

**CALIFORNIA LIFE & ANNUITY  
INSURANCE INDUSTRY**



**2010**

**MARKET SHARE REPORT**

**RATE SPECIALIST BUREAU  
CALIFORNIA DEPARTMENT OF INSURANCE  
MAY 2011**

**DEPARTMENT OF INSURANCE**

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## California Life and Annuity Market Share Report for Calendar Year 2010

### *Preface*

We are releasing the "California Life and Annuity Market Share Report for Calendar Year 2010", 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 focuses 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 focuses 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 and 2010 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 2010, 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 2010, in Pie Chart form:

Exhibit (2A): California data.

Exhibit (2B): Countrywide data.

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

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

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

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

Exhibit (4A): 5 lines of business.

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

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

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

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

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

George Yen  
Chief, Rate Specialist Bureau  
June 6, 2011

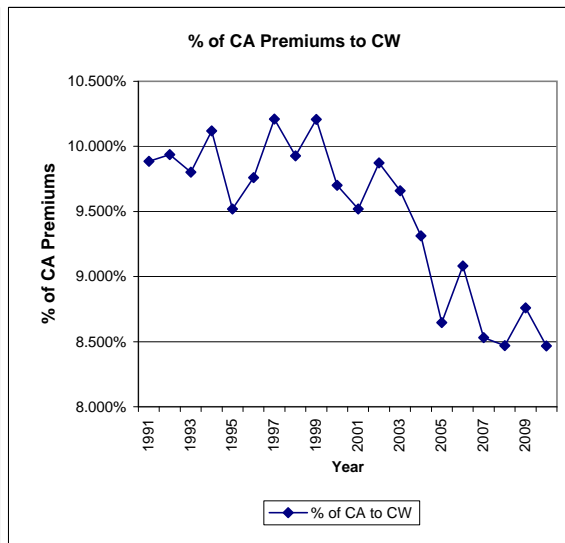
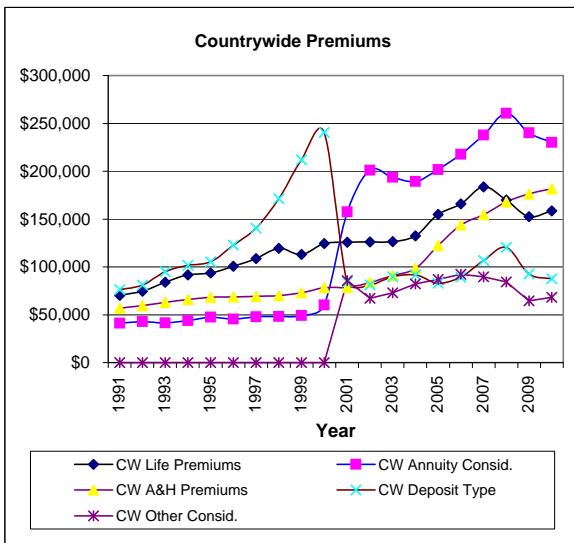
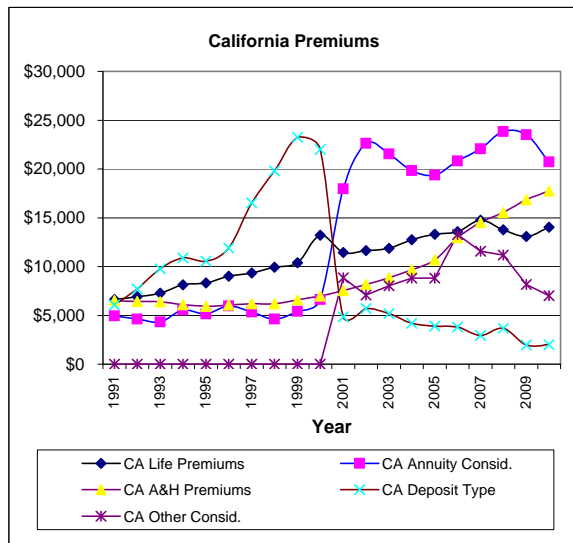
# 1991 - 2010 Comparison of California Life Insurance Business to Countrywide

Exhibit (1A)

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

## Active Companies Only

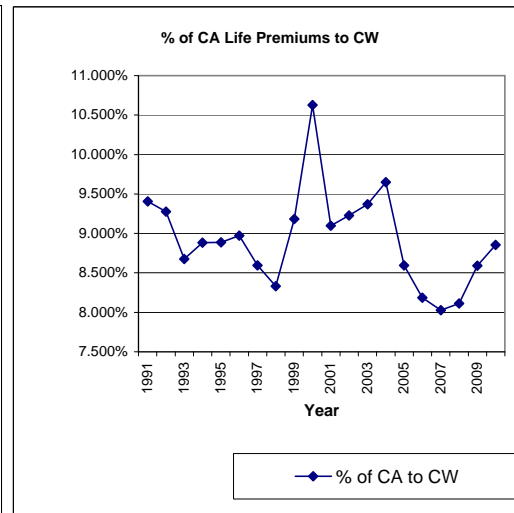
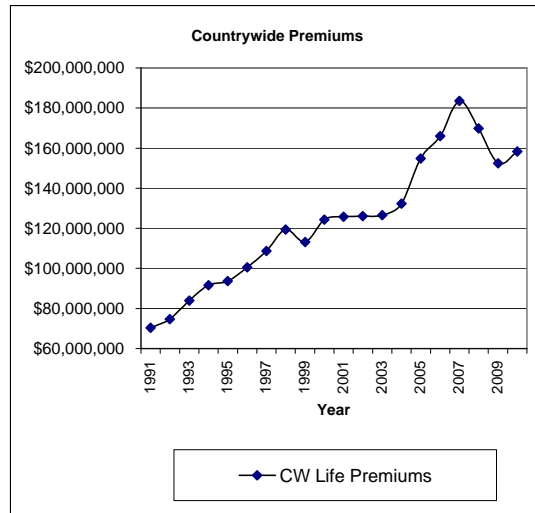
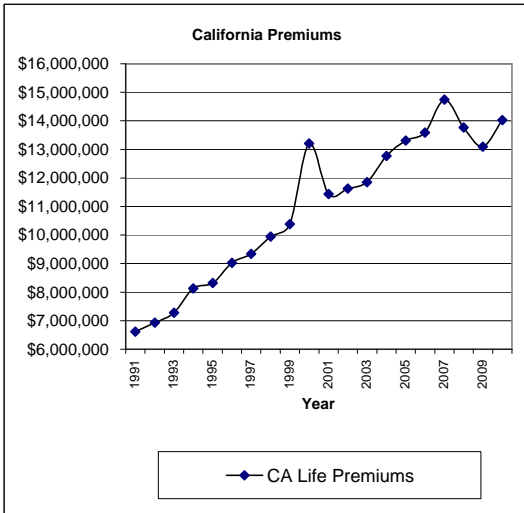
(1) Calendar Year	(2) Co. Count	(3) California Life Insurance Premiums	(4) California Annuity Consid.	(5) California A&H Premiums	(6) California Deposit Type Contract	(7) California Other Consid.	(8) Total California Premiums Sum(3)...(7)	(9) CW Life Insurance Premiums	(10) CW Annuity Consid.	(11) CW 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%
Totals:		\$219,397	\$264,811	\$185,864	\$176,744	\$92,800	\$939,616	\$2,475,873	\$2,597,721	\$1,969,619	\$2,273,376	\$793,720	\$10,110,309	9.294%



**1991 - 2010 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.

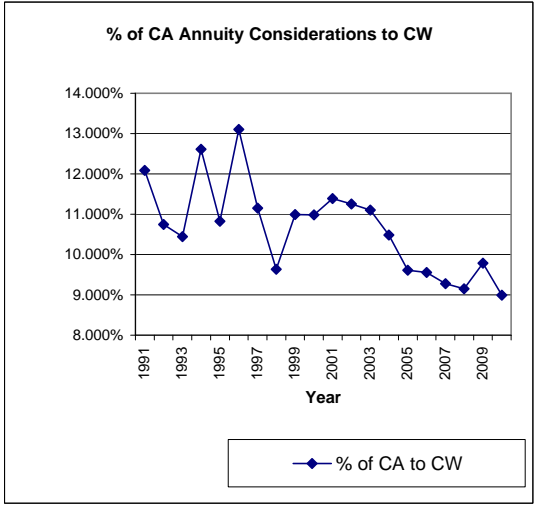
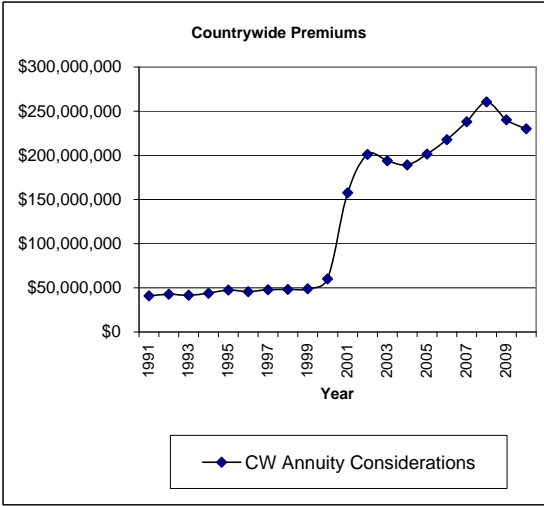
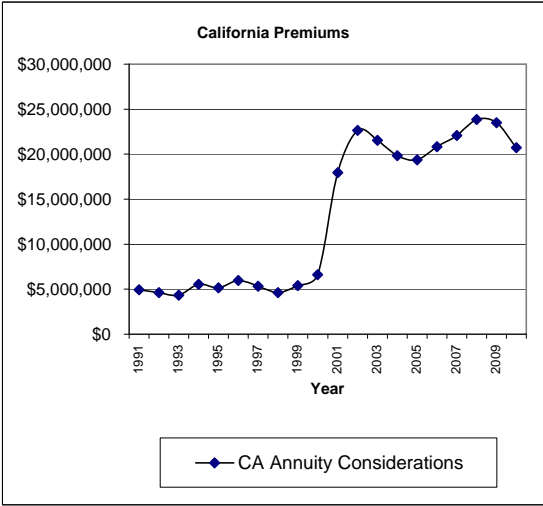
(1) Calendar Year	(2) Company Count	(3) California Life Insurance Premiums, Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Life Insurance To All Premiums (3) / (4)	(6) Countrywide Life Insurance Premiums, Only	(7) Total Countrywide Premiums: Life, Annuity, 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%
Totals:		\$219,399,761	\$939,611,390	23.350%	\$2,475,871,284	\$10,110,312,624	24.489%	8.862%



**1991 - 2010 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.

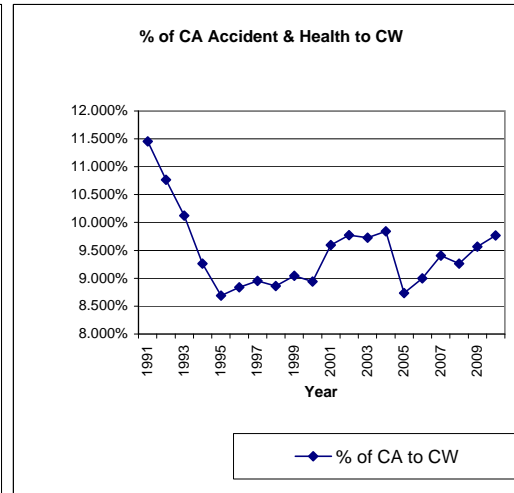
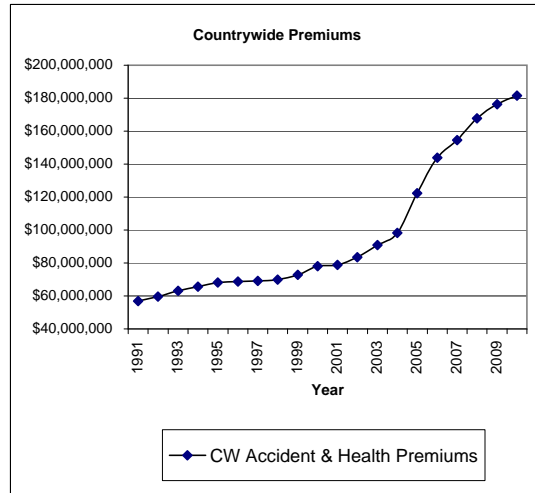
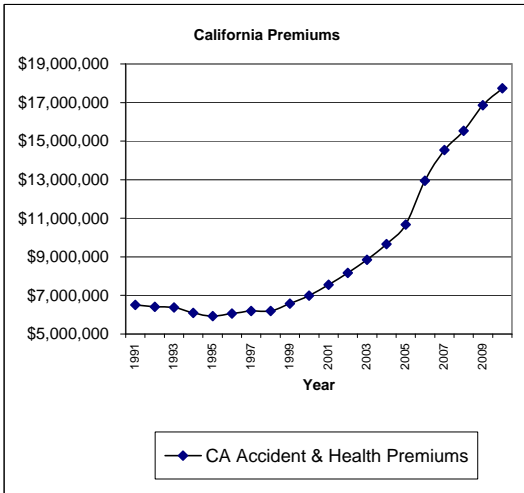
(1) Calendar Year	(2) Company Count	(3) California Annuity Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Annuity Consid. To All Premiums (3) / (4)	(6) Countrywide Annuity Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, 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%
Totals:		\$264,808,397	\$939,611,390	28.183%	\$2,597,722,007	\$10,110,312,624	25.694%	10.194%



**1991 - 2010 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.

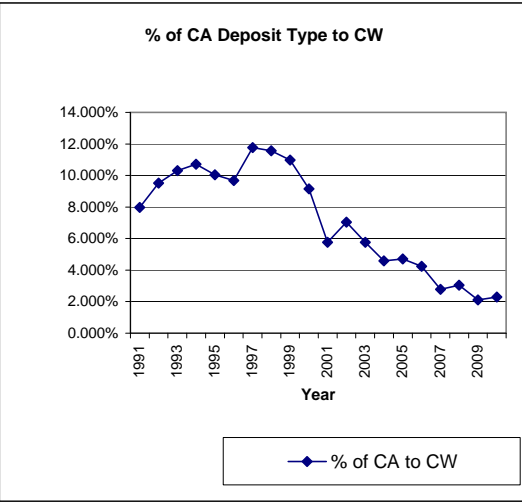
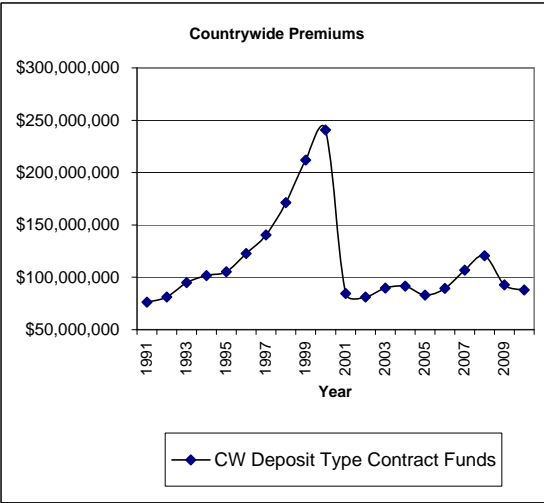
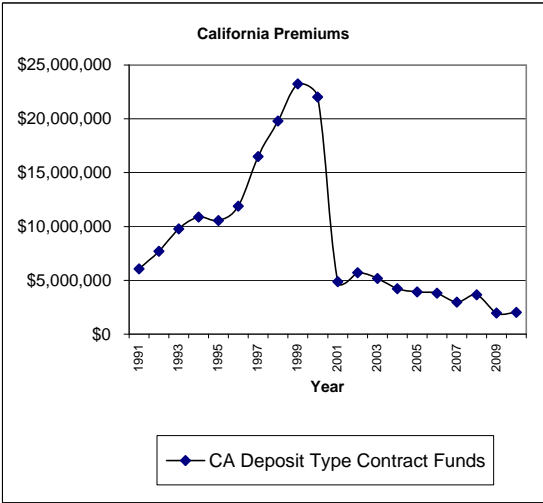
(1) Calendar Year	(2) Company Count	(3) California Accident & Health Premiums Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Acc. & Health To All Premiums (3) / (4)	(6) Countrywide Accident & Health Premiums Only	(7) Total Countrywide Premiums: Life, Annuity, 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%
Totals:		\$185,864,234	\$939,611,390	19.781%	\$1,969,618,961	\$10,110,312,624	19.481%	9.437%



**1991 - 2010 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%
Totals:		\$176,745,068	\$939,611,390	18.810%	\$2,273,378,826	\$10,110,312,624	22.486%	7.775%

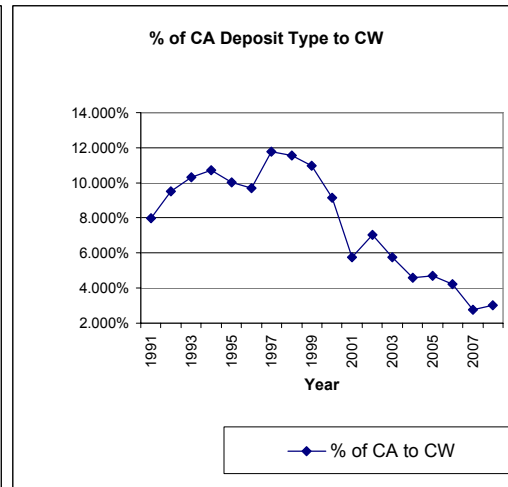
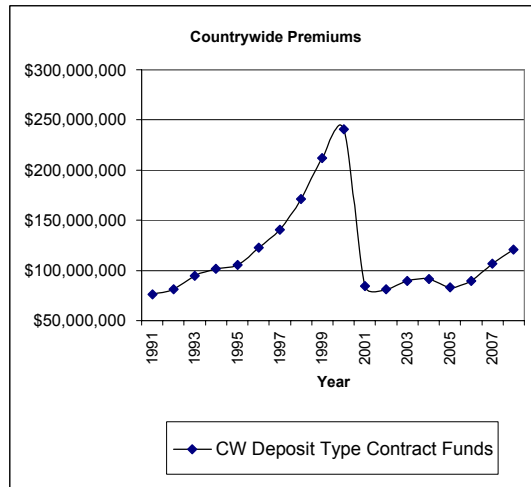
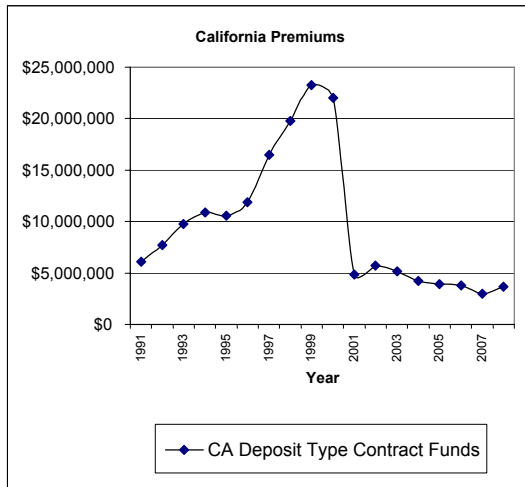




**1991 - 2008 Comparison of California Life Insurance Premium to Countrywide**  
**Line of Business: Deposit Type Contracts**  
**Active Companies Only**

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

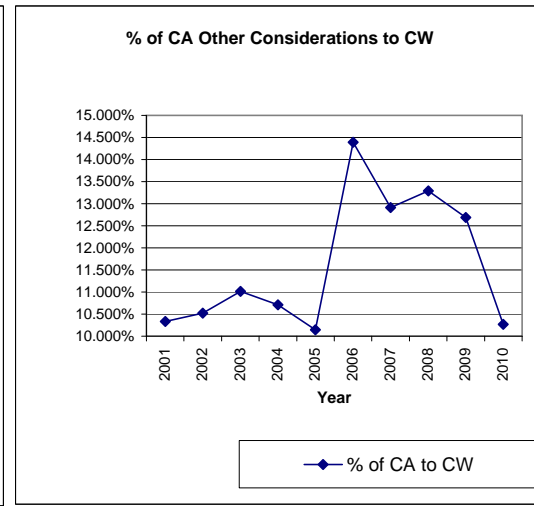
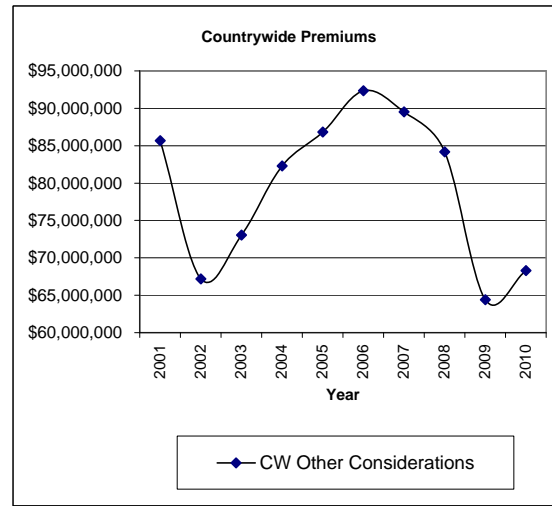
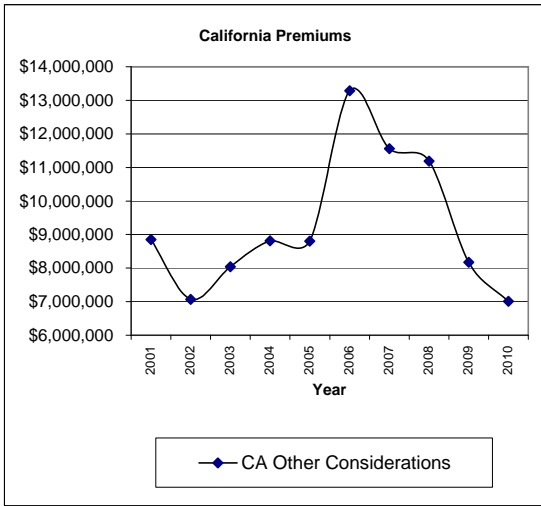
(1) Calendar Year	(2) Company Count	(3) California Deposit Type Contracts Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Deposit Type To All Premiums (3) / (4)	(6) Countrywide Deposit Type Contracts Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, 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%
Totals:		\$172,774,415	\$814,530,526	21.212%	\$2,092,847,073	\$8,658,158,579	24.172%	8.255%



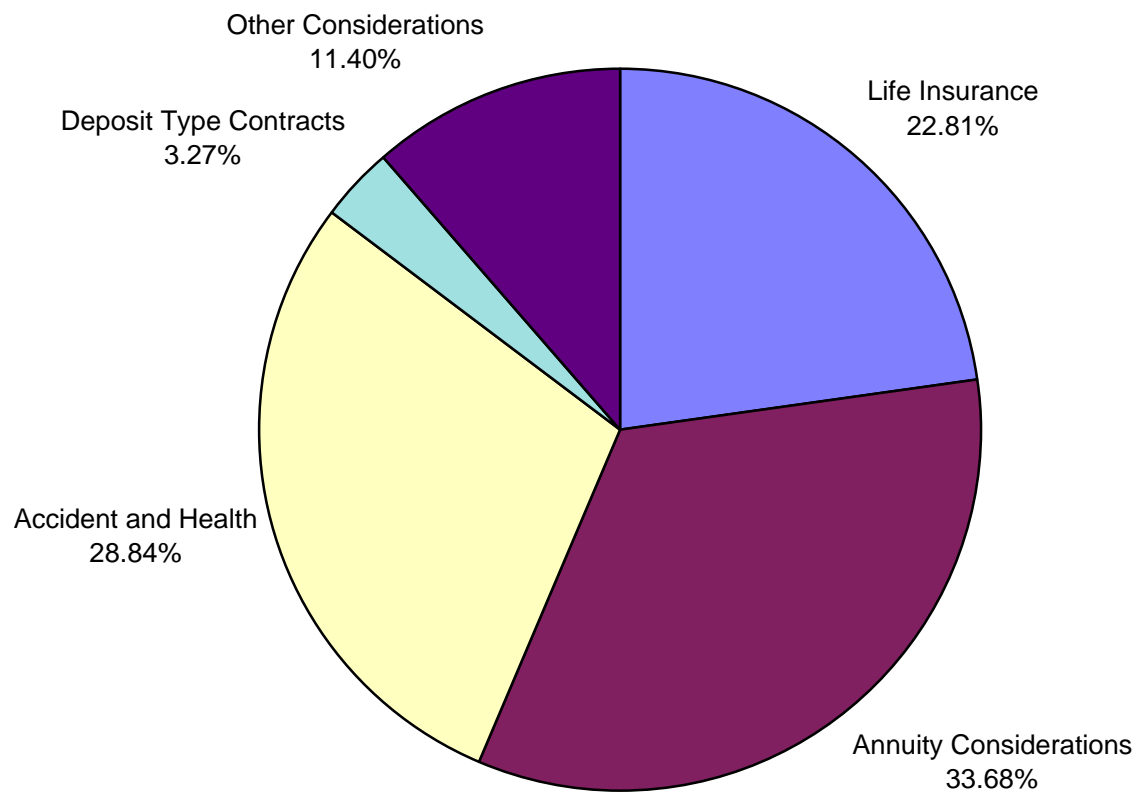
**1991 - 2010 Comparison of California Life Insurance Premium to Countrywide  
Line of Business: Other Considerations  
Active Companies Only**

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

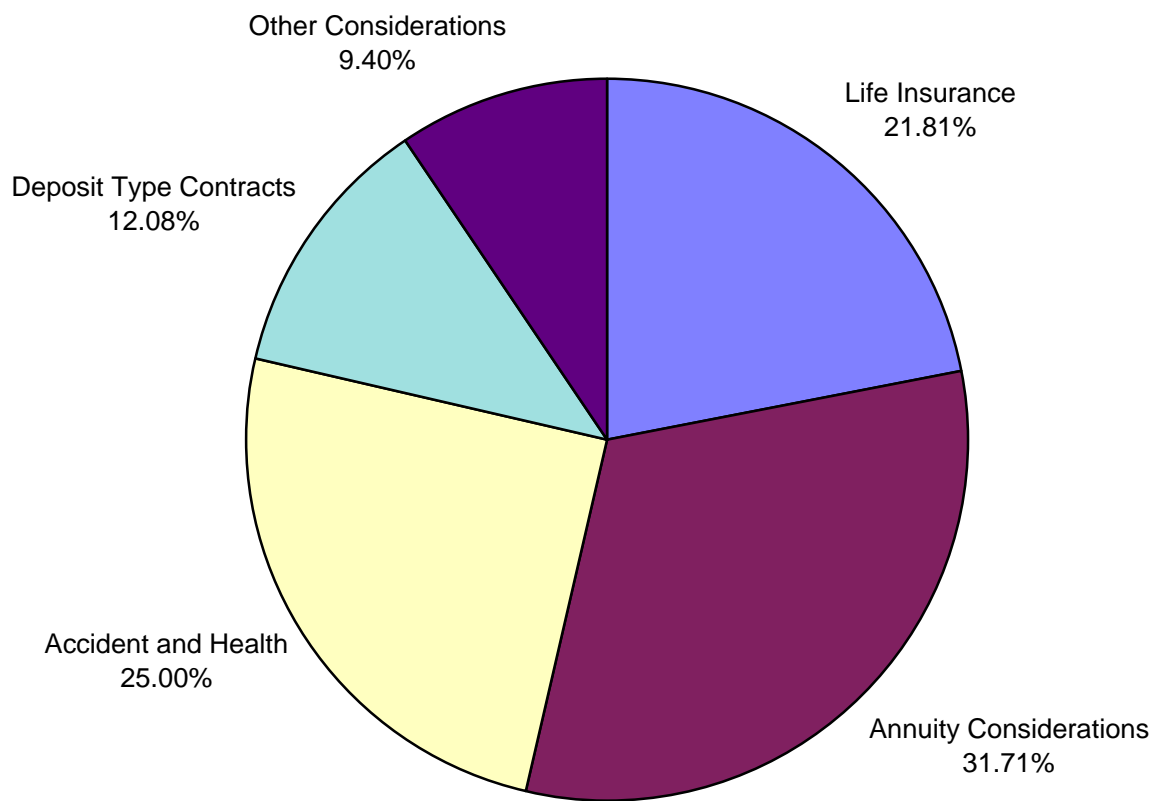
(1) Calendar Year	(2) Company Count	(3) California Other Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Other Consid. To All Premiums (3) / (4)	(6) Countrywide Other Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit 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%
Totals:		\$92,800,121	\$939,611,390	9.876%	\$793,721,544	\$10,110,312,624	7.851%	11.692%



## 2010 California Premium Distribution By Line



## 2010 Countrywide Premium Distribution By Line



# 2010 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	Wellpoint Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	38,595,561	0	4,930,826,389	0	0	4,969,421,950	8.0825%
		80314 Unicare Life & Hlth Ins Co	6,811,227	0	10,653,745	0	0	17,464,972	0.0284%
		61069 Anthem Life Ins Co	9,569,824	0	5,190,874	0	0	14,760,698	0.0240%
			54,976,612	0	4,946,671,008	0	0	5,001,647,620	8.1349%
2	304	PRUDENTIAL OF AMER GRP							
		68241 Prudential Ins Co Of Amer	390,631,792	255,041,427	108,435,133	16,977,937	1,263,929,838	2,035,016,127	3.3098%
		79227 Pruco Life Ins Co	243,136,568	1,545,913,180	0	1,942,265	0	1,790,992,013	2.9129%
		86630 Prudential Ann Life Assur Corp	274,043	433,557,668	0	2,773,486	0	436,605,197	0.7101%
		93629 Prudential Retirement Ins & Ann Co	0	700	0	167,628,223	1,650,661	169,279,584	0.2753%
			634,042,403	2,234,512,975	108,435,133	189,321,911	1,265,580,499	4,431,892,921	7.2082%
3	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	715,467,133	333,308,651	638,566,720	16,123,285	462,277,515	2,165,743,304	3.5225%
		61050 MetLife Investors USA Ins Co	135,652,563	1,179,694,101	0	1,540,307	0	1,316,886,971	2.1418%
		87726 Metlife Ins Co of CT	57,052,399	30,765,342	19,737,533	61,359	0	107,616,633	0.1750%
		63665 General Amer Life Ins Co	46,346,543	2,103,116	2,594,780	0	0	51,044,439	0.0830%
		91626 New England Life Ins Co	25,209,762	7,861,010	144,471	0	1,384,538	34,599,781	0.0563%
		93513 MetLife Investors Ins Co	776,781	31,725,900	11,443	0	0	32,514,124	0.0529%
		79014 Safehealth Life Ins Co	0	0	8,410,295	0	0	8,410,295	0.0137%
		97136 Metropolitan Tower Life Ins Co	7,629,452	16,400	0	0	0	7,645,852	0.0124%
		62634 Delaware Amer Life Ins Co	161,275	0	0	0	0	161,275	0.0003%
			988,295,908	1,585,474,520	669,465,242	17,724,951	463,662,053	3,724,622,674	6.0579%
4	904	JOHN HANCOCK GRP							
		65838 John Hancock Life Ins Co (USA)	586,593,301	310,566,376	115,628,100	5,122,782	1,761,236,508	2,779,147,067	4.5201%
		93610 John Hancock Life & Hlth Ins Co	254,043	0	1,543,654	0	0	1,797,697	0.0029%
			586,847,344	310,566,376	117,171,754	5,122,782	1,761,236,508	2,780,944,764	4.5230%

# 2010 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	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	561,241,739	876,889,505	0	16,909,783	0	1,455,041,027	2.3665%
		66915 New York Life Ins Co	794,229,003	26,392,568	60,238,216	0	131,433,298	1,012,293,085	1.6464%
		81353 NYLife Ins Co Of AZ	14,729,035	0	0	0	0	14,729,035	0.0240%
			1,370,199,777	903,282,073	60,238,216	16,909,783	131,433,298	2,482,063,147	4.0369%
6	468	Aegon US Holding Grp							
		86231 Transamerica Life Ins Co	502,558,938	384,761,919	61,322,032	29,692,683	470,400,033	1,448,735,605	2.3563%
		70688 Transamerica Financial Life Ins Co	508,881	2,568,424	228,359	0	545,402,865	548,708,529	0.8924%
		91413 Western Reserve Life Assur Co of OH	217,200,126	10,717,235	256,194	1,886	1,021,170	229,196,611	0.3728%
		66281 Monumental Life Ins Co	25,562,954	40,116,769	41,905,994	11,569	1,706,566	109,303,852	0.1778%
		65021 Stonebridge Life Ins Co	22,319,769	0	36,999,727	581,742	0	59,901,238	0.0974%
		79022 Transamerica Advisors Life Ins Co	1,121,608	2,371,389	0	0	0	3,492,997	0.0057%
			769,272,276	440,535,736	140,712,306	30,287,880	1,018,530,634	2,399,338,832	3.9024%
7	20	LINCOLN NATL GRP							
		65676 Lincoln Natl Life Ins Co	640,174,090	1,215,460,732	104,713,627	0	0	1,960,348,449	3.1884%
		67652 First Penn Pacific Life Ins Co	27,077,755	54,241	8,377	0	0	27,140,373	0.0441%
		62057 Lincoln Life & Ann Co of NY	2,131,435	1,417,530	6,537	0	0	3,555,502	0.0058%
			669,383,280	1,216,932,503	104,728,541	0	0	1,991,044,324	3.2383%
8	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	5,129,165	0	1,778,958,288	0	0	1,784,087,453	2.9017%
		70785 Pacificare Life & Hlth Ins Co	23	0	112,590,364	0	0	112,590,387	0.1831%
		91529 Unimerica Ins Co	4,000,825	0	20,040,743	0	0	24,041,568	0.0391%
		62286 Golden Rule Ins Co	2,250,276	94,749	1,952,560	0	0	4,297,585	0.0070%
			11,380,289	94,749	1,913,541,955	0	0	1,925,016,993	3.1309%

# 2010 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	1	AETNA GRP 60054 Aetna Life Ins Co	121,548,765	1,937,660	1,740,218,943	6,310,262	0	1,870,015,630	3.0415%
			121,548,765	1,937,660	1,740,218,943	6,310,262	0	1,870,015,630	3.0415%
10	918	JACKSON NATL GRP 65056 Jackson Natl Life Ins Co	59,399,194	1,641,128,649	13,107	2,263,488	0	1,702,804,438	2.7695%
			59,399,194	1,641,128,649	13,107	2,263,488	0	1,702,804,438	2.7695%
11	229	ING Amer Ins Holding Grp							
		86509 Ing Life Ins & Ann Co	16,669,520	703,291,295	1,124	2,921,203	124,422,936	847,306,078	1.3781%
		67105 Reliastar Life Ins Co	186,474,154	113,538,123	91,687,477	658,571	0	392,358,325	0.6381%
		80942 ING USA Ann & Llife Ins Co	3,724,346	324,668,886	4,599	0	0	328,397,831	0.5341%
		68713 Security Life Of Denver Ins Co	95,147,658	38,198	136	9,000,000	0	104,185,992	0.1695%
		61360 Reliastar Life Ins Co Of NY	5,065,360	967,742	1,711,119	0	0	7,744,221	0.0126%
		66109 Midwestern United Life Ins Co	269,039	330	0	0	0	269,369	0.0004%
			307,350,077	1,142,504,574	93,404,455	12,579,774	124,422,936	1,680,261,816	2.7328%
12	91	HARTFORD FIRE & CAS GRP							
		88072 Hartford Life Ins Co	19,137,450	24,132,273	9,688,097	491,489,274	364,999,670	909,446,764	1.4792%
		71153 Hartford Life & Ann Ins Co	156,503,650	9,959,895	103,771	0	199,824,214	366,391,530	0.5959%
		70815 Hartford Life & Accident Ins Co	98,218,287	309	194,158,712	0	2,000	292,379,308	0.4755%
		81213 American Maturity Life Ins Co	0	16,899	0	0	4,103	21,002	0.0000%
			273,859,387	34,109,376	203,950,580	491,489,274	564,829,987	1,568,238,604	2.5506%

# 2010 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	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	360,499,781	86,680,825	3,035,591	6,372,655	0	456,588,852	0.7426%
		70238 Variable Ann Life Ins Co	0	388,861,954	0	0	0	388,861,954	0.6325%
		70432 Western Natl Life Ins Co	245,065	340,232,927	0	0	0	340,477,992	0.5538%
		60941 SunAmerica Ann & Life Assur Co	2,030,034	221,322,528	0	0	0	223,352,562	0.3633%
		66672 American Gen Life & Acc Ins Co	49,639,689	5,581,663	1,335,586	0	0	56,556,938	0.0920%
		70106 United States Life Ins Co In NYC	17,482,080	690,587	29,261,026	0	0	47,433,693	0.0771%
		66842 American Gen Life Ins Co of DE	14,085,615	6,603,983	10,772,774	88,125	0	31,550,497	0.0513%
		69256 Sunamerica Life Ins Co	6,108,516	4,151,633	19,225	0	0	10,279,374	0.0167%
		68373 American Gen Assur Co	1,901,681	0	5,381,041	0	0	7,282,722	0.0118%
			451,992,461	1,054,126,100	49,805,243	6,460,780	0	1,562,384,584	2.5411%
14	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	178,040,448	139,149,867	186,519,871	836,956,953	356,563	1,341,023,702	2.1811%
		71161 Principal Natl Life Ins Co	15,760,446	0	0	0	0	15,760,446	0.0256%
			193,800,894	139,149,867	186,519,871	836,956,953	356,563	1,356,784,148	2.2067%
15	2798	Blue Shield of CA Grp							
		61557 Blue Shield of CA Life & Hlth Ins Co	9,178,266	0	1,334,657,967	0	0	1,343,836,233	2.1857%
		71331 Careamerica Life Ins Co	2,008,378	0	165,319	0	0	2,173,697	0.0035%
			11,186,644	0	1,334,823,286	0	0	1,346,009,930	2.1892%
16	901	CIGNA HLTH GRP							
		62308 Connecticut Gen Life Ins Co	40,539,941	1,065,479	840,395,761	4,014	0	882,005,195	1.4345%
		65498 Life Ins Co Of N Amer	139,919,395	0	175,859,517	0	0	315,778,912	0.5136%
		67369 Cigna Hlth & Life Ins Co	5,143,868	0	3,978,492	0	0	9,122,360	0.0148%
			185,603,204	1,065,479	1,020,233,770	4,014	0	1,206,906,467	1.9630%



# 2010 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
17	761	ALLIANZ INS GRP 90611 Allianz Life Ins Co Of N Amer	42,558,811	1,110,427,726	17,777,337	0	0	1,170,763,874	1.9042%
			42,558,811	1,110,427,726	17,777,337	0	0	1,170,763,874	1.9042%
18	140	NATIONWIDE CORP GRP 66869 Nationwide Life Ins Co 92657 Nationwide Life & Ann Ins Co	96,768,818 95,610,173	23,136,483 69,314	49,875,101 0	0 0	895,101,749 6,737,697	1,064,882,151 102,417,184	1.7320% 0.1666%
			192,378,991	23,205,797	49,875,101	0	901,839,446	1,167,299,335	1.8985%
19	623	Health Net Inc Grp 66141 Health Net Life Ins Co	3,299,911	0	1,084,245,675	0	0	1,087,545,586	1.7688%
			3,299,911	0	1,084,245,675	0	0	1,087,545,586	1.7688%
20	709	PACIFIC LIFE GRP 67466 Pacific Life Ins Co 97268 Pacific Life & Ann Co	386,192,222 98,890	520,659,374 30,863,226	0 0	52,158,618 269,945	0 0	959,010,214 31,232,061	1.5598% 0.0508%
			386,291,112	551,522,600	0	52,428,563	0	990,242,275	1.6106%
21	860	NORTHWESTERN MUT GRP 67091 Northwestern Mut Life Ins Co 69000 Northwestern Long Term Care Ins Co	754,324,477 0	68,029,509 0	74,268,491 14,541,402	1,146,319 0	70,055 0	897,838,851 14,541,402	1.4603% 0.0237%
			754,324,477	68,029,509	88,809,893	1,146,319	70,055	912,380,253	1.4839%
22	435	MASS MUT LIFE INS GRP 65935 Massachusetts Mut Life Ins Co 93432 CM Life Ins Co 70416 MML Bay State Life Ins Co	285,836,917 38,202,423 6,922,592	177,122,708 30,554,022 0	49,953,384 0 0	31 0 0	299,504,781 0 0	812,417,821 68,756,445 6,922,592	1.3214% 0.1118% 0.0113%
			330,961,932	207,676,730	49,953,384	31	299,504,781	888,096,858	1.4444%

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23	44	Aviva Grp 61689 Aviva Life & Ann Co	166,764,483	670,064,273	353,034	45,218,998	0	882,400,788	1.4352%
			166,764,483	670,064,273	353,034	45,218,998	0	882,400,788	1.4352%
24	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	274,410,913	434,395,836	8,572,330	0	7,571,919	724,950,998	1.1791%
		78077 Mony Life Ins Co Of Amer	32,327,597	2,343,973	0	0	0	34,671,570	0.0564%
		66370 Mony Life Ins Co	17,175,231	126,363	3,968,000	0	0	21,269,594	0.0346%
		84530 US Financial Life Ins Co	18,502,117	0	0	0	0	18,502,117	0.0301%
		62880 AXA Equitable Life & Ann Co	1,833,773	0	0	0	0	1,833,773	0.0030%
			344,249,631	436,866,172	12,540,330	0	7,571,919	801,228,052	1.3032%
25	549	SUN LIFE ASSUR CO OF CN GRP							
		79065 Sun Life Assur Co Of Canada US	14,015,956	401,909,075	0	0	0	415,925,031	0.6765%
		80802 US Br SunLife Assur Co Of Canada	181,636,193	116,922	109,803,014	0	0	291,556,129	0.4742%
		80926 Sun Life & Hlth Ins Co	11,298,737	0	16,181,099	0	0	27,479,836	0.0447%
		68047 Professional Ins Co	87,025	0	3,775,419	0	0	3,862,444	0.0063%
			207,037,911	402,025,997	129,759,532	0	0	738,823,440	1.2017%
26	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	110,389,090	557,513,237	36,231,743	1,365,012	0	705,499,082	1.1475%
			110,389,090	557,513,237	36,231,743	1,365,012	0	705,499,082	1.1475%
27	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	25,512,967	620,245,629	827,390	19,565,031	0	666,151,017	1.0835%
		60142 TIAA Cref Life Ins Co	5,118,669	11,748,157	213,270	691,075	0	17,771,171	0.0289%
			30,631,636	631,993,786	1,040,660	20,256,106	0	683,922,188	1.1124%

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28	431	MIDLAND NATL LIFE INS GRP							
		66044 Midland Natl Life Ins Co	65,518,969	304,228,282	6,867	2,743,909	0	372,498,027	0.6058%
		66974 North Amer Co Life & Hlth Ins	54,877,448	239,680,545	4,610	4,825,383	0	299,387,986	0.4869%
			120,396,417	543,908,827	11,477	7,569,292	0	671,886,013	1.0928%
29	429	GUARDIAN LIFE GRP							
		64246 Guardian Life Ins Co Of Amer	165,148,734	2,204,412	379,825,264	34,830	0	547,213,240	0.8900%
		78778 Guardian Ins & Ann Co Inc	3,971,880	92,974,277	0	111,159	337,592	97,394,908	0.1584%
		71714 Berkshire Life Ins Co of Amer	748,958	0	13,494,086	0	0	14,243,044	0.0232%
		60003 Park Avenue Life Ins Co	574,589	0	0	0	0	574,589	0.0009%
		74004 Family Serv Life Ins Co	2,236	0	0	0	0	2,236	0.0000%
			170,446,397	95,178,689	393,319,350	145,989	337,592	659,428,017	1.0725%
30	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	35,601,865	574,247,014	26,589,166	1,096,127	0	637,534,172	1.0369%
		80659 US Business of Canada Life Assur Co	5,231,937	24,402	513,235	0	0	5,769,574	0.0094%
		80675 US Business of Crown Life Ins Co	4,774,977	0	472,727	0	0	5,247,704	0.0085%
		80705 US Br Great West Life Assur Co	1,621,891	0	2,468,586	0	0	4,090,477	0.0067%
		76694 London Life Reins Co	0	0	1,119	0	0	1,119	0.0000%
			47,230,670	574,271,416	30,044,833	1,096,127	0	652,643,046	1.0615%
31	565	UNUMPROVIDENT CORP GRP							
		62235 Unum Life Ins Co Of Amer	86,009,962	7,991	279,267,459	332,269	0	365,617,681	0.5947%
		62049 Colonial Life & Accident Ins Co	23,589,933	4,600	102,047,551	0	0	125,642,084	0.2043%
		68195 Provident Life & Accident Ins Co	15,591,622	0	73,566,239	0	0	89,157,861	0.1450%
		67598 Paul Revere Life Ins Co	929,553	0	33,709,875	19,463	0	34,658,891	0.0564%
		67601 Paul Revere Variable Ann Ins Co	271,212	0	0	4,207,258	0	4,478,470	0.0073%
			126,392,282	12,591	488,591,124	4,558,990	0	619,554,987	1.0077%

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32	4011	Genworth Fin Grp							
		65536 Genworth Life & Ann Ins Co	184,890,800	104,227,827	5,053,162	1,218,799	0	295,390,588	0.4804%
		70025 Genworth Life Ins Co	38,994,317	20,759,437	226,245,824	3,993,109	0	289,992,687	0.4717%
			223,885,117	124,987,264	231,298,986	5,211,908	0	585,383,275	0.9521%
33	1348	STANCORP FIN GRP							
		69019 Standard Ins Co	97,344,087	44,729,527	216,951,818	4,013,757	142,984,288	506,023,477	0.8230%
			97,344,087	44,729,527	216,951,818	4,013,757	142,984,288	506,023,477	0.8230%
34	8	ALLSTATE INS GRP							
		65595 Lincoln Benefit Life Co	241,762,990	76,472,028	20,010,412	1,004,057	0	339,249,487	0.5518%
		60186 Allstate Life Ins Co	71,336,018	16,441,714	4,859,961	60,000	0	92,697,693	0.1508%
		60534 American Heritage Life Ins Co	4,741,645	15,826	31,764,321	0	0	36,521,792	0.0594%
		69310 Surety Life Ins Co	16,218,132	203,155	21,806	0	0	16,443,093	0.0267%
		70874 Allstate Life Ins Co Of NY	407,975	0	6,599	0	0	414,574	0.0007%
		61808 Charter Natl Life Ins Co	0	25,500	0	0	0	25,500	0.0000%
			334,466,760	93,158,223	56,663,099	1,064,057	0	485,352,139	0.7894%
35	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	86,409,340	338,699,098	1,196	1,404,936	0	426,514,570	0.6937%
		66680 National Life Ins Co	34,944,342	1,216,116	3,491,818	40,842	0	39,693,118	0.0646%
			121,353,682	339,915,214	3,493,014	1,445,778	0	466,207,688	0.7583%
36	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	172,975,147	140,053,945	727,676	2,558,809	0	316,315,577	0.5145%
		70335 West Coast Life Ins Co	138,605,199	566,438	13,342	1,100,711	0	140,285,690	0.2282%
		94099 United Investors Life Ins Co	8,162,816	5,976	0	68,669	0	8,237,461	0.0134%
		88536 Protective Life & Annuity Ins Co	148,938	0	-829	0	0	148,109	0.0002%
			319,892,100	140,626,359	740,189	3,728,189	0	464,986,837	0.7563%

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37	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	199,052,244	47,542,199	13,780,109	20,213,958	135,640,822	416,229,332	0.6770%
		93742 Securian Life Ins Co	166,458	0	1,552,781	0	0	1,719,239	0.0028%
			199,218,702	47,542,199	15,332,890	20,213,958	135,640,822	417,948,571	0.6798%
38	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	13,248	406,233,830	0	0	0	406,247,078	0.6607%
			13,248	406,233,830	0	0	0	406,247,078	0.6607%
39	176	STATE FARM GRP							
		69108 State Farm Life Ins Co	362,709,338	40,225,191	0	172,458	0	403,106,987	0.6556%
			362,709,338	40,225,191	0	172,458	0	403,106,987	0.6556%
40	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	132,873,381	92,463,459	33,447,479	29,030,837	47,923	287,863,079	0.4682%
		72850 United World Life Ins Co	160,668	0	44,803,523	0	0	44,964,191	0.0731%
		71412 Mutual Of Omaha Ins Co	0	0	30,360,371	0	0	30,360,371	0.0494%
			133,034,049	92,463,459	108,611,373	29,030,837	47,923	363,187,641	0.5907%
41	1129	WHITE MOUNTAINS GRP							
		68608 Symetra Life Ins Co	20,335,177	281,986,069	40,946,395	13,925,354	0	357,192,995	0.5810%
		90581 Symetra Natl Life Ins Co	28,825	0	0	0	0	28,825	0.0000%
			20,364,002	281,986,069	40,946,395	13,925,354	0	357,221,820	0.5810%
42	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	17,594,248	0	314,239,919	0	0	331,834,167	0.5397%
		71730 Continental Amer Ins Co	55,107	0	3,922,954	0	0	3,978,061	0.0065%
			17,649,355	0	318,162,873	0	0	335,812,228	0.5462%

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43	981	FIDELITY INVESTMENT INS & ANN GRP 93696 Fidelity Investments Life Ins Co	2,297,782	325,672,918	0	0	0	327,970,700	0.5334%
			2,297,782	325,672,918	0	0	0	327,970,700	0.5334%
44	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	243,723,915	30,986,118	4,366,468	6,379,711	0	285,456,212	0.4643%
		90557 Zurich Amer Life Ins Co	3,070,259	4,193,333	7,424	0	0	7,271,016	0.0118%
		80896 Centre Life Ins Co	0	0	4,589,250	0	0	4,589,250	0.0075%
		70173 Universal Underwriters Life Ins Co	1,564,136	0	0	0	0	1,564,136	0.0025%
			248,358,310	35,179,451	8,963,142	6,379,711	0	298,880,614	0.4861%
45	41	CITIGROUP GRP							
		65919 Primerica Life Ins Co	288,417,450	168,021	77,919	0	0	288,663,390	0.4695%
		69914 Sears Life Ins Co	1,715,527	0	3,900,859	0	0	5,616,386	0.0091%
		61409 National Benefit Life Ins Co	2,240,853	0	115,718	0	0	2,356,571	0.0038%
			292,373,830	168,021	4,094,496	0	0	296,636,347	0.4825%
46	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	61,356,900	208,684,770	930,046	12,091,197	0	283,062,913	0.4604%
		86355 Standard Life & Accident Ins Co	1,015,155	47,904	5,282,614	0	0	6,345,673	0.0103%
		63657 Garden State Life Ins Co	2,760,550	0	1,887	0	0	2,762,437	0.0045%
		71773 American Natl Life Ins Co Of TX	190,530	0	2,113,945	0	0	2,304,475	0.0037%
			65,323,135	208,732,674	8,328,492	12,091,197	0	294,475,498	0.4789%
47	619	OneAmerica Fin Partners Grp							
		60895 American United Life Ins Co	12,542,501	178,277,242	13,074,648	1,606,881	0	205,501,272	0.3342%
		69116 State Life Ins Co	22,983,567	42,506,896	7,972,790	87,111	0	73,550,364	0.1196%
		67911 Pioneer Mut Life Ins Co	6,581,600	63,295	0	0	0	6,644,895	0.0108%
			42,107,668	220,847,433	21,047,438	1,693,992	0	285,696,531	0.4647%

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48	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	17,299,173	83,627,473	69,035,424	179,868	0	170,141,938	0.2767%
		65900 Conseco Life Ins Co	47,996,262	69,221	2,429,507	0	0	50,494,990	0.0821%
		70319 Washington Natl Ins Co	6,422,367	4,446,091	18,439,806	0	0	29,308,264	0.0477%
		62065 Colonial Penn Life Ins Co	14,345,123	0	1,507,607	0	0	15,852,730	0.0258%
			86,062,925	88,142,785	91,412,344	179,868	0	265,797,922	0.4323%
49	943	Unifi GRP							
		61301 Ameritas Life Ins Corp	15,504,673	62,796,836	39,955,487	5,052,771	0	123,309,767	0.2006%
		80837 Union Central Life Ins Co	38,533,527	48,109,156	4,645,919	19,372,233	0	110,660,835	0.1800%
		60038 Acacia Life Ins Co	11,005,855	384,792	2,589	8,974,656	0	20,367,892	0.0331%
			65,044,055	111,290,784	44,603,995	33,399,660	0	254,338,494	0.4137%
50	119	HUMANA GRP							
		73288 Humana Ins Co	1,443,729	0	204,883,197	0	0	206,326,926	0.3356%
		70580 Humanadental Ins Co	242,529	77,344	35,759,670	0	0	36,079,543	0.0587%
		65110 Kanawha Ins Co	406,653	240	9,708,093	0	0	10,114,986	0.0165%
			2,092,911	77,584	250,350,960	0	0	252,521,455	0.4107%
51	200	UNITED SERV AUTOMOBILE ASSN GRP							
		69663 USAA Life Ins Co	85,512,899	133,507,559	17,505,127	2,573,320	0	239,098,905	0.3889%
		72613 USAA Direct Life Ins Co	4,266	0	0	0	0	4,266	0.0000%
			85,517,165	133,507,559	17,505,127	2,573,320	0	239,103,171	0.3889%
52	2598	Old Mut US Life Holding Grp							
		63274 Fidelity & Guar Life Ins Co	95,845,272	112,626,271	0	30,458,738	0	238,930,281	0.3886%
			95,845,272	112,626,271	0	30,458,738	0	238,930,281	0.3886%

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53	84	American Financial Grp							
		63312 Great Amer Life Ins Co	12,576,472	128,577,411	1,703,624	1,849,957	0	144,707,464	0.2354%
		93661 Annuity Investors Life Ins Co	0	78,916,755	0	114,710	0	79,031,465	0.1285%
		67083 Manhattan Natl Life Ins Co	4,321,522	4,308	0	0	0	4,325,830	0.0070%
		63479 United Teacher Assoc Ins Co	217,941	1,744,000	2,288,148	0	0	4,250,089	0.0069%
		65722 Loyal Amer Life Ins Co	165,729	439,869	820,645	8,470	0	1,434,713	0.0023%
		71404 Continental Gen Ins Co	197,222	0	731,093	0	0	928,315	0.0015%
		67903 Provident Amer Life & Hlth Ins Co	475	0	25,586	0	0	26,061	0.0000%
			17,479,361	209,682,343	5,569,096	1,973,137	0	234,703,937	0.3817%
54	19	Assurant Inc Grp							
		70408 Union Security Ins Co	28,671,323	800,562	82,654,470	0	0	112,126,355	0.1824%
		67989 American Memorial Life Ins Co	64,293,472	1,185,494	1,129	6	0	65,480,101	0.1065%
		69477 Time Ins Co	1,686,309	0	37,628,663	130,773	0	39,445,745	0.0642%
		60275 American Bankers Life Assur Co Of FL	3,601,342	8,984	3,930,413	0	0	7,540,739	0.0123%
		65080 John Alden Life Ins Co	1,219,970	11,329	2,235,329	0	0	3,466,628	0.0056%
			99,472,416	2,006,369	126,450,004	130,779	0	228,059,568	0.3709%
55	71854	AAA Life Ins Co							
		71854 AAA Life Ins Co	104,346,047	71,116,286	9,884,656	7,456,329	0	192,803,318	0.3136%
			104,346,047	71,116,286	9,884,656	7,456,329	0	192,803,318	0.3136%
56	66850	National Western Life Ins Co							
		66850 National Western Life Ins Co	2,634,539	160,588,042	0	3,610,361	0	166,832,942	0.2713%
			2,634,539	160,588,042	0	3,610,361	0	166,832,942	0.2713%



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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
57	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	22,742,841	40,879,776	93,612,007	0	0	157,234,624	0.2557%
		60801 American Public Life Ins Co	1,117	0	45,456	0	0	46,573	0.0001%
			22,743,958	40,879,776	93,657,463	0	0	157,281,197	0.2558%
58	290	LIBERTY NATL GRP							
		60577 American Income Life Ins Co	61,218,488	423	5,475,520	0	0	66,694,431	0.1085%
		92916 United Amer Ins Co	1,441,613	49,991	41,402,916	0	0	42,894,520	0.0698%
		91472 Globe Life & Accident Ins Co	35,872,667	1,089	2,327,340	0	0	38,201,096	0.0621%
		65331 Liberty Natl Life Ins Co	8,921,236	1,144	78,647	0	0	9,001,027	0.0146%
			107,454,004	52,647	49,284,423	0	0	156,791,074	0.2550%
59	836	WEST SOUTHERN GRP							
		65242 Lafayette Life Ins Co	31,119,054	31,325,463	59,799	144,000	0	62,648,316	0.1019%
		74780 Integrity Life Ins Co	30,217	28,029,382	0	3,976,691	0	32,036,290	0.0521%
		92622 Western Southern Life Assur Co	4,561,463	25,558,499	0	0	0	30,119,962	0.0490%
		99937 Columbus Life Ins Co	17,631,442	2,079,426	7,728	107,890	0	19,826,486	0.0322%
		70483 Western & Southern Life Ins Co	10,373,025	170	463,291	0	0	10,836,486	0.0176%
			63,715,201	86,992,940	530,818	4,228,581	0	155,467,540	0.2529%
60	111	LIBERTY MUT GRP							
		65315 Liberty Life Assur Co Of Boston	57,066,364	1,104,431	97,111,971	0	0	155,282,766	0.2526%
			57,066,364	1,104,431	97,111,971	0	0	155,282,766	0.2526%
61	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	436,759	47,790	186,097	0	152,577,087	153,247,733	0.2492%
			436,759	47,790	186,097	0	152,577,087	153,247,733	0.2492%

# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Market Share

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Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
62	74	DELPHI FIN GRP 68381 Reliance Standard Life Ins Co	46,451,631	27,614,066	76,675,020	0	0	150,740,717	0.2452%
			46,451,631	27,614,066	76,675,020	0	0	150,740,717	0.2452%
63	704	OHIO NATL LIFE GRP 67172 Ohio Natl Life Ins Co 89206 Ohio Natl Life Assur Corp	10,435,602 35,973,526	91,575,343 0	1,132,262 1,952,963	312,978 0	4,197,440 0	107,653,625 37,926,489	0.1751% 0.0617%
			46,409,128	91,575,343	3,085,225	312,978	4,197,440	145,580,114	0.2368%
64	1137	COVENTRY CORP GRP 90328 First Hlth Life & Hlth Ins Co	36,331	0	142,930,533	0	0	142,966,864	0.2325%
			36,331	0	142,930,533	0	0	142,966,864	0.2325%
65	403	PHOENIX COS GRP 67814 Phoenix Life Ins Co 93548 PHL Variable Ins Co	26,975,473 50,522,866	544,529 4,129,196	359,738 0	46,836,229 0	0 0	74,715,969 54,652,062	0.1215% 0.0889%
			77,498,339	4,673,725	359,738	46,836,229	0	129,368,031	0.2104%
66	306	CUNA MUT GRP 62626 Cuna Mut Ins Society 86126 Members Life Ins Co	22,359,120 231,472	69,780,149 0	25,889,001 52	1,946,736 0	0 0	119,975,006 231,524	0.1951% 0.0004%
			22,590,592	69,780,149	25,889,053	1,946,736	0	120,206,530	0.1955%
67	264	HealthMarkets Grp 97055 Mega Life & Hlth Ins Co The 66087 Mid West Natl Life Ins Co Of TN 61832 Chesapeake Life Ins Co	1,013,568 943,992 5,902,788	11,605 33,208 163,302	58,600,270 45,743,162 180,343	319 0 0	0 0 0	59,625,762 46,720,362 6,246,433	0.0970% 0.0760% 0.0102%
			7,860,348	208,115	104,523,775	319	0	112,592,557	0.1831%

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68	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	36,186,553	13,972,663	1,383,807	2,927,778	33,930,975	88,401,776	0.1438%
		93262 Penn Ins & Ann Co	21,237,645	0	0	0	3,010	21,240,655	0.0345%
			57,424,198	13,972,663	1,383,807	2,927,778	33,933,985	109,642,431	0.1783%
69	181	SWISS RE GRP							
		70211 Reassure Amer Life Ins Co	96,163,631	164,940	10,971,000	0	0	107,299,571	0.1745%
			96,163,631	164,940	10,971,000	0	0	107,299,571	0.1745%
70	1266	FORETHOUGHT FIN SERV GRP							
		91642 Forethought Life Ins Co	67,225,958	39,332,176	0	0	0	106,558,134	0.1733%
			67,225,958	39,332,176	0	0	0	106,558,134	0.1733%
71	61492	Liberty Life Ins Co							
		61492 Liberty Life Ins Co	7,154,922	84,176,618	4,473,708	40,562	0	95,845,810	0.1559%
			7,154,922	84,176,618	4,473,708	40,562	0	95,845,810	0.1559%
72	953	UNIVERSAL AMER FIN CORP GRP							
		67660 Pennsylvania Life Ins Co	917,879	18,859	45,132,519	0	0	46,069,257	0.0749%
		68284 Pyramid Life Ins Co	30,725	0	30,274,626	0	0	30,305,351	0.0493%
		69701 Union Bankers Ins Co	500,919	235	4,566,217	0	0	5,067,371	0.0082%
		62359 Constitution Life Ins Co	203,889	0	62,221	0	0	266,110	0.0004%
		71072 Marquette Natl Life Ins Co	11,764	0	11,493	0	0	23,257	0.0000%
			1,665,176	19,094	80,047,076	0	0	81,731,346	0.1329%
73	872	BANNER LIFE GRP							
		94250 Banner Life Ins Co	69,900,328	120	412	0	0	69,900,860	0.1137%
			69,900,328	120	412	0	0	69,900,860	0.1137%

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74	315	INDUSTRIAL ALLIANCE GRP							
		84514 Industrial Alliance Pacific Ins & Fi	9,981,375	34,811,851	0	0	0	44,793,226	0.0729%
		68594 American Amicable Life Ins Co Of TX	3,986,057	380,260	0	0	0	4,366,317	0.0071%
		91693 IA Amer Life Ins Co	3,528,986	297,539	56,612	0	0	3,883,137	0.0063%
		67148 Occidental Life Ins Co Of NC	1,988,540	285,556	0	0	0	2,274,096	0.0037%
		67946 Pioneer Security Life Ins Co	172,515	1,870	0	0	0	174,385	0.0003%
		67873 Pioneer Amer Ins Co	102,189	1,401	0	0	0	103,590	0.0002%
			19,759,662	35,778,477	56,612	0	0	55,594,751	0.0904%
75	65927	Lincoln Heritage Life Ins Co							
		65927 Lincoln Heritage Life Ins Co	49,021,556	26,768	1,767,491	0	0	50,815,815	0.0826%
			49,021,556	26,768	1,767,491	0	0	50,815,815	0.0826%
76	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	14,120,790	19,986,589	1,834	2,024,345	0	36,133,558	0.0588%
		90212 Great Southern Life Ins Co	5,658,919	1,044,019	155,941	116,008	0	6,974,887	0.0113%
		67180 Ohio State Life Ins Co	3,471,108	847	3,653	7,201	0	3,482,809	0.0057%
		63487 Investors Life Ins Co N Amer	2,106,693	9,750	0	0	0	2,116,443	0.0034%
		66540 National Farmers Union Life Ins Co	1,015,304	9	0	1	0	1,015,314	0.0017%
		87645 United Fidelity Life Ins Co	705,070	19,848	0	5,917	0	730,835	0.0012%
			27,077,884	21,061,062	161,428	2,153,472	0	50,453,846	0.0821%
77	984	HCC INS HOLDINGS GRP							
		92711 HCC Life Ins Co	1,270,762	8,400	45,442,622	0	0	46,721,784	0.0760%
		85561 Perico Life Ins Co	3,490	0	993,893	0	0	997,383	0.0016%
			1,274,252	8,400	46,436,515	0	0	47,719,167	0.0776%

# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

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Active companies only

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78	81264	Nippon Life Ins Co Of Amer 81264 Nippon Life Ins Co Of Amer	1,162,695	0	41,798,581	0	0	42,961,276	0.0699%
			1,162,695	0	41,798,581	0	0	42,961,276	0.0699%
79	626	Ace Ltd Grp 62146 Combined Ins Co Of Amer	5,251,261	0	36,910,624	0	0	42,161,885	0.0686%
			5,251,261	0	36,910,624	0	0	42,161,885	0.0686%
80	471	Wells Fargo Grp 62383 Centurion Life Ins Co	117,540	41,127,033	1,372	0	0	41,245,945	0.0671%
			117,540	41,127,033	1,372	0	0	41,245,945	0.0671%
81	451	FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co	1,568,648	431,878	37,987,807	0	0	39,988,333	0.0650%
			1,568,648	431,878	37,987,807	0	0	39,988,333	0.0650%
82	2938	Thrivent Financial For Lutherans Grp 97721 Thrivent Life Ins Co	2,036,724	36,671,312	0	0	0	38,708,036	0.0630%
			2,036,724	36,671,312	0	0	0	38,708,036	0.0630%
83	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	3,415,492	34,562,202	28,402	0	0	38,006,096	0.0618%
			3,415,492	34,562,202	28,402	0	0	38,006,096	0.0618%
84	4483	Nestle SA Grp 70939 Gerber Life Ins Co	19,795,014	0	17,445,178	0	0	37,240,192	0.0606%
			19,795,014	0	17,445,178	0	0	37,240,192	0.0606%

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85	513	IOWA FARM BUREAU GRP 62510 Equitrust Life Ins Co	75,524	34,006,006	0	3,117,440	0	37,198,970	0.0605%
			75,524	34,006,006	0	3,117,440	0	37,198,970	0.0605%
86	870	SECURITY BENEFIT GRP 68675 Security Benefit Life Ins Co	1,835,988	32,813,619	0	0	0	34,649,607	0.0564%
			1,835,988	32,813,619	0	0	0	34,649,607	0.0564%
87	917	HCSC GRP 71129 Fort Dearborn Life Ins Co 84786 Colorado Bankers Life Ins Co	7,709,692	3,552,399	6,834,197	281,779	0	18,378,067	0.0299%
			8,580,401	4,379,980	1,691,211	618,327	0	15,269,919	0.0248%
			16,290,093	7,932,379	8,525,408	900,106	0	33,647,986	0.0547%
88	169	SENTRY INS GRP 68810 Sentry Life Ins Co	2,369,123	26,615,152	1,023,421	0	0	30,007,696	0.0488%
			2,369,123	26,615,152	1,023,421	0	0	30,007,696	0.0488%
89	367	PHYSICIANS MUT GRP 72125 Physicians Life Ins Co 80578 Physicians Mut Ins Co	13,725,263	1,123,085	960,391	20,037	0	15,828,776	0.0257%
			0	0	12,455,977	0	0	12,455,977	0.0203%
			13,725,263	1,123,085	13,416,368	20,037	0	28,284,753	0.0460%
90	1280	GREAT WESTERN CO GRP 71480 Great Western Ins Co	26,235,848	832,738	0	0	0	27,068,586	0.0440%
			26,235,848	832,738	0	0	0	27,068,586	0.0440%
91	64017	Jefferson Natl Life Ins Co 64017 Jefferson Natl Life Ins Co	1,808,375	24,661,953	76,982	125,300	0	26,672,610	0.0434%
			1,808,375	24,661,953	76,982	125,300	0	26,672,610	0.0434%

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92	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	19,226,686	93,712	6,977,166	0	0	26,297,564	0.0428%
		97241 Settlers Life Ins Co	73,883	0	2,680	0	0	76,563	0.0001%
			19,300,569	93,712	6,979,846	0	0	26,374,127	0.0429%
93	84174	Employees Life Co Mut							
		84174 Employees Life Co Mut	14,809	14,365,347	0	11,931,118	0	26,311,274	0.0428%
			14,809	14,365,347	0	11,931,118	0	26,311,274	0.0428%
94	588	KANSAS CITY LIFE INS GRP							
		65129 Kansas City Life Ins Co	10,582,357	3,926,845	311,468	56,359	1,884,601	16,761,630	0.0273%
		69272 Sunset Life Ins Co Of Amer	5,742,884	185,413	729	443	0	5,929,469	0.0096%
		67199 Old Amer Ins Co	3,158,329	0	173,842	0	0	3,332,171	0.0054%
			19,483,570	4,112,258	486,039	56,802	1,884,601	26,023,270	0.0423%
95	276	TRUSTMARK INS CO GRP							
		61425 Trustmark Ins Co	15,362,670	-21,958	4,387,155	0	0	19,727,867	0.0321%
		62863 Trustmark Life Ins Co	390,157	0	3,321,229	0	0	3,711,386	0.0060%
			15,752,827	-21,958	7,708,384	0	0	23,439,253	0.0381%
96	64505	Homesteaders Life Co							
		64505 Homesteaders Life Co	22,238,561	262,178	0	0	0	22,500,739	0.0366%
			22,238,561	262,178	0	0	0	22,500,739	0.0366%
97	87963	National Teachers Assoc Life Ins Co							
		87963 National Teachers Assoc Life Ins Co	34,465	0	22,395,982	0	0	22,430,447	0.0365%
			34,465	0	22,395,982	0	0	22,430,447	0.0365%

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98	3891	Goldman Sachs Grp							
		84824 Commonwealth Ann & Life Ins Co	6,214,320	11,295,623	981,673	2,601,620	0	21,093,236	0.0343%
		69140 First Allmerica Fin Life Ins Co	928,425	-20,460	56,590	60,318	0	1,024,873	0.0017%
			7,142,745	11,275,163	1,038,263	2,661,938	0	22,118,109	0.0360%
99	71439	Assurity Life Ins Co							
		71439 Assurity Life Ins Co	14,557,582	820,919	5,843,233	69,557	0	21,291,291	0.0346%
			14,557,582	820,919	5,843,233	69,557	0	21,291,291	0.0346%
100	215	UNITRIN GRP							
		69930 United Ins Co Of Amer	20,390,996	600	648,720	0	0	21,040,316	0.0342%
		68357 Reliable Life Ins Co	23,344	0	443	0	0	23,787	0.0000%
			20,414,340	600	649,163	0	0	21,064,103	0.0343%
101	812	HIGHMARK GRP							
		93440 HM Life Ins Co	15,565	0	19,516,077	0	0	19,531,642	0.0318%
			15,565	0	19,516,077	0	0	19,531,642	0.0318%
102	525	PAN AMER LIFE GRP							
		67539 Pan Amer Life Ins Co	654,495	13,480	15,494,415	0	0	16,162,390	0.0263%
		93459 Pan Amer Assur Co	3,244,188	0	0	0	0	3,244,188	0.0053%
			3,898,683	13,480	15,494,415	0	0	19,406,578	0.0316%
103	492	Security Amer Financial Enterprises Grp							
		68721 Security Life Ins Co Of Amer	1,197,032	3,330	14,890,401	0	0	16,090,763	0.0262%
			1,197,032	3,330	14,890,401	0	0	16,090,763	0.0262%



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104	66427	MTL Ins Co 66427 MTL Ins Co	15,193,822	343,621	37,825	401,295	0	15,976,563	0.0260%
			15,193,822	343,621	37,825	401,295	0	15,976,563	0.0260%
105	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	15,538,485	0	0	15,538,485	0.0253%
			0	0	15,538,485	0	0	15,538,485	0.0253%
106	781	UNION LABOR GRP 69744 Union Labor Life Ins Co 86371 Ullico Life Ins Co	6,202,424 57,039	0 0	8,292,518 0	0 0	0 0	14,494,942 57,039	0.0236% 0.0001%
			6,259,463	0	8,292,518	0	0	14,551,981	0.0237%
107	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	11,985,428	1,663,356	3,995	370	0	13,653,149	0.0222%
			11,985,428	1,663,356	3,995	370	0	13,653,149	0.0222%
108	64343	Pacific Guardian Life Ins Co Ltd 64343 Pacific Guardian Life Ins Co Ltd	11,797,067	298	15,931	1,750,673	0	13,563,969	0.0221%
			11,797,067	298	15,931	1,750,673	0	13,563,969	0.0221%
109	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	8,163,102	0	5,214,034	0	0	13,377,136	0.0218%
			8,163,102	0	5,214,034	0	0	13,377,136	0.0218%
110	3766	Sagikor Fin Corp Grp 60445 Sagikor Life Ins Co	8,393,678	3,415,944	11,304	0	0	11,820,926	0.0192%
			8,393,678	3,415,944	11,304	0	0	11,820,926	0.0192%

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111	3436	Heritage Guar Grp 68543 Liberty Bankers Life Ins Co	210,813	11,098,336	0	451,228	0	11,760,377	0.0191%
			210,813	11,098,336	0	451,228	0	11,760,377	0.0191%
112	4213	Wilton Re Grp 69396 Texas Life Ins Co 60704 Wilton Reassur Life Co of NY	9,467,615	0	0	0	0	9,467,615	0.0154%
			730,030	1,822	16,332	0	0	748,184	0.0012%
			10,197,645	1,822	16,332	0	0	10,215,799	0.0166%
113	352	HSBC Grp 93777 Household Life Ins Co	7,787,067	0	1,869,094	0	0	9,656,161	0.0157%
			7,787,067	0	1,869,094	0	0	9,656,161	0.0157%
114	687	GUARANTEE TRUST GRP 64211 Guarantee Trust Life Ins Co	5,000,800	13,774	4,322,818	1,060	0	9,338,452	0.0152%
			5,000,800	13,774	4,322,818	1,060	0	9,338,452	0.0152%
115	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	6,970,253	398,287	1,934,384	0	0	9,302,924	0.0151%
			6,970,253	398,287	1,934,384	0	0	9,302,924	0.0151%
116	1117	Harris Ins Holdings Grp 63053 Family Life Ins Co 65870 Manhattan Life Ins Co 61883 Central United Life Ins Co	3,148,376	5,660	2,536,081	0	0	5,690,117	0.0093%
			2,129,931	11,398	0	0	0	2,141,329	0.0035%
			86,235	0	1,357,289	0	0	1,443,524	0.0023%
			5,364,542	17,058	3,893,370	0	0	9,274,970	0.0151%

# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

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Sorted by Group Market Share

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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
117	749	SCOR GRP 64939 Investors Ins Corp	5,203	8,201,493	0	0	0	8,206,696	0.0133%
			5,203	8,201,493	0	0	0	8,206,696	0.0133%
118	4718	Tricadia Holdings Grp 60232 Philadelphia Financial Life Assur Co	7,322	8,150,742	0	0	0	8,158,064	0.0133%
			7,322	8,150,742	0	0	0	8,158,064	0.0133%
119	350	General Electric Grp 62596 Union Fidelity Life Ins Co	2,738,151	1,529	4,955,325	0	0	7,695,005	0.0125%
			2,738,151	1,529	4,955,325	0	0	7,695,005	0.0125%
120	244	CINCINNATI FIN GRP 76236 Cincinnati Life Ins Co	4,969,009	2,496,404	43,720	75,967	0	7,585,100	0.0123%
			4,969,009	2,496,404	43,720	75,967	0	7,585,100	0.0123%
121	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	7,533,205	0	0	0	0	7,533,205	0.0123%
			7,533,205	0	0	0	0	7,533,205	0.0123%
122	450	GENEVE HOLDINGS INC GRP 69078 Standard Security Life Ins Co Of NY 65781 Madison Natl Life Ins Co Inc	35,678 967,347	0 602,517	4,022,880 1,656,444	0 0	0 0	4,058,558 3,226,308	0.0066% 0.0052%
			1,003,025	602,517	5,679,324	0	0	7,284,866	0.0118%
123	90638	Best Life & Hlth Ins Co 90638 Best Life & Hlth Ins Co	204,023	0	6,613,403	0	0	6,817,426	0.0111%
			204,023	0	6,613,403	0	0	6,817,426	0.0111%

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124	4553	Savings Bank Life Grp 70435 The Savings Bank Life Ins Co Of MA	6,180,967	35,000	0	0	0	6,215,967	0.0101%
			6,180,967	35,000	0	0	0	6,215,967	0.0101%
125	4712	GPM Life Grp 63967 Government Personnel Mut Life Ins Co	6,066,098	75,553	20,835	0	0	6,162,486	0.0100%
			6,066,098	75,553	20,835	0	0	6,162,486	0.0100%
126	61182	Aurora Natl Life Assur Co 61182 Aurora Natl Life Assur Co	6,044,514	0	0	-227,596	0	5,816,918	0.0095%
			6,044,514	0	0	-227,596	0	5,816,918	0.0095%
127	581	BOSTON MUT GRP 61476 Boston Mut Life Ins Co	3,837,411	0	1,896,946	0	0	5,734,357	0.0093%
			3,837,411	0	1,896,946	0	0	5,734,357	0.0093%
128	3477	NewQuest Grp 12902 Healthspring Life & Hlth Ins Co Inc	0	0	5,567,089	0	0	5,567,089	0.0091%
			0	0	5,567,089	0	0	5,567,089	0.0091%
129	68039	Presidential Life Ins Co 68039 Presidential Life Ins Co	1,148,850	3,710,196	362	517,939	0	5,377,347	0.0087%
			1,148,850	3,710,196	362	517,939	0	5,377,347	0.0087%
130	28	AMICA MUT GRP 72222 Amica Life Ins Co	3,946,858	869,667	0	0	0	4,816,525	0.0078%
			3,946,858	869,667	0	0	0	4,816,525	0.0078%

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131	2878	United Heritage Mut Grp 63983 United Heritage Life Ins Co	3,598,174	362,636	35,073	146,817	0	4,142,700	0.0067%
			3,598,174	362,636	35,073	146,817	0	4,142,700	0.0067%
132	150	OLD REPUBLIC GRP 67261 Old Republic Life Ins Co	3,881,318	0	5,792	0	0	3,887,110	0.0063%
			3,881,318	0	5,792	0	0	3,887,110	0.0063%
133	63495	First Investors Life Ins Co 63495 First Investors Life Ins Co	3,350,693	151,153	254	0	0	3,502,100	0.0057%
			3,350,693	151,153	254	0	0	3,502,100	0.0057%
134	55	AUTOMOBILE CLUB MI GRP 84522 Auto Club Life Ins Co	2,953,874	448,573	14,030	0	0	3,416,477	0.0056%
			2,953,874	448,573	14,030	0	0	3,416,477	0.0056%
135	64238	Guaranty Income Life Ins Co 64238 Guaranty Income Life Ins Co	14,051	3,128,954	167,336	72,393	0	3,382,734	0.0055%
			14,051	3,128,954	167,336	72,393	0	3,382,734	0.0055%
136	68772	Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY	2,537,153	410,269	224,476	2,592	0	3,174,490	0.0052%
			2,537,153	410,269	224,476	2,592	0	3,174,490	0.0052%
137	68802	Sentinel Security Life Ins Co 68802 Sentinel Security Life Ins Co	2,793,767	0	139,409	618	0	2,933,794	0.0048%
			2,793,767	0	139,409	618	0	2,933,794	0.0048%

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138	67059	North Coast Life Ins Co 67059 North Coast Life Ins Co	1,961,649	788,843	0	75,923	0	2,826,415	0.0046%
			1,961,649	788,843	0	75,923	0	2,826,415	0.0046%
139	574	AMERCO CORP GRP 76112 Oxford Life Ins Co	2,719,539	30,000	43,991	0	0	2,793,530	0.0045%
			2,719,539	30,000	43,991	0	0	2,793,530	0.0045%
140	542	INDIANA FARM BUREAU Grp 69922 United Home Life Ins Co 69892 United Farm Family Life Ins Co	2,590,869 147,543	600 25	36,724 1,338	0 16	0 0	2,628,193 148,922	0.0043% 0.0002%
			2,738,412	625	38,062	16	0	2,777,115	0.0045%
141	440	REGAL REINS GRP 66265 Monarch Life Ins Co	200,430	600	2,370,494	0	0	2,571,524	0.0042%
			200,430	600	2,370,494	0	0	2,571,524	0.0042%
142	535	COLUMBIAN LIFE GRP 76023 Columbian Life Ins Co 62103 Columbian Mut Life Ins Co	2,210,382 195,707	0 2,900	467 819	0 0	0 0	2,210,849 199,426	0.0036% 0.0003%
			2,406,089	2,900	1,286	0	0	2,410,275	0.0039%
143	344	CHURCH PENSION FUND GRP 61875 Church Life Ins Corp	1,149,335	1,097,293	0	130,363	0	2,376,991	0.0039%
			1,149,335	1,097,293	0	130,363	0	2,376,991	0.0039%
144	63223	Federal Life Ins Co 63223 Federal Life Ins Co	2,147,709	142,160	31,497	15,390	0	2,336,756	0.0038%
			2,147,709	142,160	31,497	15,390	0	2,336,756	0.0038%

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145	1295	CENTENE CORP GRP 80799 Celtic Ins Co	1,206	0	2,316,661	0	0	2,317,867	0.0038%
			1,206	0	2,316,661	0	0	2,317,867	0.0038%
146	1281	BANKAMERICA CORP GRP 68160 Balboa Life Ins Co	449,407	0	1,842,208	0	0	2,291,615	0.0037%
			449,407	0	1,842,208	0	0	2,291,615	0.0037%
147	77968	Family Heritage Life Ins Co Of Amer 77968 Family Heritage Life Ins Co Of Amer	18,447	0	2,154,072	0	0	2,172,519	0.0035%
			18,447	0	2,154,072	0	0	2,172,519	0.0035%
148	896	TRANS WORLD ASR GRP 69566 Trans World Assur Co	2,058,046	111,118	0	0	0	2,169,164	0.0035%
			2,058,046	111,118	0	0	0	2,169,164	0.0035%
149	4723	Baltimore Life Holdings Grp 61212 Baltimore Life Ins Co	1,842,883	0	56,626	0	0	1,899,509	0.0031%
			1,842,883	0	56,626	0	0	1,899,509	0.0031%
150	520	NEW ERA LIFE GRP 67784 Philadelphia Amer Life Ins Co 69698 New Era Life Ins Co Of Midwest 78743 New Era Life Ins Co	0 20,256 2,514	0 16,460 127	1,827,123 0 304	0 18,553 976	0 0 0	1,827,123 55,269 3,921	0.0030% 0.0001% 0.0000%
			22,770	16,587	1,827,427	19,529	0	1,886,313	0.0031%

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151	3527	American Republic Mut Grp							
		60836 American Republic Ins Co	522,731	0	829,918	0	0	1,352,649	0.0022%
		70629 World Ins Co	32,916	2,120	455,836	0	0	490,872	0.0008%
			555,647	2,120	1,285,754	0	0	1,843,521	0.0030%
152	801	DIRECTORS INVESTMENT GRP							
		99775 Funeral Directors Life Ins Co	1,044,507	782,021	0	0	0	1,826,528	0.0030%
			1,044,507	782,021	0	0	0	1,826,528	0.0030%
153	4716	Fortress Grp							
		65951 Merit Life Ins Co	648,937	0	1,091,363	0	0	1,740,300	0.0028%
			648,937	0	1,091,363	0	0	1,740,300	0.0028%
154	218	CNA INS GRP							
		62413 Continental Assur Co	1,712,731	1,000	10,098	0	0	1,723,829	0.0028%
			1,712,731	1,000	10,098	0	0	1,723,829	0.0028%
155	62928	EMC Natl Life Co							
		62928 EMC Natl Life Co	1,157,976	474,758	2,766	40,255	0	1,675,755	0.0027%
			1,157,976	474,758	2,766	40,255	0	1,675,755	0.0027%
156	690	CENTRAL STATES GRP							
		61751 Central States H & L Co Of Omaha	1,481,615	0	144,327	0	0	1,625,942	0.0026%
			1,481,615	0	144,327	0	0	1,625,942	0.0026%
157	71471	Ability Ins Co							
		71471 Ability Ins Co	52,238	0	1,498,075	0	0	1,550,313	0.0025%
			52,238	0	1,498,075	0	0	1,550,313	0.0025%



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158	473	AMERICAN FAMILY INS GRP 60399 American Family Life Ins Co	1,397,776	13,967	0	0	0	1,411,743	0.0023%
			1,397,776	13,967	0	0	0	1,411,743	0.0023%
159	60429	American Fidelity Life Ins Co 60429 American Fidelity Life Ins Co	1,092,285	175,907	0	0	0	1,268,192	0.0021%
			1,092,285	175,907	0	0	0	1,268,192	0.0021%
160	23	BCS INS GRP 80985 4 Ever Life Ins Co	973,649	0	275,514	8,110	0	1,257,273	0.0020%
			973,649	0	275,514	8,110	0	1,257,273	0.0020%
161	1186	Lifetime HlthCare Grp 69515 Medamerica Ins Co	0	0	1,086,433	0	0	1,086,433	0.0018%
			0	0	1,086,433	0	0	1,086,433	0.0018%
162	31119	Medico Ins Co 31119 Medico Ins Co	1,863	0	1,016,081	0	0	1,017,944	0.0017%
			1,863	0	1,016,081	0	0	1,017,944	0.0017%
163	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	760,220	117,174	5,917	12,147	0	895,458	0.0015%
			760,220	117,174	5,917	12,147	0	895,458	0.0015%
164	572	BCBS OF MI GRP 77720 LifeSecure Ins Co	869,619	19,499	3,782	0	0	892,900	0.0015%
			869,619	19,499	3,782	0	0	892,900	0.0015%

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165	67032	North Carolina Mut Life Ins Co 67032 North Carolina Mut Life Ins Co	61,101	0	783,182	0	0	844,283	0.0014%
			61,101	0	783,182	0	0	844,283	0.0014%
166	4172	State Mut Co Grp 71390 Admiral Life Ins Co of Amer	0	0	800,529	0	0	800,529	0.0013%
			0	0	800,529	0	0	800,529	0.0013%
167	361	Munich Re Grp 65811 American Modern Life Ins Co	450,643	0	327,308	0	0	777,951	0.0013%
			450,643	0	327,308	0	0	777,951	0.0013%
168	31	BERKSHIRE HATHAWAY GRP 97764 Idealife Ins Co 62345 Berkshire Hathaway Life Ins Co NE 82880 CSI Life Ins Co	394,046 0 36,705	1,159 228,664 0	20,844 0 0	2,649 0 0	0 0 0	418,698 228,664 36,705	0.0007% 0.0004% 0.0001%
			430,751	229,823	20,844	2,649	0	684,067	0.0011%
169	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	431,741	82,146	135,444	0	0	649,331	0.0011%
			431,741	82,146	135,444	0	0	649,331	0.0011%
170	11121	Unified Life Ins Co 11121 Unified Life Ins Co	246,390	3,256	356,396	0	0	606,042	0.0010%
			246,390	3,256	356,396	0	0	606,042	0.0010%
171	839	WESTBRIDGE CAPITAL GRP 98205 National Found Life Ins Co	91	0	587,256	0	0	587,347	0.0010%
			91	0	587,256	0	0	587,347	0.0010%

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172	62421	Heritage Union Life Ins Co 62421 Heritage Union Life Ins Co	502,418	0	125	0	0	502,543	0.0008%
			502,418	0	125	0	0	502,543	0.0008%
173	786	UNITY MUT GRP							
	63819	Unity Financial Life Ins Co	361,910	0	0	0	0	361,910	0.0006%
	70114	Unity Mut Life Ins Co	103,173	15,445	2,528	0	0	121,146	0.0002%
			465,083	15,445	2,528	0	0	483,056	0.0008%
174	89184	Sterling Investors Life Ins Co 89184 Sterling Investors Life Ins Co	316,530	1,964	27,756	0	0	346,250	0.0006%
			316,530	1,964	27,756	0	0	346,250	0.0006%
175	4381	Houston Intl Ins Grp							
	82538	National Hlth Ins Co	631	0	290,914	0	0	291,545	0.0005%
			631	0	290,914	0	0	291,545	0.0005%
176	67393	Ozark Natl Life Ins Co 67393 Ozark Natl Life Ins Co	194,590	2,057	1,543	0	0	198,190	0.0003%
			194,590	2,057	1,543	0	0	198,190	0.0003%
177	1531	Molina Healthcare Inc GRP							
	69647	Molina Hlthcare Ins Co	195,693	1,570	0	0	0	197,263	0.0003%
			195,693	1,570	0	0	0	197,263	0.0003%
178	98	WR Berkley Corp GRP							
	64890	Berkley Life & Hlth Ins Co	3,434	0	190,686	399	0	194,519	0.0003%
			3,434	0	190,686	399	0	194,519	0.0003%

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179	669	ZALE CORP GRP 71323 Zale Life Ins Co	95,439	0	90,617	0	0	186,056	0.0003%
			95,439	0	90,617	0	0	186,056	0.0003%
180	1347	SBLI USA GRP 60183 S USA Life Ins Co Inc	169,849	0	7,269	0	0	177,118	0.0003%
			169,849	0	7,269	0	0	177,118	0.0003%
181	4299	JT Correll Grp 60291 American Capitol Ins Co	139,918	0	0	0	0	139,918	0.0002%
			139,918	0	0	0	0	139,918	0.0002%
182	4668	VantisLife Grp 68632 Vantis Life Ins Co	110,532	0	0	0	0	110,532	0.0002%
			110,532	0	0	0	0	110,532	0.0002%
183	74900	Brokers Natl Life Assur Co 74900 Brokers Natl Life Assur Co	0	0	93,393	0	0	93,393	0.0002%
			0	0	93,393	0	0	93,393	0.0002%
184	68985	Starmount Life Ins Co 68985 Starmount Life Ins Co	84,459	0	4,410	0	0	88,869	0.0001%
			84,459	0	4,410	0	0	88,869	0.0001%
185	1223	UNITED SECURITY ASSUR GRP 42129 United Security Assur Co Of PA	0	0	85,594	0	0	85,594	0.0001%
			0	0	85,594	0	0	85,594	0.0001%

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186	831	DOCTORS CO GRP 92444 Doctors Life Ins Co	77,263	6,000	0	0	0	83,263	0.0001%
			77,263	6,000	0	0	0	83,263	0.0001%
187	4639	RGA Inc Grp 93572 RGA Reins Co	0	0	70,142	0	0	70,142	0.0001%
			0	0	70,142	0	0	70,142	0.0001%
188	81426	Commercial Travelers Mut Ins Co 81426 Commercial Travelers Mut Ins Co	0	0	48,968	0	0	48,968	0.0001%
			0	0	48,968	0	0	48,968	0.0001%
189	68446	Longevity Ins Co 68446 Longevity Ins Co	33,658	650	13,283	0	0	47,591	0.0001%
			33,658	650	13,283	0	0	47,591	0.0001%
190	312	IAC GRP 81779 Individual Assur Co Life Hlth & Acc	1,396	0	23,422	0	0	24,818	0.0000%
			1,396	0	23,422	0	0	24,818	0.0000%
191	60216	Amalgamated Life Ins Co 60216 Amalgamated Life Ins Co	15,244	0	9,488	0	0	24,732	0.0000%
			15,244	0	9,488	0	0	24,732	0.0000%
192	962	PREMERA BLUE CROSS GRP 94188 Lifewise Assur Co	14,297	0	0	0	0	14,297	0.0000%
			14,297	0	0	0	0	14,297	0.0000%

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193	775	PHARMACISTS MUT GRP 90247 Pharmacists Life Ins Co	10,026	2,400	0	150	0	12,576	0.0000%
			10,026	2,400	0	150	0	12,576	0.0000%
194	759	CENTRAL BENEFITS GRP 63541 Seechange Hlth Ins Co	0	0	10,415	0	0	10,415	0.0000%
			0	0	10,415	0	0	10,415	0.0000%
195	4729	Corvesta Grp 78301 Corvesta Life Ins Co	389	0	3,712	0	0	4,101	0.0000%
			389	0	3,712	0	0	4,101	0.0000%
196	70955	USA Life One Ins Co Of IN 70955 USA Life One Ins Co Of IN	1,589	0	0	0	0	1,589	0.0000%
			1,589	0	0	0	0	1,589	0.0000%
197	697	VAN ENT GRP 76007 Old United Life Ins Co	535	0	0	0	0	535	0.0000%
			535	0	0	0	0	535	0.0000%

Total:	14,023,702,701	20,708,514,593	17,732,246,503	2,008,797,907	7,010,642,417	61,483,904,121	100.0000%
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# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
1	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	7,533,205	0	0	0	0	7,533,205	0.0123%
			7,533,205	0	0	0	0	7,533,205	0.0123%
2	71854	AAA Life Ins Co 71854 AAA Life Ins Co	104,346,047	71,116,286	9,884,656	7,456,329	0	192,803,318	0.3136%
			104,346,047	71,116,286	9,884,656	7,456,329	0	192,803,318	0.3136%
3	71471	Ability Ins Co 71471 Ability Ins Co	52,238	0	1,498,075	0	0	1,550,313	0.0025%
			52,238	0	1,498,075	0	0	1,550,313	0.0025%
4	626	Ace Ltd Grp 62146 Combined Ins Co Of Amer	5,251,261	0	36,910,624	0	0	42,161,885	0.0686%
			5,251,261	0	36,910,624	0	0	42,161,885	0.0686%
5	468	Aegon US Holding Grp							
		86231 Transamerica Life Ins Co	502,558,938	384,761,919	61,322,032	29,692,683	470,400,033	1,448,735,605	2.3563%
		70688 Transamerica Financial Life Ins Co	508,881	2,568,424	228,359	0	545,402,865	548,708,529	0.8924%
		91413 Western Reserve Life Assur Co of OH	217,200,126	10,717,235	256,194	1,886	1,021,170	229,196,611	0.3728%
		66281 Monumental Life Ins Co	25,562,954	40,116,769	41,905,994	11,569	1,706,566	109,303,852	0.1778%
		65021 Stonebridge Life Ins Co	22,319,769	0	36,999,727	581,742	0	59,901,238	0.0974%
		79022 Transamerica Advisors Life Ins Co	1,121,608	2,371,389	0	0	0	3,492,997	0.0057%
			769,272,276	440,535,736	140,712,306	30,287,880	1,018,530,634	2,399,338,832	3.9024%
6	1	AETNA GRP							
		60054 Aetna Life Ins Co	121,548,765	1,937,660	1,740,218,943	6,310,262	0	1,870,015,630	3.0415%
			121,548,765	1,937,660	1,740,218,943	6,310,262	0	1,870,015,630	3.0415%

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7	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	17,594,248	0	314,239,919	0	0	331,834,167	0.5397%
		71730 Continental Amer Ins Co	55,107	0	3,922,954	0	0	3,978,061	0.0065%
			17,649,355	0	318,162,873	0	0	335,812,228	0.5462%
8	761	ALLIANZ INS GRP							
		90611 Allianz Life Ins Co Of N Amer	42,558,811	1,110,427,726	17,777,337	0	0	1,170,763,874	1.9042%
			42,558,811	1,110,427,726	17,777,337	0	0	1,170,763,874	1.9042%
9	8	ALLSTATE INS GRP							
		65595 Lincoln Benefit Life Co	241,762,990	76,472,028	20,010,412	1,004,057	0	339,249,487	0.5518%
		60186 Allstate Life Ins Co	71,336,018	16,441,714	4,859,961	60,000	0	92,697,693	0.1508%
		60534 American Heritage Life Ins Co	4,741,645	15,826	31,764,321	0	0	36,521,792	0.0594%
		69310 Surety Life Ins Co	16,218,132	203,155	21,806	0	0	16,443,093	0.0267%
		70874 Allstate Life Ins Co Of NY	407,975	0	6,599	0	0	414,574	0.0007%
		61808 Charter Natl Life Ins Co	0	25,500	0	0	0	25,500	0.0000%
			334,466,760	93,158,223	56,663,099	1,064,057	0	485,352,139	0.7894%
10	60216	Amalgamated Life Ins Co							
		60216 Amalgamated Life Ins Co	15,244	0	9,488	0	0	24,732	0.0000%
			15,244	0	9,488	0	0	24,732	0.0000%
11	574	AMERCO CORP GRP							
		76112 Oxford Life Ins Co	2,719,539	30,000	43,991	0	0	2,793,530	0.0045%
			2,719,539	30,000	43,991	0	0	2,793,530	0.0045%
12	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	13,248	406,233,830	0	0	0	406,247,078	0.6607%
			13,248	406,233,830	0	0	0	406,247,078	0.6607%



# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

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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	473	AMERICAN FAMILY INS GRP 60399 American Family Life Ins Co	1,397,776	13,967	0	0	0	1,411,743	0.0023%
			1,397,776	13,967	0	0	0	1,411,743	0.0023%
14	330	AMERICAN FIDELITY CORP GRP 60410 American Fidelity Assur Co 60801 American Public Life Ins Co	22,742,841 1,117	40,879,776 0	93,612,007 45,456	0 0	0 0	157,234,624 46,573	0.2557% 0.0001%
			22,743,958	40,879,776	93,657,463	0	0	157,281,197	0.2558%
15	60429	American Fidelity Life Ins Co 60429 American Fidelity Life Ins Co	1,092,285	175,907	0	0	0	1,268,192	0.0021%
			1,092,285	175,907	0	0	0	1,268,192	0.0021%
16	84	American Financial Grp 63312 Great Amer Life Ins Co 93661 Annuity Investors Life Ins Co 67083 Manhattan Natl Life Ins Co 63479 United Teacher Assoc Ins Co 65722 Loyal Amer Life Ins Co 71404 Continental Gen Ins Co 67903 Provident Amer Life & Hlth Ins Co	12,576,472 0 4,321,522 217,941 165,729 197,222 475	128,577,411 78,916,755 4,308 1,744,000 439,869 0 0	1,703,624 0 0 2,288,148 820,645 731,093 25,586	1,849,957 114,710 0 0 8,470 0 0	0 0 0 0 0 0 0	144,707,464 79,031,465 4,325,830 4,250,089 1,434,713 928,315 26,061	0.2354% 0.1285% 0.0070% 0.0069% 0.0023% 0.0015% 0.0000%
			17,479,361	209,682,343	5,569,096	1,973,137	0	234,703,937	0.3817%

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17	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	360,499,781	86,680,825	3,035,591	6,372,655	0	456,588,852	0.7426%
		70238 Variable Ann Life Ins Co	0	388,861,954	0	0	0	388,861,954	0.6325%
		70432 Western Natl Life Ins Co	245,065	340,232,927	0	0	0	340,477,992	0.5538%
		60941 SunAmerica Ann & Life Assur Co	2,030,034	221,322,528	0	0	0	223,352,562	0.3633%
		66672 American Gen Life & Acc Ins Co	49,639,689	5,581,663	1,335,586	0	0	56,556,938	0.0920%
		70106 United States Life Ins Co In NYC	17,482,080	690,587	29,261,026	0	0	47,433,693	0.0771%
		66842 American Gen Life Ins Co of DE	14,085,615	6,603,983	10,772,774	88,125	0	31,550,497	0.0513%
		69256 Sunamerica Life Ins Co	6,108,516	4,151,633	19,225	0	0	10,279,374	0.0167%
		68373 American Gen Assur Co	1,901,681	0	5,381,041	0	0	7,282,722	0.0118%
			451,992,461	1,054,126,100	49,805,243	6,460,780	0	1,562,384,584	2.5411%
18	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	61,356,900	208,684,770	930,046	12,091,197	0	283,062,913	0.4604%
		86355 Standard Life & Accident Ins Co	1,015,155	47,904	5,282,614	0	0	6,345,673	0.0103%
		63657 Garden State Life Ins Co	2,760,550	0	1,887	0	0	2,762,437	0.0045%
		71773 American Natl Life Ins Co Of TX	190,530	0	2,113,945	0	0	2,304,475	0.0037%
			65,323,135	208,732,674	8,328,492	12,091,197	0	294,475,498	0.4789%
19	3527	American Republic Mut Grp							
		60836 American Republic Ins Co	522,731	0	829,918	0	0	1,352,649	0.0022%
		70629 World Ins Co	32,916	2,120	455,836	0	0	490,872	0.0008%
			555,647	2,120	1,285,754	0	0	1,843,521	0.0030%
20	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	110,389,090	557,513,237	36,231,743	1,365,012	0	705,499,082	1.1475%
			110,389,090	557,513,237	36,231,743	1,365,012	0	705,499,082	1.1475%

# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

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21	28	AMICA MUT GRP 72222 Amica Life Ins Co	3,946,858	869,667	0	0	0	4,816,525	0.0078%
			3,946,858	869,667	0	0	0	4,816,525	0.0078%
22	19	Assurant Inc Grp							
		70408 Union Security Ins Co	28,671,323	800,562	82,654,470	0	0	112,126,355	0.1824%
		67989 American Memorial Life Ins Co	64,293,472	1,185,494	1,129	6	0	65,480,101	0.1065%
		69477 Time Ins Co	1,686,309	0	37,628,663	130,773	0	39,445,745	0.0642%
		60275 American Bankers Life Assur Co Of FL	3,601,342	8,984	3,930,413	0	0	7,540,739	0.0123%
		65080 John Alden Life Ins Co	1,219,970	11,329	2,235,329	0	0	3,466,628	0.0056%
			99,472,416	2,006,369	126,450,004	130,779	0	228,059,568	0.3709%
23	71439	Assurity Life Ins Co							
		71439 Assurity Life Ins Co	14,557,582	820,919	5,843,233	69,557	0	21,291,291	0.0346%
			14,557,582	820,919	5,843,233	69,557	0	21,291,291	0.0346%
24	61182	Aurora Natl Life Assur Co							
		61182 Aurora Natl Life Assur Co	6,044,514	0	0	-227,596	0	5,816,918	0.0095%
			6,044,514	0	0	-227,596	0	5,816,918	0.0095%
25	55	AUTOMOBILE CLUB MI GRP							
		84522 Auto Club Life Ins Co	2,953,874	448,573	14,030	0	0	3,416,477	0.0056%
			2,953,874	448,573	14,030	0	0	3,416,477	0.0056%
26	44	Aviva Grp							
		61689 Aviva Life & Ann Co	166,764,483	670,064,273	353,034	45,218,998	0	882,400,788	1.4352%
			166,764,483	670,064,273	353,034	45,218,998	0	882,400,788	1.4352%

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27	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	274,410,913	434,395,836	8,572,330	0	7,571,919	724,950,998	1.1791%
		78077 Mony Life Ins Co Of Amer	32,327,597	2,343,973	0	0	0	34,671,570	0.0564%
		66370 Mony Life Ins Co	17,175,231	126,363	3,968,000	0	0	21,269,594	0.0346%
		84530 US Financial Life Ins Co	18,502,117	0	0	0	0	18,502,117	0.0301%
		62880 AXA Equitable Life & Ann Co	1,833,773	0	0	0	0	1,833,773	0.0030%
			344,249,631	436,866,172	12,540,330	0	7,571,919	801,228,052	1.3032%
28	4723	Baltimore Life Holdings Grp							
		61212 Baltimore Life Ins Co	1,842,883	0	56,626	0	0	1,899,509	0.0031%
			1,842,883	0	56,626	0	0	1,899,509	0.0031%
29	1281	BANKAMERICA CORP GRP							
		68160 Balboa Life Ins Co	449,407	0	1,842,208	0	0	2,291,615	0.0037%
			449,407	0	1,842,208	0	0	2,291,615	0.0037%
30	872	BANNER LIFE GRP							
		94250 Banner Life Ins Co	69,900,328	120	412	0	0	69,900,860	0.1137%
			69,900,328	120	412	0	0	69,900,860	0.1137%
31	572	BCBS OF MI GRP							
		77720 LifeSecure Ins Co	869,619	19,499	3,782	0	0	892,900	0.0015%
			869,619	19,499	3,782	0	0	892,900	0.0015%
32	23	BCS INS GRP							
		80985 4 Ever Life Ins Co	973,649	0	275,514	8,110	0	1,257,273	0.0020%
			973,649	0	275,514	8,110	0	1,257,273	0.0020%

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33	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	11,985,428	1,663,356	3,995	370	0	13,653,149	0.0222%
			11,985,428	1,663,356	3,995	370	0	13,653,149	0.0222%
34	31	BERKSHIRE HATHAWAY GRP 97764 Idealife Ins Co 62345 Berkshire Hathaway Life Ins Co NE 82880 CSI Life Ins Co	394,046 0 36,705	1,159 228,664 0	20,844 0 0	2,649 0 0	0 0 0	418,698 228,664 36,705	0.0007% 0.0004% 0.0001%
			430,751	229,823	20,844	2,649	0	684,067	0.0011%
35	90638	Best Life & Hlth Ins Co 90638 Best Life & Hlth Ins Co	204,023	0	6,613,403	0	0	6,817,426	0.0111%
			204,023	0	6,613,403	0	0	6,817,426	0.0111%
36	2798	Blue Shield of CA Grp 61557 Blue Shield of CA Life & Hlth Ins Co 71331 Careamerica Life Ins Co	9,178,266 2,008,378	0 0	1,334,657,967 165,319	0 0	0 0	1,343,836,233 2,173,697	2.1857% 0.0035%
			11,186,644	0	1,334,823,286	0	0	1,346,009,930	2.1892%
37	581	BOSTON MUT GRP 61476 Boston Mut Life Ins Co	3,837,411	0	1,896,946	0	0	5,734,357	0.0093%
			3,837,411	0	1,896,946	0	0	5,734,357	0.0093%
38	74900	Brokers Natl Life Assur Co 74900 Brokers Natl Life Assur Co	0	0	93,393	0	0	93,393	0.0002%
			0	0	93,393	0	0	93,393	0.0002%

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39	1295	CENTENE CORP GRP 80799 Celtic Ins Co	1,206	0	2,316,661	0	0	2,317,867	0.0038%
			1,206	0	2,316,661	0	0	2,317,867	0.0038%
40	759	CENTRAL BENEFITS GRP 63541 Seechange Hlth Ins Co	0	0	10,415	0	0	10,415	0.0000%
			0	0	10,415	0	0	10,415	0.0000%
41	690	CENTRAL STATES GRP 61751 Central States H & L Co Of Omaha	1,481,615	0	144,327	0	0	1,625,942	0.0026%
			1,481,615	0	144,327	0	0	1,625,942	0.0026%
42	344	CHURCH PENSION FUND GRP 61875 Church Life Ins Corp	1,149,335	1,097,293	0	130,363	0	2,376,991	0.0039%
			1,149,335	1,097,293	0	130,363	0	2,376,991	0.0039%
43	901	CIGNA HLTH GRP 62308 Connecticut Gen Life Ins Co 65498 Life Ins Co Of N Amer 67369 Cigna Hlth & Life Ins Co	40,539,941 139,919,395 5,143,868	1,065,479 0 0	840,395,761 175,859,517 3,978,492	4,014 0 0	0 0 0	882,005,195 315,778,912 9,122,360	1.4345% 0.5136% 0.0148%
			185,603,204	1,065,479	1,020,233,770	4,014	0	1,206,906,467	1.9630%
44	244	CINCINNATI FIN GRP 76236 Cincinnati Life Ins Co	4,969,009	2,496,404	43,720	75,967	0	7,585,100	0.0123%
			4,969,009	2,496,404	43,720	75,967	0	7,585,100	0.0123%

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45	41	CITIGROUP GRP							
		65919 Primerica Life Ins Co	288,417,450	168,021	77,919	0	0	288,663,390	0.4695%
		69914 Sears Life Ins Co	1,715,527	0	3,900,859	0	0	5,616,386	0.0091%
		61409 National Benefit Life Ins Co	2,240,853	0	115,718	0	0	2,356,571	0.0038%
			292,373,830	168,021	4,094,496	0	0	296,636,347	0.4825%
46	218	CNA INS GRP							
		62413 Continental Assur Co	1,712,731	1,000	10,098	0	0	1,723,829	0.0028%
			1,712,731	1,000	10,098	0	0	1,723,829	0.0028%
47	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	17,299,173	83,627,473	69,035,424	179,868	0	170,141,938	0.2767%
		65900 Conseco Life Ins Co	47,996,262	69,221	2,429,507	0	0	50,494,990	0.0821%
		70319 Washington Natl Ins Co	6,422,367	4,446,091	18,439,806	0	0	29,308,264	0.0477%
		62065 Colonial Penn Life Ins Co	14,345,123	0	1,507,607	0	0	15,852,730	0.0258%
			86,062,925	88,142,785	91,412,344	179,868	0	265,797,922	0.4323%
48	535	COLUMBIAN LIFE GRP							
		76023 Columbian Life Ins Co	2,210,382	0	467	0	0	2,210,849	0.0036%
		62103 Columbian Mut Life Ins Co	195,707	2,900	819	0	0	199,426	0.0003%
			2,406,089	2,900	1,286	0	0	2,410,275	0.0039%
49	81426	Commercial Travelers Mut Ins Co							
		81426 Commercial Travelers Mut Ins Co	0	0	48,968	0	0	48,968	0.0001%
			0	0	48,968	0	0	48,968	0.0001%
50	4729	Corvesta Grp							
		78301 Corvesta Life Ins Co	389	0	3,712	0	0	4,101	0.0000%
			389	0	3,712	0	0	4,101	0.0000%

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51	1137	COVENTRY CORP GRP 90328 First Hlth Life & Hlth Ins Co	36,331	0	142,930,533	0	0	142,966,864	0.2325%
			36,331	0	142,930,533	0	0	142,966,864	0.2325%
52	306	CUNA MUT GRP 62626 Cuna Mut Ins Society 86126 Members Life Ins Co	22,359,120	69,780,149	25,889,001	1,946,736	0	119,975,006	0.1951%
			231,472	0	52	0	0	231,524	0.0004%
			22,590,592	69,780,149	25,889,053	1,946,736	0	120,206,530	0.1955%
53	74	DELPHI FIN GRP 68381 Reliance Standard Life Ins Co	46,451,631	27,614,066	76,675,020	0	0	150,740,717	0.2452%
			46,451,631	27,614,066	76,675,020	0	0	150,740,717	0.2452%
54	801	DIRECTORS INVESTMENT GRP 99775 Funeral Directors Life Ins Co	1,044,507	782,021	0	0	0	1,826,528	0.0030%
			1,044,507	782,021	0	0	0	1,826,528	0.0030%
55	831	DOCTORS CO GRP 92444 Doctors Life Ins Co	77,263	6,000	0	0	0	83,263	0.0001%
			77,263	6,000	0	0	0	83,263	0.0001%
56	62928	EMC Natl Life Co 62928 EMC Natl Life Co	1,157,976	474,758	2,766	40,255	0	1,675,755	0.0027%
			1,157,976	474,758	2,766	40,255	0	1,675,755	0.0027%
57	84174	Employees Life Co Mut 84174 Employees Life Co Mut	14,809	14,365,347	0	11,931,118	0	26,311,274	0.0428%
			14,809	14,365,347	0	11,931,118	0	26,311,274	0.0428%



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Active companies only

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58	77968	Family Heritage Life Ins Co Of Amer 77968 Family Heritage Life Ins Co Of Amer	18,447	0	2,154,072	0	0	2,172,519	0.0035%
			18,447	0	2,154,072	0	0	2,172,519	0.0035%
59	63223	Federal Life Ins Co 63223 Federal Life Ins Co	2,147,709	142,160	31,497	15,390	0	2,336,756	0.0038%
			2,147,709	142,160	31,497	15,390	0	2,336,756	0.0038%
60	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	6,970,253	398,287	1,934,384	0	0	9,302,924	0.0151%
			6,970,253	398,287	1,934,384	0	0	9,302,924	0.0151%
61	981	FIDELITY INVESTMENT INS & ANN GRP 93696 Fidelity Investments Life Ins Co	2,297,782	325,672,918	0	0	0	327,970,700	0.5334%
			2,297,782	325,672,918	0	0	0	327,970,700	0.5334%
62	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	8,163,102	0	5,214,034	0	0	13,377,136	0.0218%
			8,163,102	0	5,214,034	0	0	13,377,136	0.0218%
63	451	FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co	1,568,648	431,878	37,987,807	0	0	39,988,333	0.0650%
			1,568,648	431,878	37,987,807	0	0	39,988,333	0.0650%

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64	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	14,120,790	19,986,589	1,834	2,024,345	0	36,133,558	0.0588%
		90212 Great Southern Life Ins Co	5,658,919	1,044,019	155,941	116,008	0	6,974,887	0.0113%
		67180 Ohio State Life Ins Co	3,471,108	847	3,653	7,201	0	3,482,809	0.0057%
		63487 Investors Life Ins Co N Amer	2,106,693	9,750	0	0	0	2,116,443	0.0034%
		66540 National Farmers Union Life Ins Co	1,015,304	9	0	1	0	1,015,314	0.0017%
		87645 United Fidelity Life Ins Co	705,070	19,848	0	5,917	0	730,835	0.0012%
			27,077,884	21,061,062	161,428	2,153,472	0	50,453,846	0.0821%
65	63495	First Investors Life Ins Co							
		63495 First Investors Life Ins Co	3,350,693	151,153	254	0	0	3,502,100	0.0057%
			3,350,693	151,153	254	0	0	3,502,100	0.0057%
66	1266	FORETHOUGHT FIN SERV GRP							
		91642 Forethought Life Ins Co	67,225,958	39,332,176	0	0	0	106,558,134	0.1733%
			67,225,958	39,332,176	0	0	0	106,558,134	0.1733%
67	4716	Fortress Grp							
		65951 Merit Life Ins Co	648,937	0	1,091,363	0	0	1,740,300	0.0028%
			648,937	0	1,091,363	0	0	1,740,300	0.0028%
68	350	General Electric Grp							
		62596 Union Fidelity Life Ins Co	2,738,151	1,529	4,955,325	0	0	7,695,005	0.0125%
			2,738,151	1,529	4,955,325	0	0	7,695,005	0.0125%
69	450	GENEVE HOLDINGS INC GRP							
		69078 Standard Security Life Ins Co Of NY	35,678	0	4,022,880	0	0	4,058,558	0.0066%
		65781 Madison Natl Life Ins Co Inc	967,347	602,517	1,656,444	0	0	3,226,308	0.0052%
			1,003,025	602,517	5,679,324	0	0	7,284,866	0.0118%

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70	4011	Genworth Fin Grp							
		65536 Genworth Life & Ann Ins Co	184,890,800	104,227,827	5,053,162	1,218,799	0	295,390,588	0.4804%
		70025 Genworth Life Ins Co	38,994,317	20,759,437	226,245,824	3,993,109	0	289,992,687	0.4717%
			223,885,117	124,987,264	231,298,986	5,211,908	0	585,383,275	0.9521%
71	3891	Goldman Sachs Grp							
		84824 Commonwealth Ann & Life Ins Co	6,214,320	11,295,623	981,673	2,601,620	0	21,093,236	0.0343%
		69140 First Allmerica Fin Life Ins Co	928,425	-20,460	56,590	60,318	0	1,024,873	0.0017%
			7,142,745	11,275,163	1,038,263	2,661,938	0	22,118,109	0.0360%
72	4712	GPM Life Grp							
		63967 Government Personnel Mut Life Ins Co	6,066,098	75,553	20,835	0	0	6,162,486	0.0100%
			6,066,098	75,553	20,835	0	0	6,162,486	0.0100%
73	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	35,601,865	574,247,014	26,589,166	1,096,127	0	637,534,172	1.0369%
		80659 US Business of Canada Life Assur Co	5,231,937	24,402	513,235	0	0	5,769,574	0.0094%
		80675 US Business of Crown Life Ins Co	4,774,977	0	472,727	0	0	5,247,704	0.0085%
		80705 US Br Great West Life Assur Co	1,621,891	0	2,468,586	0	0	4,090,477	0.0067%
		76694 London Life Reins Co	0	0	1,119	0	0	1,119	0.0000%
			47,230,670	574,271,416	30,044,833	1,096,127	0	652,643,046	1.0615%
74	1280	GREAT WESTERN CO GRP							
		71480 Great Western Ins Co	26,235,848	832,738	0	0	0	27,068,586	0.0440%
			26,235,848	832,738	0	0	0	27,068,586	0.0440%
75	687	GUARANTEE TRUST GRP							
		64211 Guarantee Trust Life Ins Co	5,000,800	13,774	4,322,818	1,060	0	9,338,452	0.0152%
			5,000,800	13,774	4,322,818	1,060	0	9,338,452	0.0152%

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76	64238	Guaranty Income Life Ins Co 64238 Guaranty Income Life Ins Co	14,051	3,128,954	167,336	72,393	0	3,382,734	0.0055%
			14,051	3,128,954	167,336	72,393	0	3,382,734	0.0055%
77	429	GUARDIAN LIFE GRP							
	64246	Guardian Life Ins Co Of Amer	165,148,734	2,204,412	379,825,264	34,830	0	547,213,240	0.8900%
	78778	Guardian Ins & Ann Co Inc	3,971,880	92,974,277	0	111,159	337,592	97,394,908	0.1584%
	71714	Berkshire Life Ins Co of Amer	748,958	0	13,494,086	0	0	14,243,044	0.0232%
	60003	Park Avenue Life Ins Co	574,589	0	0	0	0	574,589	0.0009%
	74004	Family Serv Life Ins Co	2,236	0	0	0	0	2,236	0.0000%
			170,446,397	95,178,689	393,319,350	145,989	337,592	659,428,017	1.0725%
78	1117	Harris Ins Holdings Grp							
	63053	Family Life Ins Co	3,148,376	5,660	2,536,081	0	0	5,690,117	0.0093%
	65870	Manhattan Life Ins Co	2,129,931	11,398	0	0	0	2,141,329	0.0035%
	61883	Central United Life Ins Co	86,235	0	1,357,289	0	0	1,443,524	0.0023%
			5,364,542	17,058	3,893,370	0	0	9,274,970	0.0151%
79	91	HARTFORD FIRE & CAS GRP							
	88072	Hartford Life Ins Co	19,137,450	24,132,273	9,688,097	491,489,274	364,999,670	909,446,764	1.4792%
	71153	Hartford Life & Ann Ins Co	156,503,650	9,959,895	103,771	0	199,824,214	366,391,530	0.5959%
	70815	Hartford Life & Accident Ins Co	98,218,287	309	194,158,712	0	2,000	292,379,308	0.4755%
	81213	American Maturity Life Ins Co	0	16,899	0	0	4,103	21,002	0.0000%
			273,859,387	34,109,376	203,950,580	491,489,274	564,829,987	1,568,238,604	2.5506%
80	984	HCC INS HOLDINGS GRP							
	92711	HCC Life Ins Co	1,270,762	8,400	45,442,622	0	0	46,721,784	0.0760%
	85561	Perico Life Ins Co	3,490	0	993,893	0	0	997,383	0.0016%
			1,274,252	8,400	46,436,515	0	0	47,719,167	0.0776%

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81	917	HCSC GRP							
		71129 Fort Dearborn Life Ins Co	7,709,692	3,552,399	6,834,197	281,779	0	18,378,067	0.0299%
		84786 Colorado Bankers Life Ins Co	8,580,401	4,379,980	1,691,211	618,327	0	15,269,919	0.0248%
			16,290,093	7,932,379	8,525,408	900,106	0	33,647,986	0.0547%
82	623	Health Net Inc Grp							
		66141 Health Net Life Ins Co	3,299,911	0	1,084,245,675	0	0	1,087,545,586	1.7688%
			3,299,911	0	1,084,245,675	0	0	1,087,545,586	1.7688%
83	264	HealthMarkets Grp							
		97055 Mega Life & Hlth Ins Co The	1,013,568	11,605	58,600,270	319	0	59,625,762	0.0970%
		66087 Mid West Natl Life Ins Co Of TN	943,992	33,208	45,743,162	0	0	46,720,362	0.0760%
		61832 Chesapeake Life Ins Co	5,902,788	163,302	180,343	0	0	6,246,433	0.0102%
			7,860,348	208,115	104,523,775	319	0	112,592,557	0.1831%
84	3436	Heritage Guar Grp							
		68543 Liberty Bankers Life Ins Co	210,813	11,098,336	0	451,228	0	11,760,377	0.0191%
			210,813	11,098,336	0	451,228	0	11,760,377	0.0191%
85	62421	Heritage Union Life Ins Co							
		62421 Heritage Union Life Ins Co	502,418	0	125	0	0	502,543	0.0008%
			502,418	0	125	0	0	502,543	0.0008%
86	812	HIGHMARK GRP							
		93440 HM Life Ins Co	15,565	0	19,516,077	0	0	19,531,642	0.0318%
			15,565	0	19,516,077	0	0	19,531,642	0.0318%

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87	64505	Homesteaders Life Co 64505 Homesteaders Life Co	22,238,561	262,178	0	0	0	22,500,739	0.0366%
			22,238,561	262,178	0	0	0	22,500,739	0.0366%
88	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	3,415,492	34,562,202	28,402	0	0	38,006,096	0.0618%
			3,415,492	34,562,202	28,402	0	0	38,006,096	0.0618%
89	4381	Houston Intl Ins Grp 82538 National Hlth Ins Co	631	0	290,914	0	0	291,545	0.0005%
			631	0	290,914	0	0	291,545	0.0005%
90	352	HSBC Grp 93777 Household Life Ins Co	7,787,067	0	1,869,094	0	0	9,656,161	0.0157%
			7,787,067	0	1,869,094	0	0	9,656,161	0.0157%
91	119	HUMANA GRP 73288 Humana Ins Co 70580 Humanadental Ins Co 65110 Kanawha Ins Co	1,443,729	0	204,883,197	0	0	206,326,926	0.3356%
			242,529	77,344	35,759,670	0	0	36,079,543	0.0587%
			406,653	240	9,708,093	0	0	10,114,986	0.0165%
			2,092,911	77,584	250,350,960	0	0	252,521,455	0.4107%
92	312	IAC GRP 81779 Individual Assur Co Life Hlth & Acc	1,396	0	23,422	0	0	24,818	0.0000%
			1,396	0	23,422	0	0	24,818	0.0000%
93	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	431,741	82,146	135,444	0	0	649,331	0.0011%
			431,741	82,146	135,444	0	0	649,331	0.0011%

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94	542	INDIANA FARM BUREAU Grp							
		69922 United Home Life Ins Co	2,590,869	600	36,724	0	0	2,628,193	0.0043%
		69892 United Farm Family Life Ins Co	147,543	25	1,338	16	0	148,922	0.0002%
			2,738,412	625	38,062	16	0	2,777,115	0.0045%
95	315	INDUSTRIAL ALLIANCE GRP							
		84514 Industrial Alliance Pacific Ins & Fi	9,981,375	34,811,851	0	0	0	44,793,226	0.0729%
		68594 American Amicable Life Ins Co Of TX	3,986,057	380,260	0	0	0	4,366,317	0.0071%
		91693 IA Amer Life Ins Co	3,528,986	297,539	56,612	0	0	3,883,137	0.0063%
		67148 Occidental Life Ins Co Of NC	1,988,540	285,556	0	0	0	2,274,096	0.0037%
		67946 Pioneer Security Life Ins Co	172,515	1,870	0	0	0	174,385	0.0003%
		67873 Pioneer Amer Ins Co	102,189	1,401	0	0	0	103,590	0.0002%
			19,759,662	35,778,477	56,612	0	0	55,594,751	0.0904%
96	229	ING Amer Ins Holding Grp							
		86509 Ing Life Ins & Ann Co	16,669,520	703,291,295	1,124	2,921,203	124,422,936	847,306,078	1.3781%
		67105 Reliastar Life Ins Co	186,474,154	113,538,123	91,687,477	658,571	0	392,358,325	0.6381%
		80942 ING USA Ann & Life Ins Co	3,724,346	324,668,886	4,599	0	0	328,397,831	0.5341%
		68713 Security Life Of Denver Ins Co	95,147,658	38,198	136	9,000,000	0	104,185,992	0.1695%
		61360 Reliastar Life Ins Co Of NY	5,065,360	967,742	1,711,119	0	0	7,744,221	0.0126%
		66109 Midwestern United Life Ins Co	269,039	330	0	0	0	269,369	0.0004%
			307,350,077	1,142,504,574	93,404,455	12,579,774	124,422,936	1,680,261,816	2.7328%
97	513	IOWA FARM BUREAU GRP							
		62510 Equitrust Life Ins Co	75,524	34,006,006	0	3,117,440	0	37,198,970	0.0605%
			75,524	34,006,006	0	3,117,440	0	37,198,970	0.0605%

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98	918	JACKSON NATL GRP 65056 Jackson Natl Life Ins Co	59,399,194	1,641,128,649	13,107	2,263,488	0	1,702,804,438	2.7695%
			59,399,194	1,641,128,649	13,107	2,263,488	0	1,702,804,438	2.7695%
99	64017	Jefferson Natl Life Ins Co 64017 Jefferson Natl Life Ins Co	1,808,375	24,661,953	76,982	125,300	0	26,672,610	0.0434%
			1,808,375	24,661,953	76,982	125,300	0	26,672,610	0.0434%
100	904	JOHN HANCOCK GRP 65838 John Hancock Life Ins Co (USA) 93610 John Hancock Life & Hlth Ins Co	586,593,301 254,043	310,566,376 0	115,628,100 1,543,654	5,122,782 0	1,761,236,508 0	2,779,147,067 1,797,697	4.5201% 0.0029%
			586,847,344	310,566,376	117,171,754	5,122,782	1,761,236,508	2,780,944,764	4.5230%
101	4299	JT Correll Grp 60291 American Capitol Ins Co	139,918	0	0	0	0	139,918	0.0002%
			139,918	0	0	0	0	139,918	0.0002%
102	588	KANSAS CITY LIFE INS GRP 65129 Kansas City Life Ins Co 69272 Sunset Life Ins Co Of Amer 67199 Old Amer Ins Co	10,582,357 5,742,884 3,158,329	3,926,845 185,413 0	311,468 729 173,842	56,359 443 0	1,884,601 0 0	16,761,630 5,929,469 3,332,171	0.0273% 0.0096% 0.0054%
			19,483,570	4,112,258	486,039	56,802	1,884,601	26,023,270	0.0423%
103	61492	Liberty Life Ins Co 61492 Liberty Life Ins Co	7,154,922	84,176,618	4,473,708	40,562	0	95,845,810	0.1559%
			7,154,922	84,176,618	4,473,708	40,562	0	95,845,810	0.1559%



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104	111	LIBERTY MUT GRP							
		65315 Liberty Life Assur Co Of Boston	57,066,364	1,104,431	97,111,971	0	0	155,282,766	0.2526%
			57,066,364	1,104,431	97,111,971	0	0	155,282,766	0.2526%
105	290	LIBERTY NATL GRP							
		60577 American Income Life Ins Co	61,218,488	423	5,475,520	0	0	66,694,431	0.1085%
		92916 United Amer Ins Co	1,441,613	49,991	41,402,916	0	0	42,894,520	0.0698%
		91472 Globe Life & Accident Ins Co	35,872,667	1,089	2,327,340	0	0	38,201,096	0.0621%
		65331 Liberty Natl Life Ins Co	8,921,236	1,144	78,647	0	0	9,001,027	0.0146%
			107,454,004	52,647	49,284,423	0	0	156,791,074	0.2550%
106	1186	Lifetime HlthCare Grp							
		69515 Medamerica Ins Co	0	0	1,086,433	0	0	1,086,433	0.0018%
			0	0	1,086,433	0	0	1,086,433	0.0018%
107	65927	Lincoln Heritage Life Ins Co							
		65927 Lincoln Heritage Life Ins Co	49,021,556	26,768	1,767,491	0	0	50,815,815	0.0826%
			49,021,556	26,768	1,767,491	0	0	50,815,815	0.0826%
108	20	LINCOLN NATL GRP							
		65676 Lincoln Natl Life Ins Co	640,174,090	1,215,460,732	104,713,627	0	0	1,960,348,449	3.1884%
		67652 First Penn Pacific Life Ins Co	27,077,755	54,241	8,377	0	0	27,140,373	0.0441%
		62057 Lincoln Life & Ann Co of NY	2,131,435	1,417,530	6,537	0	0	3,555,502	0.0058%
			669,383,280	1,216,932,503	104,728,541	0	0	1,991,044,324	3.2383%
109	68446	Longevity Ins Co							
		68446 Longevity Ins Co	33,658	650	13,283	0	0	47,591	0.0001%
			33,658	650	13,283	0	0	47,591	0.0001%

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110	435	MASS MUT LIFE INS GRP							
		65935 Massachusetts Mut Life Ins Co	285,836,917	177,122,708	49,953,384	31	299,504,781	812,417,821	1.3214%
		93432 CM Life Ins Co	38,202,423	30,554,022	0	0	0	68,756,445	0.1118%
		70416 MML Bay State Life Ins Co	6,922,592	0	0	0	0	6,922,592	0.0113%
			330,961,932	207,676,730	49,953,384	31	299,504,781	888,096,858	1.4444%
111	31119	Medico Ins Co							
		31119 Medico Ins Co	1,863	0	1,016,081	0	0	1,017,944	0.0017%
			1,863	0	1,016,081	0	0	1,017,944	0.0017%
112	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	715,467,133	333,308,651	638,566,720	16,123,285	462,277,515	2,165,743,304	3.5225%
		61050 MetLife Investors USA Ins Co	135,652,563	1,179,694,101	0	1,540,307	0	1,316,886,971	2.1418%
		87726 Metlife Ins Co of CT	57,052,399	30,765,342	19,737,533	61,359	0	107,616,633	0.1750%
		63665 General Amer Life Ins Co	46,346,543	2,103,116	2,594,780	0	0	51,044,439	0.0830%
		91626 New England Life Ins Co	25,209,762	7,861,010	144,471	0	1,384,538	34,599,781	0.0563%
		93513 MetLife Investors Ins Co	776,781	31,725,900	11,443	0	0	32,514,124	0.0529%
		79014 Safehealth Life Ins Co	0	0	8,410,295	0	0	8,410,295	0.0137%
		97136 Metropolitan Tower Life Ins Co	7,629,452	16,400	0	0	0	7,645,852	0.0124%
		62634 Delaware Amer Life Ins Co	161,275	0	0	0	0	161,275	0.0003%
			988,295,908	1,585,474,520	669,465,242	17,724,951	463,662,053	3,724,622,674	6.0579%
113	431	MIDLAND NATL LIFE INS GRP							
		66044 Midland Natl Life Ins Co	65,518,969	304,228,282	6,867	2,743,909	0	372,498,027	0.6058%
		66974 North Amer Co Life & Hlth Ins	54,877,448	239,680,545	4,610	4,825,383	0	299,387,986	0.4869%
			120,396,417	543,908,827	11,477	7,569,292	0	671,886,013	1.0928%

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114	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	199,052,244	47,542,199	13,780,109	20,213,958	135,640,822	416,229,332	0.6770%
		93742 Securian Life Ins Co	166,458	0	1,552,781	0	0	1,719,239	0.0028%
			199,218,702	47,542,199	15,332,890	20,213,958	135,640,822	417,948,571	0.6798%
115	1531	Molina Healthcare Inc GRP							
		69647 Molina Hlthcare Ins Co	195,693	1,570	0	0	0	197,263	0.0003%
			195,693	1,570	0	0	0	197,263	0.0003%
116	66427	MTL Ins Co							
		66427 MTL Ins Co	15,193,822	343,621	37,825	401,295	0	15,976,563	0.0260%
			15,193,822	343,621	37,825	401,295	0	15,976,563	0.0260%
117	361	Munich Re Grp							
		65811 American Modern Life Ins Co	450,643	0	327,308	0	0	777,951	0.0013%
			450,643	0	327,308	0	0	777,951	0.0013%
118	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	436,759	47,790	186,097	0	152,577,087	153,247,733	0.2492%
			436,759	47,790	186,097	0	152,577,087	153,247,733	0.2492%
119	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	132,873,381	92,463,459	33,447,479	29,030,837	47,923	287,863,079	0.4682%
		72850 United World Life Ins Co	160,668	0	44,803,523	0	0	44,964,191	0.0731%
		71412 Mutual Of Omaha Ins Co	0	0	30,360,371	0	0	30,360,371	0.0494%
			133,034,049	92,463,459	108,611,373	29,030,837	47,923	363,187,641	0.5907%

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120	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	19,226,686	93,712	6,977,166	0	0	26,297,564	0.0428%
		97241 Settlers Life Ins Co	73,883	0	2,680	0	0	76,563	0.0001%
			19,300,569	93,712	6,979,846	0	0	26,374,127	0.0429%
121	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	86,409,340	338,699,098	1,196	1,404,936	0	426,514,570	0.6937%
		66680 National Life Ins Co	34,944,342	1,216,116	3,491,818	40,842	0	39,693,118	0.0646%
			121,353,682	339,915,214	3,493,014	1,445,778	0	466,207,688	0.7583%
122	87963	National Teachers Assoc Life Ins Co							
		87963 National Teachers Assoc Life Ins Co	34,465	0	22,395,982	0	0	22,430,447	0.0365%
			34,465	0	22,395,982	0	0	22,430,447	0.0365%
123	66850	National Western Life Ins Co							
		66850 National Western Life Ins Co	2,634,539	160,588,042	0	3,610,361	0	166,832,942	0.2713%
			2,634,539	160,588,042	0	3,610,361	0	166,832,942	0.2713%
124	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	96,768,818	23,136,483	49,875,101	0	895,101,749	1,064,882,151	1.7320%
		92657 Nationwide Life & Ann Ins Co	95,610,173	69,314	0	0	6,737,697	102,417,184	0.1666%
			192,378,991	23,205,797	49,875,101	0	901,839,446	1,167,299,335	1.8985%
125	4483	Nestle SA Grp							
		70939 Gerber Life Ins Co	19,795,014	0	17,445,178	0	0	37,240,192	0.0606%
			19,795,014	0	17,445,178	0	0	37,240,192	0.0606%

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126	520	NEW ERA LIFE GRP							
		67784 Philadelphia Amer Life Ins Co	0	0	1,827,123	0	0	1,827,123	0.0030%
		69698 New Era Life Ins Co Of Midwest	20,256	16,460	0	18,553	0	55,269	0.0001%
		78743 New Era Life Ins Co	2,514	127	304	976	0	3,921	0.0000%
			22,770	16,587	1,827,427	19,529	0	1,886,313	0.0031%
127	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	561,241,739	876,889,505	0	16,909,783	0	1,455,041,027	2.3665%
		66915 New York Life Ins Co	794,229,003	26,392,568	60,238,216	0	131,433,298	1,012,293,085	1.6464%
		81353 NYLife Ins Co Of AZ	14,729,035	0	0	0	0	14,729,035	0.0240%
			1,370,199,777	903,282,073	60,238,216	16,909,783	131,433,298	2,482,063,147	4.0369%
128	3477	NewQuest Grp							
		12902 Healthspring Life & Hlth Ins Co Inc	0	0	5,567,089	0	0	5,567,089	0.0091%
			0	0	5,567,089	0	0	5,567,089	0.0091%
129	81264	Nippon Life Ins Co Of Amer							
		81264 Nippon Life Ins Co Of Amer	1,162,695	0	41,798,581	0	0	42,961,276	0.0699%
			1,162,695	0	41,798,581	0	0	42,961,276	0.0699%
130	67032	North Carolina Mut Life Ins Co							
		67032 North Carolina Mut Life Ins Co	61,101	0	783,182	0	0	844,283	0.0014%
			61,101	0	783,182	0	0	844,283	0.0014%
131	67059	North Coast Life Ins Co							
		67059 North Coast Life Ins Co	1,961,649	788,843	0	75,923	0	2,826,415	0.0046%
			1,961,649	788,843	0	75,923	0	2,826,415	0.0046%

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132	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	754,324,477	68,029,509	74,268,491	1,146,319	70,055	897,838,851	1.4603%
		69000 Northwestern Long Term Care Ins Co	0	0	14,541,402	0	0	14,541,402	0.0237%
			754,324,477	68,029,509	88,809,893	1,146,319	70,055	912,380,253	1.4839%
133	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	10,435,602	91,575,343	1,132,262	312,978	4,197,440	107,653,625	0.1751%
		89206 Ohio Natl Life Assur Corp	35,973,526	0	1,952,963	0	0	37,926,489	0.0617%
			46,409,128	91,575,343	3,085,225	312,978	4,197,440	145,580,114	0.2368%
134	2598	Old Mut US Life Holding Grp							
		63274 Fidelity & Guar Life Ins Co	95,845,272	112,626,271	0	30,458,738	0	238,930,281	0.3886%
			95,845,272	112,626,271	0	30,458,738	0	238,930,281	0.3886%
135	150	OLD REPUBLIC GRP							
		67261 Old Republic Life Ins Co	3,881,318	0	5,792	0	0	3,887,110	0.0063%
			3,881,318	0	5,792	0	0	3,887,110	0.0063%
136	619	OneAmerica Fin Partners Grp							
		60895 American United Life Ins Co	12,542,501	178,277,242	13,074,648	1,606,881	0	205,501,272	0.3342%
		69116 State Life Ins Co	22,983,567	42,506,896	7,972,790	87,111	0	73,550,364	0.1196%
		67911 Pioneer Mut Life Ins Co	6,581,600	63,295	0	0	0	6,644,895	0.0108%
			42,107,668	220,847,433	21,047,438	1,693,992	0	285,696,531	0.4647%
137	67393	Ozark Natl Life Ins Co							
		67393 Ozark Natl Life Ins Co	194,590	2,057	1,543	0	0	198,190	0.0003%
			194,590	2,057	1,543	0	0	198,190	0.0003%

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138	64343	Pacific Guardian Life Ins Co Ltd 64343 Pacific Guardian Life Ins Co Ltd	11,797,067	298	15,931	1,750,673	0	13,563,969	0.0221%
			11,797,067	298	15,931	1,750,673	0	13,563,969	0.0221%
139	709	PACIFIC LIFE GRP							
	67466	Pacific Life Ins Co	386,192,222	520,659,374	0	52,158,618	0	959,010,214	1.5598%
	97268	Pacific Life & Ann Co	98,890	30,863,226	0	269,945	0	31,232,061	0.0508%
			386,291,112	551,522,600	0	52,428,563	0	990,242,275	1.6106%
140	525	PAN AMER LIFE GRP							
	67539	Pan Amer Life Ins Co	654,495	13,480	15,494,415	0	0	16,162,390	0.0263%
	93459	Pan Amer Assur Co	3,244,188	0	0	0	0	3,244,188	0.0053%
			3,898,683	13,480	15,494,415	0	0	19,406,578	0.0316%
141	850	PENN MUT GRP							
	67644	Penn Mut Life Ins Co	36,186,553	13,972,663	1,383,807	2,927,778	33,930,975	88,401,776	0.1438%
	93262	Penn Ins & Ann Co	21,237,645	0	0	0	3,010	21,240,655	0.0345%
			57,424,198	13,972,663	1,383,807	2,927,778	33,933,985	109,642,431	0.1783%
142	775	PHARMACISTS MUT GRP							
	90247	Pharmacists Life Ins Co	10,026	2,400	0	150	0	12,576	0.0000%
			10,026	2,400	0	150	0	12,576	0.0000%
143	403	PHOENIX COS GRP							
	67814	Phoenix Life Ins Co	26,975,473	544,529	359,738	46,836,229	0	74,715,969	0.1215%
	93548	PHL Variable Ins Co	50,522,866	4,129,196	0	0	0	54,652,062	0.0889%
			77,498,339	4,673,725	359,738	46,836,229	0	129,368,031	0.2104%

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144	367	PHYSICIANS MUT GRP							
		72125 Physicians Life Ins Co	13,725,263	1,123,085	960,391	20,037	0	15,828,776	0.0257%
		80578 Physicians Mut Ins Co	0	0	12,455,977	0	0	12,455,977	0.0203%
			13,725,263	1,123,085	13,416,368	20,037	0	28,284,753	0.0460%
145	962	PREMERA BLUE CROSS GRP							
		94188 Lifewise Assur Co	14,297	0	0	0	0	14,297	0.0000%
			14,297	0	0	0	0	14,297	0.0000%
146	68039	Presidential Life Ins Co							
		68039 Presidential Life Ins Co	1,148,850	3,710,196	362	517,939	0	5,377,347	0.0087%
			1,148,850	3,710,196	362	517,939	0	5,377,347	0.0087%
147	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	178,040,448	139,149,867	186,519,871	836,956,953	356,563	1,341,023,702	2.1811%
		71161 Principal Natl Life Ins Co	15,760,446	0	0	0	0	15,760,446	0.0256%
			193,800,894	139,149,867	186,519,871	836,956,953	356,563	1,356,784,148	2.2067%
148	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	172,975,147	140,053,945	727,676	2,558,809	0	316,315,577	0.5145%
		70335 West Coast Life Ins Co	138,605,199	566,438	13,342	1,100,711	0	140,285,690	0.2282%
		94099 United Investors Life Ins Co	8,162,816	5,976	0	68,669	0	8,237,461	0.0134%
		88536 Protective Life & Annuity Ins Co	148,938	0	-829	0	0	148,109	0.0002%
			319,892,100	140,626,359	740,189	3,728,189	0	464,986,837	0.7563%



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149	304	PRUDENTIAL OF AMER GRP							
		68241 Prudential Ins Co Of Amer	390,631,792	255,041,427	108,435,133	16,977,937	1,263,929,838	2,035,016,127	3.3098%
		79227 Pruco Life Ins Co	243,136,568	1,545,913,180	0	1,942,265	0	1,790,992,013	2.9129%
		86630 Prudential Ann Life Assur Corp	274,043	433,557,668	0	2,773,486	0	436,605,197	0.7101%
		93629 Prudential Retirement Ins & Ann Co	0	700	0	167,628,223	1,650,661	169,279,584	0.2753%
			634,042,403	2,234,512,975	108,435,133	189,321,911	1,265,580,499	4,431,892,921	7.2082%
150	440	REGAL REINS GRP							
		66265 Monarch Life Ins Co	200,430	600	2,370,494	0	0	2,571,524	0.0042%
			200,430	600	2,370,494	0	0	2,571,524	0.0042%
151	4639	RGA Inc Grp							
		93572 RGA Reins Co	0	0	70,142	0	0	70,142	0.0001%
			0	0	70,142	0	0	70,142	0.0001%
152	3766	Sagicor Fin Corp Grp							
		60445 Sagicor Life Ins Co	8,393,678	3,415,944	11,304	0	0	11,820,926	0.0192%
			8,393,678	3,415,944	11,304	0	0	11,820,926	0.0192%
153	4553	Savings Bank Life Grp							
		70435 The Savings Bank Life Ins Co Of MA	6,180,967	35,000	0	0	0	6,215,967	0.0101%
			6,180,967	35,000	0	0	0	6,215,967	0.0101%
154	1347	SBLI USA GRP							
		60183 S USA Life Ins Co Inc	169,849	0	7,269	0	0	177,118	0.0003%
			169,849	0	7,269	0	0	177,118	0.0003%

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155	749	SCOR GRP 64939 Investors Ins Corp	5,203	8,201,493	0	0	0	8,206,696	0.0133%
			5,203	8,201,493	0	0	0	8,206,696	0.0133%
156	492	Security Amer Financial Enterprises Grp 68721 Security Life Ins Co Of Amer	1,197,032	3,330	14,890,401	0	0	16,090,763	0.0262%
			1,197,032	3,330	14,890,401	0	0	16,090,763	0.0262%
157	870	SECURITY BENEFIT GRP 68675 Security Benefit Life Ins Co	1,835,988	32,813,619	0	0	0	34,649,607	0.0564%
			1,835,988	32,813,619	0	0	0	34,649,607	0.0564%
158	68772	Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY	2,537,153	410,269	224,476	2,592	0	3,174,490	0.0052%
			2,537,153	410,269	224,476	2,592	0	3,174,490	0.0052%
159	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	760,220	117,174	5,917	12,147	0	895,458	0.0015%
			760,220	117,174	5,917	12,147	0	895,458	0.0015%
160	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	15,538,485	0	0	15,538,485	0.0253%
			0	0	15,538,485	0	0	15,538,485	0.0253%
161	68802	Sentinel Security Life Ins Co 68802 Sentinel Security Life Ins Co	2,793,767	0	139,409	618	0	2,933,794	0.0048%
			2,793,767	0	139,409	618	0	2,933,794	0.0048%

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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
162	169	SENTRY INS GRP 68810 Sentry Life Ins Co	2,369,123	26,615,152	1,023,421	0	0	30,007,696	0.0488%
			2,369,123	26,615,152	1,023,421	0	0	30,007,696	0.0488%
163	1348	STANCORP FIN GRP 69019 Standard Ins Co	97,344,087	44,729,527	216,951,818	4,013,757	142,984,288	506,023,477	0.8230%
			97,344,087	44,729,527	216,951,818	4,013,757	142,984,288	506,023,477	0.8230%
164	68985	Starmount Life Ins Co 68985 Starmount Life Ins Co	84,459	0	4,410	0	0	88,869	0.0001%
			84,459	0	4,410	0	0	88,869	0.0001%
165	176	STATE FARM GRP 69108 State Farm Life Ins Co	362,709,338	40,225,191	0	172,458	0	403,106,987	0.6556%
			362,709,338	40,225,191	0	172,458	0	403,106,987	0.6556%
166	4172	State Mut Co Grp 71390 Admiral Life Ins Co of Amer	0	0	800,529	0	0	800,529	0.0013%
			0	0	800,529	0	0	800,529	0.0013%
167	89184	Sterling Investors Life Ins Co 89184 Sterling Investors Life Ins Co	316,530	1,964	27,756	0	0	346,250	0.0006%
			316,530	1,964	27,756	0	0	346,250	0.0006%

# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
168	549	SUN LIFE ASSUR CO OF CN GRP							
		79065 Sun Life Assur Co Of Canada US	14,015,956	401,909,075	0	0	0	415,925,031	0.6765%
		80802 US Br SunLife Assur Co Of Canada	181,636,193	116,922	109,803,014	0	0	291,556,129	0.4742%
		80926 Sun Life & Hlth Ins Co	11,298,737	0	16,181,099	0	0	27,479,836	0.0447%
		68047 Professional Ins Co	87,025	0	3,775,419	0	0	3,862,444	0.0063%
			207,037,911	402,025,997	129,759,532	0	0	738,823,440	1.2017%
169	181	SWISS RE GRP							
		70211 Reassure Amer Life Ins Co	96,163,631	164,940	10,971,000	0	0	107,299,571	0.1745%
			96,163,631	164,940	10,971,000	0	0	107,299,571	0.1745%
170	2938	Thrivent Financial For Lutherans Grp							
		97721 Thrivent Life Ins Co	2,036,724	36,671,312	0	0	0	38,708,036	0.0630%
			2,036,724	36,671,312	0	0	0	38,708,036	0.0630%
171	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	25,512,967	620,245,629	827,390	19,565,031	0	666,151,017	1.0835%
		60142 TIAA Cref Life Ins Co	5,118,669	11,748,157	213,270	691,075	0	17,771,171	0.0289%
			30,631,636	631,993,786	1,040,660	20,256,106	0	683,922,188	1.1124%
172	896	TRANS WORLD ASR GRP							
		69566 Trans World Assur Co	2,058,046	111,118	0	0	0	2,169,164	0.0035%
			2,058,046	111,118	0	0	0	2,169,164	0.0035%
173	4718	Tricadia Holdings Grp							
		60232 Philadelphia Financial Life Assur Co	7,322	8,150,742	0	0	0	8,158,064	0.0133%
			7,322	8,150,742	0	0	0	8,158,064	0.0133%

# 2010 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	276	TRUSTMARK INS CO GRP							
		61425 Trustmark Ins Co	15,362,670	-21,958	4,387,155	0	0	19,727,867	0.0321%
		62863 Trustmark Life Ins Co	390,157	0	3,321,229	0	0	3,711,386	0.0060%
			15,752,827	-21,958	7,708,384	0	0	23,439,253	0.0381%
175	943	Unifi GRP							
		61301 Ameritas Life Ins Corp	15,504,673	62,796,836	39,955,487	5,052,771	0	123,309,767	0.2006%
		80837 Union Central Life Ins Co	38,533,527	48,109,156	4,645,919	19,372,233	0	110,660,835	0.1800%
		60038 Acacia Life Ins Co	11,005,855	384,792	2,589	8,974,656	0	20,367,892	0.0331%
			65,044,055	111,290,784	44,603,995	33,399,660	0	254,338,494	0.4137%
176	11121	Unified Life Ins Co							
		11121 Unified Life Ins Co	246,390	3,256	356,396	0	0	606,042	0.0010%
			246,390	3,256	356,396	0	0	606,042	0.0010%
177	781	UNION LABOR GRP							
		69744 Union Labor Life Ins Co	6,202,424	0	8,292,518	0	0	14,494,942	0.0236%
		86371 Ullico Life Ins Co	57,039	0	0	0	0	57,039	0.0001%
			6,259,463	0	8,292,518	0	0	14,551,981	0.0237%
178	2878	United Heritage Mut Grp							
		63983 United Heritage Life Ins Co	3,598,174	362,636	35,073	146,817	0	4,142,700	0.0067%
			3,598,174	362,636	35,073	146,817	0	4,142,700	0.0067%
179	1223	UNITED SECURITY ASSUR GRP							
		42129 United Security Assur Co Of PA	0	0	85,594	0	0	85,594	0.0001%
			0	0	85,594	0	0	85,594	0.0001%

# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

## Premium Written During The Calendar Year

Sorted by Group Name

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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
180	200	UNITED SERV AUTOMOBILE ASSN GRP							
		69663 USAA Life Ins Co	85,512,899	133,507,559	17,505,127	2,573,320	0	239,098,905	0.3889%
		72613 USAA Direct Life Ins Co	4,266	0	0	0	0	4,266	0.0000%
			85,517,165	133,507,559	17,505,127	2,573,320	0	239,103,171	0.3889%
181	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	5,129,165	0	1,778,958,288	0	0	1,784,087,453	2.9017%
		70785 Pacificare Life & Hlth Ins Co	23	0	112,590,364	0	0	112,590,387	0.1831%
		91529 Unimerica Ins Co	4,000,825	0	20,040,743	0	0	24,041,568	0.0391%
		62286 Golden Rule Ins Co	2,250,276	94,749	1,952,560	0	0	4,297,585	0.0070%
			11,380,289	94,749	1,913,541,955	0	0	1,925,016,993	3.1309%
182	215	UNITRIN GRP							
		69930 United Ins Co Of Amer	20,390,996	600	648,720	0	0	21,040,316	0.0342%
		68357 Reliable Life Ins Co	23,344	0	443	0	0	23,787	0.0000%
			20,414,340	600	649,163	0	0	21,064,103	0.0343%
183	786	UNITY MUT GRP							
		63819 Unity Financial Life Ins Co	361,910	0	0	0	0	361,910	0.0006%
		70114 Unity Mut Life Ins Co	103,173	15,445	2,528	0	0	121,146	0.0002%
			465,083	15,445	2,528	0	0	483,056	0.0008%
184	953	UNIVERSAL AMER FIN CORP GRP							
		67660 Pennsylvania Life Ins Co	917,879	18,859	45,132,519	0	0	46,069,257	0.0749%
		68284 Pyramid Life Ins Co	30,725	0	30,274,626	0	0	30,305,351	0.0493%
		69701 Union Bankers Ins Co	500,919	235	4,566,217	0	0	5,067,371	0.0082%
		62359 Constitution Life Ins Co	203,889	0	62,221	0	0	266,110	0.0004%
		71072 Marquette Natl Life Ins Co	11,764	0	11,493	0	0	23,257	0.0000%
			1,665,176	19,094	80,047,076	0	0	81,731,346	0.1329%

# 2010 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
185	565	UNUMPROVIDENT CORP GRP							
		62235 Unum Life Ins Co Of Amer	86,009,962	7,991	279,267,459	332,269	0	365,617,681	0.5947%
		62049 Colonial Life & Accident Ins Co	23,589,933	4,600	102,047,551	0	0	125,642,084	0.2043%
		68195 Provident Life & Accident Ins Co	15,591,622	0	73,566,239	0	0	89,157,861	0.1450%
		67598 Paul Revere Life Ins Co	929,553	0	33,709,875	19,463	0	34,658,891	0.0564%
		67601 Paul Revere Variable Ann Ins Co	271,212	0	0	4,207,258	0	4,478,470	0.0073%
			126,392,282	12,591	488,591,124	4,558,990	0	619,554,987	1.0077%
186	70955	USA Life One Ins Co Of IN							
		70955 USA Life One Ins Co Of IN	1,589	0	0	0	0	1,589	0.0000%
			1,589	0	0	0	0	1,589	0.0000%
187	697	VAN ENT GRP							
		76007 Old United Life Ins Co	535	0	0	0	0	535	0.0000%
			535	0	0	0	0	535	0.0000%
188	4668	VantisLife Grp							
		68632 Vantis Life Ins Co	110,532	0	0	0	0	110,532	0.0002%
			110,532	0	0	0	0	110,532	0.0002%
189	671	Wellpoint Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	38,595,561	0	4,930,826,389	0	0	4,969,421,950	8.0825%
		80314 Unicare Life & Hlth Ins Co	6,811,227	0	10,653,745	0	0	17,464,972	0.0284%
		61069 Anthem Life Ins Co	9,569,824	0	5,190,874	0	0	14,760,698	0.0240%
			54,976,612	0	4,946,671,008	0	0	5,001,647,620	8.1349%
190	471	Wells Fargo Grp							
		62383 Centurion Life Ins Co	117,540	41,127,033	1,372	0	0	41,245,945	0.0671%
			117,540	41,127,033	1,372	0	0	41,245,945	0.0671%

# 2010 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
191	836	WEST SOUTHERN GRP							
		65242 Lafayette Life Ins Co	31,119,054	31,325,463	59,799	144,000	0	62,648,316	0.1019%
		74780 Integrity Life Ins Co	30,217	28,029,382	0	3,976,691	0	32,036,290	0.0521%
		92622 Western Southern Life Assur Co	4,561,463	25,558,499	0	0	0	30,119,962	0.0490%
		99937 Columbus Life Ins Co	17,631,442	2,079,426	7,728	107,890	0	19,826,486	0.0322%
		70483 Western & Southern Life Ins Co	10,373,025	170	463,291	0	0	10,836,486	0.0176%
			63,715,201	86,992,940	530,818	4,228,581	0	155,467,540	0.2529%
192	839	WESTBRIDGE CAPITAL GRP							
		98205 National Found Life Ins Co	91	0	587,256	0	0	587,347	0.0010%
			91	0	587,256	0	0	587,347	0.0010%
193	1129	WHITE MOUNTAINS GRP							
		68608 Symetra Life Ins Co	20,335,177	281,986,069	40,946,395	13,925,354	0	357,192,995	0.5810%
		90581 Symetra Natl Life Ins Co	28,825	0	0	0	0	28,825	0.0000%
			20,364,002	281,986,069	40,946,395	13,925,354	0	357,221,820	0.5810%
194	4213	Wilton Re Grp							
		69396 Texas Life Ins Co	9,467,615	0	0	0	0	9,467,615	0.0154%
		60704 Wilton Reassur Life Co of NY	730,030	1,822	16,332	0	0	748,184	0.0012%
			10,197,645	1,822	16,332	0	0	10,215,799	0.0166%
195	98	WR Berkley Corp GRP							
		64890 Berkley Life & Hlth Ins Co	3,434	0	190,686	399	0	194,519	0.0003%
			3,434	0	190,686	399	0	194,519	0.0003%
196	669	ZALE CORP GRP							
		71323 Zale Life Ins Co	95,439	0	90,617	0	0	186,056	0.0003%
			95,439	0	90,617	0	0	186,056	0.0003%



# 2010 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
197	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	243,723,915	30,986,118	4,366,468	6,379,711	0	285,456,212	0.4643%
		90557 Zurich Amer Life Ins Co	3,070,259	4,193,333	7,424	0	0	7,271,016	0.0118%
		80896 Centre Life Ins Co	0	0	4,589,250	0	0	4,589,250	0.0075%
		70173 Universal Underwriters Life Ins Co	1,564,136	0	0	0	0	1,564,136	0.0025%
			248,358,310	35,179,451	8,963,142	6,379,711	0	298,880,614	0.4861%
<b>Total:</b>			14,023,702,701	20,708,514,593	17,732,246,503	2,008,797,907	7,010,642,417	61,483,904,121	100.0000%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
1	62825	Anthem Blue Cross Life & Health Ins	38,595,561	0	4,930,826,389	0	0	4,969,421,950	8.082476%
2	65838	John Hancock Life Ins Co (USA)	586,593,301	310,566,376	115,628,100	5,122,782	1,761,236,508	2,779,147,067	4.520121%
3	65978	Metropolitan Life Ins Co	715,467,133	333,308,651	638,566,720	16,123,285	462,277,515	2,165,743,304	3.522456%
4	68241	Prudential Ins Co Of Amer	390,631,792	255,041,427	108,435,133	16,977,937	1,263,929,838	2,035,016,127	3.309836%
5	65676	Lincoln Natl Life Ins Co	640,174,090	1,215,460,732	104,713,627	0	0	1,960,348,449	3.188393%
6	60054	Aetna Life Ins Co	121,548,765	1,937,660	1,740,218,943	6,310,262	0	1,870,015,630	3.041472%
7	79227	Pruco Life Ins Co	243,136,568	1,545,913,180	0	1,942,265	0	1,790,992,013	2.912945%
8	79413	UnitedHealthcare Ins Co	5,129,165	0	1,778,958,288	0	0	1,784,087,453	2.901715%
9	65056	Jackson Natl Life Ins Co	59,399,194	1,641,128,649	13,107	2,263,488	0	1,702,804,438	2.769513%
10	91596	New York Life Ins & Ann Corp	561,241,739	876,889,505	0	16,909,783	0	1,455,041,027	2.366540%
11	86231	Transamerica Life Ins Co	502,558,938	384,761,919	61,322,032	29,692,683	470,400,033	1,448,735,605	2.356284%
12	61557	Blue Shield of CA Life & Hlth Ins Co	9,178,266	0	1,334,657,967	0	0	1,343,836,233	2.185672%
13	61271	Principal Life Ins Co	178,040,448	139,149,867	186,519,871	836,956,953	356,563	1,341,023,702	2.181097%
14	61050	MetLife Investors USA Ins Co	135,652,563	1,179,694,101	0	1,540,307	0	1,316,886,971	2.141840%
15	90611	Allianz Life Ins Co Of N Amer	42,558,811	1,110,427,726	17,777,337	0	0	1,170,763,874	1.904179%
16	66141	Health Net Life Ins Co	3,299,911	0	1,084,245,675	0	0	1,087,545,586	1.768830%
17	66869	Nationwide Life Ins Co	96,768,818	23,136,483	49,875,101	0	895,101,749	1,064,882,151	1.731969%
18	66915	New York Life Ins Co	794,229,003	26,392,568	60,238,216	0	131,433,298	1,012,293,085	1.646436%
19	67466	Pacific Life Ins Co	386,192,222	520,659,374	0	52,158,618	0	959,010,214	1.559774%
20	88072	Hartford Life Ins Co	19,137,450	24,132,273	9,688,097	491,489,274	364,999,670	909,446,764	1.479162%
21	67091	Northwestern Mut Life Ins Co	754,324,477	68,029,509	74,268,491	1,146,319	70,055	897,838,851	1.460283%
22	61689	Aviva Life & Ann Co	166,764,483	670,064,273	353,034	45,218,998	0	882,400,788	1.435174%
23	62308	Connecticut Gen Life Ins Co	40,539,941	1,065,479	840,395,761	4,014	0	882,005,195	1.434530%
24	86509	Ing Life Ins & Ann Co	16,669,520	703,291,295	1,124	2,921,203	124,422,936	847,306,078	1.378094%
25	65935	Massachusetts Mut Life Ins Co	285,836,917	177,122,708	49,953,384	31	299,504,781	812,417,821	1.321350%
26	62944	AXA Equitable Life Ins Co	274,410,913	434,395,836	8,572,330	0	7,571,919	724,950,998	1.179091%
27	65005	RiverSource Life Ins Co	110,389,090	557,513,237	36,231,743	1,365,012	0	705,499,082	1.147453%
28	69345	Teachers Ins & Ann Assoc Of Amer	25,512,967	620,245,629	827,390	19,565,031	0	666,151,017	1.083456%
29	68322	Great W Life & Ann Ins Co	35,601,865	574,247,014	26,589,166	1,096,127	0	637,534,172	1.036912%
30	70688	Transamerica Financial Life Ins Co	508,881	2,568,424	228,359	0	545,402,865	548,708,529	0.892443%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
31	64246	Guardian Life Ins Co Of Amer	165,148,734	2,204,412	379,825,264	34,830	0	547,213,240	0.890011%
32	69019	Standard Ins Co	97,344,087	44,729,527	216,951,818	4,013,757	142,984,288	506,023,477	0.823018%
33	60488	American Gen Life Ins Co	360,499,781	86,680,825	3,035,591	6,372,655	0	456,588,852	0.742615%
34	86630	Prudential Ann Life Assur Corp	274,043	433,557,668	0	2,773,486	0	436,605,197	0.710113%
35	65528	Life Ins Co Of The Southwest	86,409,340	338,699,098	1,196	1,404,936	0	426,514,570	0.693701%
36	66168	Minnesota Life Ins Co	199,052,244	47,542,199	13,780,109	20,213,958	135,640,822	416,229,332	0.676973%
37	79065	Sun Life Assur Co Of Canada US	14,015,956	401,909,075	0	0	0	415,925,031	0.676478%
38	92738	American Equity Invest Life Ins Co	13,248	406,233,830	0	0	0	406,247,078	0.660737%
39	69108	State Farm Life Ins Co	362,709,338	40,225,191	0	172,458	0	403,106,987	0.655630%
40	67105	Reliastar Life Ins Co	186,474,154	113,538,123	91,687,477	658,571	0	392,358,325	0.638148%
41	70238	Variable Ann Life Ins Co	0	388,861,954	0	0	0	388,861,954	0.632461%
42	66044	Midland Natl Life Ins Co	65,518,969	304,228,282	6,867	2,743,909	0	372,498,027	0.605846%
43	71153	Hartford Life & Ann Ins Co	156,503,650	9,959,895	103,771	0	199,824,214	366,391,530	0.595915%
44	62235	Unum Life Ins Co Of Amer	86,009,962	7,991	279,267,459	332,269	0	365,617,681	0.594656%
45	68608	Symetra Life Ins Co	20,335,177	281,986,069	40,946,395	13,925,354	0	357,192,995	0.580954%
46	70432	Western Natl Life Ins Co	245,065	340,232,927	0	0	0	340,477,992	0.553768%
47	65595	Lincoln Benefit Life Co	241,762,990	76,472,028	20,010,412	1,004,057	0	339,249,487	0.551770%
48	60380	American Family Life Assur Co of Col	17,594,248	0	314,239,919	0	0	331,834,167	0.539709%
49	80942	ING USA Ann & Life Ins Co	3,724,346	324,668,886	4,599	0	0	328,397,831	0.534120%
50	93696	Fidelity Investments Life Ins Co	2,297,782	325,672,918	0	0	0	327,970,700	0.533425%
51	68136	Protective Life Ins Co	172,975,147	140,053,945	727,676	2,558,809	0	316,315,577	0.514469%
52	65498	Life Ins Co Of N Amer	139,919,395	0	175,859,517	0	0	315,778,912	0.513596%
53	66974	North Amer Co Life & Hlth Ins	54,877,448	239,680,545	4,610	4,825,383	0	299,387,986	0.486937%
54	65536	Genworth Life & Ann Ins Co	184,890,800	104,227,827	5,053,162	1,218,799	0	295,390,588	0.480436%
55	70815	Hartford Life & Accident Ins Co	98,218,287	309	194,158,712	0	2,000	292,379,308	0.475538%
56	80802	US Br SunLife Assur Co Of Canada	181,636,193	116,922	109,803,014	0	0	291,556,129	0.474199%
57	70025	Genworth Life Ins Co	38,994,317	20,759,437	226,245,824	3,993,109	0	289,992,687	0.471656%
58	65919	Primerica Life Ins Co	288,417,450	168,021	77,919	0	0	288,663,390	0.469494%
59	69868	United Of Omaha Life Ins Co	132,873,381	92,463,459	33,447,479	29,030,837	47,923	287,863,079	0.468193%
60	63177	Farmers New World Life Ins Co	243,723,915	30,986,118	4,366,468	6,379,711	0	285,456,212	0.464278%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
61	60739	American Natl Ins Co	61,356,900	208,684,770	930,046	12,091,197	0	283,062,913	0.460385%
62	69663	USAA Life Ins Co	85,512,899	133,507,559	17,505,127	2,573,320	0	239,098,905	0.388880%
63	63274	Fidelity & Guar Life Ins Co	95,845,272	112,626,271	0	30,458,738	0	238,930,281	0.388606%
64	91413	Western Reserve Life Assur Co of Oh	217,200,126	10,717,235	256,194	1,886	1,021,170	229,196,611	0.372775%
65	60941	SunAmerica Ann & Life Assur Co	2,030,034	221,322,528	0	0	0	223,352,562	0.363270%
66	73288	Humana Ins Co	1,443,729	0	204,883,197	0	0	206,326,926	0.335579%
67	60895	American United Life Ins Co	12,542,501	178,277,242	13,074,648	1,606,881	0	205,501,272	0.334236%
68	71854	AAA Life Ins Co	104,346,047	71,116,286	9,884,656	7,456,329	0	192,803,318	0.313583%
69	61263	Bankers Life & Cas Co	17,299,173	83,627,473	69,035,424	179,868	0	170,141,938	0.276726%
70	93629	Prudential Retirement Ins & Ann Co	0	700	0	167,628,223	1,650,661	169,279,584	0.275323%
71	66850	National Western Life Ins Co	2,634,539	160,588,042	0	3,610,361	0	166,832,942	0.271344%
72	60410	American Fidelity Assur Co	22,742,841	40,879,776	93,612,007	0	0	157,234,624	0.255733%
73	65315	Liberty Life Assur Co Of Boston	57,066,364	1,104,431	97,111,971	0	0	155,282,766	0.252558%
74	88668	Mutual Of Amer Life Ins Co	436,759	47,790	186,097	0	152,577,087	153,247,733	0.249249%
75	68381	Reliance Standard Life Ins Co	46,451,631	27,614,066	76,675,020	0	0	150,740,717	0.245171%
76	63312	Great Amer Life Ins Co	12,576,472	128,577,411	1,703,624	1,849,957	0	144,707,464	0.235358%
77	90328	First Hlth Life & Hlth Ins Co	36,331	0	142,930,533	0	0	142,966,864	0.232527%
78	70335	West Coast Life Ins Co	138,605,199	566,438	13,342	1,100,711	0	140,285,690	0.228167%
79	62049	Colonial Life & Accident Ins Co	23,589,933	4,600	102,047,551	0	0	125,642,084	0.204350%
80	61301	Ameritas Life Ins Corp	15,504,673	62,796,836	39,955,487	5,052,771	0	123,309,767	0.200556%
81	62626	Cuna Mut Ins Society	22,359,120	69,780,149	25,889,001	1,946,736	0	119,975,006	0.195132%
82	70785	Pacificare Life & Hlth Ins Co	23	0	112,590,364	0	0	112,590,387	0.183122%
83	70408	Union Security Ins Co	28,671,323	800,562	82,654,470	0	0	112,126,355	0.182367%
84	80837	Union Central Life Ins Co	38,533,527	48,109,156	4,645,919	19,372,233	0	110,660,835	0.179983%
85	66281	Monumental Life Ins Co	25,562,954	40,116,769	41,905,994	11,569	1,706,566	109,303,852	0.177776%
86	67172	Ohio Natl Life Ins Co	10,435,602	91,575,343	1,132,262	312,978	4,197,440	107,653,625	0.175092%
87	87726	Metlife Ins Co of CT	57,052,399	30,765,342	19,737,533	61,359	0	107,616,633	0.175032%
88	70211	Reassure Amer Life Ins Co	96,163,631	164,940	10,971,000	0	0	107,299,571	0.174517%
89	91642	Forethought Life Ins Co	67,225,958	39,332,176	0	0	0	106,558,134	0.173311%
90	68713	Security Life Of Denver Ins Co	95,147,658	38,198	136	9,000,000	0	104,185,992	0.169452%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
91	92657	Nationwide Life & Ann Ins Co	95,610,173	69,314	0	0	6,737,697	102,417,184	0.166576%
92	78778	Guardian Ins & Ann Co Inc	3,971,880	92,974,277	0	111,159	337,592	97,394,908	0.158407%
93	61492	Liberty Life Ins Co	7,154,922	84,176,618	4,473,708	40,562	0	95,845,810	0.155888%
94	60186	Allstate Life Ins Co	71,336,018	16,441,714	4,859,961	60,000	0	92,697,693	0.150767%
95	68195	Provident Life & Accident Ins Co	15,591,622	0	73,566,239	0	0	89,157,861	0.145010%
96	67644	Penn Mut Life Ins Co	36,186,553	13,972,663	1,383,807	2,927,778	33,930,975	88,401,776	0.143780%
97	93661	Annuity Investors Life Ins Co	0	78,916,755	0	114,710	0	79,031,465	0.128540%
98	67814	Phoenix Life Ins Co	26,975,473	544,529	359,738	46,836,229	0	74,715,969	0.121521%
99	69116	State Life Ins Co	22,983,567	42,506,896	7,972,790	87,111	0	73,550,364	0.119625%
100	94250	Banner Life Ins Co	69,900,328	120	412	0	0	69,900,860	0.113690%
101	93432	CM Life Ins Co	38,202,423	30,554,022	0	0	0	68,756,445	0.111828%
102	60577	American Income Life Ins Co	61,218,488	423	5,475,520	0	0	66,694,431	0.108475%
103	67989	American Memorial Life Ins Co	64,293,472	1,185,494	1,129	6	0	65,480,101	0.106500%
104	65242	Lafayette Life Ins Co	31,119,054	31,325,463	59,799	144,000	0	62,648,316	0.101894%
105	65021	Stonebridge Life Ins Co	22,319,769	0	36,999,727	581,742	0	59,901,238	0.097426%
106	97055	Mega Life & Hlth Ins Co The	1,013,568	11,605	58,600,270	319	0	59,625,762	0.096978%
107	66672	American Gen Life & Acc Ins Co	49,639,689	5,581,663	1,335,586	0	0	56,556,938	0.091987%
108	93548	PHL Variable Ins Co	50,522,866	4,129,196	0	0	0	54,652,062	0.088888%
109	63665	General Amer Life Ins Co	46,346,543	2,103,116	2,594,780	0	0	51,044,439	0.083021%
110	65927	Lincoln Heritage Life Ins Co	49,021,556	26,768	1,767,491	0	0	50,815,815	0.082649%
111	65900	Conseco Life Ins Co	47,996,262	69,221	2,429,507	0	0	50,494,990	0.082127%
112	70106	United States Life Ins Co In NYC	17,482,080	690,587	29,261,026	0	0	47,433,693	0.077148%
113	92711	HCC Life Ins Co	1,270,762	8,400	45,442,622	0	0	46,721,784	0.075990%
114	66087	Mid West Natl Life Ins Co Of TN	943,992	33,208	45,743,162	0	0	46,720,362	0.075988%
115	67660	Pennsylvania Life Ins Co	917,879	18,859	45,132,519	0	0	46,069,257	0.074929%
116	72850	United World Life Ins Co	160,668	0	44,803,523	0	0	44,964,191	0.073132%
117	84514	Industrial Alliance Pacific Ins & Fi	9,981,375	34,811,851	0	0	0	44,793,226	0.072854%
118	81264	Nippon Life Ins Co Of Amer	1,162,695	0	41,798,581	0	0	42,961,276	0.069874%
119	92916	United Amer Ins Co	1,441,613	49,991	41,402,916	0	0	42,894,520	0.069765%
120	62146	Combined Ins Co Of Amer	5,251,261	0	36,910,624	0	0	42,161,885	0.068574%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
121	62383	Centurion Life Ins Co	117,540	41,127,033	1,372	0	0	41,245,945	0.067084%
122	71870	Fidelity Security Life Ins Co	1,568,648	431,878	37,987,807	0	0	39,988,333	0.065039%
123	66680	National Life Ins Co	34,944,342	1,216,116	3,491,818	40,842	0	39,693,118	0.064559%
124	69477	Time Ins Co	1,686,309	0	37,628,663	130,773	0	39,445,745	0.064156%
125	97721	Thrivent Life Ins Co	2,036,724	36,671,312	0	0	0	38,708,036	0.062956%
126	91472	Globe Life & Accident Ins Co	35,872,667	1,089	2,327,340	0	0	38,201,096	0.062132%
127	64513	Horace Mann Life Ins Co	3,415,492	34,562,202	28,402	0	0	38,006,096	0.061815%
128	89206	Ohio Natl Life Assur Corp	35,973,526	0	1,952,963	0	0	37,926,489	0.061685%
129	70939	Gerber Life Ins Co	19,795,014	0	17,445,178	0	0	37,240,192	0.060569%
130	62510	Equitrust Life Ins Co	75,524	34,006,006	0	3,117,440	0	37,198,970	0.060502%
131	60534	American Heritage Life Ins Co	4,741,645	15,826	31,764,321	0	0	36,521,792	0.059401%
132	61999	Americo Fin Life & Ann Ins Co	14,120,790	19,986,589	1,834	2,024,345	0	36,133,558	0.058769%
133	70580	Humanadental Ins Co	242,529	77,344	35,759,670	0	0	36,079,543	0.058681%
134	78077	Mony Life Ins Co Of Amer	32,327,597	2,343,973	0	0	0	34,671,570	0.056391%
135	67598	Paul Revere Life Ins Co	929,553	0	33,709,875	19,463	0	34,658,891	0.056371%
136	68675	Security Benefit Life Ins Co	1,835,988	32,813,619	0	0	0	34,649,607	0.056356%
137	91626	New England Life Ins Co	25,209,762	7,861,010	144,471	0	1,384,538	34,599,781	0.056275%
138	93513	MetLife Investors Ins Co	776,781	31,725,900	11,443	0	0	32,514,124	0.052882%
139	74780	Integrity Life Ins Co	30,217	28,029,382	0	3,976,691	0	32,036,290	0.052105%
140	66842	American Gen Life Ins Co of DE	14,085,615	6,603,983	10,772,774	88,125	0	31,550,497	0.051315%
141	97268	Pacific Life & Ann Co	98,890	30,863,226	0	269,945	0	31,232,061	0.050797%
142	71412	Mutual Of Omaha Ins Co	0	0	30,360,371	0	0	30,360,371	0.049379%
143	68284	Pyramid Life Ins Co	30,725	0	30,274,626	0	0	30,305,351	0.049290%
144	92622	Western Southern Life Assur Co	4,561,463	25,558,499	0	0	0	30,119,962	0.048988%
145	68810	Sentry Life Ins Co	2,369,123	26,615,152	1,023,421	0	0	30,007,696	0.048806%
146	70319	Washington Natl Ins Co	6,422,367	4,446,091	18,439,806	0	0	29,308,264	0.047668%
147	80926	Sun Life & Hlth Ins Co	11,298,737	0	16,181,099	0	0	27,479,836	0.044694%
148	67652	First Penn Pacific Life Ins Co	27,077,755	54,241	8,377	0	0	27,140,373	0.044142%
149	71480	Great Western Ins Co	26,235,848	832,738	0	0	0	27,068,586	0.044025%
150	64017	Jefferson Natl Life Ins Co	1,808,375	24,661,953	76,982	125,300	0	26,672,610	0.043381%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
151	84174	Employees Life Co Mut	14,809	14,365,347	0	11,931,118	0	26,311,274	0.042794%
152	66583	National Guardian Life Ins Co	19,226,686	93,712	6,977,166	0	0	26,297,564	0.042771%
153	91529	Unimerica Ins Co	4,000,825	0	20,040,743	0	0	24,041,568	0.039102%
154	64505	Homesteaders Life Co	22,238,561	262,178	0	0	0	22,500,739	0.036596%
155	87963	National Teachers Assoc Life Ins Co	34,465	0	22,395,982	0	0	22,430,447	0.036482%
156	71439	Assurity Life Ins Co	14,557,582	820,919	5,843,233	69,557	0	21,291,291	0.034629%
157	66370	Mony Life Ins Co	17,175,231	126,363	3,968,000	0	0	21,269,594	0.034594%
158	93262	Penn Ins & Ann Co	21,237,645	0	0	0	3,010	21,240,655	0.034547%
159	84824	Commonwealth Ann & Life Ins Co	6,214,320	11,295,623	981,673	2,601,620	0	21,093,236	0.034307%
160	69930	United Ins Co Of Amer	20,390,996	600	648,720	0	0	21,040,316	0.034221%
161	60038	Acacia Life Ins Co	11,005,855	384,792	2,589	8,974,656	0	20,367,892	0.033127%
162	99937	Columbus Life Ins Co	17,631,442	2,079,426	7,728	107,890	0	19,826,486	0.032247%
163	61425	Trustmark Ins Co	15,362,670	(21,958)	4,387,155	0	0	19,727,867	0.032086%
164	93440	HM Llife Ins Co	15,565	0	19,516,077	0	0	19,531,642	0.031767%
165	84530	US Financial Life Ins Co	18,502,117	0	0	0	0	18,502,117	0.030093%
166	71129	Fort Dearborn Life Ins Co	7,709,692	3,552,399	6,834,197	281,779	0	18,378,067	0.029891%
167	60142	TIAA Cref Life Ins Co	5,118,669	11,748,157	213,270	691,075	0	17,771,171	0.028904%
168	80314	Unicare Life & Hlth Ins Co	6,811,227	0	10,653,745	0	0	17,464,972	0.028406%
169	65129	Kansas City Life Ins Co	10,582,357	3,926,845	311,468	56,359	1,884,601	16,761,630	0.027262%
170	69310	Surety Life Ins Co	16,218,132	203,155	21,806	0	0	16,443,093	0.026744%
171	67539	Pan Amer Life Ins Co	654,495	13,480	15,494,415	0	0	16,162,390	0.026287%
172	68721	Security Life Ins Co Of Amer	1,197,032	3,330	14,890,401	0	0	16,090,763	0.026171%
173	66427	MTL Ins Co	15,193,822	343,621	37,825	401,295	0	15,976,563	0.025985%
174	62065	Colonial Penn Life Ins Co	14,345,123	0	1,507,607	0	0	15,852,730	0.025784%
175	72125	Physicians Life Ins Co	13,725,263	1,123,085	960,391	20,037	0	15,828,776	0.025745%
176	71161	Principal Natl Life Ins Co	15,760,446	0	0	0	0	15,760,446	0.025633%
177	76325	Senior Hlth Ins Co of PA	0	0	15,538,485	0	0	15,538,485	0.025272%
178	84786	Colorado Bankers Life Ins Co	8,580,401	4,379,980	1,691,211	618,327	0	15,269,919	0.024836%
179	61069	Anthem Life Ins Co	9,569,824	0	5,190,874	0	0	14,760,698	0.024007%
180	81353	NYLife Ins Co Of AZ	14,729,035	0	0	0	0	14,729,035	0.023956%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
181	69000	Northwestern Long Term Care Ins Co	0	0	14,541,402	0	0	14,541,402	0.023651%
182	69744	Union Labor Life Ins Co	6,202,424	0	8,292,518	0	0	14,494,942	0.023575%
183	71714	Berkshire Life Ins Co of Amer	748,958	0	13,494,086	0	0	14,243,044	0.023165%
184	61395	Beneficial Life Ins Co	11,985,428	1,663,356	3,995	370	0	13,653,149	0.022206%
185	64343	Pacific Guardian Life Ins Co Ltd	11,797,067	298	15,931	1,750,673	0	13,563,969	0.022061%
186	63290	Fidelity Life Assn A Legal Reserve L	8,163,102	0	5,214,034	0	0	13,377,136	0.021757%
187	80578	Physicians Mut Ins Co	0	0	12,455,977	0	0	12,455,977	0.020259%
188	60445	Sagicor Life Ins Co	8,393,678	3,415,944	11,304	0	0	11,820,926	0.019226%
189	68543	Liberty Bankers Life Ins Co	210,813	11,098,336	0	451,228	0	11,760,377	0.019128%
190	70483	Western & Southern Life Ins Co	10,373,025	170	463,291	0	0	10,836,486	0.017625%
191	69256	Sunamerica Life Ins Co	6,108,516	4,151,633	19,225	0	0	10,279,374	0.016719%
192	65110	Kanawha Ins Co	406,653	240	9,708,093	0	0	10,114,986	0.016451%
193	93777	Household Life Ins Co	7,787,067	0	1,869,094	0	0	9,656,161	0.015705%
194	69396	Texas Life Ins Co	9,467,615	0	0	0	0	9,467,615	0.015399%
195	64211	Guarantee Trust Life Ins Co	5,000,800	13,774	4,322,818	1,060	0	9,338,452	0.015188%
196	63258	Federated Life Ins Co	6,970,253	398,287	1,934,384	0	0	9,302,924	0.015131%
197	67369	Cigna Hlth & Life Ins Co	5,143,868	0	3,978,492	0	0	9,122,360	0.014837%
198	65331	Liberty Natl Life Ins Co	8,921,236	1,144	78,647	0	0	9,001,027	0.014640%
199	79014	Safehealth Life Ins Co	0	0	8,410,295	0	0	8,410,295	0.013679%
200	94099	United Investors Life Ins Co	8,162,816	5,976	0	68,669	0	8,237,461	0.013398%
201	64939	Investors Ins Corp	5,203	8,201,493	0	0	0	8,206,696	0.013348%
202	60232	Philadelphia Financial Life Assur Co	7,322	8,150,742	0	0	0	8,158,064	0.013269%
203	61360	Reliastar Life Ins Co Of NY	5,065,360	967,742	1,711,119	0	0	7,744,221	0.012596%
204	62596	Union Fidelity Life Ins Co	2,738,151	1,529	4,955,325	0	0	7,695,005	0.012515%
205	97136	Metropolitan Tower Life Ins Co	7,629,452	16,400	0	0	0	7,645,852	0.012436%
206	76236	Cincinnati Life Ins Co	4,969,009	2,496,404	43,720	75,967	0	7,585,100	0.012337%
207	60275	American Bankers Life Assur Co Of F	3,601,342	8,984	3,930,413	0	0	7,540,739	0.012265%
208	77879	5 Star Life Ins Co	7,533,205	0	0	0	0	7,533,205	0.012252%
209	68373	American Gen Assur Co	1,901,681	0	5,381,041	0	0	7,282,722	0.011845%
210	90557	Zurich Amer Life Ins Co	3,070,259	4,193,333	7,424	0	0	7,271,016	0.011826%



## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
211	90212	Great Southern Life Ins Co	5,658,919	1,044,019	155,941	116,008	0	6,974,887	0.011344%
212	70416	MML Bay State Life Ins Co	6,922,592	0	0	0	0	6,922,592	0.011259%
213	90638	Best Life & Hlth Ins Co	204,023	0	6,613,403	0	0	6,817,426	0.011088%
214	67911	Pioneer Mut Life Ins Co	6,581,600	63,295	0	0	0	6,644,895	0.010808%
215	86355	Standard Life & Accident Ins Co	1,015,155	47,904	5,282,614	0	0	6,345,673	0.010321%
216	61832	Chesapeake Life Ins Co	5,902,788	163,302	180,343	0	0	6,246,433	0.010159%
217	70435	The Savings Bank Life Ins Co Of MA	6,180,967	35,000	0	0	0	6,215,967	0.010110%
218	63967	Government Personnel Mut Life Ins C	6,066,098	75,553	20,835	0	0	6,162,486	0.010023%
219	69272	Sunset Life Ins Co Of Amer	5,742,884	185,413	729	443	0	5,929,469	0.009644%
220	61182	Aurora Natl Life Assur Co	6,044,514	0	0	(227,596)	0	5,816,918	0.009461%
221	80659	US Business of Canada Life Assur Cc	5,231,937	24,402	513,235	0	0	5,769,574	0.009384%
222	61476	Boston Mut Life Ins Co	3,837,411	0	1,896,946	0	0	5,734,357	0.009327%
223	63053	Family Life Ins Co	3,148,376	5,660	2,536,081	0	0	5,690,117	0.009255%
224	69914	Sears Life Ins Co	1,715,527	0	3,900,859	0	0	5,616,386	0.009135%
225	12902	Healthspring Life & Hlth Ins Co Inc	0	0	5,567,089	0	0	5,567,089	0.009055%
226	68039	Presidential Life Ins Co	1,148,850	3,710,196	362	517,939	0	5,377,347	0.008746%
227	80675	US Business of Crown Life Ins Co	4,774,977	0	472,727	0	0	5,247,704	0.008535%
228	69701	Union Bankers Ins Co	500,919	235	4,566,217	0	0	5,067,371	0.008242%
229	72222	Amica Life Ins Co	3,946,858	869,667	0	0	0	4,816,525	0.007834%
230	80896	Centre Life Ins Co	0	0	4,589,250	0	0	4,589,250	0.007464%
231	67601	Paul Revere Variable Ann Ins Co	271,212	0	0	4,207,258	0	4,478,470	0.007284%
232	68594	American Amicable Life Ins Co Of TX	3,986,057	380,260	0	0	0	4,366,317	0.007102%
233	67083	Manhattan Natl Life Ins Co	4,321,522	4,308	0	0	0	4,325,830	0.007036%
234	62286	Golden Rule Ins Co	2,250,276	94,749	1,952,560	0	0	4,297,585	0.006990%
235	63479	United Teacher Assoc Ins Co	217,941	1,744,000	2,288,148	0	0	4,250,089	0.006913%
236	63983	United Heritage Life Ins Co	3,598,174	362,636	35,073	146,817	0	4,142,700	0.006738%
237	80705	US Br Great West Life Assur Co	1,621,891	0	2,468,586	0	0	4,090,477	0.006653%
238	69078	Standard Security Life Ins Co Of NY	35,678	0	4,022,880	0	0	4,058,558	0.006601%
239	71730	Continental Amer Ins Co	55,107	0	3,922,954	0	0	3,978,061	0.006470%
240	67261	Old Republic Life Ins Co	3,881,318	0	5,792	0	0	3,887,110	0.006322%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
241	91693	IA Amer Life Ins Co	3,528,986	297,539	56,612	0	0	3,883,137	0.006316%
242	68047	Professional Ins Co	87,025	0	3,775,419	0	0	3,862,444	0.006282%
243	62863	Trustmark Life Ins Co	390,157	0	3,321,229	0	0	3,711,386	0.006036%
244	62057	Lincoln Life & Ann Co of NY	2,131,435	1,417,530	6,537	0	0	3,555,502	0.005783%
245	63495	First Investors Life Ins Co	3,350,693	151,153	254	0	0	3,502,100	0.005696%
246	79022	Transamerica Advisors Life Ins Co	1,121,608	2,371,389	0	0	0	3,492,997	0.005681%
247	67180	Ohio State Life Ins Co	3,471,108	847	3,653	7,201	0	3,482,809	0.005665%
248	65080	John Alden Life Ins Co	1,219,970	11,329	2,235,329	0	0	3,466,628	0.005638%
249	84522	Auto Club Life Ins Co	2,953,874	448,573	14,030	0	0	3,416,477	0.005557%
250	64238	Guaranty Income Life Ins Co	14,051	3,128,954	167,336	72,393	0	3,382,734	0.005502%
251	67199	Old Amer Ins Co	3,158,329	0	173,842	0	0	3,332,171	0.005420%
252	93459	Pan Amer Assur Co	3,244,188	0	0	0	0	3,244,188	0.005276%
253	65781	Madison Natl Life Ins Co Inc	967,347	602,517	1,656,444	0	0	3,226,308	0.005247%
254	68772	Security Mut Life Ins Co Of NY	2,537,153	410,269	224,476	2,592	0	3,174,490	0.005163%
255	68802	Sentinel Security Life Ins Co	2,793,767	0	139,409	618	0	2,933,794	0.004772%
256	67059	North Coast Life Ins Co	1,961,649	788,843	0	75,923	0	2,826,415	0.004597%
257	76112	Oxford Life Ins Co	2,719,539	30,000	43,991	0	0	2,793,530	0.004544%
258	63657	Garden State Life Ins Co	2,760,550	0	1,887	0	0	2,762,437	0.004493%
259	69922	United Home Life Ins Co	2,590,869	600	36,724	0	0	2,628,193	0.004275%
260	66265	Monarch Life Ins Co	200,430	600	2,370,494	0	0	2,571,524	0.004182%
261	61875	Church Life Ins Corp	1,149,335	1,097,293	0	130,363	0	2,376,991	0.003866%
262	61409	National Benefit Life Ins Co	2,240,853	0	115,718	0	0	2,356,571	0.003833%
263	63223	Federal Life Ins Co	2,147,709	142,160	31,497	15,390	0	2,336,756	0.003801%
264	80799	Celtic Ins Co	1,206	0	2,316,661	0	0	2,317,867	0.003770%
265	71773	American Natl Life Ins Co Of TX	190,530	0	2,113,945	0	0	2,304,475	0.003748%
266	68160	Balboa Life Ins Co	449,407	0	1,842,208	0	0	2,291,615	0.003727%
267	67148	Occidental Life Ins Co Of NC	1,988,540	285,556	0	0	0	2,274,096	0.003699%
268	76023	Columbian Life Ins Co	2,210,382	0	467	0	0	2,210,849	0.003596%
269	71331	Careamerica Life Ins Co	2,008,378	0	165,319	0	0	2,173,697	0.003535%
270	77968	Family Heritage Life Ins Co Of Amer	18,447	0	2,154,072	0	0	2,172,519	0.003533%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
271	69566	Trans World Assur Co	2,058,046	111,118	0	0	0	2,169,164	0.003528%
272	65870	Manhattan Life Ins Co	2,129,931	11,398	0	0	0	2,141,329	0.003483%
273	63487	Investors Life Ins Co N Amer	2,106,693	9,750	0	0	0	2,116,443	0.003442%
274	61212	Baltimore Life Ins Co	1,842,883	0	56,626	0	0	1,899,509	0.003089%
275	62880	AXA Equitable Life & Ann Co	1,833,773	0	0	0	0	1,833,773	0.002983%
276	67784	Philadelphia Amer Life Ins Co	0	0	1,827,123	0	0	1,827,123	0.002972%
277	99775	Funeral Directors Life Ins Co	1,044,507	782,021	0	0	0	1,826,528	0.002971%
278	93610	John Hancock Life & Hlth Ins Co	254,043	0	1,543,654	0	0	1,797,697	0.002924%
279	65951	Merit Life Ins Co	648,937	0	1,091,363	0	0	1,740,300	0.002830%
280	62413	Continental Assur Co	1,712,731	1,000	10,098	0	0	1,723,829	0.002804%
281	93742	Securian Life Ins Co	166,458	0	1,552,781	0	0	1,719,239	0.002796%
282	62928	EMC Natl Life Co	1,157,976	474,758	2,766	40,255	0	1,675,755	0.002726%
283	61751	Central States H & L Co Of Omaha	1,481,615	0	144,327	0	0	1,625,942	0.002645%
284	70173	Universal Underwriters Life Ins Co	1,564,136	0	0	0	0	1,564,136	0.002544%
285	71471	Ability Ins Co	52,238	0	1,498,075	0	0	1,550,313	0.002521%
286	61883	Central United Life Ins Co	86,235	0	1,357,289	0	0	1,443,524	0.002348%
287	65722	Loyal Amer Life Ins Co	165,729	439,869	820,645	8,470	0	1,434,713	0.002333%
288	60399	American Family Life Ins Co	1,397,776	13,967	0	0	0	1,411,743	0.002296%
289	60836	American Republic Ins Co	522,731	0	829,918	0	0	1,352,649	0.002200%
290	60429	American Fidelity Life Ins Co	1,092,285	175,907	0	0	0	1,268,192	0.002063%
291	80985	4 Ever Life Ins Co	973,649	0	275,514	8,110	0	1,257,273	0.002045%
292	69515	Medamerica Ins Co	0	0	1,086,433	0	0	1,086,433	0.001767%
293	69140	First Allmerica Fin Life Ins Co	928,425	(20,460)	56,590	60,318	0	1,024,873	0.001667%
294	31119	Medico Ins Co	1,863	0	1,016,081	0	0	1,017,944	0.001656%
295	66540	National Farmers Union Life Ins Co	1,015,304	9	0	1	0	1,015,314	0.001651%
296	85561	Perico Life Ins Co	3,490	0	993,893	0	0	997,383	0.001622%
297	71404	Continental Gen Ins Co	197,222	0	731,093	0	0	928,315	0.001510%
298	69485	Security Natl Life Ins Co	760,220	117,174	5,917	12,147	0	895,458	0.001456%
299	77720	LifeSecure Ins Co	869,619	19,499	3,782	0	0	892,900	0.001452%
300	67032	North Carolina Mut Life Ins Co	61,101	0	783,182	0	0	844,283	0.001373%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
301	71390	Admiral Life Ins Co of Amer	0	0	800,529	0	0	800,529	0.001302%
302	65811	American Modern Life Ins Co	450,643	0	327,308	0	0	777,951	0.001265%
303	60704	Wilton Reassur Life Co of NY	730,030	1,822	16,332	0	0	748,184	0.001217%
304	87645	United Fidelity Life Ins Co	705,070	19,848	0	5,917	0	730,835	0.001189%
305	64580	Illinois Mut Life Ins Co	431,741	82,146	135,444	0	0	649,331	0.001056%
306	11121	Unified Life Ins Co	246,390	3,256	356,396	0	0	606,042	0.000986%
307	98205	National Found Life Ins Co	91	0	587,256	0	0	587,347	0.000955%
308	60003	Park Avenue Life Ins Co	574,589	0	0	0	0	574,589	0.000935%
309	62421	Heritage Union Life Ins Co	502,418	0	125	0	0	502,543	0.000817%
310	70629	World Ins Co	32,916	2,120	455,836	0	0	490,872	0.000798%
311	97764	Idealife Ins Co	394,046	1,159	20,844	2,649	0	418,698	0.000681%
312	70874	Allstate Life Ins Co Of NY	407,975	0	6,599	0	0	414,574	0.000674%
313	63819	Unity Financial Life Ins Co	361,910	0	0	0	0	361,910	0.000589%
314	89184	Sterling Investors Life Ins Co	316,530	1,964	27,756	0	0	346,250	0.000563%
315	82538	National Hlth Ins Co	631	0	290,914	0	0	291,545	0.000474%
316	66109	Midwestern United Life Ins Co	269,039	330	0	0	0	269,369	0.000438%
317	62359	Constitution Life Ins Co	203,889	0	62,221	0	0	266,110	0.000433%
318	86126	Members Life Ins Co	231,472	0	52	0	0	231,524	0.000377%
319	62345	Berkshire Hathaway Life Ins Co NE	0	228,664	0	0	0	228,664	0.000372%
320	62103	Columbian Mut Life Ins Co	195,707	2,900	819	0	0	199,426	0.000324%
321	67393	Ozark Natl Life Ins Co	194,590	2,057	1,543	0	0	198,190	0.000322%
322	69647	Molina Hlthcare Ins Co	195,693	1,570	0	0	0	197,263	0.000321%
323	64890	Berkley Life & Hlth Ins Co	3,434	0	190,686	399	0	194,519	0.000316%
324	71323	Zale Life Ins Co	95,439	0	90,617	0	0	186,056	0.000303%
325	60183	S USA Life Ins Co Inc	169,849	0	7,269	0	0	177,118	0.000288%
326	67946	Pioneer Security Life Ins Co	172,515	1,870	0	0	0	174,385	0.000284%
327	62634	Delaware Amer Life Ins Co	161,275	0	0	0	0	161,275	0.000262%
328	69892	United Farm Family Life Ins Co	147,543	25	1,338	16	0	148,922	0.000242%
329	88536	Protective Life & Annuity Ins Co	148,938	0	(829)	0	0	148,109	0.000241%
330	60291	American Capitol Ins Co	139,918	0	0	0	0	139,918	0.000228%

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
331	70114	Unity Mut Life Ins Co	103,173	15,445	2,528	0	0	121,146	0.000197%
332	68632	Vantis Life Ins Co	110,532	0	0	0	0	110,532	0.000180%
333	67873	Pioneer Amer Ins Co	102,189	1,401	0	0	0	103,590	0.000168%
334	74900	Brokers Natl Life Assur Co	0	0	93,393	0	0	93,393	0.000152%
335	68985	Starmount Life Ins Co	84,459	0	4,410	0	0	88,869	0.000145%
336	42129	United Security Assur Co Of PA	0	0	85,594	0	0	85,594	0.000139%
337	92444	Doctors Life Ins Co	77,263	6,000	0	0	0	83,263	0.000135%
338	97241	Settlers Life Ins Co	73,883	0	2,680	0	0	76,563	0.000125%
339	93572	RGA Reins Co	0	0	70,142	0	0	70,142	0.000114%
340	86371	Ullico Life Ins Co	57,039	0	0	0	0	57,039	0.000093%
341	69698	New Era Life Ins Co Of Midwest	20,256	16,460	0	18,553	0	55,269	0.000090%
342	81426	Commercial Travelers Mut Ins Co	0	0	48,968	0	0	48,968	0.000080%
343	68446	Longevity Ins Co	33,658	650	13,283	0	0	47,591	0.000077%
344	60801	American Public Life Ins Co	1,117	0	45,456	0	0	46,573	0.000076%
345	82880	CSI Life Ins Co	36,705	0	0	0	0	36,705	0.000060%
346	90581	Symetra Natl Life Ins Co	28,825	0	0	0	0	28,825	0.000047%
347	67903	Provident Amer Life & Hlth Ins Co	475	0	25,586	0	0	26,061	0.000042%
348	61808	Charter Natl Life Ins Co	0	25,500	0	0	0	25,500	0.000041%
349	81779	Individual Assur Co Life Hlth & Acc	1,396	0	23,422	0	0	24,818	0.000040%
350	60216	Amalgamated Life Ins Co	15,244	0	9,488	0	0	24,732	0.000040%
351	68357	Reliable Life Ins Co	23,344	0	443	0	0	23,787	0.000039%
352	71072	Marquette Natl Life Ins Co	11,764	0	11,493	0	0	23,257	0.000038%
353	81213	American Maturity Life Ins Co	0	16,899	0	0	4,103	21,002	0.000034%
354	94188	Lifewise Assur Co	14,297	0	0	0	0	14,297	0.000023%
355	90247	Pharmacists Life Ins Co	10,026	2,400	0	150	0	12,576	0.000020%
356	63541	Seechange Hlth Ins Co	0	0	10,415	0	0	10,415	0.000017%
357	72613	USAA Direct Life Ins Co	4,266	0	0	0	0	4,266	0.000007%
358	78301	Corvesta Life Ins Co	389	0	3,712	0	0	4,101	0.000007%
359	78743	New Era Life Ins Co	2,514	127	304	976	0	3,921	0.000006%
360	74004	Family Serv Life Ins Co	2,236	0	0	0	0	2,236	0.000004%

## 2010 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
361	70955	USA Life One Ins Co Of IN	1,589	0	0	0	0	1,589	0.000003%
362	76694	London Life Reins Co	0	0	1,119	0	0	1,119	0.000002%
363	76007	Old United Life Ins Co	535	0	0	0	0	535	0.000001%
Totals:			14,023,702,701	20,708,514,593	17,732,246,503	2,008,797,907	7,010,642,417	61,483,904,121	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**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	794,229,003	5.663476%
2	67091	Northwestern Mut Life Ins Co	754,324,477	5.378925%
3	65978	Metropolitan Life Ins Co	715,467,133	5.101842%
4	65676	Lincoln Natl Life Ins Co	640,174,090	4.564943%
5	65838	John Hancock Life Ins Co (USA)	586,593,301	4.182870%
6	91596	New York Life Ins & Ann Corp	561,241,739	4.002094%
7	86231	Transamerica Life Ins Co	502,558,938	3.583639%
8	68241	Prudential Ins Co Of Amer	390,631,792	2.785511%
9	67466	Pacific Life Ins Co	386,192,222	2.753853%
10	69108	State Farm Life Ins Co	362,709,338	2.586402%
11	60488	American Gen Life Ins Co	360,499,781	2.570646%
12	65919	Primerica Life Ins Co	288,417,450	2.056643%
13	65935	Massachusetts Mut Life Ins Co	285,836,917	2.038241%
14	62944	AXA Equitable Life Ins Co	274,410,913	1.956765%
15	63177	Farmers New World Life Ins Co	243,723,915	1.737943%
16	79227	Pruco Life Ins Co	243,136,568	1.733754%
17	65595	Lincoln Benefit Life Co	241,762,990	1.723960%
18	91413	Western Reserve Life Assur Co of OH	217,200,126	1.548807%
19	66168	Minnesota Life Ins Co	199,052,244	1.419399%
20	67105	Reliastar Life Ins Co	186,474,154	1.329707%
21	65536	Genworth Life & Ann Ins Co	184,890,800	1.318416%
22	80802	US Br SunLife Assur Co Of Canada	181,636,193	1.295209%
23	61271	Principal Life Ins Co	178,040,448	1.269568%
24	68136	Protective Life Ins Co	172,975,147	1.233448%
25	61689	Aviva Life & Ann Co	166,764,483	1.189162%
26	64246	Guardian Life Ins Co Of Amer	165,148,734	1.177640%
27	71153	Hartford Life & Ann Ins Co	156,503,650	1.115994%
28	65498	Life Ins Co Of N Amer	139,919,395	0.997735%
29	70335	West Coast Life Ins Co	138,605,199	0.988364%
30	61050	MetLife Investors USA Ins Co	135,652,563	0.967309%
31	69868	United Of Omaha Life Ins Co	132,873,381	0.947491%
32	60054	Aetna Life Ins Co	121,548,765	0.866738%
33	65005	RiverSource Life Ins Co	110,389,090	0.787161%
34	71854	AAA Life Ins Co	104,346,047	0.744069%
35	70815	Hartford Life & Accident Ins Co	98,218,287	0.700373%
36	69019	Standard Ins Co	97,344,087	0.694140%
37	66869	Nationwide Life Ins Co	96,768,818	0.690038%
38	70211	Reassure Amer Life Ins Co	96,163,631	0.685722%
39	63274	Fidelity & Guar Life Ins Co	95,845,272	0.683452%
40	92657	Nationwide Life & Ann Ins Co	95,610,173	0.681776%
41	68713	Security Life Of Denver Ins Co	95,147,658	0.678477%
42	65528	Life Ins Co Of The Southwest	86,409,340	0.616166%
43	62235	Unum Life Ins Co Of Amer	86,009,962	0.613318%
44	69663	USAA Life Ins Co	85,512,899	0.609774%
45	60186	Allstate Life Ins Co	71,336,018	0.508682%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
46	94250	Banner Life Ins Co	69,900,328	0.498444%
47	91642	Forethought Life Ins Co	67,225,958	0.479374%
48	66044	Midland Natl Life Ins Co	65,518,969	0.467202%
49	67989	American Memorial Life Ins Co	64,293,472	0.458463%
50	60739	American Natl Ins Co	61,356,900	0.437523%
51	60577	American Income Life Ins Co	61,218,488	0.436536%
52	65056	Jackson Natl Life Ins Co	59,399,194	0.423563%
53	65315	Liberty Life Assur Co Of Boston	57,066,364	0.406928%
54	87726	Metlife Ins Co of CT	57,052,399	0.406828%
55	66974	North Amer Co Life & Hlth Ins	54,877,448	0.391319%
56	93548	PHL Variable Ins Co	50,522,866	0.360268%
57	66672	American Gen Life & Acc Ins Co	49,639,689	0.353970%
58	65927	Lincoln Heritage Life Ins Co	49,021,556	0.349562%
59	65900	Conseco Life Ins Co	47,996,262	0.342251%
60	68381	Reliance Standard Life Ins Co	46,451,631	0.331237%
61	63665	General Amer Life Ins Co	46,346,543	0.330487%
62	90611	Allianz Life Ins Co Of N Amer	42,558,811	0.303478%
63	62308	Connecticut Gen Life Ins Co	40,539,941	0.289082%
64	70025	Genworth Life Ins Co	38,994,317	0.278060%
65	62825	Anthem Blue Cross Life & Health Ins Co	38,595,561	0.275217%
66	80837	Union Central Life Ins Co	38,533,527	0.274774%
67	93432	CM Life Ins Co	38,202,423	0.272413%
68	67644	Penn Mut Life Ins Co	36,186,553	0.258039%
69	89206	Ohio Natl Life Assur Corp	35,973,526	0.256519%
70	91472	Globe Life & Accident Ins Co	35,872,667	0.255800%
71	68322	Great W Life & Ann Ins Co	35,601,865	0.253869%
72	66680	National Life Ins Co	34,944,342	0.249181%
73	78077	Mony Life Ins Co Of Amer	32,327,597	0.230521%
74	65242	Lafayette Life Ins Co	31,119,054	0.221903%
75	70408	Union Security Ins Co	28,671,323	0.204449%
76	67652	First Penn Pacific Life Ins Co	27,077,755	0.193086%
77	67814	Phoenix Life Ins Co	26,975,473	0.192356%
78	71480	Great Western Ins Co	26,235,848	0.187082%
79	66281	Monumental Life Ins Co	25,562,954	0.182284%
80	69345	Teachers Ins & Ann Assoc Of Amer	25,512,967	0.181927%
81	91626	New England Life Ins Co	25,209,762	0.179765%
82	62049	Colonial Life & Accident Ins Co	23,589,933	0.168215%
83	69116	State Life Ins Co	22,983,567	0.163891%
84	60410	American Fidelity Assur Co	22,742,841	0.162174%
85	62626	Cuna Mut Ins Society	22,359,120	0.159438%
86	65021	Stonebridge Life Ins Co	22,319,769	0.159157%
87	64505	Homesteaders Life Co	22,238,561	0.158578%
88	93262	Penn Ins & Ann Co	21,237,645	0.151441%
89	69930	United Ins Co Of Amer	20,390,996	0.145404%
90	68608	Symetra Life Ins Co	20,335,177	0.145006%



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
91	70939	Gerber Life Ins Co	19,795,014	0.141154%
92	66583	National Guardian Life Ins Co	19,226,686	0.137101%
93	88072	Hartford Life Ins Co	19,137,450	0.136465%
94	84530	US Financial Life Ins Co	18,502,117	0.131935%
95	99937	Columbus Life Ins Co	17,631,442	0.125726%
96	60380	American Family Life Assur Co of Col	17,594,248	0.125461%
97	70106	United States Life Ins Co In NYC	17,482,080	0.124661%
98	61263	Bankers Life & Cas Co	17,299,173	0.123357%
99	66370	Mony Life Ins Co	17,175,231	0.122473%
100	86509	Ing Life Ins & Ann Co	16,669,520	0.118867%
101	69310	Surety Life Ins Co	16,218,132	0.115648%
102	71161	Principal Natl Life Ins Co	15,760,446	0.112384%
103	68195	Provident Life & Accident Ins Co	15,591,622	0.111180%
104	61301	Ameritas Life Ins Corp	15,504,673	0.110560%
105	61425	Trustmark Ins Co	15,362,670	0.109548%
106	66427	MTL Ins Co	15,193,822	0.108344%
107	81353	NYLife Ins Co Of AZ	14,729,035	0.105030%
108	71439	Assurity Life Ins Co	14,557,582	0.103807%
109	62065	Colonial Penn Life Ins Co	14,345,123	0.102292%
110	61999	Americo Fin Life & Ann Ins Co	14,120,790	0.100692%
111	66842	American Gen Life Ins Co of DE	14,085,615	0.100441%
112	79065	Sun Life Assur Co Of Canada US	14,015,956	0.099945%
113	72125	Physicians Life Ins Co	13,725,263	0.097872%
114	63312	Great Amer Life Ins Co	12,576,472	0.089680%
115	60895	American United Life Ins Co	12,542,501	0.089438%
116	61395	Beneficial Life Ins Co	11,985,428	0.085466%
117	64343	Pacific Guardian Life Ins Co Ltd	11,797,067	0.084122%
118	80926	Sun Life & Hlth Ins Co	11,298,737	0.080569%
119	60038	Acacia Life Ins Co	11,005,855	0.078480%
120	65129	Kansas City Life Ins Co	10,582,357	0.075461%
121	67172	Ohio Natl Life Ins Co	10,435,602	0.074414%
122	70483	Western & Southern Life Ins Co	10,373,025	0.073968%
123	84514	Industrial Alliance Pacific Ins & Fi	9,981,375	0.071175%
124	61069	Anthem Life Ins Co	9,569,824	0.068240%
125	69396	Texas Life Ins Co	9,467,615	0.067512%
126	61557	Blue Shield of CA Life & Hlth Ins Co	9,178,266	0.065448%
127	65331	Liberty Natl Life Ins Co	8,921,236	0.063615%
128	84786	Colorado Bankers Life Ins Co	8,580,401	0.061185%
129	60445	Sagicor Life Ins Co	8,393,678	0.059854%
130	63290	Fidelity Life Assn A Legal Reserve L	8,163,102	0.058209%
131	94099	United Investors Life Ins Co	8,162,816	0.058207%
132	93777	Household Life Ins Co	7,787,067	0.055528%
133	71129	Fort Dearborn Life Ins Co	7,709,692	0.054976%
134	97136	Metropolitan Tower Life Ins Co	7,629,452	0.054404%
135	77879	5 Star Life Ins Co	7,533,205	0.053718%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
136	61492	Liberty Life Ins Co	7,154,922	0.051020%
137	63258	Federated Life Ins Co	6,970,253	0.049703%
138	70416	MML Bay State Life Ins Co	6,922,592	0.049364%
139	80314	Unicare Life & Hlth Ins Co	6,811,227	0.048569%
140	67911	Pioneer Mut Life Ins Co	6,581,600	0.046932%
141	70319	Washington Natl Ins Co	6,422,367	0.045797%
142	84824	Commonwealth Ann & Life Ins Co	6,214,320	0.044313%
143	69744	Union Labor Life Ins Co	6,202,424	0.044228%
144	70435	The Savings Bank Life Ins Co Of MA	6,180,967	0.044075%
145	69256	Sunamerica Life Ins Co	6,108,516	0.043559%
146	63967	Government Personnel Mut Life Ins Co	6,066,098	0.043256%
147	61182	Aurora Natl Life Assur Co	6,044,514	0.043102%
148	61832	Chesapeake Life Ins Co	5,902,788	0.042092%
149	69272	Sunset Life Ins Co Of Amer	5,742,884	0.040951%
150	90212	Great Southern Life Ins Co	5,658,919	0.040353%
151	62146	Combined Ins Co Of Amer	5,251,261	0.037446%
152	80659	US Business of Canada Life Assur Co	5,231,937	0.037308%
153	67369	Cigna Hlth & Life Ins Co	5,143,868	0.036680%
154	79413	UnitedHealthcare Ins Co	5,129,165	0.036575%
155	60142	TIAA Cref Life Ins Co	5,118,669	0.036500%
156	61360	Reliastar Life Ins Co Of NY	5,065,360	0.036120%
157	64211	Guarantee Trust Life Ins Co	5,000,800	0.035660%
158	76236	Cincinnati Life Ins Co	4,969,009	0.035433%
159	80675	US Business of Crown Life Ins Co	4,774,977	0.034049%
160	60534	American Heritage Life Ins Co	4,741,645	0.033812%
161	92622	Western Southern Life Assur Co	4,561,463	0.032527%
162	67083	Manhattan Natl Life Ins Co	4,321,522	0.030816%
163	91529	Unimerica Ins Co	4,000,825	0.028529%
164	68594	American Amicable Life Ins Co Of TX	3,986,057	0.028424%
165	78778	Guardian Ins & Ann Co Inc	3,971,880	0.028323%
166	72222	Amica Life Ins Co	3,946,858	0.028144%
167	67261	Old Republic Life Ins Co	3,881,318	0.027677%
168	61476	Boston Mut Life Ins Co	3,837,411	0.027364%
169	80942	ING USA Ann & Life Ins Co	3,724,346	0.026558%
170	60275	American Bankers Life Assur Co Of FL	3,601,342	0.025680%
171	63983	United Heritage Life Ins Co	3,598,174	0.025658%
172	91693	IA Amer Life Ins Co	3,528,986	0.025164%
173	67180	Ohio State Life Ins Co	3,471,108	0.024752%
174	64513	Horace Mann Life Ins Co	3,415,492	0.024355%
175	63495	First Investors Life Ins Co	3,350,693	0.023893%
176	66141	Health Net Life Ins Co	3,299,911	0.023531%
177	93459	Pan Amer Assur Co	3,244,188	0.023134%
178	67199	Old Amer Ins Co	3,158,329	0.022521%
179	63053	Family Life Ins Co	3,148,376	0.022450%
180	90557	Zurich Amer Life Ins Co	3,070,259	0.021893%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
181	84522	Auto Club Life Ins Co	2,953,874	0.021063%
182	68802	Sentinel Security Life Ins Co	2,793,767	0.019922%
183	63657	Garden State Life Ins Co	2,760,550	0.019685%
184	62596	Union Fidelity Life Ins Co	2,738,151	0.019525%
185	76112	Oxford Life Ins Co	2,719,539	0.019392%
186	66850	National Western Life Ins Co	2,634,539	0.018786%
187	69922	United Home Life Ins Co	2,590,869	0.018475%
188	68772	Security Mut Life Ins Co Of NY	2,537,153	0.018092%
189	68810	Sentry Life Ins Co	2,369,123	0.016894%
190	93696	Fidelity Investments Life Ins Co	2,297,782	0.016385%
191	62286	Golden Rule Ins Co	2,250,276	0.016046%
192	61409	National Benefit Life Ins Co	2,240,853	0.015979%
193	76023	Columbian Life Ins Co	2,210,382	0.015762%
194	63223	Federal Life Ins Co	2,147,709	0.015315%
195	62057	Lincoln Life & Ann Co of NY	2,131,435	0.015199%
196	65870	Manhattan Life Ins Co	2,129,931	0.015188%
197	63487	Investors Life Ins Co N Amer	2,106,693	0.015022%
198	69566	Trans World Assur Co	2,058,046	0.014675%
199	97721	Thrivent Life Ins Co	2,036,724	0.014523%
200	60941	SunAmerica Ann & Life Assur Co	2,030,034	0.014476%
201	71331	Careamerica Life Ins Co	2,008,378	0.014321%
202	67148	Occidental Life Ins Co Of NC	1,988,540	0.014180%
203	67059	North Coast Life Ins Co	1,961,649	0.013988%
204	68373	American Gen Assur Co	1,901,681	0.013560%
205	61212	Baltimore Life Ins Co	1,842,883	0.013141%
206	68675	Security Benefit Life Ins Co	1,835,988	0.013092%
207	62880	AXA Equitable Life & Ann Co	1,833,773	0.013076%
208	64017	Jefferson Natl Life Ins Co	1,808,375	0.012895%
209	69914	Sears Life Ins Co	1,715,527	0.012233%
210	62413	Continental Assur Co	1,712,731	0.012213%
211	69477	Time Ins Co	1,686,309	0.012025%
212	80705	US Br Great West Life Assur Co	1,621,891	0.011565%
213	71870	Fidelity Security Life Ins Co	1,568,648	0.011186%
214	70173	Universal Underwriters Life Ins Co	1,564,136	0.011154%
215	61751	Central States H & L Co Of Omaha	1,481,615	0.010565%
216	73288	Humana Ins Co	1,443,729	0.010295%
217	92916	United Amer Ins Co	1,441,613	0.010280%
218	60399	American Family Life Ins Co	1,397,776	0.009967%
219	92711	HCC Life Ins Co	1,270,762	0.009062%
220	65080	John Alden Life Ins Co	1,219,970	0.008699%
221	68721	Security Life Ins Co Of Amer	1,197,032	0.008536%
222	81264	Nippon Life Ins Co Of Amer	1,162,695	0.008291%
223	62928	EMC Natl Life Co	1,157,976	0.008257%
224	61875	Church Life Ins Corp	1,149,335	0.008196%
225	68039	Presidential Life Ins Co	1,148,850	0.008192%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
226	79022	Transamerica Advisors Life Ins Co	1,121,608	0.007998%
227	60429	American Fidelity Life Ins Co	1,092,285	0.007789%
228	99775	Funeral Directors Life Ins Co	1,044,507	0.007448%
229	66540	National Farmers Union Life Ins Co	1,015,304	0.007240%
230	86355	Standard Life & Accident Ins Co	1,015,155	0.007239%
231	97055	Mega Life & Hlth Ins Co The	1,013,568	0.007228%
232	80985	4 Ever Life Ins Co	973,649	0.006943%
233	65781	Madison Natl Life Ins Co Inc	967,347	0.006898%
234	66087	Mid West Natl Life Ins Co Of TN	943,992	0.006731%
235	67598	Paul Revere Life Ins Co	929,553	0.006628%
236	69140	First Allmerica Fin Life Ins Co	928,425	0.006620%
237	67660	Pennsylvania Life Ins Co	917,879	0.006545%
238	77720	LifeSecure Ins Co	869,619	0.006201%
239	93513	MetLife Investors Ins Co	776,781	0.005539%
240	69485	Security Natl Life Ins Co	760,220	0.005421%
241	71714	Berkshire Life Ins Co of Amer	748,958	0.005341%
242	60704	Wilton Reassur Life Co of NY	730,030	0.005206%
243	87645	United Fidelity Life Ins Co	705,070	0.005028%
244	67539	Pan Amer Life Ins Co	654,495	0.004667%
245	65951	Merit Life Ins Co	648,937	0.004627%
246	60003	Park Avenue Life Ins Co	574,589	0.004097%
247	60836	American Republic Ins Co	522,731	0.003727%
248	70688	Transamerica Financial Life Ins Co	508,881	0.003629%
249	62421	Heritage Union Life Ins Co	502,418	0.003583%
250	69701	Union Bankers Ins Co	500,919	0.003572%
251	65811	American Modern Life Ins Co	450,643	0.003213%
252	68160	Balboa Life Ins Co	449,407	0.003205%
253	88668	Mutual Of Amer Life Ins Co	436,759	0.003114%
254	64580	Illinois Mut Life Ins Co	431,741	0.003079%
255	70874	Allstate Life Ins Co Of NY	407,975	0.002909%
256	65110	Kanawha Ins Co	406,653	0.002900%
257	97764	Idealife Ins Co	394,046	0.002810%
258	62863	Trustmark Life Ins Co	390,157	0.002782%
259	63819	Unity Financial Life Ins Co	361,910	0.002581%
260	89184	Sterling Investors Life Ins Co	316,530	0.002257%
261	86630	Prudential Ann Life Assur Corp	274,043	0.001954%
262	67601	Paul Revere Variable Ann Ins Co	271,212	0.001934%
263	66109	Midwestern United Life Ins Co	269,039	0.001918%
264	93610	John Hancock Life & Hlth Ins Co	254,043	0.001812%
265	11121	Unified Life Ins Co	246,390	0.001757%
266	70432	Western Natl Life Ins Co	245,065	0.001748%
267	70580	Humanadental Ins Co	242,529	0.001729%
268	86126	Members Life Ins Co	231,472	0.001651%
269	63479	United Teacher Assoc Ins Co	217,941	0.001554%
270	68543	Liberty Bankers Life Ins Co	210,813	0.001503%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
271	90638	Best Life & Hlth Ins Co	204,023	0.001455%
272	62359	Constitution Life Ins Co	203,889	0.001454%
273	66265	Monarch Life Ins Co	200,430	0.001429%
274	71404	Continental Gen Ins Co	197,222	0.001406%
275	62103	Columbian Mut Life Ins Co	195,707	0.001396%
276	69647	Molina Hlthcare Ins Co	195,693	0.001395%
277	67393	Ozark Natl Life Ins Co	194,590	0.001388%
278	71773	American Natl Life Ins Co Of TX	190,530	0.001359%
279	67946	Pioneer Security Life Ins Co	172,515	0.001230%
280	60183	S USA Life Ins Co Inc	169,849	0.001211%
281	93742	Securian Life Ins Co	166,458	0.001187%
282	65722	Loyal Amer Life Ins Co	165,729	0.001182%
283	62634	Delaware Amer Life Ins Co	161,275	0.001150%
284	72850	United World Life Ins Co	160,668	0.001146%
285	88536	Protective Life & Annuity Ins Co	148,938	0.001062%
286	69892	United Farm Family Life Ins Co	147,543	0.001052%
287	60291	American Capitol Ins Co	139,918	0.000998%
288	62383	Centurion Life Ins Co	117,540	0.000838%
289	68632	Vantis Life Ins Co	110,532	0.000788%
290	70114	Unity Mut Life Ins Co	103,173	0.000736%
291	67873	Pioneer Amer Ins Co	102,189	0.000729%
292	97268	Pacific Life & Ann Co	98,890	0.000705%
293	71323	Zale Life Ins Co	95,439	0.000681%
294	68047	Professional Ins Co	87,025	0.000621%
295	61883	Central United Life Ins Co	86,235	0.000615%
296	68985	Starmount Life Ins Co	84,459	0.000602%
297	92444	Doctors Life Ins Co	77,263	0.000551%
298	62510	Equitrust Life Ins Co	75,524	0.000539%
299	97241	Settlers Life Ins Co	73,883	0.000527%
300	67032	North Carolina Mut Life Ins Co	61,101	0.000436%
301	86371	Ullico Life Ins Co	57,039	0.000407%
302	71730	Continental Amer Ins Co	55,107	0.000393%
303	71471	Ability Ins Co	52,238	0.000372%
304	82880	CSI Life Ins Co	36,705	0.000262%
305	90328	First Hlth Life & Hlth Ins Co	36,331	0.000259%
306	69078	Standard Security Life Ins Co Of NY	35,678	0.000254%
307	87963	National Teachers Assoc Life Ins Co	34,465	0.000246%
308	68446	Longevity Ins Co	33,658	0.000240%
309	70629	World Ins Co	32,916	0.000235%
310	68284	Pyramid Life Ins Co	30,725	0.000219%
311	74780	Integrity Life Ins Co	30,217	0.000215%
312	90581	Symetra Natl Life Ins Co	28,825	0.000206%
313	68357	Reliable Life Ins Co	23,344	0.000166%
314	69698	New Era Life Ins Co Of Midwest	20,256	0.000144%
315	77968	Family Heritage Life Ins Co Of Amer	18,447	0.000132%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
316	93440	HM Life Ins Co	15,565	0.000111%
317	60216	Amalgamated Life Ins Co	15,244	0.000109%
318	84174	Employees Life Co Mut	14,809	0.000106%
319	94188	Lifewise Assur Co	14,297	0.000102%
320	64238	Guaranty Income Life Ins Co	14,051	0.000100%
321	92738	American Equity Invest Life Ins Co	13,248	0.000094%
322	71072	Marquette Natl Life Ins Co	11,764	0.000084%
323	90247	Pharmacists Life Ins Co	10,026	0.000071%
324	60232	Philadelphia Financial Life Assur Co	7,322	0.000052%
325	64939	Investors Ins Corp	5,203	0.000037%
326	72613	USAA Direct Life Ins Co	4,266	0.000030%
327	85561	Perico Life Ins Co	3,490	0.000025%
328	64890	Berkley Life & Hlth Ins Co	3,434	0.000024%
329	78743	New Era Life Ins Co	2,514	0.000018%
330	74004	Family Serv Life Ins Co	2,236	0.000016%
331	31119	Medico Ins Co	1,863	0.000013%
332	70955	USA Life One Ins Co Of IN	1,589	0.000011%
333	81779	Individual Assur Co Life Hlth & Acc	1,396	0.000010%
334	80799	Celtic Ins Co	1,206	0.000009%
335	60801	American Public Life Ins Co	1,117	0.000008%
336	82538	National Hlth Ins Co	631	0.000004%
337	76007	Old United Life Ins Co	535	0.000004%
338	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%
339	78301	Corvesta Life Ins Co	389	0.000003%
340	98205	National Found Life Ins Co	91	0.000001%
341	70785	Pacificare Life & Hlth Ins Co	23	0.000000%
	Totals:		14,023,702,701	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
1	65056	Jackson Natl Life Ins Co	1,641,128,649	7.924882%
2	79227	Pruco Life Ins Co	1,545,913,180	7.465094%
3	65676	Lincoln Natl Life Ins Co	1,215,460,732	5.869365%
4	61050	MetLife Investors USA Ins Co	1,179,694,101	5.696650%
5	90611	Allianz Life Ins Co Of N Amer	1,110,427,726	5.362169%
6	91596	New York Life Ins & Ann Corp	876,889,505	4.234431%
7	86509	Ing Life Ins & Ann Co	703,291,295	3.396139%
8	61689	Aviva Life & Ann Co	670,064,273	3.235688%
9	69345	Teachers Ins & Ann Assoc Of Amer	620,245,629	2.995118%
10	68322	Great W Life & Ann Ins Co	574,247,014	2.772994%
11	65005	RiverSource Life Ins Co	557,513,237	2.692188%
12	67466	Pacific Life Ins Co	520,659,374	2.514223%
13	62944	AXA Equitable Life Ins Co	434,395,836	2.097663%
14	86630	Prudential Ann Life Assur Corp	433,557,668	2.093616%
15	92738	American Equity Invest Life Ins Co	406,233,830	1.961671%
16	79065	Sun Life Assur Co Of Canada US	401,909,075	1.940787%
17	70238	Variable Ann Life Ins Co	388,861,954	1.877784%
18	86231	Transamerica Life Ins Co	384,761,919	1.857985%
19	70432	Western Natl Life Ins Co	340,232,927	1.642958%
20	65528	Life Ins Co Of The Southwest	338,699,098	1.635551%
21	65978	Metropolitan Life Ins Co	333,308,651	1.609521%
22	93696	Fidelity Investments Life Ins Co	325,672,918	1.572649%
23	80942	ING USA Ann & Llife Ins Co	324,668,886	1.567801%
24	65838	John Hancock Life Ins Co (USA)	310,566,376	1.499701%
25	66044	Midland Natl Life Ins Co	304,228,282	1.469095%
26	68608	Symetra Life Ins Co	281,986,069	1.361689%
27	68241	Prudential Ins Co Of Amer	255,041,427	1.231575%
28	66974	North Amer Co Life & Hlth Ins	239,680,545	1.157399%
29	60941	SunAmerica Ann & Life Assur Co	221,322,528	1.068749%
30	60739	American Natl Ins Co	208,684,770	1.007722%
31	60895	American United Life Ins Co	178,277,242	0.860887%
32	65935	Massachusetts Mut Life Ins Co	177,122,708	0.855312%
33	66850	National Western Life Ins Co	160,588,042	0.775467%
34	68136	Protective Life Ins Co	140,053,945	0.676310%
35	61271	Principal Life Ins Co	139,149,867	0.671944%
36	69663	USAA Life Ins Co	133,507,559	0.644698%
37	63312	Great Amer Life Ins Co	128,577,411	0.620890%
38	67105	Reliastar Life Ins Co	113,538,123	0.548267%
39	63274	Fidelity & Guar Life Ins Co	112,626,271	0.543863%
40	65536	Genworth Life & Ann Ins Co	104,227,827	0.503308%
41	78778	Guardian Ins & Ann Co Inc	92,974,277	0.448966%
42	69868	United Of Omaha Life Ins Co	92,463,459	0.446499%
43	67172	Ohio Natl Life Ins Co	91,575,343	0.442210%
44	60488	American Gen Life Ins Co	86,680,825	0.418575%
45	61492	Liberty Life Ins Co	84,176,618	0.406482%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
46	61263	Bankers Life & Cas Co	83,627,473	0.403831%
47	93661	Annuity Investors Life Ins Co	78,916,755	0.381083%
48	65595	Lincoln Benefit Life Co	76,472,028	0.369277%
49	71854	AAA Life Ins Co	71,116,286	0.343415%
50	62626	Cuna Mut Ins Society	69,780,149	0.336963%
51	67091	Northwestern Mut Life Ins Co	68,029,509	0.328509%
52	61301	Ameritas Life Ins Corp	62,796,836	0.303241%
53	80837	Union Central Life Ins Co	48,109,156	0.232315%
54	66168	Minnesota Life Ins Co	47,542,199	0.229578%
55	69019	Standard Ins Co	44,729,527	0.215995%
56	69116	State Life Ins Co	42,506,896	0.205262%
57	62383	Centurion Life Ins Co	41,127,033	0.198599%
58	60410	American Fidelity Assur Co	40,879,776	0.197405%
59	69108	State Farm Life Ins Co	40,225,191	0.194244%
60	66281	Monumental Life Ins Co	40,116,769	0.193721%
61	91642	Forethought Life Ins Co	39,332,176	0.189932%
62	97721	Thrivent Life Ins Co	36,671,312	0.177083%
63	84514	Industrial Alliance Pacific Ins & Fi	34,811,851	0.168104%
64	64513	Horace Mann Life Ins Co	34,562,202	0.166898%
65	62510	Equitrust Life Ins Co	34,006,006	0.164212%
66	68675	Security Benefit Life Ins Co	32,813,619	0.158454%
67	93513	MetLife Investors Ins Co	31,725,900	0.153202%
68	65242	Lafayette Life Ins Co	31,325,463	0.151268%
69	63177	Farmers New World Life Ins Co	30,986,118	0.149630%
70	97268	Pacific Life & Ann Co	30,863,226	0.149036%
71	87726	Metlife Ins Co of CT	30,765,342	0.148563%
72	93432	CM Life Ins Co	30,554,022	0.147543%
73	74780	Integrity Life Ins Co	28,029,382	0.135352%
74	68381	Reliance Standard Life Ins Co	27,614,066	0.133346%
75	68810	Sentry Life Ins Co	26,615,152	0.128522%
76	66915	New York Life Ins Co	26,392,568	0.127448%
77	92622	Western Southern Life Assur Co	25,558,499	0.123420%
78	64017	Jefferson Natl Life Ins Co	24,661,953	0.119091%
79	88072	Hartford Life Ins Co	24,132,273	0.116533%
80	66869	Nationwide Life Ins Co	23,136,483	0.111724%
81	70025	Genworth Life Ins Co	20,759,437	0.100246%
82	61999	Americo Fin Life & Ann Ins Co	19,986,589	0.096514%
83	60186	Allstate Life Ins Co	16,441,714	0.079396%
84	84174	Employees Life Co Mut	14,365,347	0.069369%
85	67644	Penn Mut Life Ins Co	13,972,663	0.067473%
86	60142	TIAA Cref Life Ins Co	11,748,157	0.056731%
87	84824	Commonwealth Ann & Life Ins Co	11,295,623	0.054546%
88	68543	Liberty Bankers Life Ins Co	11,098,336	0.053593%
89	91413	Western Reserve Life Assur Co of OH	10,717,235	0.051753%
90	71153	Hartford Life & Ann Ins Co	9,959,895	0.048096%



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
91	64939	Investors Ins Corp	8,201,493	0.039604%
92	60232	Philadelphia Financial Life Assur Co	8,150,742	0.039359%
93	91626	New England Life Ins Co	7,861,010	0.037960%
94	66842	American Gen Life Ins Co of DE	6,603,983	0.031890%
95	66672	American Gen Life & Acc Ins Co	5,581,663	0.026953%
96	70319	Washington Natl Ins Co	4,446,091	0.021470%
97	84786	Colorado Bankers Life Ins Co	4,379,980	0.021151%
98	90557	Zurich Amer Life Ins Co	4,193,333	0.020249%
99	69256	Sunamerica Life Ins Co	4,151,633	0.020048%
100	93548	PHL Variable Ins Co	4,129,196	0.019940%
101	65129	Kansas City Life Ins Co	3,926,845	0.018962%
102	68039	Presidential Life Ins Co	3,710,196	0.017916%
103	71129	Fort Dearborn Life Ins Co	3,552,399	0.017154%
104	60445	Sagicor Life Ins Co	3,415,944	0.016495%
105	64238	Guaranty Income Life Ins Co	3,128,954	0.015109%
106	70688	Transamerica Financial Life Ins Co	2,568,424	0.012403%
107	76236	Cincinnati Life Ins Co	2,496,404	0.012055%
108	79022	Transamerica Advisors Life Ins Co	2,371,389	0.011451%
109	78077	Mony Life Ins Co Of Amer	2,343,973	0.011319%
110	64246	Guardian Life Ins Co Of Amer	2,204,412	0.010645%
111	63665	General Amer Life Ins Co	2,103,116	0.010156%
112	99937	Columbus Life Ins Co	2,079,426	0.010041%
113	60054	Aetna Life Ins Co	1,937,660	0.009357%
114	63479	United Teacher Assoc Ins Co	1,744,000	0.008422%
115	61395	Beneficial Life Ins Co	1,663,356	0.008032%
116	62057	Lincoln Life & Ann Co of NY	1,417,530	0.006845%
117	66680	National Life Ins Co	1,216,116	0.005873%
118	67989	American Memorial Life Ins Co	1,185,494	0.005725%
119	72125	Physicians Life Ins Co	1,123,085	0.005423%
120	65315	Liberty Life Assur Co Of Boston	1,104,431	0.005333%
121	61875	Church Life Ins Corp	1,097,293	0.005299%
122	62308	Connecticut Gen Life Ins Co	1,065,479	0.005145%
123	90212	Great Southern Life Ins Co	1,044,019	0.005041%
124	61360	Reliastar Life Ins Co Of NY	967,742	0.004673%
125	72222	Amica Life Ins Co	869,667	0.004200%
126	71480	Great Western Ins Co	832,738	0.004021%
127	71439	Assurity Life Ins Co	820,919	0.003964%
128	70408	Union Security Ins Co	800,562	0.003866%
129	67059	North Coast Life Ins Co	788,843	0.003809%
130	99775	Funeral Directors Life Ins Co	782,021	0.003776%
131	70106	United States Life Ins Co In NYC	690,587	0.003335%
132	65781	Madison Natl Life Ins Co Inc	602,517	0.002910%
133	70335	West Coast Life Ins Co	566,438	0.002735%
134	67814	Phoenix Life Ins Co	544,529	0.002629%
135	62928	EMC Natl Life Co	474,758	0.002293%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
136	84522	Auto Club Life Ins Co	448,573	0.002166%
137	65722	Loyal Amer Life Ins Co	439,869	0.002124%
138	71870	Fidelity Security Life Ins Co	431,878	0.002086%
139	68772	Security Mut Life Ins Co Of NY	410,269	0.001981%
140	63258	Federated Life Ins Co	398,287	0.001923%
141	60038	Acacia Life Ins Co	384,792	0.001858%
142	68594	American Amicable Life Ins Co Of TX	380,260	0.001836%
143	63983	United Heritage Life Ins Co	362,636	0.001751%
144	66427	MTL Ins Co	343,621	0.001659%
145	91693	IA Amer Life Ins Co	297,539	0.001437%
146	67148	Occidental Life Ins Co Of NC	285,556	0.001379%
147	64505	Homesteaders Life Co	262,178	0.001266%
148	62345	Berkshire Hathaway Life Ins Co NE	228,664	0.001104%
149	69310	Surety Life Ins Co	203,155	0.000981%
150	69272	Sunset Life Ins Co Of Amer	185,413	0.000895%
151	60429	American Fidelity Life Ins Co	175,907	0.000849%
152	65919	Primerica Life Ins Co	168,021	0.000811%
153	70211	Reassure Amer Life Ins Co	164,940	0.000796%
154	61832	Chesapeake Life Ins Co	163,302	0.000789%
155	63495	First Investors Life Ins Co	151,153	0.000730%
156	63223	Federal Life Ins Co	142,160	0.000686%
157	66370	Mony Life Ins Co	126,363	0.000610%
158	69485	Security Natl Life Ins Co	117,174	0.000566%
159	80802	US Br SunLife Assur Co Of Canada	116,922	0.000565%
160	69566	Trans World Assur Co	111,118	0.000537%
161	62286	Golden Rule Ins Co	94,749	0.000458%
162	66583	National Guardian Life Ins Co	93,712	0.000453%
163	64580	Illinois Mut Life Ins Co	82,146	0.000397%
164	70580	Humanadental Ins Co	77,344	0.000373%
165	63967	Government Personnel Mut Life Ins Co	75,553	0.000365%
166	92657	Nationwide Life & Ann Ins Co	69,314	0.000335%
167	65900	Conseco Life Ins Co	69,221	0.000334%
168	67911	Pioneer Mut Life Ins Co	63,295	0.000306%
169	67652	First Penn Pacific Life Ins Co	54,241	0.000262%
170	92916	United Amer Ins Co	49,991	0.000241%
171	86355	Standard Life & Accident Ins Co	47,904	0.000231%
172	88668	Mutual Of Amer Life Ins Co	47,790	0.000231%
173	68713	Security Life Of Denver Ins Co	38,198	0.000184%
174	70435	The Savings Bank Life Ins Co Of MA	35,000	0.000169%
175	66087	Mid West Natl Life Ins Co Of TN	33,208	0.000160%
176	76112	Oxford Life Ins Co	30,000	0.000145%
177	65927	Lincoln Heritage Life Ins Co	26,768	0.000129%
178	61808	Charter Natl Life Ins Co	25,500	0.000123%
179	80659	US Business of Canada Life Assur Co	24,402	0.000118%
180	87645	United Fidelity Life Ins Co	19,848	0.000096%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
181	77720	LifeSecure Ins Co	19,499	0.000094%
182	67660	Pennsylvania Life Ins Co	18,859	0.000091%
183	81213	American Maturity Life Ins Co	16,899	0.000082%
184	69698	New Era Life Ins Co Of Midwest	16,460	0.000079%
185	97136	Metropolitan Tower Life Ins Co	16,400	0.000079%
186	60534	American Heritage Life Ins Co	15,826	0.000076%
187	70114	Unity Mut Life Ins Co	15,445	0.000075%
188	60399	American Family Life Ins Co	13,967	0.000067%
189	64211	Guarantee Trust Life Ins Co	13,774	0.000067%
190	67539	Pan Amer Life Ins Co	13,480	0.000065%
191	97055	Mega Life & Hlth Ins Co The	11,605	0.000056%
192	65870	Manhattan Life Ins Co	11,398	0.000055%
193	65080	John Alden Life Ins Co	11,329	0.000055%
194	63487	Investors Life Ins Co N Amer	9,750	0.000047%
195	60275	American Bankers Life Assur Co Of FL	8,984	0.000043%
196	92711	HCC Life Ins Co	8,400	0.000041%
197	62235	Unum Life Ins Co Of Amer	7,991	0.000039%
198	92444	Doctors Life Ins Co	6,000	0.000029%
199	94099	United Investors Life Ins Co	5,976	0.000029%
200	63053	Family Life Ins Co	5,660	0.000027%
201	62049	Colonial Life & Accident Ins Co	4,600	0.000022%
202	67083	Manhattan Natl Life Ins Co	4,308	0.000021%
203	68721	Security Life Ins Co Of Amer	3,330	0.000016%
204	11121	Unified Life Ins Co	3,256	0.000016%
205	62103	Columbian Mut Life Ins Co	2,900	0.000014%
206	90247	Pharmacists Life Ins Co	2,400	0.000012%
207	70629	World Ins Co	2,120	0.000010%
208	67393	Ozark Natl Life Ins Co	2,057	0.000010%
209	89184	Sterling Investors Life Ins Co	1,964	0.000009%
210	67946	Pioneer Security Life Ins Co	1,870	0.000009%
211	60704	Wilton Reassur Life Co of NY	1,822	0.000009%
212	69647	Molina Hlthcare Ins Co	1,570	0.000008%
213	62596	Union Fidelity Life Ins Co	1,529	0.000007%
214	67873	Pioneer Amer Ins Co	1,401	0.000007%
215	97764	Idealife Ins Co	1,159	0.000006%
216	65331	Liberty Natl Life Ins Co	1,144	0.000006%
217	91472	Globe Life & Accident Ins Co	1,089	0.000005%
218	62413	Continental Assur Co	1,000	0.000005%
219	67180	Ohio State Life Ins Co	847	0.000004%
220	93629	Prudential Retirement Ins & Ann Co	700	0.000003%
221	68446	Longevity Ins Co	650	0.000003%
222	69930	United Ins Co Of Amer	600	0.000003%
223	69922	United Home Life Ins Co	600	0.000003%
224	66265	Monarch Life Ins Co	600	0.000003%
225	60577	American Income Life Ins Co	423	0.000002%

California Life & Annuity Market Share Report  
 Premiums Written During Calendar Year 2010  
 Line of Business: **ANNUITY CONSIDERATIONS**  
 Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Written Premium	Market Share
226	66109	Midwestern United Life Ins Co	330	0.000002%
227	70815	Hartford Life & Accident Ins Co	309	0.000001%
228	64343	Pacific Guardian Life Ins Co Ltd	298	0.000001%
229	65110	Kanawha Ins Co	240	0.000001%
230	69701	Union Bankers Ins Co	235	0.000001%
231	70483	Western & Southern Life Ins Co	170	0.000001%
232	78743	New Era Life Ins Co	127	0.000001%
233	94250	Banner Life Ins Co	120	0.000001%
234	69892	United Farm Family Life Ins Co	25	0.000000%
235	66540	National Farmers Union Life Ins Co	9	0.000000%
Totals:			20,708,557,011	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Market Share [Written Premium]**

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	62825	Anthem Blue Cross Life & Health Ins Co	4,930,826,389	27.807115%
2	79413	UnitedHealthcare Ins Co	1,778,958,288	10.032334%
3	60054	Aetna Life Ins Co	1,740,218,943	9.813866%
4	61557	Blue Shield of CA Life & Hlth Ins Co	1,334,657,967	7.526728%
5	66141	Health Net Life Ins Co	1,084,245,675	6.114542%
6	62308	Connecticut Gen Life Ins Co	840,395,761	4.739364%
7	65978	Metropolitan Life Ins Co	638,566,720	3.601161%
8	64246	Guardian Life Ins Co Of Amer	379,825,264	2.142003%
9	60380	American Family Life Assur Co of Col	314,239,919	1.772138%
10	62235	Unum Life Ins Co Of Amer	279,267,459	1.574913%
11	70025	Genworth Life Ins Co	226,245,824	1.275900%
12	69019	Standard Ins Co	216,951,818	1.223487%
13	73288	Humana Ins Co	204,883,197	1.155427%
14	70815	Hartford Life & Accident Ins Co	194,158,712	1.094947%
15	61271	Principal Life Ins Co	186,519,871	1.051868%
16	65498	Life Ins Co Of N Amer	175,859,517	0.991750%
17	90328	First Hlth Life & Hlth Ins Co	142,930,533	0.806049%
18	65838	John Hancock Life Ins Co (USA)	115,628,100	0.652078%
19	70785	Pacificare Life & Hlth Ins Co	112,590,364	0.634947%
20	80802	US Br SunLife Assur Co Of Canada	109,803,014	0.619228%
21	68241	Prudential Ins Co Of Amer	108,435,133	0.611514%
22	65676	Lincoln Natl Life Ins Co	104,713,627	0.590527%
23	62049	Colonial Life & Accident Ins Co	102,047,551	0.575491%
24	65315	Liberty Life Assur Co Of Boston	97,111,971	0.547657%
25	60410	American Fidelity Assur Co	93,612,007	0.527920%
26	67105	Reliastar Life Ins Co	91,687,477	0.517066%
27	70408	Union Security Ins Co	82,654,470	0.466125%
28	68381	Reliance Standard Life Ins Co	76,675,020	0.432404%
29	67091	Northwestern Mut Life Ins Co	74,268,491	0.418833%
30	68195	Provident Life & Accident Ins Co	73,566,239	0.414873%
31	61263	Bankers Life & Cas Co	69,035,424	0.389321%
32	86231	Transamerica Life Ins Co	61,322,032	0.345822%
33	66915	New York Life Ins Co	60,238,216	0.339710%
34	97055	Mega Life & Hlth Ins Co The	58,600,270	0.330473%
35	65935	Massachusetts Mut Life Ins Co	49,953,384	0.281709%
36	66869	Nationwide Life Ins Co	49,875,101	0.281268%
37	66087	Mid West Natl Life Ins Co Of TN	45,743,162	0.257966%
38	92711	HCC Life Ins Co	45,442,622	0.256271%
39	67660	Pennsylvania Life Ins Co	45,132,519	0.254522%
40	72850	United World Life Ins Co	44,803,523	0.252667%
41	66281	Monumental Life Ins Co	41,905,994	0.236326%
42	81264	Nippon Life Ins Co Of Amer	41,798,581	0.235721%
43	92916	United Amer Ins Co	41,402,916	0.233489%
44	68608	Symetra Life Ins Co	40,946,395	0.230915%
45	61301	Ameritas Life Ins Corp	39,955,487	0.225327%
46	71870	Fidelity Security Life Ins Co	37,987,807	0.214230%

California Life & Annuity Market Share Report  
 Premiums Written During Calendar Year 2010  
 Line of Business: **ACCIDENT AND HEALTH**  
 Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
47	69477	Time Ins Co	37,628,663	0.212205%
48	65021	Stonebridge Life Ins Co	36,999,727	0.208658%
49	62146	Combined Ins Co Of Amer	36,910,624	0.208155%
50	65005	RiverSource Life Ins Co	36,231,743	0.204327%
51	70580	Humanadental Ins Co	35,759,670	0.201665%
52	67598	Paul Revere Life Ins Co	33,709,875	0.190105%
53	69868	United Of Omaha Life Ins Co	33,447,479	0.188625%
54	60534	American Heritage Life Ins Co	31,764,321	0.179133%
55	71412	Mutual Of Omaha Ins Co	30,360,371	0.171216%
56	68284	Pyramid Life Ins Co	30,274,626	0.170732%
57	70106	United States Life Ins Co In NYC	29,261,026	0.165016%
58	68322	Great W Life & Ann Ins Co	26,589,166	0.149948%
59	62626	Cuna Mut Ins Society	25,889,001	0.146000%
60	87963	National Teachers Assoc Life Ins Co	22,395,982	0.126301%
61	91529	Unimerica Ins Co	20,040,743	0.113019%
62	65595	Lincoln Benefit Life Co	20,010,412	0.112848%
63	87726	Metlife Ins Co of CT	19,737,533	0.111309%
64	93440	HM Life Ins Co	19,516,077	0.110060%
65	70319	Washington Natl Ins Co	18,439,806	0.103990%
66	90611	Allianz Life Ins Co Of N Amer	17,777,337	0.100254%
67	69663	USAA Life Ins Co	17,505,127	0.098719%
68	70939	Gerber Life Ins Co	17,445,178	0.098381%
69	80926	Sun Life & Hlth Ins Co	16,181,099	0.091252%
70	76325	Senior Hlth Ins Co of PA	15,538,485	0.087628%
71	67539	Pan Amer Life Ins Co	15,494,415	0.087380%
72	68721	Security Life Ins Co Of Amer	14,890,401	0.083974%
73	69000	Northwestern Long Term Care Ins Co	14,541,402	0.082005%
74	66168	Minnesota Life Ins Co	13,780,109	0.077712%
75	71714	Berkshire Life Ins Co of Amer	13,494,086	0.076099%
76	60895	American United Life Ins Co	13,074,648	0.073734%
77	80578	Physicians Mut Ins Co	12,455,977	0.070245%
78	70211	Reassure Amer Life Ins Co	10,971,000	0.061870%
79	66842	American Gen Life Ins Co of DE	10,772,774	0.060752%
80	80314	Unicare Life & Hlth Ins Co	10,653,745	0.060081%
81	71854	AAA Life Ins Co	9,884,656	0.055744%
82	65110	Kanawha Ins Co	9,708,093	0.054748%
83	88072	Hartford Life Ins Co	9,688,097	0.054635%
84	62944	AXA Equitable Life Ins Co	8,572,330	0.048343%
85	79014	Safehealth Life Ins Co	8,410,295	0.047429%
86	69744	Union Labor Life Ins Co	8,292,518	0.046765%
87	69116	State Life Ins Co	7,972,790	0.044962%
88	66583	National Guardian Life Ins Co	6,977,166	0.039347%
89	71129	Fort Dearborn Life Ins Co	6,834,197	0.038541%
90	90638	Best Life & Hlth Ins Co	6,613,403	0.037296%
91	71439	Assurity Life Ins Co	5,843,233	0.032953%
92	12902	Healthspring Life & Hlth Ins Co Inc	5,567,089	0.031395%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Market Share [Written Premium]**

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
93	60577	American Income Life Ins Co	5,475,520	0.030879%
94	68373	American Gen Assur Co	5,381,041	0.030346%
95	86355	Standard Life & Accident Ins Co	5,282,614	0.029791%
96	63290	Fidelity Life Assn A Legal Reserve L	5,214,034	0.029404%
97	61069	Anthem Life Ins Co	5,190,874	0.029274%
98	65536	Genworth Life & Ann Ins Co	5,053,162	0.028497%
99	62596	Union Fidelity Life Ins Co	4,955,325	0.027945%
100	60186	Allstate Life Ins Co	4,859,961	0.027407%
101	80837	Union Central Life Ins Co	4,645,919	0.026200%
102	80896	Centre Life Ins Co	4,589,250	0.025881%
103	69701	Union Bankers Ins Co	4,566,217	0.025751%
104	61492	Liberty Life Ins Co	4,473,708	0.025229%
105	61425	Trustmark Ins Co	4,387,155	0.024741%
106	63177	Farmers New World Life Ins Co	4,366,468	0.024624%
107	64211	Guarantee Trust Life Ins Co	4,322,818	0.024378%
108	69078	Standard Security Life Ins Co Of NY	4,022,880	0.022687%
109	67369	Cigna Hlth & Life Ins Co	3,978,492	0.022436%
110	66370	Mony Life Ins Co	3,968,000	0.022377%
111	60275	American Bankers Life Assur Co Of FL	3,930,413	0.022165%
112	71730	Continental Amer Ins Co	3,922,954	0.022123%
113	69914	Sears Life Ins Co	3,900,859	0.021999%
114	68047	Professional Ins Co	3,775,419	0.021291%
115	66680	National Life Ins Co	3,491,818	0.019692%
116	62863	Trustmark Life Ins Co	3,321,229	0.018730%
117	60488	American Gen Life Ins Co	3,035,591	0.017119%
118	63665	General Amer Life Ins Co	2,594,780	0.014633%
119	63053	Family Life Ins Co	2,536,081	0.014302%
120	80705	US Br Great West Life Assur Co	2,468,586	0.013921%
121	65900	Conseco Life Ins Co	2,429,507	0.013701%
122	66265	Monarch Life Ins Co	2,370,494	0.013368%
123	91472	Globe Life & Accident Ins Co	2,327,340	0.013125%
124	80799	Celtic Ins Co	2,316,661	0.013065%
125	63479	United Teacher Assoc Ins Co	2,288,148	0.012904%
126	65080	John Alden Life Ins Co	2,235,329	0.012606%
127	77968	Family Heritage Life Ins Co Of Amer	2,154,072	0.012148%
128	71773	American Natl Life Ins Co Of TX	2,113,945	0.011921%
129	89206	Ohio Natl Life Assur Corp	1,952,963	0.011014%
130	62286	Golden Rule Ins Co	1,952,560	0.011011%
131	63258	Federated Life Ins Co	1,934,384	0.010909%
132	61476	Boston Mut Life Ins Co	1,896,946	0.010698%
133	93777	Household Life Ins Co	1,869,094	0.010541%
134	68160	Balboa Life Ins Co	1,842,208	0.010389%
135	67784	Philadelphia Amer Life Ins Co	1,827,123	0.010304%
136	65927	Lincoln Heritage Life Ins Co	1,767,491	0.009968%
137	61360	Reliastar Life Ins Co Of NY	1,711,119	0.009650%
138	63312	Great Amer Life Ins Co	1,703,624	0.009607%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Market Share [Written Premium]**

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
139	84786	Colorado Bankers Life Ins Co	1,691,211	0.009537%
140	65781	Madison Natl Life Ins Co Inc	1,656,444	0.009341%
141	93742	Securian Life Ins Co	1,552,781	0.008757%
142	93610	John Hancock Life & Hlth Ins Co	1,543,654	0.008705%
143	62065	Colonial Penn Life Ins Co	1,507,607	0.008502%
144	71471	Ability Ins Co	1,498,075	0.008448%
145	67644	Penn Mut Life Ins Co	1,383,807	0.007804%
146	61883	Central United Life Ins Co	1,357,289	0.007654%
147	66672	American Gen Life & Acc Ins Co	1,335,586	0.007532%
148	67172	Ohio Natl Life Ins Co	1,132,262	0.006385%
149	65951	Merit Life Ins Co	1,091,363	0.006155%
150	69515	Medamerica Ins Co	1,086,433	0.006127%
151	68810	Sentry Life Ins Co	1,023,421	0.005772%
152	31119	Medico Ins Co	1,016,081	0.005730%
153	85561	Perico Life Ins Co	993,893	0.005605%
154	84824	Commonwealth Ann & Life Ins Co	981,673	0.005536%
155	72125	Physicians Life Ins Co	960,391	0.005416%
156	60739	American Natl Ins Co	930,046	0.005245%
157	60836	American Republic Ins Co	829,918	0.004680%
158	69345	Teachers Ins & Ann Assoc Of Amer	827,390	0.004666%
159	65722	Loyal Amer Life Ins Co	820,645	0.004628%
160	71390	Admiral Life Ins Co of Amer	800,529	0.004515%
161	67032	North Carolina Mut Life Ins Co	783,182	0.004417%
162	71404	Continental Gen Ins Co	731,093	0.004123%
163	68136	Protective Life Ins Co	727,676	0.004104%
164	69930	United Ins Co Of Amer	648,720	0.003658%
165	98205	National Found Life Ins Co	587,256	0.003312%
166	80659	US Business of Canada Life Assur Co	513,235	0.002894%
167	80675	US Business of Crown Life Ins Co	472,727	0.002666%
168	70483	Western & Southern Life Ins Co	463,291	0.002613%
169	70629	World Ins Co	455,836	0.002571%
170	67814	Phoenix Life Ins Co	359,738	0.002029%
171	11121	Unified Life Ins Co	356,396	0.002010%
172	61689	Aviva Life & Ann Co	353,034	0.001991%
173	65811	American Modern Life Ins Co	327,308	0.001846%
174	65129	Kansas City Life Ins Co	311,468	0.001757%
175	82538	National Hlth Ins Co	290,914	0.001641%
176	80985	4 Ever Life Ins Co	275,514	0.001554%
177	91413	Western Reserve Life Assur Co of OH	256,194	0.001445%
178	70688	Transamerica Financial Life Ins Co	228,359	0.001288%
179	68772	Security Mut Life Ins Co Of NY	224,476	0.001266%
180	60142	TIAA Cref Life Ins Co	213,270	0.001203%
181	64890	Berkley Life & Hlth Ins Co	190,686	0.001075%
182	88668	Mutual Of Amer Life Ins Co	186,097	0.001049%
183	61832	Chesapeake Life Ins Co	180,343	0.001017%
184	67199	Old Amer Ins Co	173,842	0.000980%



California Life & Annuity Market Share Report  
 Premiums Written During Calendar Year 2010  
 Line of Business: **ACCIDENT AND HEALTH**  
 Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
185	64238	Guaranty Income Life Ins Co	167,336	0.000944%
186	71331	Careamerica Life Ins Co	165,319	0.000932%
187	90212	Great Southern Life Ins Co	155,941	0.000879%
188	91626	New England Life Ins Co	144,471	0.000815%
189	61751	Central States H & L Co Of Omaha	144,327	0.000814%
190	68802	Sentinel Security Life Ins Co	139,409	0.000786%
191	64580	Illinois Mut Life Ins Co	135,444	0.000764%
192	61409	National Benefit Life Ins Co	115,718	0.000653%
193	71153	Hartford Life & Ann Ins Co	103,771	0.000585%
194	74900	Brokers Natl Life Assur Co	93,393	0.000527%
195	71323	Zale Life Ins Co	90,617	0.000511%
196	42129	United Security Assur Co Of PA	85,594	0.000483%
197	65331	Liberty Natl Life Ins Co	78,647	0.000444%
198	65919	Primerica Life Ins Co	77,919	0.000439%
199	64017	Jefferson Natl Life Ins Co	76,982	0.000434%
200	93572	RGA Reins Co	70,142	0.000396%
201	62359	Constitution Life Ins Co	62,221	0.000351%
202	65242	Lafayette Life Ins Co	59,799	0.000337%
203	61212	Baltimore Life Ins Co	56,626	0.000319%
204	91693	IA Amer Life Ins Co	56,612	0.000319%
205	69140	First Allmerica Fin Life Ins Co	56,590	0.000319%
206	81426	Commercial Travelers Mut Ins Co	48,968	0.000276%
207	60801	American Public Life Ins Co	45,456	0.000256%
208	76112	Oxford Life Ins Co	43,991	0.000248%
209	76236	Cincinnati Life Ins Co	43,720	0.000247%
210	66427	MTL Ins Co	37,825	0.000213%
211	69922	United Home Life Ins Co	36,724	0.000207%
212	63983	United Heritage Life Ins Co	35,073	0.000198%
213	63223	Federal Life Ins Co	31,497	0.000178%
214	64513	Horace Mann Life Ins Co	28,402	0.000160%
215	89184	Sterling Investors Life Ins Co	27,756	0.000157%
216	67903	Provident Amer Life & Hlth Ins Co	25,586	0.000144%
217	81779	Individual Assur Co Life Hlth & Acc	23,422	0.000132%
218	69310	Surety Life Ins Co	21,806	0.000123%
219	97764	Idealife Ins Co	20,844	0.000118%
220	63967	Government Personnel Mut Life Ins Co	20,835	0.000117%
221	69256	Sunamerica Life Ins Co	19,225	0.000108%
222	60704	Wilton Reassur Life Co of NY	16,332	0.000092%
223	64343	Pacific Guardian Life Ins Co Ltd	15,931	0.000090%
224	84522	Auto Club Life Ins Co	14,030	0.000079%
225	70335	West Coast Life Ins Co	13,342	0.000075%
226	68446	Longevity Ins Co	13,283	0.000075%
227	65056	Jackson Natl Life Ins Co	13,107	0.000074%
228	71072	Marquette Natl Life Ins Co	11,493	0.000065%
229	93513	MetLife Investors Ins Co	11,443	0.000065%
230	60445	Sagicor Life Ins Co	11,304	0.000064%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Market Share [Written Premium]**

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
231	63541	Seechange Hlth Ins Co	10,415	0.000059%
232	62413	Continental Assur Co	10,098	0.000057%
233	60216	Amalgamated Life Ins Co	9,488	0.000054%
234	67652	First Penn Pacific Life Ins Co	8,377	0.000047%
235	99937	Columbus Life Ins Co	7,728	0.000044%
236	90557	Zurich Amer Life Ins Co	7,424	0.000042%
237	60183	S USA Life Ins Co Inc	7,269	0.000041%
238	66044	Midland Natl Life Ins Co	6,867	0.000039%
239	70874	Allstate Life Ins Co Of NY	6,599	0.000037%
240	62057	Lincoln Life & Ann Co of NY	6,537	0.000037%
241	69485	Security Natl Life Ins Co	5,917	0.000033%
242	67261	Old Republic Life Ins Co	5,792	0.000033%
243	66974	North Amer Co Life & Hlth Ins	4,610	0.000026%
244	80942	ING USA Ann & Llife Ins Co	4,599	0.000026%
245	68985	Starmount Life Ins Co	4,410	0.000025%
246	61395	Beneficial Life Ins Co	3,995	0.000023%
247	77720	LifeSecure Ins Co	3,782	0.000021%
248	78301	Corvesta Life Ins Co	3,712	0.000021%
249	67180	Ohio State Life Ins Co	3,653	0.000021%
250	62928	EMC Natl Life Co	2,766	0.000016%
251	97241	Settlers Life Ins Co	2,680	0.000015%
252	60038	Acacia Life Ins Co	2,589	0.000015%
253	70114	Unity Mut Life Ins Co	2,528	0.000014%
254	63657	Garden State Life Ins Co	1,887	0.000011%
255	61999	Americo Fin Life & Ann Ins Co	1,834	0.000010%
256	67393	Ozark Natl Life Ins Co	1,543	0.000009%
257	62383	Centurion Life Ins Co	1,372	0.000008%
258	69892	United Farm Family Life Ins Co	1,338	0.000008%
259	65528	Life Ins Co Of The Southwest	1,196	0.000007%
260	67989	American Memorial Life Ins Co	1,129	0.000006%
261	86509	Ing Life Ins & Ann Co	1,124	0.000006%
262	76694	London Life Reins Co	1,119	0.000006%
263	62103	Columbian Mut Life Ins Co	819	0.000005%
264	69272	Sunset Life Ins Co Of Amer	729	0.000004%
265	76023	Columbian Life Ins Co	467	0.000003%
266	68357	Reliable Life Ins Co	443	0.000002%
267	94250	Banner Life Ins Co	412	0.000002%
268	68039	Presidential Life Ins Co	362	0.000002%
269	78743	New Era Life Ins Co	304	0.000002%
270	63495	First Investors Life Ins Co	254	0.000001%
271	68713	Security Life Of Denver Ins Co	136	0.000001%
272	62421	Heritage Union Life Ins Co	125	0.000001%
273	86126	Members Life Ins Co	52	0.000000%
	Totals:		17,732,247,332	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**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	836,956,953	41.659847%
2	88072	Hartford Life Ins Co	491,489,274	24.464063%
3	93629	Prudential Retirement Ins & Ann Co	167,628,223	8.343758%
4	67466	Pacific Life Ins Co	52,158,618	2.596215%
5	67814	Phoenix Life Ins Co	46,836,229	2.331291%
6	61689	Aviva Life & Ann Co	45,218,998	2.250793%
7	63274	Fidelity & Guar Life Ins Co	30,458,738	1.516095%
8	86231	Transamerica Life Ins Co	29,692,683	1.477964%
9	69868	United Of Omaha Life Ins Co	29,030,837	1.445021%
10	66168	Minnesota Life Ins Co	20,213,958	1.006157%
11	69345	Teachers Ins & Ann Assoc Of Amer	19,565,031	0.973857%
12	80837	Union Central Life Ins Co	19,372,233	0.964260%
13	68241	Prudential Ins Co Of Amer	16,977,937	0.845083%
14	91596	New York Life Ins & Ann Corp	16,909,783	0.841691%
15	65978	Metropolitan Life Ins Co	16,123,285	0.802543%
16	68608	Symetra Life Ins Co	13,925,354	0.693140%
17	60739	American Natl Ins Co	12,091,197	0.601844%
18	84174	Employees Life Co Mut	11,931,118	0.593876%
19	68713	Security Life Of Denver Ins Co	9,000,000	0.447978%
20	60038	Acacia Life Ins Co	8,974,656	0.446717%
21	71854	AAA Life Ins Co	7,456,329	0.371142%
22	63177	Farmers New World Life Ins Co	6,379,711	0.317553%
23	60488	American Gen Life Ins Co	6,372,655	0.317201%
24	60054	Aetna Life Ins Co	6,310,262	0.314096%
25	65838	John Hancock Life Ins Co (USA)	5,122,782	0.254988%
26	61301	Ameritas Life Ins Corp	5,052,771	0.251504%
27	66974	North Amer Co Life & Hlth Ins	4,825,383	0.240185%
28	67601	Paul Revere Variable Ann Ins Co	4,207,258	0.209418%
29	69019	Standard Ins Co	4,013,757	0.199786%
30	70025	Genworth Life Ins Co	3,993,109	0.198759%
31	74780	Integrity Life Ins Co	3,976,691	0.197941%
32	66850	National Western Life Ins Co	3,610,361	0.179707%
33	62510	Equitrust Life Ins Co	3,117,440	0.155172%
34	67644	Penn Mut Life Ins Co	2,927,778	0.145731%
35	86509	Ing Life Ins & Ann Co	2,921,203	0.145404%
36	86630	Prudential Ann Life Assur Corp	2,773,486	0.138051%
37	66044	Midland Natl Life Ins Co	2,743,909	0.136579%
38	84824	Commonwealth Ann & Life Ins Co	2,601,620	0.129497%
39	69663	USAA Life Ins Co	2,573,320	0.128088%
40	68136	Protective Life Ins Co	2,558,809	0.127366%
41	65056	Jackson Natl Life Ins Co	2,263,488	0.112666%
42	61999	Americo Fin Life & Ann Ins Co	2,024,345	0.100763%
43	62626	Cuna Mut Ins Society	1,946,736	0.096900%
44	79227	Pruco Life Ins Co	1,942,265	0.096677%
45	63312	Great Amer Life Ins Co	1,849,957	0.092082%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: DEPOSIT TYPE CONTRACTS**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
46	64343	Pacific Guardian Life Ins Co Ltd	1,750,673	0.087140%
47	60895	American United Life Ins Co	1,606,881	0.079983%
48	61050	MetLife Investors USA Ins Co	1,540,307	0.076669%
49	65528	Life Ins Co Of The Southwest	1,404,936	0.069931%
50	65005	RiverSource Life Ins Co	1,365,012	0.067944%
51	65536	Genworth Life & Ann Ins Co	1,218,799	0.060666%
52	67091	Northwestern Mut Life Ins Co	1,146,319	0.057058%
53	70335	West Coast Life Ins Co	1,100,711	0.054788%
54	68322	Great W Life & Ann Ins Co	1,096,127	0.054560%
55	65595	Lincoln Benefit Life Co	1,004,057	0.049977%
56	60142	TIAA Cref Life Ins Co	691,075	0.034399%
57	67105	Reliastar Life Ins Co	658,571	0.032781%
58	84786	Colorado Bankers Life Ins Co	618,327	0.030777%
59	65021	Stonebridge Life Ins Co	581,742	0.028956%
60	68039	Presidential Life Ins Co	517,939	0.025781%
61	68543	Liberty Bankers Life Ins Co	451,228	0.022460%
62	66427	MTL Ins Co	401,295	0.019975%
63	62235	Unum Life Ins Co Of Amer	332,269	0.016539%
64	67172	Ohio Natl Life Ins Co	312,978	0.015579%
65	71129	Fort Dearborn Life Ins Co	281,779	0.014026%
66	97268	Pacific Life & Ann Co	269,945	0.013437%
67	61263	Bankers Life & Cas Co	179,868	0.008953%
68	69108	State Farm Life Ins Co	172,458	0.008584%
69	63983	United Heritage Life Ins Co	146,817	0.007308%
70	65242	Lafayette Life Ins Co	144,000	0.007168%
71	69477	Time Ins Co	130,773	0.006509%
72	61875	Church Life Ins Corp	130,363	0.006489%
73	64017	Jefferson Natl Life Ins Co	125,300	0.006237%
74	90212	Great Southern Life Ins Co	116,008	0.005774%
75	93661	Annuity Investors Life Ins Co	114,710	0.005710%
76	78778	Guardian Ins & Ann Co Inc	111,159	0.005533%
77	99937	Columbus Life Ins Co	107,890	0.005370%
78	66842	American Gen Life Ins Co of DE	88,125	0.004386%
79	69116	State Life Ins Co	87,111	0.004336%
80	76236	Cincinnati Life Ins Co	75,967	0.003781%
81	67059	North Coast Life Ins Co	75,923	0.003779%
82	64238	Guaranty Income Life Ins Co	72,393	0.003603%
83	71439	Assurity Life Ins Co	69,557	0.003462%
84	94099	United Investors Life Ins Co	68,669	0.003418%
85	87726	Metlife Ins Co of CT	61,359	0.003054%
86	69140	First Allmerica Fin Life Ins Co	60,318	0.003002%
87	60186	Allstate Life Ins Co	60,000	0.002987%
88	65129	Kansas City Life Ins Co	56,359	0.002805%
89	66680	National Life Ins Co	40,842	0.002033%
90	61492	Liberty Life Ins Co	40,562	0.002019%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: DEPOSIT TYPE CONTRACTS**  
**Sorted By Market Share [Written Premium]**

Record Count	Company Code	Company Name	Written Premium	Market Share
91	62928	EMC Natl Life Co	40,255	0.002004%
92	64246	Guardian Life Ins Co Of Amer	34,830	0.001734%
93	72125	Physicians Life Ins Co	20,037	0.000997%
94	67598	Paul Revere Life Ins Co	19,463	0.000969%
95	69698	New Era Life Ins Co Of Midwest	18,553	0.000923%
96	63223	Federal Life Ins Co	15,390	0.000766%
97	69485	Security Natl Life Ins Co	12,147	0.000605%
98	66281	Monumental Life Ins Co	11,569	0.000576%
99	65722	Loyal Amer Life Ins Co	8,470	0.000422%
100	80985	4 Ever Life Ins Co	8,110	0.000404%
101	67180	Ohio State Life Ins Co	7,201	0.000358%
102	87645	United Fidelity Life Ins Co	5,917	0.000295%
103	62308	Connecticut Gen Life Ins Co	4,014	0.000200%
104	97764	Idealife Ins Co	2,649	0.000132%
105	68772	Security Mut Life Ins Co Of NY	2,592	0.000129%
106	91413	Western Reserve Life Assur Co of OH	1,886	0.000094%
107	64211	Guarantee Trust Life Ins Co	1,060	0.000053%
108	78743	New Era Life Ins Co	976	0.000049%
109	68802	Sentinel Security Life Ins Co	618	0.000031%
110	69272	Sunset Life Ins Co Of Amer	443	0.000022%
111	64890	Berkley Life & Hlth Ins Co	399	0.000020%
112	61395	Beneficial Life Ins Co	370	0.000018%
113	97055	Mega Life & Hlth Ins Co The	319	0.000016%
114	90247	Pharmacists Life Ins Co	150	0.000007%
115	65935	Massachusetts Mut Life Ins Co	31	0.000002%
116	69892	United Farm Family Life Ins Co	16	0.000001%
117	67989	American Memorial Life Ins Co	6	0.000000%
118	66540	National Farmers Union Life Ins Co	1	0.000000%
	Totals:		2,009,025,503	100.000000%

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**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)	1,761,236,508	25.122327%
2	68241	Prudential Ins Co Of Amer	1,263,929,838	18.028731%
3	66869	Nationwide Life Ins Co	895,101,749	12.767756%
4	70688	Transamerica Financial Life Ins Co	545,402,865	7.779642%
5	86231	Transamerica Life Ins Co	470,400,033	6.709799%
6	65978	Metropolitan Life Ins Co	462,277,515	6.593939%
7	88072	Hartford Life Ins Co	364,999,670	5.206366%
8	65935	Massachusetts Mut Life Ins Co	299,504,781	4.272145%
9	71153	Hartford Life & Ann Ins Co	199,824,214	2.850298%
10	88668	Mutual Of Amer Life Ins Co	152,577,087	2.176364%
11	69019	Standard Ins Co	142,984,288	2.039532%
12	66168	Minnesota Life Ins Co	135,640,822	1.934784%
13	66915	New York Life Ins Co	131,433,298	1.874768%
14	86509	Ing Life Ins & Ann Co	124,422,936	1.774772%
15	67644	Penn Mut Life Ins Co	33,930,975	0.483992%
16	62944	AXA Equitable Life Ins Co	7,571,919	0.108006%
17	92657	Nationwide Life & Ann Ins Co	6,737,697	0.096107%
18	67172	Ohio Natl Life Ins Co	4,197,440	0.059872%
19	65129	Kansas City Life Ins Co	1,884,601	0.026882%
20	66281	Monumental Life Ins Co	1,706,566	0.024343%
21	93629	Prudential Retirement Ins & Ann Co	1,650,661	0.023545%
22	91626	New England Life Ins Co	1,384,538	0.019749%
23	91413	Western Reserve Life Assur Co of OH	1,021,170	0.014566%
24	61271	Principal Life Ins Co	356,563	0.005086%
25	78778	Guardian Ins & Ann Co Inc	337,592	0.004815%
26	67091	Northwestern Mut Life Ins Co	70,055	0.000999%
27	69868	United Of Omaha Life Ins Co	47,923	0.000684%
28	81213	American Maturity Life Ins Co	4,103	0.000059%
29	93262	Penn Ins & Ann Co	3,010	0.000043%
30	70815	Hartford Life & Accident Ins Co	2,000	0.000029%
	Totals:		7,010,642,417	100.000000%

# 2010 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

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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	973,649	0	275,514	8,110	0	1,257,273	0.002045%	291
2	77879	5 Star Life Ins Co	7,533,205	0	0	0	0	7,533,205	0.012252%	208
3	71854	AAA Life Ins Co	104,346,047	71,116,286	9,884,656	7,456,329	0	192,803,318	0.313583%	68
4	71471	Ability Ins Co	52,238	0	1,498,075	0	0	1,550,313	0.002521%	285
5	60038	Acacia Life Ins Co	11,005,855	384,792	2,589	8,974,656	0	20,367,892	0.033127%	161
6	71390	Admiral Life Ins Co of Amer	0	0	800,529	0	0	800,529	0.001302%	301
7	60054	Aetna Life Ins Co	121,548,765	1,937,660	1,740,218,943	6,310,262	0	1,870,015,630	3.041472%	6
8	90611	Allianz Life Ins Co Of N Amer	42,558,811	1,110,427,726	17,777,337	0	0	1,170,763,874	1.904179%	15
9	60186	Allstate Life Ins Co	71,336,018	16,441,714	4,859,961	60,000	0	92,697,693	0.150767%	94
10	70874	Allstate Life Ins Co Of NY	407,975	0	6,599	0	0	414,574	0.000674%	312
11	60216	Amalgamated Life Ins Co	15,244	0	9,488	0	0	24,732	0.000040%	350
12	68594	American Amicable Life Ins Co Of TX	3,986,057	380,260	0	0	0	4,366,317	0.007102%	232
13	60275	American Bankers Life Assur Co Of F	3,601,342	8,984	3,930,413	0	0	7,540,739	0.012265%	207
14	60291	American Capitol Ins Co	139,918	0	0	0	0	139,918	0.000228%	330
15	92738	American Equity Invest Life Ins Co	13,248	406,233,830	0	0	0	406,247,078	0.660737%	38
16	60380	American Family Life Assur Co of Col	17,594,248	0	314,239,919	0	0	331,834,167	0.539709%	48
17	60399	American Family Life Ins Co	1,397,776	13,967	0	0	0	1,411,743	0.002296%	288
18	60410	American Fidelity Assur Co	22,742,841	40,879,776	93,612,007	0	0	157,234,624	0.255733%	72
19	60429	American Fidelity Life Ins Co	1,092,285	175,907	0	0	0	1,268,192	0.002063%	290
20	68373	American Gen Assur Co	1,901,681	0	5,381,041	0	0	7,282,722	0.011845%	209
21	66672	American Gen Life & Acc Ins Co	49,639,689	5,581,663	1,335,586	0	0	56,556,938	0.091987%	107
22	60488	American Gen Life Ins Co	360,499,781	86,680,825	3,035,591	6,372,655	0	456,588,852	0.742615%	33
23	66842	American Gen Life Ins Co of DE	14,085,615	6,603,983	10,772,774	88,125	0	31,550,497	0.051315%	140
24	60534	American Heritage Life Ins Co	4,741,645	15,826	31,764,321	0	0	36,521,792	0.059401%	131
25	60577	American Income Life Ins Co	61,218,488	423	5,475,520	0	0	66,694,431	0.108475%	102
26	81213	American Maturity Life Ins Co	0	16,899	0	0	4,103	21,002	0.000034%	353
27	67989	American Memorial Life Ins Co	64,293,472	1,185,494	1,129	6	0	65,480,101	0.106500%	103
28	65811	American Modern Life Ins Co	450,643	0	327,308	0	0	777,951	0.001265%	302
29	60739	American Natl Ins Co	61,356,900	208,684,770	930,046	12,091,197	0	283,062,913	0.460385%	61
30	71773	American Natl Life Ins Co Of TX	190,530	0	2,113,945	0	0	2,304,475	0.003748%	265

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
31	60801	American Public Life Ins Co	1,117	0	45,456	0	0	46,573	0.000076%	344
32	60836	American Republic Ins Co	522,731	0	829,918	0	0	1,352,649	0.002200%	289
33	60895	American United Life Ins Co	12,542,501	178,277,242	13,074,648	1,606,881	0	205,501,272	0.334236%	67
34	61999	Americo Fin Life & Ann Ins Co	14,120,790	19,986,589	1,834	2,024,345	0	36,133,558	0.058769%	132
35	61301	Ameritas Life Ins Corp	15,504,673	62,796,836	39,955,487	5,052,771	0	123,309,767	0.200556%	80
36	72222	Amica Life Ins Co	3,946,858	869,667	0	0	0	4,816,525	0.007834%	229
37	93661	Annuity Investors Life Ins Co	0	78,916,755	0	114,710	0	79,031,465	0.128540%	97
38	62825	Anthem Blue Cross Life & Health Ins Co	38,595,561	0	4,930,826,389	0	0	4,969,421,950	8.082476%	1
39	61069	Anthem Life Ins Co	9,569,824	0	5,190,874	0	0	14,760,698	0.024007%	179
40	71439	Assurity Life Ins Co	14,557,582	820,919	5,843,233	69,557	0	21,291,291	0.034629%	156
41	61182	Aurora Natl Life Assur Co	6,044,514	0	0	(227,596)	0	5,816,918	0.009461%	220
42	84522	Auto Club Life Ins Co	2,953,874	448,573	14,030	0	0	3,416,477	0.005557%	249
43	61689	Aviva Life & Ann Co	166,764,483	670,064,273	353,034	45,218,998	0	882,400,788	1.435174%	22
44	62880	AXA Equitable Life & Ann Co	1,833,773	0	0	0	0	1,833,773	0.002983%	275
45	62944	AXA Equitable Life Ins Co	274,410,913	434,395,836	8,572,330	0	7,571,919	724,950,998	1.179091%	26
46	68160	Balboa Life Ins Co	449,407	0	1,842,208	0	0	2,291,615	0.003727%	266
47	61212	Baltimore Life Ins Co	1,842,883	0	56,626	0	0	1,899,509	0.003089%	274
48	61263	Bankers Life & Cas Co	17,299,173	83,627,473	69,035,424	179,868	0	170,141,938	0.276726%	69
49	94250	Banner Life Ins Co	69,900,328	120	412	0	0	69,900,860	0.113690%	100
50	61395	Beneficial Life Ins Co	11,985,428	1,663,356	3,995	370	0	13,653,149	0.022206%	184
51	64890	Berkley Life & Hlth Ins Co	3,434	0	190,686	399	0	194,519	0.000316%	323
52	62345	Berkshire Hathaway Life Ins Co NE	0	228,664	0	0	0	228,664	0.000372%	319
53	71714	Berkshire Life Ins Co of Amer	748,958	0	13,494,086	0	0	14,243,044	0.023165%	183
54	90638	Best Life & Hlth Ins Co	204,023	0	6,613,403	0	0	6,817,426	0.011088%	213
55	61557	Blue Shield of CA Life & Hlth Ins Co	9,178,266	0	1,334,657,967	0	0	1,343,836,233	2.185672%	12
56	61476	Boston Mut Life Ins Co	3,837,411	0	1,896,946	0	0	5,734,357	0.009327%	222
57	74900	Brokers Natl Life Assur Co	0	0	93,393	0	0	93,393	0.000152%	334
58	71331	Careamerica Life Ins Co	2,008,378	0	165,319	0	0	2,173,697	0.003535%	269
59	80799	Celtic Ins Co	1,206	0	2,316,661	0	0	2,317,867	0.003770%	264
60	61751	Central States H & L Co Of Omaha	1,481,615	0	144,327	0	0	1,625,942	0.002645%	283



## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

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Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
61	61883	Central United Life Ins Co	86,235	0	1,357,289	0	0	1,443,524	0.002348%	286
62	80896	Centre Life Ins Co	0	0	4,589,250	0	0	4,589,250	0.007464%	230
63	62383	Centurion Life Ins Co	117,540	41,127,033	1,372	0	0	41,245,945	0.067084%	121
64	61808	Charter Natl Life Ins Co	0	25,500	0	0	0	25,500	0.000041%	348
65	61832	Chesapeake Life Ins Co	5,902,788	163,302	180,343	0	0	6,246,433	0.010159%	216
66	61875	Church Life Ins Corp	1,149,335	1,097,293	0	130,363	0	2,376,991	0.003866%	261
67	67369	Cigna Hlth & Life Ins Co	5,143,868	0	3,978,492	0	0	9,122,360	0.014837%	197
68	76236	Cincinnati Life Ins Co	4,969,009	2,496,404	43,720	75,967	0	7,585,100	0.012337%	206
69	93432	CM Life Ins Co	38,202,423	30,554,022	0	0	0	68,756,445	0.111828%	101
70	62049	Colonial Life & Accident Ins Co	23,589,933	4,600	102,047,551	0	0	125,642,084	0.204350%	79
71	62065	Colonial Penn Life Ins Co	14,345,123	0	1,507,607	0	0	15,852,730	0.025784%	174
72	84786	Colorado Bankers Life Ins Co	8,580,401	4,379,980	1,691,211	618,327	0	15,269,919	0.024836%	178
73	76023	Columbian Life Ins Co	2,210,382	0	467	0	0	2,210,849	0.003596%	268
74	62103	Columbian Mut Life Ins Co	195,707	2,900	819	0	0	199,426	0.000324%	320
75	99937	Columbus Life Ins Co	17,631,442	2,079,426	7,728	107,890	0	19,826,486	0.032247%	162
76	62146	Combined Ins Co Of Amer	5,251,261	0	36,910,624	0	0	42,161,885	0.068574%	120
77	81426	Commercial Travelers Mut Ins Co	0	0	48,968	0	0	48,968	0.000080%	342
78	84824	Commonwealth Ann & Life Ins Co	6,214,320	11,295,623	981,673	2,601,620	0	21,093,236	0.034307%	159
79	62308	Connecticut Gen Life Ins Co	40,539,941	1,065,479	840,395,761	4,014	0	882,005,195	1.434530%	23
80	65900	Conseco Life Ins Co	47,996,262	69,221	2,429,507	0	0	50,494,990	0.082127%	111
81	62359	Constitution Life Ins Co	203,889	0	62,221	0	0	266,110	0.000433%	317
82	71730	Continental Amer Ins Co	55,107	0	3,922,954	0	0	3,978,061	0.006470%	239
83	62413	Continental Assur Co	1,712,731	1,000	10,098	0	0	1,723,829	0.002804%	280
84	71404	Continental Gen Ins Co	197,222	0	731,093	0	0	928,315	0.001510%	297
85	78301	Corvesta Life Ins Co	389	0	3,712	0	0	4,101	0.000007%	358
86	82880	CSI Life Ins Co	36,705	0	0	0	0	36,705	0.000060%	345
87	62626	Cuna Mut Ins Society	22,359,120	69,780,149	25,889,001	1,946,736	0	119,975,006	0.195132%	81
88	62634	Delaware Amer Life Ins Co	161,275	0	0	0	0	161,275	0.000262%	327
89	92444	Doctors Life Ins Co	77,263	6,000	0	0	0	83,263	0.000135%	337
90	62928	EMC Natl Life Co	1,157,976	474,758	2,766	40,255	0	1,675,755	0.002726%	282

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Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
91	84174	Employees Life Co Mut	14,809	14,365,347	0	11,931,118	0	26,311,274	0.042794%	151
92	62510	Equitrust Life Ins Co	75,524	34,006,006	0	3,117,440	0	37,198,970	0.060502%	130
93	77968	Family Heritage Life Ins Co Of Amer	18,447	0	2,154,072	0	0	2,172,519	0.003533%	270
94	63053	Family Life Ins Co	3,148,376	5,660	2,536,081	0	0	5,690,117	0.009255%	223
95	74004	Family Serv Life Ins Co	2,236	0	0	0	0	2,236	0.000004%	360
96	63177	Farmers New World Life Ins Co	243,723,915	30,986,118	4,366,468	6,379,711	0	285,456,212	0.464278%	60
97	63223	Federal Life Ins Co	2,147,709	142,160	31,497	15,390	0	2,336,756	0.003801%	263
98	63258	Federated Life Ins Co	6,970,253	398,287	1,934,384	0	0	9,302,924	0.015131%	196
99	63274	Fidelity & Guar Life Ins Co	95,845,272	112,626,271	0	30,458,738	0	238,930,281	0.388606%	63
100	93696	Fidelity Investments Life Ins Co	2,297,782	325,672,918	0	0	0	327,970,700	0.533425%	50
101	63290	Fidelity Life Assn A Legal Reserve L	8,163,102	0	5,214,034	0	0	13,377,136	0.021757%	186
102	71870	Fidelity Security Life Ins Co	1,568,648	431,878	37,987,807	0	0	39,988,333	0.065039%	122
103	69140	First Allmerica Fin Life Ins Co	928,425	(20,460)	56,590	60,318	0	1,024,873	0.001667%	293
104	90328	First Hlth Life & Hlth Ins Co	36,331	0	142,930,533	0	0	142,966,864	0.232527%	77
105	63495	First Investors Life Ins Co	3,350,693	151,153	254	0	0	3,502,100	0.005696%	245
106	67652	First Penn Pacific Life Ins Co	27,077,755	54,241	8,377	0	0	27,140,373	0.044142%	148
107	91642	Forethought Life Ins Co	67,225,958	39,332,176	0	0	0	106,558,134	0.173311%	89
108	71129	Fort Dearborn Life Ins Co	7,709,692	3,552,399	6,834,197	281,779	0	18,378,067	0.029891%	166
109	99775	Funeral Directors Life Ins Co	1,044,507	782,021	0	0	0	1,826,528	0.002971%	277
110	63657	Garden State Life Ins Co	2,760,550	0	1,887	0	0	2,762,437	0.004493%	258
111	63665	General Amer Life Ins Co	46,346,543	2,103,116	2,594,780	0	0	51,044,439	0.083021%	109
112	65536	Genworth Life & Ann Ins Co	184,890,800	104,227,827	5,053,162	1,218,799	0	295,390,588	0.480436%	54
113	70025	Genworth Life Ins Co	38,994,317	20,759,437	226,245,824	3,993,109	0	289,992,687	0.471656%	57
114	70939	Gerber Life Ins Co	19,795,014	0	17,445,178	0	0	37,240,192	0.060569%	129
115	91472	Globe Life & Accident Ins Co	35,872,667	1,089	2,327,340	0	0	38,201,096	0.062132%	126
116	62286	Golden Rule Ins Co	2,250,276	94,749	1,952,560	0	0	4,297,585	0.006990%	234
117	63967	Government Personnel Mut Life Ins C	6,066,098	75,553	20,835	0	0	6,162,486	0.010023%	218
118	63312	Great Amer Life Ins Co	12,576,472	128,577,411	1,703,624	1,849,957	0	144,707,464	0.235358%	76
119	90212	Great Southern Life Ins Co	5,658,919	1,044,019	155,941	116,008	0	6,974,887	0.011344%	211
120	68322	Great W Life & Ann Ins Co	35,601,865	574,247,014	26,589,166	1,096,127	0	637,534,172	1.036912%	29

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121	71480	Great Western Ins Co	26,235,848	832,738	0	0	0	27,068,586	0.044025%	149
122	64211	Guarantee Trust Life Ins Co	5,000,800	13,774	4,322,818	1,060	0	9,338,452	0.015188%	195
123	64238	Guaranty Income Life Ins Co	14,051	3,128,954	167,336	72,393	0	3,382,734	0.005502%	250
124	78778	Guardian Ins & Ann Co Inc	3,971,880	92,974,277	0	111,159	337,592	97,394,908	0.158407%	92
125	64246	Guardian Life Ins Co Of Amer	165,148,734	2,204,412	379,825,264	34,830	0	547,213,240	0.890011%	31
126	70815	Hartford Life & Accident Ins Co	98,218,287	309	194,158,712	0	2,000	292,379,308	0.475538%	55
127	71153	Hartford Life & Ann Ins Co	156,503,650	9,959,895	103,771	0	199,824,214	366,391,530	0.595915%	43
128	88072	Hartford Life Ins Co	19,137,450	24,132,273	9,688,097	491,489,274	364,999,670	909,446,764	1.479162%	20
129	92711	HCC Life Ins Co	1,270,762	8,400	45,442,622	0	0	46,721,784	0.075990%	113
130	66141	Health Net Life Ins Co	3,299,911	0	1,084,245,675	0	0	1,087,545,586	1.768830%	16
131	12902	Healthspring Life & Hlth Ins Co Inc	0	0	5,567,089	0	0	5,567,089	0.009055%	225
132	62421	Heritage Union Life Ins Co	502,418	0	125	0	0	502,543	0.000817%	309
133	93440	HM Llife Ins Co	15,565	0	19,516,077	0	0	19,531,642	0.031767%	164
134	64505	Homesteaders Life Co	22,238,561	262,178	0	0	0	22,500,739	0.036596%	154
135	64513	Horace Mann Life Ins Co	3,415,492	34,562,202	28,402	0	0	38,006,096	0.061815%	127
136	93777	Household Life Ins Co	7,787,067	0	1,869,094	0	0	9,656,161	0.015705%	193
137	73288	Humana Ins Co	1,443,729	0	204,883,197	0	0	206,326,926	0.335579%	66
138	70580	Humanadental Ins Co	242,529	77,344	35,759,670	0	0	36,079,543	0.058681%	133
139	91693	IA Amer Life Ins Co	3,528,986	297,539	56,612	0	0	3,883,137	0.006316%	241
140	97764	Idealife Ins Co	394,046	1,159	20,844	2,649	0	418,698	0.000681%	311
141	64580	Illinois Mut Life Ins Co	431,741	82,146	135,444	0	0	649,331	0.001056%	305
142	81779	Individual Assur Co Life Hlth & Acc	1,396	0	23,422	0	0	24,818	0.000040%	349
143	84514	Industrial Alliance Pacific Ins & Fi	9,981,375	34,811,851	0	0	0	44,793,226	0.072854%	117
144	86509	Ing Life Ins & Ann Co	16,669,520	703,291,295	1,124	2,921,203	124,422,936	847,306,078	1.378094%	24
145	80942	ING USA Ann & Life Ins Co	3,724,346	324,668,886	4,599	0	0	328,397,831	0.534120%	49
146	74780	Integrity Life Ins Co	30,217	28,029,382	0	3,976,691	0	32,036,290	0.052105%	139
147	64939	Investors Ins Corp	5,203	8,201,493	0	0	0	8,206,696	0.013348%	201
148	63487	Investors Life Ins Co N Amer	2,106,693	9,750	0	0	0	2,116,443	0.003442%	273
149	65056	Jackson Natl Life Ins Co	59,399,194	1,641,128,649	13,107	2,263,488	0	1,702,804,438	2.769513%	9
150	64017	Jefferson Natl Life Ins Co	1,808,375	24,661,953	76,982	125,300	0	26,672,610	0.043381%	150

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151	65080	John Alden Life Ins Co	1,219,970	11,329	2,235,329	0	0	3,466,628	0.005638%	248
152	93610	John Hancock Life & Hlth Ins Co	254,043	0	1,543,654	0	0	1,797,697	0.002924%	278
153	65838	John Hancock Life Ins Co (USA)	586,593,301	310,566,376	115,628,100	5,122,782	1,761,236,508	2,779,147,067	4.520121%	2
154	65110	Kanawha Ins Co	406,653	240	9,708,093	0	0	10,114,986	0.016451%	192
155	65129	Kansas City Life Ins Co	10,582,357	3,926,845	311,468	56,359	1,884,601	16,761,630	0.027262%	169
156	65242	Lafayette Life Ins Co	31,119,054	31,325,463	59,799	144,000	0	62,648,316	0.101894%	104
157	68543	Liberty Bankers Life Ins Co	210,813	11,098,336	0	451,228	0	11,760,377	0.019128%	189
158	65315	Liberty Life Assur Co Of Boston	57,066,364	1,104,431	97,111,971	0	0	155,282,766	0.252558%	73
159	61492	Liberty Life Ins Co	7,154,922	84,176,618	4,473,708	40,562	0	95,845,810	0.155888%	93
160	65331	Liberty Natl Life Ins Co	8,921,236	1,144	78,647	0	0	9,001,027	0.014640%	198
161	65498	Life Ins Co Of N Amer	139,919,395	0	175,859,517	0	0	315,778,912	0.513596%	52
162	65528	Life Ins Co Of The Southwest	86,409,340	338,699,098	1,196	1,404,936	0	426,514,570	0.693701%	35
163	77720	LifeSecure Ins Co	869,619	19,499	3,782	0	0	892,900	0.001452%	299
164	94188	Lifewise Assur Co	14,297	0	0	0	0	14,297	0.000023%	354
165	65595	Lincoln Benefit Life Co	241,762,990	76,472,028	20,010,412	1,004,057	0	339,249,487	0.551770%	47
166	65927	Lincoln Heritage Life Ins Co	49,021,556	26,768	1,767,491	0	0	50,815,815	0.082649%	110
167	62057	Lincoln Life & Ann Co of NY	2,131,435	1,417,530	6,537	0	0	3,555,502	0.005783%	244
168	65676	Lincoln Natl Life Ins Co	640,174,090	1,215,460,732	104,713,627	0	0	1,960,348,449	3.188393%	5
169	76694	London Life Reins Co	0	0	1,119	0	0	1,119	0.000002%	362
170	68446	Longevity Ins Co	33,658	650	13,283	0	0	47,591	0.000077%	343
171	65722	Loyal Amer Life Ins Co	165,729	439,869	820,645	8,470	0	1,434,713	0.002333%	287
172	65781	Madison Natl Life Ins Co Inc	967,347	602,517	1,656,444	0	0	3,226,308	0.005247%	253
173	65870	Manhattan Life Ins Co	2,129,931	11,398	0	0	0	2,141,329	0.003483%	272
174	67083	Manhattan Natl Life Ins Co	4,321,522	4,308	0	0	0	4,325,830	0.007036%	233
175	71072	Marquette Natl Life Ins Co	11,764	0	11,493	0	0	23,257	0.000038%	352
176	65935	Massachusetts Mut Life Ins Co	285,836,917	177,122,708	49,953,384	31	299,504,781	812,417,821	1.321350%	25
177	69515	Medamerica Ins Co	0	0	1,086,433	0	0	1,086,433	0.001767%	292
178	31119	Medico Ins Co	1,863	0	1,016,081	0	0	1,017,944	0.001656%	294
179	97055	Mega Life & Hlth Ins Co The	1,013,568	11,605	58,600,270	319	0	59,625,762	0.096978%	106
180	86126	Members Life Ins Co	231,472	0	52	0	0	231,524	0.000377%	318

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181	65951	Merit Life Ins Co	648,937	0	1,091,363	0	0	1,740,300	0.002830%	279
182	87726	Metlife Ins Co of CT	57,052,399	30,765,342	19,737,533	61,359	0	107,616,633	0.175032%	87
183	93513	MetLife Investors Ins Co	776,781	31,725,900	11,443	0	0	32,514,124	0.052882%	138
184	61050	MetLife Investors USA Ins Co	135,652,563	1,179,694,101	0	1,540,307	0	1,316,886,971	2.141840%	14
185	65978	Metropolitan Life Ins Co	715,467,133	333,308,651	638,566,720	16,123,285	462,277,515	2,165,743,304	3.522456%	3
186	97136	Metropolitan Tower Life Ins Co	7,629,452	16,400	0	0	0	7,645,852	0.012436%	205
187	66087	Mid West Natl Life Ins Co Of TN	943,992	33,208	45,743,162	0	0	46,720,362	0.075988%	114
188	66044	Midland Natl Life Ins Co	65,518,969	304,228,282	6,867	2,743,909	0	372,498,027	0.605846%	42
189	66109	Midwestern United Life Ins Co	269,039	330	0	0	0	269,369	0.000438%	316
190	66168	Minnesota Life Ins Co	199,052,244	47,542,199	13,780,109	20,213,958	135,640,822	416,229,332	0.676973%	36
191	70416	MML Bay State Life Ins Co	6,922,592	0	0	0	0	6,922,592	0.011259%	212
192	69647	Molina Hlthcare Ins Co	195,693	1,570	0	0	0	197,263	0.000321%	322
193	66265	Monarch Life Ins Co	200,430	600	2,370,494	0	0	2,571,524	0.004182%	260
194	66281	Monumental Life Ins Co	25,562,954	40,116,769	41,905,994	11,569	1,706,566	109,303,852	0.177776%	85
195	66370	Mony Life Ins Co	17,175,231	126,363	3,968,000	0	0	21,269,594	0.034594%	157
196	78077	Mony Life Ins Co Of Amer	32,327,597	2,343,973	0	0	0	34,671,570	0.056391%	134
197	66427	MTL Ins Co	15,193,822	343,621	37,825	401,295	0	15,976,563	0.025985%	173
198	88668	Mutual Of Amer Life Ins Co	436,759	47,790	186,097	0	152,577,087	153,247,733	0.249249%	74
199	71412	Mutual Of Omaha Ins Co	0	0	30,360,371	0	0	30,360,371	0.049379%	142
200	61409	National Benefit Life Ins Co	2,240,853	0	115,718	0	0	2,356,571	0.003833%	262
201	66540	National Farmers Union Life Ins Co	1,015,304	9	0	1	0	1,015,314	0.001651%	295
202	98205	National Found Life Ins Co	91	0	587,256	0	0	587,347	0.000955%	307
203	66583	National Guardian Life Ins Co	19,226,686	93,712	6,977,166	0	0	26,297,564	0.042771%	152
204	82538	National Hlth Ins Co	631	0	290,914	0	0	291,545	0.000474%	315
205	66680	National Life Ins Co	34,944,342	1,216,116	3,491,818	40,842	0	39,693,118	0.064559%	123
206	87963	National Teachers Assoc Life Ins Co	34,465	0	22,395,982	0	0	22,430,447	0.036482%	155
207	66850	National Western Life Ins Co	2,634,539	160,588,042	0	3,610,361	0	166,832,942	0.271344%	71
208	92657	Nationwide Life & Ann Ins Co	95,610,173	69,314	0	0	6,737,697	102,417,184	0.166576%	91
209	66869	Nationwide Life Ins Co	96,768,818	23,136,483	49,875,101	0	895,101,749	1,064,882,151	1.731969%	17
210	91626	New England Life Ins Co	25,209,762	7,861,010	144,471	0	1,384,538	34,599,781	0.056275%	137

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211	78743	New Era Life Ins Co	2,514	127	304	976	0	3,921	0.000006%	359
212	69698	New Era Life Ins Co Of Midwest	20,256	16,460	0	18,553	0	55,269	0.000090%	341
213	91596	New York Life Ins & Ann Corp	561,241,739	876,889,505	0	16,909,783	0	1,455,041,027	2.366540%	10
214	66915	New York Life Ins Co	794,229,003	26,392,568	60,238,216	0	131,433,298	1,012,293,085	1.646436%	18
215	81264	Nippon Life Ins Co Of Amer	1,162,695	0	41,798,581	0	0	42,961,276	0.069874%	118
216	66974	North Amer Co Life & Hlth Ins	54,877,448	239,680,545	4,610	4,825,383	0	299,387,986	0.486937%	53
217	67032	North Carolina Mut Life Ins Co	61,101	0	783,182	0	0	844,283	0.001373%	300
218	67059	North Coast Life Ins Co	1,961,649	788,843	0	75,923	0	2,826,415	0.004597%	256
219	69000	Northwestern Long Term Care Ins Co	0	0	14,541,402	0	0	14,541,402	0.023651%	181
220	67091	Northwestern Mut Life Ins Co	754,324,477	68,029,509	74,268,491	1,146,319	70,055	897,838,851	1.460283%	21
221	81353	NYLife Ins Co Of AZ	14,729,035	0	0	0	0	14,729,035	0.023956%	180
222	67148	Occidental Life Ins Co Of NC	1,988,540	285,556	0	0	0	2,274,096	0.003699%	267
223	89206	Ohio Natl Life Assur Corp	35,973,526	0	1,952,963	0	0	37,926,489	0.061685%	128
224	67172	Ohio Natl Life Ins Co	10,435,602	91,575,343	1,132,262	312,978	4,197,440	107,653,625	0.175092%	86
225	67180	Ohio State Life Ins Co	3,471,108	847	3,653	7,201	0	3,482,809	0.005665%	247
226	67199	Old Amer Ins Co	3,158,329	0	173,842	0	0	3,332,171	0.005420%	251
227	67261	Old Republic Life Ins Co	3,881,318	0	5,792	0	0	3,887,110	0.006322%	240
228	76007	Old United Life Ins Co	535	0	0	0	0	535	0.000001%	363
229	76112	Oxford Life Ins Co	2,719,539	30,000	43,991	0	0	2,793,530	0.004544%	257
230	67393	Ozark Natl Life Ins Co	194,590	2,057	1,543	0	0	198,190	0.000322%	321
231	64343	Pacific Guardian Life Ins Co Ltd	11,797,067	298	15,931	1,750,673	0	13,563,969	0.022061%	185
232	97268	Pacific Life & Ann Co	98,890	30,863,226	0	269,945	0	31,232,061	0.050797%	141
233	67466	Pacific Life Ins Co	386,192,222	520,659,374	0	52,158,618	0	959,010,214	1.559774%	19
234	70785	Pacificare Life & Hlth Ins Co	23	0	112,590,364	0	0	112,590,387	0.183122%	82
235	93459	Pan Amer Assur Co	3,244,188	0	0	0	0	3,244,188	0.005276%	252
236	67539	Pan Amer Life Ins Co	654,495	13,480	15,494,415	0	0	16,162,390	0.026287%	171
237	60003	Park Avenue Life Ins Co	574,589	0	0	0	0	574,589	0.000935%	308
238	67598	Paul Revere Life Ins Co	929,553	0	33,709,875	19,463	0	34,658,891	0.056371%	135
239	67601	Paul Revere Variable Ann Ins Co	271,212	0	0	4,207,258	0	4,478,470	0.007284%	231
240	93262	Penn Ins & Ann Co	21,237,645	0	0	0	3,010	21,240,655	0.034547%	158

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241	67644	Penn Mut Life Ins Co	36,186,553	13,972,663	1,383,807	2,927,778	33,930,975	88,401,776	0.143780%	96
242	67660	Pennsylvania Life Ins Co	917,879	18,859	45,132,519	0	0	46,069,257	0.074929%	115
243	85561	Perico Life Ins Co	3,490	0	993,893	0	0	997,383	0.001622%	296
244	90247	Pharmacists Life Ins Co	10,026	2,400	0	150	0	12,576	0.000020%	355
245	67784	Philadelphia Amer Life Ins Co	0	0	1,827,123	0	0	1,827,123	0.002972%	276
246	60232	Philadelphia Financial Life Assur Co	7,322	8,150,742	0	0	0	8,158,064	0.013269%	202
247	93548	PHL Variable Ins Co	50,522,866	4,129,196	0	0	0	54,652,062	0.088888%	108
248	67814	Phoenix Life Ins Co	26,975,473	544,529	359,738	46,836,229	0	74,715,969	0.121521%	98
249	72125	Physicians Life Ins Co	13,725,263	1,123,085	960,391	20,037	0	15,828,776	0.025745%	175
250	80578	Physicians Mut Ins Co	0	0	12,455,977	0	0	12,455,977	0.020259%	187
251	67873	Pioneer Amer Ins Co	102,189	1,401	0	0	0	103,590	0.000168%	333
252	67911	Pioneer Mut Life Ins Co	6,581,600	63,295	0	0	0	6,644,895	0.010808%	214
253	67946	Pioneer Security Life Ins Co	172,515	1,870	0	0	0	174,385	0.000284%	326
254	68039	Presidential Life Ins Co	1,148,850	3,710,196	362	517,939	0	5,377,347	0.008746%	226
255	65919	Primerica Life Ins Co	288,417,450	168,021	77,919	0	0	288,663,390	0.469494%	58
256	61271	Principal Life Ins Co	178,040,448	139,149,867	186,519,871	836,956,953	356,563	1,341,023,702	2.181097%	13
257	71161	Principal Natl Life Ins Co	15,760,446	0	0	0	0	15,760,446	0.025633%	176
258	68047	Professional Ins Co	87,025	0	3,775,419	0	0	3,862,444	0.006282%	242
259	88536	Protective Life & Annuity Ins Co	148,938	0	(829)	0	0	148,109	0.000241%	329
260	68136	Protective Life Ins Co	172,975,147	140,053,945	727,676	2,558,809	0	316,315,577	0.514469%	51
261	67903	Provident Amer Life & Hlth Ins Co	475	0	25,586	0	0	26,061	0.000042%	347
262	68195	Provident Life & Accident Ins Co	15,591,622	0	73,566,239	0	0	89,157,861	0.145010%	95
263	79227	Pruco Life Ins Co	243,136,568	1,545,913,180	0	1,942,265	0	1,790,992,013	2.912945%	7
264	86630	Prudential Ann Life Assur Corp	274,043	433,557,668	0	2,773,486	0	436,605,197	0.710113%	34
265	68241	Prudential Ins Co Of Amer	390,631,792	255,041,427	108,435,133	16,977,937	1,263,929,838	2,035,016,127	3.309836%	4
266	93629	Prudential Retirement Ins & Ann Co	0	700	0	167,628,223	1,650,661	169,279,584	0.275323%	70
267	68284	Pyramid Life Ins Co	30,725	0	30,274,626	0	0	30,305,351	0.049290%	143
268	70211	Reassure Amer Life Ins Co	96,163,631	164,940	10,971,000	0	0	107,299,571	0.174517%	88
269	68357	Reliable Life Ins Co	23,344	0	443	0	0	23,787	0.000039%	351
270	68381	Reliance Standard Life Ins Co	46,451,631	27,614,066	76,675,020	0	0	150,740,717	0.245171%	75

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271	67105	Reliastar Life Ins Co	186,474,154	113,538,123	91,687,477	658,571	0	392,358,325	0.638148%	40
272	61360	Reliastar Life Ins Co Of NY	5,065,360	967,742	1,711,119	0	0	7,744,221	0.012596%	203
273	93572	RGA Reins Co	0	0	70,142	0	0	70,142	0.000114%	339
274	65005	RiverSource Life Ins Co	110,389,090	557,513,237	36,231,743	1,365,012	0	705,499,082	1.147453%	27
275	60183	S USA Life Ins Co Inc	169,849	0	7,269	0	0	177,118	0.000288%	325
276	79014	Safehealth Life Ins Co	0	0	8,410,295	0	0	8,410,295	0.013679%	199
277	60445	Sagikor Life Ins Co	8,393,678	3,415,944	11,304	0	0	11,820,926	0.019226%	188
278	69914	Sears Life Ins Co	1,715,527	0	3,900,859	0	0	5,616,386	0.009135%	224
279	93742	Securian Life Ins Co	166,458	0	1,552,781	0	0	1,719,239	0.002796%	281
280	68675	Security Benefit Life Ins Co	1,835,988	32,813,619	0	0	0	34,649,607	0.056356%	136
281	68721	Security Life Ins Co Of Amer	1,197,032	3,330	14,890,401	0	0	16,090,763	0.026171%	172
282	68713	Security Life Of Denver Ins Co	95,147,658	38,198	136	9,000,000	0	104,185,992	0.169452%	90
283	68772	Security Mut Life Ins Co Of NY	2,537,153	410,269	224,476	2,592	0	3,174,490	0.005163%	254
284	69485	Security Natl Life Ins Co	760,220	117,174	5,917	12,147	0	895,458	0.001456%	298
285	63541	Seechange Hlth Ins Co	0	0	10,415	0	0	10,415	0.000017%	356
286	76325	Senior Hlth Ins Co of PA	0	0	15,538,485	0	0	15,538,485	0.025272%	177
287	68802	Sentinel Security Life Ins Co	2,793,767	0	139,409	618	0	2,933,794	0.004772%	255
288	68810	Sentry Life Ins Co	2,369,123	26,615,152	1,023,421	0	0	30,007,696	0.048806%	145
289	97241	Settlers Life Ins Co	73,883	0	2,680	0	0	76,563	0.000125%	338
290	69019	Standard Ins Co	97,344,087	44,729,527	216,951,818	4,013,757	142,984,288	506,023,477	0.823018%	32
291	86355	Standard Life & Accident Ins Co	1,015,155	47,904	5,282,614	0	0	6,345,673	0.010321%	215
292	69078	Standard Security Life Ins Co Of NY	35,678	0	4,022,880	0	0	4,058,558	0.006601%	238
293	68985	Starmount Life Ins Co	84,459	0	4,410	0	0	88,869	0.000145%	335
294	69108	State Farm Life Ins Co	362,709,338	40,225,191	0	172,458	0	403,106,987	0.655630%	39
295	69116	State Life Ins Co	22,983,567	42,506,896	7,972,790	87,111	0	73,550,364	0.119625%	99
296	89184	Sterling Investors Life Ins Co	316,530	1,964	27,756	0	0	346,250	0.000563%	314
297	65021	Stonebridge Life Ins Co	22,319,769	0	36,999,727	581,742	0	59,901,238	0.097426%	105
298	80926	Sun Life & Hlth Ins Co	11,298,737	0	16,181,099	0	0	27,479,836	0.044694%	147
299	79065	Sun Life Assur Co Of Canada US	14,015,956	401,909,075	0	0	0	415,925,031	0.676478%	37
300	60941	SunAmerica Ann & Life Assur Co	2,030,034	221,322,528	0	0	0	223,352,562	0.363270%	65



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301	69256	Sunamerica Life Ins Co	6,108,516	4,151,633	19,225	0	0	10,279,374	0.016719%	191
302	69272	Sunset Life Ins Co Of Amer	5,742,884	185,413	729	443	0	5,929,469	0.009644%	219
303	69310	Surety Life Ins Co	16,218,132	203,155	21,806	0	0	16,443,093	0.026744%	170
304	68608	Symetra Life Ins Co	20,335,177	281,986,069	40,946,395	13,925,354	0	357,192,995	0.580954%	45
305	90581	Symetra Natl Life Ins Co	28,825	0	0	0	0	28,825	0.000047%	346
306	69345	Teachers Ins & Ann Assoc Of Amer	25,512,967	620,245,629	827,390	19,565,031	0	666,151,017	1.083456%	28
307	69396	Texas Life Ins Co	9,467,615	0	0	0	0	9,467,615	0.015399%	194
308	70435	The Savings Bank Life Ins Co Of MA	6,180,967	35,000	0	0	0	6,215,967	0.010110%	217
309	97721	Thrivent Life Ins Co	2,036,724	36,671,312	0	0	0	38,708,036	0.062956%	125
310	60142	TIAA Cref Life Ins Co	5,118,669	11,748,157	213,270	691,075	0	17,771,171	0.028904%	167
311	69477	Time Ins Co	1,686,309	0	37,628,663	130,773	0	39,445,745	0.064156%	124
312	69566	Trans World Assur Co	2,058,046	111,118	0	0	0	2,169,164	0.003528%	271
313	79022	Transamerica Advisors Life Ins Co	1,121,608	2,371,389	0	0	0	3,492,997	0.005681%	246
314	70688	Transamerica Financial Life Ins Co	508,881	2,568,424	228,359	0	545,402,865	548,708,529	0.892443%	30
315	86231	Transamerica Life Ins Co	502,558,938	384,761,919	61,322,032	29,692,683	470,400,033	1,448,735,605	2.356284%	11
316	61425	Trustmark Ins Co	15,362,670	(21,958)	4,387,155	0	0	19,727,867	0.032086%	163
317	62863	Trustmark Life Ins Co	390,157	0	3,321,229	0	0	3,711,386	0.006036%	243
318	86371	Ullico Life Ins Co	57,039	0	0	0	0	57,039	0.000093%	340
319	80314	Unicare Life & Hlth Ins Co	6,811,227	0	10,653,745	0	0	17,464,972	0.028406%	168
320	11121	Unified Life Ins Co	246,390	3,256	356,396	0	0	606,042	0.000986%	306
321	91529	Unimerica Ins Co	4,000,825	0	20,040,743	0	0	24,041,568	0.039102%	153
322	69701	Union Bankers Ins Co	500,919	235	4,566,217	0	0	5,067,371	0.008242%	228
323	80837	Union Central Life Ins Co	38,533,527	48,109,156	4,645,919	19,372,233	0	110,660,835	0.179983%	84
324	62596	Union Fidelity Life Ins Co	2,738,151	1,529	4,955,325	0	0	7,695,005	0.012515%	204
325	69744	Union Labor Life Ins Co	6,202,424	0	8,292,518	0	0	14,494,942	0.023575%	182
326	70408	Union Security Ins Co	28,671,323	800,562	82,654,470	0	0	112,126,355	0.182367%	83
327	92916	United Amer Ins Co	1,441,613	49,991	41,402,916	0	0	42,894,520	0.069765%	119
328	69892	United Farm Family Life Ins Co	147,543	25	1,338	16	0	148,922	0.000242%	328
329	87645	United Fidelity Life Ins Co	705,070	19,848	0	5,917	0	730,835	0.001189%	304
330	63983	United Heritage Life Ins Co	3,598,174	362,636	35,073	146,817	0	4,142,700	0.006738%	236

## 2010 CALIFORNIA LIFE &amp; ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident And Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
331	69922	United Home Life Ins Co	2,590,869	600	36,724	0	0	2,628,193	0.004275%	259
332	69930	United Ins Co Of Amer	20,390,996	600	648,720	0	0	21,040,316	0.034221%	160
333	94099	United Investors Life Ins Co	8,162,816	5,976	0	68,669	0	8,237,461	0.013398%	200
334	69868	United Of Omaha Life Ins Co	132,873,381	92,463,459	33,447,479	29,030,837	47,923	287,863,079	0.468193%	59
335	42129	United Security Assur Co Of PA	0	0	85,594	0	0	85,594	0.000139%	336
336	70106	United States Life Ins Co In NYC	17,482,080	690,587	29,261,026	0	0	47,433,693	0.077148%	112
337	63479	United Teacher Assoc Ins Co	217,941	1,744,000	2,288,148	0	0	4,250,089	0.006913%	235
338	72850	United World Life Ins Co	160,668	0	44,803,523	0	0	44,964,191	0.073132%	116
339	79413	UnitedHealthcare Ins Co	5,129,165	0	1,778,958,288	0	0	1,784,087,453	2.901715%	8
340	63819	Unity Financial Life Ins Co	361,910	0	0	0	0	361,910	0.000589%	313
341	70114	Unity Mut Life Ins Co	103,173	15,445	2,528	0	0	121,146	0.000197%	331
342	70173	Universal Underwriters Life Ins Co	1,564,136	0	0	0	0	1,564,136	0.002544%	284
343	62235	Unum Life Ins Co Of Amer	86,009,962	7,991	279,267,459	332,269	0	365,617,681	0.594656%	44
344	80705	US Br Great West Life Assur Co	1,621,891	0	2,468,586	0	0	4,090,477	0.006653%	237
345	80802	US Br SunLife Assur Co Of Canada	181,636,193	116,922	109,803,014	0	0	291,556,129	0.474199%	56
346	80659	US Business of Canada Life Assur Co	5,231,937	24,402	513,235	0	0	5,769,574	0.009384%	221
347	80675	US Business of Crown Life Ins Co	4,774,977	0	472,727	0	0	5,247,704	0.008535%	227
348	84530	US Financial Life Ins Co	18,502,117	0	0	0	0	18,502,117	0.030093%	165
349	70955	USA Life One Ins Co Of IN	1,589	0	0	0	0	1,589	0.000003%	361
350	72613	USAA Direct Life Ins Co	4,266	0	0	0	0	4,266	0.000007%	357
351	69663	USAA Life Ins Co	85,512,899	133,507,559	17,505,127	2,573,320	0	239,098,905	0.388880%	62
352	68632	Vantis Life Ins Co	110,532	0	0	0	0	110,532	0.000180%	332
353	70238	Variable Ann Life Ins Co	0	388,861,954	0	0	0	388,861,954	0.632461%	41
354	70319	Washington Natl Ins Co	6,422,367	4,446,091	18,439,806	0	0	29,308,264	0.047668%	146
355	70335	West Coast Life Ins Co	138,605,199	566,438	13,342	1,100,711	0	140,285,690	0.228167%	78
356	70483	Western & Southern Life Ins Co	10,373,025	170	463,291	0	0	10,836,486	0.017625%	190
357	70432	Western Natl Life Ins Co	245,065	340,232,927	0	0	0	340,477,992	0.553768%	46
358	91413	Western Reserve Life Assur Co of OH	217,200,126	10,717,235	256,194	1,886	1,021,170	229,196,611	0.372775%	64
359	92622	Western Southern Life Assur Co	4,561,463	25,558,499	0	0	0	30,119,962	0.048988%	144
360	60704	Wilton Reassur Life Co of NY	730,030	1,822	16,332	0	0	748,184	0.001217%	303

## 2010 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
361	70629	World Ins Co	32,916	2,120	455,836	0	0	490,872	0.000798%	310
362	71323	Zale Life Ins Co	95,439	0	90,617	0	0	186,056	0.000303%	324
363	90557	Zurich Amer Life Ins Co	3,070,259	4,193,333	7,424	0	0	7,271,016	0.011826%	210
Totals:			14,023,702,701	20,708,514,593	17,732,246,503	2,008,797,907	7,010,642,417	61,483,904,121	100.000000%	

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**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	973,649	0.006943%	232
2	77879	5 Star Life Ins Co	7,533,205	0.053718%	135
3	71854	AAA Life Ins Co	104,346,047	0.744069%	34
4	71471	Ability Ins Co	52,238	0.000372%	303
5	60038	Acacia Life Ins Co	11,005,855	0.078480%	119
6	60054	Aetna Life Ins Co	121,548,765	0.866738%	32
7	90611	Allianz Life Ins Co Of N Amer	42,558,811	0.303478%	62
8	60186	Allstate Life Ins Co	71,336,018	0.508682%	45
9	70874	Allstate Life Ins Co Of NY	407,975	0.002909%	255
10	60216	Amalgamated Life Ins Co	15,244	0.000109%	317
11	68594	American Amicable Life Ins Co Of TX	3,986,057	0.028424%	164
12	60275	American Bankers Life Assur Co Of FL	3,601,342	0.025680%	170
13	60291	American Capitol Ins Co	139,918	0.000998%	287
14	92738	American Equity Invest Life Ins Co	13,248	0.000094%	321
15	60380	American Family Life Assur Co of Col	17,594,248	0.125461%	96
16	60399	American Family Life Ins Co	1,397,776	0.009967%	218
17	60410	American Fidelity Assur Co	22,742,841	0.162174%	84
18	60429	American Fidelity Life Ins Co	1,092,285	0.007789%	227
19	68373	American Gen Assur Co	1,901,681	0.013560%	204
20	66672	American Gen Life & Acc Ins Co	49,639,689	0.353970%	57
21	60488	American Gen Life Ins Co	360,499,781	2.570646%	11
22	66842	American Gen Life Ins Co of DE	14,085,615	0.100441%	111
23	60534	American Heritage Life Ins Co	4,741,645	0.033812%	160
24	60577	American Income Life Ins Co	61,218,488	0.436536%	51
25	67989	American Memorial Life Ins Co	64,293,472	0.458463%	49
26	65811	American Modern Life Ins Co	450,643	0.003213%	251
27	60739	American Natl Ins Co	61,356,900	0.437523%	50
28	71773	American Natl Life Ins Co Of TX	190,530	0.001359%	278
29	60801	American Public Life Ins Co	1,117	0.000008%	335
30	60836	American Republic Ins Co	522,731	0.003727%	247
31	60895	American United Life Ins Co	12,542,501	0.089438%	115
32	61999	Americo Fin Life & Ann Ins Co	14,120,790	0.100692%	110
33	61301	Ameritas Life Ins Corp	15,504,673	0.110560%	104
34	72222	Amica Life Ins Co	3,946,858	0.028144%	166
35	62825	Anthem Blue Cross Life & Health Ins Co	38,595,561	0.275217%	65
36	61069	Anthem Life Ins Co	9,569,824	0.068240%	124
37	71439	Assurity Life Ins Co	14,557,582	0.103807%	108
38	61182	Aurora Natl Life Assur Co	6,044,514	0.043102%	147
39	84522	Auto Club Life Ins Co	2,953,874	0.021063%	181
40	61689	Aviva Life & Ann Co	166,764,483	1.189162%	25
41	62880	AXA Equitable Life & Ann Co	1,833,773	0.013076%	207
42	62944	AXA Equitable Life Ins Co	274,410,913	1.956765%	14
43	68160	Balboa Life Ins Co	449,407	0.003205%	252
44	61212	Baltimore Life Ins Co	1,842,883	0.013141%	205
45	61263	Bankers Life & Cas Co	17,299,173	0.123357%	98

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	94250	Banner Life Ins Co	69,900,328	0.498444%	46
47	61395	Beneficial Life Ins Co	11,985,428	0.085466%	116
48	64890	Berkley Life & Hlth Ins Co	3,434	0.000024%	328
49	71714	Berkshire Life Ins Co of Amer	748,958	0.005341%	241
50	90638	Best Life & Hlth Ins Co	204,023	0.001455%	271
51	61557	Blue Shield of CA Life & Hlth Ins Co	9,178,266	0.065448%	126
52	61476	Boston Mut Life Ins Co	3,837,411	0.027364%	168
53	71331	Careamerica Life Ins Co	2,008,378	0.014321%	201
54	80799	Celtic Ins Co	1,206	0.000009%	334
55	61751	Central States H & L Co Of Omaha	1,481,615	0.010565%	215
56	61883	Central United Life Ins Co	86,235	0.000615%	295
57	62383	Centurion Life Ins Co	117,540	0.000838%	288
58	61832	Chesapeake Life Ins Co	5,902,788	0.042092%	148
59	61875	Church Life Ins Corp	1,149,335	0.008196%	224
60	67369	Cigna Hlth & Life Ins Co	5,143,868	0.036680%	153
61	76236	Cincinnati Life Ins Co	4,969,009	0.035433%	158
62	93432	CM Life Ins Co	38,202,423	0.272413%	67
63	62049	Colonial Life & Accident Ins Co	23,589,933	0.168215%	82
64	62065	Colonial Penn Life Ins Co	14,345,123	0.102292%	109
65	84786	Colorado Bankers Life Ins Co	8,580,401	0.061185%	128
66	76023	Columbian Life Ins Co	2,210,382	0.015762%	193
67	62103	Columbian Mut Life Ins Co	195,707	0.001396%	275
68	99937	Columbus Life Ins Co	17,631,442	0.125726%	95
69	62146	Combined Ins Co Of Amer	5,251,261	0.037446%	151
70	84824	Commonwealth Ann & Life Ins Co	6,214,320	0.044313%	142
71	62308	Connecticut Gen Life Ins Co	40,539,941	0.289082%	63
72	65900	Conseco Life Ins Co	47,996,262	0.342251%	59
73	62359	Constitution Life Ins Co	203,889	0.001454%	272
74	71730	Continental Amer Ins Co	55,107	0.000393%	302
75	62413	Continental Assur Co	1,712,731	0.012213%	210
76	71404	Continental Gen Ins Co	197,222	0.001406%	274
77	78301	Corvesta Life Ins Co	389	0.000003%	339
78	82880	CSI Life Ins Co	36,705	0.000262%	304
79	62626	Cuna Mut Ins Society	22,359,120	0.159438%	85
80	62634	Delaware Amer Life Ins Co	161,275	0.001150%	283
81	92444	Doctors Life Ins Co	77,263	0.000551%	297
82	62928	EMC Natl Life Co	1,157,976	0.008257%	223
83	84174	Employees Life Co Mut	14,809	0.000106%	318
84	62510	Equitrust Life Ins Co	75,524	0.000539%	298
85	77968	Family Heritage Life Ins Co Of Amer	18,447	0.000132%	315
86	63053	Family Life Ins Co	3,148,376	0.022450%	179
87	74004	Family Serv Life Ins Co	2,236	0.000016%	330
88	63177	Farmers New World Life Ins Co	243,723,915	1.737943%	15
89	63223	Federal Life Ins Co	2,147,709	0.015315%	194
90	63258	Federated Life Ins Co	6,970,253	0.049703%	137

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	63274	Fidelity & Guar Life Ins Co	95,845,272	0.683452%	39
92	93696	Fidelity Investments Life Ins Co	2,297,782	0.016385%	190
93	63290	Fidelity Life Assn A Legal Reserve L	8,163,102	0.058209%	130
94	71870	Fidelity Security Life Ins Co	1,568,648	0.011186%	213
95	69140	First Allmerica Fin Life Ins Co	928,425	0.006620%	236
96	90328	First Hlth Life & Hlth Ins Co	36,331	0.000259%	305
97	63495	First Investors Life Ins Co	3,350,693	0.023893%	175
98	67652	First Penn Pacific Life Ins Co	27,077,755	0.193086%	76
99	91642	Forethought Life Ins Co	67,225,958	0.479374%	47
100	71129	Fort Dearborn Life Ins Co	7,709,692	0.054976%	133
101	99775	Funeral Directors Life Ins Co	1,044,507	0.007448%	228
102	63657	Garden State Life Ins Co	2,760,550	0.019685%	183
103	63665	General Amer Life Ins Co	46,346,543	0.330487%	61
104	65536	Genworth Life & Ann Ins Co	184,890,800	1.318416%	21
105	70025	Genworth Life Ins Co	38,994,317	0.278060%	64
106	70939	Gerber Life Ins Co	19,795,014	0.141154%	91
107	91472	Globe Life & Accident Ins Co	35,872,667	0.255800%	70
108	62286	Golden Rule Ins Co	2,250,276	0.016046%	191
109	63967	Government Personnel Mut Life Ins Co	6,066,098	0.043256%	146
110	63312	Great Amer Life Ins Co	12,576,472	0.089680%	114
111	90212	Great Southern Life Ins Co	5,658,919	0.040353%	150
112	68322	Great W Life & Ann Ins Co	35,601,865	0.253869%	71
113	71480	Great Western Ins Co	26,235,848	0.187082%	78
114	64211	Guarantee Trust Life Ins Co	5,000,800	0.035660%	157
115	64238	Guaranty Income Life Ins Co	14,051	0.000100%	320
116	78778	Guardian Ins & Ann Co Inc	3,971,880	0.028323%	165
117	64246	Guardian Life Ins Co Of Amer	165,148,734	1.177640%	26
118	70815	Hartford Life & Accident Ins Co	98,218,287	0.700373%	35
119	71153	Hartford Life & Ann Ins Co	156,503,650	1.115994%	27
120	88072	Hartford Life Ins Co	19,137,450	0.136465%	93
121	92711	HCC Life Ins Co	1,270,762	0.009062%	219
122	66141	Health Net Life Ins Co	3,299,911	0.023531%	176
123	62421	Heritage Union Life Ins Co	502,418	0.003583%	249
124	93440	HM Life Ins Co	15,565	0.000111%	316
125	64505	Homesteaders Life Co	22,238,561	0.158578%	87
126	64513	Horace Mann Life Ins Co	3,415,492	0.024355%	174
127	93777	Household Life Ins Co	7,787,067	0.055528%	132
128	73288	Humana Ins Co	1,443,729	0.010295%	216
129	70580	Humanadental Ins Co	242,529	0.001729%	267
130	91693	IA Amer Life Ins Co	3,528,986	0.025164%	172
131	97764	Idealife Ins Co	394,046	0.002810%	257
132	64580	Illinois Mut Life Ins Co	431,741	0.003079%	254
133	81779	Individual Assur Co Life Hlth & Acc	1,396	0.000010%	333
134	84514	Industrial Alliance Pacific Ins & Fi	9,981,375	0.071175%	123
135	86509	Ing Life Ins & Ann Co	16,669,520	0.118867%	100

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
136	80942	ING USA Ann & Life Ins Co	3,724,346	0.026558%	169
137	74780	Integrity Life Ins Co	30,217	0.000215%	311
138	64939	Investors Ins Corp	5,203	0.000037%	325
139	63487	Investors Life Ins Co N Amer	2,106,693	0.015022%	197
140	65056	Jackson Natl Life Ins Co	59,399,194	0.423563%	52
141	64017	Jefferson Natl Life Ins Co	1,808,375	0.012895%	208
142	65080	John Alden Life Ins Co	1,219,970	0.008699%	220
143	93610	John Hancock Life & Hlth Ins Co	254,043	0.001812%	264
144	65838	John Hancock Life Ins Co (USA)	586,593,301	4.182870%	5
145	65110	Kanawha Ins Co	406,653	0.002900%	256
146	65129	Kansas City Life Ins Co	10,582,357	0.075461%	120
147	65242	Lafayette Life Ins Co	31,119,054	0.221903%	74
148	68543	Liberty Bankers Life Ins Co	210,813	0.001503%	270
149	65315	Liberty Life Assur Co Of Boston	57,066,364	0.406928%	53
150	61492	Liberty Life Ins Co	7,154,922	0.051020%	136
151	65331	Liberty Natl Life Ins Co	8,921,236	0.063615%	127
152	65498	Life Ins Co Of N Amer	139,919,395	0.997735%	28
153	65528	Life Ins Co Of The Southwest	86,409,340	0.616166%	42
154	77720	LifeSecure Ins Co	869,619	0.006201%	238
155	94188	Lifewise Assur Co	14,297	0.000102%	319
156	65595	Lincoln Benefit Life Co	241,762,990	1.723960%	17
157	65927	Lincoln Heritage Life Ins Co	49,021,556	0.349562%	58
158	62057	Lincoln Life & Ann Co of NY	2,131,435	0.015199%	195
159	65676	Lincoln Natl Life Ins Co	640,174,090	4.564943%	4
160	68446	Longevity Ins Co	33,658	0.000240%	308
161	65722	Loyal Amer Life Ins Co	165,729	0.001182%	282
162	65781	Madison Natl Life Ins Co Inc	967,347	0.006898%	233
163	65870	Manhattan Life Ins Co	2,129,931	0.015188%	196
164	67083	Manhattan Natl Life Ins Co	4,321,522	0.030816%	162
165	71072	Marquette Natl Life Ins Co	11,764	0.000084%	322
166	65935	Massachusetts Mut Life Ins Co	285,836,917	2.038241%	13
167	31119	Medico Ins Co	1,863	0.000013%	331
168	97055	Mega Life & Hlth Ins Co The	1,013,568	0.007228%	231
169	86126	Members Life Ins Co	231,472	0.001651%	268
170	65951	Merit Life Ins Co	648,937	0.004627%	245
171	87726	Metlife Ins Co of CT	57,052,399	0.406828%	54
172	93513	MetLife Investors Ins Co	776,781	0.005539%	239
173	61050	MetLife Investors USA Ins Co	135,652,563	0.967309%	30
174	65978	Metropolitan Life Ins Co	715,467,133	5.101842%	3
175	97136	Metropolitan Tower Life Ins Co	7,629,452	0.054404%	134
176	66087	Mid West Natl Life Ins Co Of TN	943,992	0.006731%	234
177	66044	Midland Natl Life Ins Co	65,518,969	0.467202%	48
178	66109	Midwestern United Life Ins Co	269,039	0.001918%	263
179	66168	Minnesota Life Ins Co	199,052,244	1.419399%	19
180	70416	MML Bay State Life Ins Co	6,922,592	0.049364%	138

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
181	69647	Molina Hlthcare Ins Co	195,693	0.001395%	276
182	66265	Monarch Life Ins Co	200,430	0.001429%	273
183	66281	Monumental Life Ins Co	25,562,954	0.182284%	79
184	66370	Mony Life Ins Co	17,175,231	0.122473%	99
185	78077	Mony Life Ins Co Of Amer	32,327,597	0.230521%	73
186	66427	MTL Ins Co	15,193,822	0.108344%	106
187	88668	Mutual Of Amer Life Ins Co	436,759	0.003114%	253
188	61409	National Benefit Life Ins Co	2,240,853	0.015979%	192
189	66540	National Farmers Union Life Ins Co	1,015,304	0.007240%	229
190	98205	National Found Life Ins Co	91	0.000001%	340
191	66583	National Guardian Life Ins Co	19,226,686	0.137101%	92
192	82538	National Hlth Ins Co	631	0.000004%	336
193	66680	National Life Ins Co	34,944,342	0.249181%	72
194	87963	National Teachers Assoc Life Ins Co	34,465	0.000246%	307
195	66850	National Western Life Ins Co	2,634,539	0.018786%	186
196	92657	Nationwide Life & Ann Ins Co	95,610,173	0.681776%	40
197	66869	Nationwide Life Ins Co	96,768,818	0.690038%	37
198	91626	New England Life Ins Co	25,209,762	0.179765%	81
199	78743	New Era Life Ins Co	2,514	0.000018%	329
200	69698	New Era Life Ins Co Of Midwest	20,256	0.000144%	314
201	91596	New York Life Ins & Ann Corp	561,241,739	4.002094%	6
202	66915	New York Life Ins Co	794,229,003	5.663476%	1
203	81264	Nippon Life Ins Co Of Amer	1,162,695	0.008291%	222
204	66974	North Amer Co Life & Hlth Ins	54,877,448	0.391319%	55
205	67032	North Carolina Mut Life Ins Co	61,101	0.000436%	300
206	67059	North Coast Life Ins Co	1,961,649	0.013988%	203
207	67091	Northwestern Mut Life Ins Co	754,324,477	5.378925%	2
208	81353	NYLife Ins Co Of AZ	14,729,035	0.105030%	107
209	67148	Occidental Life Ins Co Of NC	1,988,540	0.014180%	202
210	89206	Ohio Natl Life Assur Corp	35,973,526	0.256519%	69
211	67172	Ohio Natl Life Ins Co	10,435,602	0.074414%	121
212	67180	Ohio State Life Ins Co	3,471,108	0.024752%	173
213	67199	Old Amer Ins Co	3,158,329	0.022521%	178
214	67261	Old Republic Life Ins Co	3,881,318	0.027677%	167
215	76007	Old United Life Ins Co	535	0.000004%	337
216	76112	Oxford Life Ins Co	2,719,539	0.019392%	185
217	67393	Ozark Natl Life Ins Co	194,590	0.001388%	277
218	64343	Pacific Guardian Life Ins Co Ltd	11,797,067	0.084122%	117
219	97268	Pacific Life & Ann Co	98,890	0.000705%	292
220	67466	Pacific Life Ins Co	386,192,222	2.753853%	9
221	70785	Pacificare Life & Hlth Ins Co	23	0.000000%	341
222	93459	Pan Amer Assur Co	3,244,188	0.023134%	177
223	67539	Pan Amer Life Ins Co	654,495	0.004667%	244
224	60003	Park Avenue Life Ins Co	574,589	0.004097%	246
225	67598	Paul Revere Life Ins Co	929,553	0.006628%	235



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
226	67601	Paul Revere Variable Ann Ins Co	271,212	0.001934%	262
227	93262	Penn Ins & Ann Co	21,237,645	0.151441%	88
228	67644	Penn Mut Life Ins Co	36,186,553	0.258039%	68
229	67660	Pennsylvania Life Ins Co	917,879	0.006545%	237
230	85561	Perico Life Ins Co	3,490	0.000025%	327
231	90247	Pharmacists Life Ins Co	10,026	0.000071%	323
232	60232	Philadelphia Financial Life Assur Co	7,322	0.000052%	324
233	93548	PHL Variable Ins Co	50,522,866	0.360268%	56
234	67814	Phoenix Life Ins Co	26,975,473	0.192356%	77
235	72125	Physicians Life Ins Co	13,725,263	0.097872%	113
236	67873	Pioneer Amer Ins Co	102,189	0.000729%	291
237	67911	Pioneer Mut Life Ins Co	6,581,600	0.046932%	140
238	67946	Pioneer Security Life Ins Co	172,515	0.001230%	279
239	68039	Presidential Life Ins Co	1,148,850	0.008192%	225
240	65919	Primerica Life Ins Co	288,417,450	2.056643%	12
241	61271	Principal Life Ins Co	178,040,448	1.269568%	23
242	71161	Principal Natl Life Ins Co	15,760,446	0.112384%	102
243	68047	Professional Ins Co	87,025	0.000621%	294
244	88536	Protective Life & Annuity Ins Co	148,938	0.001062%	285
245	68136	Protective Life Ins Co	172,975,147	1.233448%	24
246	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%	338
247	68195	Provident Life & Accident Ins Co	15,591,622	0.111180%	103
248	79227	Pruco Life Ins Co	243,136,568	1.733754%	16
249	86630	Prudential Ann Life Assur Corp	274,043	0.001954%	261
250	68241	Prudential Ins Co Of Amer	390,631,792	2.785511%	8
251	68284	Pyramid Life Ins Co	30,725	0.000219%	310
252	70211	Reassure Amer Life Ins Co	96,163,631	0.685722%	38
253	68357	Reliable Life Ins Co	23,344	0.000166%	313
254	68381	Reliance Standard Life Ins Co	46,451,631	0.331237%	60
255	67105	Reliastar Life Ins Co	186,474,154	1.329707%	20
256	61360	Reliastar Life Ins Co Of NY	5,065,360	0.036120%	156
257	65005	RiverSource Life Ins Co	110,389,090	0.787161%	33
258	60183	S USA Life Ins Co Inc	169,849	0.001211%	280
259	60445	Sagicor Life Ins Co	8,393,678	0.059854%	129
260	69914	Sears Life Ins Co	1,715,527	0.012233%	209
261	93742	Securian Life Ins Co	166,458	0.001187%	281
262	68675	Security Benefit Life Ins Co	1,835,988	0.013092%	206
263	68721	Security Life Ins Co Of Amer	1,197,032	0.008536%	221
264	68713	Security Life Of Denver Ins Co	95,147,658	0.678477%	41
265	68772	Security Mut Life Ins Co Of NY	2,537,153	0.018092%	188
266	69485	Security Natl Life Ins Co	760,220	0.005421%	240
267	68802	Sentinel Security Life Ins Co	2,793,767	0.019922%	182
268	68810	Sentry Life Ins Co	2,369,123	0.016894%	189
269	97241	Settlers Life Ins Co	73,883	0.000527%	299
270	69019	Standard Ins Co	97,344,087	0.694140%	36

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
271	86355	Standard Life & Accident Ins Co	1,015,155	0.007239%	230
272	69078	Standard Security Life Ins Co Of NY	35,678	0.000254%	306
273	68985	Starmount Life Ins Co	84,459	0.000602%	296
274	69108	State Farm Life Ins Co	362,709,338	2.586402%	10
275	69116	State Life Ins Co	22,983,567	0.163891%	83
276	89184	Sterling Investors Life Ins Co	316,530	0.002257%	260
277	65021	Stonebridge Life Ins Co	22,319,769	0.159157%	86
278	80926	Sun Life & Hlth Ins Co	11,298,737	0.080569%	118
279	79065	Sun Life Assur Co Of Canada US	14,015,956	0.099945%	112
280	60941	SunAmerica Ann & Life Assur Co	2,030,034	0.014476%	200
281	69256	Sunamerica Life Ins Co	6,108,516	0.043559%	145
282	69272	Sunset Life Ins Co Of Amer	5,742,884	0.040951%	149
283	69310	Surety Life Ins Co	16,218,132	0.115648%	101
284	68608	Symetra Life Ins Co	20,335,177	0.145006%	90
285	90581	Symetra Natl Life Ins Co	28,825	0.000206%	312
286	69345	Teachers Ins & Ann Assoc Of Amer	25,512,967	0.181927%	80
287	69396	Texas Life Ins Co	9,467,615	0.067512%	125
288	70435	The Savings Bank Life Ins Co Of MA	6,180,967	0.044075%	144
289	97721	Thrivent Life Ins Co	2,036,724	0.014523%	199
290	60142	TIAA Cref Life Ins Co	5,118,669	0.036500%	155
291	69477	Time Ins Co	1,686,309	0.012025%	211
292	69566	Trans World Assur Co	2,058,046	0.014675%	198
293	79022	Transamerica Advisors Life Ins Co	1,121,608	0.007998%	226
294	70688	Transamerica Financial Life Ins Co	508,881	0.003629%	248
295	86231	Transamerica Life Ins Co	502,558,938	3.583639%	7
296	61425	Trustmark Ins Co	15,362,670	0.109548%	105
297	62863	Trustmark Life Ins Co	390,157	0.002782%	258
298	86371	Ullico Life Ins Co	57,039	0.000407%	301
299	80314	Unicare Life & Hlth Ins Co	6,811,227	0.048569%	139
300	11121	Unified Life Ins Co	246,390	0.001757%	265
301	91529	Unimerica Ins Co	4,000,825	0.028529%	163
302	69701	Union Bankers Ins Co	500,919	0.003572%	250
303	80837	Union Central Life Ins Co	38,533,527	0.274774%	66
304	62596	Union Fidelity Life Ins Co	2,738,151	0.019525%	184
305	69744	Union Labor Life Ins Co	6,202,424	0.044228%	143
306	70408	Union Security Ins Co	28,671,323	0.204449%	75
307	92916	United Amer Ins Co	1,441,613	0.010280%	217
308	69892	United Farm Family Life Ins Co	147,543	0.001052%	286
309	87645	United Fidelity Life Ins Co	705,070	0.005028%	243
310	63983	United Heritage Life Ins Co	3,598,174	0.025658%	171
311	69922	United Home Life Ins Co	2,590,869	0.018475%	187
312	69930	United Ins Co Of Amer	20,390,996	0.145404%	89
313	94099	United Investors Life Ins Co	8,162,816	0.058207%	131
314	69868	United Of Omaha Life Ins Co	132,873,381	0.947491%	31
315	70106	United States Life Ins Co In NYC	17,482,080	0.124661%	97

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: LIFE INSURANCE**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
316	63479	United Teacher Assoc Ins Co	217,941	0.001554%	269
317	72850	United World Life Ins Co	160,668	0.001146%	284
318	79413	UnitedHealthcare Ins Co	5,129,165	0.036575%	154
319	63819	Unity Financial Life Ins Co	361,910	0.002581%	259
320	70114	Unity Mut Life Ins Co	103,173	0.000736%	290
321	70173	Universal Underwriters Life Ins Co	1,564,136	0.011154%	214
322	62235	Unum Life Ins Co Of Amer	86,009,962	0.613318%	43
323	80705	US Br Great West Life Assur Co	1,621,891	0.011565%	212
324	80802	US Br SunLife Assur Co Of Canada	181,636,193	1.295209%	22
325	80659	US Business of Canada Life Assur Co	5,231,937	0.037308%	152
326	80675	US Business of Crown Life Ins Co	4,774,977	0.034049%	159
327	84530	US Financial Life Ins Co	18,502,117	0.131935%	94
328	70955	USA Life One Ins Co Of IN	1,589	0.000011%	332
329	72613	USAA Direct Life Ins Co	4,266	0.000030%	326
330	69663	USAA Life Ins Co	85,512,899	0.609774%	44
331	68632	Vantis Life Ins Co	110,532	0.000788%	289
332	70319	Washington Natl Ins Co	6,422,367	0.045797%	141
333	70335	West Coast Life Ins Co	138,605,199	0.988364%	29
334	70483	Western & Southern Life Ins Co	10,373,025	0.073968%	122
335	70432	Western Natl Life Ins Co	245,065	0.001748%	266
336	91413	Western Reserve Life Assur Co of OH	217,200,126	1.548807%	18
337	92622	Western Southern Life Assur Co	4,561,463	0.032527%	161
338	60704	Wilton Reassur Life Co of NY	730,030	0.005206%	242
339	70629	World Ins Co	32,916	0.000235%	309
340	71323	Zale Life Ins Co	95,439	0.000681%	293
341	90557	Zurich Amer Life Ins Co	3,070,259	0.021893%	180
	Totals:		14,023,702,701	100.000000%	

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**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	71,116,286	0.343415%	49
2	60038	Acacia Life Ins Co	384,792	0.001858%	141
3	60054	Aetna Life Ins Co	1,937,660	0.009357%	113
4	90611	Allianz Life Ins Co Of N Amer	1,110,427,726	5.362169%	5
5	60186	Allstate Life Ins Co	16,441,714	0.079396%	83
6	68594	American Amicable Life Ins Co Of TX	380,260	0.001836%	142
7	60275	American Bankers Life Assur Co Of FL	8,984	0.000043%	195
8	92738	American Equity Invest Life Ins Co	406,233,830	1.961671%	15
9	60399	American Family Life Ins Co	13,967	0.000067%	188
10	60410	American Fidelity Assur Co	40,879,776	0.197405%	58
11	60429	American Fidelity Life Ins Co	175,907	0.000849%	151
12	66672	American Gen Life & Acc Ins Co	5,581,663	0.026953%	95
13	60488	American Gen Life Ins Co	86,680,825	0.418575%	44
14	66842	American Gen Life Ins Co of DE	6,603,983	0.031890%	94
15	60534	American Heritage Life Ins Co	15,826	0.000076%	186
16	60577	American Income Life Ins Co	423	0.000002%	225
17	81213	American Maturity Life Ins Co	16,899	0.000082%	183
18	67989	American Memorial Life Ins Co	1,185,494	0.005725%	118
19	60739	American Natl Ins Co	208,684,770	1.007722%	30
20	60895	American United Life Ins Co	178,277,242	0.860887%	31
21	61999	Americo Fin Life & Ann Ins Co	19,986,589	0.096514%	82
22	61301	Ameritas Life Ins Corp	62,796,836	0.303241%	52
23	72222	Amica Life Ins Co	869,667	0.004200%	125
24	93661	Annuity Investors Life Ins Co	78,916,755	0.381083%	47
25	71439	Assurity Life Ins Co	820,919	0.003964%	127
26	84522	Auto Club Life Ins Co	448,573	0.002166%	136
27	61689	Aviva Life & Ann Co	670,064,273	3.235688%	8
28	62944	AXA Equitable Life Ins Co	434,395,836	2.097663%	13
29	61263	Bankers Life & Cas Co	83,627,473	0.403831%	46
30	94250	Banner Life Ins Co	120	0.000001%	233
31	61395	Beneficial Life Ins Co	1,663,356	0.008032%	115
32	62345	Berkshire Hathaway Life Ins Co NE	228,664	0.001104%	148
33	62383	Centurion Life Ins Co	41,127,033	0.198599%	57
34	61808	Charter Natl Life Ins Co	25,500	0.000123%	178
35	61832	Chesapeake Life Ins Co	163,302	0.000789%	154
36	61875	Church Life Ins Corp	1,097,293	0.005299%	121
37	76236	Cincinnati Life Ins Co	2,496,404	0.012055%	107
38	93432	CM Life Ins Co	30,554,022	0.147543%	72
39	62049	Colonial Life & Accident Ins Co	4,600	0.000022%	201
40	84786	Colorado Bankers Life Ins Co	4,379,980	0.021151%	97
41	62103	Columbian Mut Life Ins Co	2,900	0.000014%	205
42	99937	Columbus Life Ins Co	2,079,426	0.010041%	112
43	84824	Commonwealth Ann & Life Ins Co	11,295,623	0.054546%	87
44	62308	Connecticut Gen Life Ins Co	1,065,479	0.005145%	122
45	65900	Conseco Life Ins Co	69,221	0.000334%	167

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	62413	Continental Assur Co	1,000	0.000005%	218
47	62626	Cuna Mut Ins Society	69,780,149	0.336963%	50
48	92444	Doctors Life Ins Co	6,000	0.000029%	198
49	62928	EMC Natl Life Co	474,758	0.002293%	135
50	84174	Employees Life Co Mut	14,365,347	0.069369%	84
51	62510	Equitrust Life Ins Co	34,006,006	0.164212%	65
52	63053	Family Life Ins Co	5,660	0.000027%	200
53	63177	Farmers New World Life Ins Co	30,986,118	0.149630%	69
54	63223	Federal Life Ins Co	142,160	0.000686%	156
55	63258	Federated Life Ins Co	398,287	0.001923%	140
56	63274	Fidelity & Guar Life Ins Co	112,626,271	0.543863%	39
57	93696	Fidelity Investments Life Ins Co	325,672,918	1.572649%	22
58	71870	Fidelity Security Life Ins Co	431,878	0.002086%	138
59	63495	First Investors Life Ins Co	151,153	0.000730%	155
60	67652	First Penn Pacific Life Ins Co	54,241	0.000262%	169
61	91642	Forethought Life Ins Co	39,332,176	0.189932%	61
62	71129	Fort Dearborn Life Ins Co	3,552,399	0.017154%	103
63	99775	Funeral Directors Life Ins Co	782,021	0.003776%	130
64	63665	General Amer Life Ins Co	2,103,116	0.010156%	111
65	65536	Genworth Life & Ann Ins Co	104,227,827	0.503308%	40
66	70025	Genworth Life Ins Co	20,759,437	0.100246%	81
67	91472	Globe Life & Accident Ins Co	1,089	0.000005%	217
68	62286	Golden Rule Ins Co	94,749	0.000458%	161
69	63967	Government Personnel Mut Life Ins Co	75,553	0.000365%	165
70	63312	Great Amer Life Ins Co	128,577,411	0.620890%	37
71	90212	Great Southern Life Ins Co	1,044,019	0.005041%	123
72	68322	Great W Life & Ann Ins Co	574,247,014	2.772994%	10
73	71480	Great Western Ins Co	832,738	0.004021%	126
74	64211	Guarantee Trust Life Ins Co	13,774	0.000067%	189
75	64238	Guaranty Income Life Ins Co	3,128,954	0.015109%	105
76	78778	Guardian Ins & Ann Co Inc	92,974,277	0.448966%	41
77	64246	Guardian Life Ins Co Of Amer	2,204,412	0.010645%	110
78	70815	Hartford Life & Accident Ins Co	309	0.000001%	227
79	71153	Hartford Life & Ann Ins Co	9,959,895	0.048096%	90
80	88072	Hartford Life Ins Co	24,132,273	0.116533%	79
81	92711	HCC Life Ins Co	8,400	0.000041%	196
82	64505	Homesteaders Life Co	262,178	0.001266%	147
83	64513	Horace Mann Life Ins Co	34,562,202	0.166898%	64
84	70580	Humanadental Ins Co	77,344	0.000373%	164
85	91693	IA Amer Life Ins Co	297,539	0.001437%	145
86	97764	Idealife Ins Co	1,159	0.000006%	215
87	64580	Illinois Mut Life Ins Co	82,146	0.000397%	163
88	84514	Industrial Alliance Pacific Ins & Fi	34,811,851	0.168104%	63
89	86509	Ing Life Ins & Ann Co	703,291,295	3.396139%	7
90	80942	ING USA Ann & Lfe Ins Co	324,668,886	1.567801%	23

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	74780	Integrity Life Ins Co	28,029,382	0.135352%	73
92	64939	Investors Ins Corp	8,201,493	0.039604%	91
93	63487	Investors Life Ins Co N Amer	9,750	0.000047%	194
94	65056	Jackson Natl Life Ins Co	1,641,128,649	7.924882%	1
95	64017	Jefferson Natl Life Ins Co	24,661,953	0.119091%	78
96	65080	John Alden Life Ins Co	11,329	0.000055%	193
97	65838	John Hancock Life Ins Co (USA)	310,566,376	1.499701%	24
98	65110	Kanawha Ins Co	240	0.000001%	229
99	65129	Kansas City Life Ins Co	3,926,845	0.018962%	101
100	65242	Lafayette Life Ins Co	31,325,463	0.151268%	68
101	68543	Liberty Bankers Life Ins Co	11,098,336	0.053593%	88
102	65315	Liberty Life Assur Co Of Boston	1,104,431	0.005333%	120
103	61492	Liberty Life Ins Co	84,176,618	0.406482%	45
104	65331	Liberty Natl Life Ins Co	1,144	0.000006%	216
105	65528	Life Ins Co Of The Southwest	338,699,098	1.635551%	20
106	77720	LifeSecure Ins Co	19,499	0.000094%	181
107	65595	Lincoln Benefit Life Co	76,472,028	0.369277%	48
108	65927	Lincoln Heritage Life Ins Co	26,768	0.000129%	177
109	62057	Lincoln Life & Ann Co of NY	1,417,530	0.006845%	116
110	65676	Lincoln Natl Life Ins Co	1,215,460,732	5.869365%	3
111	68446	Longevity Ins Co	650	0.000003%	221
112	65722	Loyal Amer Life Ins Co	439,869	0.002124%	137
113	65781	Madison Natl Life Ins Co Inc	602,517	0.002910%	132
114	65870	Manhattan Life Ins Co	11,398	0.000055%	192
115	67083	Manhattan Natl Life Ins Co	4,308	0.000021%	202
116	65935	Massachusetts Mut Life Ins Co	177,122,708	0.855312%	32
117	97055	Mega Life & Hlth Ins Co The	11,605	0.000056%	191
118	87726	Metlife Ins Co of CT	30,765,342	0.148563%	71
119	93513	MetLife Investors Ins Co	31,725,900	0.153202%	67
120	61050	MetLife Investors USA Ins Co	1,179,694,101	5.696650%	4
121	65978	Metropolitan Life Ins Co	333,308,651	1.609521%	21
122	97136	Metropolitan Tower Life Ins Co	16,400	0.000079%	185
123	66087	Mid West Natl Life Ins Co Of TN	33,208	0.000160%	175
124	66044	Midland Natl Life Ins Co	304,228,282	1.469095%	25
125	66109	Midwestern United Life Ins Co	330	0.000002%	226
126	66168	Minnesota Life Ins Co	47,542,199	0.229578%	54
127	69647	Molina Hlthcare Ins Co	1,570	0.000008%	212
128	66265	Monarch Life Ins Co	600	0.000003%	224
129	66281	Monumental Life Ins Co	40,116,769	0.193721%	60
130	66370	Mony Life Ins Co	126,363	0.000610%	157
131	78077	Mony Life Ins Co Of Amer	2,343,973	0.011319%	109
132	66427	MTL Ins Co	343,621	0.001659%	144
133	88668	Mutual Of Amer Life Ins Co	47,790	0.000231%	172
134	66540	National Farmers Union Life Ins Co	9	0.000000%	235
135	66583	National Guardian Life Ins Co	93,712	0.000453%	162

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
136	66680	National Life Ins Co	1,216,116	0.005873%	117
137	66850	National Western Life Ins Co	160,588,042	0.775467%	33
138	92657	Nationwide Life & Ann Ins Co	69,314	0.000335%	166
139	66869	Nationwide Life Ins Co	23,136,483	0.111724%	80
140	91626	New England Life Ins Co	7,861,010	0.037960%	93
141	78743	New Era Life Ins Co	127	0.000001%	232
142	69698	New Era Life Ins Co Of Midwest	16,460	0.000079%	184
143	91596	New York Life Ins & Ann Corp	876,889,505	4.234431%	6
144	66915	New York Life Ins Co	26,392,568	0.127448%	76
145	66974	North Amer Co Life & Hlth Ins	239,680,545	1.157399%	28
146	67059	North Coast Life Ins Co	788,843	0.003809%	129
147	67091	Northwestern Mut Life Ins Co	68,029,509	0.328509%	51
148	67148	Occidental Life Ins Co Of NC	285,556	0.001379%	146
149	67172	Ohio Natl Life Ins Co	91,575,343	0.442210%	43
150	67180	Ohio State Life Ins Co	847	0.000004%	219
151	76112	Oxford Life Ins Co	30,000	0.000145%	176
152	67393	Ozark Natl Life Ins Co	2,057	0.000010%	208
153	64343	Pacific Guardian Life Ins Co Ltd	298	0.000001%	228
154	97268	Pacific Life & Ann Co	30,863,226	0.149036%	70
155	67466	Pacific Life Ins Co	520,659,374	2.514223%	12
156	67539	Pan Amer Life Ins Co	13,480	0.000065%	190
157	67644	Penn Mut Life Ins Co	13,972,663	0.067473%	85
158	67660	Pennsylvania Life Ins Co	18,859	0.000091%	182
159	90247	Pharmacists Life Ins Co	2,400	0.000012%	206
160	60232	Philadelphia Financial Life Assur Co	8,150,742	0.039359%	92
161	93548	PHL Variable Ins Co	4,129,196	0.019940%	100
162	67814	Phoenix Life Ins Co	544,529	0.002629%	134
163	72125	Physicians Life Ins Co	1,123,085	0.005423%	119
164	67873	Pioneer Amer Ins Co	1,401	0.000007%	214
165	67911	Pioneer Mut Life Ins Co	63,295	0.000306%	168
166	67946	Pioneer Security Life Ins Co	1,870	0.000009%	210
167	68039	Presidential Life Ins Co	3,710,196	0.017916%	102
168	65919	Primerica Life Ins Co	168,021	0.000811%	152
169	61271	Principal Life Ins Co	139,149,867	0.671944%	35
170	68136	Protective Life Ins Co	140,053,945	0.676310%	34
171	79227	Pruco Life Ins Co	1,545,913,180	7.465094%	2
172	86630	Prudential Ann Life Assur Corp	433,557,668	2.093616%	14
173	68241	Prudential Ins Co Of Amer	255,041,427	1.231575%	27
174	93629	Prudential Retirement Ins & Ann Co	700	0.000003%	220
175	70211	Reassure Amer Life Ins Co	164,940	0.000796%	153
176	68381	Reliance Standard Life Ins Co	27,614,066	0.133346%	74
177	67105	Reliastar Life Ins Co	113,538,123	0.548267%	38
178	61360	Reliastar Life Ins Co Of NY	967,742	0.004673%	124
179	65005	RiverSource Life Ins Co	557,513,237	2.692188%	11
180	60445	Sagicor Life Ins Co	3,415,944	0.016495%	104

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
181	68675	Security Benefit Life Ins Co	32,813,619	0.158454%	66
182	68721	Security Life Ins Co Of Amer	3,330	0.000016%	203
183	68713	Security Life Of Denver Ins Co	38,198	0.000184%	173
184	68772	Security Mut Life Ins Co Of NY	410,269	0.001981%	139
185	69485	Security Natl Life Ins Co	117,174	0.000566%	158
186	68810	Sentry Life Ins Co	26,615,152	0.128522%	75
187	69019	Standard Ins Co	44,729,527	0.215995%	55
188	86355	Standard Life & Accident Ins Co	47,904	0.000231%	171
189	69108	State Farm Life Ins Co	40,225,191	0.194244%	59
190	69116	State Life Ins Co	42,506,896	0.205262%	56
191	89184	Sterling Investors Life Ins Co	1,964	0.000009%	209
192	79065	Sun Life Assur Co Of Canada US	401,909,075	1.940787%	16
193	60941	SunAmerica Ann & Life Assur Co	221,322,528	1.068749%	29
194	69256	Sunamerica Life Ins Co	4,151,633	0.020048%	99
195	69272	Sunset Life Ins Co Of Amer	185,413	0.000895%	150
196	69310	Surety Life Ins Co	203,155	0.000981%	149
197	68608	Symetra Life Ins Co	281,986,069	1.361689%	26
198	69345	Teachers Ins & Ann Assoc Of Amer	620,245,629	2.995118%	9
199	70435	The Savings Bank Life Ins Co Of MA	35,000	0.000169%	174
200	97721	Thrivent Life Ins Co	36,671,312	0.177083%	62
201	60142	TIAA Cref Life Ins Co	11,748,157	0.056731%	86
202	69566	Trans World Assur Co	111,118	0.000537%	160
203	79022	Transamerica Advisors Life Ins Co	2,371,389	0.011451%	108
204	70688	Transamerica Financial Life Ins Co	2,568,424	0.012403%	106
205	86231	Transamerica Life Ins Co	384,761,919	1.857985%	18
206	11121	Unified Life Ins Co	3,256	0.000016%	204
207	69701	Union Bankers Ins Co	235	0.000001%	230
208	80837	Union Central Life Ins Co	48,109,156	0.232315%	53
209	62596	Union Fidelity Life Ins Co	1,529	0.000007%	213
210	70408	Union Security Ins Co	800,562	0.003866%	128
211	92916	United Amer Ins Co	49,991	0.000241%	170
212	69892	United Farm Family Life Ins Co	25	0.000000%	234
213	87645	United Fidelity Life Ins Co	19,848	0.000096%	180
214	63983	United Heritage Life Ins Co	362,636	0.001751%	143
215	69922	United Home Life Ins Co	600	0.000003%	223
216	69930	United Ins Co Of Amer	600	0.000003%	222
217	94099	United Investors Life Ins Co	5,976	0.000029%	199
218	69868	United Of Omaha Life Ins Co	92,463,459	0.446499%	42
219	70106	United States Life Ins Co In NYC	690,587	0.003335%	131
220	63479	United Teacher Assoc Ins Co	1,744,000	0.008422%	114
221	70114	Unity Mut Life Ins Co	15,445	0.000075%	187
222	62235	Unum Life Ins Co Of Amer	7,991	0.000039%	197
223	80802	US Br SunLife Assur Co Of Canada	116,922	0.000565%	159
224	80659	US Business of Canada Life Assur Co	24,402	0.000118%	179
225	69663	USAA Life Ins Co	133,507,559	0.644698%	36



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ANNUITY CONSIDERATIONS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
226	70238	Variable Ann Life Ins Co	388,861,954	1.877784%	17
227	70319	Washington Natl Ins Co	4,446,091	0.021470%	96
228	70335	West Coast Life Ins Co	566,438	0.002735%	133
229	70483	Western & Southern Life Ins Co	170	0.000001%	231
230	70432	Western Natl Life Ins Co	340,232,927	1.642958%	19
231	91413	Western Reserve Life Assur Co of OH	10,717,235	0.051753%	89
232	92622	Western Southern Life Assur Co	25,558,499	0.123420%	77
233	60704	Wilton Reassur Life Co of NY	1,822	0.000009%	211
234	70629	World Ins Co	2,120	0.000010%	207
235	90557	Zurich Amer Life Ins Co	4,193,333	0.020249%	98
	Totals:		20,708,557,011	100.000000%	

**California Life & Annuity Market Share Report**    Exhibit (5D)  
**Premiums Written During Calendar Year 2010**  
**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	275,514	0.001554%	176
2	71854	AAA Life Ins Co	9,884,656	0.055744%	81
3	71471	Ability Ins Co	1,498,075	0.008448%	144
4	60038	Acacia Life Ins Co	2,589	0.000015%	252
5	71390	Admiral Life Ins Co of Amer	800,529	0.004515%	160
6	60054	Aetna Life Ins Co	1,740,218,943	9.813866%	3
7	90611	Allianz Life Ins Co Of N Amer	17,777,337	0.100254%	66
8	60186	Allstate Life Ins Co	4,859,961	0.027407%	100
9	70874	Allstate Life Ins Co Of NY	6,599	0.000037%	239
10	60216	Amalgamated Life Ins Co	9,488	0.000054%	233
11	60275	American Bankers Life Assur Co Of FL	3,930,413	0.022165%	111
12	60380	American Family Life Assur Co of Col	314,239,919	1.772138%	9
13	60410	American Fidelity Assur Co	93,612,007	0.527920%	25
14	68373	American Gen Assur Co	5,381,041	0.030346%	94
15	66672	American Gen Life & Acc Ins Co	1,335,586	0.007532%	147
16	60488	American Gen Life Ins Co	3,035,591	0.017119%	117
17	66842	American Gen Life Ins Co of DE	10,772,774	0.060752%	79
18	60534	American Heritage Life Ins Co	31,764,321	0.179133%	54
19	60577	American Income Life Ins Co	5,475,520	0.030879%	93
20	67989	American Memorial Life Ins Co	1,129	0.000006%	260
21	65811	American Modern Life Ins Co	327,308	0.001846%	173
22	60739	American Natl Ins Co	930,046	0.005245%	156
23	71773	American Natl Life Ins Co Of TX	2,113,945	0.011921%	128
24	60801	American Public Life Ins Co	45,456	0.000256%	207
25	60836	American Republic Ins Co	829,918	0.004680%	157
26	60895	American United Life Ins Co	13,074,648	0.073734%	76
27	61999	Americo Fin Life & Ann Ins Co	1,834	0.000010%	255
28	61301	Ameritas Life Ins Corp	39,955,487	0.225327%	45
29	62825	Anthem Blue Cross Life & Health Ins Co	4,930,826,389	27.807115%	1
30	61069	Anthem Life Ins Co	5,190,874	0.029274%	97
31	71439	Assurity Life Ins Co	5,843,233	0.032953%	91
32	84522	Auto Club Life Ins Co	14,030	0.000079%	224
33	61689	Aviva Life & Ann Co	353,034	0.001991%	172
34	62944	AXA Equitable Life Ins Co	8,572,330	0.048343%	84
35	68160	Balboa Life Ins Co	1,842,208	0.010389%	134
36	61212	Baltimore Life Ins Co	56,626	0.000319%	203
37	61263	Bankers Life & Cas Co	69,035,424	0.389321%	31
38	94250	Banner Life Ins Co	412	0.000002%	267
39	61395	Beneficial Life Ins Co	3,995	0.000023%	246
40	64890	Berkley Life & Hlth Ins Co	190,686	0.001075%	181
41	71714	Berkshire Life Ins Co of Amer	13,494,086	0.076099%	75
42	90638	Best Life & Hlth Ins Co	6,613,403	0.037296%	90
43	61557	Blue Shield of CA Life & Hlth Ins Co	1,334,657,967	7.526728%	4
44	61476	Boston Mut Life Ins Co	1,896,946	0.010698%	132
45	74900	Brokers Natl Life Assur Co	93,393	0.000527%	194
46	71331	Careamerica Life Ins Co	165,319	0.000932%	186

**California Life & Annuity Market Share Report**    Exhibit (5D)  
**Premiums Written During Calendar Year 2010**  
**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	2,316,661	0.013065%	124
48	61751	Central States H & L Co Of Omaha	144,327	0.000814%	189
49	61883	Central United Life Ins Co	1,357,289	0.007654%	146
50	80896	Centre Life Ins Co	4,589,250	0.025881%	102
51	62383	Centurion Life Ins Co	1,372	0.000008%	257
52	61832	Chesapeake Life Ins Co	180,343	0.001017%	183
53	67369	Cigna Hlth & Life Ins Co	3,978,492	0.022436%	109
54	76236	Cincinnati Life Ins Co	43,720	0.000247%	209
55	62049	Colonial Life & Accident Ins Co	102,047,551	0.575491%	23
56	62065	Colonial Penn Life Ins Co	1,507,607	0.008502%	143
57	84786	Colorado Bankers Life Ins Co	1,691,211	0.009537%	139
58	76023	Columbian Life Ins Co	467	0.000003%	265
59	62103	Columbian Mut Life Ins Co	819	0.000005%	263
60	99937	Columbus Life Ins Co	7,728	0.000044%	235
61	62146	Combined Ins Co Of Amer	36,910,624	0.208155%	49
62	81426	Commercial Travelers Mut Ins Co	48,968	0.000276%	206
63	84824	Commonwealth Ann & Life Ins Co	981,673	0.005536%	154
64	62308	Connecticut Gen Life Ins Co	840,395,761	4.739364%	6
65	65900	Conseco Life Ins Co	2,429,507	0.013701%	121
66	62359	Constitution Life Ins Co	62,221	0.000351%	201
67	71730	Continental Amer Ins Co	3,922,954	0.022123%	112
68	62413	Continental Assur Co	10,098	0.000057%	232
69	71404	Continental Gen Ins Co	731,093	0.004123%	162
70	78301	Corvesta Life Ins Co	3,712	0.000021%	248
71	62626	Cuna Mut Ins Society	25,889,001	0.146000%	59
72	62928	EMC Natl Life Co	2,766	0.000016%	250
73	77968	Family Heritage Life Ins Co Of Amer	2,154,072	0.012148%	127
74	63053	Family Life Ins Co	2,536,081	0.014302%	119
75	63177	Farmers New World Life Ins Co	4,366,468	0.024624%	106
76	63223	Federal Life Ins Co	31,497	0.000178%	213
77	63258	Federated Life Ins Co	1,934,384	0.010909%	131
78	63290	Fidelity Life Assn A Legal Reserve L	5,214,034	0.029404%	96
79	71870	Fidelity Security Life Ins Co	37,987,807	0.214230%	46
80	69140	First Allmerica Fin Life Ins Co	56,590	0.000319%	205
81	90328	First Hlth Life & Hlth Ins Co	142,930,533	0.806049%	17
82	63495	First Investors Life Ins Co	254	0.000001%	270
83	67652	First Penn Pacific Life Ins Co	8,377	0.000047%	234
84	71129	Fort Dearborn Life Ins Co	6,834,197	0.038541%	89
85	63657	Garden State Life Ins Co	1,887	0.000011%	254
86	63665	General Amer Life Ins Co	2,594,780	0.014633%	118
87	65536	Genworth Life & Ann Ins Co	5,053,162	0.028497%	98
88	70025	Genworth Life Ins Co	226,245,824	1.275900%	11
89	70939	Gerber Life Ins Co	17,445,178	0.098381%	68
90	91472	Globe Life & Accident Ins Co	2,327,340	0.013125%	123
91	62286	Golden Rule Ins Co	1,952,560	0.011011%	130
92	63967	Government Personnel Mut Life Ins Co	20,835	0.000117%	220

**California Life & Annuity Market Share Report**    Exhibit (5D)  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
93	63312	Great Amer Life Ins Co	1,703,624	0.009607%	138
94	90212	Great Southern Life Ins Co	155,941	0.000879%	187
95	68322	Great W Life & Ann Ins Co	26,589,166	0.149948%	58
96	64211	Guarantee Trust Life Ins Co	4,322,818	0.024378%	107
97	64238	Guaranty Income Life Ins Co	167,336	0.000944%	185
98	64246	Guardian Life Ins Co Of Amer	379,825,264	2.142003%	8
99	70815	Hartford Life & Accident Ins Co	194,158,712	1.094947%	14
100	71153	Hartford Life & Ann Ins Co	103,771	0.000585%	193
101	88072	Hartford Life Ins Co	9,688,097	0.054635%	83
102	92711	HCC Life Ins Co	45,442,622	0.256271%	38
103	66141	Health Net Life Ins Co	1,084,245,675	6.114542%	5
104	12902	Healthspring Life & Hlth Ins Co Inc	5,567,089	0.031395%	92
105	62421	Heritage Union Life Ins Co	125	0.000001%	272
106	93440	HM Life Ins Co	19,516,077	0.110060%	64
107	64513	Horace Mann Life Ins Co	28,402	0.000160%	214
108	93777	Household Life Ins Co	1,869,094	0.010541%	133
109	73288	Humana Ins Co	204,883,197	1.155427%	13
110	70580	Humanadental Ins Co	35,759,670	0.201665%	51
111	91693	IA Amer Life Ins Co	56,612	0.000319%	204
112	97764	Idealife Ins Co	20,844	0.000118%	219
113	64580	Illinois Mut Life Ins Co	135,444	0.000764%	191
114	81779	Individual Assur Co Life Hlth & Acc	23,422	0.000132%	217
115	86509	Ing Life Ins & Ann Co	1,124	0.000006%	261
116	80942	ING USA Ann & Llife Ins Co	4,599	0.000026%	244
117	65056	Jackson Natl Life Ins Co	13,107	0.000074%	227
118	64017	Jefferson Natl Life Ins Co	76,982	0.000434%	199
119	65080	John Alden Life Ins Co	2,235,329	0.012606%	126
120	93610	John Hancock Life & Hlth Ins Co	1,543,654	0.008705%	142
121	65838	John Hancock Life Ins Co (USA)	115,628,100	0.652078%	18
122	65110	Kanawha Ins Co	9,708,093	0.054748%	82
123	65129	Kansas City Life Ins Co	311,468	0.001757%	174
124	65242	Lafayette Life Ins Co	59,799	0.000337%	202
125	65315	Liberty Life Assur Co Of Boston	97,111,971	0.547657%	24
126	61492	Liberty Life Ins Co	4,473,708	0.025229%	104
127	65331	Liberty Natl Life Ins Co	78,647	0.000444%	197
128	65498	Life Ins Co Of N Amer	175,859,517	0.991750%	16
129	65528	Life Ins Co Of The Southwest	1,196	0.000007%	259
130	77720	LifeSecure Ins Co	3,782	0.000021%	247
131	65595	Lincoln Benefit Life Co	20,010,412	0.112848%	62
132	65927	Lincoln Heritage Life Ins Co	1,767,491	0.009968%	136
133	62057	Lincoln Life & Ann Co of NY	6,537	0.000037%	240
134	65676	Lincoln Natl Life Ins Co	104,713,627	0.590527%	22
135	76694	London Life Reins Co	1,119	0.000006%	262
136	68446	Longevity Ins Co	13,283	0.000075%	226
137	65722	Loyal Amer Life Ins Co	820,645	0.004628%	159
138	65781	Madison Natl Life Ins Co Inc	1,656,444	0.009341%	140

**California Life & Annuity Market Share Report**    Exhibit (5D)  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
139	71072	Marquette Natl Life Ins Co	11,493	0.000065%	228
140	65935	Massachusetts Mut Life Ins Co	49,953,384	0.281709%	35
141	69515	Medamerica Ins Co	1,086,433	0.006127%	150
142	31119	Medico Ins Co	1,016,081	0.005730%	152
143	97055	Mega Life & Hlth Ins Co The	58,600,270	0.330473%	34
144	86126	Members Life Ins Co	52	0.000000%	273
145	65951	Merit Life Ins Co	1,091,363	0.006155%	149
146	87726	Metlife Ins Co of CT	19,737,533	0.111309%	63
147	93513	MetLife Investors Ins Co	11,443	0.000065%	229
148	65978	Metropolitan Life Ins Co	638,566,720	3.601161%	7
149	66087	Mid West Natl Life Ins Co Of TN	45,743,162	0.257966%	37
150	66044	Midland Natl Life Ins Co	6,867	0.000039%	238
151	66168	Minnesota Life Ins Co	13,780,109	0.077712%	74
152	66265	Monarch Life Ins Co	2,370,494	0.013368%	122
153	66281	Monumental Life Ins Co	41,905,994	0.236326%	41
154	66370	Mony Life Ins Co	3,968,000	0.022377%	110
155	66427	MTL Ins Co	37,825	0.000213%	210
156	88668	Mutual Of Amer Life Ins Co	186,097	0.001049%	182
157	71412	Mutual Of Omaha Ins Co	30,360,371	0.171216%	55
158	61409	National Benefit Life Ins Co	115,718	0.000653%	192
159	98205	National Found Life Ins Co	587,256	0.003312%	165
160	66583	National Guardian Life Ins Co	6,977,166	0.039347%	88
161	82538	National Hlth Ins Co	290,914	0.001641%	175
162	66680	National Life Ins Co	3,491,818	0.019692%	115
163	87963	National Teachers Assoc Life Ins Co	22,395,982	0.126301%	60
164	66869	Nationwide Life Ins Co	49,875,101	0.281268%	36
165	91626	New England Life Ins Co	144,471	0.000815%	188
166	78743	New Era Life Ins Co	304	0.000002%	269
167	66915	New York Life Ins Co	60,238,216	0.339710%	33
168	81264	Nippon Life Ins Co Of Amer	41,798,581	0.235721%	42
169	66974	North Amer Co Life & Hlth Ins	4,610	0.000026%	243
170	67032	North Carolina Mut Life Ins Co	783,182	0.004417%	161
171	69000	Northwestern Long Term Care Ins Co	14,541,402	0.082005%	73
172	67091	Northwestern Mut Life Ins Co	74,268,491	0.418833%	29
173	89206	Ohio Natl Life Assur Corp	1,952,963	0.011014%	129
174	67172	Ohio Natl Life Ins Co	1,132,262	0.006385%	148
175	67180	Ohio State Life Ins Co	3,653	0.000021%	249
176	67199	Old Amer Ins Co	173,842	0.000980%	184
177	67261	Old Republic Life Ins Co	5,792	0.000033%	242
178	76112	Oxford Life Ins Co	43,991	0.000248%	208
179	67393	Ozark Natl Life Ins Co	1,543	0.000009%	256
180	64343	Pacific Guardian Life Ins Co Ltd	15,931	0.000090%	223
181	70785	Pacificare Life & Hlth Ins Co	112,590,364	0.634947%	19
182	67539	Pan Amer Life Ins Co	15,494,415	0.087380%	71
183	67598	Paul Revere Life Ins Co	33,709,875	0.190105%	52
184	67644	Penn Mut Life Ins Co	1,383,807	0.007804%	145

**California Life & Annuity Market Share Report**    Exhibit (5D)  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
185	67660	Pennsylvania Life Ins Co	45,132,519	0.254522%	39
186	85561	Perico Life Ins Co	993,893	0.005605%	153
187	67784	Philadelphia Amer Life Ins Co	1,827,123	0.010304%	135
188	67814	Phoenix Life Ins Co	359,738	0.002029%	170
189	72125	Physicians Life Ins Co	960,391	0.005416%	155
190	80578	Physicians Mut Ins Co	12,455,977	0.070245%	77
191	68039	Presidential Life Ins Co	362	0.000002%	268
192	65919	Primerica Life Ins Co	77,919	0.000439%	198
193	61271	Principal Life Ins Co	186,519,871	1.051868%	15
194	68047	Professional Ins Co	3,775,419	0.021291%	114
195	68136	Protective Life Ins Co	727,676	0.004104%	163
196	67903	Provident Amer Life & Hlth Ins Co	25,586	0.000144%	216
197	68195	Provident Life & Accident Ins Co	73,566,239	0.414873%	30
198	68241	Prudential Ins Co Of Amer	108,435,133	0.611514%	21
199	68284	Pyramid Life Ins Co	30,274,626	0.170732%	56
200	70211	Reassure Amer Life Ins Co	10,971,000	0.061870%	78
201	68357	Reliable Life Ins Co	443	0.000002%	266
202	68381	Reliance Standard Life Ins Co	76,675,020	0.432404%	28
203	67105	Reliastar Life Ins Co	91,687,477	0.517066%	26
204	61360	Reliastar Life Ins Co Of NY	1,711,119	0.009650%	137
205	93572	RGA Reins Co	70,142	0.000396%	200
206	65005	RiverSource Life Ins Co	36,231,743	0.204327%	50
207	60183	S USA Life Ins Co Inc	7,269	0.000041%	237
208	79014	Safehealth Life Ins Co	8,410,295	0.047429%	85
209	60445	Sagicor Life Ins Co	11,304	0.000064%	230
210	69914	Sears Life Ins Co	3,900,859	0.021999%	113
211	93742	Securian Life Ins Co	1,552,781	0.008757%	141
212	68721	Security Life Ins Co Of Amer	14,890,401	0.083974%	72
213	68713	Security Life Of Denver Ins Co	136	0.000001%	271
214	68772	Security Mut Life Ins Co Of NY	224,476	0.001266%	179
215	69485	Security Natl Life Ins Co	5,917	0.000033%	241
216	63541	Seechange Hlth Ins Co	10,415	0.000059%	231
217	76325	Senior Hlth Ins Co of PA	15,538,485	0.087628%	70
218	68802	Sentinel Security Life Ins Co	139,409	0.000786%	190
219	68810	Sentry Life Ins Co	1,023,421	0.005772%	151
220	97241	Settlers Life Ins Co	2,680	0.000015%	251
221	69019	Standard Ins Co	216,951,818	1.223487%	12
222	86355	Standard Life & Accident Ins Co	5,282,614	0.029791%	95
223	69078	Standard Security Life Ins Co Of NY	4,022,880	0.022687%	108
224	68985	Starmount Life Ins Co	4,410	0.000025%	245
225	69116	State Life Ins Co	7,972,790	0.044962%	87
226	89184	Sterling Investors Life Ins Co	27,756	0.000157%	215
227	65021	Stonebridge Life Ins Co	36,999,727	0.208658%	48
228	80926	Sun Life & Hlth Ins Co	16,181,099	0.091252%	69
229	69256	Sunamerica Life Ins Co	19,225	0.000108%	221
230	69272	Sunset Life Ins Co Of Amer	729	0.000004%	264

**California Life & Annuity Market Share Report**    Exhibit (5D)  
**Premiums Written During Calendar Year 2010**  
**Line of Business: ACCIDENT AND HEALTH**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
231	69310	Surety Life Ins Co	21,806	0.000123%	218
232	68608	Symetra Life Ins Co	40,946,395	0.230915%	44
233	69345	Teachers Ins & Ann Assoc Of Amer	827,390	0.004666%	158
234	60142	TIAA Cref Life Ins Co	213,270	0.001203%	180
235	69477	Time Ins Co	37,628,663	0.212205%	47
236	70688	Transamerica Financial Life Ins Co	228,359	0.001288%	178
237	86231	Transamerica Life Ins Co	61,322,032	0.345822%	32
238	61425	Trustmark Ins Co	4,387,155	0.024741%	105
239	62863	Trustmark Life Ins Co	3,321,229	0.018730%	116
240	80314	Unicare Life & Hlth Ins Co	10,653,745	0.060081%	80
241	11121	Unified Life Ins Co	356,396	0.002010%	171
242	91529	Unimerica Ins Co	20,040,743	0.113019%	61
243	69701	Union Bankers Ins Co	4,566,217	0.025751%	103
244	80837	Union Central Life Ins Co	4,645,919	0.026200%	101
245	62596	Union Fidelity Life Ins Co	4,955,325	0.027945%	99
246	69744	Union Labor Life Ins Co	8,292,518	0.046765%	86
247	70408	Union Security Ins Co	82,654,470	0.466125%	27
248	92916	United Amer Ins Co	41,402,916	0.233489%	43
249	69892	United Farm Family Life Ins Co	1,338	0.000008%	258
250	63983	United Heritage Life Ins Co	35,073	0.000198%	212
251	69922	United Home Life Ins Co	36,724	0.000207%	211
252	69930	United Ins Co Of Amer	648,720	0.003658%	164
253	69868	United Of Omaha Life Ins Co	33,447,479	0.188625%	53
254	42129	United Security Assur Co Of PA	85,594	0.000483%	196
255	70106	United States Life Ins Co In NYC	29,261,026	0.165016%	57
256	63479	United Teacher Assoc Ins Co	2,288,148	0.012904%	125
257	72850	United World Life Ins Co	44,803,523	0.252667%	40
258	79413	UnitedHealthcare Ins Co	1,778,958,288	10.032334%	2
259	70114	Unity Mut Life Ins Co	2,528	0.000014%	253
260	62235	Unum Life Ins Co Of Amer	279,267,459	1.574913%	10
261	80705	US Br Great West Life Assur Co	2,468,586	0.013921%	120
262	80802	US Br SunLife Assur Co Of Canada	109,803,014	0.619228%	20
263	80659	US Business of Canada Life Assur Co	513,235	0.002894%	166
264	80675	US Business of Crown Life Ins Co	472,727	0.002666%	167
265	69663	USAA Life Ins Co	17,505,127	0.098719%	67
266	70319	Washington Natl Ins Co	18,439,806	0.103990%	65
267	70335	West Coast Life Ins Co	13,342	0.000075%	225
268	70483	Western & Southern Life Ins Co	463,291	0.002613%	168
269	91413	Western Reserve Life Assur Co of OH	256,194	0.001445%	177
270	60704	Wilton Reassur Life Co of NY	16,332	0.000092%	222
271	70629	World Ins Co	455,836	0.002571%	169
272	71323	Zale Life Ins Co	90,617	0.000511%	195
273	90557	Zurich Amer Life Ins Co	7,424	0.000042%	236
	Totals:		17,732,247,332	100.000000%	

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**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	8,110	0.000404%	100
2	71854	AAA Life Ins Co	7,456,329	0.371142%	21
3	60038	Acacia Life Ins Co	8,974,656	0.446717%	20
4	60054	Aetna Life Ins Co	6,310,262	0.314096%	24
5	60186	Allstate Life Ins Co	60,000	0.002987%	87
6	60488	American Gen Life Ins Co	6,372,655	0.317201%	23
7	66842	American Gen Life Ins Co of DE	88,125	0.004386%	78
8	67989	American Memorial Life Ins Co	6	0.000000%	117
9	60739	American Natl Ins Co	12,091,197	0.601844%	17
10	60895	American United Life Ins Co	1,606,881	0.079983%	47
11	61999	Americo Fin Life & Ann Ins Co	2,024,345	0.100763%	42
12	61301	Ameritas Life Ins Corp	5,052,771	0.251504%	26
13	93661	Annuity Investors Life Ins Co	114,710	0.005710%	75
14	71439	Assurity Life Ins Co	69,557	0.003462%	83
15	61689	Aviva Life & Ann Co	45,218,998	2.250793%	6
16	61263	Bankers Life & Cas Co	179,868	0.008953%	67
17	61395	Beneficial Life Ins Co	370	0.000018%	112
18	64890	Berkley Life & Hlth Ins Co	399	0.000020%	111
19	61875	Church Life Ins Corp	130,363	0.006489%	72
20	76236	Cincinnati Life Ins Co	75,967	0.003781%	80
21	84786	Colorado Bankers Life Ins Co	618,327	0.030777%	58
22	99937	Columbus Life Ins Co	107,890	0.005370%	77
23	84824	Commonwealth Ann & Life Ins Co	2,601,620	0.129497%	38
24	62308	Connecticut Gen Life Ins Co	4,014	0.000200%	103
25	62626	Cuna Mut Ins Society	1,946,736	0.096900%	43
26	62928	EMC Natl Life Co	40,255	0.002004%	91
27	84174	Employees Life Co Mut	11,931,118	0.593876%	18
28	62510	Equitrust Life Ins Co	3,117,440	0.155172%	33
29	63177	Farmers New World Life Ins Co	6,379,711	0.317553%	22
30	63223	Federal Life Ins Co	15,390	0.000766%	96
31	63274	Fidelity & Guar Life Ins Co	30,458,738	1.516095%	7
32	69140	First Allmerica Fin Life Ins Co	60,318	0.003002%	86
33	71129	Fort Dearborn Life Ins Co	281,779	0.014026%	65
34	65536	Genworth Life & Ann Ins Co	1,218,799	0.060666%	51
35	70025	Genworth Life Ins Co	3,993,109	0.198759%	30
36	63312	Great Amer Life Ins Co	1,849,957	0.092082%	45
37	90212	Great Southern Life Ins Co	116,008	0.005774%	74
38	68322	Great W Life & Ann Ins Co	1,096,127	0.054560%	54
39	64211	Guarantee Trust Life Ins Co	1,060	0.000053%	107
40	64238	Guaranty Income Life Ins Co	72,393	0.003603%	82
41	78778	Guardian Ins & Ann Co Inc	111,159	0.005533%	76
42	64246	Guardian Life Ins Co Of Amer	34,830	0.001734%	92
43	88072	Hartford Life Ins Co	491,489,274	24.464063%	2
44	97764	Idealife Ins Co	2,649	0.000132%	104
45	86509	Ing Life Ins & Ann Co	2,921,203	0.145404%	35



**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: DEPOSIT TYPE CONTRACTS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	74780	Integrity Life Ins Co	3,976,691	0.197941%	31
47	65056	Jackson Natl Life Ins Co	2,263,488	0.112666%	41
48	64017	Jefferson Natl Life Ins Co	125,300	0.006237%	73
49	65838	John Hancock Life Ins Co (USA)	5,122,782	0.254988%	25
50	65129	Kansas City Life Ins Co	56,359	0.002805%	88
51	65242	Lafayette Life Ins Co	144,000	0.007168%	70
52	68543	Liberty Bankers Life Ins Co	451,228	0.022460%	61
53	61492	Liberty Life Ins Co	40,562	0.002019%	90
54	65528	Life Ins Co Of The Southwest	1,404,936	0.069931%	49
55	65595	Lincoln Benefit Life Co	1,004,057	0.049977%	55
56	65722	Loyal Amer Life Ins Co	8,470	0.000422%	99
57	65935	Massachusetts Mut Life Ins Co	31	0.000002%	115
58	97055	Mega Life & Hlth Ins Co The	319	0.000016%	113
59	87726	Metlife Ins Co of CT	61,359	0.003054%	85
60	61050	MetLife Investors USA Ins Co	1,540,307	0.076669%	48
61	65978	Metropolitan Life Ins Co	16,123,285	0.802543%	15
62	66044	Midland Natl Life Ins Co	2,743,909	0.136579%	37
63	66168	Minnesota Life Ins Co	20,213,958	1.006157%	10
64	66281	Monumental Life Ins Co	11,569	0.000576%	98
65	66427	MTL Ins Co	401,295	0.019975%	62
66	66540	National Farmers Union Life Ins Co	1	0.000000%	118
67	66680	National Life Ins Co	40,842	0.002033%	89
68	66850	National Western Life Ins Co	3,610,361	0.179707%	32
69	78743	New Era Life Ins Co	976	0.000049%	108
70	69698	New Era Life Ins Co Of Midwest	18,553	0.000923%	95
71	91596	New York Life Ins & Ann Corp	16,909,783	0.841691%	14
72	66974	North Amer Co Life & Hlth Ins	4,825,383	0.240185%	27
73	67059	North Coast Life Ins Co	75,923	0.003779%	81
74	67091	Northwestern Mut Life Ins Co	1,146,319	0.057058%	52
75	67172	Ohio Natl Life Ins Co	312,978	0.015579%	64
76	67180	Ohio State Life Ins Co	7,201	0.000358%	101
77	64343	Pacific Guardian Life Ins Co Ltd	1,750,673	0.087140%	46
78	97268	Pacific Life & Ann Co	269,945	0.013437%	66
79	67466	Pacific Life Ins Co	52,158,618	2.596215%	4
80	67598	Paul Revere Life Ins Co	19,463	0.000969%	94
81	67601	Paul Revere Variable Ann Ins Co	4,207,258	0.209418%	28
82	67644	Penn Mut Life Ins Co	2,927,778	0.145731%	34
83	90247	Pharmacists Life Ins Co	150	0.000007%	114
84	67814	Phoenix Life Ins Co	46,836,229	2.331291%	5
85	72125	Physicians Life Ins Co	20,037	0.000997%	93
86	68039	Presidential Life Ins Co	517,939	0.025781%	60
87	61271	Principal Life Ins Co	836,956,953	41.659847%	1
88	68136	Protective Life Ins Co	2,558,809	0.127366%	40
89	79227	Pruco Life Ins Co	1,942,265	0.096677%	44
90	86630	Prudential Ann Life Assur Corp	2,773,486	0.138051%	36

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**Line of Business: DEPOSIT TYPE CONTRACTS**  
**Sorted By Company Name (Alphabetically)**

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	68241	Prudential Ins Co Of Amer	16,977,937	0.845083%	13
92	93629	Prudential Retirement Ins & Ann Co	167,628,223	8.343758%	3
93	67105	Reliastar Life Ins Co	658,571	0.032781%	57
94	65005	RiverSource Life Ins Co	1,365,012	0.067944%	50
95	68713	Security Life Of Denver Ins Co	9,000,000	0.447978%	19
96	68772	Security Mut Life Ins Co Of NY	2,592	0.000129%	105
97	69485	Security Natl Life Ins Co	12,147	0.000605%	97
98	68802	Sentinel Security Life Ins Co	618	0.000031%	109
99	69019	Standard Ins Co	4,013,757	0.199786%	29
100	69108	State Farm Life Ins Co	172,458	0.008584%	68
101	69116	State Life Ins Co	87,111	0.004336%	79
102	65021	Stonebridge Life Ins Co	581,742	0.028956%	59
103	69272	Sunset Life Ins Co Of Amer	443	0.000022%	110
104	68608	Symetra Life Ins Co	13,925,354	0.693140%	16
105	69345	Teachers Ins & Ann Assoc Of Amer	19,565,031	0.973857%	11
106	60142	TIAA Cref Life Ins Co	691,075	0.034399%	56
107	69477	Time Ins Co	130,773	0.006509%	71
108	86231	Transamerica Life Ins Co	29,692,683	1.477964%	8
109	80837	Union Central Life Ins Co	19,372,233	0.964260%	12
110	69892	United Farm Family Life Ins Co	16	0.000001%	116
111	87645	United Fidelity Life Ins Co	5,917	0.000295%	102
112	63983	United Heritage Life Ins Co	146,817	0.007308%	69
113	94099	United Investors Life Ins Co	68,669	0.003418%	84
114	69868	United Of Omaha Life Ins Co	29,030,837	1.445021%	9
115	62235	Unum Life Ins Co Of Amer	332,269	0.016539%	63
116	69663	USAA Life Ins Co	2,573,320	0.128088%	39
117	70335	West Coast Life Ins Co	1,100,711	0.054788%	53
118	91413	Western Reserve Life Assur Co of OH	1,886	0.000094%	106
	Totals:		2,009,025,503	100.000000%	

**California Life & Annuity Market Share Report**  
**Premiums Written During Calendar Year 2010**  
**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	4,103	0.000059%	28
2	62944	AXA Equitable Life Ins Co	7,571,919	0.108006%	16
3	78778	Guardian Ins & Ann Co Inc	337,592	0.004815%	25
4	70815	Hartford Life & Accident Ins Co	2,000	0.000029%	30
5	71153	Hartford Life & Ann Ins Co	199,824,214	2.850298%	9
6	88072	Hartford Life Ins Co	364,999,670	5.206366%	7
7	86509	Ing Life Ins & Ann Co	124,422,936	1.774772%	14
8	65838	John Hancock Life Ins Co (USA)	1,761,236,508	25.122327%	1
9	65129	Kansas City Life Ins Co	1,884,601	0.026882%	19
10	65935	Massachusetts Mut Life Ins Co	299,504,781	4.272145%	8
11	65978	Metropolitan Life Ins Co	462,277,515	6.593939%	6
12	66168	Minnesota Life Ins Co	135,640,822	1.934784%	12
13	66281	Monumental Life Ins Co	1,706,566	0.024343%	20
14	88668	Mutual Of Amer Life Ins Co	152,577,087	2.176364%	10
15	92657	Nationwide Life & Ann Ins Co	6,737,697	0.096107%	17
16	66869	Nationwide Life Ins Co	895,101,749	12.767756%	3
17	91626	New England Life Ins Co	1,384,538	0.019749%	22
18	66915	New York Life Ins Co	131,433,298	1.874768%	13
19	67091	Northwestern Mut Life Ins Co	70,055	0.000999%	26
20	67172	Ohio Natl Life Ins Co	4,197,440	0.059872%	18
21	93262	Penn Ins & Ann Co	3,010	0.000043%	29
22	67644	Penn Mut Life Ins Co	33,930,975	0.483992%	15
23	61271	Principal Life Ins Co	356,563	0.005086%	24
24	68241	Prudential Ins Co Of Amer	1,263,929,838	18.028731%	2
25	93629	Prudential Retirement Ins & Ann Co	1,650,661	0.023545%	21
26	69019	Standard Ins Co	142,984,288	2.039532%	11
27	70688	Transamerica Financial Life Ins Co	545,402,865	7.779642%	4
28	86231	Transamerica Life Ins Co	470,400,033	6.709799%	5
29	69868	United Of Omaha Life Ins Co	47,923	0.000684%	27
30	91413	Western Reserve Life Assur Co of OH	1,021,170	0.014566%	23
	Totals:		7,010,642,417	100.000000%	