource Life Ins Co	110,171,108	0.727203%
39	67989	American Memorial Life Ins Co	106,808,432	0.705007%
40	80802	US Br Sun Life Assur Co of Canada	106,668,361	0.704082%
41	62235	Unum Life Ins Co Of Amer	105,269,680	0.694850%
42	94250	Banner Life Ins Co	104,645,185	0.690728%
43	70335	West Coast Life Ins Co	102,700,449	0.677891%
44	66044	Midland Natl Life Ins Co	100,265,348	0.661818%
45	63274	Fidelity & Guar Life Ins Co	97,964,662	0.646632%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
46	69663	USAA Life Ins Co	97,467,476	0.643350%
47	66974	North Amer Co Life & Hlth Ins	93,585,232	0.617725%
48	69019	Standard Ins Co	91,574,743	0.604454%
49	60577	American Income Life Ins Co	81,653,914	0.538970%
50	70815	Hartford Life & Accident Ins Co	80,873,616	0.533820%
51	65315	Liberty Life Assur Co Of Boston	77,750,214	0.513203%
52	61301	Ameritas Life Ins Corp	71,537,845	0.472197%
53	67644	Penn Mut Life Ins Co	70,902,073	0.468001%
54	60739	American Natl Ins Co	68,395,615	0.451457%
55	65927	Lincoln Heritage Life Ins Co	67,583,741	0.446098%
56	78077	Mony Life Ins Co Of Amer	66,620,169	0.439737%
57	70025	Genworth Life Ins Co	66,601,872	0.439617%
58	71161	Principal Natl Life Ins Co	59,231,864	0.390970%
59	68322	Great W Life & Ann Ins Co	57,523,836	0.379696%
60	89206	Ohio Natl Life Assur Corp	57,502,981	0.379558%
61	90557	Zurich Amer Life Ins Co	57,163,426	0.377317%
62	60186	Allstate Life Ins Co	53,291,817	0.351761%
63	93548	PHL Variable Ins Co	50,921,544	0.336116%
64	62200	Accordia Life & Ann Co	50,882,140	0.335856%
65	62825	Anthem Blue Cross	49,666,570	0.327832%
66	66583	National Guardian Life Ins Co	48,419,007	0.319598%
67	68381	Reliance Standard Life Ins Co	45,132,961	0.297908%
68	69116	State Life Ins Co	43,671,938	0.288264%
69	91472	Globe Life & Accident Ins Co	42,355,676	0.279576%
70	91642	Forethought Life Ins Co	42,227,143	0.278727%
71	62308	Connecticut Gen Life Ins Co	37,517,833	0.247643%
72	63665	General Amer Life Ins Co	36,267,271	0.239388%
73	65900	Conseco Life Ins Co	36,066,189	0.238061%
74	60142	TIAA Cref Life Ins Co	32,183,097	0.212430%
75	61263	Bankers Life & Cas Co	31,170,927	0.205749%
76	64505	Homesteaders Life Co	30,318,749	0.200124%
77	65242	Lafayette Life Ins Co	29,348,836	0.193722%
78	61425	Trustmark Ins Co	28,870,170	0.190562%
79	60410	American Fidelity Assur Co	28,844,331	0.190392%
80	93432	CM Life Ins Co	28,093,174	0.185434%
81	62049	Colonial Life & Accident Ins Co	27,864,686	0.183925%
82	68608	Symetra Life Ins Co	27,504,013	0.181545%
83	93262	Penn Ins & Ann Co	26,867,505	0.177343%
84	66680	National Life Ins Co	26,501,071	0.174925%
85	70939	Gerber Life Ins Co	26,488,103	0.174839%
86	62626	CMFG Life Ins Co	26,476,355	0.174762%
87	70408	Union Security Ins Co	25,247,554	0.166651%
88	71480	Great Western Ins Co	24,350,932	0.160732%
89	66427	MTL Ins Co	23,857,525	0.157476%
90	69345	Teachers Ins & Ann Assoc Of Amer	22,814,544	0.150591%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
91	67652	First Penn Pacific Life Ins Co	21,560,511	0.142314%
92	60380	American Family Life Assur Co of Col	21,407,005	0.141300%
93	67814	Phoenix Life Ins Co	21,146,045	0.139578%
94	60895	American United Life Ins Co	20,941,108	0.138225%
95	62510	Equitrust Life Ins Co	20,931,477	0.138162%
96	99937	Columbus Life Ins Co	20,220,834	0.133471%
97	67172	Ohio Natl Life Ins Co	19,996,004	0.131987%
98	65021	Stonebridge Life Ins Co	19,884,565	0.131251%
99	68195	Provident Life & Accident Ins Co	18,754,230	0.123790%
100	62065	Colonial Penn Life Ins Co	17,905,927	0.118191%
101	69930	United Ins Co Of Amer	17,846,618	0.117800%
102	66850	National Western Life Ins Co	17,244,709	0.113827%
103	91626	New England Life Ins Co	16,482,297	0.108794%
104	71439	Assurity Life Ins Co	15,395,102	0.101618%
105	69396	Texas Life Ins Co	14,284,521	0.094287%
106	70435	The Savings Bank Life Ins Co Of MA	14,220,354	0.093864%
107	70106	United States Life Ins Co in the Cit	13,905,417	0.091785%
108	69310	Surety Life Ins Co	13,632,281	0.089982%
109	72125	Physicians Life Ins Co	13,565,436	0.089541%
110	63290	Fidelity Life Assn A Legal Reserve L	13,390,822	0.088388%
111	61999	Americo Fin Life & Ann Ins Co	13,121,101	0.086608%
112	66370	Mony Life Ins Co	12,813,753	0.084579%
113	84530	US Financial Life Ins Co	12,751,669	0.084170%
114	88072	Hartford Life Ins Co	12,279,938	0.081056%
115	64343	Pacific Guardian Life Ins Co Ltd	11,208,130	0.073981%
116	86509	Voya Retirement Ins & Ann Co	11,170,709	0.073734%
117	65129	Kansas City Life Ins Co	11,164,730	0.073695%
118	77879	5 Star Life Ins Co	10,683,978	0.070521%
119	70483	Western & Southern Life Ins Co	10,302,748	0.068005%
120	91529	Unimerica Ins Co	10,085,766	0.066573%
121	81353	NYLife Ins Co Of AZ	9,968,790	0.065801%
122	84786	Colorado Bankers Life Ins Co	9,462,221	0.062457%
123	63312	Great Amer Life Ins Co	9,337,618	0.061634%
124	61557	Blue Shield of CA Life & Hlth Ins Co	8,842,274	0.058365%
125	61069	Anthem Life Ins Co	8,489,572	0.056037%
126	63258	Federated Life Ins Co	8,251,591	0.054466%
127	65331	Liberty Natl Life Ins Co	8,093,059	0.053420%
128	61395	Beneficial Life Ins Co	7,917,568	0.052261%
129	67911	Pioneer Mut Life Ins Co	7,693,114	0.050780%
130	80659	US Business of Canada Life Assur Co	7,552,127	0.049849%
131	78778	Guardian Ins & Ann Co Inc	7,412,319	0.048926%
132	80926	Sun Life & Hlth Ins Co	7,315,334	0.048286%
133	76236	Cincinnati Life Ins Co	6,411,899	0.042323%
134	97136	Metropolitan Tower Life Ins Co	6,237,660	0.041173%
135	80314	Unicare Life & Hlth Ins Co	6,138,109	0.040516%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
136	92622	Western Southern Life Assur Co	6,031,137	0.039810%
137	60534	American Heritage Life Ins Co	5,771,784	0.038098%
138	69744	Union Labor Life Ins Co	5,715,989	0.037729%
139	61492	Athene Annuity & Life Assur Co	5,570,662	0.036770%
140	14406	Industrial Alliance Ins & Fin Serv I	5,550,800	0.036639%
141	79413	UnitedHealthcare Ins Co	5,493,923	0.036264%
142	68594	American Amicable Life Ins Co Of TX	5,406,756	0.035688%
143	63495	First Investors Life Ins Co	5,277,428	0.034835%
144	61832	Chesapeake Life Ins Co	5,176,285	0.034167%
145	70416	MML Bay State Life Ins Co	5,006,456	0.033046%
146	69272	Sunset Life Ins Co Of Amer	4,835,886	0.031920%
147	93777	Pavonia Life Ins Co of MI	4,801,975	0.031696%
148	70319	Washington Natl Ins Co	4,769,466	0.031482%
149	72222	Amica Life Ins Co	4,618,125	0.030483%
150	67199	Old Amer Ins Co	4,486,130	0.029611%
151	64513	Horace Mann Life Ins Co	4,439,658	0.029305%
152	90212	Great Southern Life Ins Co	4,373,305	0.028867%
153	60232	Philadelphia Financial Life Assur Co	4,264,170	0.028146%
154	63967	Government Personnel Mut Life Ins Co	4,243,954	0.028013%
155	76023	Columbian Life Ins Co	4,131,415	0.027270%
156	84824	Commonwealth Ann & Life Ins Co	3,866,145	0.025519%
157	61182	Aurora Natl Life Assur Co	3,641,575	0.024037%
158	93742	Securian Life Ins Co	3,528,424	0.023290%
159	61360	Reliastar Life Ins Co Of NY	3,434,616	0.022671%
160	91693	IA Amer Life Ins Co	3,255,145	0.021486%
161	93459	Pan Amer Assur Co	3,221,521	0.021264%
162	63983	United Heritage Life Ins Co	3,202,137	0.021136%
163	64211	Guarantee Trust Life Ins Co	3,155,735	0.020830%
164	67083	Manhattan Natl Life Ins Co	2,999,977	0.019802%
165	80942	Voya Ins & Ann Co	2,907,221	0.019190%
166	76112	Oxford Life Ins Co	2,883,746	0.019035%
167	67180	Ohio State Life Ins Co	2,867,915	0.018930%
168	62146	Combined Ins Co Of Amer	2,784,000	0.018376%
169	60445	Sagicor Life Ins Co	2,774,191	0.018312%
170	61476	Boston Mut Life Ins Co	2,769,928	0.018283%
171	67261	Old Republic Life Ins Co	2,751,621	0.018163%
172	65110	Kanawha Ins Co	2,730,369	0.018022%
173	68802	Sentinel Security Life Ins Co	2,655,509	0.017528%
174	67148	Occidental Life Ins Co Of NC	2,651,801	0.017504%
175	68810	Sentry Life Ins Co	2,531,449	0.016709%
176	68772	Security Mut Life Ins Co Of NY	2,513,108	0.016588%
177	69892	United Farm Family Life Ins Co	2,441,996	0.016119%
178	63053	Family Life Ins Co	2,412,904	0.015927%
179	65951	Merit Life Ins Co	2,323,927	0.015339%
180	84522	Auto Club Life Ins Co	2,212,992	0.014607%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
181	93696	Fidelity Investments Life Ins Co	2,186,761	0.014434%
182	60275	American Bankers Life Assur Co Of FL	2,112,520	0.013944%
183	69485	Security Natl Life Ins Co	2,094,033	0.013822%
184	71129	Dearborn Natl Life Ins Co	2,062,333	0.013613%
185	63223	Federal Life Ins Co	2,041,756	0.013477%
186	61212	Baltimore Life Ins Co	1,974,561	0.013033%
187	99775	Funeral Directors Life Ins Co	1,937,440	0.012788%
188	97721	Thrivent Life Ins Co	1,922,931	0.012693%
189	69566	Trans World Assur Co	1,889,407	0.012471%
190	61409	National Benefit Life Ins Co	1,879,180	0.012404%
191	63657	Garden State Life Ins Co	1,840,169	0.012146%
192	65870	Manhattan Life Ins Co	1,778,792	0.011741%
193	60518	American Hlth & Life Ins Co	1,752,422	0.011567%
194	67059	North Coast Life Ins Co	1,744,959	0.011518%
195	69922	United Home Life Ins Co	1,722,123	0.011367%
196	66141	Health Net Life Ins Co	1,671,039	0.011030%
197	60399	American Family Life Ins Co	1,658,786	0.010949%
198	62880	AXA Equitable Life & Ann Co	1,642,168	0.010839%
199	62286	Golden Rule Ins Co	1,623,875	0.010719%
200	62057	Lincoln Life & Ann Co of NY	1,590,577	0.010499%
201	62596	Union Fidelity Life Ins Co	1,588,089	0.010482%
202	63487	Investors Life Ins Co N Amer	1,533,678	0.010123%
203	68675	Security Benefit Life Ins Co	1,472,207	0.009718%
204	61875	Church Life Ins Corp	1,465,780	0.009675%
205	64017	Jefferson Natl Life Ins Co	1,460,217	0.009638%
206	78662	Senior Life Ins Co	1,395,481	0.009211%
207	71331	Careamerica Life Ins Co	1,388,384	0.009164%
208	66087	Mid West Natl Life Ins Co Of TN	1,299,281	0.008576%
209	80705	US Br Great West Life Assur Co	1,296,539	0.008558%
210	69477	Time Ins Co	1,222,489	0.008069%
211	62413	Wilcac Life Ins Co	1,174,420	0.007752%
212	69914	Sears Life Ins Co	1,111,155	0.007334%
213	71870	Fidelity Security Life Ins Co	1,092,994	0.007214%
214	70173	Universal Underwriters Life Ins Co	990,458	0.006538%
215	86355	Standard Life & Accident Ins Co	987,776	0.006520%
216	92711	HCC Life Ins Co	951,084	0.006278%
217	68039	Athene Ann & Life Assur Co of NY	947,369	0.006253%
218	81264	Nippon Life Ins Co Of Amer	941,928	0.006217%
219	62928	EMC Natl Life Co	933,535	0.006162%
220	65781	Madison Natl Life Ins Co Inc	902,626	0.005958%
221	92916	United Amer Ins Co	887,107	0.005855%
222	79065	Delaware Life Ins Co	869,876	0.005742%
223	64580	Illinois Mut Life Ins Co	826,739	0.005457%
224	66540	National Farmers Union Life Ins Co	808,008	0.005333%
225	65080	John Alden Life Ins Co	754,885	0.004983%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
226	67598	Paul Revere Life Ins Co	731,047	0.004825%
227	70688	Transamerica Financial Life Ins Co	711,009	0.004693%
228	60429	American Fidelity Life Ins Co	708,388	0.004676%
229	67539	Pan Amer Life Ins Co	703,146	0.004641%
230	71714	Berkshire Life Ins Co of Amer	690,302	0.004556%
231	69140	First Allmerica Fin Life Ins Co	687,999	0.004541%
232	68721	Security Life Ins Co Of Amer	685,668	0.004526%
233	79022	Transamerica Advisors Life Ins Co	684,184	0.004516%
234	61751	Central States H & L Co Of Omaha	679,645	0.004486%
235	77720	LifeSecure Ins Co	588,678	0.003886%
236	60704	Wilton Reassur Life Co of NY	573,182	0.003783%
237	80985	4 Ever Life Ins Co	560,126	0.003697%
238	63819	Unity Financial Life Ins Co	540,269	0.003566%
239	87645	United Fidelity Life Ins Co	532,122	0.003512%
240	68543	Liberty Bankers Life Ins Co	492,063	0.003248%
241	70874	Allstate Life Ins Co Of NY	490,181	0.003236%
242	62421	Heritage Union Life Ins Co	424,146	0.002800%
243	60836	American Republic Ins Co	399,825	0.002639%
244	62359	Constitution Life Ins Co	397,763	0.002626%
245	60003	Park Avenue Life Ins Co	370,303	0.002444%
246	88668	Mutual Of Amer Life Ins Co	356,720	0.002355%
247	11121	Unified Life Ins Co	351,948	0.002323%
248	89184	Sterling Investors Life Ins Co	331,300	0.002187%
249	68632	Vantis Life Ins Co	298,889	0.001973%
250	62863	Trustmark Life Ins Co	295,292	0.001949%
251	66109	Midwestern United Life Ins Co	248,958	0.001643%
252	97764	Idealife Ins Co	232,323	0.001533%
253	90638	Best Life & Hlth Ins Co	220,277	0.001454%
254	62103	Columbian Mut Life Ins Co	219,194	0.001447%
255	67601	Unum Ins Co	208,649	0.001377%
256	71773	American Natl Life Ins Co Of TX	199,462	0.001317%
257	65811	American Modern Life Ins Co	199,203	0.001315%
258	67946	Pioneer Security Life Ins Co	198,914	0.001313%
259	86630	Prudential Ann Life Assur Corp	190,592	0.001258%
260	62634	Delaware Amer Life Ins Co	182,293	0.001203%
261	93610	John Hancock Life & Hlth Ins Co	179,133	0.001182%
262	67393	Ozark Natl Life Ins Co	173,352	0.001144%
263	67873	Pioneer Amer Ins Co	170,238	0.001124%
264	87963	National Teachers Assoc Life Ins Co	169,146	0.001116%
265	97268	Pacific Life & Ann Co	161,544	0.001066%
266	63479	United Teacher Assoc Ins Co	151,934	0.001003%
267	86126	Members Life Ins Co	151,773	0.001002%
268	71404	Continental Gen Ins Co	138,911	0.000917%
269	66265	Monarch Life Ins Co	138,279	0.000913%
270	69647	Catamaran Ins of Ohio Inc	137,253	0.000906%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
271	68985	Starmount Life Ins Co	135,507	0.000894%
272	71730	Continental Amer Ins Co	121,331	0.000801%
273	72850	United World Life Ins Co	121,267	0.000800%
274	65722	Loyal Amer Life Ins Co	113,694	0.000750%
275	60183	S USA Life Ins Co Inc	112,758	0.000744%
276	71390	Puritan Life Ins Co of Amer	108,167	0.000714%
277	88536	Protective Life & Annuity Ins Co	104,414	0.000689%
278	60216	Amalgamated Life Ins Co	101,232	0.000668%
279	71323	Zale Life Ins Co	99,916	0.000660%
280	92444	Doctors Life Ins Co	70,829	0.000468%
281	69973	United Life Ins Co	57,902	0.000382%
282	61883	Central United Life Ins Co	54,217	0.000358%
283	67369	Cigna Hlth & Life Ins Co	48,714	0.000322%
284	68047	Professional Ins Co	45,051	0.000297%
285	86371	Ullico Life Ins Co	42,242	0.000279%
286	93440	HM Life Ins Co	41,205	0.000272%
287	97241	Settlers Life Ins Co	37,161	0.000245%
288	62383	Centurion Life Ins Co	36,293	0.000240%
289	71471	Ability Ins Co	35,358	0.000233%
290	68357	Reliable Life Ins Co	28,879	0.000191%
291	68284	Pyramid Life Ins Co	25,601	0.000169%
292	77968	Family Heritage Life Ins Co Of Amer	22,395	0.000148%
293	90247	Pharmacists Life Ins Co	21,808	0.000144%
294	69078	Standard Security Life Ins Co Of NY	21,435	0.000141%
295	90581	Symetra Natl Life Ins Co	21,152	0.000140%
296	74780	Integrity Life Ins Co	19,944	0.000132%
297	67032	North Carolina Mut Life Ins Co	19,037	0.000126%
298	68446	Longevity Ins Co	18,752	0.000124%
299	82880	CSI Life Ins Co	18,507	0.000122%
300	31119	Medico Ins Co	16,963	0.000112%
301	69698	New Era Life Ins Co Of Midwest	14,301	0.000094%
302	84174	ELCO Mut Life & Ann	10,285	0.000068%
303	92738	American Equity Invest Life Ins Co	9,925	0.000066%
304	71072	Marquette Natl Life Ins Co	9,120	0.000060%
305	64238	Guaranty Income Life Ins Co	6,370	0.000042%
306	60801	American Public Life Ins Co	6,106	0.000040%
307	68500	Continental Life Ins Co Brentwood	4,685	0.000031%
308	90328	First Hlth Life & Hlth Ins Co	4,164	0.000027%
309	64890	Berkley Life & Hlth Ins Co	2,856	0.000019%
310	78743	New Era Life Ins Co	2,443	0.000016%
311	74004	Family Serv Life Ins Co	1,608	0.000011%
312	85561	MAPFRE Life Ins Co	1,214	0.000008%
313	61581	Capitol Life Ins Co	1,022	0.000007%
314	70955	USA Life One Ins Co Of IN	585	0.000004%
315	76007	Old United Life Ins Co	535	0.000004%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
316	83607	Guggenheim Life & Ann Co	526	0.000003%
317	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%
318	78301	Corvesta Life Ins Co	421	0.000003%
319	74900	Aurigen Reins Co of Amer	102	0.000001%
320	82538	National Hlth Ins Co	76	0.000001%
	Totals:		15,149,987,762	100.000000%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

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	2,421,890,169	10.468141%
2	90611	Allianz Life Ins Co Of N Amer	1,617,772,404	6.992501%
3	60488	American Gen Life Ins Co	1,563,583,870	6.758282%
4	65676	Lincoln Natl Life Ins Co	1,420,184,217	6.138465%
5	91596	New York Life Ins & Ann Corp	1,117,116,282	4.828514%
6	86509	Voya Retirement Ins & Ann Co	1,017,567,739	4.398235%
7	62944	AXA Equitable Life Ins Co	851,183,239	3.679071%
8	67466	Pacific Life Ins Co	826,054,707	3.570458%
9	86231	Transamerica Life Ins Co	770,062,209	3.328441%
10	79227	Pruco Life Ins Co	743,362,751	3.213038%
11	69345	Teachers Ins & Ann Assoc Of Amer	659,563,494	2.850833%
12	68322	Great W Life & Ann Ins Co	587,047,392	2.537396%
13	87726	Metlife Ins Co USA	515,789,262	2.229397%
14	65005	RiverSource Life Ins Co	450,831,498	1.948630%
15	68675	Security Benefit Life Ins Co	418,488,966	1.808836%
16	68608	Symetra Life Ins Co	404,917,897	1.750177%
17	92738	American Equity Invest Life Ins Co	385,090,534	1.664478%
18	68241	Prudential Ins Co Of Amer	374,112,631	1.617028%
19	66044	Midland Natl Life Ins Co	368,214,450	1.591534%
20	60895	American United Life Ins Co	356,888,840	1.542581%
21	70238	Variable Ann Life Ins Co	318,227,058	1.375473%
22	63274	Fidelity & Guar Life Ins Co	310,146,110	1.340545%
23	80942	Voya Ins & Ann Co	309,502,557	1.337764%
24	93696	Fidelity Investments Life Ins Co	303,737,058	1.312843%
25	65935	Massachusetts Mut Life Ins Co	294,110,189	1.271233%
26	61689	Athene Ann & Life Co	288,104,228	1.245273%
27	65528	Life Ins Co Of The Southwest	277,922,025	1.201263%
28	63312	Great Amer Life Ins Co	272,405,725	1.177420%
29	91642	Forethought Life Ins Co	272,138,419	1.176264%
30	66974	North Amer Co Life & Hlth Ins	262,733,839	1.135615%
31	61271	Principal Life Ins Co	229,154,511	0.990475%
32	65978	Metropolitan Life Ins Co	226,387,728	0.978516%
33	62510	Equitrust Life Ins Co	184,734,301	0.798477%
34	67172	Ohio Natl Life Ins Co	166,487,605	0.719610%
35	66850	National Western Life Ins Co	132,248,593	0.571618%
36	68136	Protective Life Ins Co	127,549,780	0.551309%
37	78778	Guardian Ins & Ann Co Inc	122,610,234	0.529958%
38	65536	Genworth Life & Ann Ins Co	115,661,678	0.499925%
39	67091	Northwestern Mut Life Ins Co	112,767,351	0.487415%
40	64017	Jefferson Natl Life Ins Co	109,038,115	0.471296%
41	61301	Ameritas Life Ins Corp	108,125,041	0.467349%
42	69663	USAA Life Ins Co	87,035,059	0.376192%
43	60739	American Natl Ins Co	76,808,538	0.331990%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2014
Line of Business: **ANNUITY CONSIDERATIONS**
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
44	68381	Reliance Standard Life Ins Co	75,833,370	0.327775%
45	66281	Transamerica Premier Life Ins Co	71,286,380	0.308121%
46	69868	United Of Omaha Life Ins Co	69,733,660	0.301410%
47	66168	Minnesota Life Ins Co	69,004,340	0.298258%
48	71854	AAA Life Ins Co	66,392,806	0.286970%
49	62626	CMFG Life Ins Co	62,877,220	0.271774%
50	93548	PHL Variable Ins Co	62,691,894	0.270973%
51	67105	Reliastar Life Ins Co	57,056,468	0.246615%
52	66869	Nationwide Life Ins Co	56,147,158	0.242685%
53	68810	Sentry Life Ins Co	53,549,500	0.231457%
54	60410	American Fidelity Assur Co	53,232,398	0.230086%
55	83607	Guggenheim Life & Ann Co	46,620,273	0.201507%
56	88072	Hartford Life Ins Co	46,558,635	0.201240%
57	71153	Hartford Life & Ann Ins Co	45,761,008	0.197793%
58	69019	Standard Ins Co	45,109,126	0.194975%
59	70025	Genworth Life Ins Co	40,359,521	0.174446%
60	69116	State Life Ins Co	39,733,252	0.171739%
61	93661	Annuity Investors Life Ins Co	39,576,373	0.171061%
62	61263	Bankers Life & Cas Co	35,813,219	0.154796%
63	69108	State Farm Life Ins Co	29,766,387	0.128659%
64	61999	Americo Fin Life & Ann Ins Co	27,017,835	0.116779%
65	79065	Delaware Life Ins Co	25,759,922	0.111342%
66	84824	Commonwealth Ann & Life Ins Co	25,356,324	0.109598%
67	64513	Horace Mann Life Ins Co	23,649,692	0.102221%
68	62345	Berkshire Hathaway Life Ins Co NE	23,028,980	0.099538%
69	74780	Integrity Life Ins Co	18,951,800	0.081915%
70	66915	New York Life Ins Co	18,402,622	0.079542%
71	97721	Thrivent Life Ins Co	18,313,515	0.079157%
72	60232	Philadelphia Financial Life Assur Co	18,166,523	0.078521%
73	60142	TIAA Cref Life Ins Co	17,944,971	0.077564%
74	93432	CM Life Ins Co	17,921,795	0.077463%
75	65838	John Hancock Life Ins Co USA	17,042,151	0.073661%
76	65242	Lafayette Life Ins Co	16,635,617	0.071904%
77	60445	Sagicor Life Ins Co	15,589,445	0.067382%
78	60186	Allstate Life Ins Co	15,580,722	0.067345%
79	86630	Prudential Ann Life Assur Corp	14,916,537	0.064474%
80	63177	Farmers New World Life Ins Co	14,883,194	0.064330%
81	61492	Athene Annuity & Life Assur Co	13,324,356	0.057592%
82	63495	First Investors Life Ins Co	12,128,034	0.052421%
83	68543	Liberty Bankers Life Ins Co	11,872,787	0.051318%
84	92622	Western Southern Life Assur Co	8,866,711	0.038325%
85	68802	Sentinel Security Life Ins Co	8,238,825	0.035611%
86	14406	Industrial Alliance Ins & Fin Serv I	7,945,739	0.034344%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2014
Line of Business: **ANNUITY CONSIDERATIONS**
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
87	67644	Penn Mut Life Ins Co	7,886,696	0.034089%
88	76112	Oxford Life Ins Co	7,811,599	0.033764%
89	90557	Zurich Amer Life Ins Co	7,657,735	0.033099%
90	84786	Colorado Bankers Life Ins Co	5,865,327	0.025352%
91	84174	ELCO Mut Life & Ann	5,540,003	0.023946%
92	65870	Manhattan Life Ins Co	5,023,900	0.021715%
93	65595	Lincoln Benefit Life Co	4,255,239	0.018392%
94	65315	Liberty Life Assur Co Of Boston	4,011,618	0.017339%
95	60054	Aetna Life Ins Co	3,505,299	0.015151%
96	66583	National Guardian Life Ins Co	3,371,012	0.014571%
97	65129	Kansas City Life Ins Co	3,311,292	0.014312%
98	78077	Mony Life Ins Co Of Amer	3,175,370	0.013725%
99	99937	Columbus Life Ins Co	3,129,485	0.013527%
100	67989	American Memorial Life Ins Co	2,266,588	0.009797%
101	13183	Eagle Life Ins Co	2,012,510	0.008699%
102	70319	Washington Natl Ins Co	1,947,020	0.008416%
103	91626	New England Life Ins Co	1,862,092	0.008049%
104	64238	Guaranty Income Life Ins Co	1,714,831	0.007412%
105	64246	Guardian Life Ins Co Of Amer	1,468,965	0.006349%
106	70408	Union Security Ins Co	1,467,727	0.006344%
107	99775	Funeral Directors Life Ins Co	1,307,048	0.005649%
108	70688	Transamerica Financial Life Ins Co	1,093,633	0.004727%
109	65781	Madison Natl Life Ins Co Inc	1,021,466	0.004415%
110	69272	Sunset Life Ins Co Of Amer	986,911	0.004266%
111	63665	General Amer Life Ins Co	893,616	0.003862%
112	63479	United Teacher Assoc Ins Co	893,231	0.003861%
113	61875	Church Life Ins Corp	832,626	0.003599%
114	69566	Trans World Assur Co	803,362	0.003472%
115	67059	North Coast Life Ins Co	800,116	0.003458%
116	62057	Lincoln Life & Ann Co of NY	746,817	0.003228%
117	62928	EMC Natl Life Co	738,130	0.003190%
118	71480	Great Western Ins Co	703,419	0.003040%
119	90212	Great Southern Life Ins Co	697,083	0.003013%
120	67148	Occidental Life Ins Co Of NC	690,176	0.002983%
121	72125	Physicians Life Ins Co	686,224	0.002966%
122	63983	United Heritage Life Ins Co	635,403	0.002746%
123	71439	Assurity Life Ins Co	600,519	0.002596%
124	64505	Homesteaders Life Co	582,753	0.002519%
125	61395	Beneficial Life Ins Co	496,969	0.002148%
126	76236	Cincinnati Life Ins Co	486,086	0.002101%
127	68594	American Amicable Life Ins Co Of TX	483,541	0.002090%
128	70106	United States Life Ins Co in the Cit	433,435	0.001873%
129	84522	Auto Club Life Ins Co	417,776	0.001806%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2014
Line of Business: **ANNUITY CONSIDERATIONS**
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
130	71390	Puritan Life Ins Co of Amer	412,675	0.001784%
131	92916	United Amer Ins Co	386,853	0.001672%
132	88668	Mutual Of Amer Life Ins Co	364,070	0.001574%
133	66680	National Life Ins Co	352,901	0.001525%
134	79022	Transamerica Advisors Life Ins Co	315,523	0.001364%
135	70435	The Savings Bank Life Ins Co Of MA	300,000	0.001297%
136	71870	Fidelity Security Life Ins Co	236,683	0.001023%
137	62413	Wilcac Life Ins Co	232,000	0.001003%
138	91693	IA Amer Life Ins Co	227,278	0.000982%
139	62286	Golden Rule Ins Co	204,659	0.000885%
140	69485	Security Natl Life Ins Co	201,806	0.000872%
141	92711	HCC Life Ins Co	155,636	0.000673%
142	62308	Connecticut Gen Life Ins Co	145,433	0.000629%
143	60429	American Fidelity Life Ins Co	136,302	0.000589%
144	61832	Chesapeake Life Ins Co	134,654	0.000582%
145	63258	Federated Life Ins Co	123,853	0.000535%
146	72222	Amica Life Ins Co	110,860	0.000479%
147	77720	LifeSecure Ins Co	107,175	0.000463%
148	68772	Security Mut Life Ins Co Of NY	101,150	0.000437%
149	66427	MTL Ins Co	99,669	0.000431%
150	86355	Standard Life & Accident Ins Co	98,895	0.000427%
151	65900	Conseco Life Ins Co	94,655	0.000409%
152	65919	Primerica Life Ins Co	92,797	0.000401%
153	97268	Pacific Life & Ann Co	91,436	0.000395%
154	69310	Surety Life Ins Co	89,705	0.000388%
155	68039	Athene Ann & Life Assur Co of NY	66,612	0.000288%
156	67814	Phoenix Life Ins Co	59,473	0.000257%
157	70335	West Coast Life Ins Co	58,743	0.000254%
158	61808	Charter Natl Life Ins Co	51,000	0.000220%
159	67911	Pioneer Mut Life Ins Co	41,674	0.000180%
160	60399	American Family Life Ins Co	39,183	0.000169%
161	66087	Mid West Natl Life Ins Co Of TN	36,934	0.000160%
162	81213	American Maturity Life Ins Co	30,648	0.000132%
163	63223	Federal Life Ins Co	29,950	0.000129%
164	70866	Allstate Assur Co	25,000	0.000108%
165	61425	Trustmark Ins Co	22,501	0.000097%
166	80659	US Business of Canada Life Assur Co	19,804	0.000086%
167	63967	Government Personnel Mut Life Ins Co	16,831	0.000073%
168	71129	Dearborn Natl Life Ins Co	15,000	0.000065%
169	67539	Pan Amer Life Ins Co	14,480	0.000063%
170	87645	United Fidelity Life Ins Co	14,147	0.000061%
171	69140	First Allmerica Fin Life Ins Co	13,025	0.000056%
172	97136	Metropolitan Tower Life Ins Co	11,152	0.000048%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2014
Line of Business: **ANNUITY CONSIDERATIONS**
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
173	64211	Guarantee Trust Life Ins Co	9,622	0.000042%
174	60534	American Heritage Life Ins Co	9,335	0.000040%
175	65927	Lincoln Heritage Life Ins Co	8,204	0.000035%
176	62049	Colonial Life & Accident Ins Co	7,680	0.000033%
177	62235	Unum Life Ins Co Of Amer	7,094	0.000031%
178	92444	Doctors Life Ins Co	6,500	0.000028%
179	68713	Security Life Of Denver Ins Co	5,680	0.000025%
180	69892	United Farm Family Life Ins Co	5,525	0.000024%
181	64580	Illinois Mut Life Ins Co	5,000	0.000022%
182	60704	Wilton Reassur Life Co of NY	4,833	0.000021%
183	62103	Columbian Mut Life Ins Co	4,778	0.000021%
184	68632	Vantis Life Ins Co	4,650	0.000020%
185	60275	American Bankers Life Assur Co Of FL	4,524	0.000020%
186	70874	Allstate Life Ins Co Of NY	4,280	0.000018%
187	61360	Reliastar Life Ins Co Of NY	3,102	0.000013%
188	66370	Mony Life Ins Co	2,874	0.000012%
189	67873	Pioneer Amer Ins Co	2,421	0.000010%
190	90247	Pharmacists Life Ins Co	2,400	0.000010%
191	68721	Security Life Ins Co Of Amer	2,365	0.000010%
192	67083	Manhattan Natl Life Ins Co	2,302	0.000010%
193	97764	Idealife Ins Co	2,117	0.000009%
194	11121	Unified Life Ins Co	1,936	0.000008%
195	89184	Sterling Investors Life Ins Co	1,775	0.000008%
196	65080	John Alden Life Ins Co	1,565	0.000007%
197	69698	New Era Life Ins Co Of Midwest	1,489	0.000006%
198	61212	Baltimore Life Ins Co	1,200	0.000005%
199	62359	Constitution Life Ins Co	1,180	0.000005%
200	69647	Catamaran Ins of Ohio Inc	1,133	0.000005%
201	63487	Investors Life Ins Co N Amer	1,050	0.000005%
202	63053	Family Life Ins Co	975	0.000004%
203	65331	Liberty Natl Life Ins Co	879	0.000004%
204	65722	Loyal Amer Life Ins Co	849	0.000004%
205	67180	Ohio State Life Ins Co	847	0.000004%
206	67946	Pioneer Security Life Ins Co	540	0.000002%
207	66109	Midwestern United Life Ins Co	448	0.000002%
208	67393	Ozark Natl Life Ins Co	333	0.000001%
209	91472	Globe Life & Accident Ins Co	329	0.000001%
210	70815	Hartford Life & Accident Ins Co	309	0.000001%
211	69922	United Home Life Ins Co	300	0.000001%
212	68446	Longevity Ins Co	200	0.000001%
213	62596	Union Fidelity Life Ins Co	158	0.000001%
214	64343	Pacific Guardian Life Ins Co Ltd	140	0.000001%
215	78743	New Era Life Ins Co	64	0.000000%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **ANNUITY CONSIDERATIONS**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
216	60836	American Republic Ins Co	60	0.000000%
	Totals:		23,135,819,896	100.000000%

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Written Premium	Market Share
1	62825	Anthem Blue Cross	3,963,384,306	22.182734%
2	79413	UnitedHealthcare Ins Co	2,171,426,213	12.153293%
3	60054	Aetna Life Ins Co	1,814,217,570	10.154026%
4	61557	Blue Shield of CA Life & Hlth Ins Co	1,774,920,701	9.934084%
5	67369	Cigna Hlth & Life Ins Co	899,428,627	5.034028%
6	66141	Health Net Life Ins Co	891,852,513	4.991625%
7	65978	Metropolitan Life Ins Co	692,235,607	3.874385%
8	64246	Guardian Life Ins Co Of Amer	370,424,423	2.073235%
9	60380	American Family Life Assur Co of Col	351,620,548	1.967991%
10	62235	Unum Life Ins Co Of Amer	300,748,939	1.683267%
11	70025	Genworth Life Ins Co	284,420,729	1.591879%
12	65498	Life Ins Co Of N Amer	256,165,279	1.433736%
13	69019	Standard Ins Co	207,406,963	1.160840%
14	61271	Principal Life Ins Co	198,000,235	1.108191%
15	62308	Connecticut Gen Life Ins Co	171,277,821	0.958628%
16	80802	US Br Sun Life Assur Co of Canada	142,332,016	0.796621%
17	69477	Time Ins Co	131,878,968	0.738116%
18	67105	Reliastar Life Ins Co	128,857,669	0.721206%
19	65315	Liberty Life Assur Co Of Boston	127,646,532	0.714427%
20	70815	Hartford Life & Accident Ins Co	127,201,103	0.711934%
21	65676	Lincoln Natl Life Ins Co	124,878,736	0.698936%
22	68241	Prudential Ins Co Of Amer	118,477,989	0.663111%
23	60410	American Fidelity Assur Co	116,684,493	0.653073%
24	62049	Colonial Life & Accident Ins Co	115,182,312	0.644666%
25	65838	John Hancock Life Ins Co USA	114,826,714	0.642676%
26	91529	Unimerica Ins Co	84,947,423	0.475444%
27	67091	Northwestern Mut Life Ins Co	82,604,427	0.462330%
28	70408	Union Security Ins Co	81,306,684	0.455067%
29	68195	Provident Life & Accident Ins Co	79,992,616	0.447712%
30	92711	HCC Life Ins Co	79,748,435	0.446345%
31	68381	Reliance Standard Life Ins Co	73,601,979	0.411944%
32	86231	Transamerica Life Ins Co	71,339,046	0.399279%
33	81264	Nippon Life Ins Co Of Amer	59,156,713	0.331095%
34	65935	Massachusetts Mut Life Ins Co	57,725,757	0.323086%
35	92916	United Amer Ins Co	56,941,387	0.318696%
36	93440	HM Life Ins Co	56,515,029	0.316310%
37	61301	Ameritas Life Ins Corp	56,472,680	0.316073%
38	66915	New York Life Ins Co	56,171,129	0.314385%
39	69868	United Of Omaha Life Ins Co	54,384,585	0.304386%
40	61263	Bankers Life & Cas Co	54,367,913	0.304293%
41	68608	Symetra Life Ins Co	54,261,880	0.303699%
42	71870	Fidelity Security Life Ins Co	50,928,930	0.285045%
43	90328	First Hlth Life & Hlth Ins Co	49,612,485	0.277677%
44	66281	Transamerica Premier Life Ins Co	49,513,672	0.277124%
45	66869	Nationwide Life Ins Co	45,267,064	0.253356%
46	67539	Pan Amer Life Ins Co	37,648,825	0.210717%

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Written Premium	Market Share
47	60534	American Heritage Life Ins Co	35,282,338	0.197472%
48	65021	Stonebridge Life Ins Co	33,622,206	0.188181%
49	62146	Combined Ins Co Of Amer	33,456,424	0.187253%
50	65005	RiverSource Life Ins Co	33,247,711	0.186085%
51	71714	Berkshire Life Ins Co of Amer	33,077,271	0.185131%
52	70939	Gerber Life Ins Co	31,721,077	0.177540%
53	66087	Mid West Natl Life Ins Co Of TN	31,554,868	0.176610%
54	87963	National Teachers Assoc Life Ins Co	30,947,275	0.173209%
55	71412	Mutual Of Omaha Ins Co	29,270,462	0.163824%
56	69000	Northwestern Long Term Care Ins Co	29,236,071	0.163632%
57	62626	CMFG Life Ins Co	28,459,113	0.159283%
58	69663	USAA Life Ins Co	27,624,285	0.154611%
59	66168	Minnesota Life Ins Co	25,715,242	0.143926%
60	67598	Paul Revere Life Ins Co	24,583,654	0.137593%
61	62065	Colonial Penn Life Ins Co	24,221,794	0.135567%
62	72850	United World Life Ins Co	23,504,389	0.131552%
63	71730	Continental Amer Ins Co	21,210,454	0.118713%
64	70106	United States Life Ins Co in the Cit	21,006,251	0.117570%
65	84549	Symphonix Hlth Ins Inc	18,761,456	0.105006%
66	61069	Anthem Life Ins Co	17,962,105	0.100532%
67	64890	Berkley Life & Hlth Ins Co	15,979,087	0.089434%
68	87726	Metlife Ins Co USA	15,850,815	0.088716%
69	70319	Washington Natl Ins Co	15,413,442	0.086268%
70	60488	American Gen Life Ins Co	15,075,911	0.084379%
71	69744	Union Labor Life Ins Co	14,870,006	0.083226%
72	80578	Physicians Mut Ins Co	14,445,726	0.080852%
73	68721	Security Life Ins Co Of Amer	14,339,113	0.080255%
74	71854	AAA Life Ins Co	13,301,905	0.074450%
75	66583	National Guardian Life Ins Co	12,551,912	0.070252%
76	65595	Lincoln Benefit Life Co	11,420,772	0.063921%
77	76325	Senior Hlth Ins Co of PA	10,761,787	0.060233%
78	61425	Trustmark Ins Co	10,634,171	0.059519%
79	90611	Allianz Life Ins Co Of N Amer	10,541,585	0.059000%
80	61832	Chesapeake Life Ins Co	9,901,853	0.055420%
81	62863	Trustmark Life Ins Co	9,835,622	0.055049%
82	69078	Standard Security Life Ins Co Of NY	9,571,041	0.053568%
83	65110	Kanawha Ins Co	8,644,250	0.048381%
84	80985	4 Ever Life Ins Co	7,653,331	0.042835%
85	70785	Pacificare Life & Hlth Ins Co	7,455,542	0.041728%
86	65056	Jackson Natl Life Ins Co	7,274,625	0.040715%
87	88072	Hartford Life Ins Co	6,259,212	0.035032%
88	86355	Standard Life & Accident Ins Co	6,233,429	0.034888%
89	68500	Continental Life Ins Co Brentwood	6,087,571	0.034072%
90	69515	Medamerica Ins Co	5,915,947	0.033111%
91	68322	Great W Life & Ann Ins Co	5,818,057	0.032563%
92	62944	AXA Equitable Life Ins Co	5,787,025	0.032390%

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Written Premium	Market Share
93	90638	Best Life & Hlth Ins Co	5,455,219	0.030532%
94	60577	American Income Life Ins Co	5,440,962	0.030453%
95	98205	Natl Foundation Life Ins Co	5,261,869	0.029450%
96	69116	State Life Ins Co	5,130,991	0.028718%
97	71439	Assurity Life Ins Co	5,054,638	0.028290%
98	65951	Merit Life Ins Co	4,482,730	0.025089%
99	80314	Unicare Life & Hlth Ins Co	4,231,167	0.023681%
100	66370	Mony Life Ins Co	3,974,962	0.022248%
101	93572	RGA Reins Co	3,850,993	0.021554%
102	63177	Farmers New World Life Ins Co	3,602,420	0.020162%
103	64211	Guarantee Trust Life Ins Co	3,508,761	0.019638%
104	80896	Centre Life Ins Co	3,439,536	0.019251%
105	77968	Family Heritage Life Ins Co Of Amer	3,375,029	0.018890%
106	60186	Allstate Life Ins Co	3,323,322	0.018600%
107	61360	Reliastar Life Ins Co Of NY	3,305,861	0.018503%
108	71129	Dearborn Natl Life Ins Co	3,145,481	0.017605%
109	65536	Genworth Life & Ann Ins Co	3,085,840	0.017271%
110	62596	Union Fidelity Life Ins Co	3,075,227	0.017212%
111	62359	Constitution Life Ins Co	2,969,641	0.016621%
112	65781	Madison Natl Life Ins Co Inc	2,811,614	0.015736%
113	63479	United Teacher Assoc Ins Co	2,811,440	0.015735%
114	63053	Family Life Ins Co	2,739,480	0.015333%
115	66680	National Life Ins Co	2,580,667	0.014444%
116	67032	North Carolina Mut Life Ins Co	2,474,788	0.013851%
117	80705	US Br Great West Life Assur Co	2,426,254	0.013580%
118	69914	Sears Life Ins Co	2,369,872	0.013264%
119	61492	Athene Annuity & Life Assur Co	2,331,392	0.013049%
120	68047	Professional Ins Co	2,282,011	0.012772%
121	60216	Amalgamated Life Ins Co	2,281,653	0.012770%
122	91472	Globe Life & Accident Ins Co	2,273,724	0.012726%
123	61883	Central United Life Ins Co	2,032,363	0.011375%
124	60275	American Bankers Life Assur Co Of FL	1,961,343	0.010977%
125	65900	Conseco Life Ins Co	1,886,090	0.010556%
126	93610	John Hancock Life & Hlth Ins Co	1,879,725	0.010521%
127	11121	Unified Life Ins Co	1,816,124	0.010165%
128	62286	Golden Rule Ins Co	1,813,442	0.010150%
129	77720	LifeSecure Ins Co	1,799,394	0.010071%
130	80926	Sun Life & Hlth Ins Co	1,791,294	0.010026%
131	63258	Federated Life Ins Co	1,760,646	0.009854%
132	63665	General Amer Life Ins Co	1,756,763	0.009832%
133	61476	Boston Mut Life Ins Co	1,624,433	0.009092%
134	93742	Securian Life Ins Co	1,518,470	0.008499%
135	66265	Monarch Life Ins Co	1,517,766	0.008495%
136	84786	Colorado Bankers Life Ins Co	1,489,131	0.008335%
137	89206	Ohio Natl Life Assur Corp	1,464,107	0.008194%
138	71773	American Natl Life Ins Co Of TX	1,262,276	0.007065%

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Written Premium	Market Share
139	71471	Ability Ins Co	1,254,058	0.007019%
140	67784	Philadelphia Amer Life Ins Co	1,239,430	0.006937%
141	65722	Loyal Amer Life Ins Co	1,175,646	0.006580%
142	67644	Penn Mut Life Ins Co	1,005,142	0.005626%
143	67172	Ohio Natl Life Ins Co	935,163	0.005234%
144	94188	Lifewise Assur Co	908,625	0.005085%
145	92908	HealthMarkets Ins Co	825,779	0.004622%
146	62057	Lincoln Life & Ann Co of NY	749,957	0.004197%
147	69345	Teachers Ins & Ann Assoc Of Amer	726,334	0.004065%
148	65080	John Alden Life Ins Co	718,645	0.004022%
149	60836	American Republic Ins Co	689,576	0.003859%
150	60739	American Natl Ins Co	666,355	0.003730%
151	72125	Physicians Life Ins Co	634,686	0.003552%
152	68985	Starmount Life Ins Co	626,946	0.003509%
153	31119	Medico Ins Co	560,074	0.003135%
154	69930	United Ins Co Of Amer	553,690	0.003099%
155	93777	Pavonia Life Ins Co of MI	550,166	0.003079%
156	65927	Lincoln Heritage Life Ins Co	539,282	0.003018%
157	70483	Western & Southern Life Ins Co	504,644	0.002824%
158	68136	Protective Life Ins Co	470,973	0.002636%
159	68810	Sentry Life Ins Co	458,083	0.002564%
160	80659	US Business of Canada Life Assur Co	442,374	0.002476%
161	68802	Sentinel Security Life Ins Co	426,186	0.002385%
162	71404	Continental Gen Ins Co	376,710	0.002108%
163	65331	Liberty Natl Life Ins Co	333,002	0.001864%
164	65129	Kansas City Life Ins Co	314,434	0.001760%
165	60801	American Public Life Ins Co	302,678	0.001694%
166	60518	American Hlth & Life Ins Co	251,039	0.001405%
167	67814	Phoenix Life Ins Co	239,240	0.001339%
168	61689	Athene Ann & Life Co	208,669	0.001168%
169	70688	Transamerica Financial Life Ins Co	206,823	0.001158%
170	60142	TIAA Cref Life Ins Co	204,216	0.001143%
171	60895	American United Life Ins Co	199,093	0.001114%
172	64238	Guaranty Income Life Ins Co	183,814	0.001029%
173	80799	Celtic Ins Co	180,809	0.001012%
174	90212	Great Southern Life Ins Co	159,114	0.000891%
175	64580	Illinois Mut Life Ins Co	155,639	0.000871%
176	90557	Zurich Amer Life Ins Co	155,412	0.000870%
177	76112	Oxford Life Ins Co	144,401	0.000808%
178	91642	Forethought Life Ins Co	138,111	0.000773%
179	62634	Delaware Amer Life Ins Co	137,098	0.000767%
180	65811	American Modern Life Ins Co	129,512	0.000725%
181	61751	Central States H & L Co Of Omaha	112,997	0.000632%
182	71331	Careamerica Life Ins Co	109,118	0.000611%
183	88668	Mutual Of Amer Life Ins Co	104,811	0.000587%
184	71323	Zale Life Ins Co	97,746	0.000547%

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Written Premium	Market Share
185	73130	All Savers Life Ins Co of CA	92,132	0.000516%
186	71390	Puritan Life Ins Co of Amer	86,954	0.000487%
187	82538	National Hlth Ins Co	81,614	0.000457%
188	61409	National Benefit Life Ins Co	81,129	0.000454%
189	67199	Old Amer Ins Co	81,025	0.000453%
190	89184	Sterling Investors Life Ins Co	76,928	0.000431%
191	88366	American Retirement Life Ins Co	59,511	0.000333%
192	91626	New England Life Ins Co	49,336	0.000276%
193	64017	Jefferson Natl Life Ins Co	46,152	0.000258%
194	65919	Primerica Life Ins Co	45,783	0.000256%
195	42129	United Security Assur Co Of PA	40,377	0.000226%
196	68772	Security Mut Life Ins Co Of NY	34,744	0.000194%
197	68284	Pyramid Life Ins Co	33,090	0.000185%
198	63290	Fidelity Life Assn A Legal Reserve L	31,465	0.000176%
199	81426	Commercial Travelers Mut Ins Co	31,153	0.000174%
200	66427	MTL Ins Co	30,987	0.000173%
201	65242	Lafayette Life Ins Co	26,936	0.000151%
202	67903	Provident Amer Life & Hlth Ins Co	25,482	0.000143%
203	63967	Government Personnel Mut Life Ins Co	23,415	0.000131%
204	69922	United Home Life Ins Co	23,004	0.000129%
205	63223	Federal Life Ins Co	21,050	0.000118%
206	76236	Cincinnati Life Ins Co	18,981	0.000106%
207	63983	United Heritage Life Ins Co	18,009	0.000101%
208	69310	Surety Life Ins Co	17,152	0.000096%
209	64513	Horace Mann Life Ins Co	15,867	0.000089%
210	91693	IA Amer Life Ins Co	15,176	0.000085%
211	70874	Allstate Life Ins Co Of NY	14,381	0.000080%
212	71072	Marquette Natl Life Ins Co	13,583	0.000076%
213	62103	Columbian Mut Life Ins Co	13,236	0.000074%
214	63312	Great Amer Life Ins Co	12,974	0.000073%
215	68446	Longevity Ins Co	12,779	0.000072%
216	71153	Hartford Life & Ann Ins Co	11,218	0.000063%
217	97764	Idealife Ins Co	10,810	0.000061%
218	84522	Auto Club Life Ins Co	9,584	0.000054%
219	60445	Sagicor Life Ins Co	8,890	0.000050%
220	60704	Wilton Reassur Life Co of NY	8,821	0.000049%
221	67652	First Penn Pacific Life Ins Co	7,990	0.000045%
222	84824	Commonwealth Ann & Life Ins Co	7,794	0.000044%
223	61212	Baltimore Life Ins Co	7,271	0.000041%
224	85561	MAPFRE Life Ins Co	6,273	0.000035%
225	60183	S USA Life Ins Co Inc	5,227	0.000029%
226	61999	Americo Fin Life & Ann Ins Co	5,070	0.000028%
227	62413	Wilcac Life Ins Co	4,764	0.000027%
228	70335	West Coast Life Ins Co	3,770	0.000021%
229	69485	Security Natl Life Ins Co	3,725	0.000021%
230	66044	Midland Natl Life Ins Co	3,262	0.000018%

California Life & Annuity Market Share Report

Exhibit (4D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Written Premium	Market Share
231	97241	Settlers Life Ins Co	3,054	0.000017%
232	99937	Columbus Life Ins Co	2,768	0.000015%
233	67261	Old Republic Life Ins Co	2,597	0.000015%
234	61395	Beneficial Life Ins Co	2,568	0.000014%
235	64343	Pacific Guardian Life Ins Co Ltd	2,100	0.000012%
236	78301	Corvesta Life Ins Co	1,705	0.000010%
237	83607	Guggenheim Life & Ann Co	1,656	0.000009%
238	77879	5 Star Life Ins Co	1,447	0.000008%
239	63657	Garden State Life Ins Co	1,329	0.000007%
240	69140	First Allmerica Fin Life Ins Co	1,223	0.000007%
241	62928	EMC Natl Life Co	1,142	0.000006%
242	74900	Aurigen Reins Co of Amer	1,136	0.000006%
243	76694	London Life Reins Co	1,119	0.000006%
244	67393	Ozark Natl Life Ins Co	902	0.000005%
245	65528	Life Ins Co Of The Southwest	898	0.000005%
246	66974	North Amer Co Life & Hlth Ins	554	0.000003%
247	80942	Voya Ins & Ann Co	540	0.000003%
248	78700	Aetna Hlth & Life Ins Co	518	0.000003%
249	67989	American Memorial Life Ins Co	445	0.000002%
250	68357	Reliable Life Ins Co	419	0.000002%
251	63495	First Investors Life Ins Co	127	0.000001%
252	67180	Ohio State Life Ins Co	124	0.000001%
253	94250	Banner Life Ins Co	96	0.000001%
254	78743	New Era Life Ins Co	66	0.000000%
255	69272	Sunset Life Ins Co Of Amer	20	0.000000%
256	62383	Centurion Life Ins Co	1	0.000000%
	Totals:		17,866,978,487	100.000000%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

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	884,545,953	42.261293%
2	88072	Hartford Life Ins Co	319,290,669	15.254873%
3	93629	Prudential Retirement Ins & Ann Co	213,563,165	10.203490%
4	60142	TIAA Cref Life Ins Co	213,068,073	10.179835%
5	69868	United Of Omaha Life Ins Co	84,267,735	4.026092%
6	68608	Symetra Life Ins Co	40,750,206	1.946938%
7	65978	Metropolitan Life Ins Co	36,855,376	1.760853%
8	68241	Prudential Ins Co Of Amer	33,026,884	1.577938%
9	67814	Phoenix Life Ins Co	30,300,732	1.447690%
10	69345	Teachers Ins & Ann Assoc Of Amer	28,834,567	1.377640%
11	60488	American Gen Life Ins Co	23,474,384	1.121545%
12	84174	ELCO Mut Life & Ann	22,688,493	1.083997%
13	68802	Sentinel Security Life Ins Co	18,749,764	0.895815%
14	66168	Minnesota Life Ins Co	18,386,740	0.878470%
15	60739	American Natl Ins Co	12,693,508	0.606463%
16	91596	New York Life Ins & Ann Corp	11,573,878	0.552970%
17	67601	Unum Ins Co	10,546,565	0.503887%
18	61301	Ameritas Life Ins Corp	9,969,968	0.476339%
19	67466	Pacific Life Ins Co	8,831,422	0.421942%
20	63177	Farmers New World Life Ins Co	6,954,665	0.332276%
21	60054	Aetna Life Ins Co	5,161,594	0.246607%
22	90611	Allianz Life Ins Co Of N Amer	3,557,143	0.169951%
23	68136	Protective Life Ins Co	3,425,769	0.163674%
24	83607	Guggenheim Life & Ann Co	2,921,192	0.139567%
25	86630	Prudential Ann Life Assur Corp	2,886,919	0.137929%
26	62510	Equitrust Life Ins Co	2,882,883	0.137737%
27	61689	Athene Ann & Life Co	2,662,931	0.127228%
28	66974	North Amer Co Life & Hlth Ins	2,539,336	0.121323%
29	69019	Standard Ins Co	2,503,281	0.119600%
30	65056	Jackson Natl Life Ins Co	2,380,211	0.113720%
31	79227	Pruco Life Ins Co	2,215,580	0.105855%
32	74780	Integrity Life Ins Co	1,648,186	0.078746%
33	66044	Midland Natl Life Ins Co	1,626,454	0.077708%
34	65528	Life Ins Co Of The Southwest	1,400,445	0.066910%
35	69663	USAA Life Ins Co	1,391,205	0.066468%
36	87726	Metlife Ins Co USA	1,386,395	0.066238%
37	86509	Voya Retirement Ins & Ann Co	1,331,666	0.063624%
38	93548	PHL Variable Ins Co	1,302,745	0.062242%
39	68543	Liberty Bankers Life Ins Co	1,238,353	0.059165%
40	65005	RiverSource Life Ins Co	1,098,254	0.052472%
41	66850	National Western Life Ins Co	1,079,922	0.051596%
42	64343	Pacific Guardian Life Ins Co Ltd	1,043,924	0.049876%
43	65536	Genworth Life & Ann Ins Co	938,439	0.044836%
44	71439	Assurity Life Ins Co	938,202	0.044825%
45	86231	Transamerica Life Ins Co	913,370	0.043638%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **DEPOSIT TYPE CONTRACTS**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
46	67091	Northwestern Mut Life Ins Co	896,501	0.042832%
47	60445	Sagicor Life Ins Co	892,373	0.042635%
48	68322	Great W Life & Ann Ins Co	871,512	0.041639%
49	65919	Primerica Life Ins Co	758,537	0.036241%
50	78778	Guardian Ins & Ann Co Inc	755,228	0.036083%
51	69108	State Farm Life Ins Co	712,699	0.034051%
52	61999	Americo Fin Life & Ann Ins Co	687,517	0.032848%
53	62626	CMFG Life Ins Co	636,970	0.030433%
54	63312	Great Amer Life Ins Co	620,483	0.029645%
55	92738	American Equity Invest Life Ins Co	602,873	0.028804%
56	64017	Jefferson Natl Life Ins Co	585,503	0.027974%
57	65242	Lafayette Life Ins Co	566,406	0.027061%
58	84786	Colorado Bankers Life Ins Co	490,786	0.023448%
59	67644	Penn Mut Life Ins Co	474,202	0.022656%
60	84824	Commonwealth Ann & Life Ins Co	465,433	0.022237%
61	60895	American United Life Ins Co	427,044	0.020403%
62	63983	United Heritage Life Ins Co	348,167	0.016635%
63	67172	Ohio Natl Life Ins Co	287,104	0.013717%
64	61212	Baltimore Life Ins Co	247,814	0.011840%
65	62308	Connecticut Gen Life Ins Co	240,121	0.011472%
66	69116	State Life Ins Co	225,531	0.010775%
67	67105	Reliastar Life Ins Co	223,547	0.010680%
68	62345	Berkshire Hathaway Life Ins Co NE	207,995	0.009937%
69	61492	Athene Annuity & Life Assur Co	207,394	0.009909%
70	61875	Church Life Ins Corp	189,055	0.009033%
71	62235	Unum Life Ins Co Of Amer	183,705	0.008777%
72	71129	Dearborn Natl Life Ins Co	174,975	0.008360%
73	70025	Genworth Life Ins Co	171,635	0.008200%
74	65129	Kansas City Life Ins Co	160,855	0.007685%
75	67598	Paul Revere Life Ins Co	146,032	0.006977%
76	70106	United States Life Ins Co in the Cit	100,278	0.004791%
77	67369	Cigna Hlth & Life Ins Co	82,556	0.003944%
78	71854	AAA Life Ins Co	81,340	0.003886%
79	65021	Stonebridge Life Ins Co	79,739	0.003810%
80	69477	Time Ins Co	70,725	0.003379%
81	90212	Great Southern Life Ins Co	67,876	0.003243%
82	71870	Fidelity Security Life Ins Co	41,200	0.001968%
83	61263	Bankers Life & Cas Co	27,708	0.001324%
84	60518	American Hlth & Life Ins Co	22,065	0.001054%
85	64238	Guaranty Income Life Ins Co	17,817	0.000851%
86	62928	EMC Natl Life Co	16,722	0.000799%
87	88668	Mutual Of Amer Life Ins Co	16,299	0.000779%
88	69698	New Era Life Ins Co Of Midwest	15,092	0.000721%
89	72125	Physicians Life Ins Co	14,078	0.000673%
90	62413	Wilcac Life Ins Co	12,095	0.000578%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **DEPOSIT TYPE CONTRACTS**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
91	69485	Security Natl Life Ins Co	11,425	0.000546%
92	66281	Transamerica Premier Life Ins Co	11,375	0.000543%
93	66427	MTL Ins Co	11,014	0.000526%
94	63223	Federal Life Ins Co	8,519	0.000407%
95	65722	Loyal Amer Life Ins Co	6,247	0.000298%
96	64246	Guardian Life Ins Co Of Amer	5,000	0.000239%
97	87645	United Fidelity Life Ins Co	3,868	0.000185%
98	67180	Ohio State Life Ins Co	3,581	0.000171%
99	93742	Securian Life Ins Co	2,620	0.000125%
100	80985	4 Ever Life Ins Co	2,564	0.000123%
101	64211	Guarantee Trust Life Ins Co	1,458	0.000070%
102	78743	New Era Life Ins Co	640	0.000031%
103	65935	Massachusetts Mut Life Ins Co	480	0.000023%
104	69272	Sunset Life Ins Co Of Amer	449	0.000021%
105	64890	Berkley Life & Hlth Ins Co	194	0.000009%
106	90247	Pharmacists Life Ins Co	150	0.000007%
107	61409	National Benefit Life Ins Co	110	0.000005%
108	61395	Beneficial Life Ins Co	30	0.000001%
	Totals:		2,093,040,457	100.000000%

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **OTHER CONSIDERATIONS**

Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	65838	John Hancock Life Ins Co USA	1,809,666,993	24.708891%
2	68241	Prudential Ins Co Of Amer	1,715,093,025	23.417593%
3	66869	Nationwide Life Ins Co	1,003,152,479	13.696876%
4	65935	Massachusetts Mut Life Ins Co	623,353,038	8.511158%
5	86231	Transamerica Life Ins Co	580,015,893	7.919440%
6	70688	Transamerica Financial Life Ins Co	513,519,122	7.011504%
7	66915	New York Life Ins Co	197,779,151	2.700443%
8	88072	Hartford Life Ins Co	182,772,012	2.495539%
9	69019	Standard Ins Co	165,561,343	2.260547%
10	88668	Mutual Of Amer Life Ins Co	156,086,545	2.131180%
11	66168	Minnesota Life Ins Co	118,427,697	1.616992%
12	86509	Voya Retirement Ins & Ann Co	97,814,844	1.335548%
13	65978	Metropolitan Life Ins Co	62,321,100	0.850922%
14	92657	Nationwide Life & Ann Ins Co	28,842,355	0.393809%
15	67644	Penn Mut Life Ins Co	23,722,511	0.323903%
16	67172	Ohio Natl Life Ins Co	17,332,143	0.236650%
17	71153	Hartford Life & Ann Ins Co	15,683,457	0.214139%
18	62944	AXA Equitable Life Ins Co	10,081,774	0.137655%
19	78778	Guardian Ins & Ann Co Inc	1,392,606	0.019014%
20	93629	Prudential Retirement Ins & Ann Co	866,346	0.011829%
21	66281	Transamerica Premier Life Ins Co	175,790	0.002400%
22	69868	United Of Omaha Life Ins Co	137,943	0.001883%
23	61271	Principal Life Ins Co	79,396	0.001084%
24	67091	Northwestern Mut Life Ins Co	52,729	0.000720%
25	93262	Penn Ins & Ann Co	18,854	0.000257%
26	81213	American Maturity Life Ins Co	1,653	0.000023%
	Totals:		7,323,950,799	100.000000%

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

Exhibit (5A)

2014 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	560,126	0	7,653,331	2,564	0	8,216,021	0.012530%	194
2	77879	5 Star Life Ins Co	10,683,978	0	1,447	0	0	10,685,425	0.016296%	185
3	71854	AAA Life Ins Co	173,550,703	66,392,806	13,301,905	81,340	0	253,326,754	0.386350%	61
4	71471	Ability Ins Co	35,358	0	1,254,058	0	0	1,289,416	0.001966%	276
5	62200	Accordia Life & Ann Co	50,882,140	0	0	0	0	50,882,140	0.077601%	112
6	78700	Aetna Hlth & Life Ins Co	0	0	518	0	0	518	0.000001%	348
7	60054	Aetna Life Ins Co	138,085,080	3,505,299	1,814,217,570	5,161,594	0	1,960,969,543	2.990683%	8
8	73130	All Savers Life Ins Co of CA	0	0	92,132	0	0	92,132	0.000141%	317
9	90611	Allianz Life Ins Co Of N	117,903,635	1,617,772,404	10,541,585	3,557,143	0	1,749,774,767	2.668589%	11
10	70866	Allstate Assur Co	0	25,000	0	0	0	25,000	0.000038%	334
11	60186	Allstate Life Ins Co	53,291,817	15,580,722	3,323,322	0	0	72,195,861	0.110106%	97
12	70874	Allstate Life Ins Co Of NY	490,181	4,280	14,381	0	0	508,842	0.000776%	296
13	60216	Amalgamated Life Ins Co	101,232	0	2,281,653	0	0	2,382,885	0.003634%	251
14	68594	American Amicable Life Ins	5,406,756	483,541	0	0	0	5,890,297	0.008983%	207
15	60275	American Bankers Life Assur	2,112,520	4,524	1,961,343	0	0	4,078,387	0.006220%	225
16	92738	American Equity Invest Life	9,925	385,090,534	0	602,873	0	385,703,332	0.588238%	46
17	60380	American Family Life Assur	21,407,005	0	351,620,548	0	0	373,027,553	0.568906%	48
18	60399	American Family Life Ins Co	1,658,786	39,183	0	0	0	1,697,969	0.002590%	265
19	60410	American Fidelity Assur Co	28,844,331	53,232,398	116,684,493	0	0	198,761,222	0.303132%	72
20	60429	American Fidelity Life Ins Co	708,388	136,302	0	0	0	844,690	0.001288%	284
21	60488	American Gen Life Ins Co	446,783,852	1,563,583,870	15,075,911	23,474,384	0	2,048,918,017	3.124813%	7
22	60534	American Heritage Life Ins	5,771,784	9,335	35,282,338	0	0	41,063,457	0.062626%	119
23	60518	American Hlth & Life Ins Co	1,752,422	0	251,039	22,065	0	2,025,526	0.003089%	259
24	60577	American Income Life Ins Co	81,653,914	0	5,440,962	0	0	87,094,876	0.132829%	95
25	81213	American Maturity Life Ins	0	30,648	0	0	1,653	32,301	0.000049%	328
26	67989	American Memorial Life Ins	106,808,432	2,266,588	445	0	0	109,075,465	0.166351%	87
27	65811	American Modern Life Ins	199,203	0	129,512	0	0	328,715	0.000501%	300
28	60739	American Natl Ins Co	68,395,615	76,808,538	666,355	12,693,508	0	158,564,016	0.241827%	76
29	71773	American Natl Life Ins Co Of	199,462	0	1,262,276	0	0	1,461,738	0.002229%	272
30	60801	American Public Life Ins Co	6,106	0	302,678	0	0	308,784	0.000471%	302

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	60836	American Republic Ins Co	399,825	60	689,576	0	0	1,089,461	0.001662%	278
32	88366	American Retirement Life	0	0	59,511	0	0	59,511	0.000091%	320
33	60895	American United Life Ins Co	20,941,108	356,888,840	199,093	427,044	0	378,456,085	0.577185%	47
34	61999	Americo Fin Life & Ann Ins	13,121,101	27,017,835	5,070	687,517	0	40,831,523	0.062272%	120
35	61301	Ameritas Life Ins Corp	71,537,845	108,125,041	56,472,680	9,969,968	0	246,105,534	0.375337%	63
36	72222	Amica Life Ins Co	4,618,125	110,860	0	0	0	4,728,985	0.007212%	218
37	93661	Annuity Investors Life Ins Co	0	39,576,373	0	0	0	39,576,373	0.060358%	121
38	62825	Anthem Blue Cross	49,666,570	0	3,963,384,306	0	0	4,013,050,876	6.120321%	1
39	61069	Anthem Life Ins Co	8,489,572	0	17,962,105	0	0	26,451,677	0.040342%	141
40	71439	Assurity Life Ins Co	15,395,102	600,519	5,054,638	938,202	0	21,988,461	0.033535%	150
41	68039	Athene Ann & Life Assur Co	947,369	66,612	0	0	0	1,013,981	0.001546%	279
42	61689	Athene Ann & Life Co	125,276,457	288,104,228	208,669	2,662,931	0	416,252,285	0.634828%	41
43	61492	Athene Annuity & Life Assur	5,570,662	13,324,356	2,331,392	207,394	0	21,433,804	0.032689%	152
44	74900	Aurigen Reins Co of Amer	102	0	1,136	0	0	1,238	0.000002%	343
45	61182	Aurora Natl Life Assur Co	3,641,575	0	0	(238,654)	0	3,402,921	0.005190%	233
46	84522	Auto Club Life Ins Co	2,212,992	417,776	9,584	0	0	2,640,352	0.004027%	245
47	62880	AXA Equitable Life & Ann Co	1,642,168	0	0	0	0	1,642,168	0.002504%	268
48	62944	AXA Equitable Life Ins Co	248,234,323	851,183,239	5,787,025	0	10,081,774	1,115,286,361	1.700928%	20
49	61212	Baltimore Life Ins Co	1,974,561	1,200	7,271	247,814	0	2,230,846	0.003402%	254
50	61263	Bankers Life & Cas Co	31,170,927	35,813,219	54,367,913	27,708	0	121,379,767	0.185117%	83
51	94250	Banner Life Ins Co	104,645,185	0	96	0	0	104,645,281	0.159595%	89
52	61395	Beneficial Life Ins Co	7,917,568	496,969	2,568	30	0	8,417,135	0.012837%	193
53	64890	Berkley Life & Hlth Ins Co	2,856	0	15,979,087	194	0	15,982,137	0.024374%	165
54	62345	Berkshire Hathaway Life Ins	0	23,028,980	0	207,995	0	23,236,975	0.035439%	147
55	71714	Berkshire Life Ins Co of	690,302	0	33,077,271	0	0	33,767,573	0.051499%	128
56	90638	Best Life & Hlth Ins Co	220,277	0	5,455,219	0	0	5,675,496	0.008656%	209
57	61557	Blue Shield of CA Life & Hlth	8,842,274	0	1,774,920,701	0	0	1,783,762,975	2.720424%	10
58	61476	Boston Mut Life Ins Co	2,769,928	0	1,624,433	0	0	4,394,361	0.006702%	221
59	61581	Capitol Life Ins Co	1,022	0	0	0	0	1,022	0.000002%	345
60	71331	Careamerica Life Ins Co	1,388,384	0	109,118	0	0	1,497,502	0.002284%	270

CDI; Rate Specialist Bureau; June 26, 2015.
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2014 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

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61	69647	Catamaran Ins of Ohio Inc	137,253	1,133	0	0	0	138,386	0.000211%	314
62	80799	Celtic Ins Co	0	0	180,809	0	0	180,809	0.000276%	310
63	61751	Central States H & L Co Of	679,645	0	112,997	0	0	792,642	0.001209%	287
64	61883	Central United Life Ins Co	54,217	0	2,032,363	0	0	2,086,580	0.003182%	257
65	80896	Centre Life Ins Co	0	0	3,439,536	0	0	3,439,536	0.005246%	232
66	62383	Centurion Life Ins Co	36,293	0	1	0	0	36,294	0.000055%	327
67	61808	Charter Natl Life Ins Co	0	51,000	0	0	0	51,000	0.000078%	323
68	61832	Chesapeake Life Ins Co	5,176,285	134,654	9,901,853	0	0	15,212,792	0.023201%	166
69	61875	Church Life Ins Corp	1,465,780	832,626	0	189,055	0	2,487,461	0.003794%	249
70	67369	Cigna Hlth & Life Ins Co	48,714	0	899,428,627	82,556	0	899,559,897	1.371923%	23
71	76236	Cincinnati Life Ins Co	6,411,899	486,086	18,981	0	0	6,916,966	0.010549%	199
72	93432	CM Life Ins Co	28,093,174	17,921,795	0	0	0	46,014,969	0.070178%	116
73	62626	CMFG Life Ins Co	26,476,355	62,877,220	28,459,113	636,970	0	118,449,658	0.180648%	84
74	62049	Colonial Life & Accident Ins	27,864,686	7,680	115,182,312	0	0	143,054,678	0.218173%	79
75	62065	Colonial Penn Life Ins Co	17,905,927	0	24,221,794	0	0	42,127,721	0.064249%	118
76	84786	Colorado Bankers Life Ins	9,462,221	5,865,327	1,489,131	490,786	0	17,307,465	0.026396%	163
77	76023	Columbian Life Ins Co	4,131,415	0	0	0	0	4,131,415	0.006301%	224
78	62103	Columbian Mut Life Ins Co	219,194	4,778	13,236	0	0	237,208	0.000362%	307
79	99937	Columbus Life Ins Co	20,220,834	3,129,485	2,768	0	0	23,353,087	0.035616%	146
80	62146	Combined Ins Co Of Amer	2,784,000	0	33,456,424	0	0	36,240,424	0.055270%	126
81	81426	Commercial Travelers Mut	0	0	31,153	0	0	31,153	0.000048%	330
82	84824	Commonwealth Ann & Life	3,866,145	25,356,324	7,794	465,433	0	29,695,696	0.045289%	133
83	62308	Connecticut Gen Life Ins Co	37,517,833	145,433	171,277,821	240,121	0	209,181,208	0.319023%	68
84	65900	Conseco Life Ins Co	36,066,189	94,655	1,886,090	0	0	38,046,934	0.058026%	125
85	62359	Constitution Life Ins Co	397,763	1,180	2,969,641	0	0	3,368,584	0.005137%	235
86	71730	Continental Amer Ins Co	121,331	0	21,210,454	0	0	21,331,785	0.032533%	153
87	71404	Continental Gen Ins Co	138,911	0	376,710	0	0	515,621	0.000786%	295
88	68500	Continental Life Ins Co	4,685	0	6,087,571	0	0	6,092,256	0.009291%	205
89	78301	Corvesta Life Ins Co	421	0	1,705	0	0	2,126	0.000003%	341
90	82880	CSI Life Ins Co	18,507	0	0	0	0	18,507	0.000028%	338

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91	71129	Dearborn Natl Life Ins Co	2,062,333	15,000	3,145,481	174,975	0	5,397,789	0.008232%	210
92	62634	Delaware Amer Life Ins Co	182,293	0	137,098	0	0	319,391	0.000487%	301
93	79065	Delaware Life Ins Co	869,876	25,759,922	0	0	0	26,629,798	0.040613%	140
94	92444	Doctors Life Ins Co	70,829	6,500	0	0	0	77,329	0.000118%	319
95	13183	Eagle Life Ins Co	0	2,012,510	0	0	0	2,012,510	0.003069%	260
96	84174	ELCO Mut Life & Ann	10,285	5,540,003	0	22,688,493	0	28,238,781	0.043067%	137
97	62928	EMC Natl Life Co	933,535	738,130	1,142	16,722	0	1,689,529	0.002577%	266
98	62510	Equitrust Life Ins Co	20,931,477	184,734,301	0	2,882,883	0	208,548,661	0.318058%	69
99	77968	Family Heritage Life Ins Co	22,395	0	3,375,029	0	0	3,397,424	0.005181%	234
100	63053	Family Life Ins Co	2,412,904	975	2,739,480	0	0	5,153,359	0.007859%	214
101	74004	Family Serv Life Ins Co	1,608	0	0	0	0	1,608	0.000002%	342
102	63177	Farmers New World Life Ins	274,189,775	14,883,194	3,602,420	6,954,665	0	299,630,054	0.456967%	56
103	63223	Federal Life Ins Co	2,041,756	29,950	21,050	8,519	0	2,101,275	0.003205%	256
104	63258	Federated Life Ins Co	8,251,591	123,853	1,760,646	0	0	10,136,090	0.015459%	187
105	63274	Fidelity & Guar Life Ins Co	97,964,662	310,146,110	0	0	0	408,110,772	0.622411%	42
106	93696	Fidelity Investments Life Ins	2,186,761	303,737,058	0	0	0	305,923,819	0.466566%	55
107	63290	Fidelity Life Assn A Legal	13,390,822	0	31,465	0	0	13,422,287	0.020470%	177
108	71870	Fidelity Security Life Ins Co	1,092,994	236,683	50,928,930	41,200	0	52,299,807	0.079763%	110
109	69140	First Allmerica Fin Life Ins	687,999	13,025	1,223	0	0	702,247	0.001071%	289
110	90328	First Hlth Life & Hlth Ins Co	4,164	0	49,612,485	0	0	49,616,649	0.075671%	113
111	63495	First Investors Life Ins Co	5,277,428	12,128,034	127	0	0	17,405,589	0.026545%	162
112	67652	First Penn Pacific Life Ins Co	21,560,511	(106,021)	7,990	0	0	21,462,480	0.032733%	151
113	91642	Forethought Life Ins Co	42,227,143	272,138,419	138,111	0	0	314,503,673	0.479651%	53
114	99775	Funeral Directors Life Ins Co	1,937,440	1,307,048	0	0	0	3,244,488	0.004948%	237
115	63657	Garden State Life Ins Co	1,840,169	0	1,329	0	0	1,841,498	0.002808%	263
116	63665	General Amer Life Ins Co	36,267,271	893,616	1,756,763	0	0	38,917,650	0.059353%	123
117	65536	Genworth Life & Ann Ins Co	170,013,801	115,661,678	3,085,840	938,439	0	289,699,758	0.441822%	58
118	70025	Genworth Life Ins Co	66,601,872	40,359,521	284,420,729	171,635	0	391,553,757	0.597160%	44
119	70939	Gerber Life Ins Co	26,488,103	0	31,721,077	0	0	58,209,180	0.088775%	106
120	91472	Globe Life & Accident Ins Co	42,355,676	329	2,273,724	0	0	44,629,729	0.068065%	117

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2014 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

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121	62286	Golden Rule Ins Co	1,623,875	204,659	1,813,442	0	0	3,641,976	0.005554%	229
122	63967	Government Personnel Mut	4,243,954	16,831	23,415	0	0	4,284,200	0.006534%	222
123	63312	Great Amer Life Ins Co	9,337,618	272,405,725	12,974	620,483	0	282,376,800	0.430654%	59
124	90212	Great Southern Life Ins Co	4,373,305	697,083	159,114	67,876	0	5,297,378	0.008079%	212
125	68322	Great W Life & Ann Ins Co	57,523,836	587,047,392	5,818,057	871,512	0	651,260,797	0.993241%	27
126	71480	Great Western Ins Co	24,350,932	703,419	0	0	0	25,054,351	0.038210%	143
127	64211	Guarantee Trust Life Ins Co	3,155,735	9,622	3,508,761	1,458	0	6,675,576	0.010181%	203
128	64238	Guaranty Income Life Ins Co	6,370	1,714,831	183,814	17,817	0	1,922,832	0.002933%	262
129	78778	Guardian Ins & Ann Co Inc	7,412,319	122,610,234	0	755,228	1,392,606	132,170,387	0.201574%	81
130	64246	Guardian Life Ins Co Of	197,462,849	1,468,965	370,424,423	5,000	0	569,361,237	0.868335%	30
131	83607	Guggenheim Life & Ann Co	526	46,620,273	1,656	2,921,192	0	49,543,647	0.075559%	114
132	70815	Hartford Life & Accident Ins	80,873,616	309	127,201,103	0	0	208,075,028	0.317336%	70
133	71153	Hartford Life & Ann Ins Co	134,162,231	45,761,008	11,218	0	15,683,457	195,617,914	0.298338%	73
134	88072	Hartford Life Ins Co	12,279,938	46,558,635	6,259,212	319,290,669	182,772,012	567,160,466	0.864979%	31
135	92711	HCC Life Ins Co	951,084	155,636	79,748,435	0	0	80,855,155	0.123313%	96
136	66141	Health Net Life Ins Co	1,671,039	0	891,852,513	0	0	893,523,552	1.362716%	24
137	92908	HealthMarkets Ins Co	0	0	825,779	0	0	825,779	0.001259%	285
138	62421	Heritage Union Life Ins Co	424,146	0	0	0	0	424,146	0.000647%	297
139	93440	HM Life Ins Co	41,205	0	56,515,029	0	0	56,556,234	0.086254%	107
140	64505	Homesteaders Life Co	30,318,749	582,753	0	0	0	30,901,502	0.047128%	131
141	64513	Horace Mann Life Ins Co	4,439,658	23,649,692	15,867	0	0	28,105,217	0.042863%	138
142	91693	IA Amer Life Ins Co	3,255,145	227,278	15,176	0	0	3,497,599	0.005334%	230
143	97764	Idealife Ins Co	232,323	2,117	10,810	0	0	245,250	0.000374%	306
144	64580	Illinois Mut Life Ins Co	826,739	5,000	155,639	0	0	987,378	0.001506%	282
145	14406	Industrial Alliance Ins & Fin	5,550,800	7,945,739	0	0	0	13,496,539	0.020584%	176
146	74780	Integrity Life Ins Co	19,944	18,951,800	0	1,648,186	0	20,619,930	0.031448%	154
147	63487	Investors Life Ins Co N Amer	1,533,678	1,050	0	0	0	1,534,728	0.002341%	269
148	65056	Jackson Natl Life Ins Co	115,910,032	2,421,890,169	7,274,625	2,380,211	0	2,547,455,037	3.885134%	3
149	64017	Jefferson Natl Life Ins Co	1,460,217	109,038,115	46,152	585,503	0	111,129,987	0.169485%	86
150	65080	John Alden Life Ins Co	754,885	1,565	718,645	0	0	1,475,095	0.002250%	271

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151	93610	John Hancock Life & Hlth Ins	179,133	0	1,879,725	0	0	2,058,858	0.003140%	258
152	65838	John Hancock Life Ins Co	552,263,652	17,042,151	114,826,714	0	1,809,666,993	2,493,799,510	3.803304%	4
153	65110	Kanawha Ins Co	2,730,369	0	8,644,250	0	0	11,374,619	0.017347%	180
154	65129	Kansas City Life Ins Co	11,164,730	3,311,292	314,434	160,855	0	14,951,311	0.022802%	168
155	65242	Lafayette Life Ins Co	29,348,836	16,635,617	26,936	566,406	0	46,577,795	0.071036%	115
156	68543	Liberty Bankers Life Ins Co	492,063	11,872,787	0	1,238,353	0	13,603,203	0.020746%	175
157	65315	Liberty Life Assur Co Of	77,750,214	4,011,618	127,646,532	0	0	209,408,364	0.319370%	67
158	65331	Liberty Natl Life Ins Co	8,093,059	879	333,002	0	0	8,426,940	0.012852%	192
159	65498	Life Ins Co Of N Amer	204,599,018	0	256,165,279	0	0	460,764,297	0.702714%	36
160	65528	Life Ins Co Of The	179,622,095	277,922,025	898	1,400,445	0	458,945,463	0.699940%	37
161	77720	LifeSecure Ins Co	588,678	107,175	1,799,394	0	0	2,495,247	0.003806%	247
162	94188	Lifewise Assur Co	0	0	908,625	0	0	908,625	0.001386%	283
163	65595	Lincoln Benefit Life Co	214,362,260	4,255,239	11,420,772	0	0	230,038,271	0.350832%	64
164	65927	Lincoln Heritage Life Ins Co	67,583,741	8,204	539,282	0	0	68,131,227	0.103907%	99
165	62057	Lincoln Life & Ann Co of NY	1,590,577	746,817	749,957	0	0	3,087,351	0.004709%	239
166	65676	Lincoln Natl Life Ins Co	661,146,809	1,420,184,217	124,878,736	0	0	2,206,209,762	3.364700%	5
167	76694	London Life Reins Co	0	0	1,119	0	0	1,119	0.000002%	344
168	68446	Longevity Ins Co	18,752	200	12,779	0	0	31,731	0.000048%	329
169	65722	Loyal Amer Life Ins Co	113,694	849	1,175,646	6,247	0	1,296,436	0.001977%	275
170	65781	Madison Natl Life Ins Co Inc	902,626	1,021,466	2,811,614	0	0	4,735,706	0.007222%	217
171	65870	Manhattan Life Ins Co	1,778,792	5,023,900	(955)	0	0	6,801,737	0.010373%	201
172	67083	Manhattan Natl Life Ins Co	2,999,977	2,302	0	0	0	3,002,279	0.004579%	240
173	85561	MAPFRE Life Ins Co	1,214	0	6,273	0	0	7,487	0.000011%	339
174	71072	Marquette Natl Life Ins Co	9,120	0	13,583	0	0	22,703	0.000035%	336
175	65935	Massachusetts Mut Life Ins	527,085,554	294,110,189	57,725,757	480	623,353,038	1,502,275,018	2.291126%	13
176	69515	Medamerica Ins Co	0	0	5,915,947	0	0	5,915,947	0.009022%	206
177	31119	Medico Ins Co	16,963	0	560,074	0	0	577,037	0.000880%	292
178	86126	Members Life Ins Co	151,773	0	0	0	0	151,773	0.000231%	313
179	65951	Merit Life Ins Co	2,323,927	0	4,482,730	0	0	6,806,657	0.010381%	200
180	87726	Metlife Ins Co USA	268,855,847	515,789,262	15,850,815	1,386,395	0	801,882,319	1.222954%	25

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181	65978	Metropolitan Life Ins Co	674,722,675	226,387,728	692,235,607	36,855,376	62,321,100	1,692,522,486	2.581273%	12
182	97136	Metropolitan Tower Life Ins	6,237,660	11,152	0	0	0	6,248,812	0.009530%	204
183	66087	Mid West Natl Life Ins Co Of	1,299,281	36,934	31,554,868	0	0	32,891,083	0.050162%	129
184	66044	Midland Natl Life Ins Co	100,265,348	368,214,450	3,262	1,626,454	0	470,109,514	0.716966%	35
185	66109	Midwestern United Life Ins	248,958	448	0	0	0	249,406	0.000380%	305
186	66168	Minnesota Life Ins Co	356,679,832	69,004,340	25,715,242	18,386,740	118,427,697	588,213,851	0.897087%	29
187	70416	MML Bay State Life Ins Co	5,006,456	0	0	0	0	5,006,456	0.007635%	216
188	66265	Monarch Life Ins Co	138,279	0	1,517,766	0	0	1,656,045	0.002526%	267
189	66370	Mony Life Ins Co	12,813,753	2,874	3,974,962	0	0	16,791,589	0.025609%	164
190	78077	Mony Life Ins Co Of Amer	66,620,169	3,175,370	0	0	0	69,795,539	0.106445%	98
191	66427	MTL Ins Co	23,857,525	99,669	30,987	11,014	0	23,999,195	0.036601%	144
192	88668	Mutual Of Amer Life Ins Co	356,720	364,070	104,811	16,299	156,086,545	156,928,445	0.239332%	77
193	71412	Mutual Of Omaha Ins Co	0	0	29,270,462	0	0	29,270,462	0.044641%	135
194	61409	National Benefit Life Ins Co	1,879,180	0	81,129	110	0	1,960,419	0.002990%	261
195	66540	National Farmers Union Life	808,008	0	0	0	0	808,008	0.001232%	286
196	66583	National Guardian Life Ins	48,419,007	3,371,012	12,551,912	0	0	64,341,931	0.098128%	101
197	82538	National Hlth Ins Co	76	0	81,614	0	0	81,690	0.000125%	318
198	66680	National Life Ins Co	26,501,071	352,901	2,580,667	0	0	29,434,639	0.044891%	134
199	87963	National Teachers Assoc	169,146	0	30,947,275	0	0	31,116,421	0.047456%	130
200	66850	National Western Life Ins Co	17,244,709	132,248,593	0	1,079,922	0	150,573,224	0.229640%	78
201	92657	Nationwide Life & Ann Ins	131,128,669	(130,041)	0	0	28,842,355	159,840,983	0.243774%	75
202	66869	Nationwide Life Ins Co	111,868,954	56,147,158	45,267,064	0	1,003,152,479	1,216,435,655	1.855191%	17
203	98205	Natl Foundation Life Ins Co	0	0	5,261,869	0	0	5,261,869	0.008025%	213
204	91626	New England Life Ins Co	16,482,297	1,862,092	49,336	0	0	18,393,725	0.028052%	160
205	78743	New Era Life Ins Co	2,443	64	66	640	0	3,213	0.000005%	340
206	69698	New Era Life Ins Co Of	14,301	1,489	0	15,092	0	30,882	0.000047%	331
207	91596	New York Life Ins & Ann	273,227,343	1,117,116,282	0	11,573,878	0	1,401,917,503	2.138070%	15
208	66915	New York Life Ins Co	886,824,794	18,402,622	56,171,129	0	197,779,151	1,159,177,696	1.767867%	18
209	81264	Nippon Life Ins Co Of Amer	941,928	0	59,156,713	0	0	60,098,641	0.091657%	102
210	66974	North Amer Co Life & Hlth	93,585,232	262,733,839	554	2,539,336	0	358,858,961	0.547297%	49

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	67032	North Carolina Mut Life Ins	19,037	0	2,474,788	0	0	2,493,825	0.003803%	248
212	67059	North Coast Life Ins Co	1,744,959	800,116	0	0	0	2,545,075	0.003882%	246
213	69000	Northwestern Long Term	0	0	29,236,071	0	0	29,236,071	0.044588%	136
214	67091	Northwestern Mut Life Ins	733,483,818	112,767,351	82,604,427	896,501	52,729	929,804,826	1.418049%	22
215	81353	NYLife Ins Co Of AZ	9,968,790	0	0	0	0	9,968,790	0.015203%	189
216	67148	Occidental Life Ins Co Of NC	2,651,801	690,176	0	0	0	3,341,977	0.005097%	236
217	89206	Ohio Natl Life Assur Corp	57,502,981	0	1,464,107	0	0	58,967,088	0.089931%	104
218	67172	Ohio Natl Life Ins Co	19,996,004	166,487,605	935,163	287,104	17,332,143	205,038,019	0.312704%	71
219	67180	Ohio State Life Ins Co	2,867,915	847	124	3,581	0	2,872,467	0.004381%	241
220	67199	Old Amer Ins Co	4,486,130	0	81,025	0	0	4,567,155	0.006965%	220
221	67261	Old Republic Life Ins Co	2,751,621	0	2,597	0	0	2,754,218	0.004200%	242
222	76007	Old United Life Ins Co	535	0	0	0	0	535	0.000001%	347
223	76112	Oxford Life Ins Co	2,883,746	7,811,599	144,401	0	0	10,839,746	0.016532%	181
224	67393	Ozark Natl Life Ins Co	173,352	333	902	0	0	174,587	0.000266%	311
225	64343	Pacific Guardian Life Ins Co	11,208,130	140	2,100	1,043,924	0	12,254,294	0.018689%	179
226	97268	Pacific Life & Ann Co	161,544	91,436	0	0	0	252,980	0.000386%	304
227	67466	Pacific Life Ins Co	460,574,075	826,054,707	0	8,831,422	0	1,295,460,204	1.975712%	16
228	70785	Pacificare Life & Hlth Ins Co	0	0	7,455,542	0	0	7,455,542	0.011370%	197
229	93459	Pan Amer Assur Co	3,221,521	0	0	0	0	3,221,521	0.004913%	238
230	67539	Pan Amer Life Ins Co	703,146	14,480	37,648,825	0	0	38,366,451	0.058513%	124
231	60003	Park Avenue Life Ins Co	370,303	0	0	0	0	370,303	0.000565%	299
232	67598	Paul Revere Life Ins Co	731,047	0	24,583,654	146,032	0	25,460,733	0.038830%	142
233	93777	Pavonia Life Ins Co of MI	4,801,975	0	550,166	0	0	5,352,141	0.008163%	211
234	93262	Penn Ins & Ann Co	26,867,505	0	0	0	18,854	26,886,359	0.041004%	139
235	67644	Penn Mut Life Ins Co	70,902,073	7,886,696	1,005,142	474,202	23,722,511	103,990,624	0.158597%	90
236	90247	Pharmacists Life Ins Co	21,808	2,400	0	150	0	24,358	0.000037%	335
237	67784	Philadelphia Amer Life Ins	0	0	1,239,430	0	0	1,239,430	0.001890%	277
238	60232	Philadelphia Financial Life	4,264,170	18,166,523	0	0	0	22,430,693	0.034209%	148
239	93548	PHL Variable Ins Co	50,921,544	62,691,894	0	1,302,745	0	114,916,183	0.175259%	85
240	67814	Phoenix Life Ins Co	21,146,045	59,473	239,240	30,300,732	0	51,745,490	0.078917%	111

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

2014 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	72125	Physicians Life Ins Co	13,565,436	686,224	634,686	14,078	0	14,900,424	0.022725%	169
242	80578	Physicians Mut Ins Co	0	0	14,445,726	0	0	14,445,726	0.022031%	172
243	67873	Pioneer Amer Ins Co	170,238	2,421	0	0	0	172,659	0.000263%	312
244	67911	Pioneer Mut Life Ins Co	7,693,114	41,674	0	0	0	7,734,788	0.011796%	196
245	67946	Pioneer Security Life Ins Co	198,914	540	0	0	0	199,454	0.000304%	308
246	65919	Primerica Life Ins Co	317,877,863	92,797	45,783	758,537	0	318,774,980	0.486165%	51
247	61271	Principal Life Ins Co	141,902,561	229,154,511	198,000,235	884,545,953	79,396	1,453,682,656	2.217017%	14
248	71161	Principal Natl Life Ins Co	59,231,864	0	0	0	0	59,231,864	0.090335%	103
249	68047	Professional Ins Co	45,051	0	2,282,011	0	0	2,327,062	0.003549%	252
250	88536	Protective Life & Annuity	104,414	0	0	0	0	104,414	0.000159%	316
251	68136	Protective Life Ins Co	159,512,469	127,549,780	470,973	3,425,769	0	290,958,991	0.443743%	57
252	67903	Provident Amer Life & Hlth	475	0	25,482	0	0	25,957	0.000040%	333
253	68195	Provident Life & Accident	18,754,230	0	79,992,616	0	0	98,746,846	0.150599%	92
254	79227	Pruco Life Ins Co	283,999,347	743,362,751	0	2,215,580	0	1,029,577,678	1.570213%	21
255	86630	Prudential Ann Life Assur	190,592	14,916,537	0	2,886,919	0	17,994,048	0.027443%	161
256	68241	Prudential Ins Co Of Amer	381,042,862	374,112,631	118,477,989	33,026,884	1,715,093,025	2,621,753,391	3.998447%	2
257	93629	Prudential Retirement Ins &	0	(9,758)	0	213,563,165	866,346	214,419,753	0.327012%	65
258	71390	Puritan Life Ins Co of Amer	108,167	412,675	86,954	0	0	607,796	0.000927%	290
259	68284	Pyramid Life Ins Co	25,601	0	33,090	0	0	58,691	0.000090%	321
260	68357	Reliable Life Ins Co	28,879	0	419	0	0	29,298	0.000045%	332
261	68381	Reliance Standard Life Ins	45,132,961	75,833,370	73,601,979	0	0	194,568,310	0.296737%	74
262	67105	Reliastar Life Ins Co	201,099,568	57,056,468	128,857,669	223,547	0	387,237,252	0.590577%	45
263	61360	Reliastar Life Ins Co Of NY	3,434,616	3,102	3,305,861	0	0	6,743,579	0.010285%	202
264	93572	RGA Reins Co	0	0	3,850,993	0	0	3,850,993	0.005873%	227
265	65005	RiverSource Life Ins Co	110,171,108	450,831,498	33,247,711	1,098,254	0	595,348,571	0.907969%	28
266	60183	S USA Life Ins Co Inc	112,758	0	5,227	0	0	117,985	0.000180%	315
267	60445	Sagicor Life Ins Co	2,774,191	15,589,445	8,890	892,373	0	19,264,899	0.029381%	157
268	69914	Sears Life Ins Co	1,111,155	0	2,369,872	0	0	3,481,027	0.005309%	231
269	93742	Securian Life Ins Co	3,528,424	0	1,518,470	2,620	0	5,049,514	0.007701%	215
270	68675	Security Benefit Life Ins Co	1,472,207	418,488,966	0	0	0	419,961,173	0.640485%	40

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

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2014 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	68721	Security Life Ins Co Of Amer	685,668	2,365	14,339,113	0	0	15,027,146	0.022918%	167
272	68713	Security Life Of Denver Ins	122,836,814	5,680	0	0	0	122,842,494	0.187348%	82
273	68772	Security Mut Life Ins Co Of	2,513,108	101,150	34,744	0	0	2,649,002	0.004040%	244
274	69485	Security Natl Life Ins Co	2,094,033	201,806	3,725	11,425	0	2,310,989	0.003524%	253
275	76325	Senior Hlth Ins Co of PA	0	0	10,761,787	0	0	10,761,787	0.016413%	183
276	78662	Senior Life Ins Co	1,395,481	0	0	0	0	1,395,481	0.002128%	274
277	68802	Sentinel Security Life Ins Co	2,655,509	8,238,825	426,186	18,749,764	0	30,070,284	0.045860%	132
278	68810	Sentry Life Ins Co	2,531,449	53,549,500	458,083	0	0	56,539,032	0.086228%	108
279	97241	Settlers Life Ins Co	37,161	0	3,054	0	0	40,215	0.000061%	326
280	69019	Standard Ins Co	91,574,743	45,109,126	207,406,963	2,503,281	165,561,343	512,155,456	0.781090%	34
281	86355	Standard Life & Accident Ins	987,776	98,895	6,233,429	0	0	7,320,100	0.011164%	198
282	69078	Standard Security Life Ins Co	21,435	0	9,571,041	0	0	9,592,476	0.014630%	190
283	68985	Starmount Life Ins Co	135,507	0	626,946	0	0	762,453	0.001163%	288
284	69108	State Farm Life Ins Co	425,318,564	29,766,387	0	712,699	0	455,797,650	0.695139%	38
285	69116	State Life Ins Co	43,671,938	39,733,252	5,130,991	225,531	0	88,761,712	0.135371%	94
286	89184	Sterling Investors Life Ins Co	331,300	1,775	76,928	0	0	410,003	0.000625%	298
287	65021	Stonebridge Life Ins Co	19,884,565	0	33,622,206	79,739	0	53,586,510	0.081725%	109
288	80926	Sun Life & Hlth Ins Co	7,315,334	0	1,791,294	0	0	9,106,628	0.013889%	191
289	69272	Sunset Life Ins Co Of Amer	4,835,886	986,911	20	449	0	5,823,266	0.008881%	208
290	69310	Surety Life Ins Co	13,632,281	89,705	17,152	0	0	13,739,138	0.020954%	174
291	68608	Symetra Life Ins Co	27,504,013	404,917,897	54,261,880	40,750,206	0	527,433,996	0.804392%	32
292	90581	Symetra Natl Life Ins Co	21,152	0	0	0	0	21,152	0.000032%	337
293	84549	Symphonix Hlth Ins Inc	0	0	18,761,456	0	0	18,761,456	0.028613%	158
294	69345	Teachers Ins & Ann Assoc	22,814,544	659,563,494	726,334	28,834,567	0	711,938,939	1.085781%	26
295	69396	Texas Life Ins Co	14,284,521	0	0	0	0	14,284,521	0.021785%	173
296	70435	The Savings Bank Life Ins Co	14,220,354	300,000	0	0	0	14,520,354	0.022145%	171
297	97721	Thrivent Life Ins Co	1,922,931	18,313,515	0	0	0	20,236,446	0.030863%	156
298	60142	TIAA Cref Life Ins Co	32,183,097	17,944,971	204,216	213,068,073	0	263,400,357	0.401713%	60
299	69477	Time Ins Co	1,222,489	0	131,878,968	70,725	0	133,172,182	0.203101%	80
300	69566	Trans World Assur Co	1,889,407	803,362	0	0	0	2,692,769	0.004107%	243

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

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2014 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	79022	Transamerica Advisors Life	684,184	315,523	0	0	0	999,707	0.001525%	280
302	70688	Transamerica Financial Life	711,009	1,093,633	206,823	0	513,519,122	515,530,587	0.786238%	33
303	86231	Transamerica Life Ins Co	420,631,275	770,062,209	71,339,046	913,370	580,015,893	1,842,961,793	2.810709%	9
304	66281	Transamerica Premier Life	330,291,317	71,286,380	49,513,672	11,375	175,790	451,278,534	0.688247%	39
305	61425	Trustmark Ins Co	28,870,170	22,501	10,634,171	0	0	39,526,842	0.060283%	122
306	62863	Trustmark Life Ins Co	295,292	0	9,835,622	0	0	10,130,914	0.015451%	188
307	86371	Ullico Life Ins Co	42,242	0	0	0	0	42,242	0.000064%	324
308	80314	Unicare Life & Hlth Ins Co	6,138,109	0	4,231,167	0	0	10,369,276	0.015814%	186
309	11121	Unified Life Ins Co	351,948	1,936	1,816,124	0	0	2,170,008	0.003309%	255
310	91529	Unimerica Ins Co	10,085,766	0	84,947,423	0	0	95,033,189	0.144936%	93
311	62596	Union Fidelity Life Ins Co	1,588,089	158	3,075,227	0	0	4,663,474	0.007112%	219
312	69744	Union Labor Life Ins Co	5,715,989	0	14,870,006	0	0	20,585,995	0.031396%	155
313	70408	Union Security Ins Co	25,247,554	1,467,727	81,306,684	0	0	108,021,965	0.164745%	88
314	92916	United Amer Ins Co	887,107	386,853	56,941,387	0	0	58,215,347	0.088784%	105
315	69892	United Farm Family Life Ins	2,441,996	5,525	0	0	0	2,447,521	0.003733%	250
316	87645	United Fidelity Life Ins Co	532,122	14,147	0	3,868	0	550,137	0.000839%	293
317	63983	United Heritage Life Ins Co	3,202,137	635,403	18,009	348,167	0	4,203,716	0.006411%	223
318	69922	United Home Life Ins Co	1,722,123	300	23,004	0	0	1,745,427	0.002662%	264
319	69930	United Ins Co Of Amer	17,846,618	0	553,690	0	0	18,400,308	0.028062%	159
320	69973	United Life Ins Co	57,902	0	0	0	0	57,902	0.000088%	322
321	69868	United Of Omaha Life Ins Co	139,687,080	69,733,660	54,384,585	84,267,735	137,943	348,211,003	0.531058%	50
322	42129	United Security Assur Co Of	0	0	40,377	0	0	40,377	0.000062%	325
323	70106	United States Life Ins Co in	13,905,417	433,435	21,006,251	100,278	0	35,445,381	0.054058%	127
324	63479	United Teacher Assoc Ins Co	151,934	893,231	2,811,440	0	0	3,856,605	0.005882%	226
325	72850	United World Life Ins Co	121,267	0	23,504,389	0	0	23,625,656	0.036032%	145
326	79413	UnitedHealthcare Ins Co	5,493,923	0	2,171,426,213	0	0	2,176,920,136	3.320030%	6
327	63819	Unity Financial Life Ins Co	540,269	0	0	0	0	540,269	0.000824%	294
328	70173	Universal Underwriters Life	990,458	0	0	0	0	990,458	0.001511%	281
329	67601	Unum Ins Co	208,649	0	0	10,546,565	0	10,755,214	0.016403%	184
330	62235	Unum Life Ins Co Of Amer	105,269,680	7,094	300,748,939	183,705	0	406,209,418	0.619512%	43

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

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2014 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
331	80705	US Br Great West Life Assur	1,296,539	0	2,426,254	0	0	3,722,793	0.005678%	228
332	80802	US Br Sun Life Assur Co of	106,668,361	0	142,332,016	0	0	249,000,377	0.379752%	62
333	80659	US Business of Canada Life	7,552,127	19,804	442,374	0	0	8,014,305	0.012223%	195
334	84530	US Financial Life Ins Co	12,751,669	0	0	0	0	12,751,669	0.019448%	178
335	70955	USA Life One Ins Co Of IN	585	0	0	0	0	585	0.000001%	346
336	69663	USAA Life Ins Co	97,467,476	87,035,059	27,624,285	1,391,205	0	213,518,025	0.325637%	66
337	68632	Vantis Life Ins Co	298,889	4,650	0	0	0	303,539	0.000463%	303
338	70238	Variable Ann Life Ins Co	0	318,227,058	0	0	0	318,227,058	0.485329%	52
339	80942	Voya Ins & Ann Co	2,907,221	309,502,557	540	0	0	312,410,318	0.476458%	54
340	86509	Voya Retirement Ins & Ann	11,170,709	1,017,567,739	0	1,331,666	97,814,844	1,127,884,958	1.720142%	19
341	70319	Washington Natl Ins Co	4,769,466	1,947,020	15,413,442	0	0	22,129,928	0.033750%	149
342	70335	West Coast Life Ins Co	102,700,449	58,743	3,770	0	0	102,762,962	0.156724%	91
343	70483	Western & Southern Life Ins	10,302,748	0	504,644	0	0	10,807,392	0.016482%	182
344	92622	Western Southern Life	6,031,137	8,866,711	0	0	0	14,897,848	0.022721%	170
345	62413	Wilcac Life Ins Co	1,174,420	232,000	4,764	12,095	0	1,423,279	0.002171%	273
346	60704	Wilton Reassur Life Co of	573,182	4,833	8,821	0	0	586,836	0.000895%	291
347	71323	Zale Life Ins Co	99,916	0	97,746	0	0	197,662	0.000301%	309
348	90557	Zurich Amer Life Ins Co	57,163,426	7,657,735	155,412	0	0	64,976,573	0.099096%	100
	Totals:		15,149,987,762	23,135,574,076	17,866,977,532	2,092,801,803	7,323,950,799	65,569,291,972	100.000000%	

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

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	560,126	0.003697%	237
2	77879	5 Star Life Ins Co	10,683,978	0.070521%	118
3	71854	AAA Life Ins Co	173,550,703	1.145550%	25
4	71471	Ability Ins Co	35,358	0.000233%	289
5	62200	Accordia Life & Ann Co	50,882,140	0.335856%	64
6	60054	Aetna Life Ins Co	138,085,080	0.911453%	30
7	90611	Allianz Life Ins Co Of N Amer	117,903,635	0.778242%	35
8	60186	Allstate Life Ins Co	53,291,817	0.351761%	62
9	70874	Allstate Life Ins Co Of NY	490,181	0.003236%	241
10	60216	Amalgamated Life Ins Co	101,232	0.000668%	278
11	68594	American Amicable Life Ins Co Of TX	5,406,756	0.035688%	142
12	60275	American Bankers Life Assur Co Of FL	2,112,520	0.013944%	182
13	92738	American Equity Invest Life Ins Co	9,925	0.000066%	303
14	60380	American Family Life Assur Co of Col	21,407,005	0.141300%	92
15	60399	American Family Life Ins Co	1,658,786	0.010949%	197
16	60410	American Fidelity Assur Co	28,844,331	0.190392%	79
17	60429	American Fidelity Life Ins Co	708,388	0.004676%	228
18	60488	American Gen Life Ins Co	446,783,852	2.949071%	8
19	60534	American Heritage Life Ins Co	5,771,784	0.038098%	137
20	60518	American Hlth & Life Ins Co	1,752,422	0.011567%	193
21	60577	American Income Life Ins Co	81,653,914	0.538970%	49
22	67989	American Memorial Life Ins Co	106,808,432	0.705007%	39
23	65811	American Modern Life Ins Co	199,203	0.001315%	257
24	60739	American Natl Ins Co	68,395,615	0.451457%	54
25	71773	American Natl Life Ins Co Of TX	199,462	0.001317%	256
26	60801	American Public Life Ins Co	6,106	0.000040%	306
27	60836	American Republic Ins Co	399,825	0.002639%	243
28	60895	American United Life Ins Co	20,941,108	0.138225%	94
29	61999	Americo Fin Life & Ann Ins Co	13,121,101	0.086608%	111
30	61301	Ameritas Life Ins Corp	71,537,845	0.472197%	52
31	72222	Amica Life Ins Co	4,618,125	0.030483%	149
32	62825	Anthem Blue Cross	49,666,570	0.327832%	65
33	61069	Anthem Life Ins Co	8,489,572	0.056037%	125
34	71439	Assurity Life Ins Co	15,395,102	0.101618%	104
35	68039	Athene Ann & Life Assur Co of NY	947,369	0.006253%	217
36	61689	Athene Ann & Life Co	125,276,457	0.826908%	33
37	61492	Athene Annuity & Life Assur Co	5,570,662	0.036770%	139
38	74900	Aurigen Reins Co of Amer	102	0.000001%	319
39	61182	Aurora Natl Life Assur Co	3,641,575	0.024037%	157
40	84522	Auto Club Life Ins Co	2,212,992	0.014607%	180
41	62880	AXA Equitable Life & Ann Co	1,642,168	0.010839%	198
42	62944	AXA Equitable Life Ins Co	248,234,323	1.638512%	19
43	61212	Baltimore Life Ins Co	1,974,561	0.013033%	186
44	61263	Bankers Life & Cas Co	31,170,927	0.205749%	75
45	94250	Banner Life Ins Co	104,645,185	0.690728%	42

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	61395	Beneficial Life Ins Co	7,917,568	0.052261%	128
47	64890	Berkley Life & Hlth Ins Co	2,856	0.000019%	309
48	71714	Berkshire Life Ins Co of Amer	690,302	0.004556%	230
49	90638	Best Life & Hlth Ins Co	220,277	0.001454%	253
50	61557	Blue Shield of CA Life & Hlth Ins Co	8,842,274	0.058365%	124
51	61476	Boston Mut Life Ins Co	2,769,928	0.018283%	170
52	61581	Capitol Life Ins Co	1,022	0.000007%	313
53	71331	Careamerica Life Ins Co	1,388,384	0.009164%	207
54	69647	Catamaran Ins of Ohio Inc	137,253	0.000906%	270
55	61751	Central States H & L Co Of Omaha	679,645	0.004486%	234
56	61883	Central United Life Ins Co	54,217	0.000358%	282
57	62383	Centurion Life Ins Co	36,293	0.000240%	288
58	61832	Chesapeake Life Ins Co	5,176,285	0.034167%	144
59	61875	Church Life Ins Corp	1,465,780	0.009675%	204
60	67369	Cigna Hlth & Life Ins Co	48,714	0.000322%	283
61	76236	Cincinnati Life Ins Co	6,411,899	0.042323%	133
62	93432	CM Life Ins Co	28,093,174	0.185434%	80
63	62626	CMFG Life Ins Co	26,476,355	0.174762%	86
64	62049	Colonial Life & Accident Ins Co	27,864,686	0.183925%	81
65	62065	Colonial Penn Life Ins Co	17,905,927	0.118191%	100
66	84786	Colorado Bankers Life Ins Co	9,462,221	0.062457%	122
67	76023	Columbian Life Ins Co	4,131,415	0.027270%	155
68	62103	Columbian Mut Life Ins Co	219,194	0.001447%	254
69	99937	Columbus Life Ins Co	20,220,834	0.133471%	96
70	62146	Combined Ins Co Of Amer	2,784,000	0.018376%	168
71	84824	Commonwealth Ann & Life Ins Co	3,866,145	0.025519%	156
72	62308	Connecticut Gen Life Ins Co	37,517,833	0.247643%	71
73	65900	Conseco Life Ins Co	36,066,189	0.238061%	73
74	62359	Constitution Life Ins Co	397,763	0.002626%	244
75	71730	Continental Amer Ins Co	121,331	0.000801%	272
76	71404	Continental Gen Ins Co	138,911	0.000917%	268
77	68500	Continental Life Ins Co Brentwood	4,685	0.000031%	307
78	78301	Corvesta Life Ins Co	421	0.000003%	318
79	82880	CSI Life Ins Co	18,507	0.000122%	299
80	71129	Dearborn Natl Life Ins Co	2,062,333	0.013613%	184
81	62634	Delaware Amer Life Ins Co	182,293	0.001203%	260
82	79065	Delaware Life Ins Co	869,876	0.005742%	222
83	92444	Doctors Life Ins Co	70,829	0.000468%	280
84	84174	ELCO Mut Life & Ann	10,285	0.000068%	302
85	62928	EMC Natl Life Co	933,535	0.006162%	219
86	62510	Equitrust Life Ins Co	20,931,477	0.138162%	95
87	77968	Family Heritage Life Ins Co Of Amer	22,395	0.000148%	292
88	63053	Family Life Ins Co	2,412,904	0.015927%	178
89	74004	Family Serv Life Ins Co	1,608	0.000011%	311
90	63177	Farmers New World Life Ins Co	274,189,775	1.809835%	16

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	63223	Federal Life Ins Co	2,041,756	0.013477%	185
92	63258	Federated Life Ins Co	8,251,591	0.054466%	126
93	63274	Fidelity & Guar Life Ins Co	97,964,662	0.646632%	45
94	93696	Fidelity Investments Life Ins Co	2,186,761	0.014434%	181
95	63290	Fidelity Life Assn A Legal Reserve L	13,390,822	0.088388%	110
96	71870	Fidelity Security Life Ins Co	1,092,994	0.007214%	213
97	69140	First Allmerica Fin Life Ins Co	687,999	0.004541%	231
98	90328	First Hlth Life & Hlth Ins Co	4,164	0.000027%	308
99	63495	First Investors Life Ins Co	5,277,428	0.034835%	143
100	67652	First Penn Pacific Life Ins Co	21,560,511	0.142314%	91
101	91642	Forethought Life Ins Co	42,227,143	0.278727%	70
102	99775	Funeral Directors Life Ins Co	1,937,440	0.012788%	187
103	63657	Garden State Life Ins Co	1,840,169	0.012146%	191
104	63665	General Amer Life Ins Co	36,267,271	0.239388%	72
105	65536	Genworth Life & Ann Ins Co	170,013,801	1.122204%	26
106	70025	Genworth Life Ins Co	66,601,872	0.439617%	57
107	70939	Gerber Life Ins Co	26,488,103	0.174839%	85
108	91472	Globe Life & Accident Ins Co	42,355,676	0.279576%	69
109	62286	Golden Rule Ins Co	1,623,875	0.010719%	199
110	63967	Government Personnel Mut Life Ins Co	4,243,954	0.028013%	154
111	63312	Great Amer Life Ins Co	9,337,618	0.061634%	123
112	90212	Great Southern Life Ins Co	4,373,305	0.028867%	152
113	68322	Great W Life & Ann Ins Co	57,523,836	0.379696%	59
114	71480	Great Western Ins Co	24,350,932	0.160732%	88
115	64211	Guarantee Trust Life Ins Co	3,155,735	0.020830%	163
116	64238	Guaranty Income Life Ins Co	6,370	0.000042%	305
117	78778	Guardian Ins & Ann Co Inc	7,412,319	0.048926%	131
118	64246	Guardian Life Ins Co Of Amer	197,462,849	1.303386%	23
119	83607	Guggenheim Life & Ann Co	526	0.000003%	316
120	70815	Hartford Life & Accident Ins Co	80,873,616	0.533820%	50
121	71153	Hartford Life & Ann Ins Co	134,162,231	0.885560%	31
122	88072	Hartford Life Ins Co	12,279,938	0.081056%	114
123	92711	HCC Life Ins Co	951,084	0.006278%	216
124	66141	Health Net Life Ins Co	1,671,039	0.011030%	196
125	62421	Heritage Union Life Ins Co	424,146	0.002800%	242
126	93440	HM Life Ins Co	41,205	0.000272%	286
127	64505	Homesteaders Life Co	30,318,749	0.200124%	76
128	64513	Horace Mann Life Ins Co	4,439,658	0.029305%	151
129	91693	IA Amer Life Ins Co	3,255,145	0.021486%	160
130	97764	Idealife Ins Co	232,323	0.001533%	252
131	64580	Illinois Mut Life Ins Co	826,739	0.005457%	223
132	14406	Industrial Alliance Ins & Fin Serv I	5,550,800	0.036639%	140
133	74780	Integrity Life Ins Co	19,944	0.000132%	296
134	63487	Investors Life Ins Co N Amer	1,533,678	0.010123%	202
135	65056	Jackson Natl Life Ins Co	115,910,032	0.765083%	36

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
136	64017	Jefferson Natl Life Ins Co	1,460,217	0.009638%	205
137	65080	John Alden Life Ins Co	754,885	0.004983%	225
138	93610	John Hancock Life & Hlth Ins Co	179,133	0.001182%	261
139	65838	John Hancock Life Ins Co USA	552,263,652	3.645308%	5
140	65110	Kanawha Ins Co	2,730,369	0.018022%	172
141	65129	Kansas City Life Ins Co	11,164,730	0.073695%	117
142	65242	Lafayette Life Ins Co	29,348,836	0.193722%	77
143	68543	Liberty Bankers Life Ins Co	492,063	0.003248%	240
144	65315	Liberty Life Assur Co Of Boston	77,750,214	0.513203%	51
145	65331	Liberty Natl Life Ins Co	8,093,059	0.053420%	127
146	65498	Life Ins Co Of N Amer	204,599,018	1.350490%	21
147	65528	Life Ins Co Of The Southwest	179,622,095	1.185625%	24
148	77720	LifeSecure Ins Co	588,678	0.003886%	235
149	65595	Lincoln Benefit Life Co	214,362,260	1.414934%	20
150	65927	Lincoln Heritage Life Ins Co	67,583,741	0.446098%	55
151	62057	Lincoln Life & Ann Co of NY	1,590,577	0.010499%	200
152	65676	Lincoln Natl Life Ins Co	661,146,809	4.364009%	4
153	68446	Longevity Ins Co	18,752	0.000124%	298
154	65722	Loyal Amer Life Ins Co	113,694	0.000750%	274
155	65781	Madison Natl Life Ins Co Inc	902,626	0.005958%	220
156	65870	Manhattan Life Ins Co	1,778,792	0.011741%	192
157	67083	Manhattan Natl Life Ins Co	2,999,977	0.019802%	164
158	85561	MAPFRE Life Ins Co	1,214	0.000008%	312
159	71072	Marquette Natl Life Ins Co	9,120	0.000060%	304
160	65935	Massachusetts Mut Life Ins Co	527,085,554	3.479115%	6
161	31119	Medico Ins Co	16,963	0.000112%	300
162	86126	Members Life Ins Co	151,773	0.001002%	267
163	65951	Merit Life Ins Co	2,323,927	0.015339%	179
164	87726	Metlife Ins Co USA	268,855,847	1.774627%	18
165	65978	Metropolitan Life Ins Co	674,722,675	4.453619%	3
166	97136	Metropolitan Tower Life Ins Co	6,237,660	0.041173%	134
167	66087	Mid West Natl Life Ins Co Of TN	1,299,281	0.008576%	208
168	66044	Midland Natl Life Ins Co	100,265,348	0.661818%	44
169	66109	Midwestern United Life Ins Co	248,958	0.001643%	251
170	66168	Minnesota Life Ins Co	356,679,832	2.354324%	12
171	70416	MML Bay State Life Ins Co	5,006,456	0.033046%	145
172	66265	Monarch Life Ins Co	138,279	0.000913%	269
173	66370	Mony Life Ins Co	12,813,753	0.084579%	112
174	78077	Mony Life Ins Co Of Amer	66,620,169	0.439737%	56
175	66427	MTL Ins Co	23,857,525	0.157476%	89
176	88668	Mutual Of Amer Life Ins Co	356,720	0.002355%	246
177	61409	National Benefit Life Ins Co	1,879,180	0.012404%	190
178	66540	National Farmers Union Life Ins Co	808,008	0.005333%	224
179	66583	National Guardian Life Ins Co	48,419,007	0.319598%	66
180	82538	National Hlth Ins Co	76	0.000001%	320

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
181	66680	National Life Ins Co	26,501,071	0.174925%	84
182	87963	National Teachers Assoc Life Ins Co	169,146	0.001116%	264
183	66850	National Western Life Ins Co	17,244,709	0.113827%	102
184	92657	Nationwide Life & Ann Ins Co	131,128,669	0.865536%	32
185	66869	Nationwide Life Ins Co	111,868,954	0.738410%	37
186	91626	New England Life Ins Co	16,482,297	0.108794%	103
187	78743	New Era Life Ins Co	2,443	0.000016%	310
188	69698	New Era Life Ins Co Of Midwest	14,301	0.000094%	301
189	91596	New York Life Ins & Ann Corp	273,227,343	1.803482%	17
190	66915	New York Life Ins Co	886,824,794	5.853634%	1
191	81264	Nippon Life Ins Co Of Amer	941,928	0.006217%	218
192	66974	North Amer Co Life & Hlth Ins	93,585,232	0.617725%	47
193	67032	North Carolina Mut Life Ins Co	19,037	0.000126%	297
194	67059	North Coast Life Ins Co	1,744,959	0.011518%	194
195	67091	Northwestern Mut Life Ins Co	733,483,818	4.841481%	2
196	81353	NYLife Ins Co Of AZ	9,968,790	0.065801%	121
197	67148	Occidental Life Ins Co Of NC	2,651,801	0.017504%	174
198	89206	Ohio Natl Life Assur Corp	57,502,981	0.379558%	60
199	67172	Ohio Natl Life Ins Co	19,996,004	0.131987%	97
200	67180	Ohio State Life Ins Co	2,867,915	0.018930%	167
201	67199	Old Amer Ins Co	4,486,130	0.029611%	150
202	67261	Old Republic Life Ins Co	2,751,621	0.018163%	171
203	76007	Old United Life Ins Co	535	0.000004%	315
204	76112	Oxford Life Ins Co	2,883,746	0.019035%	166
205	67393	Ozark Natl Life Ins Co	173,352	0.001144%	262
206	64343	Pacific Guardian Life Ins Co Ltd	11,208,130	0.073981%	115
207	97268	Pacific Life & Ann Co	161,544	0.001066%	265
208	67466	Pacific Life Ins Co	460,574,075	3.040095%	7
209	93459	Pan Amer Assur Co	3,221,521	0.021264%	161
210	67539	Pan Amer Life Ins Co	703,146	0.004641%	229
211	60003	Park Avenue Life Ins Co	370,303	0.002444%	245
212	67598	Paul Revere Life Ins Co	731,047	0.004825%	226
213	93777	Pavonia Life Ins Co of MI	4,801,975	0.031696%	147
214	93262	Penn Ins & Ann Co	26,867,505	0.177343%	83
215	67644	Penn Mut Life Ins Co	70,902,073	0.468001%	53
216	90247	Pharmacists Life Ins Co	21,808	0.000144%	293
217	60232	Philadelphia Financial Life Assur Co	4,264,170	0.028146%	153
218	93548	PHL Variable Ins Co	50,921,544	0.336116%	63
219	67814	Phoenix Life Ins Co	21,146,045	0.139578%	93
220	72125	Physicians Life Ins Co	13,565,436	0.089541%	109
221	67873	Pioneer Amer Ins Co	170,238	0.001124%	263
222	67911	Pioneer Mut Life Ins Co	7,693,114	0.050780%	129
223	67946	Pioneer Security Life Ins Co	198,914	0.001313%	258
224	65919	Primerica Life Ins Co	317,877,863	2.098205%	14
225	61271	Principal Life Ins Co	141,902,561	0.936651%	28

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
226	71161	Principal Natl Life Ins Co	59,231,864	0.390970%	58
227	68047	Professional Ins Co	45,051	0.000297%	284
228	88536	Protective Life & Annuity Ins Co	104,414	0.000689%	277
229	68136	Protective Life Ins Co	159,512,469	1.052888%	27
230	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%	317
231	68195	Provident Life & Accident Ins Co	18,754,230	0.123790%	99
232	79227	Pruco Life Ins Co	283,999,347	1.874585%	15
233	86630	Prudential Ann Life Assur Corp	190,592	0.001258%	259
234	68241	Prudential Ins Co Of Amer	381,042,862	2.515136%	11
235	71390	Puritan Life Ins Co of Amer	108,167	0.000714%	276
236	68284	Pyramid Life Ins Co	25,601	0.000169%	291
237	68357	Reliable Life Ins Co	28,879	0.000191%	290
238	68381	Reliance Standard Life Ins Co	45,132,961	0.297908%	67
239	67105	Reliastar Life Ins Co	201,099,568	1.327391%	22
240	61360	Reliastar Life Ins Co Of NY	3,434,616	0.022671%	159
241	65005	RiverSource Life Ins Co	110,171,108	0.727203%	38
242	60183	S USA Life Ins Co Inc	112,758	0.000744%	275
243	60445	Sagicor Life Ins Co	2,774,191	0.018312%	169
244	69914	Sears Life Ins Co	1,111,155	0.007334%	212
245	93742	Securian Life Ins Co	3,528,424	0.023290%	158
246	68675	Security Benefit Life Ins Co	1,472,207	0.009718%	203
247	68721	Security Life Ins Co Of Amer	685,668	0.004526%	232
248	68713	Security Life Of Denver Ins Co	122,836,814	0.810805%	34
249	68772	Security Mut Life Ins Co Of NY	2,513,108	0.016588%	176
250	69485	Security Natl Life Ins Co	2,094,033	0.013822%	183
251	78662	Senior Life Ins Co	1,395,481	0.009211%	206
252	68802	Sentinel Security Life Ins Co	2,655,509	0.017528%	173
253	68810	Sentry Life Ins Co	2,531,449	0.016709%	175
254	97241	Settlers Life Ins Co	37,161	0.000245%	287
255	69019	Standard Ins Co	91,574,743	0.604454%	48
256	86355	Standard Life & Accident Ins Co	987,776	0.006520%	215
257	69078	Standard Security Life Ins Co Of NY	21,435	0.000141%	294
258	68985	Starmount Life Ins Co	135,507	0.000894%	271
259	69108	State Farm Life Ins Co	425,318,564	2.807386%	9
260	69116	State Life Ins Co	43,671,938	0.288264%	68
261	89184	Sterling Investors Life Ins Co	331,300	0.002187%	248
262	65021	Stonebridge Life Ins Co	19,884,565	0.131251%	98
263	80926	Sun Life & Hlth Ins Co	7,315,334	0.048286%	132
264	69272	Sunset Life Ins Co Of Amer	4,835,886	0.031920%	146
265	69310	Surety Life Ins Co	13,632,281	0.089982%	108
266	68608	Symetra Life Ins Co	27,504,013	0.181545%	82
267	90581	Symetra Natl Life Ins Co	21,152	0.000140%	295
268	69345	Teachers Ins & Ann Assoc Of Amer	22,814,544	0.150591%	90
269	69396	Texas Life Ins Co	14,284,521	0.094287%	105
270	70435	The Savings Bank Life Ins Co Of MA	14,220,354	0.093864%	106

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
271	97721	Thrivent Life Ins Co	1,922,931	0.012693%	188
272	60142	TIAA Cref Life Ins Co	32,183,097	0.212430%	74
273	69477	Time Ins Co	1,222,489	0.008069%	210
274	69566	Trans World Assur Co	1,889,407	0.012471%	189
275	79022	Transamerica Advisors Life Ins Co	684,184	0.004516%	233
276	70688	Transamerica Financial Life Ins Co	711,009	0.004693%	227
277	86231	Transamerica Life Ins Co	420,631,275	2.776446%	10
278	66281	Transamerica Premier Life Ins Co	330,291,317	2.180142%	13
279	61425	Trustmark Ins Co	28,870,170	0.190562%	78
280	62863	Trustmark Life Ins Co	295,292	0.001949%	250
281	86371	Ullico Life Ins Co	42,242	0.000279%	285
282	80314	Unicare Life & Hlth Ins Co	6,138,109	0.040516%	135
283	11121	Unified Life Ins Co	351,948	0.002323%	247
284	91529	Unimerica Ins Co	10,085,766	0.066573%	120
285	62596	Union Fidelity Life Ins Co	1,588,089	0.010482%	201
286	69744	Union Labor Life Ins Co	5,715,989	0.037729%	138
287	70408	Union Security Ins Co	25,247,554	0.166651%	87
288	92916	United Amer Ins Co	887,107	0.005855%	221
289	69892	United Farm Family Life Ins Co	2,441,996	0.016119%	177
290	87645	United Fidelity Life Ins Co	532,122	0.003512%	239
291	63983	United Heritage Life Ins Co	3,202,137	0.021136%	162
292	69922	United Home Life Ins Co	1,722,123	0.011367%	195
293	69930	United Ins Co Of Amer	17,846,618	0.117800%	101
294	69973	United Life Ins Co	57,902	0.000382%	281
295	69868	United Of Omaha Life Ins Co	139,687,080	0.922028%	29
296	70106	United States Life Ins Co in the Cit	13,905,417	0.091785%	107
297	63479	United Teacher Assoc Ins Co	151,934	0.001003%	266
298	72850	United World Life Ins Co	121,267	0.000800%	273
299	79413	UnitedHealthcare Ins Co	5,493,923	0.036264%	141
300	63819	Unity Financial Life Ins Co	540,269	0.003566%	238
301	70173	Universal Underwriters Life Ins Co	990,458	0.006538%	214
302	67601	Unum Ins Co	208,649	0.001377%	255
303	62235	Unum Life Ins Co Of Amer	105,269,680	0.694850%	41
304	80705	US Br Great West Life Assur Co	1,296,539	0.008558%	209
305	80802	US Br Sun Life Assur Co of Canada	106,668,361	0.704082%	40
306	80659	US Business of Canada Life Assur Co	7,552,127	0.049849%	130
307	84530	US Financial Life Ins Co	12,751,669	0.084170%	113
308	70955	USA Life One Ins Co Of IN	585	0.000004%	314
309	69663	USAA Life Ins Co	97,467,476	0.643350%	46
310	68632	Vantis Life Ins Co	298,889	0.001973%	249
311	80942	Voya Ins & Ann Co	2,907,221	0.019190%	165
312	86509	Voya Retirement Ins & Ann Co	11,170,709	0.073734%	116
313	70319	Washington Natl Ins Co	4,769,466	0.031482%	148
314	70335	West Coast Life Ins Co	102,700,449	0.677891%	43
315	70483	Western & Southern Life Ins Co	10,302,748	0.068005%	119

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **LIFE INSURANCE**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
316	92622	Western Southern Life Assur Co	6,031,137	0.039810%	136
317	62413	Wilcac Life Ins Co	1,174,420	0.007752%	211
318	60704	Wilton Reassur Life Co of NY	573,182	0.003783%	236
319	71323	Zale Life Ins Co	99,916	0.000660%	279
320	90557	Zurich Amer Life Ins Co	57,163,426	0.377317%	61
	Totals:		15,149,987,762	100.000000%	

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

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	66,392,806	0.286970%	48
2	60054	Aetna Life Ins Co	3,505,299	0.015151%	95
3	90611	Allianz Life Ins Co Of N Amer	1,617,772,404	6.992501%	2
4	70866	Allstate Assur Co	25,000	0.000108%	164
5	60186	Allstate Life Ins Co	15,580,722	0.067345%	78
6	70874	Allstate Life Ins Co Of NY	4,280	0.000018%	186
7	68594	American Amicable Life Ins Co Of TX	483,541	0.002090%	127
8	60275	American Bankers Life Assur Co Of FL	4,524	0.000020%	185
9	92738	American Equity Invest Life Ins Co	385,090,534	1.664478%	17
10	60399	American Family Life Ins Co	39,183	0.000169%	160
11	60410	American Fidelity Assur Co	53,232,398	0.230086%	54
12	60429	American Fidelity Life Ins Co	136,302	0.000589%	143
13	60488	American Gen Life Ins Co	1,563,583,870	6.758282%	3
14	60534	American Heritage Life Ins Co	9,335	0.000040%	174
15	81213	American Maturity Life Ins Co	30,648	0.000132%	162
16	67989	American Memorial Life Ins Co	2,266,588	0.009797%	100
17	60739	American Natl Ins Co	76,808,538	0.331990%	43
18	60836	American Republic Ins Co	60	0.000000%	216
19	60895	American United Life Ins Co	356,888,840	1.542581%	20
20	61999	Americo Fin Life & Ann Ins Co	27,017,835	0.116779%	64
21	61301	Ameritas Life Ins Corp	108,125,041	0.467349%	41
22	72222	Amica Life Ins Co	110,860	0.000479%	146
23	93661	Annuity Investors Life Ins Co	39,576,373	0.171061%	61
24	71439	Assurity Life Ins Co	600,519	0.002596%	123
25	68039	Athene Ann & Life Assur Co of NY	66,612	0.000288%	155
26	61689	Athene Ann & Life Co	288,104,228	1.245273%	26
27	61492	Athene Annuity & Life Assur Co	13,324,356	0.057592%	81
28	84522	Auto Club Life Ins Co	417,776	0.001806%	129
29	62944	AXA Equitable Life Ins Co	851,183,239	3.679071%	7
30	61212	Baltimore Life Ins Co	1,200	0.000005%	198
31	61263	Bankers Life & Cas Co	35,813,219	0.154796%	62
32	61395	Beneficial Life Ins Co	496,969	0.002148%	125
33	62345	Berkshire Hathaway Life Ins Co NE	23,028,980	0.099538%	68
34	69647	Catamaran Ins of Ohio Inc	1,133	0.000005%	200
35	61808	Charter Natl Life Ins Co	51,000	0.000220%	158
36	61832	Chesapeake Life Ins Co	134,654	0.000582%	144
37	61875	Church Life Ins Corp	832,626	0.003599%	113
38	76236	Cincinnati Life Ins Co	486,086	0.002101%	126
39	93432	CM Life Ins Co	17,921,795	0.077463%	74
40	62626	CMFG Life Ins Co	62,877,220	0.271774%	49
41	62049	Colonial Life & Accident Ins Co	7,680	0.000033%	176
42	84786	Colorado Bankers Life Ins Co	5,865,327	0.025352%	90
43	62103	Columbian Mut Life Ins Co	4,778	0.000021%	183

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2014
Line of Business: **ANNUITY CONSIDERATIONS**
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
44	99937	Columbus Life Ins Co	3,129,485	0.013527%	99
45	84824	Commonwealth Ann & Life Ins Co	25,356,324	0.109598%	66
46	62308	Connecticut Gen Life Ins Co	145,433	0.000629%	142
47	65900	Conseco Life Ins Co	94,655	0.000409%	151
48	62359	Constitution Life Ins Co	1,180	0.000005%	199
49	71129	Dearborn Natl Life Ins Co	15,000	0.000065%	168
50	79065	Delaware Life Ins Co	25,759,922	0.111342%	65
51	92444	Doctors Life Ins Co	6,500	0.000028%	178
52	13183	Eagle Life Ins Co	2,012,510	0.008699%	101
53	84174	ELCO Mut Life & Ann	5,540,003	0.023946%	91
54	62928	EMC Natl Life Co	738,130	0.003190%	117
55	62510	Equitrust Life Ins Co	184,734,301	0.798477%	33
56	63053	Family Life Ins Co	975	0.000004%	202
57	63177	Farmers New World Life Ins Co	14,883,194	0.064330%	80
58	63223	Federal Life Ins Co	29,950	0.000129%	163
59	63258	Federated Life Ins Co	123,853	0.000535%	145
60	63274	Fidelity & Guar Life Ins Co	310,146,110	1.340545%	22
61	93696	Fidelity Investments Life Ins Co	303,737,058	1.312843%	24
62	71870	Fidelity Security Life Ins Co	236,683	0.001023%	136
63	69140	First Allmerica Fin Life Ins Co	13,025	0.000056%	171
64	63495	First Investors Life Ins Co	12,128,034	0.052421%	82
65	91642	Forethought Life Ins Co	272,138,419	1.176264%	29
66	99775	Funeral Directors Life Ins Co	1,307,048	0.005649%	107
67	63665	General Amer Life Ins Co	893,616	0.003862%	111
68	65536	Genworth Life & Ann Ins Co	115,661,678	0.499925%	38
69	70025	Genworth Life Ins Co	40,359,521	0.174446%	59
70	91472	Globe Life & Accident Ins Co	329	0.000001%	209
71	62286	Golden Rule Ins Co	204,659	0.000885%	139
72	63967	Government Personnel Mut Life Ins Co	16,831	0.000073%	167
73	63312	Great Amer Life Ins Co	272,405,725	1.177420%	28
74	90212	Great Southern Life Ins Co	697,083	0.003013%	119
75	68322	Great W Life & Ann Ins Co	587,047,392	2.537396%	12
76	71480	Great Western Ins Co	703,419	0.003040%	118
77	64211	Guarantee Trust Life Ins Co	9,622	0.000042%	173
78	64238	Guaranty Income Life Ins Co	1,714,831	0.007412%	104
79	78778	Guardian Ins & Ann Co Inc	122,610,234	0.529958%	37
80	64246	Guardian Life Ins Co Of Amer	1,468,965	0.006349%	105
81	83607	Guggenheim Life & Ann Co	46,620,273	0.201507%	55
82	70815	Hartford Life & Accident Ins Co	309	0.000001%	210
83	71153	Hartford Life & Ann Ins Co	45,761,008	0.197793%	57
84	88072	Hartford Life Ins Co	46,558,635	0.201240%	56
85	92711	HCC Life Ins Co	155,636	0.000673%	141
86	64505	Homesteaders Life Co	582,753	0.002519%	124

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2014
Line of Business: **ANNUITY CONSIDERATIONS**
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
87	64513	Horace Mann Life Ins Co	23,649,692	0.102221%	67
88	91693	IA Amer Life Ins Co	227,278	0.000982%	138
89	97764	Idealife Ins Co	2,117	0.000009%	193
90	64580	Illinois Mut Life Ins Co	5,000	0.000022%	181
91	14406	Industrial Alliance Ins & Fin Serv I	7,945,739	0.034344%	86
92	74780	Integrity Life Ins Co	18,951,800	0.081915%	69
93	63487	Investors Life Ins Co N Amer	1,050	0.000005%	201
94	65056	Jackson Natl Life Ins Co	2,421,890,169	10.468141%	1
95	64017	Jefferson Natl Life Ins Co	109,038,115	0.471296%	40
96	65080	John Alden Life Ins Co	1,565	0.000007%	196
97	65838	John Hancock Life Ins Co USA	17,042,151	0.073661%	75
98	65129	Kansas City Life Ins Co	3,311,292	0.014312%	97
99	65242	Lafayette Life Ins Co	16,635,617	0.071904%	76
100	68543	Liberty Bankers Life Ins Co	11,872,787	0.051318%	83
101	65315	Liberty Life Assur Co Of Boston	4,011,618	0.017339%	94
102	65331	Liberty Natl Life Ins Co	879	0.000004%	203
103	65528	Life Ins Co Of The Southwest	277,922,025	1.201263%	27
104	77720	LifeSecure Ins Co	107,175	0.000463%	147
105	65595	Lincoln Benefit Life Co	4,255,239	0.018392%	93
106	65927	Lincoln Heritage Life Ins Co	8,204	0.000035%	175
107	62057	Lincoln Life & Ann Co of NY	746,817	0.003228%	116
108	65676	Lincoln Natl Life Ins Co	1,420,184,217	6.138465%	4
109	68446	Longevity Ins Co	200	0.000001%	212
110	65722	Loyal Amer Life Ins Co	849	0.000004%	204
111	65781	Madison Natl Life Ins Co Inc	1,021,466	0.004415%	109
112	65870	Manhattan Life Ins Co	5,023,900	0.021715%	92
113	67083	Manhattan Natl Life Ins Co	2,302	0.000010%	192
114	65935	Massachusetts Mut Life Ins Co	294,110,189	1.271233%	25
115	87726	Metlife Ins Co USA	515,789,262	2.229397%	13
116	65978	Metropolitan Life Ins Co	226,387,728	0.978516%	32
117	97136	Metropolitan Tower Life Ins Co	11,152	0.000048%	172
118	66087	Mid West Natl Life Ins Co Of TN	36,934	0.000160%	161
119	66044	Midland Natl Life Ins Co	368,214,450	1.591534%	19
120	66109	Midwestern United Life Ins Co	448	0.000002%	207
121	66168	Minnesota Life Ins Co	69,004,340	0.298258%	47
122	66370	Mony Life Ins Co	2,874	0.000012%	188
123	78077	Mony Life Ins Co Of Amer	3,175,370	0.013725%	98
124	66427	MTL Ins Co	99,669	0.000431%	149
125	88668	Mutual Of Amer Life Ins Co	364,070	0.001574%	132
126	66583	National Guardian Life Ins Co	3,371,012	0.014571%	96
127	66680	National Life Ins Co	352,901	0.001525%	133
128	66850	National Western Life Ins Co	132,248,593	0.571618%	35
129	66869	Nationwide Life Ins Co	56,147,158	0.242685%	52

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2014
Line of Business: **ANNUITY CONSIDERATIONS**
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
130	91626	New England Life Ins Co	1,862,092	0.008049%	103
131	78743	New Era Life Ins Co	64	0.000000%	215
132	69698	New Era Life Ins Co Of Midwest	1,489	0.000006%	197
133	91596	New York Life Ins & Ann Corp	1,117,116,282	4.828514%	5
134	66915	New York Life Ins Co	18,402,622	0.079542%	70
135	66974	North Amer Co Life & Hlth Ins	262,733,839	1.135615%	30
136	67059	North Coast Life Ins Co	800,116	0.003458%	115
137	67091	Northwestern Mut Life Ins Co	112,767,351	0.487415%	39
138	67148	Occidental Life Ins Co Of NC	690,176	0.002983%	120
139	67172	Ohio Natl Life Ins Co	166,487,605	0.719610%	34
140	67180	Ohio State Life Ins Co	847	0.000004%	205
141	76112	Oxford Life Ins Co	7,811,599	0.033764%	88
142	67393	Ozark Natl Life Ins Co	333	0.000001%	208
143	64343	Pacific Guardian Life Ins Co Ltd	140	0.000001%	214
144	97268	Pacific Life & Ann Co	91,436	0.000395%	153
145	67466	Pacific Life Ins Co	826,054,707	3.570458%	8
146	67539	Pan Amer Life Ins Co	14,480	0.000063%	169
147	67644	Penn Mut Life Ins Co	7,886,696	0.034089%	87
148	90247	Pharmacists Life Ins Co	2,400	0.000010%	190
149	60232	Philadelphia Financial Life Assur Co	18,166,523	0.078521%	72
150	93548	PHL Variable Ins Co	62,691,894	0.270973%	50
151	67814	Phoenix Life Ins Co	59,473	0.000257%	156
152	72125	Physicians Life Ins Co	686,224	0.002966%	121
153	67873	Pioneer Amer Ins Co	2,421	0.000010%	189
154	67911	Pioneer Mut Life Ins Co	41,674	0.000180%	159
155	67946	Pioneer Security Life Ins Co	540	0.000002%	206
156	65919	Primerica Life Ins Co	92,797	0.000401%	152
157	61271	Principal Life Ins Co	229,154,511	0.990475%	31
158	68136	Protective Life Ins Co	127,549,780	0.551309%	36
159	79227	Pruco Life Ins Co	743,362,751	3.213038%	10
160	86630	Prudential Ann Life Assur Corp	14,916,537	0.064474%	79
161	68241	Prudential Ins Co Of Amer	374,112,631	1.617028%	18
162	71390	Puritan Life Ins Co of Amer	412,675	0.001784%	130
163	68381	Reliance Standard Life Ins Co	75,833,370	0.327775%	44
164	67105	Reliastar Life Ins Co	57,056,468	0.246615%	51
165	61360	Reliastar Life Ins Co Of NY	3,102	0.000013%	187
166	65005	RiverSource Life Ins Co	450,831,498	1.948630%	14
167	60445	Sagicor Life Ins Co	15,589,445	0.067382%	77
168	68675	Security Benefit Life Ins Co	418,488,966	1.808836%	15
169	68721	Security Life Ins Co Of Amer	2,365	0.000010%	191
170	68713	Security Life Of Denver Ins Co	5,680	0.000025%	179
171	68772	Security Mut Life Ins Co Of NY	101,150	0.000437%	148
172	69485	Security Natl Life Ins Co	201,806	0.000872%	140

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2014
Line of Business: **ANNUITY CONSIDERATIONS**
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
173	68802	Sentinel Security Life Ins Co	8,238,825	0.035611%	85
174	68810	Sentry Life Ins Co	53,549,500	0.231457%	53
175	69019	Standard Ins Co	45,109,126	0.194975%	58
176	86355	Standard Life & Accident Ins Co	98,895	0.000427%	150
177	69108	State Farm Life Ins Co	29,766,387	0.128659%	63
178	69116	State Life Ins Co	39,733,252	0.171739%	60
179	89184	Sterling Investors Life Ins Co	1,775	0.000008%	195
180	69272	Sunset Life Ins Co Of Amer	986,911	0.004266%	110
181	69310	Surety Life Ins Co	89,705	0.000388%	154
182	68608	Symetra Life Ins Co	404,917,897	1.750177%	16
183	69345	Teachers Ins & Ann Assoc Of Amer	659,563,494	2.850833%	11
184	70435	The Savings Bank Life Ins Co Of MA	300,000	0.001297%	135
185	97721	Thrivent Life Ins Co	18,313,515	0.079157%	71
186	60142	TIAA Cref Life Ins Co	17,944,971	0.077564%	73
187	69566	Trans World Assur Co	803,362	0.003472%	114
188	79022	Transamerica Advisors Life Ins Co	315,523	0.001364%	134
189	70688	Transamerica Financial Life Ins Co	1,093,633	0.004727%	108
190	86231	Transamerica Life Ins Co	770,062,209	3.328441%	9
191	66281	Transamerica Premier Life Ins Co	71,286,380	0.308121%	45
192	61425	Trustmark Ins Co	22,501	0.000097%	165
193	11121	Unified Life Ins Co	1,936	0.000008%	194
194	62596	Union Fidelity Life Ins Co	158	0.000001%	213
195	70408	Union Security Ins Co	1,467,727	0.006344%	106
196	92916	United Amer Ins Co	386,853	0.001672%	131
197	69892	United Farm Family Life Ins Co	5,525	0.000024%	180
198	87645	United Fidelity Life Ins Co	14,147	0.000061%	170
199	63983	United Heritage Life Ins Co	635,403	0.002746%	122
200	69922	United Home Life Ins Co	300	0.000001%	211
201	69868	United Of Omaha Life Ins Co	69,733,660	0.301410%	46
202	70106	United States Life Ins Co in the Cit	433,435	0.001873%	128
203	63479	United Teacher Assoc Ins Co	893,231	0.003861%	112
204	62235	Unum Life Ins Co Of Amer	7,094	0.000031%	177
205	80659	US Business of Canada Life Assur Co	19,804	0.000086%	166
206	69663	USAA Life Ins Co	87,035,059	0.376192%	42
207	68632	Vantis Life Ins Co	4,650	0.000020%	184
208	70238	Variable Ann Life Ins Co	318,227,058	1.375473%	21
209	80942	Voya Ins & Ann Co	309,502,557	1.337764%	23
210	86509	Voya Retirement Ins & Ann Co	1,017,567,739	4.398235%	6
211	70319	Washington Natl Ins Co	1,947,020	0.008416%	102
212	70335	West Coast Life Ins Co	58,743	0.000254%	157
213	92622	Western Southern Life Assur Co	8,866,711	0.038325%	84
214	62413	Wilcac Life Ins Co	232,000	0.001003%	137
215	60704	Wilton Reassur Life Co of NY	4,833	0.000021%	182

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **ANNUITY CONSIDERATIONS**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
216	90557	Zurich Amer Life Ins Co	7,657,735	0.033099%	89
	Totals:		23,135,819,896	100.000000%	

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2014

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	7,653,331	0.042835%	84
2	77879	5 Star Life Ins Co	1,447	0.000008%	238
3	71854	AAA Life Ins Co	13,301,905	0.074450%	74
4	71471	Ability Ins Co	1,254,058	0.007019%	139
5	78700	Aetna Hlth & Life Ins Co	518	0.000003%	248
6	60054	Aetna Life Ins Co	1,814,217,570	10.154026%	3
7	73130	All Savers Life Ins Co of CA	92,132	0.000516%	185
8	90611	Allianz Life Ins Co Of N Amer	10,541,585	0.059000%	79
9	60186	Allstate Life Ins Co	3,323,322	0.018600%	106
10	70874	Allstate Life Ins Co Of NY	14,381	0.000080%	211
11	60216	Amalgamated Life Ins Co	2,281,653	0.012770%	121
12	60275	American Bankers Life Assur Co Of FL	1,961,343	0.010977%	124
13	60380	American Family Life Assur Co of Col	351,620,548	1.967991%	9
14	60410	American Fidelity Assur Co	116,684,493	0.653073%	23
15	60488	American Gen Life Ins Co	15,075,911	0.084379%	70
16	60534	American Heritage Life Ins Co	35,282,338	0.197472%	47
17	60518	American Hlth & Life Ins Co	251,039	0.001405%	166
18	60577	American Income Life Ins Co	5,440,962	0.030453%	94
19	67989	American Memorial Life Ins Co	445	0.000002%	249
20	65811	American Modern Life Ins Co	129,512	0.000725%	180
21	60739	American Natl Ins Co	666,355	0.003730%	150
22	71773	American Natl Life Ins Co Of TX	1,262,276	0.007065%	138
23	60801	American Public Life Ins Co	302,678	0.001694%	165
24	60836	American Republic Ins Co	689,576	0.003859%	149
25	88366	American Retirement Life Ins Co	59,511	0.000333%	191
26	60895	American United Life Ins Co	199,093	0.001114%	171
27	61999	Americo Fin Life & Ann Ins Co	5,070	0.000028%	226
28	61301	Ameritas Life Ins Corp	56,472,680	0.316073%	37
29	62825	Anthem Blue Cross	3,963,384,306	22.182734%	1
30	61069	Anthem Life Ins Co	17,962,105	0.100532%	66
31	71439	Assurity Life Ins Co	5,054,638	0.028290%	97
32	61689	Athene Ann & Life Co	208,669	0.001168%	168
33	61492	Athene Annuity & Life Assur Co	2,331,392	0.013049%	119
34	74900	Aurigen Reins Co of Amer	1,136	0.000006%	242
35	84522	Auto Club Life Ins Co	9,584	0.000054%	218
36	62944	AXA Equitable Life Ins Co	5,787,025	0.032390%	92
37	61212	Baltimore Life Ins Co	7,271	0.000041%	223
38	61263	Bankers Life & Cas Co	54,367,913	0.304293%	40
39	94250	Banner Life Ins Co	96	0.000001%	253
40	61395	Beneficial Life Ins Co	2,568	0.000014%	234
41	64890	Berkley Life & Hlth Ins Co	15,979,087	0.089434%	67
42	71714	Berkshire Life Ins Co of Amer	33,077,271	0.185131%	51
43	90638	Best Life & Hlth Ins Co	5,455,219	0.030532%	93
44	61557	Blue Shield of CA Life & Hlth Ins Co	1,774,920,701	9.934084%	4
45	61476	Boston Mut Life Ins Co	1,624,433	0.009092%	133
46	71331	Careamerica Life Ins Co	109,118	0.000611%	182

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
47	80799	Celtic Ins Co	180,809	0.001012%	173
48	61751	Central States H & L Co Of Omaha	112,997	0.000632%	181
49	61883	Central United Life Ins Co	2,032,363	0.011375%	123
50	80896	Centre Life Ins Co	3,439,536	0.019251%	104
51	62383	Centurion Life Ins Co	1	0.000000%	256
52	61832	Chesapeake Life Ins Co	9,901,853	0.055420%	80
53	67369	Cigna Hlth & Life Ins Co	899,428,627	5.034028%	5
54	76236	Cincinnati Life Ins Co	18,981	0.000106%	206
55	62626	CMFG Life Ins Co	28,459,113	0.159283%	57
56	62049	Colonial Life & Accident Ins Co	115,182,312	0.644666%	24
57	62065	Colonial Penn Life Ins Co	24,221,794	0.135567%	61
58	84786	Colorado Bankers Life Ins Co	1,489,131	0.008335%	136
59	62103	Columbian Mut Life Ins Co	13,236	0.000074%	213
60	99937	Columbus Life Ins Co	2,768	0.000015%	232
61	62146	Combined Ins Co Of Amer	33,456,424	0.187253%	49
62	81426	Commercial Travelers Mut Ins Co	31,153	0.000174%	199
63	84824	Commonwealth Ann & Life Ins Co	7,794	0.000044%	222
64	62308	Connecticut Gen Life Ins Co	171,277,821	0.958628%	15
65	65900	Conseco Life Ins Co	1,886,090	0.010556%	125
66	62359	Constitution Life Ins Co	2,969,641	0.016621%	111
67	71730	Continental Amer Ins Co	21,210,454	0.118713%	63
68	71404	Continental Gen Ins Co	376,710	0.002108%	162
69	68500	Continental Life Ins Co Brentwood	6,087,571	0.034072%	89
70	78301	Corvesta Life Ins Co	1,705	0.000010%	236
71	71129	Dearborn Natl Life Ins Co	3,145,481	0.017605%	108
72	62634	Delaware Amer Life Ins Co	137,098	0.000767%	179
73	62928	EMC Natl Life Co	1,142	0.000006%	241
74	77968	Family Heritage Life Ins Co Of Amer	3,375,029	0.018890%	105
75	63053	Family Life Ins Co	2,739,480	0.015333%	114
76	63177	Farmers New World Life Ins Co	3,602,420	0.020162%	102
77	63223	Federal Life Ins Co	21,050	0.000118%	205
78	63258	Federated Life Ins Co	1,760,646	0.009854%	131
79	63290	Fidelity Life Assn A Legal Reserve L	31,465	0.000176%	198
80	71870	Fidelity Security Life Ins Co	50,928,930	0.285045%	42
81	69140	First Allmerica Fin Life Ins Co	1,223	0.000007%	240
82	90328	First Hlth Life & Hlth Ins Co	49,612,485	0.277677%	43
83	63495	First Investors Life Ins Co	127	0.000001%	251
84	67652	First Penn Pacific Life Ins Co	7,990	0.000045%	221
85	91642	Forethought Life Ins Co	138,111	0.000773%	178
86	63657	Garden State Life Ins Co	1,329	0.000007%	239
87	63665	General Amer Life Ins Co	1,756,763	0.009832%	132
88	65536	Genworth Life & Ann Ins Co	3,085,840	0.017271%	109
89	70025	Genworth Life Ins Co	284,420,729	1.591879%	11
90	70939	Gerber Life Ins Co	31,721,077	0.177540%	52
91	91472	Globe Life & Accident Ins Co	2,273,724	0.012726%	122
92	62286	Golden Rule Ins Co	1,813,442	0.010150%	128

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
93	63967	Government Personnel Mut Life Ins Co	23,415	0.000131%	203
94	63312	Great Amer Life Ins Co	12,974	0.000073%	214
95	90212	Great Southern Life Ins Co	159,114	0.000891%	174
96	68322	Great W Life & Ann Ins Co	5,818,057	0.032563%	91
97	64211	Guarantee Trust Life Ins Co	3,508,761	0.019638%	103
98	64238	Guaranty Income Life Ins Co	183,814	0.001029%	172
99	64246	Guardian Life Ins Co Of Amer	370,424,423	2.073235%	8
100	83607	Guggenheim Life & Ann Co	1,656	0.000009%	237
101	70815	Hartford Life & Accident Ins Co	127,201,103	0.711934%	20
102	71153	Hartford Life & Ann Ins Co	11,218	0.000063%	216
103	88072	Hartford Life Ins Co	6,259,212	0.035032%	87
104	92711	HCC Life Ins Co	79,748,435	0.446345%	30
105	66141	Health Net Life Ins Co	891,852,513	4.991625%	6
106	92908	HealthMarkets Ins Co	825,779	0.004622%	145
107	93440	HM Life Ins Co	56,515,029	0.316310%	36
108	64513	Horace Mann Life Ins Co	15,867	0.000089%	209
109	91693	IA Amer Life Ins Co	15,176	0.000085%	210
110	97764	Idealife Ins Co	10,810	0.000061%	217
111	64580	Illinois Mut Life Ins Co	155,639	0.000871%	175
112	65056	Jackson Natl Life Ins Co	7,274,625	0.040715%	86
113	64017	Jefferson Natl Life Ins Co	46,152	0.000258%	193
114	65080	John Alden Life Ins Co	718,645	0.004022%	148
115	93610	John Hancock Life & Hlth Ins Co	1,879,725	0.010521%	126
116	65838	John Hancock Life Ins Co USA	114,826,714	0.642676%	25
117	65110	Kanawha Ins Co	8,644,250	0.048381%	83
118	65129	Kansas City Life Ins Co	314,434	0.001760%	164
119	65242	Lafayette Life Ins Co	26,936	0.000151%	201
120	65315	Liberty Life Assur Co Of Boston	127,646,532	0.714427%	19
121	65331	Liberty Natl Life Ins Co	333,002	0.001864%	163
122	65498	Life Ins Co Of N Amer	256,165,279	1.433736%	12
123	65528	Life Ins Co Of The Southwest	898	0.000005%	245
124	77720	LifeSecure Ins Co	1,799,394	0.010071%	129
125	94188	Lifewise Assur Co	908,625	0.005085%	144
126	65595	Lincoln Benefit Life Co	11,420,772	0.063921%	76
127	65927	Lincoln Heritage Life Ins Co	539,282	0.003018%	156
128	62057	Lincoln Life & Ann Co of NY	749,957	0.004197%	146
129	65676	Lincoln Natl Life Ins Co	124,878,736	0.698936%	21
130	76694	London Life Reins Co	1,119	0.000006%	243
131	68446	Longevity Ins Co	12,779	0.000072%	215
132	65722	Loyal Amer Life Ins Co	1,175,646	0.006580%	141
133	65781	Madison Natl Life Ins Co Inc	2,811,614	0.015736%	112
134	85561	MAPFRE Life Ins Co	6,273	0.000035%	224
135	71072	Marquette Natl Life Ins Co	13,583	0.000076%	212
136	65935	Massachusetts Mut Life Ins Co	57,725,757	0.323086%	34
137	69515	Medamerica Ins Co	5,915,947	0.033111%	90
138	31119	Medico Ins Co	560,074	0.003135%	153

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
139	65951	Merit Life Ins Co	4,482,730	0.025089%	98
140	87726	Metlife Ins Co USA	15,850,815	0.088716%	68
141	65978	Metropolitan Life Ins Co	692,235,607	3.874385%	7
142	66087	Mid West Natl Life Ins Co Of TN	31,554,868	0.176610%	53
143	66044	Midland Natl Life Ins Co	3,262	0.000018%	230
144	66168	Minnesota Life Ins Co	25,715,242	0.143926%	59
145	66265	Monarch Life Ins Co	1,517,766	0.008495%	135
146	66370	Mony Life Ins Co	3,974,962	0.022248%	100
147	66427	MTL Ins Co	30,987	0.000173%	200
148	88668	Mutual Of Amer Life Ins Co	104,811	0.000587%	183
149	71412	Mutual Of Omaha Ins Co	29,270,462	0.163824%	55
150	61409	National Benefit Life Ins Co	81,129	0.000454%	188
151	66583	National Guardian Life Ins Co	12,551,912	0.070252%	75
152	82538	National Hlth Ins Co	81,614	0.000457%	187
153	66680	National Life Ins Co	2,580,667	0.014444%	115
154	87963	National Teachers Assoc Life Ins Co	30,947,275	0.173209%	54
155	66869	Nationwide Life Ins Co	45,267,064	0.253356%	45
156	98205	Natl Foundation Life Ins Co	5,261,869	0.029450%	95
157	91626	New England Life Ins Co	49,336	0.000276%	192
158	78743	New Era Life Ins Co	66	0.000000%	254
159	66915	New York Life Ins Co	56,171,129	0.314385%	38
160	81264	Nippon Life Ins Co Of Amer	59,156,713	0.331095%	33
161	66974	North Amer Co Life & Hlth Ins	554	0.000003%	246
162	67032	North Carolina Mut Life Ins Co	2,474,788	0.013851%	116
163	69000	Northwestern Long Term Care Ins Co	29,236,071	0.163632%	56
164	67091	Northwestern Mut Life Ins Co	82,604,427	0.462330%	27
165	89206	Ohio Natl Life Assur Corp	1,464,107	0.008194%	137
166	67172	Ohio Natl Life Ins Co	935,163	0.005234%	143
167	67180	Ohio State Life Ins Co	124	0.000001%	252
168	67199	Old Amer Ins Co	81,025	0.000453%	189
169	67261	Old Republic Life Ins Co	2,597	0.000015%	233
170	76112	Oxford Life Ins Co	144,401	0.000808%	177
171	67393	Ozark Natl Life Ins Co	902	0.000005%	244
172	64343	Pacific Guardian Life Ins Co Ltd	2,100	0.000012%	235
173	70785	Pacificare Life & Hlth Ins Co	7,455,542	0.041728%	85
174	67539	Pan Amer Life Ins Co	37,648,825	0.210717%	46
175	67598	Paul Revere Life Ins Co	24,583,654	0.137593%	60
176	93777	Pavonia Life Ins Co of MI	550,166	0.003079%	155
177	67644	Penn Mut Life Ins Co	1,005,142	0.005626%	142
178	67784	Philadelphia Amer Life Ins Co	1,239,430	0.006937%	140
179	67814	Phoenix Life Ins Co	239,240	0.001339%	167
180	72125	Physicians Life Ins Co	634,686	0.003552%	151
181	80578	Physicians Mut Ins Co	14,445,726	0.080852%	72
182	65919	Primerica Life Ins Co	45,783	0.000256%	194
183	61271	Principal Life Ins Co	198,000,235	1.108191%	14
184	68047	Professional Ins Co	2,282,011	0.012772%	120

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
185	68136	Protective Life Ins Co	470,973	0.002636%	158
186	67903	Provident Amer Life & Hlth Ins Co	25,482	0.000143%	202
187	68195	Provident Life & Accident Ins Co	79,992,616	0.447712%	29
188	68241	Prudential Ins Co Of Amer	118,477,989	0.663111%	22
189	71390	Puritan Life Ins Co of Amer	86,954	0.000487%	186
190	68284	Pyramid Life Ins Co	33,090	0.000185%	197
191	68357	Reliable Life Ins Co	419	0.000002%	250
192	68381	Reliance Standard Life Ins Co	73,601,979	0.411944%	31
193	67105	Reliastar Life Ins Co	128,857,669	0.721206%	18
194	61360	Reliastar Life Ins Co Of NY	3,305,861	0.018503%	107
195	93572	RGA Reins Co	3,850,993	0.021554%	101
196	65005	RiverSource Life Ins Co	33,247,711	0.186085%	50
197	60183	S USA Life Ins Co Inc	5,227	0.000029%	225
198	60445	Sagicor Life Ins Co	8,890	0.000050%	219
199	69914	Sears Life Ins Co	2,369,872	0.013264%	118
200	93742	Securian Life Ins Co	1,518,470	0.008499%	134
201	68721	Security Life Ins Co Of Amer	14,339,113	0.080255%	73
202	68772	Security Mut Life Ins Co Of NY	34,744	0.000194%	196
203	69485	Security Natl Life Ins Co	3,725	0.000021%	229
204	76325	Senior Hlth Ins Co of PA	10,761,787	0.060233%	77
205	68802	Sentinel Security Life Ins Co	426,186	0.002385%	161
206	68810	Sentry Life Ins Co	458,083	0.002564%	159
207	97241	Settlers Life Ins Co	3,054	0.000017%	231
208	69019	Standard Ins Co	207,406,963	1.160840%	13
209	86355	Standard Life & Accident Ins Co	6,233,429	0.034888%	88
210	69078	Standard Security Life Ins Co Of NY	9,571,041	0.053568%	82
211	68985	Starmount Life Ins Co	626,946	0.003509%	152
212	69116	State Life Ins Co	5,130,991	0.028718%	96
213	89184	Sterling Investors Life Ins Co	76,928	0.000431%	190
214	65021	Stonebridge Life Ins Co	33,622,206	0.188181%	48
215	80926	Sun Life & Hlth Ins Co	1,791,294	0.010026%	130
216	69272	Sunset Life Ins Co Of Amer	20	0.000000%	255
217	69310	Surety Life Ins Co	17,152	0.000096%	208
218	68608	Symetra Life Ins Co	54,261,880	0.303699%	41
219	84549	Symphonix Hlth Ins Inc	18,761,456	0.105006%	65
220	69345	Teachers Ins & Ann Assoc Of Amer	726,334	0.004065%	147
221	60142	TIAA Cref Life Ins Co	204,216	0.001143%	170
222	69477	Time Ins Co	131,878,968	0.738116%	17
223	70688	Transamerica Financial Life Ins Co	206,823	0.001158%	169
224	86231	Transamerica Life Ins Co	71,339,046	0.399279%	32
225	66281	Transamerica Premier Life Ins Co	49,513,672	0.277124%	44
226	61425	Trustmark Ins Co	10,634,171	0.059519%	78
227	62863	Trustmark Life Ins Co	9,835,622	0.055049%	81
228	80314	Unicare Life & Hlth Ins Co	4,231,167	0.023681%	99
229	11121	Unified Life Ins Co	1,816,124	0.010165%	127
230	91529	Unimerica Ins Co	84,947,423	0.475444%	26

California Life & Annuity Market Share Report

Exhibit (5D)

Premiums Written During Calendar Year 2014

Line of Business: **ACCIDENT AND HEALTH**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
231	62596	Union Fidelity Life Ins Co	3,075,227	0.017212%	110
232	69744	Union Labor Life Ins Co	14,870,006	0.083226%	71
233	70408	Union Security Ins Co	81,306,684	0.455067%	28
234	92916	United Amer Ins Co	56,941,387	0.318696%	35
235	63983	United Heritage Life Ins Co	18,009	0.000101%	207
236	69922	United Home Life Ins Co	23,004	0.000129%	204
237	69930	United Ins Co Of Amer	553,690	0.003099%	154
238	69868	United Of Omaha Life Ins Co	54,384,585	0.304386%	39
239	42129	United Security Assur Co Of PA	40,377	0.000226%	195
240	70106	United States Life Ins Co in the Cit	21,006,251	0.117570%	64
241	63479	United Teacher Assoc Ins Co	2,811,440	0.015735%	113
242	72850	United World Life Ins Co	23,504,389	0.131552%	62
243	79413	UnitedHealthcare Ins Co	2,171,426,213	12.153293%	2
244	62235	Unum Life Ins Co Of Amer	300,748,939	1.683267%	10
245	80705	US Br Great West Life Assur Co	2,426,254	0.013580%	117
246	80802	US Br Sun Life Assur Co of Canada	142,332,016	0.796621%	16
247	80659	US Business of Canada Life Assur Co	442,374	0.002476%	160
248	69663	USAA Life Ins Co	27,624,285	0.154611%	58
249	80942	Voya Ins & Ann Co	540	0.000003%	247
250	70319	Washington Natl Ins Co	15,413,442	0.086268%	69
251	70335	West Coast Life Ins Co	3,770	0.000021%	228
252	70483	Western & Southern Life Ins Co	504,644	0.002824%	157
253	62413	Wilcac Life Ins Co	4,764	0.000027%	227
254	60704	Wilton Reassur Life Co of NY	8,821	0.000049%	220
255	71323	Zale Life Ins Co	97,746	0.000547%	184
256	90557	Zurich Amer Life Ins Co	155,412	0.000870%	176
	Totals:		17,866,978,487	100.000000%	

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **DEPOSIT TYPE CONTRACTS**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	80985	4 Ever Life Ins Co	2,564	0.000123%	100
2	71854	AAA Life Ins Co	81,340	0.003886%	78
3	60054	Aetna Life Ins Co	5,161,594	0.246607%	21
4	90611	Allianz Life Ins Co Of N Amer	3,557,143	0.169951%	22
5	92738	American Equity Invest Life Ins Co	602,873	0.028804%	55
6	60488	American Gen Life Ins Co	23,474,384	1.121545%	11
7	60518	American Hlth & Life Ins Co	22,065	0.001054%	84
8	60739	American Natl Ins Co	12,693,508	0.606463%	15
9	60895	American United Life Ins Co	427,044	0.020403%	61
10	61999	Americo Fin Life & Ann Ins Co	687,517	0.032848%	52
11	61301	Ameritas Life Ins Corp	9,969,968	0.476339%	18
12	71439	Assurity Life Ins Co	938,202	0.044825%	44
13	61689	Athene Ann & Life Co	2,662,931	0.127228%	27
14	61492	Athene Annuity & Life Assur Co	207,394	0.009909%	69
15	61212	Baltimore Life Ins Co	247,814	0.011840%	64
16	61263	Bankers Life & Cas Co	27,708	0.001324%	83
17	61395	Beneficial Life Ins Co	30	0.000001%	108
18	64890	Berkley Life & Hlth Ins Co	194	0.000009%	105
19	62345	Berkshire Hathaway Life Ins Co NE	207,995	0.009937%	68
20	61875	Church Life Ins Corp	189,055	0.009033%	70
21	67369	Cigna Hlth & Life Ins Co	82,556	0.003944%	77
22	62626	CMFG Life Ins Co	636,970	0.030433%	53
23	84786	Colorado Bankers Life Ins Co	490,786	0.023448%	58
24	84824	Commonwealth Ann & Life Ins Co	465,433	0.022237%	60
25	62308	Connecticut Gen Life Ins Co	240,121	0.011472%	65
26	71129	Dearborn Natl Life Ins Co	174,975	0.008360%	72
27	84174	ELCO Mut Life & Ann	22,688,493	1.083997%	12
28	62928	EMC Natl Life Co	16,722	0.000799%	86
29	62510	Equitrust Life Ins Co	2,882,883	0.137737%	26
30	63177	Farmers New World Life Ins Co	6,954,665	0.332276%	20
31	63223	Federal Life Ins Co	8,519	0.000407%	94
32	71870	Fidelity Security Life Ins Co	41,200	0.001968%	82
33	65536	Genworth Life & Ann Ins Co	938,439	0.044836%	43
34	70025	Genworth Life Ins Co	171,635	0.008200%	73
35	63312	Great Amer Life Ins Co	620,483	0.029645%	54
36	90212	Great Southern Life Ins Co	67,876	0.003243%	81
37	68322	Great W Life & Ann Ins Co	871,512	0.041639%	48
38	64211	Guarantee Trust Life Ins Co	1,458	0.000070%	101
39	64238	Guaranty Income Life Ins Co	17,817	0.000851%	85
40	78778	Guardian Ins & Ann Co Inc	755,228	0.036083%	50
41	64246	Guardian Life Ins Co Of Amer	5,000	0.000239%	96
42	83607	Guggenheim Life & Ann Co	2,921,192	0.139567%	24
43	88072	Hartford Life Ins Co	319,290,669	15.254873%	2
44	74780	Integrity Life Ins Co	1,648,186	0.078746%	32
45	65056	Jackson Natl Life Ins Co	2,380,211	0.113720%	30

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **DEPOSIT TYPE CONTRACTS**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	64017	Jefferson Natl Life Ins Co	585,503	0.027974%	56
47	65129	Kansas City Life Ins Co	160,855	0.007685%	74
48	65242	Lafayette Life Ins Co	566,406	0.027061%	57
49	68543	Liberty Bankers Life Ins Co	1,238,353	0.059165%	39
50	65528	Life Ins Co Of The Southwest	1,400,445	0.066910%	34
51	65722	Loyal Amer Life Ins Co	6,247	0.000298%	95
52	65935	Massachusetts Mut Life Ins Co	480	0.000023%	103
53	87726	Metlife Ins Co USA	1,386,395	0.066238%	36
54	65978	Metropolitan Life Ins Co	36,855,376	1.760853%	7
55	66044	Midland Natl Life Ins Co	1,626,454	0.077708%	33
56	66168	Minnesota Life Ins Co	18,386,740	0.878470%	14
57	66427	MTL Ins Co	11,014	0.000526%	93
58	88668	Mutual Of Amer Life Ins Co	16,299	0.000779%	87
59	61409	National Benefit Life Ins Co	110	0.000005%	107
60	66850	National Western Life Ins Co	1,079,922	0.051596%	41
61	78743	New Era Life Ins Co	640	0.000031%	102
62	69698	New Era Life Ins Co Of Midwest	15,092	0.000721%	88
63	91596	New York Life Ins & Ann Corp	11,573,878	0.552970%	16
64	66974	North Amer Co Life & Hlth Ins	2,539,336	0.121323%	28
65	67091	Northwestern Mut Life Ins Co	896,501	0.042832%	46
66	67172	Ohio Natl Life Ins Co	287,104	0.013717%	63
67	67180	Ohio State Life Ins Co	3,581	0.000171%	98
68	64343	Pacific Guardian Life Ins Co Ltd	1,043,924	0.049876%	42
69	67466	Pacific Life Ins Co	8,831,422	0.421942%	19
70	67598	Paul Revere Life Ins Co	146,032	0.006977%	75
71	67644	Penn Mut Life Ins Co	474,202	0.022656%	59
72	90247	Pharmacists Life Ins Co	150	0.000007%	106
73	93548	PHL Variable Ins Co	1,302,745	0.062242%	38
74	67814	Phoenix Life Ins Co	30,300,732	1.447690%	9
75	72125	Physicians Life Ins Co	14,078	0.000673%	89
76	65919	Primerica Life Ins Co	758,537	0.036241%	49
77	61271	Principal Life Ins Co	884,545,953	42.261293%	1
78	68136	Protective Life Ins Co	3,425,769	0.163674%	23
79	79227	Pruco Life Ins Co	2,215,580	0.105855%	31
80	86630	Prudential Ann Life Assur Corp	2,886,919	0.137929%	25
81	68241	Prudential Ins Co Of Amer	33,026,884	1.577938%	8
82	93629	Prudential Retirement Ins & Ann Co	213,563,165	10.203490%	3
83	67105	Reliastar Life Ins Co	223,547	0.010680%	67
84	65005	RiverSource Life Ins Co	1,098,254	0.052472%	40
85	60445	Sagicor Life Ins Co	892,373	0.042635%	47
86	93742	Securian Life Ins Co	2,620	0.000125%	99
87	69485	Security Natl Life Ins Co	11,425	0.000546%	91
88	68802	Sentinel Security Life Ins Co	18,749,764	0.895815%	13
89	69019	Standard Ins Co	2,503,281	0.119600%	29
90	69108	State Farm Life Ins Co	712,699	0.034051%	51

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

Line of Business: **DEPOSIT TYPE CONTRACTS**

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	69116	State Life Ins Co	225,531	0.010775%	66
92	65021	Stonebridge Life Ins Co	79,739	0.003810%	79
93	69272	Sunset Life Ins Co Of Amer	449	0.000021%	104
94	68608	Symetra Life Ins Co	40,750,206	1.946938%	6
95	69345	Teachers Ins & Ann Assoc Of Amer	28,834,567	1.377640%	10
96	60142	TIAA Cref Life Ins Co	213,068,073	10.179835%	4
97	69477	Time Ins Co	70,725	0.003379%	80
98	86231	Transamerica Life Ins Co	913,370	0.043638%	45
99	66281	Transamerica Premier Life Ins Co	11,375	0.000543%	92
100	87645	United Fidelity Life Ins Co	3,868	0.000185%	97
101	63983	United Heritage Life Ins Co	348,167	0.016635%	62
102	69868	United Of Omaha Life Ins Co	84,267,735	4.026092%	5
103	70106	United States Life Ins Co in the Cit	100,278	0.004791%	76
104	67601	Unum Ins Co	10,546,565	0.503887%	17
105	62235	Unum Life Ins Co Of Amer	183,705	0.008777%	71
106	69663	USAA Life Ins Co	1,391,205	0.066468%	35
107	86509	Voya Retirement Ins & Ann Co	1,331,666	0.063624%	37
108	62413	Wilcac Life Ins Co	12,095	0.000578%	90
	Totals:		2,093,040,457	100.000000%	

Exhibit (5F)

California Life & Annuity Market Share Report

Premiums Written During Calendar Year 2014

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	0.000023%	26
2	62944	AXA Equitable Life Ins Co	10,081,774	0.137655%	18
3	78778	Guardian Ins & Ann Co Inc	1,392,606	0.019014%	19
4	71153	Hartford Life & Ann Ins Co	15,683,457	0.214139%	17
5	88072	Hartford Life Ins Co	182,772,012	2.495539%	8
6	65838	John Hancock Life Ins Co USA	1,809,666,993	24.708891%	1
7	65935	Massachusetts Mut Life Ins Co	623,353,038	8.511158%	4
8	65978	Metropolitan Life Ins Co	62,321,100	0.850922%	13
9	66168	Minnesota Life Ins Co	118,427,697	1.616992%	11
10	88668	Mutual Of Amer Life Ins Co	156,086,545	2.131180%	10
11	92657	Nationwide Life & Ann Ins Co	28,842,355	0.393809%	14
12	66869	Nationwide Life Ins Co	1,003,152,479	13.696876%	3
13	66915	New York Life Ins Co	197,779,151	2.700443%	7
14	67091	Northwestern Mut Life Ins Co	52,729	0.000720%	24
15	67172	Ohio Natl Life Ins Co	17,332,143	0.236650%	16
16	93262	Penn Ins & Ann Co	18,854	0.000257%	25
17	67644	Penn Mut Life Ins Co	23,722,511	0.323903%	15
18	61271	Principal Life Ins Co	79,396	0.001084%	23
19	68241	Prudential Ins Co Of Amer	1,715,093,025	23.417593%	2
20	93629	Prudential Retirement Ins & Ann Co	866,346	0.011829%	20
21	69019	Standard Ins Co	165,561,343	2.260547%	9
22	70688	Transamerica Financial Life Ins Co	513,519,122	7.011504%	6
23	86231	Transamerica Life Ins Co	580,015,893	7.919440%	5
24	66281	Transamerica Premier Life Ins Co	175,790	0.002400%	21
25	69868	United Of Omaha Life Ins Co	137,943	0.001883%	22
26	86509	Voya Retirement Ins & Ann Co	97,814,844	1.335548%	12
	Totals:		7,323,950,799	100.000000%	

CDI; Rate Specialist Bureau; June 26, 2015.
Source: N.A.I.C. Database, Schedule "T".

This report includes all life insurers who are active in CA and have WP > 0.