



Licensed Life Writers in Virginia in 2015

Rank	Group Number	License Number	Company Name	Premiums Written
1	0869	66168	MINNESOTA LIFE INSURANCE COMPANY	\$275,747,9
2	0860	67091	NORTHWESTERN MUTUAL LIFE INSURANCE COMPANY THE	\$250,943,6
3	0241	65978	METROPOLITAN LIFE INSURANCE COMPANY	\$213,049,2
4	0435	65935	MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY	\$189,993,8
5	0826	66915	NEW YORK LIFE INSURANCE COMPANY	\$183,663,2
6	0020	65676	LINCOLN NATIONAL LIFE INSURANCE COMPANY THE	\$167,402,0
7	0304	68241	PRUDENTIAL INSURANCE COMPANY OF AMERICA THE	\$128,755,5
8	0176	69108	STATE FARM LIFE INSURANCE COMPANY	\$114,918,2
9	0904	65838	JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)	\$108,773,8
10	0012	60488	AMERICAN GENERAL LIFE INSURANCE COMPANY	\$94,890,2
11	0001	60054	AETNA LIFE INSURANCE COMPANY	\$86,449,4
12	0901	65498	LIFE INSURANCE COMPANY OF NORTH AMERICA	\$83,195,6
13	0200	69663	USAA LIFE INSURANCE COMPANY	\$79,103,5
14	0429	64246	GUARDIAN LIFE INSURANCE COMPANY OF AMERICA THE	\$78,971,4
15	0468	66281	TRANSAMERICA PREMIER LIFE INSURANCE COMPANY	\$76,715,9
16	0304	79227	PRUCO LIFE INSURANCE COMPANY	\$69,551,7
17	0826	91596	NEW YORK LIFE INSURANCE AND ANNUITY CORPORATION	\$67,192,0
18	0241	87726	METLIFE INSURANCE COMPANY USA	\$61,503,1
19	4011	65536	GENWORTH LIFE AND ANNUITY INSURANCE COMPANY	\$58,765,3
20	0468	86231	TRANSAMERICA LIFE INSURANCE COMPANY	\$58,609,7
21	0261	69868	UNITED OF OMAHA LIFE INSURANCE COMPANY	\$53,217,7
22	0968	62944	AXA EQUITABLE LIFE INSURANCE COMPANY	\$49,414,8
23	0431	66044	MIDLAND NATIONAL LIFE INSURANCE COMPANY	\$48,678,0
24	0709	67466	PACIFIC LIFE INSURANCE COMPANY	\$46,734,7
25	4750	65919	PRIMERICA LIFE INSURANCE COMPANY	\$46,569,6
26	4832	67105	RELIASTAR LIFE INSURANCE COMPANY	\$45,785,7
27	0140	92657	NATIONWIDE LIFE AND ANNUITY INSURANCE COMPANY	\$40,116,4
28	0000	68896	SOUTHERN FARM BUREAU LIFE INSURANCE COMPANY	\$39,373,6
29	0769	68322	GREAT-WEST LIFE & ANNUITY INSURANCE COMPANY	\$38,870,2
30	0458	68136	PROTECTIVE LIFE INSURANCE COMPANY	\$37,141,7

Data as of : June 1, 2016

itten	Market share	Cumulative Market share
65	6.64%	6.64%
82	6.04%	12.68%
68	5.13%	17.81%
43	4.57%	22.38%
89	4.42%	26.80%
23	4.03%	30.83%
92	3.10%	33.93%
07	2.77%	36.69%
14	2.62%	39.31%
10	2.28%	41.60%
07	2.08%	43.68%
17	2.00%	45.68%
64	1.90%	47.58%
23	1.90%	49.48%
96	1.85%	51.33%
43	1.67%	53.00%
97	1.62%	54.62%
43	1.48%	56.10%
88	1.41%	57.52%
63	1.41%	58.93%
96	1.28%	60.21%
06	1.19%	61.40%
78	1.17%	62.57%
68	1.12%	63.69%
73	1.12%	64.81%
40	1.10%	65.92%
34	0.97%	66.88%
91	0.95%	67.83%
73	0.94%	68.77%
40	0.89%	69.66%

Rank	Group Number	License Number	Company Name	Premiums Written
31	4815	65595	LINCOLN BENEFIT LIFE COMPANY	\$35,826,6
32	0004	65005	RIVERSOURCE LIFE INSURANCE COMPANY	\$35,670,3
33	0565	62235	UNUM LIFE INSURANCE COMPANY OF AMERICA	\$30,770,9
34	0704	89206	OHIO NATIONAL LIFE ASSURANCE CORPORATION/CINCINNATI	\$30,578,8
35	0091	70815	HARTFORD LIFE AND ACCIDENT INSURANCE COMPANY	\$29,781,3
36	0290	91472	GLOBE LIFE AND ACCIDENT INSURANCE COMPANY	\$28,205,3
37	0091	71153	HARTFORD LIFE AND ANNUITY INSURANCE COMPANY	\$27,804,4
38	0872	94250	BANNER LIFE INSURANCE COMPANY	\$27,576,5
39	0290	65331	LIBERTY NATIONAL LIFE INSURANCE COMPANY	\$25,888,9
40	0431	66974	NORTH AMERICAN COMPANY FOR LIFE AND HEALTH INSURANCE	\$24,502,2
41	0332	61271	PRINCIPAL LIFE INSURANCE COMPANY	\$24,304,4
42	0918	65056	JACKSON NATIONAL LIFE INSURANCE COMPANY	\$23,550,3
43	0140	66869	NATIONWIDE LIFE INSURANCE COMPANY	\$23,332,4
44	0111	65315	LIBERTY LIFE ASSURANCE COMPANY OF BOSTON	\$22,886,1
45	4553	70435	SAVINGS BANK LIFE INSURANCE COMPANY OF MASSACHUSETTS, THE	\$22,072,0
46	0634	65528	LIFE INSURANCE COMPANY OF THE SOUTHWEST	\$21,635,0
47	1348	69019	STANDARD INSURANCE COMPANY	\$20,733,5
48	0306	62626	CMFG LIFE INSURANCE COMPANY	\$20,663,8
49	1211	97241	SETTLERS LIFE INSURANCE COMPANY	\$20,178,7
50	0850	67644	PENN MUTUAL LIFE INSURANCE COMPANY THE	\$19,796,4
51	0836	65242	LAFAYETTE LIFE INSURANCE COMPANY THE	\$19,719,0
52	0000	64505	HOMESTEADERS LIFE COMPANY	\$19,674,6
53	0549	80802	SUN LIFE ASSURANCE COMPANY OF CANADA	\$18,760,4
54	0968	78077	MONY LIFE INSURANCE COMPANY OF AMERICA	\$17,673,9
55	4832	68713	SECURITY LIFE OF DENVER INSURANCE COMPANY	\$16,332,1
56	0943	61301	AMERITAS LIFE INSURANCE CORP.	\$16,172,1
57	4011	70025	GENWORTH LIFE INSURANCE COMPANY	\$15,675,3
58	0671	61069	ANTHEM LIFE INSURANCE COMPANY	\$14,977,7
59	0213	70769	ERIE FAMILY LIFE INSURANCE COMPANY	\$14,632,5
60	0000	61212	BALTIMORE LIFE INSURANCE COMPANY THE	\$13,774,6
61	0008	60186	ALLSTATE LIFE INSURANCE COMPANY	\$13,706,4
62	0761	90611	ALLIANZ LIFE INSURANCE COMPANY OF NORTH AMERICA	\$13,470,2

Data as of : June 1, 2016

itten	Market share	Cumulative Market share
.06	0.86%	70.52%
.96	0.86%	71.38%
.54	0.74%	72.12%
.43	0.74%	72.86%
.05	0.72%	73.57%
.31	0.68%	74.25%
.72	0.67%	74.92%
.25	0.66%	75.59%
.48	0.62%	76.21%
.20	0.59%	76.80%
.96	0.58%	77.38%
.27	0.57%	77.95%
.10	0.56%	78.51%
.44	0.55%	79.06%
.08	0.53%	79.59%
.64	0.52%	80.11%
.44	0.50%	80.61%
.96	0.50%	81.11%
.74	0.49%	81.60%
.23	0.48%	82.07%
.31	0.47%	82.55%
.61	0.47%	83.02%
.07	0.45%	83.47%
.86	0.43%	83.90%
.41	0.39%	84.29%
.78	0.39%	84.68%
.98	0.38%	85.06%
.61	0.36%	85.42%
.41	0.35%	85.77%
.74	0.33%	86.10%
.88	0.33%	86.43%
.64	0.32%	86.76%

Rank	Group Number	License Number	Company Name	Premiums Written
63	0458	70335	WEST COAST LIFE INSURANCE COMPANY	\$13,023,8
64	0901	62308	CONNECTICUT GENERAL LIFE INSURANCE COMPANY	\$12,815,2
65	0619	69116	STATE LIFE INSURANCE COMPANY THE	\$12,346,8
66	4483	70939	GERBER LIFE INSURANCE COMPANY	\$12,251,5
67	0634	66680	NATIONAL LIFE INSURANCE COMPANY	\$11,950,7
68	0233	61263	BANKERS LIFE AND CASUALTY COMPANY	\$11,603,7
69	4731	63274	FIDELITY & GUARANTY LIFE INSURANCE COMPANY	\$11,395,5
70	3098	68381	RELIANCE STANDARD LIFE INSURANCE COMPANY	\$11,064,2
71	0290	60577	AMERICAN INCOME LIFE INSURANCE COMPANY	\$10,869,4
72	0000	65927	LINCOLN HERITAGE LIFE INSURANCE COMPANY	\$10,752,1
73	1216	69345	TEACHERS INSURANCE AND ANNUITY ASSOCIATION OF AMERICA, INC. (USED IN VA BY:	\$10,591,6
74	0869	93742	SECURIAN LIFE INSURANCE COMPANY	\$10,350,2
75	0215	69930	UNITED INSURANCE COMPANY OF AMERICA	\$9,314,5
76	0565	68195	PROVIDENT LIFE AND ACCIDENT INSURANCE COMPANY	\$9,312,3
77	0000	77879	5 STAR LIFE INSURANCE COMPANY	\$9,172,3
78	0435	93432	C. M. LIFE INSURANCE COMPANY	\$8,603,1
79	4853	71854	AAA LIFE INSURANCE COMPANY	\$8,521,0
80	4855	68608	SYMETRA LIFE INSURANCE COMPANY	\$8,495,5
81	0704	67172	OHIO NATIONAL LIFE INSURANCE COMPANY THE	\$8,389,9
82	0019	67989	AMERICAN MEMORIAL LIFE INSURANCE COMPANY	\$8,380,5
83	4716	65951	MERIT LIFE INSURANCE CO.	\$8,262,0
84	0212	63177	FARMERS NEW WORLD LIFE INSURANCE COMPANY	\$8,247,0
85	0332	71161	PRINCIPAL NATIONAL LIFE INSURANCE COMPANY	\$8,215,7
86	0233	62065	COLONIAL PENN LIFE INSURANCE COMPANY	\$8,118,4
87	1216	60142	TIAA-CREF LIFE INSURANCE COMPANY	\$7,568,8
88	4734	61689	ATHENE ANNUITY AND LIFE COMPANY	\$6,838,8
89	0091	88072	HARTFORD LIFE INSURANCE COMPANY	\$6,737,0
90	0019	70408	UNION SECURITY INSURANCE COMPANY	\$6,478,2
91	0241	63665	GENERAL AMERICAN LIFE INSURANCE COMPANY	\$6,405,3
92	4764	68845	SHENANDOAH LIFE INSURANCE COMPANY	\$6,256,6
93	0370	60380	AMERICAN FAMILY LIFE ASSURANCE COMPANY OF COLUMBUS	\$6,240,7
94	3891	91642	FORETHOUGHT LIFE INSURANCE COMPANY	\$6,061,9

Data as of : June 1, 2016

Item	Market share	Cumulative Market share
75	0.31%	87.07%
48	0.31%	87.38%
45	0.30%	87.68%
96	0.29%	87.97%
84	0.29%	88.26%
03	0.28%	88.54%
70	0.27%	88.81%
67	0.27%	89.08%
38	0.26%	89.34%
68	0.26%	89.60%
20	0.25%	89.85%
22	0.25%	90.10%
28	0.22%	90.33%
55	0.22%	90.55%
00	0.22%	90.77%
68	0.21%	90.98%
81	0.21%	91.18%
43	0.20%	91.39%
63	0.20%	91.59%
78	0.20%	91.79%
10	0.20%	91.99%
53	0.20%	92.19%
07	0.20%	92.39%
41	0.20%	92.58%
46	0.18%	92.76%
88	0.16%	92.93%
78	0.16%	93.09%
18	0.16%	93.25%
48	0.15%	93.40%
83	0.15%	93.55%
76	0.15%	93.70%
65	0.15%	93.85%

Rank	Group Number	License Number	Company Name	Premiums Written
95	0403	67814	PHOENIX LIFE INSURANCE COMPANY	\$5,937,6
96	0367	72125	PHYSICIANS LIFE INSURANCE COMPANY	\$5,851,3
97	0458	66370	MONY LIFE INSURANCE COMPANY	\$5,695,8
98	0000	62510	EQUITRUST LIFE INSURANCE COMPANY	\$5,634,8
99	0408	60739	AMERICAN NATIONAL INSURANCE COMPANY	\$5,632,2
100	0619	60895	AMERICAN UNITED LIFE INSURANCE COMPANY	\$5,521,7
101	1211	66583	NATIONAL GUARDIAN LIFE INSURANCE COMPANY	\$5,468,1
102	0153	67628	PEKIN LIFE INSURANCE COMPANY	\$5,074,5
103	0535	76023	COLUMBIAN LIFE INSURANCE COMPANY	\$4,948,8
104	0300	64513	HORACE MANN LIFE INSURANCE COMPANY	\$4,882,2
105	0565	62049	COLONIAL LIFE & ACCIDENT INSURANCE COMPANY	\$4,653,4
106	0581	61476	BOSTON MUTUAL LIFE INSURANCE COMPANY	\$4,481,7
107	0008	60534	AMERICAN HERITAGE LIFE INSURANCE COMPANY	\$4,472,3
108	0007	63258	FEDERATED LIFE INSURANCE COMPANY	\$4,369,8
109	0244	76236	CINCINNATI LIFE INSURANCE COMPANY, THE	\$4,325,1
110	0000	63290	FIDELITY LIFE ASSOCIATION A LEGAL RESERVE LIFE INSURANCE COMPANY	\$4,176,6
111	0012	70106	UNITED STATES LIFE INSURANCE COMPANY IN THE CITY OF NEW YORK THE	\$3,971,4
112	0403	93548	PHL VARIABLE INSURANCE COMPANY	\$3,876,0
113	0241	91626	NEW ENGLAND LIFE INSURANCE COMPANY	\$3,775,3
114	0671	80314	UNICARE LIFE & HEALTH INSURANCE COMPANY	\$3,581,8
115	4824	61115	ATLANTIC COAST LIFE INSURANCE COMPANY	\$3,521,8
116	0020	67652	FIRST PENN-PACIFIC LIFE INSURANCE COMPANY	\$3,489,7
117	4832	86509	VOYA RETIREMENT INSURANCE AND ANNUITY COMPANY	\$3,448,6
118	4213	69396	TEXAS LIFE INSURANCE COMPANY	\$3,328,3
119	0241	97136	METROPOLITAN TOWER LIFE INSURANCE COMPANY	\$3,299,2
120	0917	71129	DEARBORN NATIONAL LIFE INSURANCE COMPANY	\$3,284,8
121	0000	64580	ILLINOIS MUTUAL LIFE INSURANCE COMPANY	\$3,177,4
122	0449	61999	AMERICO FINANCIAL LIFE AND ANNUITY INSURANCE COMPANY	\$3,148,5
123	0000	68772	SECURITY MUTUAL LIFE INSURANCE COMPANY OF NEW YORK	\$3,116,1
124	0233	70319	WASHINGTON NATIONAL INSURANCE COMPANY	\$3,088,1
125	0626	62146	COMBINED INSURANCE COMPANY OF AMERICA	\$2,920,3
126	4213	65900	WILCO LIFE INSURANCE COMPANY	\$2,789,2

Data as of : June 1, 2016

itten	Market share	Cumulative Market share
.73	0.14%	93.99%
.20	0.14%	94.13%
.92	0.14%	94.27%
.89	0.14%	94.40%
.89	0.14%	94.54%
.42	0.13%	94.67%
.47	0.13%	94.80%
.13	0.12%	94.93%
.08	0.12%	95.05%
.30	0.12%	95.16%
.51	0.11%	95.28%
.86	0.11%	95.38%
.24	0.11%	95.49%
.29	0.11%	95.60%
.46	0.10%	95.70%
.83	0.10%	95.80%
.14	0.10%	95.90%
.44	0.09%	95.99%
.87	0.09%	96.08%
.54	0.09%	96.17%
.01	0.08%	96.25%
.40	0.08%	96.34%
.35	0.08%	96.42%
.41	0.08%	96.50%
.91	0.08%	96.58%
.73	0.08%	96.66%
.52	0.08%	96.73%
.29	0.08%	96.81%
.39	0.08%	96.88%
.86	0.07%	96.96%
.52	0.07%	97.03%
.02	0.07%	97.10%

Rank	Group Number	License Number	Company Name	Premiums Written
127	4734	61492	ATHENE ANNUITY & LIFE ASSURANCE COMPANY	\$2,619,6
128	4794	79065	DELAWARE LIFE INSURANCE COMPANY	\$2,603,0
129	0140	64327	HARLEYSVILLE LIFE INSURANCE COMPANY	\$2,562,3
130	0836	99937	COLUMBUS LIFE INSURANCE COMPANY	\$2,554,5
131	4712	63967	GOVERNMENT PERSONNEL MUTUAL LIFE INSURANCE COMPANY	\$2,488,3
132	4862	71439	ASSURITY LIFE INSURANCE COMPANY	\$2,450,6
133	0525	66427	MUTUAL TRUST LIFE INSURANCE COMPANY, A PAN-AMERICAN LIFE INSURANCE GROU	\$2,441,0
134	3891	62200	ACCORDIA LIFE AND ANNUITY COMPANY	\$2,414,8
135	0431	68675	SECURITY BENEFIT LIFE INSURANCE COMPANY	\$2,358,3
136	0588	67199	OLD AMERICAN INSURANCE COMPANY	\$2,311,6
137	4716	60518	AMERICAN HEALTH AND LIFE INSURANCE COMPANY	\$2,271,2
138	0968	84530	U.S. FINANCIAL LIFE INSURANCE COMPANY	\$2,253,5
139	0850	93262	PENN INSURANCE AND ANNUITY COMPANY, THE	\$2,217,0
140	0212	90557	ZURICH AMERICAN LIFE INSURANCE COMPANY	\$2,120,0
141	0276	61425	TRUSTMARK INSURANCE COMPANY	\$2,081,1
142	0769	80659	CANADA LIFE ASSURANCE COMPANY THE	\$2,044,0
143	0315	68594	AMERICAN-AMICABLE LIFE INSURANCE COMPANY OF TEXAS	\$1,897,5
144	0280	61190	AUTO-OWNERS LIFE INSURANCE COMPANY	\$1,863,5
145	0707	79413	UNITEDHEALTHCARE INSURANCE COMPANY	\$1,861,7
146	0028	72222	AMICA LIFE INSURANCE COMPANY	\$1,845,5
147	0000	64904	INVESTORS HERITAGE LIFE INSURANCE COMPANY	\$1,840,0
148	0588	65129	KANSAS CITY LIFE INSURANCE COMPANY	\$1,820,2
149	0435	70416	MML BAY STATE LIFE INSURANCE COMPANY	\$1,723,1
150	0084	63312	GREAT AMERICAN LIFE INSURANCE COMPANY	\$1,712,3
151	0330	60410	AMERICAN FIDELITY ASSURANCE COMPANY	\$1,687,3
152	4725	93777	PAVONIA LIFE INSURANCE COMPANY OF MICHIGAN	\$1,542,9
153	0449	90212	GREAT SOUTHERN LIFE INSURANCE COMPANY	\$1,538,3
154	0315	67148	OCCIDENTAL LIFE INSURANCE COMPANY OF NORTH CAROLINA	\$1,494,3
155	4827	84786	COLORADO BANKERS LIFE INSURANCE COMPANY	\$1,491,4
156	0370	71730	CONTINENTAL AMERICAN INSURANCE COMPANY	\$1,445,9
157	0264	61832	CHESAPEAKE LIFE INSURANCE COMPANY, THE	\$1,372,5
158	0542	69922	UNITED HOME LIFE INSURANCE COMPANY	\$1,347,1

Data as of : June 1, 2016

Item	Market share	Cumulative Market share
81	0.06%	97.16%
26	0.06%	97.22%
56	0.06%	97.28%
53	0.06%	97.35%
55	0.06%	97.40%
03	0.06%	97.46%
51	0.06%	97.52%
76	0.06%	97.58%
53	0.06%	97.64%
67	0.06%	97.69%
56	0.05%	97.75%
57	0.05%	97.80%
10	0.05%	97.86%
29	0.05%	97.91%
18	0.05%	97.96%
49	0.05%	98.01%
38	0.05%	98.05%
77	0.04%	98.10%
31	0.04%	98.14%
47	0.04%	98.19%
28	0.04%	98.23%
36	0.04%	98.27%
17	0.04%	98.32%
88	0.04%	98.36%
43	0.04%	98.40%
69	0.04%	98.43%
25	0.04%	98.47%
69	0.04%	98.51%
87	0.04%	98.54%
92	0.03%	98.58%
47	0.03%	98.61%
75	0.03%	98.64%

Rank	Group Number	License Number	Company Name	Premiums Written
159	0000	63495	FORESTERS LIFE INSURANCE AND ANNUITY COMPANY	\$1,340,5
160	4832	61360	RELIASTAR LIFE INSURANCE COMPANY OF NEW YORK	\$1,308,1
161	0408	63657	GARDEN STATE LIFE INSURANCE COMPANY	\$1,305,0
162	0826	81353	NYLIFE INSURANCE COMPANY OF ARIZONA	\$1,268,5
163	3891	84824	COMMONWEALTH ANNUITY AND LIFE INSURANCE COMPANY	\$1,261,5
164	0690	61751	CENTRAL STATES HEALTH & LIFE COMPANY OF OMAHA	\$1,243,3
165	0535	62103	COLUMBIAN MUTUAL LIFE INSURANCE COMPANY	\$1,182,8
166	0836	92622	WESTERN-SOUTHERN LIFE ASSURANCE COMPANY	\$1,141,2
167	0119	65110	KANAWHA INSURANCE COMPANY	\$1,139,0
168	0000	69310	SURETY LIFE INSURANCE COMPANY	\$1,136,8
169	4750	61409	NATIONAL BENEFIT LIFE INSURANCE COMPANY	\$1,117,7
170	0707	62286	GOLDEN RULE INSURANCE COMPANY	\$1,116,6
171	0315	67873	PIONEER AMERICAN INSURANCE COMPANY	\$1,041,9
172	0000	66850	NATIONAL WESTERN LIFE INSURANCE COMPANY	\$1,037,9
173	0019	69477	TIME INSURANCE COMPANY	\$1,034,9
174	1117	63053	FAMILY LIFE INSURANCE COMPANY	\$1,031,8
175	0344	61875	CHURCH LIFE INSURANCE CORPORATION	\$1,016,0
176	0449	67180	OHIO STATE LIFE INSURANCE COMPANY THE	\$1,007,9
177	0781	69744	UNION LABOR LIFE INSURANCE COMPANY THE	\$978,9
178	0001	12321	AMERICAN CONTINENTAL INSURANCE COMPANY	\$969,4
179	0549	80926	SUN LIFE AND HEALTH INSURANCE COMPANY (U.S.)	\$958,8
180	0953	62359	CONSTITUTION LIFE INSURANCE COMPANY	\$907,6
181	0290	92916	UNITED AMERICAN INSURANCE COMPANY	\$888,5
182	0267	71218	GRANGE LIFE INSURANCE COMPANY	\$849,8
183	0019	60275	AMERICAN BANKERS LIFE ASSURANCE COMPANY OF FLORIDA	\$837,3
184	0000	78662	SENIOR LIFE INSURANCE COMPANY	\$736,1
185	0836	70483	WESTERN AND SOUTHERN LIFE INSURANCE COMPANY THE	\$711,9
186	0574	76112	OXFORD LIFE INSURANCE COMPANY	\$711,8
187	4213	62413	WILCAC LIFE INSURANCE COMPANY	\$651,1
188	0020	62057	LINCOLN LIFE & ANNUITY COMPANY OF NEW YORK	\$648,3
189	1213	97705	DIRECT GENERAL LIFE INSURANCE COMPANY	\$642,5
190	0968	62880	AXA EQUITABLE LIFE AND ANNUITY COMPANY	\$561,3

Data as of : June 1, 2016

itten	Market share	Cumulative Market share
.37	0.03%	98.68%
.40	0.03%	98.71%
.88	0.03%	98.74%
.42	0.03%	98.77%
.36	0.03%	98.80%
.76	0.03%	98.83%
.73	0.03%	98.86%
.10	0.03%	98.89%
.26	0.03%	98.91%
.87	0.03%	98.94%
.86	0.03%	98.97%
.50	0.03%	98.99%
.93	0.03%	99.02%
.46	0.02%	99.04%
.74	0.02%	99.07%
.14	0.02%	99.09%
.02	0.02%	99.12%
.20	0.02%	99.14%
.38	0.02%	99.17%
.59	0.02%	99.19%
.38	0.02%	99.21%
.22	0.02%	99.23%
.06	0.02%	99.26%
.95	0.02%	99.28%
.96	0.02%	99.30%
.54	0.02%	99.31%
.89	0.02%	99.33%
.54	0.02%	99.35%
.19	0.02%	99.36%
.93	0.02%	99.38%
.84	0.02%	99.39%
.40	0.01%	99.41%

Rank	Group Number	License Number	Company Name	Premiums Written
191	0707	91529	UNIMERICA INSURANCE COMPANY	\$559,7
192	0661	77828	COMPANION LIFE INSURANCE COMPANY	\$555,0
193	4718	97691	LIFE OF THE SOUTH INSURANCE COMPANY	\$531,4
194	0050	62537	COTTON STATES LIFE INSURANCE COMPANY	\$531,1
195	0449	63487	INVESTORS LIFE INSURANCE COMPANY OF NORTH AMERICA	\$520,8
196	0000	69132	STATE MUTUAL INSURANCE COMPANY	\$517,8
197	0687	64211	GUARANTEE TRUST LIFE INSURANCE COMPANY	\$503,6
198	0872	66230	WILLIAM PENN LIFE INSURANCE COMPANY OF NEW YORK	\$502,6
199	0981	93696	FIDELITY INVESTMENTS LIFE INSURANCE COMPANY	\$479,0
200	0000	67032	NORTH CAROLINA MUTUAL LIFE INSURANCE COMPANY	\$476,2
201	0084	67083	MANHATTAN NATIONAL LIFE INSURANCE COMPANY	\$475,2
202	0000	63819	UNITY FINANCIAL LIFE INSURANCE COMPANY	\$468,3
203	0019	65080	JOHN ALDEN LIFE INSURANCE COMPANY	\$455,7
204	0429	78778	GUARDIAN INSURANCE & ANNUITY COMPANY INC, THE	\$451,7
205	0215	68462	RESERVE NATIONAL INSURANCE COMPANY	\$437,7
206	3527	60836	AMERICAN REPUBLIC INSURANCE COMPANY	\$437,4
207	0291	66311	MOTORISTS LIFE INSURANCE COMPANY	\$436,1
208	0468	70688	TRANSAMERICA FINANCIAL LIFE INSURANCE COMPANY	\$432,8
209	0150	67261	OLD REPUBLIC LIFE INSURANCE COMPANY	\$427,7
210	0000	88668	MUTUAL OF AMERICA LIFE INSURANCE COMPANY	\$413,4
211	0350	62596	UNION FIDELITY LIFE INSURANCE COMPANY	\$413,1
212	3436	68543	LIBERTY BANKERS LIFE INSURANCE COMPANY	\$408,1
213	4213	60704	WILTON REASSURANCE LIFE COMPANY OF NEW YORK	\$404,5
214	4836	64017	JEFFERSON NATIONAL LIFE INSURANCE COMPANY	\$401,8
215	0450	65781	MADISON NATIONAL LIFE INSURANCE COMPANY, INC.	\$385,6
216	0050	62553	COUNTRY LIFE INSURANCE COMPANY	\$383,4
217	0473	60399	AMERICAN FAMILY LIFE INSURANCE COMPANY	\$378,2
218	4668	68632	VANTIS LIFE INSURANCE COMPANY	\$373,5
219	0000	60445	SAGICOR LIFE INSURANCE COMPANY	\$353,5
220	0953	68284	PYRAMID LIFE INSURANCE COMPANY, THE	\$352,5
221	4639	61182	AURORA NATIONAL LIFE ASSURANCE COMPANY	\$342,9
222	0315	67946	PIONEER SECURITY LIFE INSURANCE COMPANY	\$340,7

Data as of : June 1, 2016

itten	Market share	Cumulative Market share
06	0.01%	99.42%
56	0.01%	99.44%
.93	0.01%	99.45%
08	0.01%	99.46%
.01	0.01%	99.47%
.93	0.01%	99.49%
.81	0.01%	99.50%
.50	0.01%	99.51%
.44	0.01%	99.52%
.50	0.01%	99.53%
.21	0.01%	99.54%
.84	0.01%	99.56%
.89	0.01%	99.57%
.48	0.01%	99.58%
.09	0.01%	99.59%
.59	0.01%	99.60%
.23	0.01%	99.61%
.95	0.01%	99.62%
.51	0.01%	99.63%
.77	0.01%	99.64%
.66	0.01%	99.65%
.99	0.01%	99.66%
.01	0.01%	99.67%
.16	0.01%	99.68%
.82	0.01%	99.69%
.93	0.01%	99.70%
.97	0.01%	99.71%
.03	0.01%	99.72%
.82	0.01%	99.72%
.76	0.01%	99.73%
.39	0.01%	99.74%
.37	0.01%	99.75%

Rank	Group Number	License Number	Company Name	Premiums Written
223	0169	68810	SENTRY LIFE INSURANCE COMPANY	\$336,1
224	0000	62952	EQUITABLE LIFE & CASUALTY INSURANCE COMPANY	\$324,3
225	4852	71404	CONTINENTAL GENERAL INSURANCE COMPANY	\$323,4
226	4734	68039	ATHENE ANNUITY & LIFE ASSURANCE COMPANY OF NEW YORK	\$312,6
227	0408	86355	STANDARD LIFE AND ACCIDENT INSURANCE COMPANY	\$310,1
228	0525	93459	PAN-AMERICAN ASSURANCE COMPANY	\$310,1
229	4832	80942	VOYA INSURANCE AND ANNUITY COMPANY	\$294,7
230	0408	63126	FARM FAMILY LIFE INSURANCE COMPANY	\$293,0
231	0000	69566	TRANS WORLD ASSURANCE COMPANY	\$281,7
232	0000	61921	CITIZENS SECURITY LIFE INSURANCE COMPANY	\$281,4
233	0008	70866	ALLSTATE ASSURANCE COMPANY	\$272,8
234	3891	69140	FIRST ALLMERICA FINANCIAL LIFE INSURANCE COMPANY	\$271,1
235	0839	62324	FREEDOM LIFE INSURANCE COMPANY OF AMERICA	\$261,1
236	0694	73504	GENERATION LIFE INSURANCE COMPANY	\$245,1
237	0449	87645	UNITED FIDELITY LIFE INSURANCE COMPANY	\$243,2
238	0587	61239	BANKERS FIDELITY LIFE INSURANCE COMPANY	\$235,9
239	0248	69973	UNITED LIFE INSURANCE COMPANY	\$234,9
240	0769	80705	GREAT-WEST LIFE ASSURANCE COMPANY THE	\$212,4
241	0000	62928	EMC NATIONAL LIFE COMPANY	\$200,3
242	0565	67598	PAUL REVERE LIFE INSURANCE COMPANY THE	\$194,2
243	0588	69272	SUNSET LIFE INSURANCE COMPANY OF AMERICA	\$188,8
244	4011	72990	GENWORTH LIFE INSURANCE COMPANY OF NEW YORK	\$184,7
245	0468	79022	TRANSAMERICA ADVISORS LIFE INSURANCE COMPANY	\$176,0
246	0000	68985	STARMOUNT LIFE INSURANCE COMPANY	\$173,0
247	1117	65870	MANHATTAN LIFE INSURANCE COMPANY THE	\$172,6
248	0615	61395	BENEFICIAL LIFE INSURANCE COMPANY	\$169,4
249	0264	66087	MID-WEST NATIONAL LIFE INSURANCE COMPANY OF TENNESSEE	\$164,5
250	0000	60429	AMERICAN FIDELITY LIFE INSURANCE COMPANY	\$154,7
251	0429	71714	BERKSHIRE LIFE INSURANCE COMPANY OF AMERICA	\$152,3
252	0619	67911	PIONEER MUTUAL LIFE INSURANCE COMPANY	\$150,2
253	0212	70173	UNIVERSAL UNDERWRITERS LIFE INSURANCE COMPANY	\$150,0
254	0492	68721	SECURITY LIFE INSURANCE COMPANY OF AMERICA	\$148,1

Data as of : June 1, 2016

Item	Market share	Cumulative Market share
37	0.01%	99.76%
78	0.01%	99.76%
89	0.01%	99.77%
38	0.01%	99.78%
71	0.01%	99.79%
54	0.01%	99.80%
02	0.01%	99.80%
36	0.01%	99.81%
42	0.01%	99.82%
06	0.01%	99.82%
73	0.01%	99.83%
84	0.01%	99.84%
68	0.01%	99.84%
13	0.01%	99.85%
10	0.01%	99.85%
10	0.01%	99.86%
85	0.01%	99.87%
68	0.01%	99.87%
47	0.00%	99.88%
47	0.00%	99.88%
64	0.00%	99.88%
51	0.00%	99.89%
99	0.00%	99.89%
71	0.00%	99.90%
19	0.00%	99.90%
40	0.00%	99.91%
94	0.00%	99.91%
82	0.00%	99.91%
10	0.00%	99.92%
41	0.00%	99.92%
76	0.00%	99.92%
44	0.00%	99.93%

Rank	Group Number	License Number	Company Name	Premiums Written
255	0901	65722	LOYAL AMERICAN LIFE INSURANCE COMPANY	\$143,8
256	0000	70130	UNIVERSAL GUARANTY LIFE INSURANCE COMPANY	\$141,1
257	0403	93734	PHOENIX LIFE AND ANNUITY COMPANY	\$132,1
258	0315	91693	IA AMERICAN LIFE INSURANCE COMPANY	\$123,6
259	2938	97721	THRIVENT LIFE INSURANCE COMPANY	\$97,3
260	4796	87963	NATIONAL TEACHERS ASSOCIATES LIFE INSURANCE COMPANY	\$97,3
261	0572	77720	LIFESECURE INSURANCE COMPANY	\$91,7
262	4844	60232	LOMBARD INTERNATIONAL LIFE ASSURANCE COMPANY	\$91,4
263	0901	61727	CENTRAL RESERVE LIFE INSURANCE COMPANY	\$82,5
264	4852	63479	UNITED TEACHER ASSOCIATES INSURANCE COMPANY	\$71,3
265	2878	63983	UNITED HERITAGE LIFE INSURANCE COMPANY	\$70,5
266	0304	86630	PRUDENTIAL ANNUITIES LIFE ASSURANCE CORPORATION	\$68,6
267	0290	77968	FAMILY HERITAGE LIFE INSURANCE COMPANY OF AMERICA	\$67,7
268	0458	88536	PROTECTIVE LIFE AND ANNUITY INSURANCE COMPANY	\$66,0
269	0525	67539	PAN-AMERICAN LIFE INSURANCE COMPANY	\$65,3
270	0000	60216	AMALGAMATED LIFE INSURANCE COMPANY	\$65,3
271	0565	67601	UNUM INSURANCE COMPANY	\$64,3
272	0431	83607	GUGGENHEIM LIFE AND ANNUITY COMPANY	\$62,8
273	0023	80985	4 EVER LIFE INSURANCE COMPANY	\$60,9
274	2658	92738	AMERICAN EQUITY INVESTMENT LIFE INSURANCE COMPANY	\$58,1
275	0904	93610	JOHN HANCOCK LIFE & HEALTH INSURANCE COMPANY	\$56,4
276	0261	72850	UNITED WORLD LIFE INSURANCE COMPANY	\$55,8
277	4827	79057	SOUTHLAND NATIONAL INSURANCE CORPORATION	\$55,3
278	0001	68500	CONTINENTAL LIFE INSURANCE COMPANY OF BRENTWOOD, TENNESSEE	\$55,1
279	0449	66540	NATIONAL FARMERS UNION LIFE INSURANCE COMPANY	\$54,3
280	0451	71870	FIDELITY SECURITY LIFE INSURANCE COMPANY	\$53,5
281	0000	63223	FEDERAL LIFE INSURANCE COMPANY (MUTUAL)	\$51,1
282	0953	80624	AMERICAN PROGRESSIVE LIFE AND HEALTH INSURANCE COMPANY OF NEW YORK	\$50,7
283	0001	90328	FIRST HEALTH LIFE & HEALTH INSURANCE COMPANY	\$43,9
284	0775	90247	PHARMACISTS LIFE INSURANCE COMPANY, THE	\$42,1
285	0709	97268	PACIFIC LIFE & ANNUITY COMPANY	\$41,7
286	0000	11121	UNIFIED LIFE INSURANCE COMPANY	\$41,6

Data as of : June 1, 2016

itten	Market share	Cumulative Market share
87	0.00%	99.93%
47	0.00%	99.93%
18	0.00%	99.94%
87	0.00%	99.94%
93	0.00%	99.94%
85	0.00%	99.95%
61	0.00%	99.95%
53	0.00%	99.95%
74	0.00%	99.95%
35	0.00%	99.95%
99	0.00%	99.96%
04	0.00%	99.96%
68	0.00%	99.96%
63	0.00%	99.96%
24	0.00%	99.96%
10	0.00%	99.96%
94	0.00%	99.96%
45	0.00%	99.97%
55	0.00%	99.97%
10	0.00%	99.97%
09	0.00%	99.97%
69	0.00%	99.97%
08	0.00%	99.97%
14	0.00%	99.97%
93	0.00%	99.98%
22	0.00%	99.98%
72	0.00%	99.98%
30	0.00%	99.98%
68	0.00%	99.98%
51	0.00%	99.98%
45	0.00%	99.98%
75	0.00%	99.98%

Rank	Group Number	License Number	Company Name	Premiums Written
287	0031	97764	IDEALIFE INSURANCE COMPANY	\$40,6
288	0454	69485	SECURITY NATIONAL LIFE INSURANCE COMPANY	\$40,5
289	0901	88366	AMERICAN RETIREMENT LIFE INSURANCE COMPANY	\$34,7
290	0669	71323	ZALE LIFE INSURANCE COMPANY	\$32,4
291	0408	71773	AMERICAN NATIONAL LIFE INSURANCE COMPANY OF TEXAS	\$32,3
292	0000	61093	ATLANTA LIFE INSURANCE COMPANY	\$30,2
293	0241	62634	DELAWARE AMERICAN LIFE INSURANCE COMPANY	\$30,0
294	0707	69647	CATAMARAN INSURANCE OF OHIO, INC.	\$29,3
295	4752	70742	FAMILY BENEFIT LIFE INSURANCE COMPANY	\$27,4
296	4832	66109	MIDWESTERN UNITED LIFE INSURANCE COMPANY	\$27,2
297	0098	64890	BERKLEY LIFE AND HEALTH INSURANCE COMPANY	\$23,5
298	0000	60542	AMERICAN HOME LIFE INSURANCE COMPANY, THE	\$20,0
299	1280	71480	GREAT WESTERN INSURANCE COMPANY	\$19,2
300	0781	86371	ULLICO LIFE INSURANCE COMPANY	\$19,2
301	0000	89184	STERLING INVESTORS LIFE INSURANCE COMPANY	\$19,0
302	4764	60183	S.USA LIFE INSURANCE COMPANY, INC.	\$17,3
303	0315	14406	INDUSTRIAL ALLIANCE INSURANCE AND FINANCIAL SERVICES, INC.	\$16,0
304	1117	85189	WESTERN UNITED LIFE ASSURANCE COMPANY	\$15,4
305	0050	94218	COUNTRY INVESTORS LIFE ASSURANCE COMPANY	\$15,4
306	0876	94358	USABLE LIFE (FOR USE IN VA: USABLE LIFE COMPANY)	\$14,2
307	0000	69353	TPM LIFE INSURANCE COMPANY	\$14,1
308	1117	61883	CENTRAL UNITED LIFE INSURANCE COMPANY	\$12,2
309	3098	92711	HCC LIFE INSURANCE COMPANY	\$11,7
310	0629	97152	PLATEAU INSURANCE COMPANY	\$11,7
311	0055	84522	AUTO CLUB LIFE INSURANCE COMPANY	\$11,4
312	0549	68047	PROFESSIONAL INSURANCE COMPANY	\$10,9
313	0330	60801	AMERICAN PUBLIC LIFE INSURANCE COMPANY	\$10,7
314	0450	69078	STANDARD SECURITY LIFE INSURANCE COMPANY OF NEW YORK	\$8,4
315	3527	31119	MEDICO INSURANCE COMPANY	\$7,0
316	0031	82880	CSI LIFE INSURANCE COMPANY	\$7,0
317	4855	90581	SYMETRA NATIONAL LIFE INSURANCE COMPANY	\$6,6
318	0526	61735	CENTRAL SECURITY LIFE INSURANCE COMPANY	\$6,4

Data as of : June 1, 2016

itten	Market share	Cumulative Market share
96	0.00%	99.98%
28	0.00%	99.99%
75	0.00%	99.99%
23	0.00%	99.99%
76	0.00%	99.99%
44	0.00%	99.99%
15	0.00%	99.99%
50	0.00%	99.99%
35	0.00%	99.99%
06	0.00%	99.99%
50	0.00%	99.99%
61	0.00%	99.99%
23	0.00%	99.99%
21	0.00%	99.99%
92	0.00%	99.99%
90	0.00%	99.99%
41	0.00%	99.99%
40	0.00%	100.00%
09	0.00%	100.00%
56	0.00%	100.00%
59	0.00%	100.00%
78	0.00%	100.00%
42	0.00%	100.00%
29	0.00%	100.00%
25	0.00%	100.00%
51	0.00%	100.00%
38	0.00%	100.00%
16	0.00%	100.00%
75	0.00%	100.00%
31	0.00%	100.00%
70	0.00%	100.00%
79	0.00%	100.00%

Rank	Group Number	License Number	Company Name	Premiums Wri
319	0440	66265	MONARCH LIFE INSURANCE COMPANY	\$5,8
320	0812	93440	HM LIFE INSURANCE COMPANY	\$5,4
321	0000	84174	ELCO MUTUAL LIFE AND ANNUITY	\$5,0
322	0215	68357	RELIABLE LIFE INSURANCE COMPANY THE	\$4,8
323	0276	62863	TRUSTMARK LIFE INSURANCE COMPANY	\$4,4
324	0306	86126	MEMBERS LIFE INSURANCE COMPANY	\$4,0
325	4719	81442	MONITOR LIFE INSURANCE COMPANY OF NEW YORK	\$3,6
326	0850	68446	LONGEVITY INSURANCE COMPANY	\$3,5
327	0429	60003	PARK AVENUE LIFE INSURANCE COMPANY	\$3,3
328	4824	71471	ABILITY INSURANCE COMPANY	\$2,7
329	2538	82538	NATIONAL HEALTH INSURANCE COMPANY	\$2,6
330	0901	67369	CIGNA HEALTH AND LIFE INSURANCE COMPANY	\$2,0
331	0000	90638	BEST LIFE AND HEALTH INSURANCE COMPANY	\$1,2
332	0565	68209	PROVIDENT LIFE AND CASUALTY INSURANCE COMPANY	\$1,2
333	3436	61581	CAPITOL LIFE INSURANCE COMPANY THE	\$1,2
334	0312	81779	INDIVIDUAL ASSURANCE COMPANY, LIFE, HEALTH & ACCIDENT	\$7
335	0012	70238	VARIABLE ANNUITY LIFE INSURANCE COMPANY, THE	\$6
336	0836	74780	INTEGRITY LIFE INSURANCE COMPANY	\$3
337	0520	67784	PHILADELPHIA AMERICAN LIFE INSURANCE COMPANY	\$3

Source:
NAIC - OLTPPROD
SFS - Virginia

Total: \$4,154,648,37:

itten	Market share	Cumulative Market share
.70	0.00%	100.00%
.77	0.00%	100.00%
.64	0.00%	100.00%
.83	0.00%	100.00%
.70	0.00%	100.00%
.76	0.00%	100.00%
.30	0.00%	100.00%
.89	0.00%	100.00%
.11	0.00%	100.00%
.63	0.00%	100.00%
.82	0.00%	100.00%
.02	0.00%	100.00%
.88	0.00%	100.00%
.49	0.00%	100.00%
.30	0.00%	100.00%
.83	0.00%	100.00%
.54	0.00%	100.00%
.99	0.00%	100.00%
.09	0.00%	100.00%

1.00