



Licensed Life Writers in Virginia in 2016

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
1	0869	66168	MINNESOTA LIFE INSURANCE COMPANY	\$290,075,775	6.83%	6.83%
2	0860	67091	NORTHWESTERN MUTUAL LIFE INSURANCE COMPANY THE	\$254,730,767	6.00%	12.83%
3	0241	65978	METROPOLITAN LIFE INSURANCE COMPANY	\$223,587,770	5.26%	18.09%
4	0435	65935	MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY	\$198,897,064	4.68%	22.78%
5	0826	66915	NEW YORK LIFE INSURANCE COMPANY	\$194,734,091	4.59%	27.36%
6	0020	65676	LINCOLN NATIONAL LIFE INSURANCE COMPANY THE	\$182,034,615	4.29%	31.65%
7	0176	69108	STATE FARM LIFE INSURANCE COMPANY	\$118,552,088	2.79%	34.44%
8	0241	87726	BRIGHTHOUSE LIFE INSURANCE COMPANY	\$108,623,453	2.56%	37.00%
9	0904	65838	JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)	\$103,158,250	2.43%	39.43%
10	0304	68241	PRUDENTIAL INSURANCE COMPANY OF AMERICA THE	\$96,922,877	2.28%	41.71%
11	0001	60054	AETNA LIFE INSURANCE COMPANY	\$91,089,804	2.14%	43.85%
12	0012	60488	AMERICAN GENERAL LIFE INSURANCE COMPANY	\$89,729,864	2.11%	45.96%
13	0901	65498	LIFE INSURANCE COMPANY OF NORTH AMERICA	\$84,684,415	1.99%	47.96%
14	0200	69663	USAA LIFE INSURANCE COMPANY	\$81,561,668	1.92%	49.88%
15	0304	79227	PRUCO LIFE INSURANCE COMPANY	\$81,143,559	1.91%	51.79%
16	0468	66281	TRANSAMERICA PREMIER LIFE INSURANCE COMPANY	\$80,008,206	1.88%	53.67%
17	0429	64246	GUARDIAN LIFE INSURANCE COMPANY OF AMERICA THE	\$79,514,117	1.87%	55.55%
18	0826	91596	NEW YORK LIFE INSURANCE AND ANNUITY CORPORATION	\$62,704,377	1.48%	57.02%
19	0261	69868	UNITED OF OMAHA LIFE INSURANCE COMPANY	\$58,970,306	1.39%	58.41%
20	0468	86231	TRANSAMERICA LIFE INSURANCE COMPANY	\$57,757,496	1.36%	59.77%
21	4011	65536	GENWORTH LIFE AND ANNUITY INSURANCE COMPANY	\$56,395,719	1.33%	61.10%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
22	0769	68322	GREAT-WEST LIFE & ANNUITY INSURANCE COMPANY	\$50,797,362	1.20%	62.29%
23	4750	65919	PRIMERICA LIFE INSURANCE COMPANY	\$49,017,410	1.15%	63.45%
24	0968	62944	AXA EQUITABLE LIFE INSURANCE COMPANY	\$47,139,638	1.11%	64.56%
25	4832	67105	RELIASTAR LIFE INSURANCE COMPANY	\$47,001,484	1.11%	65.67%
26	0709	67466	PACIFIC LIFE INSURANCE COMPANY	\$44,431,881	1.05%	66.71%
27	0140	92657	NATIONWIDE LIFE AND ANNUITY INSURANCE COMPANY	\$41,822,703	0.98%	67.70%
28	0431	66044	MIDLAND NATIONAL LIFE INSURANCE COMPANY	\$40,300,186	0.95%	68.65%
29	0000	68896	SOUTHERN FARM BUREAU LIFE INSURANCE COMPANY	\$39,712,524	0.94%	69.58%
30	0458	68136	PROTECTIVE LIFE INSURANCE COMPANY	\$39,587,290	0.93%	70.51%
31	0004	65005	RIVERSOURCE LIFE INSURANCE COMPANY	\$35,458,230	0.83%	71.35%
32	4815	65595	LINCOLN BENEFIT LIFE COMPANY	\$34,910,531	0.82%	72.17%
33	0091	70815	HARTFORD LIFE AND ACCIDENT INSURANCE COMPANY	\$33,999,827	0.80%	72.97%
34	0565	62235	UNUM LIFE INSURANCE COMPANY OF AMERICA	\$29,814,342	0.70%	73.67%
35	0290	91472	GLOBE LIFE AND ACCIDENT INSURANCE COMPANY	\$29,298,332	0.69%	74.36%
36	0872	94250	BANNER LIFE INSURANCE COMPANY	\$28,858,691	0.68%	75.04%
37	0634	65528	LIFE INSURANCE COMPANY OF THE SOUTHWEST	\$25,885,132	0.61%	75.65%
38	0111	65315	LIBERTY LIFE ASSURANCE COMPANY OF BOSTON	\$25,164,412	0.59%	76.24%
39	0290	65331	LIBERTY NATIONAL LIFE INSURANCE COMPANY	\$24,170,587	0.57%	76.81%
40	0000	64505	HOMESTEADERS LIFE COMPANY	\$24,021,289	0.57%	77.38%
41	0091	71153	HARTFORD LIFE AND ANNUITY INSURANCE COMPANY	\$23,835,788	0.56%	77.94%
42	0704	89206	OHIO NATIONAL LIFE ASSURANCE CORPORATION/CINCINNATI	\$23,225,555	0.55%	78.49%
43	0332	61271	PRINCIPAL LIFE INSURANCE COMPANY	\$22,917,481	0.54%	79.03%
44	1348	69019	STANDARD INSURANCE COMPANY	\$22,536,762	0.53%	79.56%
45	0306	62626	CMFG LIFE INSURANCE COMPANY	\$22,472,395	0.53%	80.09%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
46	0431	66974	NORTH AMERICAN COMPANY FOR LIFE AND HEALTH INSURANCE	\$22,104,749	0.52%	80.61%
47	0918	65056	JACKSON NATIONAL LIFE INSURANCE COMPANY	\$21,888,633	0.52%	81.12%
48	1211	97241	SETTLERS LIFE INSURANCE COMPANY	\$21,741,435	0.51%	81.63%
49	0140	66869	NATIONWIDE LIFE INSURANCE COMPANY	\$21,270,951	0.50%	82.13%
50	0869	93742	SECURIAN LIFE INSURANCE COMPANY	\$21,156,771	0.50%	82.63%
51	0836	65242	LAFAYETTE LIFE INSURANCE COMPANY THE	\$18,373,277	0.43%	83.06%
52	0850	67644	PENN MUTUAL LIFE INSURANCE COMPANY THE	\$18,144,974	0.43%	83.49%
53	0549	80802	SUN LIFE ASSURANCE COMPANY OF CANADA	\$17,890,235	0.42%	83.91%
54	0671	61069	ANTHEM LIFE INSURANCE COMPANY	\$17,312,124	0.41%	84.32%
55	0968	78077	MONY LIFE INSURANCE COMPANY OF AMERICA	\$16,754,009	0.39%	84.72%
56	0943	61301	AMERITAS LIFE INSURANCE CORP.	\$16,356,908	0.39%	85.10%
57	4832	68713	SECURITY LIFE OF DENVER INSURANCE COMPANY	\$15,182,929	0.36%	85.46%
58	0213	70769	ERIE FAMILY LIFE INSURANCE COMPANY	\$14,994,574	0.35%	85.81%
59	1216	60142	TIAA-CREF LIFE INSURANCE COMPANY	\$14,517,109	0.34%	86.15%
60	0761	90611	ALLIANZ LIFE INSURANCE COMPANY OF NORTH AMERICA	\$14,326,284	0.34%	86.49%
61	0619	69116	STATE LIFE INSURANCE COMPANY THE	\$13,835,096	0.33%	86.82%
62	0008	60186	ALLSTATE LIFE INSURANCE COMPANY	\$13,640,806	0.32%	87.14%
63	4011	70025	GENWORTH LIFE INSURANCE COMPANY	\$13,408,947	0.32%	87.45%
64	4483	70939	GERBER LIFE INSURANCE COMPANY	\$13,217,269	0.31%	87.76%
65	0233	61263	BANKERS LIFE AND CASUALTY COMPANY	\$12,914,868	0.30%	88.07%
66	0634	66680	NATIONAL LIFE INSURANCE COMPANY	\$12,623,444	0.30%	88.37%
67	0000	65927	LINCOLN HERITAGE LIFE INSURANCE COMPANY	\$12,609,719	0.30%	88.66%
68	0458	70335	WEST COAST LIFE INSURANCE COMPANY	\$12,299,801	0.29%	88.95%
69	0290	60577	AMERICAN INCOME LIFE INSURANCE COMPANY	\$11,880,812	0.28%	89.23%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
70	3098	68381	RELIANCE STANDARD LIFE INSURANCE COMPANY	\$11,540,503	0.27%	89.50%
71	0901	62308	CONNECTICUT GENERAL LIFE INSURANCE COMPANY	\$10,942,313	0.26%	89.76%
72	4731	63274	FIDELITY & GUARANTY LIFE INSURANCE COMPANY	\$10,783,532	0.25%	90.01%
73	0332	71161	PRINCIPAL NATIONAL LIFE INSURANCE COMPANY	\$9,770,418	0.23%	90.25%
74	4853	71854	AAA LIFE INSURANCE COMPANY	\$9,766,771	0.23%	90.48%
75	1216	69345	TEACHERS INSURANCE AND ANNUITY ASSOCIATION OF AMERICA, INC. (USED IN VA BY:	\$9,488,506	0.22%	90.70%
76	0019	67989	AMERICAN MEMORIAL LIFE INSURANCE COMPANY	\$9,404,636	0.22%	90.92%
77	0565	68195	PROVIDENT LIFE AND ACCIDENT INSURANCE COMPANY	\$9,396,482	0.22%	91.14%
78	0704	67172	OHIO NATIONAL LIFE INSURANCE COMPANY THE	\$9,088,852	0.21%	91.36%
79	0215	69930	UNITED INSURANCE COMPANY OF AMERICA	\$9,067,743	0.21%	91.57%
80	0000	77879	5 STAR LIFE INSURANCE COMPANY	\$8,720,327	0.21%	91.77%
81	0233	62065	COLONIAL PENN LIFE INSURANCE COMPANY	\$8,629,583	0.20%	91.98%
82	0212	63177	FARMERS NEW WORLD LIFE INSURANCE COMPANY	\$8,451,042	0.20%	92.18%
83	0435	93432	C. M. LIFE INSURANCE COMPANY	\$8,375,860	0.20%	92.37%
84	4855	68608	SYMETRA LIFE INSURANCE COMPANY	\$6,905,588	0.16%	92.54%
85	3891	62200	ACCORDIA LIFE AND ANNUITY COMPANY	\$6,691,865	0.16%	92.69%
86	4716	65951	MERIT LIFE INSURANCE CO.	\$6,568,727	0.15%	92.85%
87	3891	91642	FORETHOUGHT LIFE INSURANCE COMPANY	\$6,283,041	0.15%	93.00%
88	0370	60380	AMERICAN FAMILY LIFE ASSURANCE COMPANY OF COLUMBUS	\$6,256,469	0.15%	93.14%
89	1211	66583	NATIONAL GUARDIAN LIFE INSURANCE COMPANY	\$6,201,663	0.15%	93.29%
90	0367	72125	PHYSICIANS LIFE INSURANCE COMPANY	\$5,973,889	0.14%	93.43%
91	0019	70408	UNION SECURITY INSURANCE COMPANY	\$5,933,233	0.14%	93.57%
92	4764	68845	SHENANDOAH LIFE INSURANCE COMPANY	\$5,843,299	0.14%	93.71%
93	0408	60739	AMERICAN NATIONAL INSURANCE COMPANY	\$5,746,547	0.14%	93.84%

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94	0153	67628	PEKIN LIFE INSURANCE COMPANY	\$5,737,673	0.14%	93.98%
95	0619	60895	AMERICAN UNITED LIFE INSURANCE COMPANY	\$5,684,162	0.13%	94.11%
96	0241	63665	GENERAL AMERICAN LIFE INSURANCE COMPANY	\$5,658,814	0.13%	94.24%
97	0535	76023	COLUMBIAN LIFE INSURANCE COMPANY	\$5,447,846	0.13%	94.37%
98	4736	67814	PHOENIX LIFE INSURANCE COMPANY	\$5,408,794	0.13%	94.50%
99	4824	61115	ATLANTIC COAST LIFE INSURANCE COMPANY	\$5,384,656	0.13%	94.63%
100	0458	66370	MONY LIFE INSURANCE COMPANY	\$5,368,737	0.13%	94.75%
101	0091	88072	HARTFORD LIFE INSURANCE COMPANY	\$4,953,365	0.12%	94.87%
102	0008	60534	AMERICAN HERITAGE LIFE INSURANCE COMPANY	\$4,899,341	0.12%	94.99%
103	0565	62049	COLONIAL LIFE & ACCIDENT INSURANCE COMPANY	\$4,809,914	0.11%	95.10%
104	0581	61476	BOSTON MUTUAL LIFE INSURANCE COMPANY	\$4,767,131	0.11%	95.21%
105	0000	61212	BALTIMORE LIFE INSURANCE COMPANY THE	\$4,701,342	0.11%	95.32%
106	4553	70435	SAVINGS BANK LIFE INSURANCE COMPANY OF MASSACHUSETTS, THE	\$4,656,238	0.11%	95.43%
107	0244	76236	CINCINNATI LIFE INSURANCE COMPANY, THE	\$4,608,028	0.11%	95.54%
108	0300	64513	HORACE MANN LIFE INSURANCE COMPANY	\$4,555,895	0.11%	95.65%
109	0007	63258	FEDERATED LIFE INSURANCE COMPANY	\$4,260,713	0.10%	95.75%
110	0000	62510	EQUITRUST LIFE INSURANCE COMPANY	\$4,254,227	0.10%	95.85%
111	4736	93548	PHL VARIABLE INSURANCE COMPANY	\$4,100,743	0.10%	95.94%
112	0000	63290	FIDELITY LIFE ASSOCIATION A LEGAL RESERVE LIFE INSURANCE COMPANY	\$4,063,747	0.10%	96.04%
113	4794	79065	DELAWARE LIFE INSURANCE COMPANY	\$3,946,830	0.09%	96.13%
114	4213	69396	TEXAS LIFE INSURANCE COMPANY	\$3,735,840	0.09%	96.22%
115	0012	70106	UNITED STATES LIFE INSURANCE COMPANY IN THE CITY OF NEW YORK THE	\$3,556,670	0.08%	96.30%
116	0233	70319	WASHINGTON NATIONAL INSURANCE COMPANY	\$3,529,264	0.08%	96.39%
117	4213	65900	WILCO LIFE INSURANCE COMPANY	\$3,481,560	0.08%	96.47%

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118	0241	91626	NEW ENGLAND LIFE INSURANCE COMPANY	\$3,461,351	0.08%	96.55%
119	0449	61999	AMERICO FINANCIAL LIFE AND ANNUITY INSURANCE COMPANY	\$3,409,840	0.08%	96.63%
120	0850	93262	PENN INSURANCE AND ANNUITY COMPANY, THE	\$3,400,694	0.08%	96.71%
121	0020	67652	FIRST PENN-PACIFIC LIFE INSURANCE COMPANY	\$3,305,319	0.08%	96.79%
122	0626	62146	COMBINED INSURANCE COMPANY OF AMERICA	\$3,253,851	0.08%	96.87%
123	0241	97136	METROPOLITAN TOWER LIFE INSURANCE COMPANY	\$3,233,005	0.08%	96.94%
124	4832	86509	VOYA RETIREMENT INSURANCE AND ANNUITY COMPANY	\$3,211,428	0.08%	97.02%
125	0000	64580	ILLINOIS MUTUAL LIFE INSURANCE COMPANY	\$3,144,110	0.07%	97.09%
126	0917	71129	DEARBORN NATIONAL LIFE INSURANCE COMPANY	\$3,109,174	0.07%	97.17%
127	0671	80314	UNICARE LIFE & HEALTH INSURANCE COMPANY	\$3,003,868	0.07%	97.24%
128	0000	68772	SECURITY MUTUAL LIFE INSURANCE COMPANY OF NEW YORK	\$2,951,941	0.07%	97.31%
129	0525	66427	MUTUAL TRUST LIFE INSURANCE COMPANY, A PAN-AMERICAN LIFE INSURANCE GROU	\$2,722,254	0.06%	97.37%
130	0836	99937	COLUMBUS LIFE INSURANCE COMPANY	\$2,508,843	0.06%	97.43%
131	4862	71439	ASSURITY LIFE INSURANCE COMPANY	\$2,508,550	0.06%	97.49%
132	4712	63967	GOVERNMENT PERSONNEL MUTUAL LIFE INSURANCE COMPANY	\$2,480,226	0.06%	97.55%
133	4734	61492	ATHENE ANNUITY & LIFE ASSURANCE COMPANY	\$2,373,171	0.06%	97.60%
134	0140	64327	HARLEYSVILLE LIFE INSURANCE COMPANY	\$2,355,835	0.06%	97.66%
135	0588	67199	OLD AMERICAN INSURANCE COMPANY	\$2,309,942	0.05%	97.71%
136	0315	68594	AMERICAN-AMICABLE LIFE INSURANCE COMPANY OF TEXAS	\$2,296,218	0.05%	97.77%
137	0276	61425	TRUSTMARK INSURANCE COMPANY	\$2,289,648	0.05%	97.82%
138	4890	68675	SECURITY BENEFIT LIFE INSURANCE COMPANY	\$2,281,982	0.05%	97.87%
139	0008	70866	ALLSTATE ASSURANCE COMPANY	\$2,252,156	0.05%	97.93%
140	0707	79413	UNITEDHEALTHCARE INSURANCE COMPANY	\$2,194,357	0.05%	97.98%
141	0968	84530	U.S. FINANCIAL LIFE INSURANCE COMPANY	\$2,108,815	0.05%	98.03%

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142	0769	80659	CANADA LIFE ASSURANCE COMPANY THE	\$1,965,878	0.05%	98.07%
143	0000	64904	INVESTORS HERITAGE LIFE INSURANCE COMPANY	\$1,898,565	0.04%	98.12%
144	0330	60410	AMERICAN FIDELITY ASSURANCE COMPANY	\$1,892,391	0.04%	98.16%
145	0028	72222	AMICA LIFE INSURANCE COMPANY	\$1,880,910	0.04%	98.21%
146	0280	61190	AUTO-OWNERS LIFE INSURANCE COMPANY	\$1,805,537	0.04%	98.25%
147	0588	65129	KANSAS CITY LIFE INSURANCE COMPANY	\$1,800,018	0.04%	98.29%
148	0212	90557	ZURICH AMERICAN LIFE INSURANCE COMPANY	\$1,735,542	0.04%	98.33%
149	4716	60518	AMERICAN HEALTH AND LIFE INSURANCE COMPANY	\$1,604,289	0.04%	98.37%
150	0084	63312	GREAT AMERICAN LIFE INSURANCE COMPANY	\$1,589,745	0.04%	98.41%
151	0435	70416	MML BAY STATE LIFE INSURANCE COMPANY	\$1,576,194	0.04%	98.45%
152	0542	69922	UNITED HOME LIFE INSURANCE COMPANY	\$1,559,579	0.04%	98.48%
153	0449	90212	GREAT SOUTHERN LIFE INSURANCE COMPANY	\$1,531,923	0.04%	98.52%
154	0315	67148	OCCIDENTAL LIFE INSURANCE COMPANY OF NORTH CAROLINA	\$1,508,114	0.04%	98.55%
155	0000	66850	NATIONAL WESTERN LIFE INSURANCE COMPANY	\$1,499,212	0.04%	98.59%
156	4827	84786	COLORADO BANKERS LIFE INSURANCE COMPANY	\$1,474,465	0.03%	98.62%
157	0370	71730	CONTINENTAL AMERICAN INSURANCE COMPANY	\$1,431,160	0.03%	98.66%
158	0264	61832	CHESAPEAKE LIFE INSURANCE COMPANY, THE	\$1,389,262	0.03%	98.69%
159	0315	67873	PIONEER AMERICAN INSURANCE COMPANY	\$1,315,937	0.03%	98.72%
160	4832	61360	RELIASTAR LIFE INSURANCE COMPANY OF NEW YORK	\$1,271,611	0.03%	98.75%
161	0408	63657	GARDEN STATE LIFE INSURANCE COMPANY	\$1,252,540	0.03%	98.78%
162	4734	61689	ATHENE ANNUITY AND LIFE COMPANY	\$1,249,680	0.03%	98.81%
163	0836	92622	WESTERN-SOUTHERN LIFE ASSURANCE COMPANY	\$1,233,528	0.03%	98.84%
164	0000	63495	FORESTERS LIFE INSURANCE AND ANNUITY COMPANY	\$1,162,589	0.03%	98.87%
165	3891	84824	COMMONWEALTH ANNUITY AND LIFE INSURANCE COMPANY	\$1,132,474	0.03%	98.89%

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166	0019	69477	TIME INSURANCE COMPANY	\$1,116,258	0.03%	98.92%
167	4750	61409	NATIONAL BENEFIT LIFE INSURANCE COMPANY	\$1,114,502	0.03%	98.95%
168	0826	81353	NYLIFE INSURANCE COMPANY OF ARIZONA	\$1,107,572	0.03%	98.97%
169	0001	12321	AMERICAN CONTINENTAL INSURANCE COMPANY	\$1,083,220	0.03%	99.00%
170	0000	69310	SURETY LIFE INSURANCE COMPANY	\$1,065,512	0.03%	99.02%
171	0690	61751	CENTRAL STATES HEALTH & LIFE COMPANY OF OMAHA	\$1,063,603	0.03%	99.05%
172	0344	61875	CHURCH LIFE INSURANCE CORPORATION	\$1,047,458	0.02%	99.07%
173	0535	62103	COLUMBIAN MUTUAL LIFE INSURANCE COMPANY	\$1,041,305	0.02%	99.10%
174	0707	62286	GOLDEN RULE INSURANCE COMPANY	\$1,001,862	0.02%	99.12%
175	0549	80926	SUN LIFE AND HEALTH INSURANCE COMPANY (U.S.)	\$997,795	0.02%	99.14%
176	4725	93777	PAVONIA LIFE INSURANCE COMPANY OF MICHIGAN	\$994,600	0.02%	99.17%
177	0781	69744	UNION LABOR LIFE INSURANCE COMPANY THE	\$985,156	0.02%	99.19%
178	0449	67180	OHIO STATE LIFE INSURANCE COMPANY THE	\$970,189	0.02%	99.21%
179	1117	63053	FAMILY LIFE INSURANCE COMPANY	\$940,449	0.02%	99.24%
180	0267	71218	GRANGE LIFE INSURANCE COMPANY	\$915,354	0.02%	99.26%
181	0000	78662	SENIOR LIFE INSURANCE COMPANY	\$858,576	0.02%	99.28%
182	4736	62359	CONSTITUTION LIFE INSURANCE COMPANY	\$825,496	0.02%	99.30%
183	0574	76112	OXFORD LIFE INSURANCE COMPANY	\$802,171	0.02%	99.32%
184	0290	92916	UNITED AMERICAN INSURANCE COMPANY	\$774,129	0.02%	99.33%
185	0119	65110	KANAWHA INSURANCE COMPANY	\$769,023	0.02%	99.35%
186	0836	70483	WESTERN AND SOUTHERN LIFE INSURANCE COMPANY THE	\$722,608	0.02%	99.37%
187	3436	68543	LIBERTY BANKERS LIFE INSURANCE COMPANY	\$636,207	0.01%	99.38%
188	0661	77828	COMPANION LIFE INSURANCE COMPANY	\$588,392	0.01%	99.40%
189	4718	97691	LIFE OF THE SOUTH INSURANCE COMPANY	\$587,914	0.01%	99.41%

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190	0968	62880	AXA EQUITABLE LIFE AND ANNUITY COMPANY	\$574,686	0.01%	99.43%
191	2538	97705	DIRECT GENERAL LIFE INSURANCE COMPANY	\$560,580	0.01%	99.44%
192	0000	67032	NORTH CAROLINA MUTUAL LIFE INSURANCE COMPANY	\$540,776	0.01%	99.45%
193	0707	91529	UNIMERICA INSURANCE COMPANY	\$534,700	0.01%	99.46%
194	0449	63487	INVESTORS LIFE INSURANCE COMPANY OF NORTH AMERICA	\$525,035	0.01%	99.48%
195	0872	66230	WILLIAM PENN LIFE INSURANCE COMPANY OF NEW YORK	\$499,052	0.01%	99.49%
196	4213	62413	WILCAC LIFE INSURANCE COMPANY	\$490,347	0.01%	99.50%
197	0050	62537	COTTON STATES LIFE INSURANCE COMPANY	\$489,383	0.01%	99.51%
198	0000	60445	SAGICOR LIFE INSURANCE COMPANY	\$479,580	0.01%	99.52%
199	0981	93696	FIDELITY INVESTMENTS LIFE INSURANCE COMPANY	\$467,406	0.01%	99.53%
200	0839	62324	FREEDOM LIFE INSURANCE COMPANY OF AMERICA	\$462,887	0.01%	99.54%
201	4832	80942	VOYA INSURANCE AND ANNUITY COMPANY	\$462,604	0.01%	99.55%
202	0291	66311	MOTORISTS LIFE INSURANCE COMPANY	\$444,476	0.01%	99.57%
203	4213	60704	WILTON REASSURANCE LIFE COMPANY OF NEW YORK	\$440,600	0.01%	99.58%
204	0000	63819	UNITY FINANCIAL LIFE INSURANCE COMPANY	\$440,270	0.01%	99.59%
205	0215	68462	RESERVE NATIONAL INSURANCE COMPANY	\$435,722	0.01%	99.60%
206	0468	70688	TRANSAMERICA FINANCIAL LIFE INSURANCE COMPANY	\$433,146	0.01%	99.61%
207	0084	67083	MANHATTAN NATIONAL LIFE INSURANCE COMPANY	\$430,265	0.01%	99.62%
208	0687	64211	GUARANTEE TRUST LIFE INSURANCE COMPANY	\$421,245	0.01%	99.63%
209	0429	78778	GUARDIAN INSURANCE & ANNUITY COMPANY, INC., THE	\$420,033	0.01%	99.64%
210	0000	69132	STATE MUTUAL INSURANCE COMPANY	\$412,642	0.01%	99.65%
211	0315	67946	PIONEER SECURITY LIFE INSURANCE COMPANY	\$408,321	0.01%	99.66%
212	3891	69140	FIRST ALLMERICA FINANCIAL LIFE INSURANCE COMPANY	\$407,068	0.01%	99.67%
213	0019	65080	JOHN ALDEN LIFE INSURANCE COMPANY	\$406,462	0.01%	99.67%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
214	0050	62553	COUNTRY LIFE INSURANCE COMPANY	\$401,304	0.01%	99.68%
215	3527	60836	AMERICAN REPUBLIC INSURANCE COMPANY	\$393,370	0.01%	99.69%
216	0000	88668	MUTUAL OF AMERICA LIFE INSURANCE COMPANY	\$385,528	0.01%	99.70%
217	0473	60399	AMERICAN FAMILY LIFE INSURANCE COMPANY	\$384,513	0.01%	99.71%
218	0150	67261	OLD REPUBLIC LIFE INSURANCE COMPANY	\$376,542	0.01%	99.72%
219	0350	62596	UNION FIDELITY LIFE INSURANCE COMPANY	\$371,389	0.01%	99.73%
220	0020	62057	LINCOLN LIFE & ANNUITY COMPANY OF NEW YORK	\$370,265	0.01%	99.74%
221	0850	68632	VANTIS LIFE INSURANCE COMPANY	\$367,473	0.01%	99.75%
222	0000	71404	CONTINENTAL GENERAL INSURANCE COMPANY	\$365,050	0.01%	99.76%
223	0140	64017	JEFFERSON NATIONAL LIFE INSURANCE COMPANY	\$357,811	0.01%	99.76%
224	0169	68810	SENTRY LIFE INSURANCE COMPANY	\$334,418	0.01%	99.77%
225	4736	68284	PYRAMID LIFE INSURANCE COMPANY, THE	\$330,814	0.01%	99.78%
226	4888	62952	EQUITABLE LIFE & CASUALTY INSURANCE COMPANY	\$328,809	0.01%	99.79%
227	0408	86355	STANDARD LIFE AND ACCIDENT INSURANCE COMPANY	\$317,543	0.01%	99.79%
228	0450	65781	MADISON NATIONAL LIFE INSURANCE COMPANY, INC.	\$317,074	0.01%	99.80%
229	4639	61182	AURORA NATIONAL LIFE ASSURANCE COMPANY	\$298,865	0.01%	99.81%
230	0408	63126	FARM FAMILY LIFE INSURANCE COMPANY	\$284,507	0.01%	99.82%
231	0019	60275	AMERICAN BANKERS LIFE ASSURANCE COMPANY OF FLORIDA	\$279,398	0.01%	99.82%
232	4734	68039	ATHENE ANNUITY & LIFE ASSURANCE COMPANY OF NEW YORK	\$276,810	0.01%	99.83%
233	0525	93459	PAN-AMERICAN ASSURANCE COMPANY	\$272,572	0.01%	99.84%
234	4877	69566	TRANS WORLD ASSURANCE COMPANY	\$263,467	0.01%	99.84%
235	0000	61921	CITIZENS SECURITY LIFE INSURANCE COMPANY	\$263,113	0.01%	99.85%
236	1280	71480	GREAT WESTERN INSURANCE COMPANY	\$248,583	0.01%	99.85%
237	0468	79022	TRANSAMERICA ADVISORS LIFE INSURANCE COMPANY	\$243,860	0.01%	99.86%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
238	0449	87645	UNITED FIDELITY LIFE INSURANCE COMPANY	\$226,666	0.01%	99.86%
239	0181	73504	LUMICO LIFE INSURANCE COMPANY	\$221,343	0.01%	99.87%
240	0000	62928	EMC NATIONAL LIFE COMPANY	\$218,557	0.01%	99.88%
241	0315	91693	IA AMERICAN LIFE INSURANCE COMPANY	\$196,983	0.00%	99.88%
242	4011	72990	GENWORTH LIFE INSURANCE COMPANY OF NEW YORK	\$195,534	0.00%	99.88%
243	0588	69272	SUNSET LIFE INSURANCE COMPANY OF AMERICA	\$193,103	0.00%	99.89%
244	0565	67598	PAUL REVERE LIFE INSURANCE COMPANY THE	\$183,560	0.00%	99.89%
245	0565	68985	STARMOUNT LIFE INSURANCE COMPANY	\$176,555	0.00%	99.90%
246	0901	65722	LOYAL AMERICAN LIFE INSURANCE COMPANY	\$175,727	0.00%	99.90%
247	0615	61395	BENEFICIAL LIFE INSURANCE COMPANY	\$174,204	0.00%	99.91%
248	0619	67911	PIONEER MUTUAL LIFE INSURANCE COMPANY	\$153,365	0.00%	99.91%
249	0264	66087	MID-WEST NATIONAL LIFE INSURANCE COMPANY OF TENNESSEE	\$150,708	0.00%	99.91%
250	0587	61239	BANKERS FIDELITY LIFE INSURANCE COMPANY	\$147,010	0.00%	99.92%
251	1117	65870	MANHATTAN LIFE INSURANCE COMPANY THE	\$145,997	0.00%	99.92%
252	4877	60429	AMERICAN FIDELITY LIFE INSURANCE COMPANY	\$145,409	0.00%	99.92%
253	0769	80705	GREAT-WEST LIFE ASSURANCE COMPANY THE	\$141,842	0.00%	99.93%
254	0000	70130	UNIVERSAL GUARANTY LIFE INSURANCE COMPANY	\$140,865	0.00%	99.93%
255	0429	71714	BERKSHIRE LIFE INSURANCE COMPANY OF AMERICA	\$133,310	0.00%	99.93%
256	0629	97152	PLATEAU INSURANCE COMPANY	\$119,141	0.00%	99.94%
257	4736	93734	PHOENIX LIFE AND ANNUITY COMPANY	\$107,485	0.00%	99.94%
258	2938	97721	THRIVENT LIFE INSURANCE COMPANY	\$96,094	0.00%	99.94%
259	4796	87963	NATIONAL TEACHERS ASSOCIATES LIFE INSURANCE COMPANY	\$95,773	0.00%	99.94%
260	4752	70742	FAMILY BENEFIT LIFE INSURANCE COMPANY	\$94,140	0.00%	99.94%
261	0290	77968	FAMILY HERITAGE LIFE INSURANCE COMPANY OF AMERICA	\$89,621	0.00%	99.95%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
262	0000	99538	SWBC LIFE INSURANCE COMPANY	\$87,986	0.00%	99.95%
263	0572	77720	LIFESECURE INSURANCE COMPANY	\$83,635	0.00%	99.95%
264	0520	67784	PHILADELPHIA AMERICAN LIFE INSURANCE COMPANY	\$81,267	0.00%	99.95%
265	0901	61727	CENTRAL RESERVE LIFE INSURANCE COMPANY	\$78,069	0.00%	99.95%
266	4844	60232	LOMBARD INTERNATIONAL LIFE ASSURANCE COMPANY	\$77,883	0.00%	99.96%
267	0451	71870	FIDELITY SECURITY LIFE INSURANCE COMPANY	\$69,772	0.00%	99.96%
268	0431	83607	GUGGENHEIM LIFE AND ANNUITY COMPANY	\$69,217	0.00%	99.96%
269	0458	88536	PROTECTIVE LIFE AND ANNUITY INSURANCE COMPANY	\$68,155	0.00%	99.96%
270	0000	60216	AMALGAMATED LIFE INSURANCE COMPANY	\$66,834	0.00%	99.96%
271	0454	69485	SECURITY NATIONAL LIFE INSURANCE COMPANY	\$63,662	0.00%	99.96%
272	0525	67539	PAN-AMERICAN LIFE INSURANCE COMPANY	\$62,083	0.00%	99.97%
273	0565	67601	UNUM INSURANCE COMPANY	\$60,608	0.00%	99.97%
274	0775	90247	PHARMACISTS LIFE INSURANCE COMPANY, THE	\$60,005	0.00%	99.97%
275	2878	63983	UNITED HERITAGE LIFE INSURANCE COMPANY	\$58,546	0.00%	99.97%
276	0023	80985	4 EVER LIFE INSURANCE COMPANY	\$57,774	0.00%	99.97%
277	2658	92738	AMERICAN EQUITY INVESTMENT LIFE INSURANCE COMPANY	\$56,153	0.00%	99.97%
278	0449	66540	NATIONAL FARMERS UNION LIFE INSURANCE COMPANY	\$54,953	0.00%	99.97%
279	0001	68500	CONTINENTAL LIFE INSURANCE COMPANY OF BRENTWOOD, TENNESSEE	\$53,453	0.00%	99.98%
280	0261	72850	UNITED WORLD LIFE INSURANCE COMPANY	\$52,480	0.00%	99.98%
281	4827	79057	SOUTHLAND NATIONAL INSURANCE CORPORATION	\$52,078	0.00%	99.98%
282	0709	97268	PACIFIC LIFE & ANNUITY COMPANY	\$50,244	0.00%	99.98%
283	0000	60542	AMERICAN HOME LIFE INSURANCE COMPANY, THE	\$50,014	0.00%	99.98%
284	0248	69973	UNITED LIFE INSURANCE COMPANY	\$48,298	0.00%	99.98%
285	0904	93610	JOHN HANCOCK LIFE & HEALTH INSURANCE COMPANY	\$48,159	0.00%	99.98%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
286	0000	63223	FEDERAL LIFE INSURANCE COMPANY (MUTUAL)	\$48,036	0.00%	99.98%
287	1199	80624	AMERICAN PROGRESSIVE LIFE AND HEALTH INSURANCE COMPANY OF NEW YORK	\$47,199	0.00%	99.98%
288	0031	97764	IDEALIFE INSURANCE COMPANY	\$46,139	0.00%	99.99%
289	0901	88366	AMERICAN RETIREMENT LIFE INSURANCE COMPANY	\$44,876	0.00%	99.99%
290	0000	11121	UNIFIED LIFE INSURANCE COMPANY	\$41,478	0.00%	99.99%
291	0001	90328	FIRST HEALTH LIFE & HEALTH INSURANCE COMPANY	\$39,842	0.00%	99.99%
292	0669	71323	ZALE LIFE INSURANCE COMPANY	\$35,948	0.00%	99.99%
293	0408	71773	AMERICAN NATIONAL LIFE INSURANCE COMPANY OF TEXAS	\$34,356	0.00%	99.99%
294	0000	61093	ATLANTA LIFE INSURANCE COMPANY	\$28,199	0.00%	99.99%
295	4832	66109	MIDWESTERN UNITED LIFE INSURANCE COMPANY	\$26,880	0.00%	99.99%
296	0876	94358	USABLE LIFE (FOR USE IN VA: USABLE LIFE COMPANY)	\$26,613	0.00%	99.99%
297	0707	69647	OPTUM INSURANCE OF OHIO, INC.	\$26,219	0.00%	99.99%
298	0241	62634	DELAWARE AMERICAN LIFE INSURANCE COMPANY	\$23,307	0.00%	99.99%
299	0098	64890	BERKLEY LIFE AND HEALTH INSURANCE COMPANY	\$20,409	0.00%	99.99%
300	0000	89184	STERLING INVESTORS LIFE INSURANCE COMPANY	\$18,420	0.00%	99.99%
301	0304	86630	PRUDENTIAL ANNUITIES LIFE ASSURANCE CORPORATION	\$17,484	0.00%	99.99%
302	0315	14406	INDUSTRIAL ALLIANCE INSURANCE AND FINANCIAL SERVICES, INC.	\$15,750	0.00%	100.00%
303	0050	94218	COUNTRY INVESTORS LIFE ASSURANCE COMPANY	\$15,315	0.00%	100.00%
304	4764	60183	S.USA LIFE INSURANCE COMPANY, INC.	\$14,950	0.00%	100.00%
305	1117	85189	WESTERN UNITED LIFE ASSURANCE COMPANY	\$13,912	0.00%	100.00%
306	3098	92711	HCC LIFE INSURANCE COMPANY	\$12,591	0.00%	100.00%
307	4719	69353	TPM LIFE INSURANCE COMPANY	\$12,392	0.00%	100.00%
308	0055	84522	AUTO CLUB LIFE INSURANCE COMPANY	\$11,539	0.00%	100.00%
309	0549	68047	PROFESSIONAL INSURANCE COMPANY	\$10,648	0.00%	100.00%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
310	0330	60801	AMERICAN PUBLIC LIFE INSURANCE COMPANY	\$10,121	0.00%	100.00%
311	1117	61883	MANHATTANLIFE ASSURANCE COMPANY OF AMERICA	\$8,759	0.00%	100.00%
312	0450	69078	STANDARD SECURITY LIFE INSURANCE COMPANY OF NEW YORK	\$7,432	0.00%	100.00%
313	0526	61735	CENTRAL SECURITY LIFE INSURANCE COMPANY	\$6,721	0.00%	100.00%
314	4855	90581	SYMETRA NATIONAL LIFE INSURANCE COMPANY	\$6,297	0.00%	100.00%
315	0000	84174	ELCO MUTUAL LIFE AND ANNUITY	\$5,187	0.00%	100.00%
316	0215	68357	RELIABLE LIFE INSURANCE COMPANY THE	\$5,107	0.00%	100.00%
317	0440	66265	MONARCH LIFE INSURANCE COMPANY	\$4,979	0.00%	100.00%
318	4824	71471	ABILITY INSURANCE COMPANY	\$4,925	0.00%	100.00%
319	0031	82880	CSI LIFE INSURANCE COMPANY	\$4,861	0.00%	100.00%
320	4712	67059	GPM HEALTH AND LIFE INSURANCE COMPANY	\$4,207	0.00%	100.00%
321	0306	86126	MEMBERS LIFE INSURANCE COMPANY	\$4,142	0.00%	100.00%
322	0276	62863	TRUSTMARK LIFE INSURANCE COMPANY	\$3,669	0.00%	100.00%
323	0429	60003	PARK AVENUE LIFE INSURANCE COMPANY	\$3,529	0.00%	100.00%
324	3527	31119	MEDICO INSURANCE COMPANY	\$3,498	0.00%	100.00%
325	0836	74780	INTEGRITY LIFE INSURANCE COMPANY	\$2,927	0.00%	100.00%
326	4719	81442	MONITOR LIFE INSURANCE COMPANY OF NEW YORK	\$2,693	0.00%	100.00%
327	0901	77399	STERLING LIFE INSURANCE COMPANY	\$2,255	0.00%	100.00%
328	0850	68446	LONGEVITY INSURANCE COMPANY	\$2,231	0.00%	100.00%
329	0812	93440	HM LIFE INSURANCE COMPANY	\$2,104	0.00%	100.00%
330	3436	61581	CAPITOL LIFE INSURANCE COMPANY THE	\$1,865	0.00%	100.00%
331	0901	67369	CIGNA HEALTH AND LIFE INSURANCE COMPANY	\$1,770	0.00%	100.00%
332	2538	82538	NATIONAL HEALTH INSURANCE COMPANY	\$1,689	0.00%	100.00%
333	0565	68209	PROVIDENT LIFE AND CASUALTY INSURANCE COMPANY	\$1,681	0.00%	100.00%

Rank	Group Number	License Number	Company Name	Premiums Written	Market share	Cumulative Market share
334	0000	90638	BEST LIFE AND HEALTH INSURANCE COMPANY	\$1,528	0.00%	100.00%
335	0000	66214	HEARTLAND NATIONAL LIFE INSURANCE COMPANY	\$720	0.00%	100.00%
336	0012	70238	VARIABLE ANNUITY LIFE INSURANCE COMPANY, THE	\$654	0.00%	100.00%
337	0000	81264	NIPPON LIFE INSURANCE COMPANY OF AMERICA	\$608	0.00%	100.00%
338	2858	99724	LIFESHIELD NATIONAL INSURANCE CO.	\$555	0.00%	100.00%
339	0312	81779	INDIVIDUAL ASSURANCE COMPANY, LIFE, HEALTH & ACCIDENT	\$206	0.00%	100.00%

Total: \$4,247,035,434.00

Source:
NAIC - OLTPPROD
SFS - Virginia