

CALIFORNIA LIFE & ANNUITY INSURANCE INDUSTRY



2015

MARKET SHARE REPORT

**RATE SPECIALIST BUREAU
CALIFORNIA DEPARTMENT OF INSURANCE
JUNE 2016**

DEPARTMENT OF INSURANCE300 SOUTH SPRING STREET, 11TH FLOOR

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YenG@insurance.ca.gov**California Life and Annuity Market Share Report for Calendar Year 2015***Preface*

We are releasing the "California Life and Annuity Market Share Report for Calendar Year 2015", in addition to our regular Property & Casualty Market Share Report. This report is based on data from the NAIC's Life and Accident and Health Annual Statement database, and in part, the Health Insurance Statement database.

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

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

For consistency in comparing historical market share data, we made the adjustment to include Anthem Blue Cross' data in the 2009 through 2015 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 2015, 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 2015, 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 16, 2016

1991 - 2015 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only

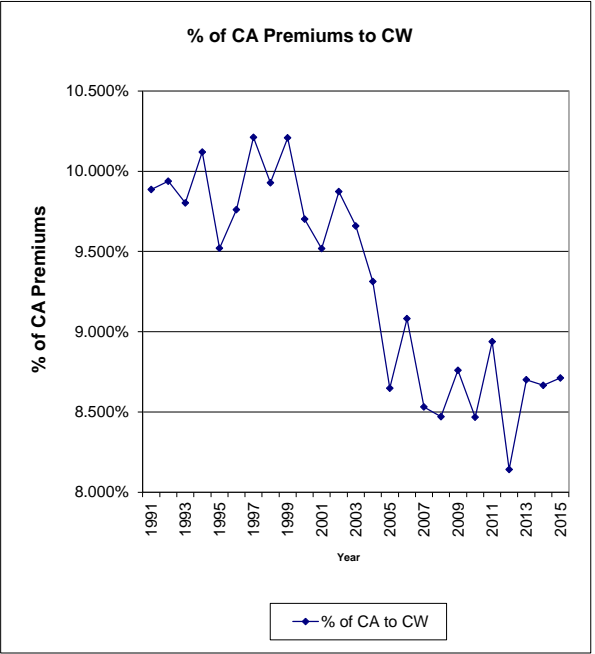
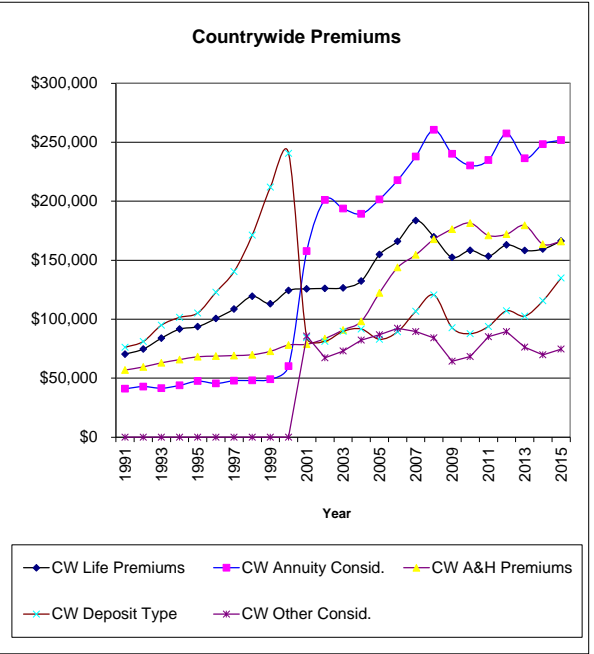
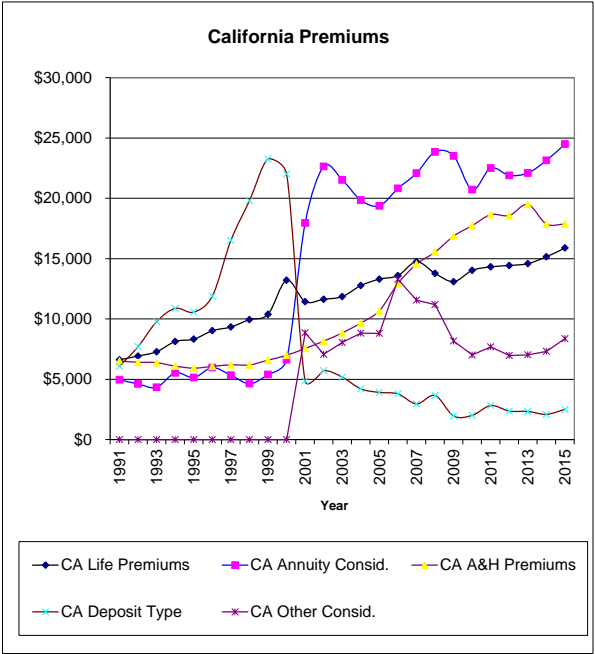
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)
Calendar Year	Co. Count	California Life Insurance Premiums	California Annuity Consid.	California A&H Premiums	California Deposit Type Contract	California Other Consid.	Total California Premiums Sum(3)...(7)	CW Life Insurance Premiums	CW Annuity Consid.	CW A&H Premiums	CW Deposit Type Contract	CW Other Consid.	Total CW Premiums Sum(9)...(13)	% of CA Prem. To Countrywide (8)/(14)
1991	603	\$6,619	\$4,958	\$6,516	\$6,076	\$0	\$24,169	\$70,383	\$41,012	\$56,878	\$76,195	\$0	\$244,468	9.886%
1992	596	\$6,927	\$4,609	\$6,411	\$7,710	\$0	\$25,657	\$74,657	\$42,880	\$59,546	\$81,092	\$0	\$258,175	9.938%
1993	587	\$7,283	\$4,334	\$6,380	\$9,782	\$0	\$27,779	\$83,940	\$41,501	\$63,040	\$94,929	\$0	\$283,410	9.802%
1994	587	\$8,135	\$5,535	\$6,088	\$10,877	\$0	\$30,635	\$91,597	\$43,883	\$65,726	\$101,528	\$0	\$302,734	10.119%
1995	595	\$8,323	\$5,143	\$5,924	\$10,563	\$0	\$29,953	\$93,671	\$47,517	\$68,178	\$105,266	\$0	\$314,632	9.520%
1996	597	\$9,024	\$5,966	\$6,069	\$11,898	\$0	\$32,957	\$100,595	\$45,521	\$68,681	\$122,874	\$0	\$337,671	9.760%
1997	589	\$9,337	\$5,337	\$6,196	\$16,511	\$0	\$37,381	\$108,635	\$47,852	\$69,208	\$140,398	\$0	\$366,093	10.211%
1998	578	\$9,947	\$4,636	\$6,191	\$19,799	\$0	\$40,573	\$119,407	\$48,104	\$69,850	\$171,307	\$0	\$408,668	9.928%
1999	557	\$10,386	\$5,396	\$6,584	\$23,261	\$0	\$45,627	\$113,116	\$49,086	\$72,790	\$211,976	\$0	\$446,968	10.208%
2000	479	\$13,207	\$6,617	\$6,987	\$22,014	\$0	\$48,825	\$124,298	\$60,252	\$78,123	\$240,609	\$0	\$503,282	9.701%
2001	458	\$11,436	\$17,952	\$7,556	\$4,861	\$8,853	\$50,658	\$125,719	\$157,676	\$78,757	\$84,393	\$85,674	\$532,219	9.518%
2002	437	\$11,629	\$22,630	\$8,163	\$5,714	\$7,067	\$55,203	\$126,047	\$201,101	\$83,530	\$81,258	\$67,174	\$559,110	9.873%
2003	430	\$11,854	\$21,526	\$8,842	\$5,178	\$8,044	\$55,444	\$126,532	\$193,810	\$90,908	\$89,727	\$73,039	\$574,016	9.659%
2004	410	\$12,765	\$19,846	\$9,667	\$4,206	\$8,812	\$55,296	\$132,320	\$189,252	\$98,204	\$91,716	\$82,290	\$593,782	9.313%
2005	408	\$13,303	\$19,378	\$10,678	\$3,912	\$8,807	\$56,078	\$154,813	\$201,569	\$122,283	\$83,003	\$86,819	\$648,487	8.648%
2006	401	\$13,589	\$20,812	\$12,939	\$3,791	\$13,286	\$64,417	\$166,000	\$217,821	\$143,812	\$89,345	\$92,331	\$709,309	9.082%
2007	382	\$14,744	\$22,078	\$14,540	\$2,963	\$11,563	\$65,888	\$183,635	\$237,905	\$154,557	\$106,723	\$89,544	\$772,364	8.531%
2008	375	\$13,774	\$23,839	\$15,536	\$3,657	\$11,187	\$67,993	\$169,785	\$260,563	\$167,743	\$120,506	\$84,172	\$802,769	8.470%
2009	362	\$13,091	\$23,510	\$16,865	\$1,962	\$8,170	\$63,598	\$152,358	\$240,186	\$176,308	\$92,786	\$64,389	\$726,027	8.760%
2010	363	\$14,024	\$20,709	\$17,732	\$2,009	\$7,011	\$61,485	\$158,365	\$230,230	\$181,497	\$87,745	\$68,288	\$726,125	8.468%
2011	364	\$14,318	\$22,502	\$18,639	\$2,822	\$7,691	\$65,972	\$153,320	\$234,822	\$170,985	\$93,838	\$85,132	\$738,097	8.938%
2012	350	\$14,428	\$21,897	\$18,576	\$2,364	\$6,973	\$64,238	\$162,969	\$257,429	\$172,026	\$107,114	\$89,536	\$789,074	8.141%
2013	354	\$14,585	\$22,098	\$19,489	\$2,334	\$7,023	\$65,529	\$158,208	\$236,396	\$179,500	\$102,654	\$76,383	\$753,141	8.701%
2014	348	\$15,150	\$23,136	\$17,867	\$2,093	\$7,324	\$65,570	\$159,428	\$248,306	\$163,572	\$115,631	\$69,772	\$756,709	8.665%
2015	342	\$15,882	\$24,492	\$17,865	\$2,510	\$8,374	\$69,123	\$166,262	\$251,876	\$165,792	\$134,907	\$74,640	\$793,477	8.711%
Totals:		\$293,760	\$378,936	\$278,300	\$188,867	\$130,185	\$1,270,048	\$3,276,060	\$3,826,550	\$2,821,494	\$2,827,520	\$1,189,183	\$13,940,807	9.110%

Data from Schedule T

1991 - 2015 Comparison of California Life Insurance Business to Countrywide

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

Active Companies Only

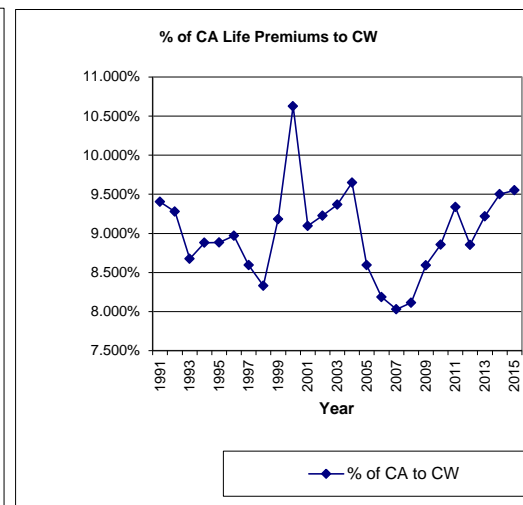
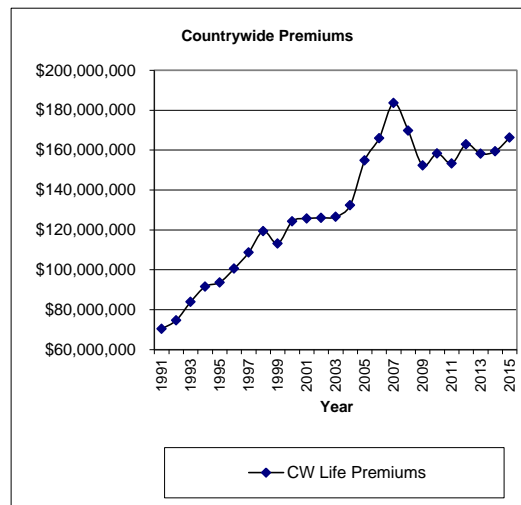
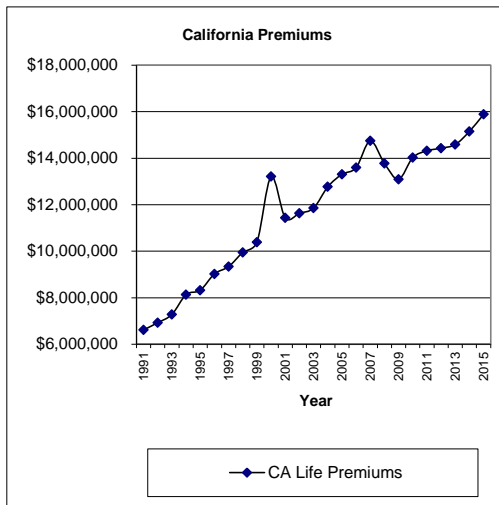


Data from Schedule T

1991 - 2015 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Life Insurance
Active Companies Only

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

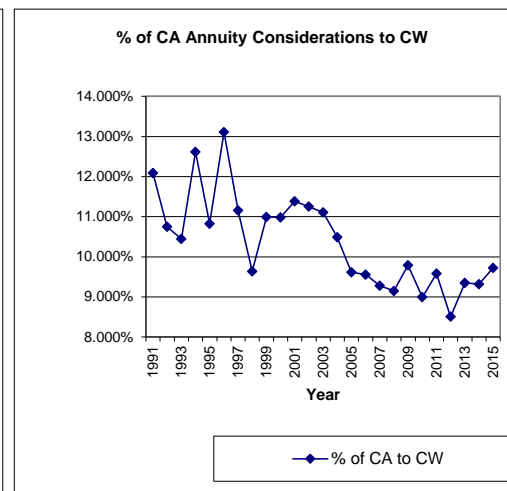
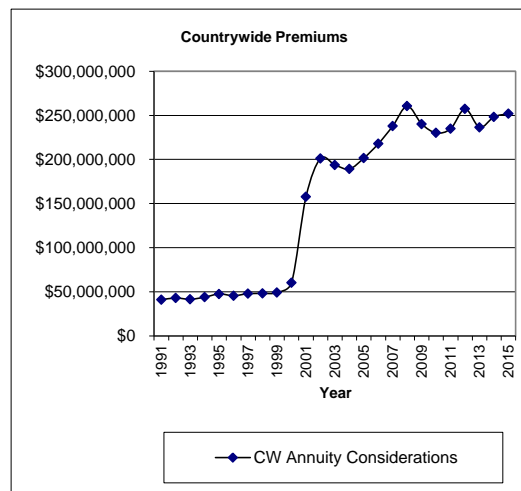
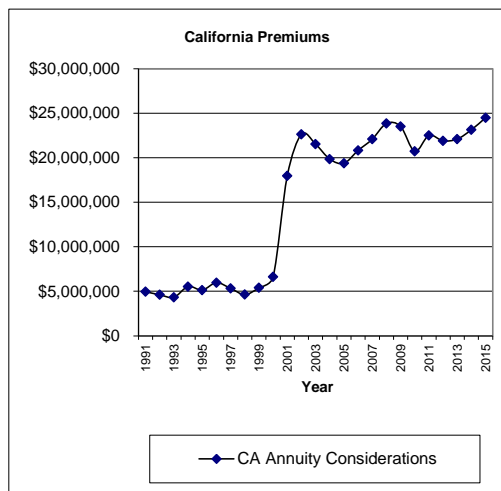
(1) Calendar Year	(2) Company Count	(3) California Life Insurance Premiums, Only	(4) Total California Life, Annuity, A&H, Deposit and Other	(5) Percentage of Life Insurance To All Premiums (3) / (4)	(6) Countrywide Life Insurance Premiums, Only	(7) Total Countrywide Life, Annuity, A&H, Deposit and Other	(8) Percentage of Life Insurance To All Premiums (6) / (7)	(9) % of CA Life Premiums To Countrywide (3) / (6)
1991	n/a	\$6,619,223	\$24,168,801	27.387%	\$70,382,551	\$244,467,621	28.790%	9.405%
1992	n/a	\$6,926,751	\$25,655,760	26.999%	\$74,657,242	\$258,175,773	28.917%	9.278%
1993	n/a	\$7,283,207	\$27,779,568	26.218%	\$83,939,706	\$283,410,074	29.618%	8.677%
1994	n/a	\$8,135,354	\$30,634,921	26.556%	\$91,597,417	\$302,734,231	30.257%	8.882%
1995	n/a	\$8,322,925	\$29,953,248	27.786%	\$93,670,905	\$314,631,397	29.772%	8.885%
1996	n/a	\$9,023,777	\$32,956,278	27.381%	\$100,594,587	\$337,669,981	29.791%	8.970%
1997	n/a	\$9,337,245	\$37,380,563	24.979%	\$108,634,624	\$366,092,994	29.674%	8.595%
1998	n/a	\$9,946,636	\$40,572,419	24.516%	\$119,407,013	\$408,667,853	29.219%	8.330%
1999	n/a	\$10,385,858	\$45,626,162	22.763%	\$113,116,285	\$446,967,910	25.307%	9.182%
2000	434	\$13,206,515	\$48,825,172	27.049%	\$124,297,814	\$503,282,189	24.697%	10.625%
2001	422	\$11,435,746	\$50,658,217	22.574%	\$125,719,235	\$532,219,216	23.622%	9.096%
2002	406	\$11,628,929	\$55,203,426	21.066%	\$126,047,426	\$559,111,230	22.544%	9.226%
2003	394	\$11,853,886	\$55,443,042	21.380%	\$126,531,945	\$574,016,943	22.043%	9.368%
2004	384	\$12,766,591	\$55,296,765	23.087%	\$132,319,628	\$593,781,994	22.284%	9.648%
2005	381	\$13,304,584	\$56,077,766	23.725%	\$154,812,615	\$648,486,716	23.873%	8.594%
2006	377	\$13,589,913	\$64,416,886	21.097%	\$165,999,593	\$709,308,675	23.403%	8.187%
2007	357	\$14,743,664	\$65,887,288	22.377%	\$183,634,524	\$772,364,076	23.776%	8.029%
2008	353	\$13,774,328	\$67,994,244	20.258%	\$169,785,214	\$802,769,706	21.150%	8.113%
2009	337	\$13,090,926	\$63,596,960	20.584%	\$152,357,764	\$726,027,748	20.985%	8.592%
2010	341	\$14,023,703	\$61,483,904	22.809%	\$158,365,196	\$726,126,297	21.810%	8.855%
2011	340	\$14,317,724	\$65,972,240	21.703%	\$153,319,685	\$738,096,923	20.772%	9.338%
2012	324	\$14,428,548	\$64,239,063	22.461%	\$162,969,085	\$789,073,598	20.653%	8.854%
2013	328	\$14,585,306	\$65,528,366	22.258%	\$158,208,416	\$753,141,548	21.006%	9.219%
2014	320	\$15,149,988	\$65,569,292	23.105%	\$159,427,511	\$756,708,546	21.069%	9.503%
2015	317	\$15,882,279	\$69,122,878	22.977%	\$166,262,492	\$793,477,884	20.954%	9.553%
Totals:		\$293,763,606	\$1,270,043,229	23.130%	\$3,276,058,473	\$13,940,811,123	23.500%	8.967%



1991 - 2015 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Annuity Considerations
Active Companies Only

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

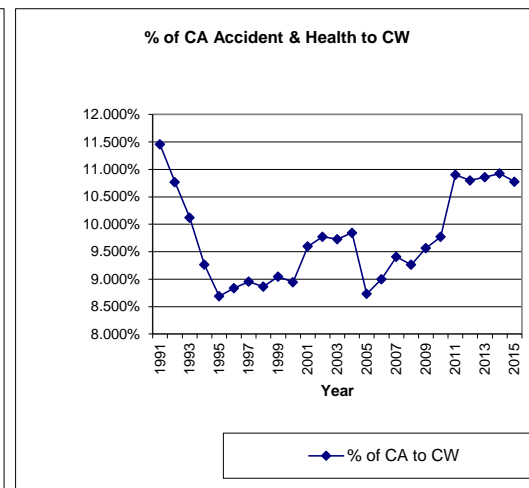
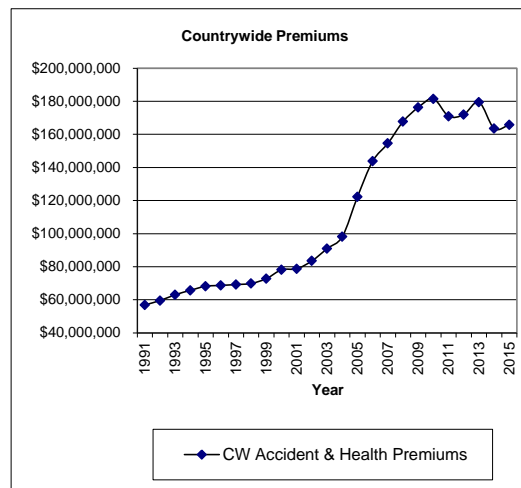
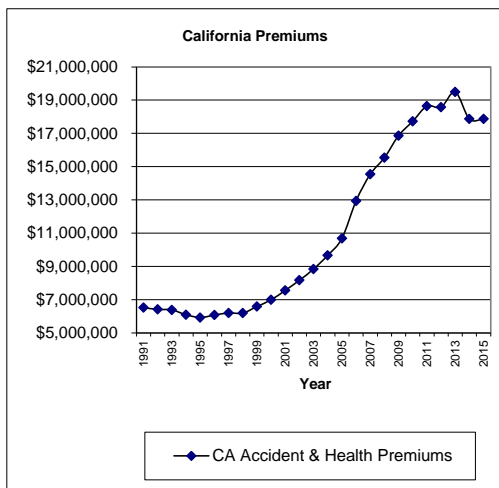
(1) Calendar Year	(2) Company Count	(3) California Annuity Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Annuity Consid. To All Premiums (3) / (4)	(6) Countrywide Annuity Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Annuity Consid. To All Premiums (6) / (7)	(9) % of CA Ann. Consid. To Countrywide (3) / (6)
1991	n/a	\$4,957,723	\$24,168,801	20.513%	\$41,012,326	\$244,467,621	16.776%	12.088%
1992	n/a	\$4,608,859	\$25,655,760	17.964%	\$42,880,177	\$258,175,773	16.609%	10.748%
1993	n/a	\$4,333,663	\$27,779,568	15.600%	\$41,501,477	\$283,410,074	14.644%	10.442%
1994	n/a	\$5,535,159	\$30,634,921	18.068%	\$43,882,669	\$302,734,231	14.495%	12.614%
1995	n/a	\$5,142,969	\$29,953,248	17.170%	\$47,516,874	\$314,631,397	15.102%	10.823%
1996	n/a	\$5,965,864	\$32,956,278	18.102%	\$45,520,605	\$337,669,981	13.481%	13.106%
1997	n/a	\$5,336,783	\$37,380,563	14.277%	\$47,852,391	\$366,092,994	13.071%	11.153%
1998	n/a	\$4,635,838	\$40,572,419	11.426%	\$48,103,667	\$408,667,853	11.771%	9.637%
1999	n/a	\$5,395,608	\$45,626,162	11.826%	\$49,085,622	\$446,967,910	10.982%	10.992%
2000	288	\$6,617,214	\$48,825,172	13.553%	\$60,251,974	\$503,282,189	11.972%	10.983%
2001	305	\$17,951,906	\$50,658,217	35.437%	\$157,675,508	\$532,219,216	29.626%	11.385%
2002	296	\$22,630,021	\$55,203,426	40.994%	\$201,101,331	\$559,111,230	35.968%	11.253%
2003	291	\$21,525,595	\$55,443,042	38.825%	\$193,810,008	\$574,016,943	33.764%	11.107%
2004	279	\$19,845,896	\$55,296,765	35.890%	\$189,252,278	\$593,781,994	31.872%	10.486%
2005	275	\$19,377,847	\$56,077,766	34.555%	\$201,568,860	\$648,486,716	31.083%	9.614%
2006	267	\$20,812,196	\$64,416,886	32.309%	\$217,821,118	\$709,308,675	30.709%	9.555%
2007	254	\$22,077,944	\$65,887,288	33.509%	\$237,905,308	\$772,364,076	30.802%	9.280%
2008	245	\$23,839,292	\$67,994,244	35.061%	\$260,562,969	\$802,769,706	32.458%	9.149%
2009	238	\$23,509,505	\$63,596,960	36.966%	\$240,186,467	\$726,027,748	33.082%	9.788%
2010	235	\$20,708,515	\$61,483,904	33.681%	\$230,230,378	\$726,126,297	31.707%	8.995%
2011	233	\$22,502,016	\$65,972,240	34.108%	\$234,822,010	\$738,096,923	31.815%	9.583%
2012	219	\$21,897,295	\$64,239,063	34.087%	\$257,429,382	\$789,073,598	32.624%	8.506%
2013	227	\$22,097,634	\$65,528,366	33.722%	\$236,396,095	\$753,141,548	31.388%	9.348%
2014	216	\$23,135,820	\$65,569,292	35.285%	\$248,306,431	\$756,708,546	32.814%	9.317%
2015	216	\$24,492,509	\$69,122,878	35.433%	\$251,875,995	\$793,477,884	31.743%	9.724%
Totals:		\$378,933,671	\$1,270,043,229	29.836%	\$3,826,551,920	\$13,940,811,123	27.449%	9.903%



1991 - 2015 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Accident and Health Premiums
Active Companies Only

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

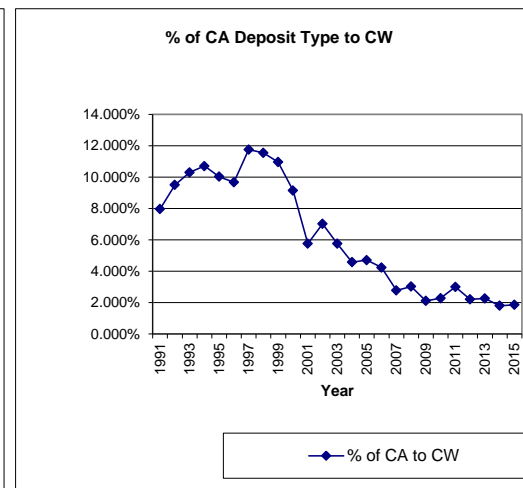
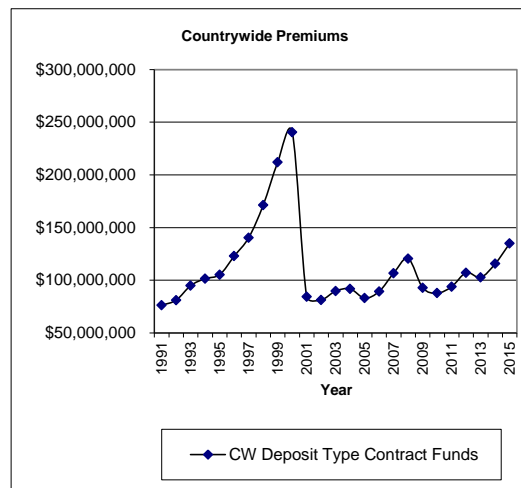
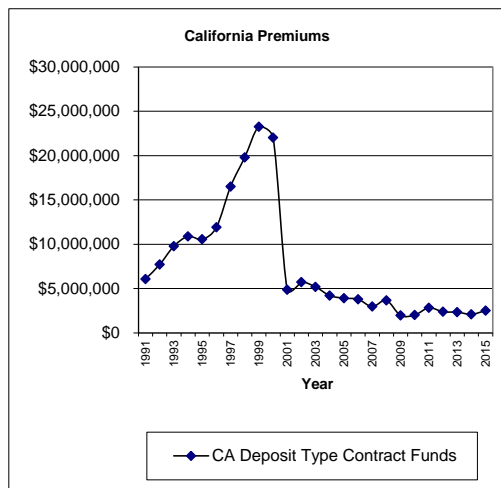
(1) Calendar Year	(2) Company Count	(3) California Accident & Health Premiums Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Acc. & Health To All Premiums (3) / (4)	(6) Countrywide Accident & Health Premiums Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Acc. & Health To All Premiums (6) / (7)	(9) % of CA Acc. & Health To Countrywide (3) / (6)
1991	n/a	\$6,515,856	\$24,168,801	26.960%	\$56,878,030	\$244,467,621	23.266%	11.456%
1992	n/a	\$6,410,571	\$25,655,760	24.987%	\$59,545,885	\$258,175,773	23.064%	10.766%
1993	n/a	\$6,380,329	\$27,779,568	22.968%	\$63,039,760	\$283,410,074	22.243%	10.121%
1994	n/a	\$6,087,823	\$30,634,921	19.872%	\$65,725,692	\$302,734,231	21.711%	9.262%
1995	n/a	\$5,923,991	\$29,953,248	19.777%	\$68,178,079	\$314,631,397	21.669%	8.689%
1996	n/a	\$6,068,849	\$32,956,278	18.415%	\$68,681,035	\$337,669,981	20.340%	8.836%
1997	n/a	\$6,195,695	\$37,380,563	16.575%	\$69,207,550	\$366,092,994	18.904%	8.952%
1998	n/a	\$6,190,887	\$40,572,419	15.259%	\$69,849,782	\$408,667,853	17.092%	8.863%
1999	n/a	\$6,583,954	\$45,626,162	14.430%	\$72,790,497	\$446,967,910	16.285%	9.045%
2000	345	\$6,987,102	\$48,825,172	14.310%	\$78,122,950	\$503,282,189	15.523%	8.944%
2001	339	\$7,556,145	\$50,658,217	14.916%	\$78,756,982	\$532,219,216	14.798%	9.594%
2002	324	\$8,162,937	\$55,203,426	14.787%	\$83,530,195	\$559,111,230	14.940%	9.772%
2003	314	\$8,841,707	\$55,443,042	15.947%	\$90,908,487	\$574,016,943	15.837%	9.726%
2004	303	\$9,666,656	\$55,296,765	17.481%	\$98,204,190	\$593,781,994	16.539%	9.843%
2005	298	\$10,678,448	\$56,077,766	19.042%	\$122,282,599	\$648,486,716	18.857%	8.733%
2006	295	\$12,939,297	\$64,416,886	20.087%	\$143,811,862	\$709,308,675	20.275%	8.997%
2007	282	\$14,539,691	\$65,887,288	22.068%	\$154,557,024	\$772,364,076	20.011%	9.407%
2008	270	\$15,537,044	\$67,994,244	22.851%	\$167,743,412	\$802,769,706	20.896%	9.262%
2009	267	\$16,865,005	\$63,596,960	26.519%	\$176,308,026	\$726,027,748	24.284%	9.566%
2010	273	\$17,732,247	\$61,483,904	28.840%	\$181,496,924	\$726,126,297	24.995%	9.770%
2011	269	\$18,639,442	\$65,972,240	28.253%	\$170,985,468	\$738,096,923	23.166%	10.901%
2012	261	\$18,576,433	\$64,239,063	28.918%	\$172,025,643	\$789,073,598	21.801%	10.799%
2013	262	\$19,488,731	\$65,528,366	29.741%	\$179,500,146	\$753,141,548	23.834%	10.857%
2014	256	\$17,866,978	\$65,569,292	27.249%	\$163,572,102	\$756,708,546	21.616%	10.923%
2015	246	\$17,864,755	\$69,122,878	25.845%	\$165,792,283	\$793,477,884	20.894%	10.775%
Totals:		\$278,300,573	\$1,270,043,229	21.913%	\$2,821,494,603	\$13,940,811,123	20.239%	9.864%



1991 - 2015 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Deposit Type Contracts
Active Companies Only

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

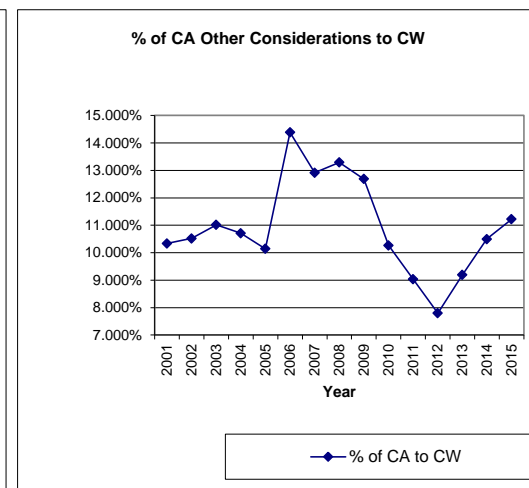
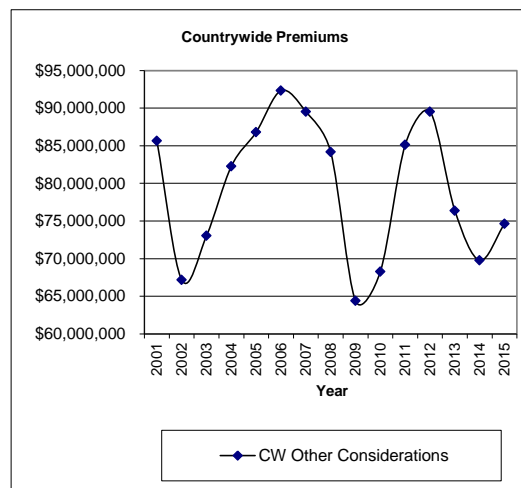
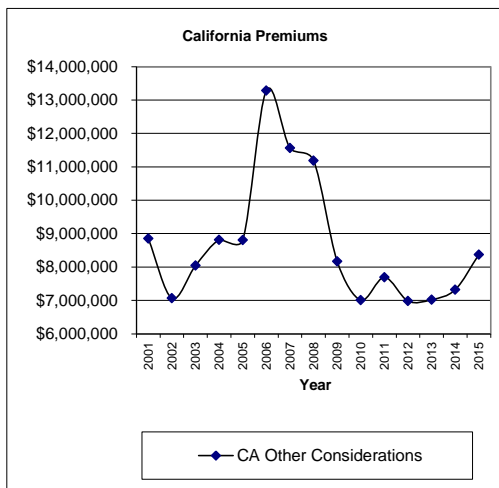
(1) Calendar Year	(2) Company Count	(3) California Deposit Type Contracts Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Deposit Type To All Premiums (3) / (4)	(6) Countrywide Deposit Type Contracts Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Deposit Type To All Premiums (6) / (7)	(9) % of CA Deposit Type To Countrywide (3) / (6)
1991	n/a	\$6,075,999	\$24,168,801	25.140%	\$76,194,714	\$244,467,621	31.168%	7.974%
1992	n/a	\$7,709,579	\$25,655,760	30.050%	\$81,092,469	\$258,175,773	31.410%	9.507%
1993	n/a	\$9,782,369	\$27,779,568	35.214%	\$94,929,131	\$283,410,074	33.495%	10.305%
1994	n/a	\$10,876,585	\$30,634,921	35.504%	\$101,528,453	\$302,734,231	33.537%	10.713%
1995	n/a	\$10,563,363	\$29,953,248	35.266%	\$105,265,539	\$314,631,397	33.457%	10.035%
1996	n/a	\$11,897,788	\$32,956,278	36.102%	\$122,873,754	\$337,669,981	36.389%	9.683%
1997	n/a	\$16,510,840	\$37,380,563	44.170%	\$140,398,429	\$366,092,994	38.350%	11.760%
1998	n/a	\$19,799,058	\$40,572,419	48.799%	\$171,307,391	\$408,667,853	41.918%	11.558%
1999	n/a	\$23,260,742	\$45,626,162	50.981%	\$211,975,506	\$446,967,910	47.425%	10.973%
2000	168	\$22,014,341	\$48,825,172	45.088%	\$240,609,451	\$503,282,189	47.808%	9.149%
2001	110	\$4,861,340	\$50,658,217	9.596%	\$84,393,009	\$532,219,216	15.857%	5.760%
2002	143	\$5,714,471	\$55,203,426	10.352%	\$81,257,902	\$559,111,230	14.533%	7.033%
2003	141	\$5,178,009	\$55,443,042	9.339%	\$89,727,401	\$574,016,943	15.631%	5.771%
2004	145	\$4,206,560	\$55,296,765	7.607%	\$91,715,717	\$593,781,994	15.446%	4.587%
2005	137	\$3,911,778	\$56,077,766	6.976%	\$83,003,303	\$648,486,716	12.800%	4.713%
2006	129	\$3,790,850	\$64,416,886	5.885%	\$89,345,058	\$709,308,675	12.596%	4.243%
2007	123	\$2,962,989	\$65,887,288	4.497%	\$106,723,462	\$772,364,076	13.818%	2.776%
2008	127	\$3,657,754	\$67,994,244	5.380%	\$120,506,384	\$802,769,706	15.011%	3.035%
2009	120	\$1,961,855	\$63,596,960	3.085%	\$92,786,258	\$726,027,748	12.780%	2.114%
2010	118	\$2,008,798	\$61,483,904	3.267%	\$87,745,495	\$726,126,297	12.084%	2.289%
2011	119	\$2,822,407	\$65,972,240	4.278%	\$93,837,694	\$738,096,923	12.713%	3.008%
2012	116	\$2,373,476	\$64,239,063	3.695%	\$107,115,702	\$789,073,598	13.575%	2.216%
2013	116	\$2,333,683	\$65,528,366	3.561%	\$102,654,117	\$753,141,548	13.630%	2.273%
2014	108	\$2,093,040	\$65,569,292	3.192%	\$115,630,897	\$756,708,546	15.281%	1.810%
2015	106	\$2,509,792	\$69,122,878	3.631%	\$134,906,982	\$793,477,884	17.002%	1.860%
Totals:		\$188,877,466	\$1,270,043,229	14.872%	\$2,827,524,218	\$13,940,811,123	20.282%	6.680%



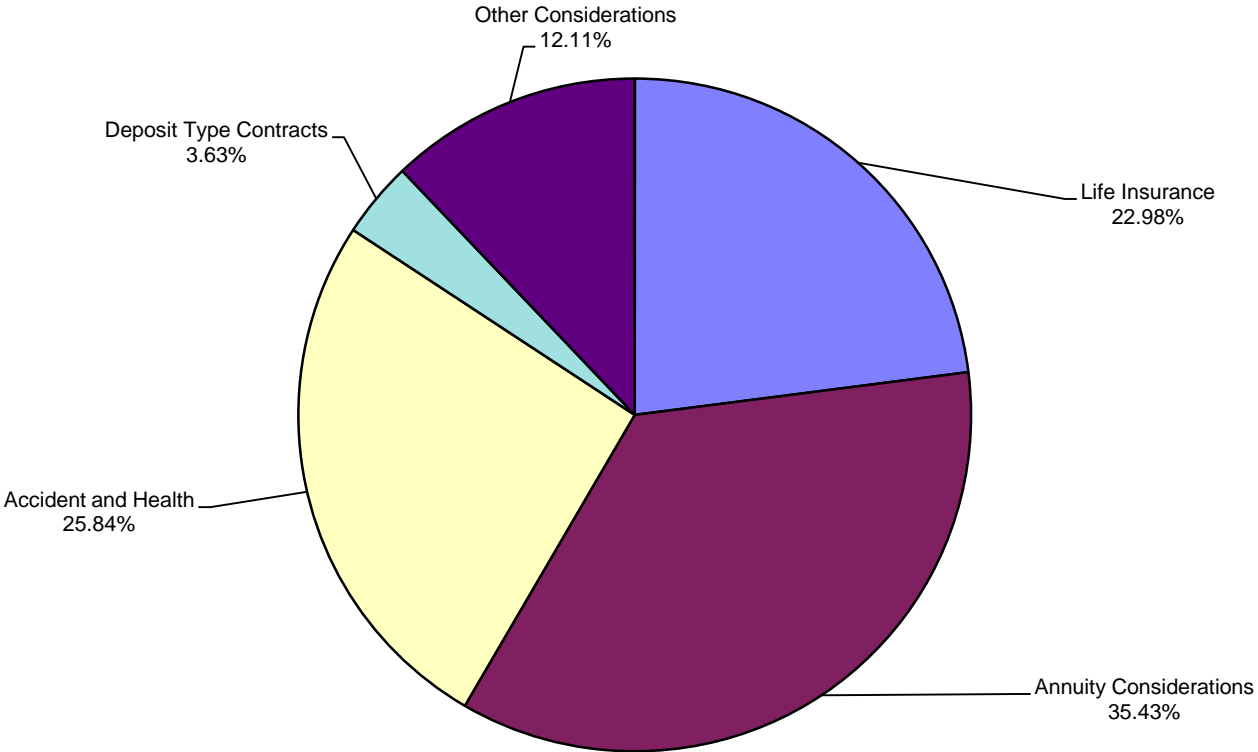
1991 - 2015 Comparison of California Life Insurance Premium to Countrywide
Line of Business: Other Considerations
Active Companies Only

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

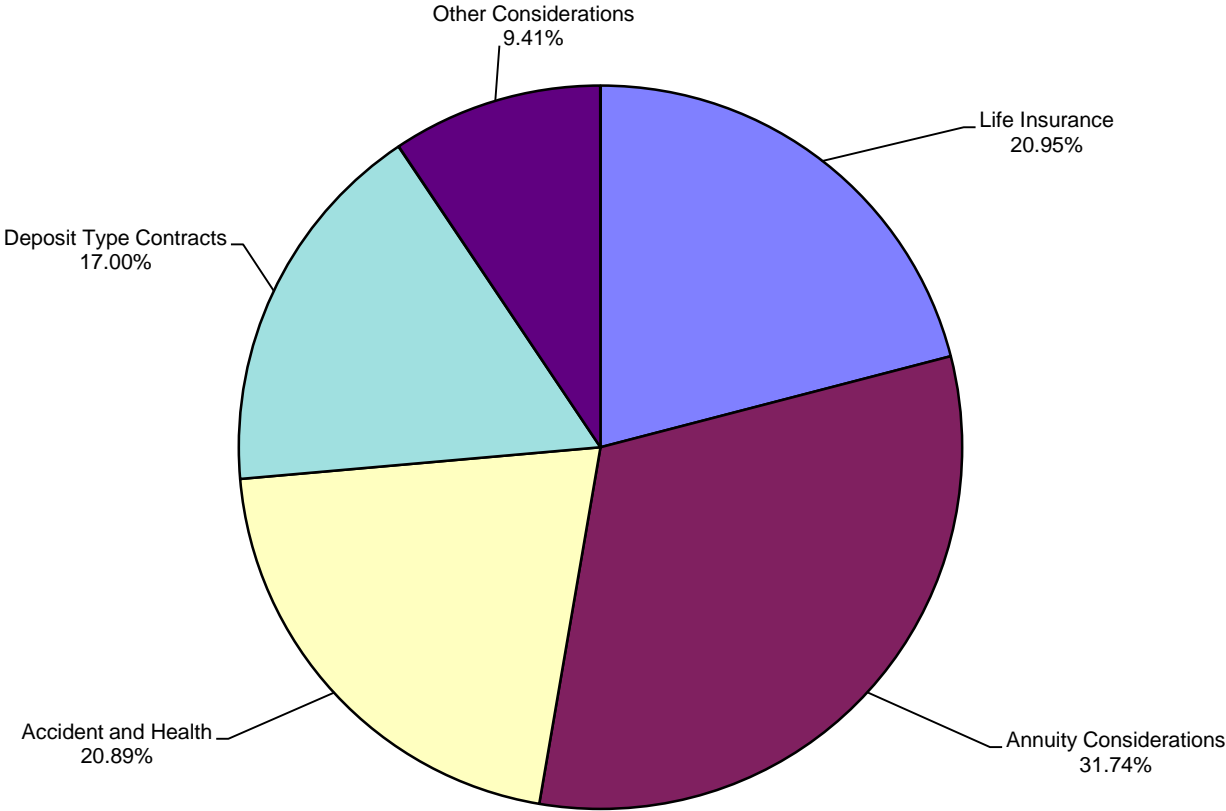
(1) Calendar Year	(2) Company Count	(3) California Other Considerations Only	(4) Total California Premiums: Life, Annuity, A&H, Deposit and Other	(5) Percentage of Other Consid. To All Premiums (3) / (4)	(6) Countrywide Other Considerations Only	(7) Total Countrywide Premiums: Life, Annuity, A&H, Deposit and Other	(8) Percentage of Other Consid. To All Premiums (6) / (7)	(9) % of CA Other Consid. To Countrywide (3) / (6)
1991	n/a	\$0	\$24,168,801	0.000%	\$0	\$244,467,621	0.000%	0.000%
1992	n/a	\$0	\$25,655,760	0.000%	\$0	\$258,175,773	0.000%	0.000%
1993	n/a	\$0	\$27,779,568	0.000%	\$0	\$283,410,074	0.000%	0.000%
1994	n/a	\$0	\$30,634,921	0.000%	\$0	\$302,734,231	0.000%	0.000%
1995	n/a	\$0	\$29,953,248	0.000%	\$0	\$314,631,397	0.000%	0.000%
1996	n/a	\$0	\$32,956,278	0.000%	\$0	\$337,669,981	0.000%	0.000%
1997	n/a	\$0	\$37,380,563	0.000%	\$0	\$366,092,994	0.000%	0.000%
1998	n/a	\$0	\$40,572,419	0.000%	\$0	\$408,667,853	0.000%	0.000%
1999	n/a	\$0	\$45,626,162	0.000%	\$0	\$446,967,910	0.000%	0.000%
2000	n/a	\$0	\$48,825,172	0.000%	\$0	\$503,282,189	0.000%	0.000%
2001	46	\$8,853,081	\$50,658,217	17.476%	\$85,674,482	\$532,219,216	16.098%	10.333%
2002	35	\$7,067,068	\$55,203,426	12.802%	\$67,174,376	\$559,111,230	12.014%	10.520%
2003	36	\$8,043,845	\$55,443,042	14.508%	\$73,039,102	\$574,016,943	12.724%	11.013%
2004	39	\$8,812,264	\$55,296,765	15.936%	\$82,290,181	\$593,781,994	13.859%	10.709%
2005	36	\$8,806,956	\$56,077,766	15.705%	\$86,819,339	\$648,486,716	13.388%	10.144%
2006	38	\$13,286,442	\$64,416,886	20.626%	\$92,331,043	\$709,308,675	13.017%	14.390%
2007	33	\$11,562,999	\$65,887,288	17.550%	\$89,543,759	\$772,364,076	11.593%	12.913%
2008	33	\$11,187,155	\$67,994,244	16.453%	\$84,171,725	\$802,769,706	10.485%	13.291%
2009	32	\$8,169,669	\$63,596,960	12.846%	\$64,389,233	\$726,027,748	8.869%	12.688%
2010	30	\$7,010,642	\$61,483,904	11.402%	\$68,288,304	\$726,126,297	9.404%	10.266%
2011	29	\$7,691,327	\$65,972,240	11.658%	\$85,132,065	\$738,096,923	11.534%	9.035%
2012	29	\$6,982,384	\$64,239,063	10.869%	\$89,535,739	\$789,073,598	11.347%	7.798%
2013	29	\$7,023,134	\$65,528,366	10.718%	\$76,382,773	\$753,141,548	10.142%	9.195%
2014	26	\$7,323,951	\$65,569,292	11.170%	\$69,771,605	\$756,708,546	9.220%	10.497%
2015	27	\$8,373,907	\$69,122,878	12.115%	\$74,640,132	\$793,477,884	9.407%	11.219%
Totals:		\$130,194,824	\$1,270,043,229	10.251%	\$1,189,183,858	\$13,940,811,123	8.530%	10.948%



2015 California Premium Distribution By Line



2015 Countrywide Premium Distribution By Line



2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premium Written During The Calendar Year

Sorted by Group Market Share

Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
1	304	PRUDENTIAL OF AMER GRP							
		68241 Prudential Ins Co Of Amer	367,612,545	395,810,988	111,456,815	21,927,343	1,755,781,866	2,652,589,557	3.8375%
		79227 Pruco Life Ins Co	391,892,858	688,711,361	0	3,659,783	0	1,084,264,002	1.5686%
		93629 Prudential Retirement Ins & Ann Co	0	-38,267	0	230,698,774	366,494	231,027,001	0.3342%
		86630 Prudential Ann Life Assur Corp	182,874	11,257,972	0	4,304,333	0	15,745,179	0.0228%
			759,688,277	1,095,742,054	111,456,815	260,590,233	1,756,148,360	3,983,625,739	5.7631%
2	671	Anthem Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	54,637,668	0	3,587,490,632	0	0	3,642,128,300	5.2691%
		61069 Anthem Life Ins Co	8,001,580	0	20,628,065	0	0	28,629,645	0.0414%
		80314 Unicare Life & Hlth Ins Co	5,875,730	0	2,724,964	0	0	8,600,694	0.0124%
			68,514,978	0	3,610,843,661	0	0	3,679,358,639	5.3229%
3	468	Aegon US Holding Grp							
		86231 Transamerica Life Ins Co	438,450,139	681,832,223	110,231,432	989,821	805,482,848	2,036,986,463	2.9469%
		70688 Transamerica Financial Life Ins Co	857,725	990,761	653,729	0	862,566,218	865,068,433	1.2515%
		66281 Transamerica Premier Life Ins Co	419,928,221	88,864,567	59,749,585	13,074	116,634	568,672,081	0.8227%
		79022 Transamerica Advisors Life Ins Co	969,399	79,926	0	0	0	1,049,325	0.0015%
			860,205,484	771,767,477	170,634,746	1,002,895	1,668,165,700	3,471,776,302	5.0226%
4	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	713,959,740	228,014,894	706,714,942	16,776,229	277,008,757	1,942,474,562	2.8102%
		87726 Metlife Ins Co USA	341,692,564	629,826,067	15,227,719	724,327	46,500	987,517,177	1.4286%
		63665 General Amer Life Ins Co	32,135,309	679,504	1,527,056	0	0	34,341,869	0.0497%
		91626 New England Life Ins Co	14,554,339	1,342,664	42,930	0	0	15,939,933	0.0231%
		97136 Metropolitan Tower Life Ins Co	5,964,453	11,520	0	0	0	5,975,973	0.0086%
		62634 Delaware Amer Life Ins Co	165,790	0	190,777	0	0	356,567	0.0005%
			1,108,472,195	859,874,649	723,703,424	17,500,556	277,055,257	2,986,606,081	4.3207%

2015 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	278,228,440	1,308,079,651	0	16,275,664	0	1,602,583,755	2.3185%
		66915 New York Life Ins Co	936,987,573	25,397,533	57,355,332	0	226,102,842	1,245,843,280	1.8024%
		81353 NYLife Ins Co Of AZ	8,709,396	0	0	0	0	8,709,396	0.0126%
			1,223,925,409	1,333,477,184	57,355,332	16,275,664	226,102,842	2,857,136,431	4.1334%
6	918	JACKSON NATL GRP							
		65056 Jackson Natl Life Ins Co	113,458,293	2,530,412,613	6,279,210	940,628	0	2,651,090,744	3.8353%
			113,458,293	2,530,412,613	6,279,210	940,628	0	2,651,090,744	3.8353%
7	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	5,226,319	0	2,518,657,942	0	0	2,523,884,261	3.6513%
		91529 Unimerica Ins Co	10,464,525	0	83,186,231	0	0	93,650,756	0.1355%
		70785 Pacificare Life & Hlth Ins Co	0	0	7,180,251	0	0	7,180,251	0.0104%
		62286 Golden Rule Ins Co	1,536,788	252,127	1,551,116	0	0	3,340,031	0.0048%
		73130 All Savers Life Ins Co of CA	0	0	264,644	0	0	264,644	0.0004%
		97179 UnitedHealthcare Life Ins Co	0	0	134,395	0	0	134,395	0.0002%
		69647 Catamaran Ins of Ohio Inc	130,853	1,016	0	0	0	131,869	0.0002%
			17,358,485	253,143	2,610,974,579	0	0	2,628,586,207	3.8028%
8	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	449,104,014	1,691,859,882	14,900,453	52,630,133	0	2,208,494,482	3.1950%
		70238 Variable Ann Life Ins Co	0	300,728,608	0	0	0	300,728,608	0.4351%
		70106 United States Life Ins Co in the Cit	13,517,939	300,793	21,235,140	0	0	35,053,872	0.0507%
			462,621,953	1,992,889,283	36,135,593	52,630,133	0	2,544,276,962	3.6808%

2015 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	904	JOHN HANCOCK GRP							
		65838 John Hancock Life Ins Co USA	511,662,363	12,918,240	113,026,394	0	1,785,527,414	2,423,134,411	3.5055%
		93610 John Hancock Life & Hlth Ins Co	129,802	0	2,307,515	0	0	2,437,317	0.0035%
			511,792,165	12,918,240	115,333,909	0	1,785,527,414	2,425,571,728	3.5091%
10	20	LINCOLN NATL GRP							
		65676 Lincoln Natl Life Ins Co	689,266,888	1,383,860,564	110,248,127	0	0	2,183,375,579	3.1587%
		67652 First Penn Pacific Life Ins Co	21,170,592	0	7,990	0	0	21,178,582	0.0306%
		62057 Lincoln Life & Ann Co of NY	1,593,013	880,627	579,783	0	0	3,053,423	0.0044%
			712,030,493	1,384,741,191	110,835,900	0	0	2,207,607,584	3.1937%
11	4832	Voya Financial Grp							
		86509 Voya Retirement Ins & Ann Co	9,904,572	1,023,543,891	0	464,751	137,039,006	1,170,952,220	1.6940%
		67105 Reliastar Life Ins Co	194,241,772	52,445,449	159,981,572	231,357	0	406,900,150	0.5887%
		80942 Voya Ins & Ann Co	2,539,000	333,059,244	1,421	0	0	335,599,665	0.4855%
		68713 Security Life Of Denver Ins Co	130,838,869	6,184	0	0	0	130,845,053	0.1893%
		61360 Reliastar Life Ins Co Of NY	3,223,443	8,400	3,156,527	0	0	6,388,370	0.0092%
		66109 Midwestern United Life Ins Co	233,549	570	0	0	0	234,119	0.0003%
			340,981,205	1,409,063,738	163,139,520	696,108	137,039,006	2,050,919,577	2.9671%
12	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	149,834,100	509,118,369	208,909,429	1,100,699,962	171,735	1,968,733,595	2.8482%
		71161 Principal Natl Life Ins Co	54,240,045	0	0	0	0	54,240,045	0.0785%
			204,074,145	509,118,369	208,909,429	1,100,699,962	171,735	2,022,973,640	2.9266%

2015 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	1	AETNA GRP							
		60054 Aetna Life Ins Co	79,682,293	1,277,258	1,855,697,849	7,022,230	0	1,943,679,630	2.8119%
		90328 First Hlth Life & Hlth Ins Co	4,255	0	34,988,608	0	0	34,992,863	0.0506%
		68500 Continental Life Ins Co Brentwood	4,102	0	13,725,200	0	0	13,729,302	0.0199%
		78700 Aetna Hlth & Life Ins Co	0	0	14,925	0	0	14,925	0.0000%
			79,690,650	1,277,258	1,904,426,582	7,022,230	0	1,992,416,720	2.8824%
14	901	CIGNA HLTH GRP							
		67369 Cigna Hlth & Life Ins Co	50,925	0	1,140,513,586	55,413	0	1,140,619,924	1.6501%
		65498 Life Ins Co Of N Amer	246,122,057	0	272,561,869	0	0	518,683,926	0.7504%
		62308 Connecticut Gen Life Ins Co	33,298,980	89,663	14,697,613	242,781	0	48,329,037	0.0699%
		65722 Loyal Amer Life Ins Co	105,253	7,938	9,230,502	2,406	0	9,346,099	0.0135%
		88366 American Retirement Life Ins Co	0	0	156,705	0	0	156,705	0.0002%
		67903 Provident Amer Life & Hlth Ins Co	475	0	8,911	0	0	9,386	0.0000%
			279,577,690	97,601	1,437,169,186	300,600	0	1,717,145,077	2.4842%
15	435	MASS MUT LIFE INS GRP							
		65935 Massachusetts Mut Life Ins Co	478,590,931	324,340,327	58,555,275	179,462,173	580,906,951	1,621,855,657	2.3463%
		93432 CM Life Ins Co	28,757,319	18,695,272	0	0	0	47,452,591	0.0686%
		70416 MML Bay State Life Ins Co	4,674,785	0	0	0	0	4,674,785	0.0068%
			512,023,035	343,035,599	58,555,275	179,462,173	580,906,951	1,673,983,033	2.4217%
16	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	153,192,524	42,039,169	30,988,900	0	947,403,701	1,173,624,294	1.6979%
		92657 Nationwide Life & Ann Ins Co	179,877,560	51,344	0	0	306,302,021	486,230,925	0.7034%
			333,070,084	42,090,513	30,988,900	0	1,253,705,722	1,659,855,219	2.4013%

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17	761	ALLIANZ INS GRP 90611 Allianz Life Ins Co Of N Amer	132,104,375	1,253,577,464	10,240,527	1,001,277	0	1,396,923,643	2.0209%
			132,104,375	1,253,577,464	10,240,527	1,001,277	0	1,396,923,643	2.0209%
18	431	Sammons Enterprises Grp							
		66044 Midland Natl Life Ins Co	124,165,764	489,615,243	2,668	1,995,972	0	615,779,647	0.8908%
		66974 North Amer Co Life & Hlth Ins	107,027,046	417,205,332	589	1,360,154	0	525,593,121	0.7604%
		68675 Security Benefit Life Ins Co	1,415,102	168,529,870	0	0	0	169,944,972	0.2459%
		83607 Guggenheim Life & Ann Co	22,379	35,338,879	1,523	3,028,288	0	38,391,069	0.0555%
			232,630,291	1,110,689,324	4,780	6,384,414	0	1,349,708,809	1.9526%
19	709	PACIFIC LIFE GRP							
		67466 Pacific Life Ins Co	476,522,234	838,752,435	0	2,879,514	0	1,318,154,183	1.9070%
		97268 Pacific Life & Ann Co	168,196	187,520	0	0	0	355,716	0.0005%
			476,690,430	838,939,955	0	2,879,514	0	1,318,509,899	1.9075%
20	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	230,762,140	906,292,071	5,560,723	0	12,074,207	1,154,689,141	1.6705%
		78077 Mony Life Ins Co Of Amer	84,527,671	2,737,368	3,139	0	0	87,268,178	0.1263%
		84530 US Financial Life Ins Co	11,724,182	0	0	0	0	11,724,182	0.0170%
		62880 AXA Equitable Life & Ann Co	1,444,820	0	0	0	0	1,444,820	0.0021%
			328,458,813	909,029,439	5,563,862	0	12,074,207	1,255,126,321	1.8158%
21	2798	Blue Shield of CA Grp							
		61557 Blue Shield of CA Life & Hlth Ins Co	9,014,304	0	1,245,254,048	0	0	1,254,268,352	1.8145%
			9,014,304	0	1,245,254,048	0	0	1,254,268,352	1.8145%

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22	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	860,668,965	101,272,587	84,983,167	2,110,673	52,834	1,049,088,226	1.5177%
		69000 Northwestern Long Term Care Ins Co	0	0	32,702,432	0	0	32,702,432	0.0473%
			860,668,965	101,272,587	117,685,599	2,110,673	52,834	1,081,790,658	1.5650%
23	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	21,260,602	682,150,473	683,044	30,390,972	0	734,485,091	1.0626%
		60142 TIAA Cref Life Ins Co	29,484,871	28,210,208	200,145	243,145,627	0	301,040,851	0.4355%
			50,745,473	710,360,681	883,189	273,536,599	0	1,035,525,942	1.4981%
24	1295	CENTENE CORP GRP							
		66141 Health Net Life Ins Co	1,469,685	0	996,529,455	0	0	997,999,140	1.4438%
			1,469,685	0	996,529,455	0	0	997,999,140	1.4438%
25	91	HARTFORD FIRE & CAS GRP							
		88072 Hartford Life Ins Co	12,210,462	25,235,096	4,478,460	329,107,903	160,913,601	531,945,522	0.7696%
		70815 Hartford Life & Accident Ins Co	92,636,358	309	127,921,584	0	0	220,558,251	0.3191%
		71153 Hartford Life & Ann Ins Co	107,762,200	21,375,854	-7,149	0	11,640,151	140,771,056	0.2037%
		81213 American Maturity Life Ins Co	0	133,208	0	0	14,237	147,445	0.0002%
			212,609,020	46,744,467	132,392,895	329,107,903	172,567,989	893,422,274	1.2925%
26	4855	Sumitomo Life Ins Grp							
		68608 Symetra Life Ins Co	41,129,468	635,808,733	56,607,370	39,613,133	0	773,158,704	1.1185%
		90581 Symetra Natl Life Ins Co	18,857	0	0	0	0	18,857	0.0000%
			41,148,325	635,808,733	56,607,370	39,613,133	0	773,177,561	1.1186%

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27	429	GUARDIAN LIFE GRP							
		64246 Guardian Life Ins Co Of Amer	210,732,112	1,478,587	378,066,911	0	0	590,277,610	0.8540%
		78778 Guardian Ins & Ann Co Inc	2,424,519	122,243,857	0	498,343	1,659,430	126,826,149	0.1835%
		71714 Berkshire Life Ins Co of Amer	681,727	0	37,109,128	0	0	37,790,855	0.0547%
		60003 Park Avenue Life Ins Co	324,276	0	0	0	0	324,276	0.0005%
		74004 Family Serv Life Ins Co	1,420	0	0	0	0	1,420	0.0000%
			214,164,054	123,722,444	415,176,039	498,343	1,659,430	755,220,310	1.0926%
28	565	UNUMPROVIDENT CORP GRP							
		62235 Unum Life Ins Co Of Amer	115,026,519	7,154	309,307,569	90,377	0	424,431,619	0.6140%
		62049 Colonial Life & Accident Ins Co	28,763,081	1,950	119,609,881	0	0	148,374,912	0.2147%
		68195 Provident Life & Accident Ins Co	18,616,569	0	79,177,146	0	0	97,793,715	0.1415%
		67598 Paul Revere Life Ins Co	693,881	0	22,636,609	0	0	23,330,490	0.0338%
		67601 Unum Ins Co	190,215	0	0	5,530,762	0	5,720,977	0.0083%
			163,290,265	9,104	530,731,205	5,621,139	0	699,651,713	1.0122%
29	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	9,572	638,408,361	0	975,545	0	639,393,478	0.9250%
		13183 Eagle Life Ins Co	0	13,351,065	0	0	0	13,351,065	0.0193%
			9,572	651,759,426	0	975,545	0	652,744,543	0.9443%
30	619	OneAmerica Fin Partners Grp							
		60895 American United Life Ins Co	23,347,604	522,736,253	179,491	3,826,117	0	550,089,465	0.7958%
		69116 State Life Ins Co	51,209,635	33,742,876	4,165,391	148,937	0	89,266,839	0.1291%
		67911 Pioneer Mut Life Ins Co	7,600,401	40,222	0	0	0	7,640,623	0.0111%
			82,157,640	556,519,351	4,344,882	3,975,054	0	646,996,927	0.9360%

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31	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	333,956,805	66,495,793	27,425,174	31,709,539	147,092,921	606,680,232	0.8777%
		93742 Securian Life Ins Co	21,706,466	0	2,481,685	34,199	0	24,222,350	0.0350%
		65811 American Modern Life Ins Co	156,365	0	96,059	0	0	252,424	0.0004%
			355,819,636	66,495,793	30,002,918	31,743,738	147,092,921	631,155,006	0.9131%
32	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	115,037,339	467,028,805	32,088,233	1,004,516	0	615,158,893	0.8899%
			115,037,339	467,028,805	32,088,233	1,004,516	0	615,158,893	0.8899%
33	4011	Genworth Fin Grp							
		70025 Genworth Life Ins Co	56,411,968	17,789,115	287,828,398	322,277	0	362,351,758	0.5242%
		65536 Genworth Life & Ann Ins Co	165,066,270	58,717,190	2,435,736	1,003,062	0	227,222,258	0.3287%
			221,478,238	76,506,305	290,264,134	1,325,339	0	589,574,016	0.8529%
34	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	31,581,502	540,871,408	4,404,602	1,439,547	0	578,297,059	0.8366%
		80659 US Business of Canada Life Assur Co	6,464,974	14,099	379,172	0	0	6,858,245	0.0099%
		80705 US Br Great West Life Assur Co	1,251,894	0	823,506	0	0	2,075,400	0.0030%
		76694 London Life Reins Co	0	0	1,025	0	0	1,025	0.0000%
			39,298,370	540,885,507	5,608,305	1,439,547	0	587,231,729	0.8495%
35	3891	Goldman Sachs Grp							
		91642 Forethought Life Ins Co	34,354,522	408,538,694	406,374	0	0	443,299,590	0.6413%
		62200 Accordia Life & Ann Co	96,067,233	0	0	0	0	96,067,233	0.1390%
		84824 Commonwealth Ann & Life Ins Co	3,472,658	6,891,647	6,825	1,620,682	0	11,991,812	0.0173%
		69140 First Allmerica Fin Life Ins Co	659,308	0	1,257	0	0	660,565	0.0010%
			134,553,721	415,430,341	414,456	1,620,682	0	552,019,200	0.7986%

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36	19	Assurant Inc Grp							
		69477 Time Ins Co	1,063,661	0	297,978,505	51,825	0	299,093,991	0.4327%
		67989 American Memorial Life Ins Co	117,053,774	891,046	-170	0	0	117,944,650	0.1706%
		70408 Union Security Ins Co	25,374,196	622,388	84,271,579	0	0	110,268,163	0.1595%
		60275 American Bankers Life Assur Co Of FL	1,659,890	3,509	1,711,021	0	0	3,374,420	0.0049%
		65080 John Alden Life Ins Co	676,282	279	614,439	0	0	1,291,000	0.0019%
			145,827,803	1,517,222	384,575,374	51,825	0	531,972,224	0.7696%
37	1348	STANCORP FIN GRP							
		69019 Standard Ins Co	92,977,665	42,456,871	214,132,379	3,421,826	139,147,658	492,136,399	0.7120%
			92,977,665	42,456,871	214,132,379	3,421,826	139,147,658	492,136,399	0.7120%
38	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	200,202,860	258,470,177	757	75,949	0	458,749,743	0.6637%
		66680 National Life Ins Co	25,047,544	308,391	2,376,731	0	0	27,732,666	0.0401%
			225,250,404	258,778,568	2,377,488	75,949	0	486,482,409	0.7038%
39	176	STATE FARM GRP							
		69108 State Farm Life Ins Co	440,733,838	35,733,644	0	2,361,748	0	478,829,230	0.6927%
			440,733,838	35,733,644	0	2,361,748	0	478,829,230	0.6927%
40	4731	Harbinger Grp							
		63274 Fidelity & Guar Life Ins Co	101,170,530	341,661,445	0	135,000	0	442,966,975	0.6408%
			101,170,530	341,661,445	0	135,000	0	442,966,975	0.6408%
41	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	23,217,863	0	367,476,933	0	0	390,694,796	0.5652%
		71730 Continental Amer Ins Co	229,184	0	24,601,832	0	0	24,831,016	0.0359%
			23,447,047	0	392,078,765	0	0	415,525,812	0.6011%

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42	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	164,574,788	116,409,462	766,751	4,837,657	0	286,588,658	0.4146%
		70335 West Coast Life Ins Co	96,076,829	12,053	2,749	77,879	0	96,169,510	0.1391%
		66370 Mony Life Ins Co	12,002,417	-118,394	3,754,992	0	0	15,639,015	0.0226%
		88536 Protective Life & Annuity Ins Co	89,993	32,000	0	0	0	121,993	0.0002%
			272,744,027	116,335,121	4,524,492	4,915,536	0	398,519,176	0.5765%
43	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	147,420,360	68,208,924	54,371,904	56,468,918	396,858	326,866,964	0.4729%
		71412 Mutual Of Omaha Ins Co	0	0	42,727,499	0	0	42,727,499	0.0618%
		72850 United World Life Ins Co	114,672	0	20,225,520	0	0	20,340,192	0.0294%
			147,535,032	68,208,924	117,324,923	56,468,918	396,858	389,934,655	0.5641%
44	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	286,660,543	12,110,273	4,695,581	7,535,004	0	311,001,401	0.4499%
		90557 Zurich Amer Life Ins Co	35,061,682	21,687,886	386,906	0	0	57,136,474	0.0827%
		80896 Centre Life Ins Co	0	0	3,313,341	0	0	3,313,341	0.0048%
		70173 Universal Underwriters Life Ins Co	1,011,865	0	0	0	0	1,011,865	0.0015%
			322,734,090	33,798,159	8,395,828	7,535,004	0	372,463,081	0.5388%
45	4734	Athene Grp							
		61689 Athene Ann & Life Co	71,480,903	284,099,168	195,849	2,715,810	0	358,491,730	0.5186%
		61492 Athene Annuity & Life Assur Co	5,105,223	4,710,704	1,957,727	0	0	11,773,654	0.0170%
		68039 Athene Ann & Life Assur Co of NY	834,530	144,129	0	0	0	978,659	0.0014%
			77,420,656	288,954,001	2,153,576	2,715,810	0	371,244,043	0.5371%

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46	84	American Financial Grp							
		63312 Great Amer Life Ins Co	8,690,879	303,739,304	16,045	87,451	0	312,533,679	0.4521%
		93661 Annuity Investors Life Ins Co	0	37,556,536	0	0	0	37,556,536	0.0543%
		67083 Manhattan Natl Life Ins Co	2,715,594	2,427	0	0	0	2,718,021	0.0039%
			11,406,473	341,298,267	16,045	87,451	0	352,808,236	0.5104%
47	4750	Primerica Grp							
		65919 Primerica Life Ins Co	336,683,325	86,382	38,348	743,667	0	337,551,722	0.4883%
		61409 National Benefit Life Ins Co	1,780,515	0	76,579	480	0	1,857,574	0.0027%
			338,463,840	86,382	114,927	744,147	0	339,409,296	0.4910%
48	981	FIDELITY INVESTMENT INS & ANN GRP							
		93696 Fidelity Investments Life Ins Co	2,158,177	286,681,122	0	0	0	288,839,299	0.4179%
			2,158,177	286,681,122	0	0	0	288,839,299	0.4179%
49	4853	AAA Life Grp							
		71854 AAA Life Ins Co	192,948,790	73,665,614	13,482,213	57,639	0	280,154,256	0.4053%
			192,948,790	73,665,614	13,482,213	57,639	0	280,154,256	0.4053%
50	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	31,777,871	107,109,607	128,405,805	0	0	267,293,283	0.3867%
		60801 American Public Life Ins Co	3,929	0	944,032	0	0	947,961	0.0014%
			31,781,800	107,109,607	129,349,837	0	0	268,241,244	0.3881%
51	3098	Tokio Marine Holdings Inc GRP							
		68381 Reliance Standard Life Ins Co	55,796,007	61,437,493	78,385,581	0	0	195,619,081	0.2830%
		92711 HCC Life Ins Co	904,746	5,400	69,852,783	0	0	70,762,929	0.1024%
			56,700,753	61,442,893	148,238,364	0	0	266,382,010	0.3854%

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52	943	Ameritas Mut Holding GRP							
		61301 Ameritas Life Ins Corp	73,658,618	95,225,299	64,880,871	6,860,418	0	240,625,206	0.3481%
		68721 Security Life Ins Co Of Amer	593,995	2,365	14,042,604	0	0	14,638,964	0.0212%
			74,252,613	95,227,664	78,923,475	6,860,418	0	255,264,170	0.3693%
53	549	SUN LIFE ASSUR CO OF CN GRP							
		80802 US Br Sun Life Assur Co of Canada	97,331,348	0	143,584,937	0	0	240,916,285	0.3485%
		80926 Sun Life & Hlth Ins Co	8,038,388	0	1,341,976	0	0	9,380,364	0.0136%
		68047 Professional Ins Co	37,420	0	2,045,347	0	0	2,082,767	0.0030%
			105,407,156	0	146,972,260	0	0	252,379,416	0.3651%
54	111	LIBERTY MUT GRP							
		65315 Liberty Life Assur Co Of Boston	80,022,075	3,889,179	158,729,902	191,014	0	242,832,170	0.3513%
			80,022,075	3,889,179	158,729,902	191,014	0	242,832,170	0.3513%
55	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	25,547,821	140,380,097	898,265	404,931	13,770,379	181,001,493	0.2619%
		89206 Ohio Natl Life Assur Corp	55,771,580	0	1,320,306	1,255,522	0	58,347,408	0.0844%
			81,319,401	140,380,097	2,218,571	1,660,453	13,770,379	239,348,901	0.3463%
56	4815	Resolution Life Grp							
		65595 Lincoln Benefit Life Co	220,377,837	5,611,224	10,341,003	372,993	0	236,703,057	0.3424%
			220,377,837	5,611,224	10,341,003	372,993	0	236,703,057	0.3424%
57	200	UNITED SERV AUTOMOBILE ASSN GRP							
		69663 USAA Life Ins Co	99,955,230	87,772,748	30,003,699	1,552,945	0	219,284,622	0.3172%
			99,955,230	87,772,748	30,003,699	1,552,945	0	219,284,622	0.3172%

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58	290	Torchmark Corp Grp							
		60577 American Income Life Ins Co	89,390,944	0	5,992,169	0	0	95,383,113	0.1380%
		92916 United Amer Ins Co	839,381	373,276	51,603,497	0	0	52,816,154	0.0764%
		91472 Globe Life & Accident Ins Co	45,099,450	0	2,282,073	0	0	47,381,523	0.0685%
		65331 Liberty Natl Life Ins Co	7,778,328	1,036	315,169	0	0	8,094,533	0.0117%
		77968 Family Heritage Life Ins Co Of Amer	36,945	0	4,180,223	0	0	4,217,168	0.0061%
			143,145,048	374,312	64,373,131	0	0	207,892,491	0.3008%
59	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	154,123,794	5,024,330	940,415	341,017	22,980,851	183,410,407	0.2653%
		93262 Penn Ins & Ann Co	23,979,529	0	0	0	50,000	24,029,529	0.0348%
		68446 Longevity Ins Co	21,613	200	9,683	0	0	31,496	0.0000%
			178,124,936	5,024,530	950,098	341,017	23,030,851	207,471,432	0.3001%
60	62510	Equitrust Life Ins Co							
		62510 Equitrust Life Ins Co	17,072,992	180,449,709	0	2,873,553	0	200,396,254	0.2899%
			17,072,992	180,449,709	0	2,873,553	0	200,396,254	0.2899%
61	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	31,734,020	42,508,094	51,193,119	0	0	125,435,233	0.1815%
		62065 Colonial Penn Life Ins Co	19,099,994	0	26,390,943	0	0	45,490,937	0.0658%
		70319 Washington Natl Ins Co	5,406,600	1,069,359	15,929,923	0	0	22,405,882	0.0324%
			56,240,614	43,577,453	93,513,985	0	0	193,332,052	0.2797%
62	872	BANNER LIFE GRP							
		94250 Banner Life Ins Co	109,444,020	79,020,219	0	2,450,074	0	190,914,313	0.2762%
			109,444,020	79,020,219	0	2,450,074	0	190,914,313	0.2762%

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63	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	67,535,380	96,451,963	606,118	12,627,789	0	177,221,250	0.2564%
		86355 Standard Life & Accident Ins Co	960,985	10,908	6,592,117	0	0	7,564,010	0.0109%
		63657 Garden State Life Ins Co	1,665,463	0	1,329	0	0	1,666,792	0.0024%
		71773 American Natl Life Ins Co Of TX	169,495	0	1,226,933	0	0	1,396,428	0.0020%
			70,331,323	96,462,871	8,426,497	12,627,789	0	187,848,480	0.2718%
64	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	399,280	128,807	106,124	71,808	179,290,599	179,996,618	0.2604%
			399,280	128,807	106,124	71,808	179,290,599	179,996,618	0.2604%
65	403	PHOENIX COS GRP							
		93548 PHL Variable Ins Co	51,730,519	60,117,622	0	1,834,666	0	113,682,807	0.1645%
		67814 Phoenix Life Ins Co	20,093,022	71,482	211,948	32,278,727	0	52,655,179	0.0762%
			71,823,541	60,189,104	211,948	34,113,393	0	166,337,986	0.2406%
66	836	WEST SOUTHERN GRP							
		74780 Integrity Life Ins Co	18,918	68,137,336	0	1,517,207	0	69,673,461	0.1008%
		65242 Lafayette Life Ins Co	29,727,721	13,962,228	21,537	0	0	43,711,486	0.0632%
		99937 Columbus Life Ins Co	23,600,769	4,716,308	2,304	205,336	0	28,524,717	0.0413%
		70483 Western & Southern Life Ins Co	10,443,380	0	512,012	0	0	10,955,392	0.0158%
		92622 Western Southern Life Assur Co	6,163,155	1,332,992	0	115,638	0	7,611,785	0.0110%
			69,953,943	88,148,864	535,853	1,838,181	0	160,476,841	0.2322%
67	306	CUNA MUT GRP							
		62626 CMFG Life Ins Co	25,716,402	54,887,280	29,292,485	33,560	0	109,929,727	0.1590%
		86126 Members Life Ins Co	140,177	46,589,893	0	0	0	46,730,070	0.0676%
			25,856,579	101,477,173	29,292,485	33,560	0	156,659,797	0.2266%

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68	66850	National Western Life Ins Co 66850 National Western Life Ins Co	18,176,517	136,085,632	0	842,175	0	155,104,324	0.2244%
			18,176,517	136,085,632	0	842,175	0	155,104,324	0.2244%
69	8	ALLSTATE INS GRP							
		60186 Allstate Life Ins Co	51,676,449	7,207,117	2,840,272	0	0	61,723,838	0.0893%
		60534 American Heritage Life Ins Co	5,929,440	8,368	36,187,406	0	0	42,125,214	0.0609%
		70866 Allstate Assur Co	1,355,253	13,000	0	0	0	1,368,253	0.0020%
		70874 Allstate Life Ins Co Of NY	517,767	125	15,791	0	0	533,683	0.0008%
		61808 Charter Natl Life Ins Co	-163	14,219	0	0	0	14,056	0.0000%
			59,478,746	7,242,829	39,043,469	0	0	105,765,044	0.1530%
70	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	13,966,124	63,483,072	11,982	550,215	0	78,011,393	0.1129%
		90212 Great Southern Life Ins Co	4,129,769	481,197	137,581	59,758	0	4,808,305	0.0070%
		67180 Ohio State Life Ins Co	2,766,013	847	58	346	0	2,767,264	0.0040%
		63487 Investors Life Ins Co N Amer	1,432,352	2,000	0	0	0	1,434,352	0.0021%
		66540 National Farmers Union Life Ins Co	732,320	9	0	0	0	732,329	0.0011%
		87645 United Fidelity Life Ins Co	490,432	13,267	0	803	0	504,502	0.0007%
			23,517,010	63,980,392	149,621	611,122	0	88,258,145	0.1277%
71	4836	Jefferson National Grp							
		64017 Jefferson Natl Life Ins Co	1,376,622	82,860,337	42,485	23,495	0	84,302,939	0.1220%
			1,376,622	82,860,337	42,485	23,495	0	84,302,939	0.1220%
72	65927	Lincoln Heritage Life Ins Co							
		65927 Lincoln Heritage Life Ins Co	75,435,077	7,736	392,015	0	0	75,834,828	0.1097%
			75,435,077	7,736	392,015	0	0	75,834,828	0.1097%

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73	525	PAN AMER LIFE GRP							
		67539 Pan Amer Life Ins Co	799,565	13,480	47,472,645	0	0	48,285,690	0.0699%
		66427 Mutual Trust Life Ins Co a Pan Amer	24,767,786	103,762	29,375	0	0	24,900,923	0.0360%
		93459 Pan Amer Assur Co	2,511,031	0	0	0	0	2,511,031	0.0036%
			28,078,382	117,242	47,502,020	0	0	75,697,644	0.1095%
74	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	54,093,120	3,929,179	14,361,435	0	0	72,383,734	0.1047%
		97241 Settlers Life Ins Co	40,500	515	1,466	0	0	42,481	0.0001%
			54,133,620	3,929,694	14,362,901	0	0	72,426,215	0.1048%
75	169	SENTRY INS GRP							
		68810 Sentry Life Ins Co	2,519,154	68,897,265	409,121	0	0	71,825,540	0.1039%
			2,519,154	68,897,265	409,121	0	0	71,825,540	0.1039%
76	4483	Nestle SA Grp							
		70939 Gerber Life Ins Co	29,062,292	0	36,653,878	0	0	65,716,170	0.0951%
			29,062,292	0	36,653,878	0	0	65,716,170	0.0951%
77	81264	Nippon Life Ins Co Of Amer							
		81264 Nippon Life Ins Co Of Amer	649,775	0	64,833,185	0	0	65,482,960	0.0947%
			649,775	0	64,833,185	0	0	65,482,960	0.0947%
78	4844	LIA Holdings Grp							
		60232 Lombard Intl Life Assur Co	907,864	57,863,969	0	0	0	58,771,833	0.0850%
			907,864	57,863,969	0	0	0	58,771,833	0.0850%

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79	276	Trustmark Mut Holding Co GRP							
		61425 Trustmark Ins Co	33,999,998	14,715	11,732,397	0	0	45,747,110	0.0662%
		62863 Trustmark Life Ins Co	282,981	0	9,279,819	0	0	9,562,800	0.0138%
			34,282,979	14,715	21,012,216	0	0	55,309,910	0.0800%
80	451	FIDELITY SECURITY GRP							
		71870 Fidelity Security Life Ins Co	1,021,448	430,545	53,675,419	15,943	0	55,143,355	0.0798%
			1,021,448	430,545	53,675,419	15,943	0	55,143,355	0.0798%
81	4213	Wilton Re Grp							
		65900 Wilco Life Ins Co	27,156,100	26,759	1,657,425	0	0	28,840,284	0.0417%
		69396 Texas Life Ins Co	15,990,617	0	0	0	0	15,990,617	0.0231%
		62413 Wilcac Life Ins Co	1,331,566	84,534	6,248	1,449,892	0	2,872,240	0.0042%
		60704 Wilton Reassur Life Co of NY	547,308	5,200	10,131	0	0	562,639	0.0008%
			45,025,591	116,493	1,673,804	1,449,892	0	48,265,780	0.0698%
82	4794	Delaware Life Holding Grp							
		79065 Delaware Life Ins Co	4,616,694	39,292,309	0	0	0	43,909,003	0.0635%
			4,616,694	39,292,309	0	0	0	43,909,003	0.0635%
83	812	HIGHMARK GRP							
		93440 HM Life Ins Co	22,183	0	37,997,247	0	0	38,019,430	0.0550%
			22,183	0	37,997,247	0	0	38,019,430	0.0550%
84	626	Chubb Ltd Grp							
		62146 Combined Ins Co Of Amer	2,824,307	0	33,885,467	0	0	36,709,774	0.0531%
			2,824,307	0	33,885,467	0	0	36,709,774	0.0531%

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85	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	4,496,203	31,706,541	15,868	0	0	36,218,612	0.0524%
			4,496,203	31,706,541	15,868	0	0	36,218,612	0.0524%
86	4824	Advantage Capital Grp 68802 Sentinel Security Life Ins Co 71471 Ability Ins Co	2,590,949 29,238	17,599,112 0	315,038 1,120,107	13,506,164 0	0 0	34,011,263 1,149,345	0.0492% 0.0017%
			2,620,187	17,599,112	1,435,145	13,506,164	0	35,160,608	0.0509%
87	64505	Homesteaders Life Co 64505 Homesteaders Life Co	31,070,111	635,275	0	0	0	31,705,386	0.0459%
			31,070,111	635,275	0	0	0	31,705,386	0.0459%
88	367	PHYSICIANS MUT GRP 80578 Physicians Mut Ins Co 72125 Physicians Life Ins Co	0 13,106,252	0 609,310	15,472,334 584,112	0 149,639	0 0	15,472,334 14,449,313	0.0224% 0.0209%
			13,106,252	609,310	16,056,446	149,639	0	29,921,647	0.0433%
89	4796	National Teachers Assoc Life Group 87963 National Teachers Assoc Life Ins Co	162,064	0	29,721,807	0	0	29,883,871	0.0432%
			162,064	0	29,721,807	0	0	29,883,871	0.0432%
90	3436	Liberty Life Grp Trust Grp 68543 Liberty Bankers Life Ins Co 61581 Capitol Life Ins Co	501,623 1,345	27,049,248 0	0 0	592,423 0	0 0	28,143,294 1,345	0.0407% 0.0000%
			502,968	27,049,248	0	592,423	0	28,144,639	0.0407%

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91	1117	Harris Ins Holdings Grp							
		65870 Manhattan Life Ins Co	1,637,158	18,443,710	7,445	0	0	20,088,313	0.0291%
		63053 Family Life Ins Co	2,610,586	3,025	1,824,085	0	0	4,437,696	0.0064%
		61883 Central United Life Ins Co	51,751	0	2,046,571	0	0	2,098,322	0.0030%
			4,299,495	18,446,735	3,878,101	0	0	26,624,331	0.0385%
92	1280	GREAT WESTERN CO GRP							
		71480 Great Western Ins Co	25,023,965	659,436	0	0	0	25,683,401	0.0372%
			25,023,965	659,436	0	0	0	25,683,401	0.0372%
93	315	INDUSTRIAL ALLIANCE GRP							
		14406 Industrial Alliance Ins & Fin Serv I	4,886,270	4,890,394	0	0	0	9,776,664	0.0141%
		68594 American Amicable Life Ins Co Of TX	6,305,079	490,378	0	0	0	6,795,457	0.0098%
		91693 IA Amer Life Ins Co	4,882,304	155,491	11,929	0	0	5,049,724	0.0073%
		67148 Occidental Life Ins Co Of NC	2,654,871	725,960	0	0	0	3,380,831	0.0049%
		67946 Pioneer Security Life Ins Co	337,301	540	0	0	0	337,841	0.0005%
		67873 Pioneer Amer Ins Co	277,187	2,137	0	0	0	279,324	0.0004%
			19,343,012	6,264,900	11,929	0	0	25,619,841	0.0371%
94	264	HealthMarkets Grp							
		61832 Chesapeake Life Ins Co	5,127,359	135,228	14,302,707	0	0	19,565,294	0.0283%
		66087 Mid West Natl Life Ins Co Of TN	1,157,326	46,420	4,338,678	0	0	5,542,424	0.0080%
		92908 HealthMarkets Ins Co	0	0	481	0	0	481	0.0000%
			6,284,685	181,648	18,641,866	0	0	25,108,199	0.0363%

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95	588	KANSAS CITY LIFE INS GRP							
		65129 Kansas City Life Ins Co	11,858,338	2,354,945	313,256	652,819	0	15,179,358	0.0220%
		69272 Sunset Life Ins Co Of Amer	4,445,003	743,628	0	37,545	0	5,226,176	0.0076%
		67199 Old Amer Ins Co	4,435,831	0	75,312	0	0	4,511,143	0.0065%
			20,739,172	3,098,573	388,568	690,364	0	24,916,677	0.0360%
96	2938	Thrivent Financial For Lutherans Grp							
		97721 Thrivent Life Ins Co	1,779,111	20,565,953	0	0	0	22,345,064	0.0323%
			1,779,111	20,565,953	0	0	0	22,345,064	0.0323%
97	60445	Sagicor Life Ins Co							
		60445 Sagicor Life Ins Co	3,451,865	17,604,145	4,014	1,142,187	0	22,202,211	0.0321%
			3,451,865	17,604,145	4,014	1,142,187	0	22,202,211	0.0321%
98	4862	Assurity Grp							
		71439 Assurity Life Ins Co	14,813,579	19,918	4,921,871	349,317	0	20,104,685	0.0291%
			14,813,579	19,918	4,921,871	349,317	0	20,104,685	0.0291%
99	98	WR Berkley Corp GRP							
		64890 Berkley Life & Hlth Ins Co	2,691	0	20,011,274	92	0	20,014,057	0.0290%
			2,691	0	20,011,274	92	0	20,014,057	0.0290%
100	450	GENEVE HOLDINGS INC GRP							
		69078 Standard Security Life Ins Co Of NY	10,363	0	15,264,499	0	0	15,274,862	0.0221%
		65781 Madison Natl Life Ins Co Inc	811,951	1,322,625	2,469,187	0	0	4,603,763	0.0067%
			822,314	1,322,625	17,733,686	0	0	19,878,625	0.0288%

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101	781	UNION LABOR GRP							
		69744 Union Labor Life Ins Co	5,457,014	0	13,956,013	0	0	19,413,027	0.0281%
		86371 Clover Ins Co	39,253	0	0	0	0	39,253	0.0001%
			5,496,267	0	13,956,013	0	0	19,452,280	0.0281%
102	4827	Southland Natl Holding Grp							
		84786 Colorado Bankers Life Ins Co	10,040,439	6,660,220	1,467,551	486,474	0	18,654,684	0.0270%
			10,040,439	6,660,220	1,467,551	486,474	0	18,654,684	0.0270%
103	215	Kemper Corp Grp							
		69930 United Ins Co Of Amer	17,298,374	0	560,951	0	0	17,859,325	0.0258%
		68357 Reliable Life Ins Co	24,101	0	440	0	0	24,541	0.0000%
			17,322,475	0	561,391	0	0	17,883,866	0.0259%
104	4553	Savings Bank Life Grp							
		70435 The Savings Bank Life Ins Co Of MA	16,807,516	0	0	0	0	16,807,516	0.0243%
			16,807,516	0	0	0	0	16,807,516	0.0243%
105	2538	AmTrust NGH Grp							
		82538 National Hlth Ins Co	327	0	15,583,786	0	0	15,584,113	0.0225%
			327	0	15,583,786	0	0	15,584,113	0.0225%
106	574	AMERCO CORP GRP							
		76112 Oxford Life Ins Co	2,917,950	12,127,835	359,265	0	0	15,405,050	0.0223%
			2,917,950	12,127,835	359,265	0	0	15,405,050	0.0223%
107	63495	Foresters Life Ins Ann Co							
		63495 Foresters Life Ins Ann Co	5,896,465	9,505,184	0	0	0	15,401,649	0.0223%
			5,896,465	9,505,184	0	0	0	15,401,649	0.0223%

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108	69310	Surety Life Ins Co 69310 Surety Life Ins Co	13,218,076	85,554	17,381	0	0	13,321,011	0.0193%
			13,218,076	85,554	17,381	0	0	13,321,011	0.0193%
109	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	13,027,365	0	27,597	0	0	13,054,962	0.0189%
			13,027,365	0	27,597	0	0	13,054,962	0.0189%
110	4639	RGA Inc Grp 93572 RGA Reins Co 61182 Aurora Natl Life Assur Co	0 3,287,847	0 0	9,362,396 0	0 -186,119	0 0	9,362,396 3,101,728	0.0135% 0.0045%
			3,287,847	0	9,362,396	-186,119	0	12,464,124	0.0180%
111	64343	Pacific Guardian Life Ins Co Ltd 64343 Pacific Guardian Life Ins Co Ltd	11,530,121	648	1,672	754,329	0	12,286,770	0.0178%
			11,530,121	648	1,672	754,329	0	12,286,770	0.0178%
112	23	BCS INS GRP 80985 4 Ever Life Ins Co	476,317	0	11,041,736	-13,219	0	11,504,834	0.0166%
			476,317	0	11,041,736	-13,219	0	11,504,834	0.0166%
113	4716	Fortress Grp 65951 Merit Life Ins Co 60518 American Hlth & Life Ins Co	2,312,292 2,875,105	0 0	3,653,037 2,451,744	0 37,938	0 0	5,965,329 5,364,787	0.0086% 0.0078%
			5,187,397	0	6,104,781	37,938	0	11,330,116	0.0164%
114	119	HUMANA GRP 65110 Kanawha Ins Co	2,002,970	0	8,814,759	0	0	10,817,729	0.0156%
			2,002,970	0	8,814,759	0	0	10,817,729	0.0156%

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Source: NAIC Database

Active companies only

Rec #	Group #	Group Name NAIC # Company Name	[1] Life Insurance	[2] Annuity Considerations	[3] Accident and Health	[4] Deposit Type Contracts	[5] Other Considerations	[6] Total Premium Sum of [1] thru [5]	[7] Market Share
115	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	8,698,313	204,122	1,805,377	0	0	10,707,812	0.0155%
			8,698,313	204,122	1,805,377	0	0	10,707,812	0.0155%
116	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	9,450,994	0	0	9,450,994	0.0137%
			0	0	9,450,994	0	0	9,450,994	0.0137%
117	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	8,582,170	0	1,336	0	0	8,583,506	0.0124%
			8,582,170	0	1,336	0	0	8,583,506	0.0124%
118	84174	ELCO Mut Life & Ann 84174 ELCO Mut Life & Ann	11,753	3,702,636	0	4,135,169	0	7,849,558	0.0114%
			11,753	3,702,636	0	4,135,169	0	7,849,558	0.0114%
119	244	CINCINNATI FIN GRP 76236 Cincinnati Life Ins Co	7,080,117	706,606	19,089	0	0	7,805,812	0.0113%
			7,080,117	706,606	19,089	0	0	7,805,812	0.0113%
120	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	7,410,290	342,359	2,133	4	0	7,754,786	0.0112%
			7,410,290	342,359	2,133	4	0	7,754,786	0.0112%
121	4712	GPM Life Grp 63967 Government Personnel Mut Life Ins Co 67059 North Coast Life Ins Co	4,012,396	12,976	25,495	0	0	4,050,867	0.0059%
			1,736,430	857,744	0	0	0	2,594,174	0.0038%
			5,748,826	870,720	25,495	0	0	6,645,041	0.0096%

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122	1186	Lifetime HlthCare Grp 69515 Medamerica Ins Co	0	0	6,378,084	0	0	6,378,084	0.0092%
			0	0	6,378,084	0	0	6,378,084	0.0092%
123	687	GUARANTEE TRUST GRP 64211 Guarantee Trust Life Ins Co	2,846,412	9,599	3,238,352	-140	0	6,094,223	0.0088%
			2,846,412	9,599	3,238,352	-140	0	6,094,223	0.0088%
124	839	WESTBRIDGE CAPITAL GRP 98205 Natl Foundation Life Ins Co	50	0	5,690,802	0	0	5,690,852	0.0082%
			50	0	5,690,802	0	0	5,690,852	0.0082%
125	90638	Best Life & Hlth Ins Co 90638 Best Life & Hlth Ins Co	215,426	0	4,997,099	0	0	5,212,525	0.0075%
			215,426	0	4,997,099	0	0	5,212,525	0.0075%
126	28	AMICA MUT GRP 72222 Amica Life Ins Co	4,991,528	172,442	0	0	0	5,163,970	0.0075%
			4,991,528	172,442	0	0	0	5,163,970	0.0075%
127	2878	United Heritage Mut Grp 63983 United Heritage Life Ins Co	3,292,499	1,221,642	17,079	289,966	0	4,821,186	0.0070%
			3,292,499	1,221,642	17,079	289,966	0	4,821,186	0.0070%
128	917	HCSC GRP 71129 Dearborn Natl Life Ins Co	1,875,391	5,516	2,765,660	123,142	0	4,769,709	0.0069%
			1,875,391	5,516	2,765,660	123,142	0	4,769,709	0.0069%

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129	535	COLUMBIAN LIFE GRP							
		76023 Columbian Life Ins Co	4,446,058	0	0	0	0	4,446,058	0.0064%
		62103 Columbian Mut Life Ins Co	230,775	11,178	19,403	0	0	261,356	0.0004%
			4,676,833	11,178	19,403	0	0	4,707,414	0.0068%
130	31	BERKSHIRE HATHAWAY GRP							
		62345 Berkshire Hathaway Life Ins Co NE	0	4,492,902	0	0	0	4,492,902	0.0065%
		97764 Idealife Ins Co	178,469	2,176	14,167	0	0	194,812	0.0003%
		82880 CSI Life Ins Co	15,190	0	0	0	0	15,190	0.0000%
		76007 Old United Life Ins Co	635	0	0	0	0	635	0.0000%
			194,294	4,495,078	14,167	0	0	4,703,539	0.0068%
131	542	INDIANA FARM BUREAU Grp							
		69892 United Farm Family Life Ins Co	2,943,532	2,775	0	181	0	2,946,488	0.0043%
		69922 United Home Life Ins Co	1,575,306	175	18,747	0	0	1,594,228	0.0023%
			4,518,838	2,950	18,747	181	0	4,540,716	0.0066%
132	4725	Enstar Grp							
		93777 Pavonia Life Ins Co of MI	3,841,425	0	376,977	0	0	4,218,402	0.0061%
			3,841,425	0	376,977	0	0	4,218,402	0.0061%
133	350	General Electric Grp							
		62596 Union Fidelity Life Ins Co	1,389,621	18	2,753,243	0	0	4,142,882	0.0060%
			1,389,621	18	2,753,243	0	0	4,142,882	0.0060%
134	581	BOSTON MUT GRP							
		61476 Boston Mut Life Ins Co	2,572,368	0	1,499,011	0	0	4,071,379	0.0059%
			2,572,368	0	1,499,011	0	0	4,071,379	0.0059%

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135	60216	Amalgamated Life Ins Co 60216 Amalgamated Life Ins Co	122,965	0	3,933,224	0	0	4,056,189	0.0059%
			122,965	0	3,933,224	0	0	4,056,189	0.0059%
136	4852	HC2 Holdings Grp 63479 United Teacher Assoc Ins Co 71404 Continental Gen Ins Co	157,786	874,262	2,521,064	0	0	3,553,112	0.0051%
			120,436	0	333,097	0	0	453,533	0.0007%
			278,222	874,262	2,854,161	0	0	4,006,645	0.0058%
137	801	DIRECTORS INVESTMENT GRP 99775 Funeral Directors Life Ins Co	2,123,545	1,531,123	0	0	0	3,654,668	0.0053%
			2,123,545	1,531,123	0	0	0	3,654,668	0.0053%
138	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	3,299,341	327,794	2,122	17,735	0	3,646,992	0.0053%
			3,299,341	327,794	2,122	17,735	0	3,646,992	0.0053%
139	953	UNIVERSAL AMER FIN CORP GRP 62359 Constitution Life Ins Co 68284 Pyramid Life Ins Co	356,521	1,180	3,066,892	0	0	3,424,593	0.0050%
			22,383	0	50,820	0	0	73,203	0.0001%
			378,904	1,180	3,117,712	0	0	3,497,796	0.0051%
140	61212	Baltimore Life Ins Co 61212 Baltimore Life Ins Co	2,890,448	800	8,268	555,323	0	3,454,839	0.0050%
			2,890,448	800	8,268	555,323	0	3,454,839	0.0050%
141	572	BCBS OF MI GRP 77720 LifeSecure Ins Co	536,159	55,960	2,781,180	0	0	3,373,299	0.0049%
			536,159	55,960	2,781,180	0	0	3,373,299	0.0049%

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142	68772	Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY	2,392,249	599,555	32,881	0	0	3,024,685	0.0044%
			2,392,249	599,555	32,881	0	0	3,024,685	0.0044%
143	344	CHURCH PENSION FUND GRP 61875 Church Life Ins Corp	1,503,290	1,211,967	0	278,790	0	2,994,047	0.0043%
			1,503,290	1,211,967	0	278,790	0	2,994,047	0.0043%
144	64238	Guaranty Income Life Ins Co 64238 Guaranty Income Life Ins Co	5,044	2,750,684	177,089	41,656	0	2,974,473	0.0043%
			5,044	2,750,684	177,089	41,656	0	2,974,473	0.0043%
145	150	OLD REPUBLIC GRP 67261 Old Republic Life Ins Co	2,536,745	0	2,098	0	0	2,538,843	0.0037%
			2,536,745	0	2,098	0	0	2,538,843	0.0037%
146	11121	Unified Life Ins Co 11121 Unified Life Ins Co	322,689	1,936	2,162,353	0	0	2,486,978	0.0036%
			322,689	1,936	2,162,353	0	0	2,486,978	0.0036%
147	55	AUTOMOBILE CLUB MI GRP 84522 Auto Club Life Ins Co	2,122,364	333,515	8,955	0	0	2,464,834	0.0036%
			2,122,364	333,515	8,955	0	0	2,464,834	0.0036%
148	69566	Trans World Assur Co 69566 Trans World Assur Co	1,901,283	330,336	0	0	0	2,231,619	0.0032%
			1,901,283	330,336	0	0	0	2,231,619	0.0032%

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149	63223	Federal Life Ins Co 63223 Federal Life Ins Co	2,010,720	12,950	18,505	0	0	2,042,175	0.0030%
			2,010,720	12,950	18,505	0	0	2,042,175	0.0030%
150	78662	Senior Life Ins Co 78662 Senior Life Ins Co	1,860,191	0	0	0	0	1,860,191	0.0027%
			1,860,191	0	0	0	0	1,860,191	0.0027%
151	473	AMERICAN FAMILY INS GRP 60399 American Family Life Ins Co	1,672,337	6,900	0	0	0	1,679,237	0.0024%
			1,672,337	6,900	0	0	0	1,679,237	0.0024%
152	3527	American Enterprise Mut Grp 60836 American Republic Ins Co 31119 Medico Ins Co	385,935 16,045	0 0	648,068 580,555	0 0	0 0	1,034,003 596,600	0.0015% 0.0009%
			401,980	0	1,228,623	0	0	1,630,603	0.0024%
153	440	REGAL REINS GRP 66265 Monarch Life Ins Co	135,333	0	1,343,923	0	0	1,479,256	0.0021%
			135,333	0	1,343,923	0	0	1,479,256	0.0021%
154	68985	Starmount Life Ins Co 68985 Starmount Life Ins Co	132,935	0	1,337,775	0	0	1,470,710	0.0021%
			132,935	0	1,337,775	0	0	1,470,710	0.0021%

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155	520	NEW ERA LIFE GRP							
		67784 Philadelphia Amer Life Ins Co	448	0	1,153,038	102,496	0	1,255,982	0.0018%
		69698 New Era Life Ins Co Of Midwest	14,497	2,041	0	14,374	0	30,912	0.0000%
		78743 New Era Life Ins Co	1,607	127	66	641	0	2,441	0.0000%
			16,552	2,168	1,153,104	117,511	0	1,289,335	0.0019%
156	62928	EMC Natl Life Co							
		62928 EMC Natl Life Co	908,563	118,442	1,057	64,019	0	1,092,081	0.0016%
			908,563	118,442	1,057	64,019	0	1,092,081	0.0016%
157	67032	North Carolina Mut Life Ins Co							
		67032 North Carolina Mut Life Ins Co	21,863	200	942,567	0	0	964,630	0.0014%
			21,863	200	942,567	0	0	964,630	0.0014%
158	64580	Illinois Mut Life Ins Co							
		64580 Illinois Mut Life Ins Co	811,904	0	149,711	0	0	961,615	0.0014%
			811,904	0	149,711	0	0	961,615	0.0014%
159	60429	American Fidelity Life Ins Co							
		60429 American Fidelity Life Ins Co	648,852	179,784	0	0	0	828,636	0.0012%
			648,852	179,784	0	0	0	828,636	0.0012%
160	690	CENTRAL STATES GRP							
		61751 Central States H & L Co Of Omaha	576,074	0	107,744	0	0	683,818	0.0010%
			576,074	0	107,744	0	0	683,818	0.0010%
161	63819	Unity Financial Life Ins Co							
		63819 Unity Financial Life Ins Co	682,248	0	0	0	0	682,248	0.0010%
			682,248	0	0	0	0	682,248	0.0010%

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162	4826	ECG Grp 71390 Puritan Life Ins Co of Amer	114,339	274,983	63,981	0	0	453,303	0.0007%
			114,339	274,983	63,981	0	0	453,303	0.0007%
163	89184	Sterling Investors Life Ins Co 89184 Sterling Investors Life Ins Co	319,024	1,561	76,139	0	0	396,724	0.0006%
			319,024	1,561	76,139	0	0	396,724	0.0006%
164	81779	Individual Assur Co Life Hlth & Acc 81779 Individual Assur Co Life Hlth & Acc	0	0	352,985	0	0	352,985	0.0005%
			0	0	352,985	0	0	352,985	0.0005%
165	4668	VantisLife Grp 68632 Vantis Life Ins Co	342,291	0	0	0	0	342,291	0.0005%
			342,291	0	0	0	0	342,291	0.0005%
166	669	ZALE CORP GRP 71323 Zale Life Ins Co	87,832	0	89,575	0	0	177,407	0.0003%
			87,832	0	89,575	0	0	177,407	0.0003%
167	67393	Ozark Natl Life Ins Co 67393 Ozark Natl Life Ins Co	171,518	333	943	0	0	172,794	0.0002%
			171,518	333	943	0	0	172,794	0.0002%
168	4764	Reservoir Capital Grp 60183 S USA Life Ins Co Inc	104,375	0	4,544	0	0	108,919	0.0002%
			104,375	0	4,544	0	0	108,919	0.0002%

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169	248	UNITED FIRE & CAS GRP 69973 United Life Ins Co	92,209	0	0	0	0	92,209	0.0001%
			92,209	0	0	0	0	92,209	0.0001%
170	775	PHARMACISTS MUT GRP 90247 Pharmacists Life Ins Co	33,326	2,400	0	150	0	35,876	0.0001%
			33,326	2,400	0	150	0	35,876	0.0001%
171	831	DOCTORS CO GRP 92444 Doctors Life Ins Co	26,243	6,500	0	0	0	32,743	0.0000%
			26,243	6,500	0	0	0	32,743	0.0000%
172	42129	United Security Assur Co Of PA 42129 United Security Assur Co Of PA	0	0	29,357	0	0	29,357	0.0000%
			0	0	29,357	0	0	29,357	0.0000%
173	471	Wells Fargo Grp 62383 Centurion Life Ins Co	27,921	0	0	0	0	27,921	0.0000%
			27,921	0	0	0	0	27,921	0.0000%
174	81426	Commercial Travelers Mut Ins Co 81426 Commercial Travelers Mut Ins Co	0	0	25,027	0	0	25,027	0.0000%
			0	0	25,027	0	0	25,027	0.0000%
175	962	PREMERA BLUE CROSS GRP 94188 Lifewise Assur Co	0	0	14,181	0	0	14,181	0.0000%
			0	0	14,181	0	0	14,181	0.0000%

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176	411	MAPFRE INS GRP 85561 MAPFRE Life Ins Co	1,214	0	6,008	0	0	7,222	0.0000%
			1,214	0	6,008	0	0	7,222	0.0000%
177	70955	USA Life One Ins Co Of IN 70955 USA Life One Ins Co Of IN	982	0	0	0	0	982	0.0000%
			982	0	0	0	0	982	0.0000%
178	4729	Corvesta Grp 78301 Corvesta Life Ins Co	356	0	0	0	0	356	0.0000%
			356	0	0	0	0	356	0.0000%

Total:	15,882,278,621	24,492,352,649	17,864,747,791	2,509,592,371	8,373,906,713	69,122,878,145	100.0000%
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1	77879	5 Star Life Ins Co 77879 5 Star Life Ins Co	8,582,170	0	1,336	0	0	8,583,506	0.0124%
			8,582,170	0	1,336	0	0	8,583,506	0.0124%
2	4853	AAA Life Grp 71854 AAA Life Ins Co	192,948,790	73,665,614	13,482,213	57,639	0	280,154,256	0.4053%
			192,948,790	73,665,614	13,482,213	57,639	0	280,154,256	0.4053%
3	4824	Advantage Capital Grp 68802 Sentinel Security Life Ins Co 71471 Ability Ins Co	2,590,949	17,599,112	315,038	13,506,164	0	34,011,263	0.0492%
			29,238	0	1,120,107	0	0	1,149,345	0.0017%
			2,620,187	17,599,112	1,435,145	13,506,164	0	35,160,608	0.0509%
4	468	Aegon US Holding Grp 86231 Transamerica Life Ins Co 70688 Transamerica Financial Life Ins Co 66281 Transamerica Premier Life Ins Co 79022 Transamerica Advisors Life Ins Co	438,450,139	681,832,223	110,231,432	989,821	805,482,848	2,036,986,463	2.9469%
			857,725	990,761	653,729	0	862,566,218	865,068,433	1.2515%
			419,928,221	88,864,567	59,749,585	13,074	116,634	568,672,081	0.8227%
			969,399	79,926	0	0	0	1,049,325	0.0015%
			860,205,484	771,767,477	170,634,746	1,002,895	1,668,165,700	3,471,776,302	5.0226%
5	1	AETNA GRP 60054 Aetna Life Ins Co 90328 First Hlth Life & Hlth Ins Co 68500 Continental Life Ins Co Brentwood 78700 Aetna Hlth & Life Ins Co	79,682,293	1,277,258	1,855,697,849	7,022,230	0	1,943,679,630	2.8119%
			4,255	0	34,988,608	0	0	34,992,863	0.0506%
			4,102	0	13,725,200	0	0	13,729,302	0.0199%
			0	0	14,925	0	0	14,925	0.0000%
			79,690,650	1,277,258	1,904,426,582	7,022,230	0	1,992,416,720	2.8824%

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6	370	AFLAC Grp							
		60380 American Family Life Assur Co of Col	23,217,863	0	367,476,933	0	0	390,694,796	0.5652%
		71730 Continental Amer Ins Co	229,184	0	24,601,832	0	0	24,831,016	0.0359%
			23,447,047	0	392,078,765	0	0	415,525,812	0.6011%
7	761	ALLIANZ INS GRP							
		90611 Allianz Life Ins Co Of N Amer	132,104,375	1,253,577,464	10,240,527	1,001,277	0	1,396,923,643	2.0209%
			132,104,375	1,253,577,464	10,240,527	1,001,277	0	1,396,923,643	2.0209%
8	8	ALLSTATE INS GRP							
		60186 Allstate Life Ins Co	51,676,449	7,207,117	2,840,272	0	0	61,723,838	0.0893%
		60534 American Heritage Life Ins Co	5,929,440	8,368	36,187,406	0	0	42,125,214	0.0609%
		70866 Allstate Assur Co	1,355,253	13,000	0	0	0	1,368,253	0.0020%
		70874 Allstate Life Ins Co Of NY	517,767	125	15,791	0	0	533,683	0.0008%
		61808 Charter Natl Life Ins Co	-163	14,219	0	0	0	14,056	0.0000%
			59,478,746	7,242,829	39,043,469	0	0	105,765,044	0.1530%
9	60216	Amalgamated Life Ins Co							
		60216 Amalgamated Life Ins Co	122,965	0	3,933,224	0	0	4,056,189	0.0059%
			122,965	0	3,933,224	0	0	4,056,189	0.0059%
10	574	AMERCO CORP GRP							
		76112 Oxford Life Ins Co	2,917,950	12,127,835	359,265	0	0	15,405,050	0.0223%
			2,917,950	12,127,835	359,265	0	0	15,405,050	0.0223%
11	3527	American Enterprise Mut Grp							
		60836 American Republic Ins Co	385,935	0	648,068	0	0	1,034,003	0.0015%
		31119 Medico Ins Co	16,045	0	580,555	0	0	596,600	0.0009%
			401,980	0	1,228,623	0	0	1,630,603	0.0024%

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12	2658	American Equity Investment Grp							
		92738 American Equity Invest Life Ins Co	9,572	638,408,361	0	975,545	0	639,393,478	0.9250%
		13183 Eagle Life Ins Co	0	13,351,065	0	0	0	13,351,065	0.0193%
			9,572	651,759,426	0	975,545	0	652,744,543	0.9443%
13	473	AMERICAN FAMILY INS GRP							
		60399 American Family Life Ins Co	1,672,337	6,900	0	0	0	1,679,237	0.0024%
			1,672,337	6,900	0	0	0	1,679,237	0.0024%
14	330	AMERICAN FIDELITY CORP GRP							
		60410 American Fidelity Assur Co	31,777,871	107,109,607	128,405,805	0	0	267,293,283	0.3867%
		60801 American Public Life Ins Co	3,929	0	944,032	0	0	947,961	0.0014%
			31,781,800	107,109,607	129,349,837	0	0	268,241,244	0.3881%
15	60429	American Fidelity Life Ins Co							
		60429 American Fidelity Life Ins Co	648,852	179,784	0	0	0	828,636	0.0012%
			648,852	179,784	0	0	0	828,636	0.0012%
16	84	American Financial Grp							
		63312 Great Amer Life Ins Co	8,690,879	303,739,304	16,045	87,451	0	312,533,679	0.4521%
		93661 Annuity Investors Life Ins Co	0	37,556,536	0	0	0	37,556,536	0.0543%
		67083 Manhattan Natl Life Ins Co	2,715,594	2,427	0	0	0	2,718,021	0.0039%
			11,406,473	341,298,267	16,045	87,451	0	352,808,236	0.5104%
17	12	AMERICAN INTL GRP							
		60488 American Gen Life Ins Co	449,104,014	1,691,859,882	14,900,453	52,630,133	0	2,208,494,482	3.1950%
		70238 Variable Ann Life Ins Co	0	300,728,608	0	0	0	300,728,608	0.4351%
		70106 United States Life Ins Co in the Cit	13,517,939	300,793	21,235,140	0	0	35,053,872	0.0507%
			462,621,953	1,992,889,283	36,135,593	52,630,133	0	2,544,276,962	3.6808%

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18	408	AMERICAN NATL FIN GRP							
		60739 American Natl Ins Co	67,535,380	96,451,963	606,118	12,627,789	0	177,221,250	0.2564%
		86355 Standard Life & Accident Ins Co	960,985	10,908	6,592,117	0	0	7,564,010	0.0109%
		63657 Garden State Life Ins Co	1,665,463	0	1,329	0	0	1,666,792	0.0024%
		71773 American Natl Life Ins Co Of TX	169,495	0	1,226,933	0	0	1,396,428	0.0020%
			70,331,323	96,462,871	8,426,497	12,627,789	0	187,848,480	0.2718%
19	4	Ameriprise Fin Grp							
		65005 RiverSource Life Ins Co	115,037,339	467,028,805	32,088,233	1,004,516	0	615,158,893	0.8899%
			115,037,339	467,028,805	32,088,233	1,004,516	0	615,158,893	0.8899%
20	943	Ameritas Mut Holding GRP							
		61301 Ameritas Life Ins Corp	73,658,618	95,225,299	64,880,871	6,860,418	0	240,625,206	0.3481%
		68721 Security Life Ins Co Of Amer	593,995	2,365	14,042,604	0	0	14,638,964	0.0212%
			74,252,613	95,227,664	78,923,475	6,860,418	0	255,264,170	0.3693%
21	28	AMICA MUT GRP							
		72222 Amica Life Ins Co	4,991,528	172,442	0	0	0	5,163,970	0.0075%
			4,991,528	172,442	0	0	0	5,163,970	0.0075%
22	2538	AmTrust NGH Grp							
		82538 National Hlth Ins Co	327	0	15,583,786	0	0	15,584,113	0.0225%
			327	0	15,583,786	0	0	15,584,113	0.0225%
23	671	Anthem Inc Grp							
		62825 Anthem Blue Cross Life & Hlth Ins Co	54,637,668	0	3,587,490,632	0	0	3,642,128,300	5.2691%
		61069 Anthem Life Ins Co	8,001,580	0	20,628,065	0	0	28,629,645	0.0414%
		80314 Unicare Life & Hlth Ins Co	5,875,730	0	2,724,964	0	0	8,600,694	0.0124%
			68,514,978	0	3,610,843,661	0	0	3,679,358,639	5.3229%

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24	19	Assurant Inc Grp							
		69477 Time Ins Co	1,063,661	0	297,978,505	51,825	0	299,093,991	0.4327%
		67989 American Memorial Life Ins Co	117,053,774	891,046	-170	0	0	117,944,650	0.1706%
		70408 Union Security Ins Co	25,374,196	622,388	84,271,579	0	0	110,268,163	0.1595%
		60275 American Bankers Life Assur Co Of FL	1,659,890	3,509	1,711,021	0	0	3,374,420	0.0049%
		65080 John Alden Life Ins Co	676,282	279	614,439	0	0	1,291,000	0.0019%
			145,827,803	1,517,222	384,575,374	51,825	0	531,972,224	0.7696%
25	4862	Assurity Grp							
		71439 Assurity Life Ins Co	14,813,579	19,918	4,921,871	349,317	0	20,104,685	0.0291%
			14,813,579	19,918	4,921,871	349,317	0	20,104,685	0.0291%
26	4734	Athene Grp							
		61689 Athene Ann & Life Co	71,480,903	284,099,168	195,849	2,715,810	0	358,491,730	0.5186%
		61492 Athene Annuity & Life Assur Co	5,105,223	4,710,704	1,957,727	0	0	11,773,654	0.0170%
		68039 Athene Ann & Life Assur Co of NY	834,530	144,129	0	0	0	978,659	0.0014%
			77,420,656	288,954,001	2,153,576	2,715,810	0	371,244,043	0.5371%
27	55	AUTOMOBILE CLUB MI GRP							
		84522 Auto Club Life Ins Co	2,122,364	333,515	8,955	0	0	2,464,834	0.0036%
			2,122,364	333,515	8,955	0	0	2,464,834	0.0036%
28	968	AXA INS GRP							
		62944 AXA Equitable Life Ins Co	230,762,140	906,292,071	5,560,723	0	12,074,207	1,154,689,141	1.6705%
		78077 Mony Life Ins Co Of Amer	84,527,671	2,737,368	3,139	0	0	87,268,178	0.1263%
		84530 US Financial Life Ins Co	11,724,182	0	0	0	0	11,724,182	0.0170%
		62880 AXA Equitable Life & Ann Co	1,444,820	0	0	0	0	1,444,820	0.0021%
			328,458,813	909,029,439	5,563,862	0	12,074,207	1,255,126,321	1.8158%

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29	61212	Baltimore Life Ins Co 61212 Baltimore Life Ins Co	2,890,448	800	8,268	555,323	0	3,454,839	0.0050%
			2,890,448	800	8,268	555,323	0	3,454,839	0.0050%
30	872	BANNER LIFE GRP 94250 Banner Life Ins Co	109,444,020	79,020,219	0	2,450,074	0	190,914,313	0.2762%
			109,444,020	79,020,219	0	2,450,074	0	190,914,313	0.2762%
31	572	BCBS OF MI GRP 77720 LifeSecure Ins Co	536,159	55,960	2,781,180	0	0	3,373,299	0.0049%
			536,159	55,960	2,781,180	0	0	3,373,299	0.0049%
32	23	BCS INS GRP 80985 4 Ever Life Ins Co	476,317	0	11,041,736	-13,219	0	11,504,834	0.0166%
			476,317	0	11,041,736	-13,219	0	11,504,834	0.0166%
33	615	BENEFICIAL LIFE GRP 61395 Beneficial Life Ins Co	7,410,290	342,359	2,133	4	0	7,754,786	0.0112%
			7,410,290	342,359	2,133	4	0	7,754,786	0.0112%
34	31	BERKSHIRE HATHAWAY GRP 62345 Berkshire Hathaway Life Ins Co NE 97764 Idealife Ins Co 82880 CSI Life Ins Co 76007 Old United Life Ins Co	0 178,469 15,190 635	4,492,902 2,176 0 0	0 14,167 0 0	0 0 0 0	0 0 0 0	4,492,902 194,812 15,190 635	0.0065% 0.0003% 0.0000% 0.0000%
			194,294	4,495,078	14,167	0	0	4,703,539	0.0068%

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35	90638	Best Life & Hlth Ins Co 90638 Best Life & Hlth Ins Co	215,426	0	4,997,099	0	0	5,212,525	0.0075%
			215,426	0	4,997,099	0	0	5,212,525	0.0075%
36	2798	Blue Shield of CA Grp 61557 Blue Shield of CA Life & Hlth Ins Co	9,014,304	0	1,245,254,048	0	0	1,254,268,352	1.8145%
			9,014,304	0	1,245,254,048	0	0	1,254,268,352	1.8145%
37	581	BOSTON MUT GRP 61476 Boston Mut Life Ins Co	2,572,368	0	1,499,011	0	0	4,071,379	0.0059%
			2,572,368	0	1,499,011	0	0	4,071,379	0.0059%
38	1295	CENTENE CORP GRP 66141 Health Net Life Ins Co	1,469,685	0	996,529,455	0	0	997,999,140	1.4438%
			1,469,685	0	996,529,455	0	0	997,999,140	1.4438%
39	690	CENTRAL STATES GRP 61751 Central States H & L Co Of Omaha	576,074	0	107,744	0	0	683,818	0.0010%
			576,074	0	107,744	0	0	683,818	0.0010%
40	626	Chubb Ltd Grp 62146 Combined Ins Co Of Amer	2,824,307	0	33,885,467	0	0	36,709,774	0.0531%
			2,824,307	0	33,885,467	0	0	36,709,774	0.0531%
41	344	CHURCH PENSION FUND GRP 61875 Church Life Ins Corp	1,503,290	1,211,967	0	278,790	0	2,994,047	0.0043%
			1,503,290	1,211,967	0	278,790	0	2,994,047	0.0043%

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42	901	CIGNA HLTH GRP							
		67369 Cigna Hlth & Life Ins Co	50,925	0	1,140,513,586	55,413	0	1,140,619,924	1.6501%
		65498 Life Ins Co Of N Amer	246,122,057	0	272,561,869	0	0	518,683,926	0.7504%
		62308 Connecticut Gen Life Ins Co	33,298,980	89,663	14,697,613	242,781	0	48,329,037	0.0699%
		65722 Loyal Amer Life Ins Co	105,253	7,938	9,230,502	2,406	0	9,346,099	0.0135%
		88366 American Retirement Life Ins Co	0	0	156,705	0	0	156,705	0.0002%
		67903 Provident Amer Life & Hlth Ins Co	475	0	8,911	0	0	9,386	0.0000%
			279,577,690	97,601	1,437,169,186	300,600	0	1,717,145,077	2.4842%
43	244	CINCINNATI FIN GRP							
		76236 Cincinnati Life Ins Co	7,080,117	706,606	19,089	0	0	7,805,812	0.0113%
			7,080,117	706,606	19,089	0	0	7,805,812	0.0113%
44	233	CNO Financial Grp							
		61263 Bankers Life & Cas Co	31,734,020	42,508,094	51,193,119	0	0	125,435,233	0.1815%
		62065 Colonial Penn Life Ins Co	19,099,994	0	26,390,943	0	0	45,490,937	0.0658%
		70319 Washington Natl Ins Co	5,406,600	1,069,359	15,929,923	0	0	22,405,882	0.0324%
			56,240,614	43,577,453	93,513,985	0	0	193,332,052	0.2797%
45	535	COLUMBIAN LIFE GRP							
		76023 Columbian Life Ins Co	4,446,058	0	0	0	0	4,446,058	0.0064%
		62103 Columbian Mut Life Ins Co	230,775	11,178	19,403	0	0	261,356	0.0004%
			4,676,833	11,178	19,403	0	0	4,707,414	0.0068%
46	81426	Commercial Travelers Mut Ins Co							
		81426 Commercial Travelers Mut Ins Co	0	0	25,027	0	0	25,027	0.0000%
			0	0	25,027	0	0	25,027	0.0000%

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47	4729	Corvesta Grp 78301 Corvesta Life Ins Co	356	0	0	0	0	356	0.0000%
			356	0	0	0	0	356	0.0000%
48	306	CUNA MUT GRP 62626 CMFG Life Ins Co 86126 Members Life Ins Co	25,716,402	54,887,280	29,292,485	33,560	0	109,929,727	0.1590%
			140,177	46,589,893	0	0	0	46,730,070	0.0676%
			25,856,579	101,477,173	29,292,485	33,560	0	156,659,797	0.2266%
49	4794	Delaware Life Holding Grp 79065 Delaware Life Ins Co	4,616,694	39,292,309	0	0	0	43,909,003	0.0635%
			4,616,694	39,292,309	0	0	0	43,909,003	0.0635%
50	801	DIRECTORS INVESTMENT GRP 99775 Funeral Directors Life Ins Co	2,123,545	1,531,123	0	0	0	3,654,668	0.0053%
			2,123,545	1,531,123	0	0	0	3,654,668	0.0053%
51	831	DOCTORS CO GRP 92444 Doctors Life Ins Co	26,243	6,500	0	0	0	32,743	0.0000%
			26,243	6,500	0	0	0	32,743	0.0000%
52	4826	ECG Grp 71390 Puritan Life Ins Co of Amer	114,339	274,983	63,981	0	0	453,303	0.0007%
			114,339	274,983	63,981	0	0	453,303	0.0007%
53	84174	ELCO Mut Life & Ann 84174 ELCO Mut Life & Ann	11,753	3,702,636	0	4,135,169	0	7,849,558	0.0114%
			11,753	3,702,636	0	4,135,169	0	7,849,558	0.0114%

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54	62928	EMC Natl Life Co 62928 EMC Natl Life Co	908,563	118,442	1,057	64,019	0	1,092,081	0.0016%
			908,563	118,442	1,057	64,019	0	1,092,081	0.0016%
55	4725	Enstar Grp 93777 Pavonia Life Ins Co of MI	3,841,425	0	376,977	0	0	4,218,402	0.0061%
			3,841,425	0	376,977	0	0	4,218,402	0.0061%
56	62510	Equitrust Life Ins Co 62510 Equitrust Life Ins Co	17,072,992	180,449,709	0	2,873,553	0	200,396,254	0.2899%
			17,072,992	180,449,709	0	2,873,553	0	200,396,254	0.2899%
57	63223	Federal Life Ins Co 63223 Federal Life Ins Co	2,010,720	12,950	18,505	0	0	2,042,175	0.0030%
			2,010,720	12,950	18,505	0	0	2,042,175	0.0030%
58	7	FEDERATED MUT GRP 63258 Federated Life Ins Co	8,698,313	204,122	1,805,377	0	0	10,707,812	0.0155%
			8,698,313	204,122	1,805,377	0	0	10,707,812	0.0155%
59	981	FIDELITY INVESTMENT INS & ANN GRP 93696 Fidelity Investments Life Ins Co	2,158,177	286,681,122	0	0	0	288,839,299	0.4179%
			2,158,177	286,681,122	0	0	0	288,839,299	0.4179%
60	63290	Fidelity Life Assn A Legal Reserve L 63290 Fidelity Life Assn A Legal Reserve L	13,027,365	0	27,597	0	0	13,054,962	0.0189%
			13,027,365	0	27,597	0	0	13,054,962	0.0189%

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61	451	FIDELITY SECURITY GRP 71870 Fidelity Security Life Ins Co	1,021,448	430,545	53,675,419	15,943	0	55,143,355	0.0798%
			1,021,448	430,545	53,675,419	15,943	0	55,143,355	0.0798%
62	449	FINANCIAL HOLDINGS GRP							
		61999 Americo Fin Life & Ann Ins Co	13,966,124	63,483,072	11,982	550,215	0	78,011,393	0.1129%
		90212 Great Southern Life Ins Co	4,129,769	481,197	137,581	59,758	0	4,808,305	0.0070%
		67180 Ohio State Life Ins Co	2,766,013	847	58	346	0	2,767,264	0.0040%
		63487 Investors Life Ins Co N Amer	1,432,352	2,000	0	0	0	1,434,352	0.0021%
		66540 National Farmers Union Life Ins Co	732,320	9	0	0	0	732,329	0.0011%
		87645 United Fidelity Life Ins Co	490,432	13,267	0	803	0	504,502	0.0007%
			23,517,010	63,980,392	149,621	611,122	0	88,258,145	0.1277%
63	63495	Foresters Life Ins Ann Co 63495 Foresters Life Ins Ann Co	5,896,465	9,505,184	0	0	0	15,401,649	0.0223%
			5,896,465	9,505,184	0	0	0	15,401,649	0.0223%
64	4716	Fortress Grp							
		65951 Merit Life Ins Co	2,312,292	0	3,653,037	0	0	5,965,329	0.0086%
		60518 American Hlth & Life Ins Co	2,875,105	0	2,451,744	37,938	0	5,364,787	0.0078%
			5,187,397	0	6,104,781	37,938	0	11,330,116	0.0164%
65	350	General Electric Grp							
		62596 Union Fidelity Life Ins Co	1,389,621	18	2,753,243	0	0	4,142,882	0.0060%
			1,389,621	18	2,753,243	0	0	4,142,882	0.0060%

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66	450	GENEVE HOLDINGS INC GRP							
		69078 Standard Security Life Ins Co Of NY	10,363	0	15,264,499	0	0	15,274,862	0.0221%
		65781 Madison Natl Life Ins Co Inc	811,951	1,322,625	2,469,187	0	0	4,603,763	0.0067%
			822,314	1,322,625	17,733,686	0	0	19,878,625	0.0288%
67	4011	Genworth Fin Grp							
		70025 Genworth Life Ins Co	56,411,968	17,789,115	287,828,398	322,277	0	362,351,758	0.5242%
		65536 Genworth Life & Ann Ins Co	165,066,270	58,717,190	2,435,736	1,003,062	0	227,222,258	0.3287%
			221,478,238	76,506,305	290,264,134	1,325,339	0	589,574,016	0.8529%
68	3891	Goldman Sachs Grp							
		91642 Forethought Life Ins Co	34,354,522	408,538,694	406,374	0	0	443,299,590	0.6413%
		62200 Accordia Life & Ann Co	96,067,233	0	0	0	0	96,067,233	0.1390%
		84824 Commonwealth Ann & Life Ins Co	3,472,658	6,891,647	6,825	1,620,682	0	11,991,812	0.0173%
		69140 First Allmerica Fin Life Ins Co	659,308	0	1,257	0	0	660,565	0.0010%
			134,553,721	415,430,341	414,456	1,620,682	0	552,019,200	0.7986%
69	4712	GPM Life Grp							
		63967 Government Personnel Mut Life Ins Co	4,012,396	12,976	25,495	0	0	4,050,867	0.0059%
		67059 North Coast Life Ins Co	1,736,430	857,744	0	0	0	2,594,174	0.0038%
			5,748,826	870,720	25,495	0	0	6,645,041	0.0096%
70	769	GREAT WEST GRP							
		68322 Great W Life & Ann Ins Co	31,581,502	540,871,408	4,404,602	1,439,547	0	578,297,059	0.8366%
		80659 US Business of Canada Life Assur Co	6,464,974	14,099	379,172	0	0	6,858,245	0.0099%
		80705 US Br Great West Life Assur Co	1,251,894	0	823,506	0	0	2,075,400	0.0030%
		76694 London Life Reins Co	0	0	1,025	0	0	1,025	0.0000%
			39,298,370	540,885,507	5,608,305	1,439,547	0	587,231,729	0.8495%

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71	1280	GREAT WESTERN CO GRP 71480 Great Western Ins Co	25,023,965	659,436	0	0	0	25,683,401	0.0372%
			25,023,965	659,436	0	0	0	25,683,401	0.0372%
72	687	GUARANTEE TRUST GRP 64211 Guarantee Trust Life Ins Co	2,846,412	9,599	3,238,352	-140	0	6,094,223	0.0088%
			2,846,412	9,599	3,238,352	-140	0	6,094,223	0.0088%
73	64238	Guaranty Income Life Ins Co 64238 Guaranty Income Life Ins Co	5,044	2,750,684	177,089	41,656	0	2,974,473	0.0043%
			5,044	2,750,684	177,089	41,656	0	2,974,473	0.0043%
74	429	GUARDIAN LIFE GRP 64246 Guardian Life Ins Co Of Amer 78778 Guardian Ins & Ann Co Inc 71714 Berkshire Life Ins Co of Amer 60003 Park Avenue Life Ins Co 74004 Family Serv Life Ins Co	210,732,112	1,478,587	378,066,911	0	0	590,277,610	0.8540%
			2,424,519	122,243,857	0	498,343	1,659,430	126,826,149	0.1835%
			681,727	0	37,109,128	0	0	37,790,855	0.0547%
			324,276	0	0	0	0	324,276	0.0005%
			1,420	0	0	0	0	1,420	0.0000%
			214,164,054	123,722,444	415,176,039	498,343	1,659,430	755,220,310	1.0926%
75	4731	Harbinger Grp 63274 Fidelity & Guar Life Ins Co	101,170,530	341,661,445	0	135,000	0	442,966,975	0.6408%
			101,170,530	341,661,445	0	135,000	0	442,966,975	0.6408%
76	1117	Harris Ins Holdings Grp 65870 Manhattan Life Ins Co 63053 Family Life Ins Co 61883 Central United Life Ins Co	1,637,158	18,443,710	7,445	0	0	20,088,313	0.0291%
			2,610,586	3,025	1,824,085	0	0	4,437,696	0.0064%
			51,751	0	2,046,571	0	0	2,098,322	0.0030%
			4,299,495	18,446,735	3,878,101	0	0	26,624,331	0.0385%

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77	91	HARTFORD FIRE & CAS GRP							
		88072 Hartford Life Ins Co	12,210,462	25,235,096	4,478,460	329,107,903	160,913,601	531,945,522	0.7696%
		70815 Hartford Life & Accident Ins Co	92,636,358	309	127,921,584	0	0	220,558,251	0.3191%
		71153 Hartford Life & Ann Ins Co	107,762,200	21,375,854	-7,149	0	11,640,151	140,771,056	0.2037%
		81213 American Maturity Life Ins Co	0	133,208	0	0	14,237	147,445	0.0002%
			212,609,020	46,744,467	132,392,895	329,107,903	172,567,989	893,422,274	1.2925%
78	4852	HC2 Holdings Grp							
		63479 United Teacher Assoc Ins Co	157,786	874,262	2,521,064	0	0	3,553,112	0.0051%
		71404 Continental Gen Ins Co	120,436	0	333,097	0	0	453,533	0.0007%
			278,222	874,262	2,854,161	0	0	4,006,645	0.0058%
79	917	HCSC GRP							
		71129 Dearborn Natl Life Ins Co	1,875,391	5,516	2,765,660	123,142	0	4,769,709	0.0069%
			1,875,391	5,516	2,765,660	123,142	0	4,769,709	0.0069%
80	264	HealthMarkets Grp							
		61832 Chesapeake Life Ins Co	5,127,359	135,228	14,302,707	0	0	19,565,294	0.0283%
		66087 Mid West Natl Life Ins Co Of TN	1,157,326	46,420	4,338,678	0	0	5,542,424	0.0080%
		92908 HealthMarkets Ins Co	0	0	481	0	0	481	0.0000%
			6,284,685	181,648	18,641,866	0	0	25,108,199	0.0363%
81	812	HIGHMARK GRP							
		93440 HM Life Ins Co	22,183	0	37,997,247	0	0	38,019,430	0.0550%
			22,183	0	37,997,247	0	0	38,019,430	0.0550%
82	64505	Homesteaders Life Co							
		64505 Homesteaders Life Co	31,070,111	635,275	0	0	0	31,705,386	0.0459%
			31,070,111	635,275	0	0	0	31,705,386	0.0459%

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83	300	HORACE MANN GRP 64513 Horace Mann Life Ins Co	4,496,203	31,706,541	15,868	0	0	36,218,612	0.0524%
			4,496,203	31,706,541	15,868	0	0	36,218,612	0.0524%
84	119	HUMANA GRP 65110 Kanawha Ins Co	2,002,970	0	8,814,759	0	0	10,817,729	0.0156%
			2,002,970	0	8,814,759	0	0	10,817,729	0.0156%
85	64580	Illinois Mut Life Ins Co 64580 Illinois Mut Life Ins Co	811,904	0	149,711	0	0	961,615	0.0014%
			811,904	0	149,711	0	0	961,615	0.0014%
86	542	INDIANA FARM BUREAU Grp 69892 United Farm Family Life Ins Co 69922 United Home Life Ins Co	2,943,532	2,775	0	181	0	2,946,488	0.0043%
			1,575,306	175	18,747	0	0	1,594,228	0.0023%
			4,518,838	2,950	18,747	181	0	4,540,716	0.0066%
87	81779	Individual Assur Co Life Hlth & Acc 81779 Individual Assur Co Life Hlth & Acc	0	0	352,985	0	0	352,985	0.0005%
			0	0	352,985	0	0	352,985	0.0005%
88	315	INDUSTRIAL ALLIANCE GRP 14406 Industrial Alliance Ins & Fin Serv I 68594 American Amicable Life Ins Co Of TX 91693 IA Amer Life Ins Co 67148 Occidental Life Ins Co Of NC 67946 Pioneer Security Life Ins Co 67873 Pioneer Amer Ins Co	4,886,270	4,890,394	0	0	0	9,776,664	0.0141%
			6,305,079	490,378	0	0	0	6,795,457	0.0098%
			4,882,304	155,491	11,929	0	0	5,049,724	0.0073%
			2,654,871	725,960	0	0	0	3,380,831	0.0049%
			337,301	540	0	0	0	337,841	0.0005%
			277,187	2,137	0	0	0	279,324	0.0004%
			19,343,012	6,264,900	11,929	0	0	25,619,841	0.0371%

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89	918	JACKSON NATL GRP 65056 Jackson Natl Life Ins Co	113,458,293	2,530,412,613	6,279,210	940,628	0	2,651,090,744	3.8353%
			113,458,293	2,530,412,613	6,279,210	940,628	0	2,651,090,744	3.8353%
90	4836	Jefferson National Grp 64017 Jefferson Natl Life Ins Co	1,376,622	82,860,337	42,485	23,495	0	84,302,939	0.1220%
			1,376,622	82,860,337	42,485	23,495	0	84,302,939	0.1220%
91	904	JOHN HANCOCK GRP 65838 John Hancock Life Ins Co USA 93610 John Hancock Life & Hlth Ins Co	511,662,363 129,802	12,918,240 0	113,026,394 2,307,515	0 0	1,785,527,414 0	2,423,134,411 2,437,317	3.5055% 0.0035%
			511,792,165	12,918,240	115,333,909	0	1,785,527,414	2,425,571,728	3.5091%
92	588	KANSAS CITY LIFE INS GRP 65129 Kansas City Life Ins Co 69272 Sunset Life Ins Co Of Amer 67199 Old Amer Ins Co	11,858,338 4,445,003 4,435,831	2,354,945 743,628 0	313,256 0 75,312	652,819 37,545 0	0 0 0	15,179,358 5,226,176 4,511,143	0.0220% 0.0076% 0.0065%
			20,739,172	3,098,573	388,568	690,364	0	24,916,677	0.0360%
93	215	Kemper Corp Grp 69930 United Ins Co Of Amer 68357 Reliable Life Ins Co	17,298,374 24,101	0 0	560,951 440	0 0	0 0	17,859,325 24,541	0.0258% 0.0000%
			17,322,475	0	561,391	0	0	17,883,866	0.0259%
94	4844	LIA Holdings Grp 60232 Lombard Intl Life Assur Co	907,864	57,863,969	0	0	0	58,771,833	0.0850%
			907,864	57,863,969	0	0	0	58,771,833	0.0850%

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95	3436	Liberty Life Grp Trust Grp							
		68543 Liberty Bankers Life Ins Co	501,623	27,049,248	0	592,423	0	28,143,294	0.0407%
		61581 Capitol Life Ins Co	1,345	0	0	0	0	1,345	0.0000%
			502,968	27,049,248	0	592,423	0	28,144,639	0.0407%
96	111	LIBERTY MUT GRP							
		65315 Liberty Life Assur Co Of Boston	80,022,075	3,889,179	158,729,902	191,014	0	242,832,170	0.3513%
			80,022,075	3,889,179	158,729,902	191,014	0	242,832,170	0.3513%
97	1186	Lifetime HlthCare Grp							
		69515 Medamerica Ins Co	0	0	6,378,084	0	0	6,378,084	0.0092%
			0	0	6,378,084	0	0	6,378,084	0.0092%
98	65927	Lincoln Heritage Life Ins Co							
		65927 Lincoln Heritage Life Ins Co	75,435,077	7,736	392,015	0	0	75,834,828	0.1097%
			75,435,077	7,736	392,015	0	0	75,834,828	0.1097%
99	20	LINCOLN NATL GRP							
		65676 Lincoln Natl Life Ins Co	689,266,888	1,383,860,564	110,248,127	0	0	2,183,375,579	3.1587%
		67652 First Penn Pacific Life Ins Co	21,170,592	0	7,990	0	0	21,178,582	0.0306%
		62057 Lincoln Life & Ann Co of NY	1,593,013	880,627	579,783	0	0	3,053,423	0.0044%
			712,030,493	1,384,741,191	110,835,900	0	0	2,207,607,584	3.1937%
100	411	MAPFRE INS GRP							
		85561 MAPFRE Life Ins Co	1,214	0	6,008	0	0	7,222	0.0000%
			1,214	0	6,008	0	0	7,222	0.0000%

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101	435	MASS MUT LIFE INS GRP							
		65935 Massachusetts Mut Life Ins Co	478,590,931	324,340,327	58,555,275	179,462,173	580,906,951	1,621,855,657	2.3463%
		93432 CM Life Ins Co	28,757,319	18,695,272	0	0	0	47,452,591	0.0686%
		70416 MML Bay State Life Ins Co	4,674,785	0	0	0	0	4,674,785	0.0068%
			512,023,035	343,035,599	58,555,275	179,462,173	580,906,951	1,673,983,033	2.4217%
102	241	METROPOLITAN GRP							
		65978 Metropolitan Life Ins Co	713,959,740	228,014,894	706,714,942	16,776,229	277,008,757	1,942,474,562	2.8102%
		87726 Metlife Ins Co USA	341,692,564	629,826,067	15,227,719	724,327	46,500	987,517,177	1.4286%
		63665 General Amer Life Ins Co	32,135,309	679,504	1,527,056	0	0	34,341,869	0.0497%
		91626 New England Life Ins Co	14,554,339	1,342,664	42,930	0	0	15,939,933	0.0231%
		97136 Metropolitan Tower Life Ins Co	5,964,453	11,520	0	0	0	5,975,973	0.0086%
		62634 Delaware Amer Life Ins Co	165,790	0	190,777	0	0	356,567	0.0005%
			1,108,472,195	859,874,649	723,703,424	17,500,556	277,055,257	2,986,606,081	4.3207%
103	869	MINNESOTA MUT GRP							
		66168 Minnesota Life Ins Co	333,956,805	66,495,793	27,425,174	31,709,539	147,092,921	606,680,232	0.8777%
		93742 Securian Life Ins Co	21,706,466	0	2,481,685	34,199	0	24,222,350	0.0350%
		65811 American Modern Life Ins Co	156,365	0	96,059	0	0	252,424	0.0004%
			355,819,636	66,495,793	30,002,918	31,743,738	147,092,921	631,155,006	0.9131%
104	88668	Mutual Of Amer Life Ins Co							
		88668 Mutual Of Amer Life Ins Co	399,280	128,807	106,124	71,808	179,290,599	179,996,618	0.2604%
			399,280	128,807	106,124	71,808	179,290,599	179,996,618	0.2604%

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105	261	MUTUAL OF OMAHA GRP							
		69868 United Of Omaha Life Ins Co	147,420,360	68,208,924	54,371,904	56,468,918	396,858	326,866,964	0.4729%
		71412 Mutual Of Omaha Ins Co	0	0	42,727,499	0	0	42,727,499	0.0618%
		72850 United World Life Ins Co	114,672	0	20,225,520	0	0	20,340,192	0.0294%
			147,535,032	68,208,924	117,324,923	56,468,918	396,858	389,934,655	0.5641%
106	1211	NATIONAL GUARDIAN LIFE INS GRP							
		66583 National Guardian Life Ins Co	54,093,120	3,929,179	14,361,435	0	0	72,383,734	0.1047%
		97241 Settlers Life Ins Co	40,500	515	1,466	0	0	42,481	0.0001%
			54,133,620	3,929,694	14,362,901	0	0	72,426,215	0.1048%
107	634	National Life GRP							
		65528 Life Ins Co Of The Southwest	200,202,860	258,470,177	757	75,949	0	458,749,743	0.6637%
		66680 National Life Ins Co	25,047,544	308,391	2,376,731	0	0	27,732,666	0.0401%
			225,250,404	258,778,568	2,377,488	75,949	0	486,482,409	0.7038%
108	4796	National Teachers Assoc Life Group							
		87963 National Teachers Assoc Life Ins Co	162,064	0	29,721,807	0	0	29,883,871	0.0432%
			162,064	0	29,721,807	0	0	29,883,871	0.0432%
109	66850	National Western Life Ins Co							
		66850 National Western Life Ins Co	18,176,517	136,085,632	0	842,175	0	155,104,324	0.2244%
			18,176,517	136,085,632	0	842,175	0	155,104,324	0.2244%
110	140	NATIONWIDE CORP GRP							
		66869 Nationwide Life Ins Co	153,192,524	42,039,169	30,988,900	0	947,403,701	1,173,624,294	1.6979%
		92657 Nationwide Life & Ann Ins Co	179,877,560	51,344	0	0	306,302,021	486,230,925	0.7034%
			333,070,084	42,090,513	30,988,900	0	1,253,705,722	1,659,855,219	2.4013%

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111	4483	Nestle SA Grp 70939 Gerber Life Ins Co	29,062,292	0	36,653,878	0	0	65,716,170	0.0951%
			29,062,292	0	36,653,878	0	0	65,716,170	0.0951%
112	520	NEW ERA LIFE GRP							
		67784 Philadelphia Amer Life Ins Co	448	0	1,153,038	102,496	0	1,255,982	0.0018%
		69698 New Era Life Ins Co Of Midwest	14,497	2,041	0	14,374	0	30,912	0.0000%
		78743 New Era Life Ins Co	1,607	127	66	641	0	2,441	0.0000%
			16,552	2,168	1,153,104	117,511	0	1,289,335	0.0019%
113	826	NEW YORK LIFE GRP							
		91596 New York Life Ins & Ann Corp	278,228,440	1,308,079,651	0	16,275,664	0	1,602,583,755	2.3185%
		66915 New York Life Ins Co	936,987,573	25,397,533	57,355,332	0	226,102,842	1,245,843,280	1.8024%
		81353 NYLife Ins Co Of AZ	8,709,396	0	0	0	0	8,709,396	0.0126%
			1,223,925,409	1,333,477,184	57,355,332	16,275,664	226,102,842	2,857,136,431	4.1334%
114	81264	Nippon Life Ins Co Of Amer 81264 Nippon Life Ins Co Of Amer	649,775	0	64,833,185	0	0	65,482,960	0.0947%
			649,775	0	64,833,185	0	0	65,482,960	0.0947%
115	67032	North Carolina Mut Life Ins Co 67032 North Carolina Mut Life Ins Co	21,863	200	942,567	0	0	964,630	0.0014%
			21,863	200	942,567	0	0	964,630	0.0014%
116	860	NORTHWESTERN MUT GRP							
		67091 Northwestern Mut Life Ins Co	860,668,965	101,272,587	84,983,167	2,110,673	52,834	1,049,088,226	1.5177%
		69000 Northwestern Long Term Care Ins Co	0	0	32,702,432	0	0	32,702,432	0.0473%
			860,668,965	101,272,587	117,685,599	2,110,673	52,834	1,081,790,658	1.5650%

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117	704	OHIO NATL LIFE GRP							
		67172 Ohio Natl Life Ins Co	25,547,821	140,380,097	898,265	404,931	13,770,379	181,001,493	0.2619%
		89206 Ohio Natl Life Assur Corp	55,771,580	0	1,320,306	1,255,522	0	58,347,408	0.0844%
			81,319,401	140,380,097	2,218,571	1,660,453	13,770,379	239,348,901	0.3463%
118	150	OLD REPUBLIC GRP							
		67261 Old Republic Life Ins Co	2,536,745	0	2,098	0	0	2,538,843	0.0037%
			2,536,745	0	2,098	0	0	2,538,843	0.0037%
119	619	OneAmerica Fin Partners Grp							
		60895 American United Life Ins Co	23,347,604	522,736,253	179,491	3,826,117	0	550,089,465	0.7958%
		69116 State Life Ins Co	51,209,635	33,742,876	4,165,391	148,937	0	89,266,839	0.1291%
		67911 Pioneer Mut Life Ins Co	7,600,401	40,222	0	0	0	7,640,623	0.0111%
			82,157,640	556,519,351	4,344,882	3,975,054	0	646,996,927	0.9360%
120	67393	Ozark Natl Life Ins Co							
		67393 Ozark Natl Life Ins Co	171,518	333	943	0	0	172,794	0.0002%
			171,518	333	943	0	0	172,794	0.0002%
121	64343	Pacific Guardian Life Ins Co Ltd							
		64343 Pacific Guardian Life Ins Co Ltd	11,530,121	648	1,672	754,329	0	12,286,770	0.0178%
			11,530,121	648	1,672	754,329	0	12,286,770	0.0178%
122	709	PACIFIC LIFE GRP							
		67466 Pacific Life Ins Co	476,522,234	838,752,435	0	2,879,514	0	1,318,154,183	1.9070%
		97268 Pacific Life & Ann Co	168,196	187,520	0	0	0	355,716	0.0005%
			476,690,430	838,939,955	0	2,879,514	0	1,318,509,899	1.9075%

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123	525	PAN AMER LIFE GRP							
		67539 Pan Amer Life Ins Co	799,565	13,480	47,472,645	0	0	48,285,690	0.0699%
		66427 Mutual Trust Life Ins Co a Pan Amer	24,767,786	103,762	29,375	0	0	24,900,923	0.0360%
		93459 Pan Amer Assur Co	2,511,031	0	0	0	0	2,511,031	0.0036%
			28,078,382	117,242	47,502,020	0	0	75,697,644	0.1095%
124	850	PENN MUT GRP							
		67644 Penn Mut Life Ins Co	154,123,794	5,024,330	940,415	341,017	22,980,851	183,410,407	0.2653%
		93262 Penn Ins & Ann Co	23,979,529	0	0	0	50,000	24,029,529	0.0348%
		68446 Longevity Ins Co	21,613	200	9,683	0	0	31,496	0.0000%
			178,124,936	5,024,530	950,098	341,017	23,030,851	207,471,432	0.3001%
125	775	PHARMACISTS MUT GRP							
		90247 Pharmacists Life Ins Co	33,326	2,400	0	150	0	35,876	0.0001%
			33,326	2,400	0	150	0	35,876	0.0001%
126	403	PHOENIX COS GRP							
		93548 PHL Variable Ins Co	51,730,519	60,117,622	0	1,834,666	0	113,682,807	0.1645%
		67814 Phoenix Life Ins Co	20,093,022	71,482	211,948	32,278,727	0	52,655,179	0.0762%
			71,823,541	60,189,104	211,948	34,113,393	0	166,337,986	0.2406%
127	367	PHYSICIANS MUT GRP							
		80578 Physicians Mut Ins Co	0	0	15,472,334	0	0	15,472,334	0.0224%
		72125 Physicians Life Ins Co	13,106,252	609,310	584,112	149,639	0	14,449,313	0.0209%
			13,106,252	609,310	16,056,446	149,639	0	29,921,647	0.0433%
128	962	PREMERA BLUE CROSS GRP							
		94188 Lifewise Assur Co	0	0	14,181	0	0	14,181	0.0000%
			0	0	14,181	0	0	14,181	0.0000%

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129	4750	Primerica Grp							
		65919 Primerica Life Ins Co	336,683,325	86,382	38,348	743,667	0	337,551,722	0.4883%
		61409 National Benefit Life Ins Co	1,780,515	0	76,579	480	0	1,857,574	0.0027%
			338,463,840	86,382	114,927	744,147	0	339,409,296	0.4910%
130	332	PRINCIPAL FIN GRP							
		61271 Principal Life Ins Co	149,834,100	509,118,369	208,909,429	1,100,699,962	171,735	1,968,733,595	2.8482%
		71161 Principal Natl Life Ins Co	54,240,045	0	0	0	0	54,240,045	0.0785%
			204,074,145	509,118,369	208,909,429	1,100,699,962	171,735	2,022,973,640	2.9266%
131	458	PROTECTIVE LIFE INS GRP							
		68136 Protective Life Ins Co	164,574,788	116,409,462	766,751	4,837,657	0	286,588,658	0.4146%
		70335 West Coast Life Ins Co	96,076,829	12,053	2,749	77,879	0	96,169,510	0.1391%
		66370 Mony Life Ins Co	12,002,417	-118,394	3,754,992	0	0	15,639,015	0.0226%
		88536 Protective Life & Annuity Ins Co	89,993	32,000	0	0	0	121,993	0.0002%
			272,744,027	116,335,121	4,524,492	4,915,536	0	398,519,176	0.5765%
132	304	PRUDENTIAL OF AMER GRP							
		68241 Prudential Ins Co Of Amer	367,612,545	395,810,988	111,456,815	21,927,343	1,755,781,866	2,652,589,557	3.8375%
		79227 Pruco Life Ins Co	391,892,858	688,711,361	0	3,659,783	0	1,084,264,002	1.5686%
		93629 Prudential Retirement Ins & Ann Co	0	-38,267	0	230,698,774	366,494	231,027,001	0.3342%
		86630 Prudential Ann Life Assur Corp	182,874	11,257,972	0	4,304,333	0	15,745,179	0.0228%
			759,688,277	1,095,742,054	111,456,815	260,590,233	1,756,148,360	3,983,625,739	5.7631%
133	440	REGAL REINS GRP							
		66265 Monarch Life Ins Co	135,333	0	1,343,923	0	0	1,479,256	0.0021%
			135,333	0	1,343,923	0	0	1,479,256	0.0021%

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134	4764	Reservoir Capital Grp 60183 S USA Life Ins Co Inc	104,375	0	4,544	0	0	108,919	0.0002%
			104,375	0	4,544	0	0	108,919	0.0002%
135	4815	Resolution Life Grp 65595 Lincoln Benefit Life Co	220,377,837	5,611,224	10,341,003	372,993	0	236,703,057	0.3424%
			220,377,837	5,611,224	10,341,003	372,993	0	236,703,057	0.3424%
136	4639	RGA Inc Grp 93572 RGA Reins Co 61182 Aurora Natl Life Assur Co	0 3,287,847	0 0	9,362,396 0	0 -186,119	0 0	9,362,396 3,101,728	0.0135% 0.0045%
			3,287,847	0	9,362,396	-186,119	0	12,464,124	0.0180%
137	60445	Sagicor Life Ins Co 60445 Sagicor Life Ins Co	3,451,865	17,604,145	4,014	1,142,187	0	22,202,211	0.0321%
			3,451,865	17,604,145	4,014	1,142,187	0	22,202,211	0.0321%
138	431	Sammons Enterprises Grp 66044 Midland Natl Life Ins Co 66974 North Amer Co Life & Hlth Ins 68675 Security Benefit Life Ins Co 83607 Guggenheim Life & Ann Co	124,165,764 107,027,046 1,415,102 22,379	489,615,243 417,205,332 168,529,870 35,338,879	2,668 589 0 1,523	1,995,972 1,360,154 0 3,028,288	0 0 0 0	615,779,647 525,593,121 169,944,972 38,391,069	0.8908% 0.7604% 0.2459% 0.0555%
			232,630,291	1,110,689,324	4,780	6,384,414	0	1,349,708,809	1.9526%
139	4553	Savings Bank Life Grp 70435 The Savings Bank Life Ins Co Of MA	16,807,516	0	0	0	0	16,807,516	0.0243%
			16,807,516	0	0	0	0	16,807,516	0.0243%

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140	68772	Security Mut Life Ins Co Of NY 68772 Security Mut Life Ins Co Of NY	2,392,249	599,555	32,881	0	0	3,024,685	0.0044%
			2,392,249	599,555	32,881	0	0	3,024,685	0.0044%
141	454	SECURITY NATL GRP 69485 Security Natl Life Ins Co	3,299,341	327,794	2,122	17,735	0	3,646,992	0.0053%
			3,299,341	327,794	2,122	17,735	0	3,646,992	0.0053%
142	76325	Senior Hlth Ins Co of PA 76325 Senior Hlth Ins Co of PA	0	0	9,450,994	0	0	9,450,994	0.0137%
			0	0	9,450,994	0	0	9,450,994	0.0137%
143	78662	Senior Life Ins Co 78662 Senior Life Ins Co	1,860,191	0	0	0	0	1,860,191	0.0027%
			1,860,191	0	0	0	0	1,860,191	0.0027%
144	169	SENTRY INS GRP 68810 Sentry Life Ins Co	2,519,154	68,897,265	409,121	0	0	71,825,540	0.1039%
			2,519,154	68,897,265	409,121	0	0	71,825,540	0.1039%
145	4827	Southland Natl Holding Grp 84786 Colorado Bankers Life Ins Co	10,040,439	6,660,220	1,467,551	486,474	0	18,654,684	0.0270%
			10,040,439	6,660,220	1,467,551	486,474	0	18,654,684	0.0270%
146	1348	STANCORP FIN GRP 69019 Standard Ins Co	92,977,665	42,456,871	214,132,379	3,421,826	139,147,658	492,136,399	0.7120%
			92,977,665	42,456,871	214,132,379	3,421,826	139,147,658	492,136,399	0.7120%

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147	68985	Starmount Life Ins Co 68985 Starmount Life Ins Co	132,935	0	1,337,775	0	0	1,470,710	0.0021%
			132,935	0	1,337,775	0	0	1,470,710	0.0021%
148	176	STATE FARM GRP 69108 State Farm Life Ins Co	440,733,838	35,733,644	0	2,361,748	0	478,829,230	0.6927%
			440,733,838	35,733,644	0	2,361,748	0	478,829,230	0.6927%
149	89184	Sterling Investors Life Ins Co 89184 Sterling Investors Life Ins Co	319,024	1,561	76,139	0	0	396,724	0.0006%
			319,024	1,561	76,139	0	0	396,724	0.0006%
150	4855	Sumitomo Life Ins Grp 68608 Symetra Life Ins Co 90581 Symetra Natl Life Ins Co	41,129,468	635,808,733	56,607,370	39,613,133	0	773,158,704	1.1185%
			18,857	0	0	0	0	18,857	0.0000%
			41,148,325	635,808,733	56,607,370	39,613,133	0	773,177,561	1.1186%
151	549	SUN LIFE ASSUR CO OF CN GRP 80802 US Br Sun Life Assur Co of Canada 80926 Sun Life & Hlth Ins Co 68047 Professional Ins Co	97,331,348	0	143,584,937	0	0	240,916,285	0.3485%
			8,038,388	0	1,341,976	0	0	9,380,364	0.0136%
			37,420	0	2,045,347	0	0	2,082,767	0.0030%
			105,407,156	0	146,972,260	0	0	252,379,416	0.3651%
152	69310	Surety Life Ins Co 69310 Surety Life Ins Co	13,218,076	85,554	17,381	0	0	13,321,011	0.0193%
			13,218,076	85,554	17,381	0	0	13,321,011	0.0193%

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153	2938	Thrivent Financial For Lutherans Grp 97721 Thrivent Life Ins Co	1,779,111	20,565,953	0	0	0	22,345,064	0.0323%
			1,779,111	20,565,953	0	0	0	22,345,064	0.0323%
154	1216	TIAA FAMILY GRP							
		69345 Teachers Ins & Ann Assoc Of Amer	21,260,602	682,150,473	683,044	30,390,972	0	734,485,091	1.0626%
		60142 TIAA Cref Life Ins Co	29,484,871	28,210,208	200,145	243,145,627	0	301,040,851	0.4355%
			50,745,473	710,360,681	883,189	273,536,599	0	1,035,525,942	1.4981%
155	3098	Tokio Marine Holdings Inc GRP							
		68381 Reliance Standard Life Ins Co	55,796,007	61,437,493	78,385,581	0	0	195,619,081	0.2830%
		92711 HCC Life Ins Co	904,746	5,400	69,852,783	0	0	70,762,929	0.1024%
			56,700,753	61,442,893	148,238,364	0	0	266,382,010	0.3854%
156	290	Torchmark Corp Grp							
		60577 American Income Life Ins Co	89,390,944	0	5,992,169	0	0	95,383,113	0.1380%
		92916 United Amer Ins Co	839,381	373,276	51,603,497	0	0	52,816,154	0.0764%
		91472 Globe Life & Accident Ins Co	45,099,450	0	2,282,073	0	0	47,381,523	0.0685%
		65331 Liberty Natl Life Ins Co	7,778,328	1,036	315,169	0	0	8,094,533	0.0117%
		77968 Family Heritage Life Ins Co Of Amer	36,945	0	4,180,223	0	0	4,217,168	0.0061%
			143,145,048	374,312	64,373,131	0	0	207,892,491	0.3008%
157	69566	Trans World Assur Co							
		69566 Trans World Assur Co	1,901,283	330,336	0	0	0	2,231,619	0.0032%
			1,901,283	330,336	0	0	0	2,231,619	0.0032%

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158	276	Trustmark Mut Holding Co GRP							
		61425 Trustmark Ins Co	33,999,998	14,715	11,732,397	0	0	45,747,110	0.0662%
		62863 Trustmark Life Ins Co	282,981	0	9,279,819	0	0	9,562,800	0.0138%
			34,282,979	14,715	21,012,216	0	0	55,309,910	0.0800%
159	11121	Unified Life Ins Co							
		11121 Unified Life Ins Co	322,689	1,936	2,162,353	0	0	2,486,978	0.0036%
			322,689	1,936	2,162,353	0	0	2,486,978	0.0036%
160	781	UNION LABOR GRP							
		69744 Union Labor Life Ins Co	5,457,014	0	13,956,013	0	0	19,413,027	0.0281%
		86371 Clover Ins Co	39,253	0	0	0	0	39,253	0.0001%
			5,496,267	0	13,956,013	0	0	19,452,280	0.0281%
161	248	UNITED FIRE & CAS GRP							
		69973 United Life Ins Co	92,209	0	0	0	0	92,209	0.0001%
			92,209	0	0	0	0	92,209	0.0001%
162	2878	United Heritage Mut Grp							
		63983 United Heritage Life Ins Co	3,292,499	1,221,642	17,079	289,966	0	4,821,186	0.0070%
			3,292,499	1,221,642	17,079	289,966	0	4,821,186	0.0070%
163	42129	United Security Assur Co Of PA							
		42129 United Security Assur Co Of PA	0	0	29,357	0	0	29,357	0.0000%
			0	0	29,357	0	0	29,357	0.0000%
164	200	UNITED SERV AUTOMOBILE ASSN GRP							
		69663 USAA Life Ins Co	99,955,230	87,772,748	30,003,699	1,552,945	0	219,284,622	0.3172%
			99,955,230	87,772,748	30,003,699	1,552,945	0	219,284,622	0.3172%

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165	707	UNITEDHEALTH GRP							
		79413 UnitedHealthcare Ins Co	5,226,319	0	2,518,657,942	0	0	2,523,884,261	3.6513%
		91529 Unimerica Ins Co	10,464,525	0	83,186,231	0	0	93,650,756	0.1355%
		70785 Pacificare Life & Hlth Ins Co	0	0	7,180,251	0	0	7,180,251	0.0104%
		62286 Golden Rule Ins Co	1,536,788	252,127	1,551,116	0	0	3,340,031	0.0048%
		73130 All Savers Life Ins Co of CA	0	0	264,644	0	0	264,644	0.0004%
		97179 UnitedHealthcare Life Ins Co	0	0	134,395	0	0	134,395	0.0002%
		69647 Catamaran Ins of Ohio Inc	130,853	1,016	0	0	0	131,869	0.0002%
			17,358,485	253,143	2,610,974,579	0	0	2,628,586,207	3.8028%
166	63819	Unity Financial Life Ins Co							
		63819 Unity Financial Life Ins Co	682,248	0	0	0	0	682,248	0.0010%
			682,248	0	0	0	0	682,248	0.0010%
167	953	UNIVERSAL AMER FIN CORP GRP							
		62359 Constitution Life Ins Co	356,521	1,180	3,066,892	0	0	3,424,593	0.0050%
		68284 Pyramid Life Ins Co	22,383	0	50,820	0	0	73,203	0.0001%
			378,904	1,180	3,117,712	0	0	3,497,796	0.0051%
168	565	UNUMPROVIDENT CORP GRP							
		62235 Unum Life Ins Co Of Amer	115,026,519	7,154	309,307,569	90,377	0	424,431,619	0.6140%
		62049 Colonial Life & Accident Ins Co	28,763,081	1,950	119,609,881	0	0	148,374,912	0.2147%
		68195 Provident Life & Accident Ins Co	18,616,569	0	79,177,146	0	0	97,793,715	0.1415%
		67598 Paul Revere Life Ins Co	693,881	0	22,636,609	0	0	23,330,490	0.0338%
		67601 Unum Ins Co	190,215	0	0	5,530,762	0	5,720,977	0.0083%
			163,290,265	9,104	530,731,205	5,621,139	0	699,651,713	1.0122%

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169	70955	USA Life One Ins Co Of IN 70955 USA Life One Ins Co Of IN	982	0	0	0	0	982	0.0000%
			982	0	0	0	0	982	0.0000%
170	4668	VantisLife Grp 68632 Vantis Life Ins Co	342,291	0	0	0	0	342,291	0.0005%
			342,291	0	0	0	0	342,291	0.0005%
171	4832	Voya Financial Grp							
		86509 Voya Retirement Ins & Ann Co	9,904,572	1,023,543,891	0	464,751	137,039,006	1,170,952,220	1.6940%
		67105 Reliastar Life Ins Co	194,241,772	52,445,449	159,981,572	231,357	0	406,900,150	0.5887%
		80942 Voya Ins & Ann Co	2,539,000	333,059,244	1,421	0	0	335,599,665	0.4855%
		68713 Security Life Of Denver Ins Co	130,838,869	6,184	0	0	0	130,845,053	0.1893%
		61360 Reliastar Life Ins Co Of NY	3,223,443	8,400	3,156,527	0	0	6,388,370	0.0092%
		66109 Midwestern United Life Ins Co	233,549	570	0	0	0	234,119	0.0003%
			340,981,205	1,409,063,738	163,139,520	696,108	137,039,006	2,050,919,577	2.9671%
172	471	Wells Fargo Grp 62383 Centurion Life Ins Co	27,921	0	0	0	0	27,921	0.0000%
			27,921	0	0	0	0	27,921	0.0000%
173	836	WEST SOUTHERN GRP							
		74780 Integrity Life Ins Co	18,918	68,137,336	0	1,517,207	0	69,673,461	0.1008%
		65242 Lafayette Life Ins Co	29,727,721	13,962,228	21,537	0	0	43,711,486	0.0632%
		99937 Columbus Life Ins Co	23,600,769	4,716,308	2,304	205,336	0	28,524,717	0.0413%
		70483 Western & Southern Life Ins Co	10,443,380	0	512,012	0	0	10,955,392	0.0158%
		92622 Western Southern Life Assur Co	6,163,155	1,332,992	0	115,638	0	7,611,785	0.0110%
			69,953,943	88,148,864	535,853	1,838,181	0	160,476,841	0.2322%

2015 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	839	WESTBRIDGE CAPITAL GRP 98205 Natl Foundation Life Ins Co	50	0	5,690,802	0	0	5,690,852	0.0082%
			50	0	5,690,802	0	0	5,690,852	0.0082%
175	4213	Wilton Re Grp							
		65900 Wilco Life Ins Co	27,156,100	26,759	1,657,425	0	0	28,840,284	0.0417%
		69396 Texas Life Ins Co	15,990,617	0	0	0	0	15,990,617	0.0231%
		62413 Wilcac Life Ins Co	1,331,566	84,534	6,248	1,449,892	0	2,872,240	0.0042%
		60704 Wilton Reassur Life Co of NY	547,308	5,200	10,131	0	0	562,639	0.0008%
			45,025,591	116,493	1,673,804	1,449,892	0	48,265,780	0.0698%
176	98	WR Berkley Corp GRP							
		64890 Berkley Life & Hlth Ins Co	2,691	0	20,011,274	92	0	20,014,057	0.0290%
			2,691	0	20,011,274	92	0	20,014,057	0.0290%
177	669	ZALE CORP GRP							
		71323 Zale Life Ins Co	87,832	0	89,575	0	0	177,407	0.0003%
			87,832	0	89,575	0	0	177,407	0.0003%
178	212	ZURICH INS GRP							
		63177 Farmers New World Life Ins Co	286,660,543	12,110,273	4,695,581	7,535,004	0	311,001,401	0.4499%
		90557 Zurich Amer Life Ins Co	35,061,682	21,687,886	386,906	0	0	57,136,474	0.0827%
		80896 Centre Life Ins Co	0	0	3,313,341	0	0	3,313,341	0.0048%
		70173 Universal Underwriters Life Ins Co	1,011,865	0	0	0	0	1,011,865	0.0015%
			322,734,090	33,798,159	8,395,828	7,535,004	0	372,463,081	0.5388%

2015 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	[1]	[2]	[3]	[4]	[5]	[6]	[7]
	NAIC #	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contracts	Other Considerations	Total Premium Sum of [1] thru [5]	Market Share
Total:			15,882,278,621	24,492,352,649	17,864,747,791	2,509,592,371	8,373,906,713	69,122,878,145	100.0000%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
1	62825	Anthem Blue Cross Life &	54,637,668	0	3,587,490,632	0	0	3,642,128,300	5.269063%
2	68241	Prudential Ins Co Of Amer	367,612,545	395,810,988	111,456,815	21,927,343	1,755,781,866	2,652,589,557	3.837499%
3	65056	Jackson Natl Life Ins Co	113,458,293	2,530,412,613	6,279,210	940,628	0	2,651,090,744	3.835330%
4	79413	UnitedHealthcare Ins Co	5,226,319	0	2,518,657,942	0	0	2,523,884,261	3.651301%
5	65838	John Hancock Life Ins Co USA	511,662,363	12,918,240	113,026,394	0	1,785,527,414	2,423,134,411	3.505546%
6	60488	American Gen Life Ins Co	449,104,014	1,691,859,882	14,900,453	52,630,133	0	2,208,494,482	3.195027%
7	65676	Lincoln Natl Life Ins Co	689,266,888	1,383,860,564	110,248,127	0	0	2,183,375,579	3.158687%
8	86231	Transamerica Life Ins Co	438,450,139	681,832,223	110,231,432	989,821	805,482,848	2,036,986,463	2.946906%
9	61271	Principal Life Ins Co	149,834,100	509,118,369	208,909,429	1,100,699,962	171,735	1,968,733,595	2.848165%
10	60054	Aetna Life Ins Co	79,682,293	1,277,258	1,855,697,849	7,022,230	0	1,943,679,630	2.811919%
11	65978	Metropolitan Life Ins Co	713,959,740	228,014,894	706,714,942	16,776,229	277,008,757	1,942,474,562	2.810176%
12	65935	Massachusetts Mut Life Ins	478,590,931	324,340,327	58,555,275	179,462,173	580,906,951	1,621,855,657	2.346337%
13	91596	New York Life Ins & Ann Corp	278,228,440	1,308,079,651	0	16,275,664	0	1,602,583,755	2.318456%
14	90611	Allianz Life Ins Co Of N Amer	132,104,375	1,253,577,464	10,240,527	1,001,277	0	1,396,923,643	2.020928%
15	67466	Pacific Life Ins Co	476,522,234	838,752,435	0	2,879,514	0	1,318,154,183	1.906972%
16	61557	Blue Shield of CA Life & Hlth	9,014,304	0	1,245,254,048	0	0	1,254,268,352	1.814549%
17	66915	New York Life Ins Co	936,987,573	25,397,533	57,355,332	0	226,102,842	1,245,843,280	1.802360%
18	66869	Nationwide Life Ins Co	153,192,524	42,039,169	30,988,900	0	947,403,701	1,173,624,294	1.697881%
19	86509	Voya Retirement Ins & Ann	9,904,572	1,023,543,891	0	464,751	137,039,006	1,170,952,220	1.694015%
20	62944	AXA Equitable Life Ins Co	230,762,140	906,292,071	5,560,723	0	12,074,207	1,154,689,141	1.670488%
21	67369	Cigna Hlth & Life Ins Co	50,925	0	1,140,513,586	55,413	0	1,140,619,924	1.650134%
22	79227	Pruco Life Ins Co	391,892,858	688,711,361	0	3,659,783	0	1,084,264,002	1.568604%
23	67091	Northwestern Mut Life Ins Co	860,668,965	101,272,587	84,983,167	2,110,673	52,834	1,049,088,226	1.517715%
24	66141	Health Net Life Ins Co	1,469,685	0	996,529,455	0	0	997,999,140	1.443804%
25	87726	Metlife Ins Co USA	341,692,564	629,826,067	15,227,719	724,327	46,500	987,517,177	1.428640%
26	70688	Transamerica Financial Life	857,725	990,761	653,729	0	862,566,218	865,068,433	1.251494%
27	68608	Symetra Life Ins Co	41,129,468	635,808,733	56,607,370	39,613,133	0	773,158,704	1.118528%
28	69345	Teachers Ins & Ann Assoc Of	21,260,602	682,150,473	683,044	30,390,972	0	734,485,091	1.062579%
29	92738	American Equity Invest Life	9,572	638,408,361	0	975,545	0	639,393,478	0.925010%
30	66044	Midland Natl Life Ins Co	124,165,764	489,615,243	2,668	1,995,972	0	615,779,647	0.890848%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
31	65005	RiverSource Life Ins Co	115,037,339	467,028,805	32,088,233	1,004,516	0	615,158,893	0.889950%
32	66168	Minnesota Life Ins Co	333,956,805	66,495,793	27,425,174	31,709,539	147,092,921	606,680,232	0.877684%
33	64246	Guardian Life Ins Co Of Amer	210,732,112	1,478,587	378,066,911	0	0	590,277,610	0.853954%
34	68322	Great W Life & Ann Ins Co	31,581,502	540,871,408	4,404,602	1,439,547	0	578,297,059	0.836622%
35	66281	Transamerica Premier Life Ins	419,928,221	88,864,567	59,749,585	13,074	116,634	568,672,081	0.822697%
36	60895	American United Life Ins Co	23,347,604	522,736,253	179,491	3,826,117	0	550,089,465	0.795814%
37	88072	Hartford Life Ins Co	12,210,462	25,235,096	4,478,460	329,107,903	160,913,601	531,945,522	0.769565%
38	66974	North Amer Co Life & Hlth Ins	107,027,046	417,205,332	589	1,360,154	0	525,593,121	0.760375%
39	65498	Life Ins Co Of N Amer	246,122,057	0	272,561,869	0	0	518,683,926	0.750380%
40	69019	Standard Ins Co	92,977,665	42,456,871	214,132,379	3,421,826	139,147,658	492,136,399	0.711973%
41	92657	Nationwide Life & Ann Ins Co	179,877,560	51,344	0	0	306,302,021	486,230,925	0.703430%
42	69108	State Farm Life Ins Co	440,733,838	35,733,644	0	2,361,748	0	478,829,230	0.692722%
43	65528	Life Ins Co Of The Southwest	200,202,860	258,470,177	757	75,949	0	458,749,743	0.663673%
44	91642	Forethought Life Ins Co	34,354,522	408,538,694	406,374	0	0	443,299,590	0.641321%
45	63274	Fidelity & Guar Life Ins Co	101,170,530	341,661,445	0	135,000	0	442,966,975	0.640840%
46	62235	Unum Life Ins Co Of Amer	115,026,519	7,154	309,307,569	90,377	0	424,431,619	0.614025%
47	67105	Reliastar Life Ins Co	194,241,772	52,445,449	159,981,572	231,357	0	406,900,150	0.588662%
48	60380	American Family Life Assur	23,217,863	0	367,476,933	0	0	390,694,796	0.565218%
49	70025	Genworth Life Ins Co	56,411,968	17,789,115	287,828,398	322,277	0	362,351,758	0.524214%
50	61689	Athene Ann & Life Co	71,480,903	284,099,168	195,849	2,715,810	0	358,491,730	0.518630%
51	65919	Primerica Life Ins Co	336,683,325	86,382	38,348	743,667	0	337,551,722	0.488336%
52	80942	Voya Ins & Ann Co	2,539,000	333,059,244	1,421	0	0	335,599,665	0.485512%
53	69868	United Of Omaha Life Ins Co	147,420,360	68,208,924	54,371,904	56,468,918	396,858	326,866,964	0.472878%
54	63312	Great Amer Life Ins Co	8,690,879	303,739,304	16,045	87,451	0	312,533,679	0.452142%
55	63177	Farmers New World Life Ins	286,660,543	12,110,273	4,695,581	7,535,004	0	311,001,401	0.449925%
56	60142	TIAA Cref Life Ins Co	29,484,871	28,210,208	200,145	243,145,627	0	301,040,851	0.435516%
57	70238	Variable Ann Life Ins Co	0	300,728,608	0	0	0	300,728,608	0.435064%
58	69477	Time Ins Co	1,063,661	0	297,978,505	51,825	0	299,093,991	0.432699%
59	93696	Fidelity Investments Life Ins	2,158,177	286,681,122	0	0	0	288,839,299	0.417864%
60	68136	Protective Life Ins Co	164,574,788	116,409,462	766,751	4,837,657	0	286,588,658	0.414608%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
61	71854	AAA Life Ins Co	192,948,790	73,665,614	13,482,213	57,639	0	280,154,256	0.405299%
62	60410	American Fidelity Assur Co	31,777,871	107,109,607	128,405,805	0	0	267,293,283	0.386693%
63	65315	Liberty Life Assur Co Of	80,022,075	3,889,179	158,729,902	191,014	0	242,832,170	0.351305%
64	80802	US Br Sun Life Assur Co of	97,331,348	0	143,584,937	0	0	240,916,285	0.348533%
65	61301	Ameritas Life Ins Corp	73,658,618	95,225,299	64,880,871	6,860,418	0	240,625,206	0.348112%
66	65595	Lincoln Benefit Life Co	220,377,837	5,611,224	10,341,003	372,993	0	236,703,057	0.342438%
67	93629	Prudential Retirement Ins &	0	(38,267)	0	230,698,774	366,494	231,027,001	0.334227%
68	65536	Genworth Life & Ann Ins Co	165,066,270	58,717,190	2,435,736	1,003,062	0	227,222,258	0.328722%
69	70815	Hartford Life & Accident Ins	92,636,358	309	127,921,584	0	0	220,558,251	0.319081%
70	69663	USAA Life Ins Co	99,955,230	87,772,748	30,003,699	1,552,945	0	219,284,622	0.317239%
71	62510	Equitrust Life Ins Co	17,072,992	180,449,709	0	2,873,553	0	200,396,254	0.289913%
72	68381	Reliance Standard Life Ins Co	55,796,007	61,437,493	78,385,581	0	0	195,619,081	0.283002%
73	94250	Banner Life Ins Co	109,444,020	79,020,219	0	2,450,074	0	190,914,313	0.276196%
74	67644	Penn Mut Life Ins Co	154,123,794	5,024,330	940,415	341,017	22,980,851	183,410,407	0.265340%
75	67172	Ohio Natl Life Ins Co	25,547,821	140,380,097	898,265	404,931	13,770,379	181,001,493	0.261855%
76	88668	Mutual Of Amer Life Ins Co	399,280	128,807	106,124	71,808	179,290,599	179,996,618	0.260401%
77	60739	American Natl Ins Co	67,535,380	96,451,963	606,118	12,627,789	0	177,221,250	0.256386%
78	68675	Security Benefit Life Ins Co	1,415,102	168,529,870	0	0	0	169,944,972	0.245859%
79	66850	National Western Life Ins Co	18,176,517	136,085,632	0	842,175	0	155,104,324	0.224389%
80	62049	Colonial Life & Accident Ins	28,763,081	1,950	119,609,881	0	0	148,374,912	0.214654%
81	71153	Hartford Life & Ann Ins Co	107,762,200	21,375,854	(7,149)	0	11,640,151	140,771,056	0.203653%
82	68713	Security Life Of Denver Ins Co	130,838,869	6,184	0	0	0	130,845,053	0.189293%
83	78778	Guardian Ins & Ann Co Inc	2,424,519	122,243,857	0	498,343	1,659,430	126,826,149	0.183479%
84	61263	Bankers Life & Cas Co	31,734,020	42,508,094	51,193,119	0	0	125,435,233	0.181467%
85	67989	American Memorial Life Ins	117,053,774	891,046	(170)	0	0	117,944,650	0.170630%
86	93548	PHL Variable Ins Co	51,730,519	60,117,622	0	1,834,666	0	113,682,807	0.164465%
87	70408	Union Security Ins Co	25,374,196	622,388	84,271,579	0	0	110,268,163	0.159525%
88	62626	CMFG Life Ins Co	25,716,402	54,887,280	29,292,485	33,560	0	109,929,727	0.159035%
89	68195	Provident Life & Accident Ins	18,616,569	0	79,177,146	0	0	97,793,715	0.141478%
90	70335	West Coast Life Ins Co	96,076,829	12,053	2,749	77,879	0	96,169,510	0.139128%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
91	62200	Accordia Life & Ann Co	96,067,233	0	0	0	0	96,067,233	0.138980%
92	60577	American Income Life Ins Co	89,390,944	0	5,992,169	0	0	95,383,113	0.137991%
93	91529	Unimerica Ins Co	10,464,525	0	83,186,231	0	0	93,650,756	0.135484%
94	69116	State Life Ins Co	51,209,635	33,742,876	4,165,391	148,937	0	89,266,839	0.129142%
95	78077	Mony Life Ins Co Of Amer	84,527,671	2,737,368	3,139	0	0	87,268,178	0.126251%
96	64017	Jefferson Natl Life Ins Co	1,376,622	82,860,337	42,485	23,495	0	84,302,939	0.121961%
97	61999	Americo Fin Life & Ann Ins Co	13,966,124	63,483,072	11,982	550,215	0	78,011,393	0.112859%
98	65927	Lincoln Heritage Life Ins Co	75,435,077	7,736	392,015	0	0	75,834,828	0.109710%
99	66583	National Guardian Life Ins Co	54,093,120	3,929,179	14,361,435	0	0	72,383,734	0.104717%
100	68810	Sentry Life Ins Co	2,519,154	68,897,265	409,121	0	0	71,825,540	0.103910%
101	92711	HCC Life Ins Co	904,746	5,400	69,852,783	0	0	70,762,929	0.102373%
102	74780	Integrity Life Ins Co	18,918	68,137,336	0	1,517,207	0	69,673,461	0.100797%
103	70939	Gerber Life Ins Co	29,062,292	0	36,653,878	0	0	65,716,170	0.095072%
104	81264	Nippon Life Ins Co Of Amer	649,775	0	64,833,185	0	0	65,482,960	0.094734%
105	60186	Allstate Life Ins Co	51,676,449	7,207,117	2,840,272	0	0	61,723,838	0.089296%
106	60232	Lombard Intl Life Assur Co	907,864	57,863,969	0	0	0	58,771,833	0.085025%
107	89206	Ohio Natl Life Assur Corp	55,771,580	0	1,320,306	1,255,522	0	58,347,408	0.084411%
108	90557	Zurich Amer Life Ins Co	35,061,682	21,687,886	386,906	0	0	57,136,474	0.082659%
109	71870	Fidelity Security Life Ins Co	1,021,448	430,545	53,675,419	15,943	0	55,143,355	0.079776%
110	71161	Principal Natl Life Ins Co	54,240,045	0	0	0	0	54,240,045	0.078469%
111	92916	United Amer Ins Co	839,381	373,276	51,603,497	0	0	52,816,154	0.076409%
112	67814	Phoenix Life Ins Co	20,093,022	71,482	211,948	32,278,727	0	52,655,179	0.076176%
113	62308	Connecticut Gen Life Ins Co	33,298,980	89,663	14,697,613	242,781	0	48,329,037	0.069918%
114	67539	Pan Amer Life Ins Co	799,565	13,480	47,472,645	0	0	48,285,690	0.069855%
115	93432	CM Life Ins Co	28,757,319	18,695,272	0	0	0	47,452,591	0.068650%
116	91472	Globe Life & Accident Ins Co	45,099,450	0	2,282,073	0	0	47,381,523	0.068547%
117	86126	Members Life Ins Co	140,177	46,589,893	0	0	0	46,730,070	0.067604%
118	61425	Trustmark Ins Co	33,999,998	14,715	11,732,397	0	0	45,747,110	0.066182%
119	62065	Colonial Penn Life Ins Co	19,099,994	0	26,390,943	0	0	45,490,937	0.065812%
120	79065	Delaware Life Ins Co	4,616,694	39,292,309	0	0	0	43,909,003	0.063523%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
121	65242	Lafayette Life Ins Co	29,727,721	13,962,228	21,537	0	0	43,711,486	0.063237%
122	71412	Mutual Of Omaha Ins Co	0	0	42,727,499	0	0	42,727,499	0.061814%
123	60534	American Heritage Life Ins Co	5,929,440	8,368	36,187,406	0	0	42,125,214	0.060943%
124	83607	Guggenheim Life & Ann Co	22,379	35,338,879	1,523	3,028,288	0	38,391,069	0.055540%
125	93440	HM Life Ins Co	22,183	0	37,997,247	0	0	38,019,430	0.055003%
126	71714	Berkshire Life Ins Co of Amer	681,727	0	37,109,128	0	0	37,790,855	0.054672%
127	93661	Annuity Investors Life Ins Co	0	37,556,536	0	0	0	37,556,536	0.054333%
128	62146	Combined Ins Co Of Amer	2,824,307	0	33,885,467	0	0	36,709,774	0.053108%
129	64513	Horace Mann Life Ins Co	4,496,203	31,706,541	15,868	0	0	36,218,612	0.052397%
130	70106	United States Life Ins Co in	13,517,939	300,793	21,235,140	0	0	35,053,872	0.050712%
131	90328	First Hlth Life & Hlth Ins Co	4,255	0	34,988,608	0	0	34,992,863	0.050624%
132	63665	General Amer Life Ins Co	32,135,309	679,504	1,527,056	0	0	34,341,869	0.049682%
133	68802	Sentinel Security Life Ins Co	2,590,949	17,599,112	315,038	13,506,164	0	34,011,263	0.049204%
134	69000	Northwestern Long Term	0	0	32,702,432	0	0	32,702,432	0.047311%
135	64505	Homesteaders Life Co	31,070,111	635,275	0	0	0	31,705,386	0.045868%
136	87963	National Teachers Assoc Life	162,064	0	29,721,807	0	0	29,883,871	0.043233%
137	65900	Wilco Life Ins Co	27,156,100	26,759	1,657,425	0	0	28,840,284	0.041723%
138	61069	Anthem Life Ins Co	8,001,580	0	20,628,065	0	0	28,629,645	0.041418%
139	99937	Columbus Life Ins Co	23,600,769	4,716,308	2,304	205,336	0	28,524,717	0.041267%
140	68543	Liberty Bankers Life Ins Co	501,623	27,049,248	0	592,423	0	28,143,294	0.040715%
141	66680	National Life Ins Co	25,047,544	308,391	2,376,731	0	0	27,732,666	0.040121%
142	71480	Great Western Ins Co	25,023,965	659,436	0	0	0	25,683,401	0.037156%
143	66427	Mutual Trust Life Ins Co a Pan	24,767,786	103,762	29,375	0	0	24,900,923	0.036024%
144	71730	Continental Amer Ins Co	229,184	0	24,601,832	0	0	24,831,016	0.035923%
145	93742	Securian Life Ins Co	21,706,466	0	2,481,685	34,199	0	24,222,350	0.035042%
146	93262	Penn Ins & Ann Co	23,979,529	0	0	0	50,000	24,029,529	0.034763%
147	67598	Paul Revere Life Ins Co	693,881	0	22,636,609	0	0	23,330,490	0.033752%
148	70319	Washington Natl Ins Co	5,406,600	1,069,359	15,929,923	0	0	22,405,882	0.032415%
149	97721	Thrivent Life Ins Co	1,779,111	20,565,953	0	0	0	22,345,064	0.032327%
150	60445	Sagicor Life Ins Co	3,451,865	17,604,145	4,014	1,142,187	0	22,202,211	0.032120%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
151	67652	First Penn Pacific Life Ins Co	21,170,592	0	7,990	0	0	21,178,582	0.030639%
152	72850	United World Life Ins Co	114,672	0	20,225,520	0	0	20,340,192	0.029426%
153	71439	Assurity Life Ins Co	14,813,579	19,918	4,921,871	349,317	0	20,104,685	0.029085%
154	65870	Manhattan Life Ins Co	1,637,158	18,443,710	7,445	0	0	20,088,313	0.029062%
155	64890	Berkley Life & Hlth Ins Co	2,691	0	20,011,274	92	0	20,014,057	0.028954%
156	61832	Chesapeake Life Ins Co	5,127,359	135,228	14,302,707	0	0	19,565,294	0.028305%
157	69744	Union Labor Life Ins Co	5,457,014	0	13,956,013	0	0	19,413,027	0.028085%
158	84786	Colorado Bankers Life Ins Co	10,040,439	6,660,220	1,467,551	486,474	0	18,654,684	0.026988%
159	69930	United Ins Co Of Amer	17,298,374	0	560,951	0	0	17,859,325	0.025837%
160	70435	The Savings Bank Life Ins Co	16,807,516	0	0	0	0	16,807,516	0.024315%
161	69396	Texas Life Ins Co	15,990,617	0	0	0	0	15,990,617	0.023134%
162	91626	New England Life Ins Co	14,554,339	1,342,664	42,930	0	0	15,939,933	0.023060%
163	86630	Prudential Ann Life Assur	182,874	11,257,972	0	4,304,333	0	15,745,179	0.022779%
164	66370	Mony Life Ins Co	12,002,417	(118,394)	3,754,992	0	0	15,639,015	0.022625%
165	82538	National Hlth Ins Co	327	0	15,583,786	0	0	15,584,113	0.022546%
166	80578	Physicians Mut Ins Co	0	0	15,472,334	0	0	15,472,334	0.022384%
167	76112	Oxford Life Ins Co	2,917,950	12,127,835	359,265	0	0	15,405,050	0.022286%
168	63495	Foresters Life Ins Ann Co	5,896,465	9,505,184	0	0	0	15,401,649	0.022282%
169	69078	Standard Security Life Ins Co	10,363	0	15,264,499	0	0	15,274,862	0.022098%
170	65129	Kansas City Life Ins Co	11,858,338	2,354,945	313,256	652,819	0	15,179,358	0.021960%
171	68721	Security Life Ins Co Of Amer	593,995	2,365	14,042,604	0	0	14,638,964	0.021178%
172	72125	Physicians Life Ins Co	13,106,252	609,310	584,112	149,639	0	14,449,313	0.020904%
173	68500	Continental Life Ins Co	4,102	0	13,725,200	0	0	13,729,302	0.019862%
174	13183	Eagle Life Ins Co	0	13,351,065	0	0	0	13,351,065	0.019315%
175	69310	Surety Life Ins Co	13,218,076	85,554	17,381	0	0	13,321,011	0.019271%
176	63290	Fidelity Life Assn A Legal	13,027,365	0	27,597	0	0	13,054,962	0.018887%
177	64343	Pacific Guardian Life Ins Co	11,530,121	648	1,672	754,329	0	12,286,770	0.017775%
178	84824	Commonwealth Ann & Life	3,472,658	6,891,647	6,825	1,620,682	0	11,991,812	0.017349%
179	61492	Athene Annuity & Life Assur	5,105,223	4,710,704	1,957,727	0	0	11,773,654	0.017033%
180	84530	US Financial Life Ins Co	11,724,182	0	0	0	0	11,724,182	0.016961%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
181	80985	4 Ever Life Ins Co	476,317	0	11,041,736	(13,219)	0	11,504,834	0.016644%
182	70483	Western & Southern Life Ins	10,443,380	0	512,012	0	0	10,955,392	0.015849%
183	65110	Kanawha Ins Co	2,002,970	0	8,814,759	0	0	10,817,729	0.015650%
184	63258	Federated Life Ins Co	8,698,313	204,122	1,805,377	0	0	10,707,812	0.015491%
185	14406	Industrial Alliance Ins & Fin	4,886,270	4,890,394	0	0	0	9,776,664	0.014144%
186	62863	Trustmark Life Ins Co	282,981	0	9,279,819	0	0	9,562,800	0.013834%
187	76325	Senior Hlth Ins Co of PA	0	0	9,450,994	0	0	9,450,994	0.013673%
188	80926	Sun Life & Hlth Ins Co	8,038,388	0	1,341,976	0	0	9,380,364	0.013571%
189	93572	RGA Reins Co	0	0	9,362,396	0	0	9,362,396	0.013545%
190	65722	Loyal Amer Life Ins Co	105,253	7,938	9,230,502	2,406	0	9,346,099	0.013521%
191	81353	NYLife Ins Co Of AZ	8,709,396	0	0	0	0	8,709,396	0.012600%
192	80314	Unicare Life & Hlth Ins Co	5,875,730	0	2,724,964	0	0	8,600,694	0.012443%
193	77879	5 Star Life Ins Co	8,582,170	0	1,336	0	0	8,583,506	0.012418%
194	65331	Liberty Natl Life Ins Co	7,778,328	1,036	315,169	0	0	8,094,533	0.011710%
195	84174	ELCO Mut Life & Ann	11,753	3,702,636	0	4,135,169	0	7,849,558	0.011356%
196	76236	Cincinnati Life Ins Co	7,080,117	706,606	19,089	0	0	7,805,812	0.011293%
197	61395	Beneficial Life Ins Co	7,410,290	342,359	2,133	4	0	7,754,786	0.011219%
198	67911	Pioneer Mut Life Ins Co	7,600,401	40,222	0	0	0	7,640,623	0.011054%
199	92622	Western Southern Life Assur	6,163,155	1,332,992	0	115,638	0	7,611,785	0.011012%
200	86355	Standard Life & Accident Ins	960,985	10,908	6,592,117	0	0	7,564,010	0.010943%
201	70785	Pacificare Life & Hlth Ins Co	0	0	7,180,251	0	0	7,180,251	0.010388%
202	80659	US Business of Canada Life	6,464,974	14,099	379,172	0	0	6,858,245	0.009922%
203	68594	American Amicable Life Ins	6,305,079	490,378	0	0	0	6,795,457	0.009831%
204	61360	Reliastar Life Ins Co Of NY	3,223,443	8,400	3,156,527	0	0	6,388,370	0.009242%
205	69515	Medamerica Ins Co	0	0	6,378,084	0	0	6,378,084	0.009227%
206	64211	Guarantee Trust Life Ins Co	2,846,412	9,599	3,238,352	(140)	0	6,094,223	0.008817%
207	97136	Metropolitan Tower Life Ins	5,964,453	11,520	0	0	0	5,975,973	0.008645%
208	65951	Merit Life Ins Co	2,312,292	0	3,653,037	0	0	5,965,329	0.008630%
209	67601	Unum Ins Co	190,215	0	0	5,530,762	0	5,720,977	0.008277%
210	98205	Natl Foundation Life Ins Co	50	0	5,690,802	0	0	5,690,852	0.008233%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
211	66087	Mid West Natl Life Ins Co Of	1,157,326	46,420	4,338,678	0	0	5,542,424	0.008018%
212	60518	American Hlth & Life Ins Co	2,875,105	0	2,451,744	37,938	0	5,364,787	0.007761%
213	69272	Sunset Life Ins Co Of Amer	4,445,003	743,628	0	37,545	0	5,226,176	0.007561%
214	90638	Best Life & Hlth Ins Co	215,426	0	4,997,099	0	0	5,212,525	0.007541%
215	72222	Amica Life Ins Co	4,991,528	172,442	0	0	0	5,163,970	0.007471%
216	91693	IA Amer Life Ins Co	4,882,304	155,491	11,929	0	0	5,049,724	0.007305%
217	63983	United Heritage Life Ins Co	3,292,499	1,221,642	17,079	289,966	0	4,821,186	0.006975%
218	90212	Great Southern Life Ins Co	4,129,769	481,197	137,581	59,758	0	4,808,305	0.006956%
219	71129	Dearborn Natl Life Ins Co	1,875,391	5,516	2,765,660	123,142	0	4,769,709	0.006900%
220	70416	MML Bay State Life Ins Co	4,674,785	0	0	0	0	4,674,785	0.006763%
221	65781	Madison Natl Life Ins Co Inc	811,951	1,322,625	2,469,187	0	0	4,603,763	0.006660%
222	67199	Old Amer Ins Co	4,435,831	0	75,312	0	0	4,511,143	0.006526%
223	62345	Berkshire Hathaway Life Ins	0	4,492,902	0	0	0	4,492,902	0.006500%
224	76023	Columbian Life Ins Co	4,446,058	0	0	0	0	4,446,058	0.006432%
225	63053	Family Life Ins Co	2,610,586	3,025	1,824,085	0	0	4,437,696	0.006420%
226	93777	Pavonia Life Ins Co of MI	3,841,425	0	376,977	0	0	4,218,402	0.006103%
227	77968	Family Heritage Life Ins Co Of	36,945	0	4,180,223	0	0	4,217,168	0.006101%
228	62596	Union Fidelity Life Ins Co	1,389,621	18	2,753,243	0	0	4,142,882	0.005994%
229	61476	Boston Mut Life Ins Co	2,572,368	0	1,499,011	0	0	4,071,379	0.005890%
230	60216	Amalgamated Life Ins Co	122,965	0	3,933,224	0	0	4,056,189	0.005868%
231	63967	Government Personnel Mut	4,012,396	12,976	25,495	0	0	4,050,867	0.005860%
232	99775	Funeral Directors Life Ins Co	2,123,545	1,531,123	0	0	0	3,654,668	0.005287%
233	69485	Security Natl Life Ins Co	3,299,341	327,794	2,122	17,735	0	3,646,992	0.005276%
234	63479	United Teacher Assoc Ins Co	157,786	874,262	2,521,064	0	0	3,553,112	0.005140%
235	61212	Baltimore Life Ins Co	2,890,448	800	8,268	555,323	0	3,454,839	0.004998%
236	62359	Constitution Life Ins Co	356,521	1,180	3,066,892	0	0	3,424,593	0.004954%
237	67148	Occidental Life Ins Co Of NC	2,654,871	725,960	0	0	0	3,380,831	0.004891%
238	60275	American Bankers Life Assur	1,659,890	3,509	1,711,021	0	0	3,374,420	0.004882%
239	77720	LifeSecure Ins Co	536,159	55,960	2,781,180	0	0	3,373,299	0.004880%
240	62286	Golden Rule Ins Co	1,536,788	252,127	1,551,116	0	0	3,340,031	0.004832%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
241	80896	Centre Life Ins Co	0	0	3,313,341	0	0	3,313,341	0.004793%
242	61182	Aurora Natl Life Assur Co	3,287,847	0	0	(186,119)	0	3,101,728	0.004487%
243	62057	Lincoln Life & Ann Co of NY	1,593,013	880,627	579,783	0	0	3,053,423	0.004417%
244	68772	Security Mut Life Ins Co Of NY	2,392,249	599,555	32,881	0	0	3,024,685	0.004376%
245	61875	Church Life Ins Corp	1,503,290	1,211,967	0	278,790	0	2,994,047	0.004331%
246	64238	Guaranty Income Life Ins Co	5,044	2,750,684	177,089	41,656	0	2,974,473	0.004303%
247	69892	United Farm Family Life Ins	2,943,532	2,775	0	181	0	2,946,488	0.004263%
248	62413	Wilcac Life Ins Co	1,331,566	84,534	6,248	1,449,892	0	2,872,240	0.004155%
249	67180	Ohio State Life Ins Co	2,766,013	847	58	346	0	2,767,264	0.004003%
250	67083	Manhattan Natl Life Ins Co	2,715,594	2,427	0	0	0	2,718,021	0.003932%
251	67059	North Coast Life Ins Co	1,736,430	857,744	0	0	0	2,594,174	0.003753%
252	67261	Old Republic Life Ins Co	2,536,745	0	2,098	0	0	2,538,843	0.003673%
253	93459	Pan Amer Assur Co	2,511,031	0	0	0	0	2,511,031	0.003633%
254	11121	Unified Life Ins Co	322,689	1,936	2,162,353	0	0	2,486,978	0.003598%
255	84522	Auto Club Life Ins Co	2,122,364	333,515	8,955	0	0	2,464,834	0.003566%
256	93610	John Hancock Life & Hlth Ins	129,802	0	2,307,515	0	0	2,437,317	0.003526%
257	69566	Trans World Assur Co	1,901,283	330,336	0	0	0	2,231,619	0.003228%
258	61883	Central United Life Ins Co	51,751	0	2,046,571	0	0	2,098,322	0.003036%
259	68047	Professional Ins Co	37,420	0	2,045,347	0	0	2,082,767	0.003013%
260	80705	US Br Great West Life Assur	1,251,894	0	823,506	0	0	2,075,400	0.003002%
261	63223	Federal Life Ins Co	2,010,720	12,950	18,505	0	0	2,042,175	0.002954%
262	78662	Senior Life Ins Co	1,860,191	0	0	0	0	1,860,191	0.002691%
263	61409	National Benefit Life Ins Co	1,780,515	0	76,579	480	0	1,857,574	0.002687%
264	60399	American Family Life Ins Co	1,672,337	6,900	0	0	0	1,679,237	0.002429%
265	63657	Garden State Life Ins Co	1,665,463	0	1,329	0	0	1,666,792	0.002411%
266	69922	United Home Life Ins Co	1,575,306	175	18,747	0	0	1,594,228	0.002306%
267	66265	Monarch Life Ins Co	135,333	0	1,343,923	0	0	1,479,256	0.002140%
268	68985	Starmount Life Ins Co	132,935	0	1,337,775	0	0	1,470,710	0.002128%
269	62880	AXA Equitable Life & Ann Co	1,444,820	0	0	0	0	1,444,820	0.002090%
270	63487	Investors Life Ins Co N Amer	1,432,352	2,000	0	0	0	1,434,352	0.002075%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
271	71773	American Natl Life Ins Co Of	169,495	0	1,226,933	0	0	1,396,428	0.002020%
272	70866	Allstate Assur Co	1,355,253	13,000	0	0	0	1,368,253	0.001979%
273	65080	John Alden Life Ins Co	676,282	279	614,439	0	0	1,291,000	0.001868%
274	67784	Philadelphia Amer Life Ins Co	448	0	1,153,038	102,496	0	1,255,982	0.001817%
275	71471	Ability Ins Co	29,238	0	1,120,107	0	0	1,149,345	0.001663%
276	62928	EMC Natl Life Co	908,563	118,442	1,057	64,019	0	1,092,081	0.001580%
277	79022	Transamerica Advisors Life	969,399	79,926	0	0	0	1,049,325	0.001518%
278	60836	American Republic Ins Co	385,935	0	648,068	0	0	1,034,003	0.001496%
279	70173	Universal Underwriters Life	1,011,865	0	0	0	0	1,011,865	0.001464%
280	68039	Athene Ann & Life Assur Co	834,530	144,129	0	0	0	978,659	0.001416%
281	67032	North Carolina Mut Life Ins	21,863	200	942,567	0	0	964,630	0.001396%
282	64580	Illinois Mut Life Ins Co	811,904	0	149,711	0	0	961,615	0.001391%
283	60801	American Public Life Ins Co	3,929	0	944,032	0	0	947,961	0.001371%
284	60429	American Fidelity Life Ins Co	648,852	179,784	0	0	0	828,636	0.001199%
285	66540	National Farmers Union Life	732,320	9	0	0	0	732,329	0.001059%
286	61751	Central States H & L Co Of	576,074	0	107,744	0	0	683,818	0.000989%
287	63819	Unity Financial Life Ins Co	682,248	0	0	0	0	682,248	0.000987%
288	69140	First Allmerica Fin Life Ins Co	659,308	0	1,257	0	0	660,565	0.000956%
289	31119	Medico Ins Co	16,045	0	580,555	0	0	596,600	0.000863%
290	60704	Wilton Reassur Life Co of NY	547,308	5,200	10,131	0	0	562,639	0.000814%
291	70874	Allstate Life Ins Co Of NY	517,767	125	15,791	0	0	533,683	0.000772%
292	87645	United Fidelity Life Ins Co	490,432	13,267	0	803	0	504,502	0.000730%
293	71404	Continental Gen Ins Co	120,436	0	333,097	0	0	453,533	0.000656%
294	71390	Puritan Life Ins Co of Amer	114,339	274,983	63,981	0	0	453,303	0.000656%
295	89184	Sterling Investors Life Ins Co	319,024	1,561	76,139	0	0	396,724	0.000574%
296	62634	Delaware Amer Life Ins Co	165,790	0	190,777	0	0	356,567	0.000516%
297	97268	Pacific Life & Ann Co	168,196	187,520	0	0	0	355,716	0.000515%
298	81779	Individual Assur Co Life Hlth	0	0	352,985	0	0	352,985	0.000511%
299	68632	Vantis Life Ins Co	342,291	0	0	0	0	342,291	0.000495%
300	67946	Pioneer Security Life Ins Co	337,301	540	0	0	0	337,841	0.000489%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
301	60003	Park Avenue Life Ins Co	324,276	0	0	0	0	324,276	0.000469%
302	67873	Pioneer Amer Ins Co	277,187	2,137	0	0	0	279,324	0.000404%
303	73130	All Savers Life Ins Co of CA	0	0	264,644	0	0	264,644	0.000383%
304	62103	Columbian Mut Life Ins Co	230,775	11,178	19,403	0	0	261,356	0.000378%
305	65811	American Modern Life Ins Co	156,365	0	96,059	0	0	252,424	0.000365%
306	66109	Midwestern United Life Ins	233,549	570	0	0	0	234,119	0.000339%
307	97764	Idealife Ins Co	178,469	2,176	14,167	0	0	194,812	0.000282%
308	71323	Zale Life Ins Co	87,832	0	89,575	0	0	177,407	0.000257%
309	67393	Ozark Natl Life Ins Co	171,518	333	943	0	0	172,794	0.000250%
310	88366	American Retirement Life Ins	0	0	156,705	0	0	156,705	0.000227%
311	81213	American Maturity Life Ins Co	0	133,208	0	0	14,237	147,445	0.000213%
312	97179	UnitedHealthcare Life Ins Co	0	0	134,395	0	0	134,395	0.000194%
313	69647	Catamaran Ins of Ohio Inc	130,853	1,016	0	0	0	131,869	0.000191%
314	88536	Protective Life & Annuity Ins	89,993	32,000	0	0	0	121,993	0.000176%
315	60183	S USA Life Ins Co Inc	104,375	0	4,544	0	0	108,919	0.000158%
316	69973	United Life Ins Co	92,209	0	0	0	0	92,209	0.000133%
317	68284	Pyramid Life Ins Co	22,383	0	50,820	0	0	73,203	0.000106%
318	97241	Settlers Life Ins Co	40,500	515	1,466	0	0	42,481	0.000061%
319	86371	Ullico Life Ins Co	39,253	0	0	0	0	39,253	0.000057%
320	90247	Pharmacists Life Ins Co	33,326	2,400	0	150	0	35,876	0.000052%
321	92444	Doctors Life Ins Co	26,243	6,500	0	0	0	32,743	0.000047%
322	68446	Longevity Ins Co	21,613	200	9,683	0	0	31,496	0.000046%
323	69698	New Era Life Ins Co Of	14,497	2,041	0	14,374	0	30,912	0.000045%
324	42129	United Security Assur Co Of	0	0	29,357	0	0	29,357	0.000042%
325	62383	Centurion Life Ins Co	27,921	0	0	0	0	27,921	0.000040%
326	81426	Commercial Travelers Mut	0	0	25,027	0	0	25,027	0.000036%
327	68357	Reliable Life Ins Co	24,101	0	440	0	0	24,541	0.000036%
328	90581	Symetra Natl Life Ins Co	18,857	0	0	0	0	18,857	0.000027%
329	82880	CSI Life Ins Co	15,190	0	0	0	0	15,190	0.000022%
330	78700	Aetna Hlth & Life Ins Co	0	0	14,925	0	0	14,925	0.000022%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Market Share [Written Premium]

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share
331	94188	Lifewise Assur Co	0	0	14,181	0	0	14,181	0.000021%
332	61808	Charter Natl Life Ins Co	(163)	14,219	0	0	0	14,056	0.000020%
333	67903	Provident Amer Life & Hlth	475	0	8,911	0	0	9,386	0.000014%
334	85561	MAPFRE Life Ins Co	1,214	0	6,008	0	0	7,222	0.000010%
335	78743	New Era Life Ins Co	1,607	127	66	641	0	2,441	0.000004%
336	74004	Family Serv Life Ins Co	1,420	0	0	0	0	1,420	0.000002%
337	61581	Capitol Life Ins Co	1,345	0	0	0	0	1,345	0.000002%
338	76694	London Life Reins Co	0	0	1,025	0	0	1,025	0.000001%
339	70955	USA Life One Ins Co Of IN	982	0	0	0	0	982	0.000001%
340	76007	Old United Life Ins Co	635	0	0	0	0	635	0.000001%
341	92908	HealthMarkets Ins Co	0	0	481	0	0	481	0.000001%
342	78301	Corvesta Life Ins Co	356	0	0	0	0	356	0.000001%
Totals:			15,882,278,621	24,492,352,649	17,864,747,791	2,509,592,371	8,373,906,713	69,122,878,145	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	936,987,573	5.899579%
2	67091	Northwestern Mut Life Ins Co	860,668,965	5.419052%
3	65978	Metropolitan Life Ins Co	713,959,740	4.495323%
4	65676	Lincoln Natl Life Ins Co	689,266,888	4.339849%
5	65838	John Hancock Life Ins Co USA	511,662,363	3.221593%
6	65935	Massachusetts Mut Life Ins Co	478,590,931	3.013364%
7	67466	Pacific Life Ins Co	476,522,234	3.000339%
8	60488	American Gen Life Ins Co	449,104,014	2.827705%
9	69108	State Farm Life Ins Co	440,733,838	2.775004%
10	86231	Transamerica Life Ins Co	438,450,139	2.760625%
11	66281	Transamerica Premier Life Ins Co	419,928,221	2.644005%
12	79227	Pruco Life Ins Co	391,892,858	2.467485%
13	68241	Prudential Ins Co Of Amer	367,612,545	2.314608%
14	87726	Metlife Ins Co USA	341,692,564	2.151408%
15	65919	Primerica Life Ins Co	336,683,325	2.119868%
16	66168	Minnesota Life Ins Co	333,956,805	2.102701%
17	63177	Farmers New World Life Ins Co	286,660,543	1.804908%
18	91596	New York Life Ins & Ann Corp	278,228,440	1.751817%
19	65498	Life Ins Co Of N Amer	246,122,057	1.549665%
20	62944	AXA Equitable Life Ins Co	230,762,140	1.452954%
21	65595	Lincoln Benefit Life Co	220,377,837	1.387571%
22	64246	Guardian Life Ins Co Of Amer	210,732,112	1.326838%
23	65528	Life Ins Co Of The Southwest	200,202,860	1.260542%
24	67105	Reliastar Life Ins Co	194,241,772	1.223009%
25	71854	AAA Life Ins Co	192,948,790	1.214868%
26	92657	Nationwide Life & Ann Ins Co	179,877,560	1.132568%
27	65536	Genworth Life & Ann Ins Co	165,066,270	1.039311%
28	68136	Protective Life Ins Co	164,574,788	1.036216%
29	67644	Penn Mut Life Ins Co	154,123,794	0.970414%
30	66869	Nationwide Life Ins Co	153,192,524	0.964550%
31	61271	Principal Life Ins Co	149,834,100	0.943404%
32	69868	United Of Omaha Life Ins Co	147,420,360	0.928207%
33	90611	Allianz Life Ins Co Of N Amer	132,104,375	0.831772%
34	68713	Security Life Of Denver Ins Co	130,838,869	0.823804%
35	66044	Midland Natl Life Ins Co	124,165,764	0.781788%
36	67989	American Memorial Life Ins Co	117,053,774	0.737009%
37	65005	RiverSource Life Ins Co	115,037,339	0.724313%
38	62235	Unum Life Ins Co Of Amer	115,026,519	0.724244%
39	65056	Jackson Natl Life Ins Co	113,458,293	0.714370%
40	94250	Banner Life Ins Co	109,444,020	0.689095%
41	71153	Hartford Life & Ann Ins Co	107,762,200	0.678506%
42	66974	North Amer Co Life & Hlth Ins	107,027,046	0.673877%
43	63274	Fidelity & Guar Life Ins Co	101,170,530	0.637003%
44	69663	USAA Life Ins Co	99,955,230	0.629351%
45	80802	US Br Sun Life Assur Co of Canada	97,331,348	0.612830%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
46	70335	West Coast Life Ins Co	96,076,829	0.604931%
47	62200	Accordia Life & Ann Co	96,067,233	0.604871%
48	69019	Standard Ins Co	92,977,665	0.585418%
49	70815	Hartford Life & Accident Ins Co	92,636,358	0.583269%
50	60577	American Income Life Ins Co	89,390,944	0.562834%
51	78077	Mony Life Ins Co Of Amer	84,527,671	0.532214%
52	65315	Liberty Life Assur Co Of Boston	80,022,075	0.503845%
53	60054	Aetna Life Ins Co	79,682,293	0.501706%
54	65927	Lincoln Heritage Life Ins Co	75,435,077	0.474964%
55	61301	Ameritas Life Ins Corp	73,658,618	0.463779%
56	61689	Athene Ann & Life Co	71,480,903	0.450067%
57	60739	American Natl Ins Co	67,535,380	0.425225%
58	70025	Genworth Life Ins Co	56,411,968	0.355188%
59	68381	Reliance Standard Life Ins Co	55,796,007	0.351310%
60	89206	Ohio Natl Life Assur Corp	55,771,580	0.351156%
61	62825	Anthem Blue Cross Life & Health Ins Co	54,637,668	0.344017%
62	71161	Principal Natl Life Ins Co	54,240,045	0.341513%
63	66583	National Guardian Life Ins Co	54,093,120	0.340588%
64	93548	PHL Variable Ins Co	51,730,519	0.325712%
65	60186	Allstate Life Ins Co	51,676,449	0.325372%
66	69116	State Life Ins Co	51,209,635	0.322433%
67	91472	Globe Life & Accident Ins Co	45,099,450	0.283961%
68	68608	Symetra Life Ins Co	41,129,468	0.258965%
69	90557	Zurich Amer Life Ins Co	35,061,682	0.220760%
70	91642	Forethought Life Ins Co	34,354,522	0.216307%
71	61425	Trustmark Ins Co	33,999,998	0.214075%
72	62308	Connecticut Gen Life Ins Co	33,298,980	0.209661%
73	63665	General Amer Life Ins Co	32,135,309	0.202334%
74	60410	American Fidelity Assur Co	31,777,871	0.200084%
75	61263	Bankers Life & Cas Co	31,734,020	0.199808%
76	68322	Great W Life & Ann Ins Co	31,581,502	0.198847%
77	64505	Homesteaders Life Co	31,070,111	0.195628%
78	65242	Lafayette Life Ins Co	29,727,721	0.187175%
79	60142	TIAA Cref Life Ins Co	29,484,871	0.185646%
80	70939	Gerber Life Ins Co	29,062,292	0.182986%
81	62049	Colonial Life & Accident Ins Co	28,763,081	0.181102%
82	93432	CM Life Ins Co	28,757,319	0.181065%
83	65900	Wilco Life Ins Co	27,156,100	0.170984%
84	62626	CMFG Life Ins Co	25,716,402	0.161919%
85	67172	Ohio Natl Life Ins Co	25,547,821	0.160857%
86	70408	Union Security Ins Co	25,374,196	0.159764%
87	66680	National Life Ins Co	25,047,544	0.157707%
88	71480	Great Western Ins Co	25,023,965	0.157559%
89	66427	Mutual Trust Life Ins Co a Pan Amer	24,767,786	0.155946%
90	93262	Penn Ins & Ann Co	23,979,529	0.150983%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
91	99937	Columbus Life Ins Co	23,600,769	0.148598%
92	60895	American United Life Ins Co	23,347,604	0.147004%
93	60380	American Family Life Assur Co of Col	23,217,863	0.146187%
94	93742	Securian Life Ins Co	21,706,466	0.136671%
95	69345	Teachers Ins & Ann Assoc Of Amer	21,260,602	0.133864%
96	67652	First Penn Pacific Life Ins Co	21,170,592	0.133297%
97	67814	Phoenix Life Ins Co	20,093,022	0.126512%
98	62065	Colonial Penn Life Ins Co	19,099,994	0.120260%
99	68195	Provident Life & Accident Ins Co	18,616,569	0.117216%
100	66850	National Western Life Ins Co	18,176,517	0.114445%
101	69930	United Ins Co Of Amer	17,298,374	0.108916%
102	62510	Equitrust Life Ins Co	17,072,992	0.107497%
103	70435	The Savings Bank Life Ins Co Of MA	16,807,516	0.105826%
104	69396	Texas Life Ins Co	15,990,617	0.100682%
105	71439	Assurity Life Ins Co	14,813,579	0.093271%
106	91626	New England Life Ins Co	14,554,339	0.091639%
107	61999	Americo Fin Life & Ann Ins Co	13,966,124	0.087935%
108	70106	United States Life Ins Co in the Cit	13,517,939	0.085113%
109	69310	Surety Life Ins Co	13,218,076	0.083225%
110	72125	Physicians Life Ins Co	13,106,252	0.082521%
111	63290	Fidelity Life Assn A Legal Reserve L	13,027,365	0.082025%
112	88072	Hartford Life Ins Co	12,210,462	0.076881%
113	66370	Mony Life Ins Co	12,002,417	0.075571%
114	65129	Kansas City Life Ins Co	11,858,338	0.074664%
115	84530	US Financial Life Ins Co	11,724,182	0.073819%
116	64343	Pacific Guardian Life Ins Co Ltd	11,530,121	0.072597%
117	91529	Unimerica Ins Co	10,464,525	0.065888%
118	70483	Western & Southern Life Ins Co	10,443,380	0.065755%
119	84786	Colorado Bankers Life Ins Co	10,040,439	0.063218%
120	86509	Voya Retirement Ins & Ann Co	9,904,572	0.062362%
121	61557	Blue Shield of CA Life & Hlth Ins Co	9,014,304	0.056757%
122	81353	NYLife Ins Co Of AZ	8,709,396	0.054837%
123	63258	Federated Life Ins Co	8,698,313	0.054767%
124	63312	Great Amer Life Ins Co	8,690,879	0.054721%
125	77879	5 Star Life Ins Co	8,582,170	0.054036%
126	80926	Sun Life & Hlth Ins Co	8,038,388	0.050612%
127	61069	Anthem Life Ins Co	8,001,580	0.050381%
128	65331	Liberty Natl Life Ins Co	7,778,328	0.048975%
129	67911	Pioneer Mut Life Ins Co	7,600,401	0.047855%
130	61395	Beneficial Life Ins Co	7,410,290	0.046658%
131	76236	Cincinnati Life Ins Co	7,080,117	0.044579%
132	80659	US Business of Canada Life Assur Co	6,464,974	0.040706%
133	68594	American Amicable Life Ins Co Of TX	6,305,079	0.039699%
134	92622	Western Southern Life Assur Co	6,163,155	0.038805%
135	97136	Metropolitan Tower Life Ins Co	5,964,453	0.037554%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
136	60534	American Heritage Life Ins Co	5,929,440	0.037334%
137	63495	Foresters Life Ins Ann Co	5,896,465	0.037126%
138	80314	Unicare Life & Hlth Ins Co	5,875,730	0.036996%
139	69744	Union Labor Life Ins Co	5,457,014	0.034359%
140	70319	Washington Natl Ins Co	5,406,600	0.034042%
141	79413	UnitedHealthcare Ins Co	5,226,319	0.032907%
142	61832	Chesapeake Life Ins Co	5,127,359	0.032284%
143	61492	Athene Annuity & Life Assur Co	5,105,223	0.032144%
144	72222	Amica Life Ins Co	4,991,528	0.031428%
145	14406	Industrial Alliance Ins & Fin Serv I	4,886,270	0.030766%
146	91693	IA Amer Life Ins Co	4,882,304	0.030741%
147	70416	MML Bay State Life Ins Co	4,674,785	0.029434%
148	79065	Delaware Life Ins Co	4,616,694	0.029068%
149	64513	Horace Mann Life Ins Co	4,496,203	0.028310%
150	76023	Columbian Life Ins Co	4,446,058	0.027994%
151	69272	Sunset Life Ins Co Of Amer	4,445,003	0.027987%
152	67199	Old Amer Ins Co	4,435,831	0.027929%
153	90212	Great Southern Life Ins Co	4,129,769	0.026002%
154	63967	Government Personnel Mut Life Ins Co	4,012,396	0.025263%
155	93777	Pavonia Life Ins Co of MI	3,841,425	0.024187%
156	84824	Commonwealth Ann & Life Ins Co	3,472,658	0.021865%
157	60445	Sagicor Life Ins Co	3,451,865	0.021734%
158	69485	Security Natl Life Ins Co	3,299,341	0.020774%
159	63983	United Heritage Life Ins Co	3,292,499	0.020731%
160	61182	Aurora Natl Life Assur Co	3,287,847	0.020701%
161	61360	Reliastar Life Ins Co Of NY	3,223,443	0.020296%
162	69892	United Farm Family Life Ins Co	2,943,532	0.018533%
163	76112	Oxford Life Ins Co	2,917,950	0.018372%
164	61212	Baltimore Life Ins Co	2,890,448	0.018199%
165	60518	American Hlth & Life Ins Co	2,875,105	0.018103%
166	64211	Guarantee Trust Life Ins Co	2,846,412	0.017922%
167	62146	Combined Ins Co Of Amer	2,824,307	0.017783%
168	67180	Ohio State Life Ins Co	2,766,013	0.017416%
169	67083	Manhattan Natl Life Ins Co	2,715,594	0.017098%
170	67148	Occidental Life Ins Co Of NC	2,654,871	0.016716%
171	63053	Family Life Ins Co	2,610,586	0.016437%
172	68802	Sentinel Security Life Ins Co	2,590,949	0.016313%
173	61476	Boston Mut Life Ins Co	2,572,368	0.016196%
174	80942	Voya Ins & Ann Co	2,539,000	0.015986%
175	67261	Old Republic Life Ins Co	2,536,745	0.015972%
176	68810	Sentry Life Ins Co	2,519,154	0.015861%
177	93459	Pan Amer Assur Co	2,511,031	0.015810%
178	78778	Guardian Ins & Ann Co Inc	2,424,519	0.015266%
179	68772	Security Mut Life Ins Co Of NY	2,392,249	0.015062%
180	65951	Merit Life Ins Co	2,312,292	0.014559%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
181	93696	Fidelity Investments Life Ins Co	2,158,177	0.013589%
182	99775	Funeral Directors Life Ins Co	2,123,545	0.013371%
183	84522	Auto Club Life Ins Co	2,122,364	0.013363%
184	63223	Federal Life Ins Co	2,010,720	0.012660%
185	65110	Kanawha Ins Co	2,002,970	0.012611%
186	69566	Trans World Assur Co	1,901,283	0.011971%
187	71129	Dearborn Natl Life Ins Co	1,875,391	0.011808%
188	78662	Senior Life Ins Co	1,860,191	0.011712%
189	61409	National Benefit Life Ins Co	1,780,515	0.011211%
190	97721	Thrivent Life Ins Co	1,779,111	0.011202%
191	67059	North Coast Life Ins Co	1,736,430	0.010933%
192	60399	American Family Life Ins Co	1,672,337	0.010530%
193	63657	Garden State Life Ins Co	1,665,463	0.010486%
194	60275	American Bankers Life Assur Co Of FL	1,659,890	0.010451%
195	65870	Manhattan Life Ins Co	1,637,158	0.010308%
196	62057	Lincoln Life & Ann Co of NY	1,593,013	0.010030%
197	69922	United Home Life Ins Co	1,575,306	0.009919%
198	62286	Golden Rule Ins Co	1,536,788	0.009676%
199	61875	Church Life Ins Corp	1,503,290	0.009465%
200	66141	Health Net Life Ins Co	1,469,685	0.009254%
201	62880	AXA Equitable Life & Ann Co	1,444,820	0.009097%
202	63487	Investors Life Ins Co N Amer	1,432,352	0.009019%
203	68675	Security Benefit Life Ins Co	1,415,102	0.008910%
204	62596	Union Fidelity Life Ins Co	1,389,621	0.008750%
205	64017	Jefferson Natl Life Ins Co	1,376,622	0.008668%
206	70866	Allstate Assur Co	1,355,253	0.008533%
207	62413	Wilcac Life Ins Co	1,331,566	0.008384%
208	80705	US Br Great West Life Assur Co	1,251,894	0.007882%
209	66087	Mid West Natl Life Ins Co Of TN	1,157,326	0.007287%
210	69477	Time Ins Co	1,063,661	0.006697%
211	71870	Fidelity Security Life Ins Co	1,021,448	0.006431%
212	70173	Universal Underwriters Life Ins Co	1,011,865	0.006371%
213	79022	Transamerica Advisors Life Ins Co	969,399	0.006104%
214	86355	Standard Life & Accident Ins Co	960,985	0.006051%
215	62928	EMC Natl Life Co	908,563	0.005721%
216	60232	Lombard Intl Life Assur Co	907,864	0.005716%
217	92711	HCC Life Ins Co	904,746	0.005697%
218	70688	Transamerica Financial Life Ins Co	857,725	0.005401%
219	92916	United Amer Ins Co	839,381	0.005285%
220	68039	Athene Ann & Life Assur Co of NY	834,530	0.005254%
221	65781	Madison Natl Life Ins Co Inc	811,951	0.005112%
222	64580	Illinois Mut Life Ins Co	811,904	0.005112%
223	67539	Pan Amer Life Ins Co	799,565	0.005034%
224	66540	National Farmers Union Life Ins Co	732,320	0.004611%
225	67598	Paul Revere Life Ins Co	693,881	0.004369%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
226	63819	Unity Financial Life Ins Co	682,248	0.004296%
227	71714	Berkshire Life Ins Co of Amer	681,727	0.004292%
228	65080	John Alden Life Ins Co	676,282	0.004258%
229	69140	First Allmerica Fin Life Ins Co	659,308	0.004151%
230	81264	Nippon Life Ins Co Of Amer	649,775	0.004091%
231	60429	American Fidelity Life Ins Co	648,852	0.004085%
232	68721	Security Life Ins Co Of Amer	593,995	0.003740%
233	61751	Central States H & L Co Of Omaha	576,074	0.003627%
234	60704	Wilton Reassur Life Co of NY	547,308	0.003446%
235	77720	LifeSecure Ins Co	536,159	0.003376%
236	70874	Allstate Life Ins Co Of NY	517,767	0.003260%
237	68543	Liberty Bankers Life Ins Co	501,623	0.003158%
238	87645	United Fidelity Life Ins Co	490,432	0.003088%
239	80985	4 Ever Life Ins Co	476,317	0.002999%
240	88668	Mutual Of Amer Life Ins Co	399,280	0.002514%
241	60836	American Republic Ins Co	385,935	0.002430%
242	62359	Constitution Life Ins Co	356,521	0.002245%
243	68632	Vantis Life Ins Co	342,291	0.002155%
244	67946	Pioneer Security Life Ins Co	337,301	0.002124%
245	60003	Park Avenue Life Ins Co	324,276	0.002042%
246	11121	Unified Life Ins Co	322,689	0.002032%
247	89184	Sterling Investors Life Ins Co	319,024	0.002009%
248	62863	Trustmark Life Ins Co	282,981	0.001782%
249	67873	Pioneer Amer Ins Co	277,187	0.001745%
250	66109	Midwestern United Life Ins Co	233,549	0.001471%
251	62103	Columbian Mut Life Ins Co	230,775	0.001453%
252	71730	Continental Amer Ins Co	229,184	0.001443%
253	90638	Best Life & Hlth Ins Co	215,426	0.001356%
254	67601	Unum Ins Co	190,215	0.001198%
255	86630	Prudential Ann Life Assur Corp	182,874	0.001151%
256	97764	Idealife Ins Co	178,469	0.001124%
257	67393	Ozark Natl Life Ins Co	171,518	0.001080%
258	71773	American Natl Life Ins Co Of TX	169,495	0.001067%
259	97268	Pacific Life & Ann Co	168,196	0.001059%
260	62634	Delaware Amer Life Ins Co	165,790	0.001044%
261	87963	National Teachers Assoc Life Ins Co	162,064	0.001020%
262	63479	United Teacher Assoc Ins Co	157,786	0.000993%
263	65811	American Modern Life Ins Co	156,365	0.000985%
264	86126	Members Life Ins Co	140,177	0.000883%
265	66265	Monarch Life Ins Co	135,333	0.000852%
266	68985	Starmount Life Ins Co	132,935	0.000837%
267	69647	Catamaran Ins of Ohio Inc	130,853	0.000824%
268	93610	John Hancock Life & Hlth Ins Co	129,802	0.000817%
269	60216	Amalgamated Life Ins Co	122,965	0.000774%
270	71404	Continental Gen Ins Co	120,436	0.000758%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
271	72850	United World Life Ins Co	114,672	0.000722%
272	71390	Puritan Life Ins Co of Amer	114,339	0.000720%
273	65722	Loyal Amer Life Ins Co	105,253	0.000663%
274	60183	S USA Life Ins Co Inc	104,375	0.000657%
275	69973	United Life Ins Co	92,209	0.000581%
276	88536	Protective Life & Annuity Ins Co	89,993	0.000567%
277	71323	Zale Life Ins Co	87,832	0.000553%
278	61883	Central United Life Ins Co	51,751	0.000326%
279	67369	Cigna Hlth & Life Ins Co	50,925	0.000321%
280	97241	Settlers Life Ins Co	40,500	0.000255%
281	86371	Ullico Life Ins Co	39,253	0.000247%
282	68047	Professional Ins Co	37,420	0.000236%
283	77968	Family Heritage Life Ins Co Of Amer	36,945	0.000233%
284	90247	Pharmacists Life Ins Co	33,326	0.000210%
285	71471	Ability Ins Co	29,238	0.000184%
286	62383	Centurion Life Ins Co	27,921	0.000176%
287	92444	Doctors Life Ins Co	26,243	0.000165%
288	68357	Reliable Life Ins Co	24,101	0.000152%
289	68284	Pyramid Life Ins Co	22,383	0.000141%
290	83607	Guggenheim Life & Ann Co	22,379	0.000141%
291	93440	HM Life Ins Co	22,183	0.000140%
292	67032	North Carolina Mut Life Ins Co	21,863	0.000138%
293	68446	Longevity Ins Co	21,613	0.000136%
294	74780	Integrity Life Ins Co	18,918	0.000119%
295	90581	Symetra Natl Life Ins Co	18,857	0.000119%
296	31119	Medico Ins Co	16,045	0.000101%
297	82880	CSI Life Ins Co	15,190	0.000096%
298	69698	New Era Life Ins Co Of Midwest	14,497	0.000091%
299	84174	ELCO Mut Life & Ann	11,753	0.000074%
300	69078	Standard Security Life Ins Co Of NY	10,363	0.000065%
301	92738	American Equity Invest Life Ins Co	9,572	0.000060%
302	64238	Guaranty Income Life Ins Co	5,044	0.000032%
303	90328	First Hlth Life & Hlth Ins Co	4,255	0.000027%
304	68500	Continental Life Ins Co Brentwood	4,102	0.000026%
305	60801	American Public Life Ins Co	3,929	0.000025%
306	64890	Berkley Life & Hlth Ins Co	2,691	0.000017%
307	78743	New Era Life Ins Co	1,607	0.000010%
308	74004	Family Serv Life Ins Co	1,420	0.000009%
309	61581	Capitol Life Ins Co	1,345	0.000008%
310	85561	MAPFRE Life Ins Co	1,214	0.000008%
311	70955	USA Life One Ins Co Of IN	982	0.000006%
312	76007	Old United Life Ins Co	635	0.000004%
313	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%
314	67784	Philadelphia Amer Life Ins Co	448	0.000003%
315	78301	Corvesta Life Ins Co	356	0.000002%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: **LIFE INSURANCE**
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
316	82538	National Hlth Ins Co	327	0.000002%
317	98205	Natl Foundation Life Ins Co	50	0.000000%
	Totals:		15,882,278,784	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
1	65056	Jackson Natl Life Ins Co	2,530,412,613	10.331373%
2	60488	American Gen Life Ins Co	1,691,859,882	6.907663%
3	65676	Lincoln Natl Life Ins Co	1,383,860,564	5.650138%
4	91596	New York Life Ins & Ann Corp	1,308,079,651	5.340734%
5	90611	Allianz Life Ins Co Of N Amer	1,253,577,464	5.118208%
6	86509	Voya Retirement Ins & Ann Co	1,023,543,891	4.179008%
7	62944	AXA Equitable Life Ins Co	906,292,071	3.700283%
8	67466	Pacific Life Ins Co	838,752,435	3.424526%
9	79227	Pruco Life Ins Co	688,711,361	2.811927%
10	69345	Teachers Ins & Ann Assoc Of Amer	682,150,473	2.785139%
11	86231	Transamerica Life Ins Co	681,832,223	2.783840%
12	92738	American Equity Invest Life Ins Co	638,408,361	2.606545%
13	68608	Symetra Life Ins Co	635,808,733	2.595931%
14	87726	Metlife Ins Co USA	629,826,067	2.571505%
15	68322	Great W Life & Ann Ins Co	540,871,408	2.208314%
16	60895	American United Life Ins Co	522,736,253	2.134270%
17	61271	Principal Life Ins Co	509,118,369	2.078670%
18	66044	Midland Natl Life Ins Co	489,615,243	1.999041%
19	65005	RiverSource Life Ins Co	467,028,805	1.906823%
20	66974	North Amer Co Life & Hlth Ins	417,205,332	1.703400%
21	91642	Forethought Life Ins Co	408,538,694	1.668015%
22	68241	Prudential Ins Co Of Amer	395,810,988	1.616049%
23	63274	Fidelity & Guar Life Ins Co	341,661,445	1.394963%
24	80942	Voya Ins & Ann Co	333,059,244	1.359841%
25	65935	Massachusetts Mut Life Ins Co	324,340,327	1.324243%
26	63312	Great Amer Life Ins Co	303,739,304	1.240131%
27	70238	Variable Ann Life Ins Co	300,728,608	1.227839%
28	93696	Fidelity Investments Life Ins Co	286,681,122	1.170485%
29	61689	Athene Ann & Life Co	284,099,168	1.159943%
30	65528	Life Ins Co Of The Southwest	258,470,177	1.055303%
31	65978	Metropolitan Life Ins Co	228,014,894	0.930958%
32	62510	Equitrust Life Ins Co	180,449,709	0.736755%
33	68675	Security Benefit Life Ins Co	168,529,870	0.688087%
34	67172	Ohio Natl Life Ins Co	140,380,097	0.573155%
35	66850	National Western Life Ins Co	136,085,632	0.555621%
36	78778	Guardian Ins & Ann Co Inc	122,243,857	0.499107%
37	68136	Protective Life Ins Co	116,409,462	0.475286%
38	60410	American Fidelity Assur Co	107,109,607	0.437316%
39	67091	Northwestern Mut Life Ins Co	101,272,587	0.413484%
40	60739	American Natl Ins Co	96,451,963	0.393802%
41	61301	Ameritas Life Ins Corp	95,225,299	0.388794%
42	66281	Transamerica Premier Life Ins Co	88,864,567	0.362823%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
43	69663	USAA Life Ins Co	87,772,748	0.358366%
44	64017	Jefferson Natl Life Ins Co	82,860,337	0.338309%
45	94250	Banner Life Ins Co	79,020,219	0.322630%
46	71854	AAA Life Ins Co	73,665,614	0.300768%
47	68810	Sentry Life Ins Co	68,897,265	0.281299%
48	69868	United Of Omaha Life Ins Co	68,208,924	0.278489%
49	74780	Integrity Life Ins Co	68,137,336	0.278197%
50	66168	Minnesota Life Ins Co	66,495,793	0.271494%
51	61999	Americo Fin Life & Ann Ins Co	63,483,072	0.259194%
52	68381	Reliance Standard Life Ins Co	61,437,493	0.250842%
53	93548	PHL Variable Ins Co	60,117,622	0.245453%
54	65536	Genworth Life & Ann Ins Co	58,717,190	0.239735%
55	60232	Lombard Intl Life Assur Co	57,863,969	0.236252%
56	62626	CMFG Life Ins Co	54,887,280	0.224098%
57	67105	Reliastar Life Ins Co	52,445,449	0.214129%
58	86126	Members Life Ins Co	46,589,893	0.190221%
59	61263	Bankers Life & Cas Co	42,508,094	0.173555%
60	69019	Standard Ins Co	42,456,871	0.173346%
61	66869	Nationwide Life Ins Co	42,039,169	0.171641%
62	79065	Delaware Life Ins Co	39,292,309	0.160426%
63	93661	Annuity Investors Life Ins Co	37,556,536	0.153339%
64	69108	State Farm Life Ins Co	35,733,644	0.145896%
65	83607	Guggenheim Life & Ann Co	35,338,879	0.144284%
66	69116	State Life Ins Co	33,742,876	0.137768%
67	64513	Horace Mann Life Ins Co	31,706,541	0.129454%
68	60142	TIAA Cref Life Ins Co	28,210,208	0.115179%
69	68543	Liberty Bankers Life Ins Co	27,049,248	0.110439%
70	66915	New York Life Ins Co	25,397,533	0.103695%
71	88072	Hartford Life Ins Co	25,235,096	0.103032%
72	90557	Zurich Amer Life Ins Co	21,687,886	0.088549%
73	71153	Hartford Life & Ann Ins Co	21,375,854	0.087275%
74	97721	Thrivent Life Ins Co	20,565,953	0.083968%
75	93432	CM Life Ins Co	18,695,272	0.076331%
76	65870	Manhattan Life Ins Co	18,443,710	0.075303%
77	70025	Genworth Life Ins Co	17,789,115	0.072631%
78	60445	Sagicor Life Ins Co	17,604,145	0.071876%
79	68802	Sentinel Security Life Ins Co	17,599,112	0.071855%
80	65242	Lafayette Life Ins Co	13,962,228	0.057006%
81	13183	Eagle Life Ins Co	13,351,065	0.054511%
82	65838	John Hancock Life Ins Co USA	12,918,240	0.052744%
83	76112	Oxford Life Ins Co	12,127,835	0.049517%
84	63177	Farmers New World Life Ins Co	12,110,273	0.049445%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
85	86630	Prudential Ann Life Assur Corp	11,257,972	0.045965%
86	63495	Foresters Life Ins Ann Co	9,505,184	0.038809%
87	60186	Allstate Life Ins Co	7,207,117	0.029426%
88	84824	Commonwealth Ann & Life Ins Co	6,891,647	0.028138%
89	84786	Colorado Bankers Life Ins Co	6,660,220	0.027193%
90	65595	Lincoln Benefit Life Co	5,611,224	0.022910%
91	67644	Penn Mut Life Ins Co	5,024,330	0.020514%
92	14406	Industrial Alliance Ins & Fin Serv I	4,890,394	0.019967%
93	99937	Columbus Life Ins Co	4,716,308	0.019256%
94	61492	Athene Annuity & Life Assur Co	4,710,704	0.019233%
95	62345	Berkshire Hathaway Life Ins Co NE	4,492,902	0.018344%
96	66583	National Guardian Life Ins Co	3,929,179	0.016042%
97	65315	Liberty Life Assur Co Of Boston	3,889,179	0.015879%
98	84174	ELCO Mut Life & Ann	3,702,636	0.015117%
99	64238	Guaranty Income Life Ins Co	2,750,684	0.011231%
100	78077	Mony Life Ins Co Of Amer	2,737,368	0.011176%
101	65129	Kansas City Life Ins Co	2,354,945	0.009615%
102	99775	Funeral Directors Life Ins Co	1,531,123	0.006251%
103	64246	Guardian Life Ins Co Of Amer	1,478,587	0.006037%
104	91626	New England Life Ins Co	1,342,664	0.005482%
105	92622	Western Southern Life Assur Co	1,332,992	0.005442%
106	65781	Madison Natl Life Ins Co Inc	1,322,625	0.005400%
107	60054	Aetna Life Ins Co	1,277,258	0.005215%
108	63983	United Heritage Life Ins Co	1,221,642	0.004988%
109	61875	Church Life Ins Corp	1,211,967	0.004948%
110	70319	Washington Natl Ins Co	1,069,359	0.004366%
111	70688	Transamerica Financial Life Ins Co	990,761	0.004045%
112	67989	American Memorial Life Ins Co	891,046	0.003638%
113	62057	Lincoln Life & Ann Co of NY	880,627	0.003595%
114	63479	United Teacher Assoc Ins Co	874,262	0.003570%
115	67059	North Coast Life Ins Co	857,744	0.003502%
116	69272	Sunset Life Ins Co Of Amer	743,628	0.003036%
117	67148	Occidental Life Ins Co Of NC	725,960	0.002964%
118	76236	Cincinnati Life Ins Co	706,606	0.002885%
119	63665	General Amer Life Ins Co	679,504	0.002774%
120	71480	Great Western Ins Co	659,436	0.002692%
121	64505	Homesteaders Life Co	635,275	0.002594%
122	70408	Union Security Ins Co	622,388	0.002541%
123	72125	Physicians Life Ins Co	609,310	0.002488%
124	68772	Security Mut Life Ins Co Of NY	599,555	0.002448%
125	68594	American Amicable Life Ins Co Of TX	490,378	0.002002%
126	90212	Great Southern Life Ins Co	481,197	0.001965%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
127	71870	Fidelity Security Life Ins Co	430,545	0.001758%
128	92916	United Amer Ins Co	373,276	0.001524%
129	61395	Beneficial Life Ins Co	342,359	0.001398%
130	84522	Auto Club Life Ins Co	333,515	0.001362%
131	69566	Trans World Assur Co	330,336	0.001349%
132	69485	Security Natl Life Ins Co	327,794	0.001338%
133	66680	National Life Ins Co	308,391	0.001259%
134	70106	United States Life Ins Co in the Cit	300,793	0.001228%
135	71390	Puritan Life Ins Co of Amer	274,983	0.001123%
136	62286	Golden Rule Ins Co	252,127	0.001029%
137	63258	Federated Life Ins Co	204,122	0.000833%
138	97268	Pacific Life & Ann Co	187,520	0.000766%
139	60429	American Fidelity Life Ins Co	179,784	0.000734%
140	72222	Amica Life Ins Co	172,442	0.000704%
141	91693	IA Amer Life Ins Co	155,491	0.000635%
142	68039	Athene Ann & Life Assur Co of NY	144,129	0.000588%
143	61832	Chesapeake Life Ins Co	135,228	0.000552%
144	81213	American Maturity Life Ins Co	133,208	0.000544%
145	88668	Mutual Of Amer Life Ins Co	128,807	0.000526%
146	62928	EMC Natl Life Co	118,442	0.000484%
147	66427	Mutual Trust Life Ins Co a Pan Amer	103,762	0.000424%
148	62308	Connecticut Gen Life Ins Co	89,663	0.000366%
149	65919	Primerica Life Ins Co	86,382	0.000353%
150	69310	Surety Life Ins Co	85,554	0.000349%
151	62413	Wilcac Life Ins Co	84,534	0.000345%
152	79022	Transamerica Advisors Life Ins Co	79,926	0.000326%
153	67814	Phoenix Life Ins Co	71,482	0.000292%
154	77720	LifeSecure Ins Co	55,960	0.000228%
155	92657	Nationwide Life & Ann Ins Co	51,344	0.000210%
156	66087	Mid West Natl Life Ins Co Of TN	46,420	0.000190%
157	67911	Pioneer Mut Life Ins Co	40,222	0.000164%
158	88536	Protective Life & Annuity Ins Co	32,000	0.000131%
159	65900	Wilco Life Ins Co	26,759	0.000109%
160	71439	Assurity Life Ins Co	19,918	0.000081%
161	61425	Trustmark Ins Co	14,715	0.000060%
162	61808	Charter Natl Life Ins Co	14,219	0.000058%
163	80659	US Business of Canada Life Assur Co	14,099	0.000058%
164	67539	Pan Amer Life Ins Co	13,480	0.000055%
165	87645	United Fidelity Life Ins Co	13,267	0.000054%
166	70866	Allstate Assur Co	13,000	0.000053%
167	63967	Government Personnel Mut Life Ins Co	12,976	0.000053%
168	63223	Federal Life Ins Co	12,950	0.000053%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
169	70335	West Coast Life Ins Co	12,053	0.000049%
170	97136	Metropolitan Tower Life Ins Co	11,520	0.000047%
171	62103	Columbian Mut Life Ins Co	11,178	0.000046%
172	86355	Standard Life & Accident Ins Co	10,908	0.000045%
173	64211	Guarantee Trust Life Ins Co	9,599	0.000039%
174	61360	Reliastar Life Ins Co Of NY	8,400	0.000034%
175	60534	American Heritage Life Ins Co	8,368	0.000034%
176	65722	Loyal Amer Life Ins Co	7,938	0.000032%
177	65927	Lincoln Heritage Life Ins Co	7,736	0.000032%
178	62235	Unum Life Ins Co Of Amer	7,154	0.000029%
179	60399	American Family Life Ins Co	6,900	0.000028%
180	92444	Doctors Life Ins Co	6,500	0.000027%
181	68713	Security Life Of Denver Ins Co	6,184	0.000025%
182	71129	Dearborn Natl Life Ins Co	5,516	0.000023%
183	92711	HCC Life Ins Co	5,400	0.000022%
184	60704	Wilton Reassur Life Co of NY	5,200	0.000021%
185	60275	American Bankers Life Assur Co Of FL	3,509	0.000014%
186	63053	Family Life Ins Co	3,025	0.000012%
187	69892	United Farm Family Life Ins Co	2,775	0.000011%
188	67083	Manhattan Natl Life Ins Co	2,427	0.000010%
189	90247	Pharmacists Life Ins Co	2,400	0.000010%
190	68721	Security Life Ins Co Of Amer	2,365	0.000010%
191	97764	Idealife Ins Co	2,176	0.000009%
192	67873	Pioneer Amer Ins Co	2,137	0.000009%
193	69698	New Era Life Ins Co Of Midwest	2,041	0.000008%
194	63487	Investors Life Ins Co N Amer	2,000	0.000008%
195	62049	Colonial Life & Accident Ins Co	1,950	0.000008%
196	11121	Unified Life Ins Co	1,936	0.000008%
197	89184	Sterling Investors Life Ins Co	1,561	0.000006%
198	62359	Constitution Life Ins Co	1,180	0.000005%
199	65331	Liberty Natl Life Ins Co	1,036	0.000004%
200	69647	Catamaran Ins of Ohio Inc	1,016	0.000004%
201	67180	Ohio State Life Ins Co	847	0.000003%
202	61212	Baltimore Life Ins Co	800	0.000003%
203	64343	Pacific Guardian Life Ins Co Ltd	648	0.000003%
204	66109	Midwestern United Life Ins Co	570	0.000002%
205	67946	Pioneer Security Life Ins Co	540	0.000002%
206	97241	Settlers Life Ins Co	515	0.000002%
207	67393	Ozark Natl Life Ins Co	333	0.000001%
208	70815	Hartford Life & Accident Ins Co	309	0.000001%
209	65080	John Alden Life Ins Co	279	0.000001%
210	67032	North Carolina Mut Life Ins Co	200	0.000001%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
211	68446	Longevity Ins Co	200	0.000001%
212	69922	United Home Life Ins Co	175	0.000001%
213	78743	New Era Life Ins Co	127	0.000001%
214	70874	Allstate Life Ins Co Of NY	125	0.000001%
215	62596	Union Fidelity Life Ins Co	18	0.000000%
216	66540	National Farmers Union Life Ins Co	9	0.000000%
Totals:			24,492,509,310	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	3,587,490,632	20.081387%
2	79413	UnitedHealthcare Ins Co	2,518,657,942	14.098474%
3	60054	Aetna Life Ins Co	1,855,697,849	10.387480%
4	61557	Blue Shield of CA Life & Hlth Ins Co	1,245,254,048	6.970451%
5	67369	Cigna Hlth & Life Ins Co	1,140,513,586	6.384155%
6	66141	Health Net Life Ins Co	996,529,455	5.578187%
7	65978	Metropolitan Life Ins Co	706,714,942	3.955917%
8	64246	Guardian Life Ins Co Of Amer	378,066,911	2.116273%
9	60380	American Family Life Assur Co of Col	367,476,933	2.056994%
10	62235	Unum Life Ins Co Of Amer	309,307,569	1.731384%
11	69477	Time Ins Co	297,978,505	1.667969%
12	70025	Genworth Life Ins Co	287,828,398	1.611152%
13	65498	Life Ins Co Of N Amer	272,561,869	1.525696%
14	69019	Standard Ins Co	214,132,379	1.198630%
15	61271	Principal Life Ins Co	208,909,429	1.169394%
16	67105	Reliastar Life Ins Co	159,981,572	0.895515%
17	65315	Liberty Life Assur Co Of Boston	158,729,902	0.888509%
18	80802	US Br Sun Life Assur Co of Canada	143,584,937	0.803733%
19	60410	American Fidelity Assur Co	128,405,805	0.718766%
20	70815	Hartford Life & Accident Ins Co	127,921,584	0.716056%
21	62049	Colonial Life & Accident Ins Co	119,609,881	0.669530%
22	65838	John Hancock Life Ins Co USA	113,026,394	0.632678%
23	68241	Prudential Ins Co Of Amer	111,456,815	0.623892%
24	65676	Lincoln Natl Life Ins Co	110,248,127	0.617126%
25	86231	Transamerica Life Ins Co	110,231,432	0.617033%
26	67091	Northwestern Mut Life Ins Co	84,983,167	0.475703%
27	70408	Union Security Ins Co	84,271,579	0.471720%
28	91529	Unimerica Ins Co	83,186,231	0.465644%
29	68195	Provident Life & Accident Ins Co	79,177,146	0.443203%
30	68381	Reliance Standard Life Ins Co	78,385,581	0.438772%
31	92711	HCC Life Ins Co	69,852,783	0.391009%
32	61301	Ameritas Life Ins Corp	64,880,871	0.363178%
33	81264	Nippon Life Ins Co Of Amer	64,833,185	0.362911%
34	66281	Transamerica Premier Life Ins Co	59,749,585	0.334455%
35	65935	Massachusetts Mut Life Ins Co	58,555,275	0.327770%
36	66915	New York Life Ins Co	57,355,332	0.321053%
37	68608	Symetra Life Ins Co	56,607,370	0.316866%
38	69868	United Of Omaha Life Ins Co	54,371,904	0.304353%
39	71870	Fidelity Security Life Ins Co	53,675,419	0.300454%
40	92916	United Amer Ins Co	51,603,497	0.288856%
41	61263	Bankers Life & Cas Co	51,193,119	0.286559%
42	67539	Pan Amer Life Ins Co	47,472,645	0.265734%
43	71412	Mutual Of Omaha Ins Co	42,727,499	0.239172%
44	93440	HM Life Ins Co	37,997,247	0.212694%
45	71714	Berkshire Life Ins Co of Amer	37,109,128	0.207723%
46	70939	Gerber Life Ins Co	36,653,878	0.205174%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	60534	American Heritage Life Ins Co	36,187,406	0.202563%
48	90328	First Hlth Life & Hlth Ins Co	34,988,608	0.195853%
49	62146	Combined Ins Co Of Amer	33,885,467	0.189678%
50	69000	Northwestern Long Term Care Ins Co	32,702,432	0.183056%
51	65005	RiverSource Life Ins Co	32,088,233	0.179618%
52	66869	Nationwide Life Ins Co	30,988,900	0.173464%
53	69663	USAA Life Ins Co	30,003,699	0.167949%
54	87963	National Teachers Assoc Life Ins Co	29,721,807	0.166371%
55	62626	CMFG Life Ins Co	29,292,485	0.163968%
56	66168	Minnesota Life Ins Co	27,425,174	0.153516%
57	62065	Colonial Penn Life Ins Co	26,390,943	0.147726%
58	71730	Continental Amer Ins Co	24,601,832	0.137712%
59	67598	Paul Revere Life Ins Co	22,636,609	0.126711%
60	70106	United States Life Ins Co in the Cit	21,235,140	0.118866%
61	61069	Anthem Life Ins Co	20,628,065	0.115468%
62	72850	United World Life Ins Co	20,225,520	0.113215%
63	64890	Berkley Life & Hlth Ins Co	20,011,274	0.112015%
64	70319	Washington Natl Ins Co	15,929,923	0.089170%
65	82538	National Hlth Ins Co	15,583,786	0.087232%
66	80578	Physicians Mut Ins Co	15,472,334	0.086608%
67	69078	Standard Security Life Ins Co Of NY	15,264,499	0.085445%
68	87726	Metlife Ins Co USA	15,227,719	0.085239%
69	60488	American Gen Life Ins Co	14,900,453	0.083407%
70	62308	Connecticut Gen Life Ins Co	14,697,613	0.082272%
71	66583	National Guardian Life Ins Co	14,361,435	0.080390%
72	61832	Chesapeake Life Ins Co	14,302,707	0.080061%
73	68721	Security Life Ins Co Of Amer	14,042,604	0.078605%
74	69744	Union Labor Life Ins Co	13,956,013	0.078120%
75	68500	Continental Life Ins Co Brentwood	13,725,200	0.076828%
76	71854	AAA Life Ins Co	13,482,213	0.075468%
77	61425	Trustmark Ins Co	11,732,397	0.065673%
78	80985	4 Ever Life Ins Co	11,041,736	0.061807%
79	65595	Lincoln Benefit Life Co	10,341,003	0.057885%
80	90611	Allianz Life Ins Co Of N Amer	10,240,527	0.057323%
81	76325	Senior Hlth Ins Co of PA	9,450,994	0.052903%
82	93572	RGA Reins Co	9,362,396	0.052407%
83	62863	Trustmark Life Ins Co	9,279,819	0.051945%
84	65722	Loyal Amer Life Ins Co	9,230,502	0.051669%
85	65110	Kanawha Ins Co	8,814,759	0.049342%
86	70785	Pacificare Life & Hlth Ins Co	7,180,251	0.040192%
87	86355	Standard Life & Accident Ins Co	6,592,117	0.036900%
88	69515	Medamerica Ins Co	6,378,084	0.035702%
89	65056	Jackson Natl Life Ins Co	6,279,210	0.035149%
90	60577	American Income Life Ins Co	5,992,169	0.033542%
91	98205	Natl Foundation Life Ins Co	5,690,802	0.031855%
92	62944	AXA Equitable Life Ins Co	5,560,723	0.031127%

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2015
 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	90638	Best Life & Hlth Ins Co	4,997,099	0.027972%
94	71439	Assurity Life Ins Co	4,921,871	0.027551%
95	63177	Farmers New World Life Ins Co	4,695,581	0.026284%
96	88072	Hartford Life Ins Co	4,478,460	0.025069%
97	68322	Great W Life & Ann Ins Co	4,404,602	0.024655%
98	66087	Mid West Natl Life Ins Co Of TN	4,338,678	0.024286%
99	77968	Family Heritage Life Ins Co Of Amer	4,180,223	0.023399%
100	69116	State Life Ins Co	4,165,391	0.023316%
101	60216	Amalgamated Life Ins Co	3,933,224	0.022017%
102	66370	Mony Life Ins Co	3,754,992	0.021019%
103	65951	Merit Life Ins Co	3,653,037	0.020448%
104	80896	Centre Life Ins Co	3,313,341	0.018547%
105	64211	Guarantee Trust Life Ins Co	3,238,352	0.018127%
106	61360	Reliastar Life Ins Co Of NY	3,156,527	0.017669%
107	62359	Constitution Life Ins Co	3,066,892	0.017167%
108	60186	Allstate Life Ins Co	2,840,272	0.015899%
109	77720	LifeSecure Ins Co	2,781,180	0.015568%
110	71129	Dearborn Natl Life Ins Co	2,765,660	0.015481%
111	62596	Union Fidelity Life Ins Co	2,753,243	0.015412%
112	80314	Unicare Life & Hlth Ins Co	2,724,964	0.015253%
113	63479	United Teacher Assoc Ins Co	2,521,064	0.014112%
114	93742	Securian Life Ins Co	2,481,685	0.013892%
115	65781	Madison Natl Life Ins Co Inc	2,469,187	0.013822%
116	60518	American Hlth & Life Ins Co	2,451,744	0.013724%
117	65536	Genworth Life & Ann Ins Co	2,435,736	0.013634%
118	66680	National Life Ins Co	2,376,731	0.013304%
119	93610	John Hancock Life & Hlth Ins Co	2,307,515	0.012917%
120	91472	Globe Life & Accident Ins Co	2,282,073	0.012774%
121	11121	Unified Life Ins Co	2,162,353	0.012104%
122	61883	Central United Life Ins Co	2,046,571	0.011456%
123	68047	Professional Ins Co	2,045,347	0.011449%
124	61492	Athene Annuity & Life Assur Co	1,957,727	0.010959%
125	63053	Family Life Ins Co	1,824,085	0.010211%
126	63258	Federated Life Ins Co	1,805,377	0.010106%
127	60275	American Bankers Life Assur Co Of FL	1,711,021	0.009578%
128	65900	Wilco Life Ins Co	1,657,425	0.009278%
129	62286	Golden Rule Ins Co	1,551,116	0.008683%
130	63665	General Amer Life Ins Co	1,527,056	0.008548%
131	61476	Boston Mut Life Ins Co	1,499,011	0.008391%
132	84786	Colorado Bankers Life Ins Co	1,467,551	0.008215%
133	66265	Monarch Life Ins Co	1,343,923	0.007523%
134	80926	Sun Life & Hlth Ins Co	1,341,976	0.007512%
135	68985	Starmount Life Ins Co	1,337,775	0.007488%
136	89206	Ohio Natl Life Assur Corp	1,320,306	0.007391%
137	71773	American Natl Life Ins Co Of TX	1,226,933	0.006868%
138	67784	Philadelphia Amer Life Ins Co	1,153,038	0.006454%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	71471	Ability Ins Co	1,120,107	0.006270%
140	60801	American Public Life Ins Co	944,032	0.005284%
141	67032	North Carolina Mut Life Ins Co	942,567	0.005276%
142	67644	Penn Mut Life Ins Co	940,415	0.005264%
143	67172	Ohio Natl Life Ins Co	898,265	0.005028%
144	80705	US Br Great West Life Assur Co	823,506	0.004610%
145	68136	Protective Life Ins Co	766,751	0.004292%
146	69345	Teachers Ins & Ann Assoc Of Amer	683,044	0.003823%
147	70688	Transamerica Financial Life Ins Co	653,729	0.003659%
148	60836	American Republic Ins Co	648,068	0.003628%
149	65080	John Alden Life Ins Co	614,439	0.003439%
150	60739	American Natl Ins Co	606,118	0.003393%
151	72125	Physicians Life Ins Co	584,112	0.003270%
152	31119	Medico Ins Co	580,555	0.003250%
153	62057	Lincoln Life & Ann Co of NY	579,783	0.003245%
154	69930	United Ins Co Of Amer	560,951	0.003140%
155	70483	Western & Southern Life Ins Co	512,012	0.002866%
156	68810	Sentry Life Ins Co	409,121	0.002290%
157	91642	Forethought Life Ins Co	406,374	0.002275%
158	65927	Lincoln Heritage Life Ins Co	392,015	0.002194%
159	90557	Zurich Amer Life Ins Co	386,906	0.002166%
160	80659	US Business of Canada Life Assur Co	379,172	0.002122%
161	93777	Pavonia Life Ins Co of MI	376,977	0.002110%
162	76112	Oxford Life Ins Co	359,265	0.002011%
163	81779	Individual Assur Co Life Hlth & Acc	352,985	0.001976%
164	71404	Continental Gen Ins Co	333,097	0.001865%
165	65331	Liberty Natl Life Ins Co	315,169	0.001764%
166	68802	Sentinel Security Life Ins Co	315,038	0.001763%
167	65129	Kansas City Life Ins Co	313,256	0.001753%
168	73130	All Savers Life Ins Co of CA	264,644	0.001481%
169	67814	Phoenix Life Ins Co	211,948	0.001186%
170	60142	TIAA Cref Life Ins Co	200,145	0.001120%
171	61689	Athene Ann & Life Co	195,849	0.001096%
172	62634	Delaware Amer Life Ins Co	190,777	0.001068%
173	60895	American United Life Ins Co	179,491	0.001005%
174	64238	Guaranty Income Life Ins Co	177,089	0.000991%
175	88366	American Retirement Life Ins Co	156,705	0.000877%
176	64580	Illinois Mut Life Ins Co	149,711	0.000838%
177	90212	Great Southern Life Ins Co	137,581	0.000770%
178	97179	UnitedHealthcare Life Ins Co	134,395	0.000752%
179	61751	Central States H & L Co Of Omaha	107,744	0.000603%
180	88668	Mutual Of Amer Life Ins Co	106,124	0.000594%
181	65811	American Modern Life Ins Co	96,059	0.000538%
182	71323	Zale Life Ins Co	89,575	0.000501%
183	61409	National Benefit Life Ins Co	76,579	0.000429%
184	89184	Sterling Investors Life Ins Co	76,139	0.000426%

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2015
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Market Share [Written Premium]

Exhibit (4D)

Record Count	Company Code	Company Name	Written Premium	Market Share
185	67199	Old Amer Ins Co	75,312	0.000422%
186	71390	Puritan Life Ins Co of Amer	63,981	0.000358%
187	68284	Pyramid Life Ins Co	50,820	0.000284%
188	91626	New England Life Ins Co	42,930	0.000240%
189	64017	Jefferson Natl Life Ins Co	42,485	0.000238%
190	65919	Primerica Life Ins Co	38,348	0.000215%
191	68772	Security Mut Life Ins Co Of NY	32,881	0.000184%
192	66427	Mutual Trust Life Ins Co a Pan Amer	29,375	0.000164%
193	42129	United Security Assur Co Of PA	29,357	0.000164%
194	63290	Fidelity Life Assn A Legal Reserve L	27,597	0.000154%
195	63967	Government Personnel Mut Life Ins Co	25,495	0.000143%
196	81426	Commercial Travelers Mut Ins Co	25,027	0.000140%
197	65242	Lafayette Life Ins Co	21,537	0.000121%
198	62103	Columbian Mut Life Ins Co	19,403	0.000109%
199	76236	Cincinnati Life Ins Co	19,089	0.000107%
200	69922	United Home Life Ins Co	18,747	0.000105%
201	63223	Federal Life Ins Co	18,505	0.000104%
202	69310	Surety Life Ins Co	17,381	0.000097%
203	63983	United Heritage Life Ins Co	17,079	0.000096%
204	63312	Great Amer Life Ins Co	16,045	0.000090%
205	64513	Horace Mann Life Ins Co	15,868	0.000089%
206	70874	Allstate Life Ins Co Of NY	15,791	0.000088%
207	78700	Aetna Hlth & Life Ins Co	14,925	0.000084%
208	94188	Lifewise Assur Co	14,181	0.000079%
209	97764	Idealife Ins Co	14,167	0.000079%
210	61999	Americo Fin Life & Ann Ins Co	11,982	0.000067%
211	91693	IA Amer Life Ins Co	11,929	0.000067%
212	60704	Wilton Reassur Life Co of NY	10,131	0.000057%
213	68446	Longevity Ins Co	9,683	0.000054%
214	84522	Auto Club Life Ins Co	8,955	0.000050%
215	67903	Provident Amer Life & Hlth Ins Co	8,911	0.000050%
216	61212	Baltimore Life Ins Co	8,268	0.000046%
217	67652	First Penn Pacific Life Ins Co	7,990	0.000045%
218	65870	Manhattan Life Ins Co	7,445	0.000042%
219	84824	Commonwealth Ann & Life Ins Co	6,825	0.000038%
220	62413	Wilcac Life Ins Co	6,248	0.000035%
221	85561	MAPFRE Life Ins Co	6,008	0.000034%
222	60183	S USA Life Ins Co Inc	4,544	0.000025%
223	60445	Sagicor Life Ins Co	4,014	0.000022%
224	78077	Mony Life Ins Co Of Amer	3,139	0.000018%
225	70335	West Coast Life Ins Co	2,749	0.000015%
226	66044	Midland Natl Life Ins Co	2,668	0.000015%
227	99937	Columbus Life Ins Co	2,304	0.000013%
228	61395	Beneficial Life Ins Co	2,133	0.000012%
229	69485	Security Natl Life Ins Co	2,122	0.000012%
230	67261	Old Republic Life Ins Co	2,098	0.000012%

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2015
 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	64343	Pacific Guardian Life Ins Co Ltd	1,672	0.000009%
232	83607	Guggenheim Life & Ann Co	1,523	0.000009%
233	97241	Settlers Life Ins Co	1,466	0.000008%
234	80942	Voya Ins & Ann Co	1,421	0.000008%
235	77879	5 Star Life Ins Co	1,336	0.000007%
236	63657	Garden State Life Ins Co	1,329	0.000007%
237	69140	First Allmerica Fin Life Ins Co	1,257	0.000007%
238	62928	EMC Natl Life Co	1,057	0.000006%
239	76694	London Life Reins Co	1,025	0.000006%
240	67393	Ozark Natl Life Ins Co	943	0.000005%
241	65528	Life Ins Co Of The Southwest	757	0.000004%
242	66974	North Amer Co Life & Hlth Ins	589	0.000003%
243	92908	HealthMarkets Ins Co	481	0.000003%
244	68357	Reliable Life Ins Co	440	0.000002%
245	78743	New Era Life Ins Co	66	0.000000%
246	67180	Ohio State Life Ins Co	58	0.000000%
	Totals:		17,864,755,110	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	1,100,699,962	43.856225%
2	88072	Hartford Life Ins Co	329,107,903	13.112956%
3	60142	TIAA Cref Life Ins Co	243,145,627	9.687880%
4	93629	Prudential Retirement Ins & Ann Co	230,698,774	9.191948%
5	65935	Massachusetts Mut Life Ins Co	179,462,173	7.150480%
6	69868	United Of Omaha Life Ins Co	56,468,918	2.249944%
7	60488	American Gen Life Ins Co	52,630,133	2.096992%
8	68608	Symetra Life Ins Co	39,613,133	1.578343%
9	67814	Phoenix Life Ins Co	32,278,727	1.286112%
10	66168	Minnesota Life Ins Co	31,709,539	1.263433%
11	69345	Teachers Ins & Ann Assoc Of Amer	30,390,972	1.210896%
12	68241	Prudential Ins Co Of Amer	21,927,343	0.873672%
13	65978	Metropolitan Life Ins Co	16,776,229	0.668431%
14	91596	New York Life Ins & Ann Corp	16,275,664	0.648487%
15	68802	Sentinel Security Life Ins Co	13,506,164	0.538139%
16	60739	American Natl Ins Co	12,627,789	0.503141%
17	63177	Farmers New World Life Ins Co	7,535,004	0.300224%
18	60054	Aetna Life Ins Co	7,022,230	0.279793%
19	61301	Ameritas Life Ins Corp	6,860,418	0.273346%
20	67601	Unum Ins Co	5,530,762	0.220367%
21	68136	Protective Life Ins Co	4,837,657	0.192751%
22	86630	Prudential Ann Life Assur Corp	4,304,333	0.171502%
23	84174	ELCO Mut Life & Ann	4,135,169	0.164761%
24	60895	American United Life Ins Co	3,826,117	0.152448%
25	79227	Pruco Life Ins Co	3,659,783	0.145820%
26	69019	Standard Ins Co	3,421,826	0.136339%
27	83607	Guggenheim Life & Ann Co	3,028,288	0.120659%
28	67466	Pacific Life Ins Co	2,879,514	0.114731%
29	62510	Equitrust Life Ins Co	2,873,553	0.114494%
30	61689	Athene Ann & Life Co	2,715,810	0.108209%
31	94250	Banner Life Ins Co	2,450,074	0.097621%
32	69108	State Farm Life Ins Co	2,361,748	0.094101%
33	67091	Northwestern Mut Life Ins Co	2,110,673	0.084098%
34	66044	Midland Natl Life Ins Co	1,995,972	0.079527%
35	93548	PHL Variable Ins Co	1,834,666	0.073100%
36	84824	Commonwealth Ann & Life Ins Co	1,620,682	0.064574%
37	69663	USAA Life Ins Co	1,552,945	0.061875%
38	74780	Integrity Life Ins Co	1,517,207	0.060452%
39	62413	Wilcac Life Ins Co	1,449,892	0.057769%
40	68322	Great W Life & Ann Ins Co	1,439,547	0.057357%
41	66974	North Amer Co Life & Hlth Ins	1,360,154	0.054194%
42	89206	Ohio Natl Life Assur Corp	1,255,522	0.050025%
43	60445	Sagicor Life Ins Co	1,142,187	0.045509%
44	65005	RiverSource Life Ins Co	1,004,516	0.040024%
45	65536	Genworth Life & Ann Ins Co	1,003,062	0.039966%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
46	90611	Allianz Life Ins Co Of N Amer	1,001,277	0.039895%
47	86231	Transamerica Life Ins Co	989,821	0.039438%
48	92738	American Equity Invest Life Ins Co	975,545	0.038870%
49	65056	Jackson Natl Life Ins Co	940,628	0.037478%
50	66850	National Western Life Ins Co	842,175	0.033556%
51	64343	Pacific Guardian Life Ins Co Ltd	754,329	0.030055%
52	65919	Primerica Life Ins Co	743,667	0.029631%
53	87726	Metlife Ins Co USA	724,327	0.028860%
54	65129	Kansas City Life Ins Co	652,819	0.026011%
55	68543	Liberty Bankers Life Ins Co	592,423	0.023604%
56	61212	Baltimore Life Ins Co	555,323	0.022126%
57	61999	Americo Fin Life & Ann Ins Co	550,215	0.021923%
58	78778	Guardian Ins & Ann Co Inc	498,343	0.019856%
59	84786	Colorado Bankers Life Ins Co	486,474	0.019383%
60	86509	Voya Retirement Ins & Ann Co	464,751	0.018518%
61	67172	Ohio Natl Life Ins Co	404,931	0.016134%
62	65595	Lincoln Benefit Life Co	372,993	0.014862%
63	71439	Assurity Life Ins Co	349,317	0.013918%
64	67644	Penn Mut Life Ins Co	341,017	0.013587%
65	70025	Genworth Life Ins Co	322,277	0.012841%
66	63983	United Heritage Life Ins Co	289,966	0.011553%
67	61875	Church Life Ins Corp	278,790	0.011108%
68	62308	Connecticut Gen Life Ins Co	242,781	0.009673%
69	67105	Reliastar Life Ins Co	231,357	0.009218%
70	99937	Columbus Life Ins Co	205,336	0.008181%
71	65315	Liberty Life Assur Co Of Boston	191,014	0.007611%
72	72125	Physicians Life Ins Co	149,639	0.005962%
73	69116	State Life Ins Co	148,937	0.005934%
74	63274	Fidelity & Guar Life Ins Co	135,000	0.005379%
75	71129	Dearborn Natl Life Ins Co	123,142	0.004906%
76	92622	Western Southern Life Assur Co	115,638	0.004607%
77	67784	Philadelphia Amer Life Ins Co	102,496	0.004084%
78	62235	Unum Life Ins Co Of Amer	90,377	0.003601%
79	63312	Great Amer Life Ins Co	87,451	0.003484%
80	70335	West Coast Life Ins Co	77,879	0.003103%
81	65528	Life Ins Co Of The Southwest	75,949	0.003026%
82	88668	Mutual Of Amer Life Ins Co	71,808	0.002861%
83	62928	EMC Natl Life Co	64,019	0.002551%
84	90212	Great Southern Life Ins Co	59,758	0.002381%
85	71854	AAA Life Ins Co	57,639	0.002297%
86	67369	Cigna Hlth & Life Ins Co	55,413	0.002208%
87	69477	Time Ins Co	51,825	0.002065%
88	64238	Guaranty Income Life Ins Co	41,656	0.001660%
89	60518	American Hlth & Life Ins Co	37,938	0.001512%
90	69272	Sunset Life Ins Co Of Amer	37,545	0.001496%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Market Share (Written Premium)

Record Count	Company Code	Company Name	Written Premium	Market Share
91	93742	Securian Life Ins Co	34,199	0.001363%
92	62626	CMFG Life Ins Co	33,560	0.001337%
93	64017	Jefferson Natl Life Ins Co	23,495	0.000936%
94	69485	Security Natl Life Ins Co	17,735	0.000707%
95	71870	Fidelity Security Life Ins Co	15,943	0.000635%
96	69698	New Era Life Ins Co Of Midwest	14,374	0.000573%
97	66281	Transamerica Premier Life Ins Co	13,074	0.000521%
98	65722	Loyal Amer Life Ins Co	2,406	0.000096%
99	87645	United Fidelity Life Ins Co	803	0.000032%
100	78743	New Era Life Ins Co	641	0.000026%
101	61409	National Benefit Life Ins Co	480	0.000019%
102	67180	Ohio State Life Ins Co	346	0.000014%
103	69892	United Farm Family Life Ins Co	181	0.000007%
104	90247	Pharmacists Life Ins Co	150	0.000006%
105	64890	Berkley Life & Hlth Ins Co	92	0.000004%
106	61395	Beneficial Life Ins Co	4	0.000000%
	Totals:		2,509,791,849	100.000000%

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	1,785,527,414	21.322514%
2	68241	Prudential Ins Co Of Amer	1,755,781,866	20.967297%
3	66869	Nationwide Life Ins Co	947,403,701	11.313760%
4	70688	Transamerica Financial Life Ins Co	862,566,218	10.300643%
5	86231	Transamerica Life Ins Co	805,482,848	9.618961%
6	65935	Massachusetts Mut Life Ins Co	580,906,951	6.937108%
7	92657	Nationwide Life & Ann Ins Co	306,302,021	3.657815%
8	65978	Metropolitan Life Ins Co	277,008,757	3.307999%
9	66915	New York Life Ins Co	226,102,842	2.700088%
10	88668	Mutual Of Amer Life Ins Co	179,290,599	2.141063%
11	88072	Hartford Life Ins Co	160,913,601	1.921607%
12	66168	Minnesota Life Ins Co	147,092,921	1.756563%
13	69019	Standard Ins Co	139,147,658	1.661681%
14	86509	Voya Retirement Ins & Ann Co	137,039,006	1.636500%
15	67644	Penn Mut Life Ins Co	22,980,851	0.274434%
16	67172	Ohio Natl Life Ins Co	13,770,379	0.164444%
17	62944	AXA Equitable Life Ins Co	12,074,207	0.144188%
18	71153	Hartford Life & Ann Ins Co	11,640,151	0.139005%
19	78778	Guardian Ins & Ann Co Inc	1,659,430	0.019817%
20	69868	United Of Omaha Life Ins Co	396,858	0.004739%
21	93629	Prudential Retirement Ins & Ann Co	366,494	0.004377%
22	61271	Principal Life Ins Co	171,735	0.002051%
23	66281	Transamerica Premier Life Ins Co	116,634	0.001393%
24	67091	Northwestern Mut Life Ins Co	52,834	0.000631%
25	93262	Penn Ins & Ann Co	50,000	0.000597%
26	87726	Metlife Ins Co USA	46,500	0.000555%
27	81213	American Maturity Life Ins Co	14,237	0.000170%
	Totals:		8,373,906,713	100.000000%

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
1	80985	4 Ever Life Ins Co	476,317	0	11,041,736	(13,219)	0	11,504,834	0.016644%	181
2	77879	5 Star Life Ins Co	8,582,170	0	1,336	0	0	8,583,506	0.012418%	193
3	71854	AAA Life Ins Co	192,948,790	73,665,614	13,482,213	57,639	0	280,154,256	0.405299%	61
4	71471	Ability Ins Co	29,238	0	1,120,107	0	0	1,149,345	0.001663%	275
5	62200	Accordia Life & Ann Co	96,067,233	0	0	0	0	96,067,233	0.138980%	91
6	78700	Aetna Hlth & Life Ins Co	0	0	14,925	0	0	14,925	0.000022%	330
7	60054	Aetna Life Ins Co	79,682,293	1,277,258	1,855,697,849	7,022,230	0	1,943,679,630	2.811919%	10
8	73130	All Savers Life Ins Co of CA	0	0	264,644	0	0	264,644	0.000383%	303
9	90611	Allianz Life Ins Co Of N Amer	132,104,375	1,253,577,464	10,240,527	1,001,277	0	1,396,923,643	2.020928%	14
10	70866	Allstate Assur Co	1,355,253	13,000	0	0	0	1,368,253	0.001979%	272
11	60186	Allstate Life Ins Co	51,676,449	7,207,117	2,840,272	0	0	61,723,838	0.089296%	105
12	70874	Allstate Life Ins Co Of NY	517,767	125	15,791	0	0	533,683	0.000772%	291
13	60216	Amalgamated Life Ins Co	122,965	0	3,933,224	0	0	4,056,189	0.005868%	230
14	68594	American Amicable Life Ins	6,305,079	490,378	0	0	0	6,795,457	0.009831%	203
15	60275	American Bankers Life Assur	1,659,890	3,509	1,711,021	0	0	3,374,420	0.004882%	238
16	92738	American Equity Invest Life	9,572	638,408,361	0	975,545	0	639,393,478	0.925010%	29
17	60380	American Family Life Assur	23,217,863	0	367,476,933	0	0	390,694,796	0.565218%	48
18	60399	American Family Life Ins Co	1,672,337	6,900	0	0	0	1,679,237	0.002429%	264
19	60410	American Fidelity Assur Co	31,777,871	107,109,607	128,405,805	0	0	267,293,283	0.386693%	62
20	60429	American Fidelity Life Ins Co	648,852	179,784	0	0	0	828,636	0.001199%	284
21	60488	American Gen Life Ins Co	449,104,014	1,691,859,882	14,900,453	52,630,133	0	2,208,494,482	3.195027%	6
22	60534	American Heritage Life Ins Co	5,929,440	8,368	36,187,406	0	0	42,125,214	0.060943%	123
23	60518	American Hlth & Life Ins Co	2,875,105	0	2,451,744	37,938	0	5,364,787	0.007761%	212
24	60577	American Income Life Ins Co	89,390,944	0	5,992,169	0	0	95,383,113	0.137991%	92
25	81213	American Maturity Life Ins Co	0	133,208	0	0	14,237	147,445	0.000213%	311
26	67989	American Memorial Life Ins	117,053,774	891,046	(170)	0	0	117,944,650	0.170630%	85
27	65811	American Modern Life Ins Co	156,365	0	96,059	0	0	252,424	0.000365%	305
28	60739	American Natl Ins Co	67,535,380	96,451,963	606,118	12,627,789	0	177,221,250	0.256386%	77
29	71773	American Natl Life Ins Co Of	169,495	0	1,226,933	0	0	1,396,428	0.002020%	271
30	60801	American Public Life Ins Co	3,929	0	944,032	0	0	947,961	0.001371%	283

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
31	60836	American Republic Ins Co	385,935	0	648,068	0	0	1,034,003	0.001496%	278
32	88366	American Retirement Life Ins	0	0	156,705	0	0	156,705	0.000227%	310
33	60895	American United Life Ins Co	23,347,604	522,736,253	179,491	3,826,117	0	550,089,465	0.795814%	36
34	61999	Americo Fin Life & Ann Ins Co	13,966,124	63,483,072	11,982	550,215	0	78,011,393	0.112859%	97
35	61301	Ameritas Life Ins Corp	73,658,618	95,225,299	64,880,871	6,860,418	0	240,625,206	0.348112%	65
36	72222	Amica Life Ins Co	4,991,528	172,442	0	0	0	5,163,970	0.007471%	215
37	93661	Annuity Investors Life Ins Co	0	37,556,536	0	0	0	37,556,536	0.054333%	127
38	62825	Anthem Blue Cross Life &	54,637,668	0	3,587,490,632	0	0	3,642,128,300	5.269063%	1
39	61069	Anthem Life Ins Co	8,001,580	0	20,628,065	0	0	28,629,645	0.041418%	138
40	71439	Assurity Life Ins Co	14,813,579	19,918	4,921,871	349,317	0	20,104,685	0.029085%	153
41	68039	Athene Ann & Life Assur Co	834,530	144,129	0	0	0	978,659	0.001416%	280
42	61689	Athene Ann & Life Co	71,480,903	284,099,168	195,849	2,715,810	0	358,491,730	0.518630%	50
43	61492	Athene Annuity & Life Assur	5,105,223	4,710,704	1,957,727	0	0	11,773,654	0.017033%	179
44	61182	Aurora Natl Life Assur Co	3,287,847	0	0	(186,119)	0	3,101,728	0.004487%	242
45	84522	Auto Club Life Ins Co	2,122,364	333,515	8,955	0	0	2,464,834	0.003566%	255
46	62880	AXA Equitable Life & Ann Co	1,444,820	0	0	0	0	1,444,820	0.002090%	269
47	62944	AXA Equitable Life Ins Co	230,762,140	906,292,071	5,560,723	0	12,074,207	1,154,689,141	1.670488%	20
48	61212	Baltimore Life Ins Co	2,890,448	800	8,268	555,323	0	3,454,839	0.004998%	235
49	61263	Bankers Life & Cas Co	31,734,020	42,508,094	51,193,119	0	0	125,435,233	0.181467%	84
50	94250	Banner Life Ins Co	109,444,020	79,020,219	0	2,450,074	0	190,914,313	0.276196%	73
51	61395	Beneficial Life Ins Co	7,410,290	342,359	2,133	4	0	7,754,786	0.011219%	197
52	64890	Berkley Life & Hlth Ins Co	2,691	0	20,011,274	92	0	20,014,057	0.028954%	155
53	62345	Berkshire Hathaway Life Ins	0	4,492,902	0	0	0	4,492,902	0.006500%	223
54	71714	Berkshire Life Ins Co of Amer	681,727	0	37,109,128	0	0	37,790,855	0.054672%	126
55	90638	Best Life & Hlth Ins Co	215,426	0	4,997,099	0	0	5,212,525	0.007541%	214
56	61557	Blue Shield of CA Life & Hlth	9,014,304	0	1,245,254,048	0	0	1,254,268,352	1.814549%	16
57	61476	Boston Mut Life Ins Co	2,572,368	0	1,499,011	0	0	4,071,379	0.005890%	229
58	61581	Capitol Life Ins Co	1,345	0	0	0	0	1,345	0.000002%	337
59	69647	Catamaran Ins of Ohio Inc	130,853	1,016	0	0	0	131,869	0.000191%	313
60	61751	Central States H & L Co Of	576,074	0	107,744	0	0	683,818	0.000989%	286

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
61	61883	Central United Life Ins Co	51,751	0	2,046,571	0	0	2,098,322	0.003036%	258
62	80896	Centre Life Ins Co	0	0	3,313,341	0	0	3,313,341	0.004793%	241
63	62383	Centurion Life Ins Co	27,921	0	0	0	0	27,921	0.000040%	325
64	61808	Charter Natl Life Ins Co	(163)	14,219	0	0	0	14,056	0.000020%	332
65	61832	Chesapeake Life Ins Co	5,127,359	135,228	14,302,707	0	0	19,565,294	0.028305%	156
66	61875	Church Life Ins Corp	1,503,290	1,211,967	0	278,790	0	2,994,047	0.004331%	245
67	67369	Cigna Hlth & Life Ins Co	50,925	0	1,140,513,586	55,413	0	1,140,619,924	1.650134%	21
68	76236	Cincinnati Life Ins Co	7,080,117	706,606	19,089	0	0	7,805,812	0.011293%	196
69	93432	CM Life Ins Co	28,757,319	18,695,272	0	0	0	47,452,591	0.068650%	115
70	62626	CMFG Life Ins Co	25,716,402	54,887,280	29,292,485	33,560	0	109,929,727	0.159035%	88
71	62049	Colonial Life & Accident Ins	28,763,081	1,950	119,609,881	0	0	148,374,912	0.214654%	80
72	62065	Colonial Penn Life Ins Co	19,099,994	0	26,390,943	0	0	45,490,937	0.065812%	119
73	84786	Colorado Bankers Life Ins Co	10,040,439	6,660,220	1,467,551	486,474	0	18,654,684	0.026988%	158
74	76023	Columbian Life Ins Co	4,446,058	0	0	0	0	4,446,058	0.006432%	224
75	62103	Columbian Mut Life Ins Co	230,775	11,178	19,403	0	0	261,356	0.000378%	304
76	99937	Columbus Life Ins Co	23,600,769	4,716,308	2,304	205,336	0	28,524,717	0.041267%	139
77	62146	Combined Ins Co Of Amer	2,824,307	0	33,885,467	0	0	36,709,774	0.053108%	128
78	81426	Commercial Travelers Mut	0	0	25,027	0	0	25,027	0.000036%	326
79	84824	Commonwealth Ann & Life	3,472,658	6,891,647	6,825	1,620,682	0	11,991,812	0.017349%	178
80	62308	Connecticut Gen Life Ins Co	33,298,980	89,663	14,697,613	242,781	0	48,329,037	0.069918%	113
81	62359	Constitution Life Ins Co	356,521	1,180	3,066,892	0	0	3,424,593	0.004954%	236
82	71730	Continental Amer Ins Co	229,184	0	24,601,832	0	0	24,831,016	0.035923%	144
83	71404	Continental Gen Ins Co	120,436	0	333,097	0	0	453,533	0.000656%	293
84	68500	Continental Life Ins Co	4,102	0	13,725,200	0	0	13,729,302	0.019862%	173
85	78301	Corvesta Life Ins Co	356	0	0	0	0	356	0.000001%	342
86	82880	CSI Life Ins Co	15,190	0	0	0	0	15,190	0.000022%	329
87	71129	Dearborn Natl Life Ins Co	1,875,391	5,516	2,765,660	123,142	0	4,769,709	0.006900%	219
88	62634	Delaware Amer Life Ins Co	165,790	0	190,777	0	0	356,567	0.000516%	296
89	79065	Delaware Life Ins Co	4,616,694	39,292,309	0	0	0	43,909,003	0.063523%	120
90	92444	Doctors Life Ins Co	26,243	6,500	0	0	0	32,743	0.000047%	321

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
91	13183	Eagle Life Ins Co	0	13,351,065	0	0	0	13,351,065	0.019315%	174
92	84174	ELCO Mut Life & Ann	11,753	3,702,636	0	4,135,169	0	7,849,558	0.011356%	195
93	62928	EMC Natl Life Co	908,563	118,442	1,057	64,019	0	1,092,081	0.001580%	276
94	62510	Equitrust Life Ins Co	17,072,992	180,449,709	0	2,873,553	0	200,396,254	0.289913%	71
95	77968	Family Heritage Life Ins Co Of	36,945	0	4,180,223	0	0	4,217,168	0.006101%	227
96	63053	Family Life Ins Co	2,610,586	3,025	1,824,085	0	0	4,437,696	0.006420%	225
97	74004	Family Serv Life Ins Co	1,420	0	0	0	0	1,420	0.000002%	336
98	63177	Farmers New World Life Ins	286,660,543	12,110,273	4,695,581	7,535,004	0	311,001,401	0.449925%	55
99	63223	Federal Life Ins Co	2,010,720	12,950	18,505	0	0	2,042,175	0.002954%	261
100	63258	Federated Life Ins Co	8,698,313	204,122	1,805,377	0	0	10,707,812	0.015491%	184
101	63274	Fidelity & Guar Life Ins Co	101,170,530	341,661,445	0	135,000	0	442,966,975	0.640840%	45
102	93696	Fidelity Investments Life Ins	2,158,177	286,681,122	0	0	0	288,839,299	0.417864%	59
103	63290	Fidelity Life Assn A Legal	13,027,365	0	27,597	0	0	13,054,962	0.018887%	176
104	71870	Fidelity Security Life Ins Co	1,021,448	430,545	53,675,419	15,943	0	55,143,355	0.079776%	109
105	69140	First Allmerica Fin Life Ins Co	659,308	0	1,257	0	0	660,565	0.000956%	288
106	90328	First Hlth Life & Hlth Ins Co	4,255	0	34,988,608	0	0	34,992,863	0.050624%	131
107	67652	First Penn Pacific Life Ins Co	21,170,592	0	7,990	0	0	21,178,582	0.030639%	151
108	63495	Foresters Life Ins Ann Co	5,896,465	9,505,184	0	0	0	15,401,649	0.022282%	168
109	91642	Forethought Life Ins Co	34,354,522	408,538,694	406,374	0	0	443,299,590	0.641321%	44
110	99775	Funeral Directors Life Ins Co	2,123,545	1,531,123	0	0	0	3,654,668	0.005287%	232
111	63657	Garden State Life Ins Co	1,665,463	0	1,329	0	0	1,666,792	0.002411%	265
112	63665	General Amer Life Ins Co	32,135,309	679,504	1,527,056	0	0	34,341,869	0.049682%	132
113	65536	Genworth Life & Ann Ins Co	165,066,270	58,717,190	2,435,736	1,003,062	0	227,222,258	0.328722%	68
114	70025	Genworth Life Ins Co	56,411,968	17,789,115	287,828,398	322,277	0	362,351,758	0.524214%	49
115	70939	Gerber Life Ins Co	29,062,292	0	36,653,878	0	0	65,716,170	0.095072%	103
116	91472	Globe Life & Accident Ins Co	45,099,450	0	2,282,073	0	0	47,381,523	0.068547%	116
117	62286	Golden Rule Ins Co	1,536,788	252,127	1,551,116	0	0	3,340,031	0.004832%	240
118	63967	Government Personnel Mut	4,012,396	12,976	25,495	0	0	4,050,867	0.005860%	231
119	63312	Great Amer Life Ins Co	8,690,879	303,739,304	16,045	87,451	0	312,533,679	0.452142%	54
120	90212	Great Southern Life Ins Co	4,129,769	481,197	137,581	59,758	0	4,808,305	0.006956%	218

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
121	68322	Great W Life & Ann Ins Co	31,581,502	540,871,408	4,404,602	1,439,547	0	578,297,059	0.836622%	34
122	71480	Great Western Ins Co	25,023,965	659,436	0	0	0	25,683,401	0.037156%	142
123	64211	Guarantee Trust Life Ins Co	2,846,412	9,599	3,238,352	(140)	0	6,094,223	0.008817%	206
124	64238	Guaranty Income Life Ins Co	5,044	2,750,684	177,089	41,656	0	2,974,473	0.004303%	246
125	78778	Guardian Ins & Ann Co Inc	2,424,519	122,243,857	0	498,343	1,659,430	126,826,149	0.183479%	83
126	64246	Guardian Life Ins Co Of Amer	210,732,112	1,478,587	378,066,911	0	0	590,277,610	0.853954%	33
127	83607	Guggenheim Life & Ann Co	22,379	35,338,879	1,523	3,028,288	0	38,391,069	0.055540%	124
128	70815	Hartford Life & Accident Ins	92,636,358	309	127,921,584	0	0	220,558,251	0.319081%	69
129	71153	Hartford Life & Ann Ins Co	107,762,200	21,375,854	(7,149)	0	11,640,151	140,771,056	0.203653%	81
130	88072	Hartford Life Ins Co	12,210,462	25,235,096	4,478,460	329,107,903	160,913,601	531,945,522	0.769565%	37
131	92711	HCC Life Ins Co	904,746	5,400	69,852,783	0	0	70,762,929	0.102373%	101
132	66141	Health Net Life Ins Co	1,469,685	0	996,529,455	0	0	997,999,140	1.443804%	24
133	92908	HealthMarkets Ins Co	0	0	481	0	0	481	0.000001%	341
134	93440	HM Life Ins Co	22,183	0	37,997,247	0	0	38,019,430	0.055003%	125
135	64505	Homesteaders Life Co	31,070,111	635,275	0	0	0	31,705,386	0.045868%	135
136	64513	Horace Mann Life Ins Co	4,496,203	31,706,541	15,868	0	0	36,218,612	0.052397%	129
137	91693	IA Amer Life Ins Co	4,882,304	155,491	11,929	0	0	5,049,724	0.007305%	216
138	97764	Idealife Ins Co	178,469	2,176	14,167	0	0	194,812	0.000282%	307
139	64580	Illinois Mut Life Ins Co	811,904	0	149,711	0	0	961,615	0.001391%	282
140	81779	Individual Assur Co Life Hlth	0	0	352,985	0	0	352,985	0.000511%	298
141	14406	Industrial Alliance Ins & Fin	4,886,270	4,890,394	0	0	0	9,776,664	0.014144%	185
142	74780	Integrity Life Ins Co	18,918	68,137,336	0	1,517,207	0	69,673,461	0.100797%	102
143	63487	Investors Life Ins Co N Amer	1,432,352	2,000	0	0	0	1,434,352	0.002075%	270
144	65056	Jackson Natl Life Ins Co	113,458,293	2,530,412,613	6,279,210	940,628	0	2,651,090,744	3.835330%	3
145	64017	Jefferson Natl Life Ins Co	1,376,622	82,860,337	42,485	23,495	0	84,302,939	0.121961%	96
146	65080	John Alden Life Ins Co	676,282	279	614,439	0	0	1,291,000	0.001868%	273
147	93610	John Hancock Life & Hlth Ins	129,802	0	2,307,515	0	0	2,437,317	0.003526%	256
148	65838	John Hancock Life Ins Co USA	511,662,363	12,918,240	113,026,394	0	1,785,527,414	2,423,134,411	3.505546%	5
149	65110	Kanawha Ins Co	2,002,970	0	8,814,759	0	0	10,817,729	0.015650%	183
150	65129	Kansas City Life Ins Co	11,858,338	2,354,945	313,256	652,819	0	15,179,358	0.021960%	170

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151	65242	Lafayette Life Ins Co	29,727,721	13,962,228	21,537	0	0	43,711,486	0.063237%	121
152	68543	Liberty Bankers Life Ins Co	501,623	27,049,248	0	592,423	0	28,143,294	0.040715%	140
153	65315	Liberty Life Assur Co Of	80,022,075	3,889,179	158,729,902	191,014	0	242,832,170	0.351305%	63
154	65331	Liberty Natl Life Ins Co	7,778,328	1,036	315,169	0	0	8,094,533	0.011710%	194
155	65498	Life Ins Co Of N Amer	246,122,057	0	272,561,869	0	0	518,683,926	0.750380%	39
156	65528	Life Ins Co Of The Southwest	200,202,860	258,470,177	757	75,949	0	458,749,743	0.663673%	43
157	77720	LifeSecure Ins Co	536,159	55,960	2,781,180	0	0	3,373,299	0.004880%	239
158	94188	Lifewise Assur Co	0	0	14,181	0	0	14,181	0.000021%	331
159	65595	Lincoln Benefit Life Co	220,377,837	5,611,224	10,341,003	372,993	0	236,703,057	0.342438%	66
160	65927	Lincoln Heritage Life Ins Co	75,435,077	7,736	392,015	0	0	75,834,828	0.109710%	98
161	62057	Lincoln Life & Ann Co of NY	1,593,013	880,627	579,783	0	0	3,053,423	0.004417%	243
162	65676	Lincoln Natl Life Ins Co	689,266,888	1,383,860,564	110,248,127	0	0	2,183,375,579	3.158687%	7
163	60232	Lombard Intl Life Assur Co	907,864	57,863,969	0	0	0	58,771,833	0.085025%	106
164	76694	London Life Reins Co	0	0	1,025	0	0	1,025	0.000001%	338
165	68446	Longevity Ins Co	21,613	200	9,683	0	0	31,496	0.000046%	322
166	65722	Loyal Amer Life Ins Co	105,253	7,938	9,230,502	2,406	0	9,346,099	0.013521%	190
167	65781	Madison Natl Life Ins Co Inc	811,951	1,322,625	2,469,187	0	0	4,603,763	0.006660%	221
168	65870	Manhattan Life Ins Co	1,637,158	18,443,710	7,445	0	0	20,088,313	0.029062%	154
169	67083	Manhattan Natl Life Ins Co	2,715,594	2,427	0	0	0	2,718,021	0.003932%	250
170	85561	MAPFRE Life Ins Co	1,214	0	6,008	0	0	7,222	0.000010%	334
171	65935	Massachusetts Mut Life Ins	478,590,931	324,340,327	58,555,275	179,462,173	580,906,951	1,621,855,657	2.346337%	12
172	69515	Medamerica Ins Co	0	0	6,378,084	0	0	6,378,084	0.009227%	205
173	31119	Medico Ins Co	16,045	0	580,555	0	0	596,600	0.000863%	289
174	86126	Members Life Ins Co	140,177	46,589,893	0	0	0	46,730,070	0.067604%	117
175	65951	Merit Life Ins Co	2,312,292	0	3,653,037	0	0	5,965,329	0.008630%	208
176	87726	Metlife Ins Co USA	341,692,564	629,826,067	15,227,719	724,327	46,500	987,517,177	1.428640%	25
177	65978	Metropolitan Life Ins Co	713,959,740	228,014,894	706,714,942	16,776,229	277,008,757	1,942,474,562	2.810176%	11
178	97136	Metropolitan Tower Life Ins	5,964,453	11,520	0	0	0	5,975,973	0.008645%	207
179	66087	Mid West Natl Life Ins Co Of	1,157,326	46,420	4,338,678	0	0	5,542,424	0.008018%	211
180	66044	Midland Natl Life Ins Co	124,165,764	489,615,243	2,668	1,995,972	0	615,779,647	0.890848%	30

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181	66109	Midwestern United Life Ins	233,549	570	0	0	0	234,119	0.000339%	306
182	66168	Minnesota Life Ins Co	333,956,805	66,495,793	27,425,174	31,709,539	147,092,921	606,680,232	0.877684%	32
183	70416	MML Bay State Life Ins Co	4,674,785	0	0	0	0	4,674,785	0.006763%	220
184	66265	Monarch Life Ins Co	135,333	0	1,343,923	0	0	1,479,256	0.002140%	267
185	66370	Mony Life Ins Co	12,002,417	(118,394)	3,754,992	0	0	15,639,015	0.022625%	164
186	78077	Mony Life Ins Co Of Amer	84,527,671	2,737,368	3,139	0	0	87,268,178	0.126251%	95
187	88668	Mutual Of Amer Life Ins Co	399,280	128,807	106,124	71,808	179,290,599	179,996,618	0.260401%	76
188	71412	Mutual Of Omaha Ins Co	0	0	42,727,499	0	0	42,727,499	0.061814%	122
189	66427	Mutual Trust Life Ins Co a Pan	24,767,786	103,762	29,375	0	0	24,900,923	0.036024%	143
190	61409	National Benefit Life Ins Co	1,780,515	0	76,579	480	0	1,857,574	0.002687%	263
191	66540	National Farmers Union Life	732,320	9	0	0	0	732,329	0.001059%	285
192	66583	National Guardian Life Ins Co	54,093,120	3,929,179	14,361,435	0	0	72,383,734	0.104717%	99
193	82538	National Hlth Ins Co	327	0	15,583,786	0	0	15,584,113	0.022546%	165
194	66680	National Life Ins Co	25,047,544	308,391	2,376,731	0	0	27,732,666	0.040121%	141
195	87963	National Teachers Assoc Life	162,064	0	29,721,807	0	0	29,883,871	0.043233%	136
196	66850	National Western Life Ins Co	18,176,517	136,085,632	0	842,175	0	155,104,324	0.224389%	79
197	92657	Nationwide Life & Ann Ins Co	179,877,560	51,344	0	0	306,302,021	486,230,925	0.703430%	41
198	66869	Nationwide Life Ins Co	153,192,524	42,039,169	30,988,900	0	947,403,701	1,173,624,294	1.697881%	18
199	98205	Natl Foundation Life Ins Co	50	0	5,690,802	0	0	5,690,852	0.008233%	210
200	91626	New England Life Ins Co	14,554,339	1,342,664	42,930	0	0	15,939,933	0.023060%	162
201	78743	New Era Life Ins Co	1,607	127	66	641	0	2,441	0.000004%	335
202	69698	New Era Life Ins Co Of	14,497	2,041	0	14,374	0	30,912	0.000045%	323
203	91596	New York Life Ins & Ann Corp	278,228,440	1,308,079,651	0	16,275,664	0	1,602,583,755	2.318456%	13
204	66915	New York Life Ins Co	936,987,573	25,397,533	57,355,332	0	226,102,842	1,245,843,280	1.802360%	17
205	81264	Nippon Life Ins Co Of Amer	649,775	0	64,833,185	0	0	65,482,960	0.094734%	104
206	66974	North Amer Co Life & Hlth Ins	107,027,046	417,205,332	589	1,360,154	0	525,593,121	0.760375%	38
207	67032	North Carolina Mut Life Ins	21,863	200	942,567	0	0	964,630	0.001396%	281
208	67059	North Coast Life Ins Co	1,736,430	857,744	0	0	0	2,594,174	0.003753%	251
209	69000	Northwestern Long Term	0	0	32,702,432	0	0	32,702,432	0.047311%	134
210	67091	Northwestern Mut Life Ins Co	860,668,965	101,272,587	84,983,167	2,110,673	52,834	1,049,088,226	1.517715%	23

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211	81353	NYLife Ins Co Of AZ	8,709,396	0	0	0	0	8,709,396	0.012600%	191
212	67148	Occidental Life Ins Co Of NC	2,654,871	725,960	0	0	0	3,380,831	0.004891%	237
213	89206	Ohio Natl Life Assur Corp	55,771,580	0	1,320,306	1,255,522	0	58,347,408	0.084411%	107
214	67172	Ohio Natl Life Ins Co	25,547,821	140,380,097	898,265	404,931	13,770,379	181,001,493	0.261855%	75
215	67180	Ohio State Life Ins Co	2,766,013	847	58	346	0	2,767,264	0.004003%	249
216	67199	Old Amer Ins Co	4,435,831	0	75,312	0	0	4,511,143	0.006526%	222
217	67261	Old Republic Life Ins Co	2,536,745	0	2,098	0	0	2,538,843	0.003673%	252
218	76007	Old United Life Ins Co	635	0	0	0	0	635	0.000001%	340
219	76112	Oxford Life Ins Co	2,917,950	12,127,835	359,265	0	0	15,405,050	0.022286%	167
220	67393	Ozark Natl Life Ins Co	171,518	333	943	0	0	172,794	0.000250%	309
221	64343	Pacific Guardian Life Ins Co	11,530,121	648	1,672	754,329	0	12,286,770	0.017775%	177
222	97268	Pacific Life & Ann Co	168,196	187,520	0	0	0	355,716	0.000515%	297
223	67466	Pacific Life Ins Co	476,522,234	838,752,435	0	2,879,514	0	1,318,154,183	1.906972%	15
224	70785	Pacificare Life & Hlth Ins Co	0	0	7,180,251	0	0	7,180,251	0.010388%	201
225	93459	Pan Amer Assur Co	2,511,031	0	0	0	0	2,511,031	0.003633%	253
226	67539	Pan Amer Life Ins Co	799,565	13,480	47,472,645	0	0	48,285,690	0.069855%	114
227	60003	Park Avenue Life Ins Co	324,276	0	0	0	0	324,276	0.000469%	301
228	67598	Paul Revere Life Ins Co	693,881	0	22,636,609	0	0	23,330,490	0.033752%	147
229	93777	Pavonia Life Ins Co of MI	3,841,425	0	376,977	0	0	4,218,402	0.006103%	226
230	93262	Penn Ins & Ann Co	23,979,529	0	0	0	50,000	24,029,529	0.034763%	146
231	67644	Penn Mut Life Ins Co	154,123,794	5,024,330	940,415	341,017	22,980,851	183,410,407	0.265340%	74
232	90247	Pharmacists Life Ins Co	33,326	2,400	0	150	0	35,876	0.000052%	320
233	67784	Philadelphia Amer Life Ins Co	448	0	1,153,038	102,496	0	1,255,982	0.001817%	274
234	93548	PHL Variable Ins Co	51,730,519	60,117,622	0	1,834,666	0	113,682,807	0.164465%	86
235	67814	Phoenix Life Ins Co	20,093,022	71,482	211,948	32,278,727	0	52,655,179	0.076176%	112
236	72125	Physicians Life Ins Co	13,106,252	609,310	584,112	149,639	0	14,449,313	0.020904%	172
237	80578	Physicians Mut Ins Co	0	0	15,472,334	0	0	15,472,334	0.022384%	166
238	67873	Pioneer Amer Ins Co	277,187	2,137	0	0	0	279,324	0.000404%	302
239	67911	Pioneer Mut Life Ins Co	7,600,401	40,222	0	0	0	7,640,623	0.011054%	198
240	67946	Pioneer Security Life Ins Co	337,301	540	0	0	0	337,841	0.000489%	300

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241	65919	Primerica Life Ins Co	336,683,325	86,382	38,348	743,667	0	337,551,722	0.488336%	51
242	61271	Principal Life Ins Co	149,834,100	509,118,369	208,909,429	1,100,699,962	171,735	1,968,733,595	2.848165%	9
243	71161	Principal Natl Life Ins Co	54,240,045	0	0	0	0	54,240,045	0.078469%	110
244	68047	Professional Ins Co	37,420	0	2,045,347	0	0	2,082,767	0.003013%	259
245	88536	Protective Life & Annuity Ins	89,993	32,000	0	0	0	121,993	0.000176%	314
246	68136	Protective Life Ins Co	164,574,788	116,409,462	766,751	4,837,657	0	286,588,658	0.414608%	60
247	67903	Provident Amer Life & Hlth	475	0	8,911	0	0	9,386	0.000014%	333
248	68195	Provident Life & Accident Ins	18,616,569	0	79,177,146	0	0	97,793,715	0.141478%	89
249	79227	Pruco Life Ins Co	391,892,858	688,711,361	0	3,659,783	0	1,084,264,002	1.568604%	22
250	86630	Prudential Ann Life Assur	182,874	11,257,972	0	4,304,333	0	15,745,179	0.022779%	163
251	68241	Prudential Ins Co Of Amer	367,612,545	395,810,988	111,456,815	21,927,343	1,755,781,866	2,652,589,557	3.837499%	2
252	93629	Prudential Retirement Ins &	0	(38,267)	0	230,698,774	366,494	231,027,001	0.334227%	67
253	71390	Puritan Life Ins Co of Amer	114,339	274,983	63,981	0	0	453,303	0.000656%	294
254	68284	Pyramid Life Ins Co	22,383	0	50,820	0	0	73,203	0.000106%	317
255	68357	Reliable Life Ins Co	24,101	0	440	0	0	24,541	0.000036%	327
256	68381	Reliance Standard Life Ins Co	55,796,007	61,437,493	78,385,581	0	0	195,619,081	0.283002%	72
257	67105	Reliastar Life Ins Co	194,241,772	52,445,449	159,981,572	231,357	0	406,900,150	0.588662%	47
258	61360	Reliastar Life Ins Co Of NY	3,223,443	8,400	3,156,527	0	0	6,388,370	0.009242%	204
259	93572	RGA Reins Co	0	0	9,362,396	0	0	9,362,396	0.013545%	189
260	65005	RiverSource Life Ins Co	115,037,339	467,028,805	32,088,233	1,004,516	0	615,158,893	0.889950%	31
261	60183	S USA Life Ins Co Inc	104,375	0	4,544	0	0	108,919	0.000158%	315
262	60445	Sagicor Life Ins Co	3,451,865	17,604,145	4,014	1,142,187	0	22,202,211	0.032120%	150
263	93742	Securian Life Ins Co	21,706,466	0	2,481,685	34,199	0	24,222,350	0.035042%	145
264	68675	Security Benefit Life Ins Co	1,415,102	168,529,870	0	0	0	169,944,972	0.245859%	78
265	68721	Security Life Ins Co Of Amer	593,995	2,365	14,042,604	0	0	14,638,964	0.021178%	171
266	68713	Security Life Of Denver Ins Co	130,838,869	6,184	0	0	0	130,845,053	0.189293%	82
267	68772	Security Mut Life Ins Co Of NY	2,392,249	599,555	32,881	0	0	3,024,685	0.004376%	244
268	69485	Security Natl Life Ins Co	3,299,341	327,794	2,122	17,735	0	3,646,992	0.005276%	233
269	76325	Senior Hlth Ins Co of PA	0	0	9,450,994	0	0	9,450,994	0.013673%	187
270	78662	Senior Life Ins Co	1,860,191	0	0	0	0	1,860,191	0.002691%	262

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271	68802	Sentinel Security Life Ins Co	2,590,949	17,599,112	315,038	13,506,164	0	34,011,263	0.049204%	133
272	68810	Sentry Life Ins Co	2,519,154	68,897,265	409,121	0	0	71,825,540	0.103910%	100
273	97241	Settlers Life Ins Co	40,500	515	1,466	0	0	42,481	0.000061%	318
274	69019	Standard Ins Co	92,977,665	42,456,871	214,132,379	3,421,826	139,147,658	492,136,399	0.711973%	40
275	86355	Standard Life & Accident Ins	960,985	10,908	6,592,117	0	0	7,564,010	0.010943%	200
276	69078	Standard Security Life Ins Co	10,363	0	15,264,499	0	0	15,274,862	0.022098%	169
277	68985	Starmount Life Ins Co	132,935	0	1,337,775	0	0	1,470,710	0.002128%	268
278	69108	State Farm Life Ins Co	440,733,838	35,733,644	0	2,361,748	0	478,829,230	0.692722%	42
279	69116	State Life Ins Co	51,209,635	33,742,876	4,165,391	148,937	0	89,266,839	0.129142%	94
280	89184	Sterling Investors Life Ins Co	319,024	1,561	76,139	0	0	396,724	0.000574%	295
281	80926	Sun Life & Hlth Ins Co	8,038,388	0	1,341,976	0	0	9,380,364	0.013571%	188
282	69272	Sunset Life Ins Co Of Amer	4,445,003	743,628	0	37,545	0	5,226,176	0.007561%	213
283	69310	Surety Life Ins Co	13,218,076	85,554	17,381	0	0	13,321,011	0.019271%	175
284	68608	Symetra Life Ins Co	41,129,468	635,808,733	56,607,370	39,613,133	0	773,158,704	1.118528%	27
285	90581	Symetra Natl Life Ins Co	18,857	0	0	0	0	18,857	0.000027%	328
286	69345	Teachers Ins & Ann Assoc Of	21,260,602	682,150,473	683,044	30,390,972	0	734,485,091	1.062579%	28
287	69396	Texas Life Ins Co	15,990,617	0	0	0	0	15,990,617	0.023134%	161
288	70435	The Savings Bank Life Ins Co	16,807,516	0	0	0	0	16,807,516	0.024315%	160
289	97721	Thrivent Life Ins Co	1,779,111	20,565,953	0	0	0	22,345,064	0.032327%	149
290	60142	TIAA Cref Life Ins Co	29,484,871	28,210,208	200,145	243,145,627	0	301,040,851	0.435516%	56
291	69477	Time Ins Co	1,063,661	0	297,978,505	51,825	0	299,093,991	0.432699%	58
292	69566	Trans World Assur Co	1,901,283	330,336	0	0	0	2,231,619	0.003228%	257
293	79022	Transamerica Advisors Life	969,399	79,926	0	0	0	1,049,325	0.001518%	277
294	70688	Transamerica Financial Life	857,725	990,761	653,729	0	862,566,218	865,068,433	1.251494%	26
295	86231	Transamerica Life Ins Co	438,450,139	681,832,223	110,231,432	989,821	805,482,848	2,036,986,463	2.946906%	8
296	66281	Transamerica Premier Life Ins	419,928,221	88,864,567	59,749,585	13,074	116,634	568,672,081	0.822697%	35
297	61425	Trustmark Ins Co	33,999,998	14,715	11,732,397	0	0	45,747,110	0.066182%	118
298	62863	Trustmark Life Ins Co	282,981	0	9,279,819	0	0	9,562,800	0.013834%	186
299	86371	Ullico Life Ins Co	39,253	0	0	0	0	39,253	0.000057%	319
300	80314	Unicare Life & Hlth Ins Co	5,875,730	0	2,724,964	0	0	8,600,694	0.012443%	192

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

Premiums Written During The Calendar Year

Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
301	11121	Unified Life Ins Co	322,689	1,936	2,162,353	0	0	2,486,978	0.003598%	254
302	91529	Unimerica Ins Co	10,464,525	0	83,186,231	0	0	93,650,756	0.135484%	93
303	62596	Union Fidelity Life Ins Co	1,389,621	18	2,753,243	0	0	4,142,882	0.005994%	228
304	69744	Union Labor Life Ins Co	5,457,014	0	13,956,013	0	0	19,413,027	0.028085%	157
305	70408	Union Security Ins Co	25,374,196	622,388	84,271,579	0	0	110,268,163	0.159525%	87
306	92916	United Amer Ins Co	839,381	373,276	51,603,497	0	0	52,816,154	0.076409%	111
307	69892	United Farm Family Life Ins	2,943,532	2,775	0	181	0	2,946,488	0.004263%	247
308	87645	United Fidelity Life Ins Co	490,432	13,267	0	803	0	504,502	0.000730%	292
309	63983	United Heritage Life Ins Co	3,292,499	1,221,642	17,079	289,966	0	4,821,186	0.006975%	217
310	69922	United Home Life Ins Co	1,575,306	175	18,747	0	0	1,594,228	0.002306%	266
311	69930	United Ins Co Of Amer	17,298,374	0	560,951	0	0	17,859,325	0.025837%	159
312	69973	United Life Ins Co	92,209	0	0	0	0	92,209	0.000133%	316
313	69868	United Of Omaha Life Ins Co	147,420,360	68,208,924	54,371,904	56,468,918	396,858	326,866,964	0.472878%	53
314	42129	United Security Assur Co Of	0	0	29,357	0	0	29,357	0.000042%	324
315	70106	United States Life Ins Co in	13,517,939	300,793	21,235,140	0	0	35,053,872	0.050712%	130
316	63479	United Teacher Assoc Ins Co	157,786	874,262	2,521,064	0	0	3,553,112	0.005140%	234
317	72850	United World Life Ins Co	114,672	0	20,225,520	0	0	20,340,192	0.029426%	152
318	79413	UnitedHealthcare Ins Co	5,226,319	0	2,518,657,942	0	0	2,523,884,261	3.651301%	4
319	97179	UnitedHealthcare Life Ins Co	0	0	134,395	0	0	134,395	0.000194%	312
320	63819	Unity Financial Life Ins Co	682,248	0	0	0	0	682,248	0.000987%	287
321	70173	Universal Underwriters Life	1,011,865	0	0	0	0	1,011,865	0.001464%	279
322	67601	Unum Ins Co	190,215	0	0	5,530,762	0	5,720,977	0.008277%	209
323	62235	Unum Life Ins Co Of Amer	115,026,519	7,154	309,307,569	90,377	0	424,431,619	0.614025%	46
324	80705	US Br Great West Life Assur	1,251,894	0	823,506	0	0	2,075,400	0.003002%	260
325	80802	US Br Sun Life Assur Co of	97,331,348	0	143,584,937	0	0	240,916,285	0.348533%	64
326	80659	US Business of Canada Life	6,464,974	14,099	379,172	0	0	6,858,245	0.009922%	202
327	84530	US Financial Life Ins Co	11,724,182	0	0	0	0	11,724,182	0.016961%	180
328	70955	USA Life One Ins Co Of IN	982	0	0	0	0	982	0.000001%	339
329	69663	USAA Life Ins Co	99,955,230	87,772,748	30,003,699	1,552,945	0	219,284,622	0.317239%	70
330	68632	Vantis Life Ins Co	342,291	0	0	0	0	342,291	0.000495%	299

2015 CALIFORNIA LIFE & ANNUITY MARKET SHARE REPORT

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

Record Count	Company Code	Company Name	Life Insurance	Annuity Considerations	Accident and Health	Deposit Type Contract Funds	Other Considerations	Total	Market Share	Rank
331	70238	Variable Ann Life Ins Co	0	300,728,608	0	0	0	300,728,608	0.435064%	57
332	80942	Voya Ins & Ann Co	2,539,000	333,059,244	1,421	0	0	335,599,665	0.485512%	52
333	86509	Voya Retirement Ins & Ann	9,904,572	1,023,543,891	0	464,751	137,039,006	1,170,952,220	1.694015%	19
334	70319	Washington Natl Ins Co	5,406,600	1,069,359	15,929,923	0	0	22,405,882	0.032415%	148
335	70335	West Coast Life Ins Co	96,076,829	12,053	2,749	77,879	0	96,169,510	0.139128%	90
336	70483	Western & Southern Life Ins	10,443,380	0	512,012	0	0	10,955,392	0.015849%	182
337	92622	Western Southern Life Assur	6,163,155	1,332,992	0	115,638	0	7,611,785	0.011012%	199
338	62413	Wilcac Life Ins Co	1,331,566	84,534	6,248	1,449,892	0	2,872,240	0.004155%	248
339	65900	Wilco Life Ins Co	27,156,100	26,759	1,657,425	0	0	28,840,284	0.041723%	137
340	60704	Wilton Reassur Life Co of NY	547,308	5,200	10,131	0	0	562,639	0.000814%	290
341	71323	Zale Life Ins Co	87,832	0	89,575	0	0	177,407	0.000257%	308
342	90557	Zurich Amer Life Ins Co	35,061,682	21,687,886	386,906	0	0	57,136,474	0.082659%	108
Totals:			15,882,278,621	24,492,352,649	17,864,747,791	2,509,592,371	8,373,906,713	69,122,878,145	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	476,317	0.002999%	239
2	77879	5 Star Life Ins Co	8,582,170	0.054036%	125
3	71854	AAA Life Ins Co	192,948,790	1.214868%	25
4	71471	Ability Ins Co	29,238	0.000184%	285
5	62200	Accordia Life & Ann Co	96,067,233	0.604871%	47
6	60054	Aetna Life Ins Co	79,682,293	0.501706%	53
7	90611	Allianz Life Ins Co Of N Amer	132,104,375	0.831772%	33
8	70866	Allstate Assur Co	1,355,253	0.008533%	206
9	60186	Allstate Life Ins Co	51,676,449	0.325372%	65
10	70874	Allstate Life Ins Co Of NY	517,767	0.003260%	236
11	60216	Amalgamated Life Ins Co	122,965	0.000774%	269
12	68594	American Amicable Life Ins Co Of TX	6,305,079	0.039699%	133
13	60275	American Bankers Life Assur Co Of FL	1,659,890	0.010451%	194
14	92738	American Equity Invest Life Ins Co	9,572	0.000060%	301
15	60380	American Family Life Assur Co of Col	23,217,863	0.146187%	93
16	60399	American Family Life Ins Co	1,672,337	0.010530%	192
17	60410	American Fidelity Assur Co	31,777,871	0.200084%	74
18	60429	American Fidelity Life Ins Co	648,852	0.004085%	231
19	60488	American Gen Life Ins Co	449,104,014	2.827705%	8
20	60534	American Heritage Life Ins Co	5,929,440	0.037334%	136
21	60518	American Hlth & Life Ins Co	2,875,105	0.018103%	165
22	60577	American Income Life Ins Co	89,390,944	0.562834%	50
23	67989	American Memorial Life Ins Co	117,053,774	0.737009%	36
24	65811	American Modern Life Ins Co	156,365	0.000985%	263
25	60739	American Natl Ins Co	67,535,380	0.425225%	57
26	71773	American Natl Life Ins Co Of TX	169,495	0.001067%	258
27	60801	American Public Life Ins Co	3,929	0.000025%	305
28	60836	American Republic Ins Co	385,935	0.002430%	241
29	60895	American United Life Ins Co	23,347,604	0.147004%	92
30	61999	Americo Fin Life & Ann Ins Co	13,966,124	0.087935%	107
31	61301	Ameritas Life Ins Corp	73,658,618	0.463779%	55
32	72222	Amica Life Ins Co	4,991,528	0.031428%	144
33	62825	Anthem Blue Cross Life & Health Ins Co	54,637,668	0.344017%	61
34	61069	Anthem Life Ins Co	8,001,580	0.050381%	127
35	71439	Assurity Life Ins Co	14,813,579	0.093271%	105
36	68039	Athene Ann & Life Assur Co of NY	834,530	0.005254%	220
37	61689	Athene Ann & Life Co	71,480,903	0.450067%	56
38	61492	Athene Annuity & Life Assur Co	5,105,223	0.032144%	143
39	61182	Aurora Natl Life Assur Co	3,287,847	0.020701%	160
40	84522	Auto Club Life Ins Co	2,122,364	0.013363%	183
41	62880	AXA Equitable Life & Ann Co	1,444,820	0.009097%	201
42	62944	AXA Equitable Life Ins Co	230,762,140	1.452954%	20
43	61212	Baltimore Life Ins Co	2,890,448	0.018199%	164
44	61263	Bankers Life & Cas Co	31,734,020	0.199808%	75
45	94250	Banner Life Ins Co	109,444,020	0.689095%	40

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	61395	Beneficial Life Ins Co	7,410,290	0.046658%	130
47	64890	Berkley Life & Hlth Ins Co	2,691	0.000017%	306
48	71714	Berkshire Life Ins Co of Amer	681,727	0.004292%	227
49	90638	Best Life & Hlth Ins Co	215,426	0.001356%	253
50	61557	Blue Shield of CA Life & Hlth Ins Co	9,014,304	0.056757%	121
51	61476	Boston Mut Life Ins Co	2,572,368	0.016196%	173
52	61581	Capitol Life Ins Co	1,345	0.000008%	309
53	69647	Catamaran Ins of Ohio Inc	130,853	0.000824%	267
54	61751	Central States H & L Co Of Omaha	576,074	0.003627%	233
55	61883	Central United Life Ins Co	51,751	0.000326%	278
56	62383	Centurion Life Ins Co	27,921	0.000176%	286
57	61832	Chesapeake Life Ins Co	5,127,359	0.032284%	142
58	61875	Church Life Ins Corp	1,503,290	0.009465%	199
59	67369	Cigna Hlth & Life Ins Co	50,925	0.000321%	279
60	76236	Cincinnati Life Ins Co	7,080,117	0.044579%	131
61	93432	CM Life Ins Co	28,757,319	0.181065%	82
62	62626	CMFG Life Ins Co	25,716,402	0.161919%	84
63	62049	Colonial Life & Accident Ins Co	28,763,081	0.181102%	81
64	62065	Colonial Penn Life Ins Co	19,099,994	0.120260%	98
65	84786	Colorado Bankers Life Ins Co	10,040,439	0.063218%	119
66	76023	Columbian Life Ins Co	4,446,058	0.027994%	150
67	62103	Columbian Mut Life Ins Co	230,775	0.001453%	251
68	99937	Columbus Life Ins Co	23,600,769	0.148598%	91
69	62146	Combined Ins Co Of Amer	2,824,307	0.017783%	167
70	84824	Commonwealth Ann & Life Ins Co	3,472,658	0.021865%	156
71	62308	Connecticut Gen Life Ins Co	33,298,980	0.209661%	72
72	62359	Constitution Life Ins Co	356,521	0.002245%	242
73	71730	Continental Amer Ins Co	229,184	0.001443%	252
74	71404	Continental Gen Ins Co	120,436	0.000758%	270
75	68500	Continental Life Ins Co Brentwood	4,102	0.000026%	304
76	78301	Corvesta Life Ins Co	356	0.000002%	315
77	82880	CSI Life Ins Co	15,190	0.000096%	297
78	71129	Dearborn Natl Life Ins Co	1,875,391	0.011808%	187
79	62634	Delaware Amer Life Ins Co	165,790	0.001044%	260
80	79065	Delaware Life Ins Co	4,616,694	0.029068%	148
81	92444	Doctors Life Ins Co	26,243	0.000165%	287
82	84174	ELCO Mut Life & Ann	11,753	0.000074%	299
83	62928	EMC Natl Life Co	908,563	0.005721%	215
84	62510	Equitrust Life Ins Co	17,072,992	0.107497%	102
85	77968	Family Heritage Life Ins Co Of Amer	36,945	0.000233%	283
86	63053	Family Life Ins Co	2,610,586	0.016437%	171
87	74004	Family Serv Life Ins Co	1,420	0.000009%	308
88	63177	Farmers New World Life Ins Co	286,660,543	1.804908%	17
89	63223	Federal Life Ins Co	2,010,720	0.012660%	184
90	63258	Federated Life Ins Co	8,698,313	0.054767%	123

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	101,170,530	0.637003%	43
92	93696	Fidelity Investments Life Ins Co	2,158,177	0.013589%	181
93	63290	Fidelity Life Assn A Legal Reserve L	13,027,365	0.082025%	111
94	71870	Fidelity Security Life Ins Co	1,021,448	0.006431%	211
95	69140	First Allmerica Fin Life Ins Co	659,308	0.004151%	229
96	90328	First Hlth Life & Hlth Ins Co	4,255	0.000027%	303
97	67652	First Penn Pacific Life Ins Co	21,170,592	0.133297%	96
98	63495	Foresters Life Ins Ann Co	5,896,465	0.037126%	137
99	91642	Forethought Life Ins Co	34,354,522	0.216307%	70
100	99775	Funeral Directors Life Ins Co	2,123,545	0.013371%	182
101	63657	Garden State Life Ins Co	1,665,463	0.010486%	193
102	63665	General Amer Life Ins Co	32,135,309	0.202334%	73
103	65536	Genworth Life & Ann Ins Co	165,066,270	1.039311%	27
104	70025	Genworth Life Ins Co	56,411,968	0.355188%	58
105	70939	Gerber Life Ins Co	29,062,292	0.182986%	80
106	91472	Globe Life & Accident Ins Co	45,099,450	0.283961%	67
107	62286	Golden Rule Ins Co	1,536,788	0.009676%	198
108	63967	Government Personnel Mut Life Ins Co	4,012,396	0.025263%	154
109	63312	Great Amer Life Ins Co	8,690,879	0.054721%	124
110	90212	Great Southern Life Ins Co	4,129,769	0.026002%	153
111	68322	Great W Life & Ann Ins Co	31,581,502	0.198847%	76
112	71480	Great Western Ins Co	25,023,965	0.157559%	88
113	64211	Guarantee Trust Life Ins Co	2,846,412	0.017922%	166
114	64238	Guaranty Income Life Ins Co	5,044	0.000032%	302
115	78778	Guardian Ins & Ann Co Inc	2,424,519	0.015266%	178
116	64246	Guardian Life Ins Co Of Amer	210,732,112	1.326838%	22
117	83607	Guggenheim Life & Ann Co	22,379	0.000141%	290
118	70815	Hartford Life & Accident Ins Co	92,636,358	0.583269%	49
119	71153	Hartford Life & Ann Ins Co	107,762,200	0.678506%	41
120	88072	Hartford Life Ins Co	12,210,462	0.076881%	112
121	92711	HCC Life Ins Co	904,746	0.005697%	217
122	66141	Health Net Life Ins Co	1,469,685	0.009254%	200
123	93440	HM Life Ins Co	22,183	0.000140%	291
124	64505	Homesteaders Life Co	31,070,111	0.195628%	77
125	64513	Horace Mann Life Ins Co	4,496,203	0.028310%	149
126	91693	IA Amer Life Ins Co	4,882,304	0.030741%	146
127	97764	Idealife Ins Co	178,469	0.001124%	256
128	64580	Illinois Mut Life Ins Co	811,904	0.005112%	222
129	14406	Industrial Alliance Ins & Fin Serv I	4,886,270	0.030766%	145
130	74780	Integrity Life Ins Co	18,918	0.000119%	294
131	63487	Investors Life Ins Co N Amer	1,432,352	0.009019%	202
132	65056	Jackson Natl Life Ins Co	113,458,293	0.714370%	39
133	64017	Jefferson Natl Life Ins Co	1,376,622	0.008668%	205
134	65080	John Alden Life Ins Co	676,282	0.004258%	228
135	93610	John Hancock Life & Hlth Ins Co	129,802	0.000817%	268

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
136	65838	John Hancock Life Ins Co USA	511,662,363	3.221593%	5
137	65110	Kanawha Ins Co	2,002,970	0.012611%	185
138	65129	Kansas City Life Ins Co	11,858,338	0.074664%	114
139	65242	Lafayette Life Ins Co	29,727,721	0.187175%	78
140	68543	Liberty Bankers Life Ins Co	501,623	0.003158%	237
141	65315	Liberty Life Assur Co Of Boston	80,022,075	0.503845%	52
142	65331	Liberty Natl Life Ins Co	7,778,328	0.048975%	128
143	65498	Life Ins Co Of N Amer	246,122,057	1.549665%	19
144	65528	Life Ins Co Of The Southwest	200,202,860	1.260542%	23
145	77720	LifeSecure Ins Co	536,159	0.003376%	235
146	65595	Lincoln Benefit Life Co	220,377,837	1.387571%	21
147	65927	Lincoln Heritage Life Ins Co	75,435,077	0.474964%	54
148	62057	Lincoln Life & Ann Co of NY	1,593,013	0.010030%	196
149	65676	Lincoln Natl Life Ins Co	689,266,888	4.339849%	4
150	60232	Lombard Intl Life Assur Co	907,864	0.005716%	216
151	68446	Longevity Ins Co	21,613	0.000136%	293
152	65722	Loyal Amer Life Ins Co	105,253	0.000663%	273
153	65781	Madison Natl Life Ins Co Inc	811,951	0.005112%	221
154	65870	Manhattan Life Ins Co	1,637,158	0.010308%	195
155	67083	Manhattan Natl Life Ins Co	2,715,594	0.017098%	169
156	85561	MAPFRE Life Ins Co	1,214	0.000008%	310
157	65935	Massachusetts Mut Life Ins Co	478,590,931	3.013364%	6
158	31119	Medico Ins Co	16,045	0.000101%	296
159	86126	Members Life Ins Co	140,177	0.000883%	264
160	65951	Merit Life Ins Co	2,312,292	0.014559%	180
161	87726	Metlife Ins Co USA	341,692,564	2.151408%	14
162	65978	Metropolitan Life Ins Co	713,959,740	4.495323%	3
163	97136	Metropolitan Tower Life Ins Co	5,964,453	0.037554%	135
164	66087	Mid West Natl Life Ins Co Of TN	1,157,326	0.007287%	209
165	66044	Midland Natl Life Ins Co	124,165,764	0.781788%	35
166	66109	Midwestern United Life Ins Co	233,549	0.001471%	250
167	66168	Minnesota Life Ins Co	333,956,805	2.102701%	16
168	70416	MML Bay State Life Ins Co	4,674,785	0.029434%	147
169	66265	Monarch Life Ins Co	135,333	0.000852%	265
170	66370	Mony Life Ins Co	12,002,417	0.075571%	113
171	78077	Mony Life Ins Co Of Amer	84,527,671	0.532214%	51
172	88668	Mutual Of Amer Life Ins Co	399,280	0.002514%	240
173	66427	Mutual Trust Life Ins Co a Pan Amer	24,767,786	0.155946%	89
174	61409	National Benefit Life Ins Co	1,780,515	0.011211%	189
175	66540	National Farmers Union Life Ins Co	732,320	0.004611%	224
176	66583	National Guardian Life Ins Co	54,093,120	0.340588%	63
177	82538	National Hlth Ins Co	327	0.000002%	316
178	66680	National Life Ins Co	25,047,544	0.157707%	87
179	87963	National Teachers Assoc Life Ins Co	162,064	0.001020%	261
180	66850	National Western Life Ins Co	18,176,517	0.114445%	100

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
181	92657	Nationwide Life & Ann Ins Co	179,877,560	1.132568%	26
182	66869	Nationwide Life Ins Co	153,192,524	0.964550%	30
183	98205	Natl Foundation Life Ins Co	50	0.000000%	317
184	91626	New England Life Ins Co	14,554,339	0.091639%	106
185	78743	New Era Life Ins Co	1,607	0.000010%	307
186	69698	New Era Life Ins Co Of Midwest	14,497	0.000091%	298
187	91596	New York Life Ins & Ann Corp	278,228,440	1.751817%	18
188	66915	New York Life Ins Co	936,987,573	5.899579%	1
189	81264	Nippon Life Ins Co Of Amer	649,775	0.004091%	230
190	66974	North Amer Co Life & Hlth Ins	107,027,046	0.673877%	42
191	67032	North Carolina Mut Life Ins Co	21,863	0.000138%	292
192	67059	North Coast Life Ins Co	1,736,430	0.010933%	191
193	67091	Northwestern Mut Life Ins Co	860,668,965	5.419052%	2
194	81353	NYLife Ins Co Of AZ	8,709,396	0.054837%	122
195	67148	Occidental Life Ins Co Of NC	2,654,871	0.016716%	170
196	89206	Ohio Natl Life Assur Corp	55,771,580	0.351156%	60
197	67172	Ohio Natl Life Ins Co	25,547,821	0.160857%	85
198	67180	Ohio State Life Ins Co	2,766,013	0.017416%	168
199	67199	Old Amer Ins Co	4,435,831	0.027929%	152
200	67261	Old Republic Life Ins Co	2,536,745	0.015972%	175
201	76007	Old United Life Ins Co	635	0.000004%	312
202	76112	Oxford Life Ins Co	2,917,950	0.018372%	163
203	67393	Ozark Natl Life Ins Co	171,518	0.001080%	257
204	64343	Pacific Guardian Life Ins Co Ltd	11,530,121	0.072597%	116
205	97268	Pacific Life & Ann Co	168,196	0.001059%	259
206	67466	Pacific Life Ins Co	476,522,234	3.000339%	7
207	93459	Pan Amer Assur Co	2,511,031	0.015810%	177
208	67539	Pan Amer Life Ins Co	799,565	0.005034%	223
209	60003	Park Avenue Life Ins Co	324,276	0.002042%	245
210	67598	Paul Revere Life Ins Co	693,881	0.004369%	225
211	93777	Pavonia Life Ins Co of MI	3,841,425	0.024187%	155
212	93262	Penn Ins & Ann Co	23,979,529	0.150983%	90
213	67644	Penn Mut Life Ins Co	154,123,794	0.970414%	29
214	90247	Pharmacists Life Ins Co	33,326	0.000210%	284
215	67784	Philadelphia Amer Life Ins Co	448	0.000003%	314
216	93548	PHL Variable Ins Co	51,730,519	0.325712%	64
217	67814	Phoenix Life Ins Co	20,093,022	0.126512%	97
218	72125	Physicians Life Ins Co	13,106,252	0.082521%	110
219	67873	Pioneer Amer Ins Co	277,187	0.001745%	249
220	67911	Pioneer Mut Life Ins Co	7,600,401	0.047855%	129
221	67946	Pioneer Security Life Ins Co	337,301	0.002124%	244
222	65919	Primerica Life Ins Co	336,683,325	2.119868%	15
223	61271	Principal Life Ins Co	149,834,100	0.943404%	31
224	71161	Principal Natl Life Ins Co	54,240,045	0.341513%	62
225	68047	Professional Ins Co	37,420	0.000236%	282

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
226	88536	Protective Life & Annuity Ins Co	89,993	0.000567%	276
227	68136	Protective Life Ins Co	164,574,788	1.036216%	28
228	67903	Provident Amer Life & Hlth Ins Co	475	0.000003%	313
229	68195	Provident Life & Accident Ins Co	18,616,569	0.117216%	99
230	79227	Pruco Life Ins Co	391,892,858	2.467485%	12
231	86630	Prudential Ann Life Assur Corp	182,874	0.001151%	255
232	68241	Prudential Ins Co Of Amer	367,612,545	2.314608%	13
233	71390	Puritan Life Ins Co of Amer	114,339	0.000720%	272
234	68284	Pyramid Life Ins Co	22,383	0.000141%	289
235	68357	Reliable Life Ins Co	24,101	0.000152%	288
236	68381	Reliance Standard Life Ins Co	55,796,007	0.351310%	59
237	67105	Reliastar Life Ins Co	194,241,772	1.223009%	24
238	61360	Reliastar Life Ins Co Of NY	3,223,443	0.020296%	161
239	65005	RiverSource Life Ins Co	115,037,339	0.724313%	37
240	60183	S USA Life Ins Co Inc	104,375	0.000657%	274
241	60445	Sagicor Life Ins Co	3,451,865	0.021734%	157
242	93742	Securian Life Ins Co	21,706,466	0.136671%	94
243	68675	Security Benefit Life Ins Co	1,415,102	0.008910%	203
244	68721	Security Life Ins Co Of Amer	593,995	0.003740%	232
245	68713	Security Life Of Denver Ins Co	130,838,869	0.823804%	34
246	68772	Security Mut Life Ins Co Of NY	2,392,249	0.015062%	179
247	69485	Security Natl Life Ins Co	3,299,341	0.020774%	158
248	78662	Senior Life Ins Co	1,860,191	0.011712%	188
249	68802	Sentinel Security Life Ins Co	2,590,949	0.016313%	172
250	68810	Sentry Life Ins Co	2,519,154	0.015861%	176
251	97241	Settlers Life Ins Co	40,500	0.000255%	280
252	69019	Standard Ins Co	92,977,665	0.585418%	48
253	86355	Standard Life & Accident Ins Co	960,985	0.006051%	214
254	69078	Standard Security Life Ins Co Of NY	10,363	0.000065%	300
255	68985	Starmount Life Ins Co	132,935	0.000837%	266
256	69108	State Farm Life Ins Co	440,733,838	2.775004%	9
257	69116	State Life Ins Co	51,209,635	0.322433%	66
258	89184	Sterling Investors Life Ins Co	319,024	0.002009%	247
259	80926	Sun Life & Hlth Ins Co	8,038,388	0.050612%	126
260	69272	Sunset Life Ins Co Of Amer	4,445,003	0.027987%	151
261	69310	Surety Life Ins Co	13,218,076	0.083225%	109
262	68608	Symetra Life Ins Co	41,129,468	0.258965%	68
263	90581	Symetra Natl Life Ins Co	18,857	0.000119%	295
264	69345	Teachers Ins & Ann Assoc Of Amer	21,260,602	0.133864%	95
265	69396	Texas Life Ins Co	15,990,617	0.100682%	104
266	70435	The Savings Bank Life Ins Co Of MA	16,807,516	0.105826%	103
267	97721	Thrivent Life Ins Co	1,779,111	0.011202%	190
268	60142	TIAA Cref Life Ins Co	29,484,871	0.185646%	79
269	69477	Time Ins Co	1,063,661	0.006697%	210
270	69566	Trans World Assur Co	1,901,283	0.011971%	186

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: LIFE INSURANCE
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
271	79022	Transamerica Advisors Life Ins Co	969,399	0.006104%	213
272	70688	Transamerica Financial Life Ins Co	857,725	0.005401%	218
273	86231	Transamerica Life Ins Co	438,450,139	2.760625%	10
274	66281	Transamerica Premier Life Ins Co	419,928,221	2.644005%	11
275	61425	Trustmark Ins Co	33,999,998	0.214075%	71
276	62863	Trustmark Life Ins Co	282,981	0.001782%	248
277	86371	Ullico Life Ins Co	39,253	0.000247%	281
278	80314	Unicare Life & Hlth Ins Co	5,875,730	0.036996%	138
279	11121	Unified Life Ins Co	322,689	0.002032%	246
280	91529	Unimerica Ins Co	10,464,525	0.065888%	117
281	62596	Union Fidelity Life Ins Co	1,389,621	0.008750%	204
282	69744	Union Labor Life Ins Co	5,457,014	0.034359%	139
283	70408	Union Security Ins Co	25,374,196	0.159764%	86
284	92916	United Amer Ins Co	839,381	0.005285%	219
285	69892	United Farm Family Life Ins Co	2,943,532	0.018533%	162
286	87645	United Fidelity Life Ins Co	490,432	0.003088%	238
287	63983	United Heritage Life Ins Co	3,292,499	0.020731%	159
288	69922	United Home Life Ins Co	1,575,306	0.009919%	197
289	69930	United Ins Co Of Amer	17,298,374	0.108916%	101
290	69973	United Life Ins Co	92,209	0.000581%	275
291	69868	United Of Omaha Life Ins Co	147,420,360	0.928207%	32
292	70106	United States Life Ins Co in the Cit	13,517,939	0.085113%	108
293	63479	United Teacher Assoc Ins Co	157,786	0.000993%	262
294	72850	United World Life Ins Co	114,672	0.000722%	271
295	79413	UnitedHealthcare Ins Co	5,226,319	0.032907%	141
296	63819	Unity Financial Life Ins Co	682,248	0.004296%	226
297	70173	Universal Underwriters Life Ins Co	1,011,865	0.006371%	212
298	67601	Unum Ins Co	190,215	0.001198%	254
299	62235	Unum Life Ins Co Of Amer	115,026,519	0.724244%	38
300	80705	US Br Great West Life Assur Co	1,251,894	0.007882%	208
301	80802	US Br Sun Life Assur Co of Canada	97,331,348	0.612830%	45
302	80659	US Business of Canada Life Assur Co	6,464,974	0.040706%	132
303	84530	US Financial Life Ins Co	11,724,182	0.073819%	115
304	70955	USA Life One Ins Co Of IN	982	0.000006%	311
305	69663	USAA Life Ins Co	99,955,230	0.629351%	44
306	68632	Vantis Life Ins Co	342,291	0.002155%	243
307	80942	Voya Ins & Ann Co	2,539,000	0.015986%	174
308	86509	Voya Retirement Ins & Ann Co	9,904,572	0.062362%	120
309	70319	Washington Natl Ins Co	5,406,600	0.034042%	140
310	70335	West Coast Life Ins Co	96,076,829	0.604931%	46
311	70483	Western & Southern Life Ins Co	10,443,380	0.065755%	118
312	92622	Western Southern Life Assur Co	6,163,155	0.038805%	134
313	62413	Wilcac Life Ins Co	1,331,566	0.008384%	207
314	65900	Wilco Life Ins Co	27,156,100	0.170984%	83
315	60704	Wilton Reassur Life Co of NY	547,308	0.003446%	234

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2015
 Line of Business: **LIFE INSURANCE**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
316	71323	Zale Life Ins Co	87,832	0.000553%	277
317	90557	Zurich Amer Life Ins Co	35,061,682	0.220760%	69
	Totals:		15,882,278,784	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	73,665,614	0.300768%	46
2	60054	Aetna Life Ins Co	1,277,258	0.005215%	107
3	90611	Allianz Life Ins Co Of N Amer	1,253,577,464	5.118208%	5
4	70866	Allstate Assur Co	13,000	0.000053%	166
5	60186	Allstate Life Ins Co	7,207,117	0.029426%	87
6	70874	Allstate Life Ins Co Of NY	125	0.000001%	214
7	68594	American Amicable Life Ins Co Of TX	490,378	0.002002%	125
8	60275	American Bankers Life Assur Co Of FL	3,509	0.000014%	185
9	92738	American Equity Invest Life Ins Co	638,408,361	2.606545%	12
10	60399	American Family Life Ins Co	6,900	0.000028%	179
11	60410	American Fidelity Assur Co	107,109,607	0.437316%	38
12	60429	American Fidelity Life Ins Co	179,784	0.000734%	139
13	60488	American Gen Life Ins Co	1,691,859,882	6.907663%	2
14	60534	American Heritage Life Ins Co	8,368	0.000034%	175
15	81213	American Maturity Life Ins Co	133,208	0.000544%	144
16	67989	American Memorial Life Ins Co	891,046	0.003638%	112
17	60739	American Natl Ins Co	96,451,963	0.393802%	40
18	60895	American United Life Ins Co	522,736,253	2.134270%	16
19	61999	Americo Fin Life & Ann Ins Co	63,483,072	0.259194%	51
20	61301	Ameritas Life Ins Corp	95,225,299	0.388794%	41
21	72222	Amica Life Ins Co	172,442	0.000704%	140
22	93661	Annuity Investors Life Ins Co	37,556,536	0.153339%	63
23	71439	Assurity Life Ins Co	19,918	0.000081%	160
24	68039	Athene Ann & Life Assur Co of NY	144,129	0.000588%	142
25	61689	Athene Ann & Life Co	284,099,168	1.159943%	29
26	61492	Athene Annuity & Life Assur Co	4,710,704	0.019233%	94
27	84522	Auto Club Life Ins Co	333,515	0.001362%	130
28	62944	AXA Equitable Life Ins Co	906,292,071	3.700283%	7
29	61212	Baltimore Life Ins Co	800	0.000003%	202
30	61263	Bankers Life & Cas Co	42,508,094	0.173555%	59
31	94250	Banner Life Ins Co	79,020,219	0.322630%	45
32	61395	Beneficial Life Ins Co	342,359	0.001398%	129
33	62345	Berkshire Hathaway Life Ins Co NE	4,492,902	0.018344%	95
34	69647	Catamaran Ins of Ohio Inc	1,016	0.000004%	200
35	61808	Charter Natl Life Ins Co	14,219	0.000058%	162
36	61832	Chesapeake Life Ins Co	135,228	0.000552%	143
37	61875	Church Life Ins Corp	1,211,967	0.004948%	109
38	76236	Cincinnati Life Ins Co	706,606	0.002885%	118
39	93432	CM Life Ins Co	18,695,272	0.076331%	75
40	62626	CMFG Life Ins Co	54,887,280	0.224098%	56
41	62049	Colonial Life & Accident Ins Co	1,950	0.000008%	195
42	84786	Colorado Bankers Life Ins Co	6,660,220	0.027193%	89

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
43	62103	Columbian Mut Life Ins Co	11,178	0.000046%	171
44	99937	Columbus Life Ins Co	4,716,308	0.019256%	93
45	84824	Commonwealth Ann & Life Ins Co	6,891,647	0.028138%	88
46	62308	Connecticut Gen Life Ins Co	89,663	0.000366%	148
47	62359	Constitution Life Ins Co	1,180	0.000005%	198
48	71129	Dearborn Natl Life Ins Co	5,516	0.000023%	182
49	79065	Delaware Life Ins Co	39,292,309	0.160426%	62
50	92444	Doctors Life Ins Co	6,500	0.000027%	180
51	13183	Eagle Life Ins Co	13,351,065	0.054511%	81
52	84174	ELCO Mut Life & Ann	3,702,636	0.015117%	98
53	62928	EMC Natl Life Co	118,442	0.000484%	146
54	62510	Equitrust Life Ins Co	180,449,709	0.736755%	32
55	63053	Family Life Ins Co	3,025	0.000012%	186
56	63177	Farmers New World Life Ins Co	12,110,273	0.049445%	84
57	63223	Federal Life Ins Co	12,950	0.000053%	168
58	63258	Federated Life Ins Co	204,122	0.000833%	137
59	63274	Fidelity & Guar Life Ins Co	341,661,445	1.394963%	23
60	93696	Fidelity Investments Life Ins Co	286,681,122	1.170485%	28
61	71870	Fidelity Security Life Ins Co	430,545	0.001758%	127
62	63495	Foresters Life Ins Ann Co	9,505,184	0.038809%	86
63	91642	Forethought Life Ins Co	408,538,694	1.668015%	21
64	99775	Funeral Directors Life Ins Co	1,531,123	0.006251%	102
65	63665	General Amer Life Ins Co	679,504	0.002774%	119
66	65536	Genworth Life & Ann Ins Co	58,717,190	0.239735%	54
67	70025	Genworth Life Ins Co	17,789,115	0.072631%	77
68	62286	Golden Rule Ins Co	252,127	0.001029%	136
69	63967	Government Personnel Mut Life Ins Co	12,976	0.000053%	167
70	63312	Great Amer Life Ins Co	303,739,304	1.240131%	26
71	90212	Great Southern Life Ins Co	481,197	0.001965%	126
72	68322	Great W Life & Ann Ins Co	540,871,408	2.208314%	15
73	71480	Great Western Ins Co	659,436	0.002692%	120
74	64211	Guarantee Trust Life Ins Co	9,599	0.000039%	173
75	64238	Guaranty Income Life Ins Co	2,750,684	0.011231%	99
76	78778	Guardian Ins & Ann Co Inc	122,243,857	0.499107%	36
77	64246	Guardian Life Ins Co Of Amer	1,478,587	0.006037%	103
78	83607	Guggenheim Life & Ann Co	35,338,879	0.144284%	65
79	70815	Hartford Life & Accident Ins Co	309	0.000001%	208
80	71153	Hartford Life & Ann Ins Co	21,375,854	0.087275%	73
81	88072	Hartford Life Ins Co	25,235,096	0.103032%	71
82	92711	HCC Life Ins Co	5,400	0.000022%	183
83	64505	Homesteaders Life Co	635,275	0.002594%	121
84	64513	Horace Mann Life Ins Co	31,706,541	0.129454%	67

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
85	91693	IA Amer Life Ins Co	155,491	0.000635%	141
86	97764	Idealife Ins Co	2,176	0.000009%	191
87	14406	Industrial Alliance Ins & Fin Serv I	4,890,394	0.019967%	92
88	74780	Integrity Life Ins Co	68,137,336	0.278197%	49
89	63487	Investors Life Ins Co N Amer	2,000	0.000008%	194
90	65056	Jackson Natl Life Ins Co	2,530,412,613	10.331373%	1
91	64017	Jefferson Natl Life Ins Co	82,860,337	0.338309%	44
92	65080	John Alden Life Ins Co	279	0.000001%	209
93	65838	John Hancock Life Ins Co USA	12,918,240	0.052744%	82
94	65129	Kansas City Life Ins Co	2,354,945	0.009615%	101
95	65242	Lafayette Life Ins Co	13,962,228	0.057006%	80
96	68543	Liberty Bankers Life Ins Co	27,049,248	0.110439%	69
97	65315	Liberty Life Assur Co Of Boston	3,889,179	0.015879%	97
98	65331	Liberty Natl Life Ins Co	1,036	0.000004%	199
99	65528	Life Ins Co Of The Southwest	258,470,177	1.055303%	30
100	77720	LifeSecure Ins Co	55,960	0.000228%	154
101	65595	Lincoln Benefit Life Co	5,611,224	0.022910%	90
102	65927	Lincoln Heritage Life Ins Co	7,736	0.000032%	177
103	62057	Lincoln Life & Ann Co of NY	880,627	0.003595%	113
104	65676	Lincoln Natl Life Ins Co	1,383,860,564	5.650138%	3
105	60232	Lombard Intl Life Assur Co	57,863,969	0.236252%	55
106	68446	Longevity Ins Co	200	0.000001%	211
107	65722	Loyal Amer Life Ins Co	7,938	0.000032%	176
108	65781	Madison Natl Life Ins Co Inc	1,322,625	0.005400%	106
109	65870	Manhattan Life Ins Co	18,443,710	0.075303%	76
110	67083	Manhattan Natl Life Ins Co	2,427	0.000010%	188
111	65935	Massachusetts Mut Life Ins Co	324,340,327	1.324243%	25
112	86126	Members Life Ins Co	46,589,893	0.190221%	58
113	87726	Metlife Ins Co USA	629,826,067	2.571505%	14
114	65978	Metropolitan Life Ins Co	228,014,894	0.930958%	31
115	97136	Metropolitan Tower Life Ins Co	11,520	0.000047%	170
116	66087	Mid West Natl Life Ins Co Of TN	46,420	0.000190%	156
117	66044	Midland Natl Life Ins Co	489,615,243	1.999041%	18
118	66109	Midwestern United Life Ins Co	570	0.000002%	204
119	66168	Minnesota Life Ins Co	66,495,793	0.271494%	50
120	78077	Mony Life Ins Co Of Amer	2,737,368	0.011176%	100
121	88668	Mutual Of Amer Life Ins Co	128,807	0.000526%	145
122	66427	Mutual Trust Life Ins Co a Pan Amer	103,762	0.000424%	147
123	66540	National Farmers Union Life Ins Co	9	0.000000%	216
124	66583	National Guardian Life Ins Co	3,929,179	0.016042%	96
125	66680	National Life Ins Co	308,391	0.001259%	133
126	66850	National Western Life Ins Co	136,085,632	0.555621%	35

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
127	92657	Nationwide Life & Ann Ins Co	51,344	0.000210%	155
128	66869	Nationwide Life Ins Co	42,039,169	0.171641%	61
129	91626	New England Life Ins Co	1,342,664	0.005482%	104
130	78743	New Era Life Ins Co	127	0.000001%	213
131	69698	New Era Life Ins Co Of Midwest	2,041	0.000008%	193
132	91596	New York Life Ins & Ann Corp	1,308,079,651	5.340734%	4
133	66915	New York Life Ins Co	25,397,533	0.103695%	70
134	66974	North Amer Co Life & Hlth Ins	417,205,332	1.703400%	20
135	67032	North Carolina Mut Life Ins Co	200	0.000001%	210
136	67059	North Coast Life Ins Co	857,744	0.003502%	115
137	67091	Northwestern Mut Life Ins Co	101,272,587	0.413484%	39
138	67148	Occidental Life Ins Co Of NC	725,960	0.002964%	117
139	67172	Ohio Natl Life Ins Co	140,380,097	0.573155%	34
140	67180	Ohio State Life Ins Co	847	0.000003%	201
141	76112	Oxford Life Ins Co	12,127,835	0.049517%	83
142	67393	Ozark Natl Life Ins Co	333	0.000001%	207
143	64343	Pacific Guardian Life Ins Co Ltd	648	0.000003%	203
144	97268	Pacific Life & Ann Co	187,520	0.000766%	138
145	67466	Pacific Life Ins Co	838,752,435	3.424526%	8
146	67539	Pan Amer Life Ins Co	13,480	0.000055%	164
147	67644	Penn Mut Life Ins Co	5,024,330	0.020514%	91
148	90247	Pharmacists Life Ins Co	2,400	0.000010%	189
149	93548	PHL Variable Ins Co	60,117,622	0.245453%	53
150	67814	Phoenix Life Ins Co	71,482	0.000292%	153
151	72125	Physicians Life Ins Co	609,310	0.002488%	123
152	67873	Pioneer Amer Ins Co	2,137	0.000009%	192
153	67911	Pioneer Mut Life Ins Co	40,222	0.000164%	157
154	67946	Pioneer Security Life Ins Co	540	0.000002%	205
155	65919	Primerica Life Ins Co	86,382	0.000353%	149
156	61271	Principal Life Ins Co	509,118,369	2.078670%	17
157	88536	Protective Life & Annuity Ins Co	32,000	0.000131%	158
158	68136	Protective Life Ins Co	116,409,462	0.475286%	37
159	79227	Pruco Life Ins Co	688,711,361	2.811927%	9
160	86630	Prudential Ann Life Assur Corp	11,257,972	0.045965%	85
161	68241	Prudential Ins Co Of Amer	395,810,988	1.616049%	22
162	71390	Puritan Life Ins Co of Amer	274,983	0.001123%	135
163	68381	Reliance Standard Life Ins Co	61,437,493	0.250842%	52
164	67105	Reliastar Life Ins Co	52,445,449	0.214129%	57
165	61360	Reliastar Life Ins Co Of NY	8,400	0.000034%	174
166	65005	RiverSource Life Ins Co	467,028,805	1.906823%	19
167	60445	Sagacor Life Ins Co	17,604,145	0.071876%	78
168	68675	Security Benefit Life Ins Co	168,529,870	0.688087%	33

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
169	68721	Security Life Ins Co Of Amer	2,365	0.000010%	190
170	68713	Security Life Of Denver Ins Co	6,184	0.000025%	181
171	68772	Security Mut Life Ins Co Of NY	599,555	0.002448%	124
172	69485	Security Natl Life Ins Co	327,794	0.001338%	132
173	68802	Sentinel Security Life Ins Co	17,599,112	0.071855%	79
174	68810	Sentry Life Ins Co	68,897,265	0.281299%	47
175	97241	Settlers Life Ins Co	515	0.000002%	206
176	69019	Standard Ins Co	42,456,871	0.173346%	60
177	86355	Standard Life & Accident Ins Co	10,908	0.000045%	172
178	69108	State Farm Life Ins Co	35,733,644	0.145896%	64
179	69116	State Life Ins Co	33,742,876	0.137768%	66
180	89184	Sterling Investors Life Ins Co	1,561	0.000006%	197
181	69272	Sunset Life Ins Co Of Amer	743,628	0.003036%	116
182	69310	Surety Life Ins Co	85,554	0.000349%	150
183	68608	Symetra Life Ins Co	635,808,733	2.595931%	13
184	69345	Teachers Ins & Ann Assoc Of Amer	682,150,473	2.785139%	10
185	97721	Thrivent Life Ins Co	20,565,953	0.083968%	74
186	60142	TIAA Cref Life Ins Co	28,210,208	0.115179%	68
187	69566	Trans World Assur Co	330,336	0.001349%	131
188	79022	Transamerica Advisors Life Ins Co	79,926	0.000326%	152
189	70688	Transamerica Financial Life Ins Co	990,761	0.004045%	111
190	86231	Transamerica Life Ins Co	681,832,223	2.783840%	11
191	66281	Transamerica Premier Life Ins Co	88,864,567	0.362823%	42
192	61425	Trustmark Ins Co	14,715	0.000060%	161
193	11121	Unified Life Ins Co	1,936	0.000008%	196
194	62596	Union Fidelity Life Ins Co	18	0.000000%	215
195	70408	Union Security Ins Co	622,388	0.002541%	122
196	92916	United Amer Ins Co	373,276	0.001524%	128
197	69892	United Farm Family Life Ins Co	2,775	0.000011%	187
198	87645	United Fidelity Life Ins Co	13,267	0.000054%	165
199	63983	United Heritage Life Ins Co	1,221,642	0.004988%	108
200	69922	United Home Life Ins Co	175	0.000001%	212
201	69868	United Of Omaha Life Ins Co	68,208,924	0.278489%	48
202	70106	United States Life Ins Co in the Cit	300,793	0.001228%	134
203	63479	United Teacher Assoc Ins Co	874,262	0.003570%	114
204	62235	Unum Life Ins Co Of Amer	7,154	0.000029%	178
205	80659	US Business of Canada Life Assur Co	14,099	0.000058%	163
206	69663	USAA Life Ins Co	87,772,748	0.358366%	43
207	70238	Variable Ann Life Ins Co	300,728,608	1.227839%	27
208	80942	Voya Ins & Ann Co	333,059,244	1.359841%	24
209	86509	Voya Retirement Ins & Ann Co	1,023,543,891	4.179008%	6
210	70319	Washington Natl Ins Co	1,069,359	0.004366%	110

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: ANNUITY CONSIDERATIONS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
211	70335	West Coast Life Ins Co	12,053	0.000049%	169
212	92622	Western Southern Life Assur Co	1,332,992	0.005442%	105
213	62413	Wilcac Life Ins Co	84,534	0.000345%	151
214	65900	Wilco Life Ins Co	26,759	0.000109%	159
215	60704	Wilton Reassur Life Co of NY	5,200	0.000021%	184
216	90557	Zurich Amer Life Ins Co	21,687,886	0.088549%	72
Totals:			24,492,509,310	100.000000%	

California Life & Annuity Market Share Report Exhibit (5D)
 Premiums Written During Calendar Year 2015
 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	11,041,736	0.061807%	78
2	77879	5 Star Life Ins Co	1,336	0.000007%	235
3	71854	AAA Life Ins Co	13,482,213	0.075468%	76
4	71471	Ability Ins Co	1,120,107	0.006270%	139
5	78700	Aetna Hlth & Life Ins Co	14,925	0.000084%	207
6	60054	Aetna Life Ins Co	1,855,697,849	10.387480%	3
7	73130	All Savers Life Ins Co of CA	264,644	0.001481%	168
8	90611	Allianz Life Ins Co Of N Amer	10,240,527	0.057323%	80
9	60186	Allstate Life Ins Co	2,840,272	0.015899%	108
10	70874	Allstate Life Ins Co Of NY	15,791	0.000088%	206
11	60216	Amalgamated Life Ins Co	3,933,224	0.022017%	101
12	60275	American Bankers Life Assur Co Of FL	1,711,021	0.009578%	127
13	60380	American Family Life Assur Co of Col	367,476,933	2.056994%	9
14	60410	American Fidelity Assur Co	128,405,805	0.718766%	19
15	60488	American Gen Life Ins Co	14,900,453	0.083407%	69
16	60534	American Heritage Life Ins Co	36,187,406	0.202563%	47
17	60518	American Hlth & Life Ins Co	2,451,744	0.013724%	116
18	60577	American Income Life Ins Co	5,992,169	0.033542%	90
19	65811	American Modern Life Ins Co	96,059	0.000538%	181
20	60739	American Natl Ins Co	606,118	0.003393%	150
21	71773	American Natl Life Ins Co Of TX	1,226,933	0.006868%	137
22	60801	American Public Life Ins Co	944,032	0.005284%	140
23	60836	American Republic Ins Co	648,068	0.003628%	148
24	88366	American Retirement Life Ins Co	156,705	0.000877%	175
25	60895	American United Life Ins Co	179,491	0.001005%	173
26	61999	Americo Fin Life & Ann Ins Co	11,982	0.000067%	210
27	61301	Ameritas Life Ins Corp	64,880,871	0.363178%	32
28	62825	Anthem Blue Cross Life & Health Ins Co	3,587,490,632	20.081387%	1
29	61069	Anthem Life Ins Co	20,628,065	0.115468%	61
30	71439	Assurity Life Ins Co	4,921,871	0.027551%	94
31	61689	Athene Ann & Life Co	195,849	0.001096%	171
32	61492	Athene Annuity & Life Assur Co	1,957,727	0.010959%	124
33	84522	Auto Club Life Ins Co	8,955	0.000050%	214
34	62944	AXA Equitable Life Ins Co	5,560,723	0.031127%	92
35	61212	Baltimore Life Ins Co	8,268	0.000046%	216
36	61263	Bankers Life & Cas Co	51,193,119	0.286559%	41
37	61395	Beneficial Life Ins Co	2,133	0.000012%	228
38	64890	Berkley Life & Hlth Ins Co	20,011,274	0.112015%	63
39	71714	Berkshire Life Ins Co of Amer	37,109,128	0.207723%	45
40	90638	Best Life & Hlth Ins Co	4,997,099	0.027972%	93
41	61557	Blue Shield of CA Life & Hlth Ins Co	1,245,254,048	6.970451%	4
42	61476	Boston Mut Life Ins Co	1,499,011	0.008391%	131
43	61751	Central States H & L Co Of Omaha	107,744	0.000603%	179
44	61883	Central United Life Ins Co	2,046,571	0.011456%	122
45	80896	Centre Life Ins Co	3,313,341	0.018547%	104
46	61832	Chesapeake Life Ins Co	14,302,707	0.080061%	72

California Life & Annuity Market Share Report Exhibit (5D)
 Premiums Written During Calendar Year 2015
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
47	67369	Cigna Hlth & Life Ins Co	1,140,513,586	6.384155%	5
48	76236	Cincinnati Life Ins Co	19,089	0.000107%	199
49	62626	CMFG Life Ins Co	29,292,485	0.163968%	55
50	62049	Colonial Life & Accident Ins Co	119,609,881	0.669530%	21
51	62065	Colonial Penn Life Ins Co	26,390,943	0.147726%	57
52	84786	Colorado Bankers Life Ins Co	1,467,551	0.008215%	132
53	62103	Columbian Mut Life Ins Co	19,403	0.000109%	198
54	99937	Columbus Life Ins Co	2,304	0.000013%	227
55	62146	Combined Ins Co Of Amer	33,885,467	0.189678%	49
56	81426	Commercial Travelers Mut Ins Co	25,027	0.000140%	196
57	84824	Commonwealth Ann & Life Ins Co	6,825	0.000038%	219
58	62308	Connecticut Gen Life Ins Co	14,697,613	0.082272%	70
59	62359	Constitution Life Ins Co	3,066,892	0.017167%	107
60	71730	Continental Amer Ins Co	24,601,832	0.137712%	58
61	71404	Continental Gen Ins Co	333,097	0.001865%	164
62	68500	Continental Life Ins Co Brentwood	13,725,200	0.076828%	75
63	71129	Dearborn Natl Life Ins Co	2,765,660	0.015481%	110
64	62634	Delaware Amer Life Ins Co	190,777	0.001068%	172
65	62928	EMC Natl Life Co	1,057	0.000006%	238
66	77968	Family Heritage Life Ins Co Of Amer	4,180,223	0.023399%	99
67	63053	Family Life Ins Co	1,824,085	0.010211%	125
68	63177	Farmers New World Life Ins Co	4,695,581	0.026284%	95
69	63223	Federal Life Ins Co	18,505	0.000104%	201
70	63258	Federated Life Ins Co	1,805,377	0.010106%	126
71	63290	Fidelity Life Assn A Legal Reserve L	27,597	0.000154%	194
72	71870	Fidelity Security Life Ins Co	53,675,419	0.300454%	39
73	69140	First Allmerica Fin Life Ins Co	1,257	0.000007%	237
74	90328	First Hlth Life & Hlth Ins Co	34,988,608	0.195853%	48
75	67652	First Penn Pacific Life Ins Co	7,990	0.000045%	217
76	91642	Forethought Life Ins Co	406,374	0.002275%	157
77	63657	Garden State Life Ins Co	1,329	0.000007%	236
78	63665	General Amer Life Ins Co	1,527,056	0.008548%	130
79	65536	Genworth Life & Ann Ins Co	2,435,736	0.013634%	117
80	70025	Genworth Life Ins Co	287,828,398	1.611152%	12
81	70939	Gerber Life Ins Co	36,653,878	0.205174%	46
82	91472	Globe Life & Accident Ins Co	2,282,073	0.012774%	120
83	62286	Golden Rule Ins Co	1,551,116	0.008683%	129
84	63967	Government Personnel Mut Life Ins Co	25,495	0.000143%	195
85	63312	Great Amer Life Ins Co	16,045	0.000090%	204
86	90212	Great Southern Life Ins Co	137,581	0.000770%	177
87	68322	Great W Life & Ann Ins Co	4,404,602	0.024655%	97
88	64211	Guarantee Trust Life Ins Co	3,238,352	0.018127%	105
89	64238	Guaranty Income Life Ins Co	177,089	0.000991%	174
90	64246	Guardian Life Ins Co Of Amer	378,066,911	2.116273%	8
91	83607	Guggenheim Life & Ann Co	1,523	0.000009%	232
92	70815	Hartford Life & Accident Ins Co	127,921,584	0.716056%	20

California Life & Annuity Market Share Report Exhibit (5D)
 Premiums Written During Calendar Year 2015
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
93	88072	Hartford Life Ins Co	4,478,460	0.025069%	96
94	92711	HCC Life Ins Co	69,852,783	0.391009%	31
95	66141	Health Net Life Ins Co	996,529,455	5.578187%	6
96	92908	HealthMarkets Ins Co	481	0.000003%	243
97	93440	HM Life Ins Co	37,997,247	0.212694%	44
98	64513	Horace Mann Life Ins Co	15,868	0.000089%	205
99	91693	IA Amer Life Ins Co	11,929	0.000067%	211
100	97764	Idealife Ins Co	14,167	0.000079%	209
101	64580	Illinois Mut Life Ins Co	149,711	0.000838%	176
102	81779	Individual Assur Co Life Hlth & Acc	352,985	0.001976%	163
103	65056	Jackson Natl Life Ins Co	6,279,210	0.035149%	89
104	64017	Jefferson Natl Life Ins Co	42,485	0.000238%	189
105	65080	John Alden Life Ins Co	614,439	0.003439%	149
106	93610	John Hancock Life & Hlth Ins Co	2,307,515	0.012917%	119
107	65838	John Hancock Life Ins Co USA	113,026,394	0.632678%	22
108	65110	Kanawha Ins Co	8,814,759	0.049342%	85
109	65129	Kansas City Life Ins Co	313,256	0.001753%	167
110	65242	Lafayette Life Ins Co	21,537	0.000121%	197
111	65315	Liberty Life Assur Co Of Boston	158,729,902	0.888509%	17
112	65331	Liberty Natl Life Ins Co	315,169	0.001764%	165
113	65498	Life Ins Co Of N Amer	272,561,869	1.525696%	13
114	65528	Life Ins Co Of The Southwest	757	0.000004%	241
115	77720	LifeSecure Ins Co	2,781,180	0.015568%	109
116	94188	Lifewise Assur Co	14,181	0.000079%	208
117	65595	Lincoln Benefit Life Co	10,341,003	0.057885%	79
118	65927	Lincoln Heritage Life Ins Co	392,015	0.002194%	158
119	62057	Lincoln Life & Ann Co of NY	579,783	0.003245%	153
120	65676	Lincoln Natl Life Ins Co	110,248,127	0.617126%	24
121	76694	London Life Reins Co	1,025	0.000006%	239
122	68446	Longevity Ins Co	9,683	0.000054%	213
123	65722	Loyal Amer Life Ins Co	9,230,502	0.051669%	84
124	65781	Madison Natl Life Ins Co Inc	2,469,187	0.013822%	115
125	65870	Manhattan Life Ins Co	7,445	0.000042%	218
126	85561	MAPFRE Life Ins Co	6,008	0.000034%	221
127	65935	Massachusetts Mut Life Ins Co	58,555,275	0.327770%	35
128	69515	Medamerica Ins Co	6,378,084	0.035702%	88
129	31119	Medico Ins Co	580,555	0.003250%	152
130	65951	Merit Life Ins Co	3,653,037	0.020448%	103
131	87726	Metlife Ins Co USA	15,227,719	0.085239%	68
132	65978	Metropolitan Life Ins Co	706,714,942	3.955917%	7
133	66087	Mid West Natl Life Ins Co Of TN	4,338,678	0.024286%	98
134	66044	Midland Natl Life Ins Co	2,668	0.000015%	226
135	66168	Minnesota Life Ins Co	27,425,174	0.153516%	56
136	66265	Monarch Life Ins Co	1,343,923	0.007523%	133
137	66370	Mony Life Ins Co	3,754,992	0.021019%	102
138	78077	Mony Life Ins Co Of Amer	3,139	0.000018%	224

California Life & Annuity Market Share Report Exhibit (5D)
 Premiums Written During Calendar Year 2015
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
139	88668	Mutual Of Amer Life Ins Co	106,124	0.000594%	180
140	71412	Mutual Of Omaha Ins Co	42,727,499	0.239172%	43
141	66427	Mutual Trust Life Ins Co a Pan Amer	29,375	0.000164%	192
142	61409	National Benefit Life Ins Co	76,579	0.000429%	183
143	66583	National Guardian Life Ins Co	14,361,435	0.080390%	71
144	82538	National Hlth Ins Co	15,583,786	0.087232%	65
145	66680	National Life Ins Co	2,376,731	0.013304%	118
146	87963	National Teachers Assoc Life Ins Co	29,721,807	0.166371%	54
147	66869	Nationwide Life Ins Co	30,988,900	0.173464%	52
148	98205	Natl Foundation Life Ins Co	5,690,802	0.031855%	91
149	91626	New England Life Ins Co	42,930	0.000240%	188
150	78743	New Era Life Ins Co	66	0.000000%	245
151	66915	New York Life Ins Co	57,355,332	0.321053%	36
152	81264	Nippon Life Ins Co Of Amer	64,833,185	0.362911%	33
153	66974	North Amer Co Life & Hlth Ins	589	0.000003%	242
154	67032	North Carolina Mut Life Ins Co	942,567	0.005276%	141
155	69000	Northwestern Long Term Care Ins Co	32,702,432	0.183056%	50
156	67091	Northwestern Mut Life Ins Co	84,983,167	0.475703%	26
157	89206	Ohio Natl Life Assur Corp	1,320,306	0.007391%	136
158	67172	Ohio Natl Life Ins Co	898,265	0.005028%	143
159	67180	Ohio State Life Ins Co	58	0.000000%	246
160	67199	Old Amer Ins Co	75,312	0.000422%	185
161	67261	Old Republic Life Ins Co	2,098	0.000012%	230
162	76112	Oxford Life Ins Co	359,265	0.002011%	162
163	67393	Ozark Natl Life Ins Co	943	0.000005%	240
164	64343	Pacific Guardian Life Ins Co Ltd	1,672	0.000009%	231
165	70785	Pacificare Life & Hlth Ins Co	7,180,251	0.040192%	86
166	67539	Pan Amer Life Ins Co	47,472,645	0.265734%	42
167	67598	Paul Revere Life Ins Co	22,636,609	0.126711%	59
168	93777	Pavonia Life Ins Co of MI	376,977	0.002110%	161
169	67644	Penn Mut Life Ins Co	940,415	0.005264%	142
170	67784	Philadelphia Amer Life Ins Co	1,153,038	0.006454%	138
171	67814	Phoenix Life Ins Co	211,948	0.001186%	169
172	72125	Physicians Life Ins Co	584,112	0.003270%	151
173	80578	Physicians Mut Ins Co	15,472,334	0.086608%	66
174	65919	Primerica Life Ins Co	38,348	0.000215%	190
175	61271	Principal Life Ins Co	208,909,429	1.169394%	15
176	68047	Professional Ins Co	2,045,347	0.011449%	123
177	68136	Protective Life Ins Co	766,751	0.004292%	145
178	67903	Provident Amer Life & Hlth Ins Co	8,911	0.000050%	215
179	68195	Provident Life & Accident Ins Co	79,177,146	0.443203%	29
180	68241	Prudential Ins Co Of Amer	111,456,815	0.623892%	23
181	71390	Puritan Life Ins Co of Amer	63,981	0.000358%	186
182	68284	Pyramid Life Ins Co	50,820	0.000284%	187
183	68357	Reliable Life Ins Co	440	0.000002%	244
184	68381	Reliance Standard Life Ins Co	78,385,581	0.438772%	30

California Life & Annuity Market Share Report Exhibit (5D)
 Premiums Written During Calendar Year 2015
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
185	67105	Reliastar Life Ins Co	159,981,572	0.895515%	16
186	61360	Reliastar Life Ins Co Of NY	3,156,527	0.017669%	106
187	93572	RGA Reins Co	9,362,396	0.052407%	82
188	65005	RiverSource Life Ins Co	32,088,233	0.179618%	51
189	60183	S USA Life Ins Co Inc	4,544	0.000025%	222
190	60445	Sagicor Life Ins Co	4,014	0.000022%	223
191	93742	Securian Life Ins Co	2,481,685	0.013892%	114
192	68721	Security Life Ins Co Of Amer	14,042,604	0.078605%	73
193	68772	Security Mut Life Ins Co Of NY	32,881	0.000184%	191
194	69485	Security Natl Life Ins Co	2,122	0.000012%	229
195	76325	Senior Hlth Ins Co of PA	9,450,994	0.052903%	81
196	68802	Sentinel Security Life Ins Co	315,038	0.001763%	166
197	68810	Sentry Life Ins Co	409,121	0.002290%	156
198	97241	Settlers Life Ins Co	1,466	0.000008%	233
199	69019	Standard Ins Co	214,132,379	1.198630%	14
200	86355	Standard Life & Accident Ins Co	6,592,117	0.036900%	87
201	69078	Standard Security Life Ins Co Of NY	15,264,499	0.085445%	67
202	68985	Starmount Life Ins Co	1,337,775	0.007488%	135
203	69116	State Life Ins Co	4,165,391	0.023316%	100
204	89184	Sterling Investors Life Ins Co	76,139	0.000426%	184
205	80926	Sun Life & Hlth Ins Co	1,341,976	0.007512%	134
206	69310	Surety Life Ins Co	17,381	0.000097%	202
207	68608	Symetra Life Ins Co	56,607,370	0.316866%	37
208	69345	Teachers Ins & Ann Assoc Of Amer	683,044	0.003823%	146
209	60142	TIAA Cref Life Ins Co	200,145	0.001120%	170
210	69477	Time Ins Co	297,978,505	1.667969%	11
211	70688	Transamerica Financial Life Ins Co	653,729	0.003659%	147
212	86231	Transamerica Life Ins Co	110,231,432	0.617033%	25
213	66281	Transamerica Premier Life Ins Co	59,749,585	0.334455%	34
214	61425	Trustmark Ins Co	11,732,397	0.065673%	77
215	62863	Trustmark Life Ins Co	9,279,819	0.051945%	83
216	80314	Unicare Life & Hlth Ins Co	2,724,964	0.015253%	112
217	11121	Unified Life Ins Co	2,162,353	0.012104%	121
218	91529	Unimerica Ins Co	83,186,231	0.465644%	28
219	62596	Union Fidelity Life Ins Co	2,753,243	0.015412%	111
220	69744	Union Labor Life Ins Co	13,956,013	0.078120%	74
221	70408	Union Security Ins Co	84,271,579	0.471720%	27
222	92916	United Amer Ins Co	51,603,497	0.288856%	40
223	63983	United Heritage Life Ins Co	17,079	0.000096%	203
224	69922	United Home Life Ins Co	18,747	0.000105%	200
225	69930	United Ins Co Of Amer	560,951	0.003140%	154
226	69868	United Of Omaha Life Ins Co	54,371,904	0.304353%	38
227	42129	United Security Assur Co Of PA	29,357	0.000164%	193
228	70106	United States Life Ins Co in the Cit	21,235,140	0.118866%	60
229	63479	United Teacher Assoc Ins Co	2,521,064	0.014112%	113
230	72850	United World Life Ins Co	20,225,520	0.113215%	62

California Life & Annuity Market Share Report Exhibit (5D)
 Premiums Written During Calendar Year 2015
 Line of Business: **ACCIDENT AND HEALTH**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
231	79413	UnitedHealthcare Ins Co	2,518,657,942	14.098474%	2
232	97179	UnitedHealthcare Life Ins Co	134,395	0.000752%	178
233	62235	Unum Life Ins Co Of Amer	309,307,569	1.731384%	10
234	80705	US Br Great West Life Assur Co	823,506	0.004610%	144
235	80802	US Br Sun Life Assur Co of Canada	143,584,937	0.803733%	18
236	80659	US Business of Canada Life Assur Co	379,172	0.002122%	160
237	69663	USAA Life Ins Co	30,003,699	0.167949%	53
238	80942	Voya Ins & Ann Co	1,421	0.000008%	234
239	70319	Washington Natl Ins Co	15,929,923	0.089170%	64
240	70335	West Coast Life Ins Co	2,749	0.000015%	225
241	70483	Western & Southern Life Ins Co	512,012	0.002866%	155
242	62413	Wilcac Life Ins Co	6,248	0.000035%	220
243	65900	Wilco Life Ins Co	1,657,425	0.009278%	128
244	60704	Wilton Reassur Life Co of NY	10,131	0.000057%	212
245	71323	Zale Life Ins Co	89,575	0.000501%	182
246	90557	Zurich Amer Life Ins Co	386,906	0.002166%	159
	Totals:		17,864,755,110	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
1	71854	AAA Life Ins Co	57,639	0.002297%	85
2	60054	Aetna Life Ins Co	7,022,230	0.279793%	18
3	90611	Allianz Life Ins Co Of N Amer	1,001,277	0.039895%	46
4	92738	American Equity Invest Life Ins Co	975,545	0.038870%	48
5	60488	American Gen Life Ins Co	52,630,133	2.096992%	7
6	60518	American Hlth & Life Ins Co	37,938	0.001512%	89
7	60739	American Natl Ins Co	12,627,789	0.503141%	16
8	60895	American United Life Ins Co	3,826,117	0.152448%	24
9	61999	Americo Fin Life & Ann Ins Co	550,215	0.021923%	57
10	61301	Ameritas Life Ins Corp	6,860,418	0.273346%	19
11	71439	Assurity Life Ins Co	349,317	0.013918%	63
12	61689	Athene Ann & Life Co	2,715,810	0.108209%	30
13	61212	Baltimore Life Ins Co	555,323	0.022126%	56
14	94250	Banner Life Ins Co	2,450,074	0.097621%	31
15	61395	Beneficial Life Ins Co	4	0.000000%	106
16	64890	Berkley Life & Hlth Ins Co	92	0.000004%	105
17	61875	Church Life Ins Corp	278,790	0.011108%	67
18	67369	Cigna Hlth & Life Ins Co	55,413	0.002208%	86
19	62626	CMFG Life Ins Co	33,560	0.001337%	92
20	84786	Colorado Bankers Life Ins Co	486,474	0.019383%	59
21	99937	Columbus Life Ins Co	205,336	0.008181%	70
22	84824	Commonwealth Ann & Life Ins Co	1,620,682	0.064574%	36
23	62308	Connecticut Gen Life Ins Co	242,781	0.009673%	68
24	71129	Dearborn Natl Life Ins Co	123,142	0.004906%	75
25	84174	ELCO Mut Life & Ann	4,135,169	0.164761%	23
26	62928	EMC Natl Life Co	64,019	0.002551%	83
27	62510	Equitrust Life Ins Co	2,873,553	0.114494%	29
28	63177	Farmers New World Life Ins Co	7,535,004	0.300224%	17
29	63274	Fidelity & Guar Life Ins Co	135,000	0.005379%	74
30	71870	Fidelity Security Life Ins Co	15,943	0.000635%	95
31	65536	Genworth Life & Ann Ins Co	1,003,062	0.039966%	45
32	70025	Genworth Life Ins Co	322,277	0.012841%	65
33	63312	Great Amer Life Ins Co	87,451	0.003484%	79
34	90212	Great Southern Life Ins Co	59,758	0.002381%	84
35	68322	Great W Life & Ann Ins Co	1,439,547	0.057357%	40
36	64238	Guaranty Income Life Ins Co	41,656	0.001660%	88
37	78778	Guardian Ins & Ann Co Inc	498,343	0.019856%	58
38	83607	Guggenheim Life & Ann Co	3,028,288	0.120659%	27
39	88072	Hartford Life Ins Co	329,107,903	13.112956%	2
40	74780	Integrity Life Ins Co	1,517,207	0.060452%	38
41	65056	Jackson Natl Life Ins Co	940,628	0.037478%	49
42	64017	Jefferson Natl Life Ins Co	23,495	0.000936%	93
43	65129	Kansas City Life Ins Co	652,819	0.026011%	54
44	68543	Liberty Bankers Life Ins Co	592,423	0.023604%	55
45	65315	Liberty Life Assur Co Of Boston	191,014	0.007611%	71

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
Line of Business: DEPOSIT TYPE CONTRACTS
Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
46	65528	Life Ins Co Of The Southwest	75,949	0.003026%	81
47	65595	Lincoln Benefit Life Co	372,993	0.014862%	62
48	65722	Loyal Amer Life Ins Co	2,406	0.000096%	98
49	65935	Massachusetts Mut Life Ins Co	179,462,173	7.150480%	5
50	87726	Metlife Ins Co USA	724,327	0.028860%	53
51	65978	Metropolitan Life Ins Co	16,776,229	0.668431%	13
52	66044	Midland Natl Life Ins Co	1,995,972	0.079527%	34
53	66168	Minnesota Life Ins Co	31,709,539	1.263433%	10
54	88668	Mutual Of Amer Life Ins Co	71,808	0.002861%	82
55	61409	National Benefit Life Ins Co	480	0.000019%	101
56	66850	National Western Life Ins Co	842,175	0.033556%	50
57	78743	New Era Life Ins Co	641	0.000026%	100
58	69698	New Era Life Ins Co Of Midwest	14,374	0.000573%	96
59	91596	New York Life Ins & Ann Corp	16,275,664	0.648487%	14
60	66974	North Amer Co Life & Hlth Ins	1,360,154	0.054194%	41
61	67091	Northwestern Mut Life Ins Co	2,110,673	0.084098%	33
62	89206	Ohio Natl Life Assur Corp	1,255,522	0.050025%	42
63	67172	Ohio Natl Life Ins Co	404,931	0.016134%	61
64	67180	Ohio State Life Ins Co	346	0.000014%	102
65	64343	Pacific Guardian Life Ins Co Ltd	754,329	0.030055%	51
66	67466	Pacific Life Ins Co	2,879,514	0.114731%	28
67	67644	Penn Mut Life Ins Co	341,017	0.013587%	64
68	90247	Pharmacists Life Ins Co	150	0.000006%	104
69	67784	Philadelphia Amer Life Ins Co	102,496	0.004084%	77
70	93548	PHL Variable Ins Co	1,834,666	0.073100%	35
71	67814	Phoenix Life Ins Co	32,278,727	1.286112%	9
72	72125	Physicians Life Ins Co	149,639	0.005962%	72
73	65919	Primerica Life Ins Co	743,667	0.029631%	52
74	61271	Principal Life Ins Co	1,100,699,962	43.856225%	1
75	68136	Protective Life Ins Co	4,837,657	0.192751%	21
76	79227	Pruco Life Ins Co	3,659,783	0.145820%	25
77	86630	Prudential Ann Life Assur Corp	4,304,333	0.171502%	22
78	68241	Prudential Ins Co Of Amer	21,927,343	0.873672%	12
79	93629	Prudential Retirement Ins & Ann Co	230,698,774	9.191948%	4
80	67105	Reliastar Life Ins Co	231,357	0.009218%	69
81	65005	RiverSource Life Ins Co	1,004,516	0.040024%	44
82	60445	Sagicor Life Ins Co	1,142,187	0.045509%	43
83	93742	Securian Life Ins Co	34,199	0.001363%	91
84	69485	Security Natl Life Ins Co	17,735	0.000707%	94
85	68802	Sentinel Security Life Ins Co	13,506,164	0.538139%	15
86	69019	Standard Ins Co	3,421,826	0.136339%	26
87	69108	State Farm Life Ins Co	2,361,748	0.094101%	32
88	69116	State Life Ins Co	148,937	0.005934%	73
89	69272	Sunset Life Ins Co Of Amer	37,545	0.001496%	90
90	68608	Symetra Life Ins Co	39,613,133	1.578343%	8

California Life & Annuity Market Share Report
 Premiums Written During Calendar Year 2015
 Line of Business: **DEPOSIT TYPE CONTRACTS**
 Sorted By Company Name (Alphabetically)

Record Count	Company Code	Company Name	Written Premium	Market Share	Rank
91	69345	Teachers Ins & Ann Assoc Of Amer	30,390,972	1.210896%	11
92	60142	TIAA Cref Life Ins Co	243,145,627	9.687880%	3
93	69477	Time Ins Co	51,825	0.002065%	87
94	86231	Transamerica Life Ins Co	989,821	0.039438%	47
95	66281	Transamerica Premier Life Ins Co	13,074	0.000521%	97
96	69892	United Farm Family Life Ins Co	181	0.000007%	103
97	87645	United Fidelity Life Ins Co	803	0.000032%	99
98	63983	United Heritage Life Ins Co	289,966	0.011553%	66
99	69868	United Of Omaha Life Ins Co	56,468,918	2.249944%	6
100	67601	Unum Ins Co	5,530,762	0.220367%	20
101	62235	Unum Life Ins Co Of Amer	90,377	0.003601%	78
102	69663	USAA Life Ins Co	1,552,945	0.061875%	37
103	86509	Voya Retirement Ins & Ann Co	464,751	0.018518%	60
104	70335	West Coast Life Ins Co	77,879	0.003103%	80
105	92622	Western Southern Life Assur Co	115,638	0.004607%	76
106	62413	Wilcac Life Ins Co	1,449,892	0.057769%	39
	Totals:		2,509,791,849	100.000000%	

California Life & Annuity Market Share Report
Premiums Written During Calendar Year 2015
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	14,237	0.000170%	27
2	62944	AXA Equitable Life Ins Co	12,074,207	0.144188%	17
3	78778	Guardian Ins & Ann Co Inc	1,659,430	0.019817%	19
4	71153	Hartford Life & Ann Ins Co	11,640,151	0.139005%	18
5	88072	Hartford Life Ins Co	160,913,601	1.921607%	11
6	65838	John Hancock Life Ins Co USA	1,785,527,414	21.322514%	1
7	65935	Massachusetts Mut Life Ins Co	580,906,951	6.937108%	6
8	87726	Metlife Ins Co USA	46,500	0.000555%	26
9	65978	Metropolitan Life Ins Co	277,008,757	3.307999%	8
10	66168	Minnesota Life Ins Co	147,092,921	1.756563%	12
11	88668	Mutual Of Amer Life Ins Co	179,290,599	2.141063%	10
12	92657	Nationwide Life & Ann Ins Co	306,302,021	3.657815%	7
13	66869	Nationwide Life Ins Co	947,403,701	11.313760%	3
14	66915	New York Life Ins Co	226,102,842	2.700088%	9
15	67091	Northwestern Mut Life Ins Co	52,834	0.000631%	24
16	67172	Ohio Natl Life Ins Co	13,770,379	0.164444%	16
17	93262	Penn Ins & Ann Co	50,000	0.000597%	25
18	67644	Penn Mut Life Ins Co	22,980,851	0.274434%	15
19	61271	Principal Life Ins Co	171,735	0.002051%	22
20	68241	Prudential Ins Co Of Amer	1,755,781,866	20.967297%	2
21	93629	Prudential Retirement Ins & Ann Co	366,494	0.004377%	21
22	69019	Standard Ins Co	139,147,658	1.661681%	13
23	70688	Transamerica Financial Life Ins Co	862,566,218	10.300643%	4
24	86231	Transamerica Life Ins Co	805,482,848	9.618961%	5
25	66281	Transamerica Premier Life Ins Co	116,634	0.001393%	23
26	69868	United Of Omaha Life Ins Co	396,858	0.004739%	20
27	86509	Voya Retirement Ins & Ann Co	137,039,006	1.636500%	14
	Totals:		8,373,906,713	100.000000%	