



# Licensed Life Writers in Virginia in 2022

| Rank | Group Number | License Number | Company Name                                    | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|---|------------------|--------------|-------------------------|
| 1    | 0869         | 66168          | MINNESOTA LIFE INSURANCE COMPANY                | \$364,129,516    | 7.55%        | 7.55%                   |
| 2    | 0860         | 67091          | NORTHWESTERN MUTUAL LIFE INSURANCE COMPANY THE  | \$339,401,568    | 7.04%        | 14.59%                  |
| 3    | 0826         | 66915          | NEW YORK LIFE INSURANCE COMPANY                 | \$241,318,349    | 5.00%        | 19.59%                  |
| 4    | 0241         | 65978          | METROPOLITAN LIFE INSURANCE COMPANY             | \$224,790,750    | 4.66%        | 24.25%                  |
| 5    | 0435         | 65935          | MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY     | \$223,184,571    | 4.63%        | 28.88%                  |
| 6    | 0020         | 65676          | LINCOLN NATIONAL LIFE INSURANCE COMPANY THE     | \$208,207,842    | 4.32%        | 33.19%                  |
| 7    | 0176         | 69108          | STATE FARM LIFE INSURANCE COMPANY               | \$143,071,831    | 2.97%        | 36.16%                  |
| 8    | 0468         | 86231          | TRANSAMERICA LIFE INSURANCE COMPANY             | \$140,123,668    | 2.90%        | 39.06%                  |
| 9    | 0304         | 79227          | PRUCO LIFE INSURANCE COMPANY                    | \$113,394,831    | 2.35%        | 41.41%                  |
| 10   | 0904         | 65838          | JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)    | \$105,949,416    | 2.20%        | 43.61%                  |
| 11   | 0304         | 68241          | PRUDENTIAL INSURANCE COMPANY OF AMERICA THE     | \$101,808,987    | 2.11%        | 45.72%                  |
| 12   | 0261         | 69868          | UNITED OF OMAHA LIFE INSURANCE COMPANY          | \$95,287,512     | 1.98%        | 47.70%                  |
| 13   | 0012         | 60488          | AMERICAN GENERAL LIFE INSURANCE COMPANY         | \$94,227,499     | 1.95%        | 49.65%                  |
| 14   | 0429         | 64246          | GUARDIAN LIFE INSURANCE COMPANY OF AMERICA THE  | \$87,921,827     | 1.82%        | 51.47%                  |
| 15   | 0200         | 69663          | USAA LIFE INSURANCE COMPANY                     | \$86,665,701     | 1.80%        | 53.27%                  |
| 16   | 0091         | 70815          | HARTFORD LIFE AND ACCIDENT INSURANCE COMPANY    | \$82,733,443     | 1.72%        | 54.98%                  |
| 17   | 0140         | 92657          | NATIONWIDE LIFE AND ANNUITY INSURANCE COMPANY   | \$74,705,102     | 1.55%        | 56.53%                  |
| 18   | 0709         | 67466          | PACIFIC LIFE INSURANCE COMPANY                  | \$73,447,416     | 1.52%        | 58.06%                  |
| 19   | 0458         | 68136          | PROTECTIVE LIFE INSURANCE COMPANY               | \$64,178,465     | 1.33%        | 59.39%                  |
| 20   | 0826         | 91596          | NEW YORK LIFE INSURANCE AND ANNUITY CORPORATION | \$63,851,180     | 1.32%        | 60.71%                  |
| 21   | 4750         | 65919          | PRIMERICA LIFE INSURANCE COMPANY                | \$57,333,504     | 1.19%        | 61.90%                  |

| Rank | Group Number | License Number | Company Name   | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|--|------------------|--------------|-------------------------|
| 22   | 0634         | 65528          | LIFE INSURANCE COMPANY OF THE SOUTHWEST              | \$52,736,886     | 1.09%        | 62.99%                  |
| 23   | 0826         | 65498          | LIFE INSURANCE COMPANY OF NORTH AMERICA              | \$49,523,144     | 1.03%        | 64.02%                  |
| 24   | 0431         | 66044          | MIDLAND NATIONAL LIFE INSURANCE COMPANY              | \$48,887,452     | 1.01%        | 65.03%                  |
| 25   | 0212         | 90557          | ZURICH AMERICAN LIFE INSURANCE COMPANY               | \$47,143,099     | 0.98%        | 66.01%                  |
| 26   | 0000         | 68896          | SOUTHERN FARM BUREAU LIFE INSURANCE COMPANY          | \$46,244,383     | 0.96%        | 66.97%                  |
| 27   | 4932         | 87726          | BRIGHTHOUSE LIFE INSURANCE COMPANY                   | \$43,272,733     | 0.90%        | 67.87%                  |
| 28   | 4011         | 65536          | GENWORTH LIFE AND ANNUITY INSURANCE COMPANY          | \$42,836,977     | 0.89%        | 68.75%                  |
| 29   | 4965         | 62944          | EQUITABLE FINANCIAL LIFE INSURANCE COMPANY           | \$36,643,024     | 0.76%        | 69.51%                  |
| 30   | 0290         | 91472          | GLOBE LIFE AND ACCIDENT INSURANCE COMPANY            | \$36,558,984     | 0.76%        | 70.27%                  |
| 31   | 0306         | 62626          | CMFG LIFE INSURANCE COMPANY                          | \$36,397,238     | 0.75%        | 71.03%                  |
| 32   | 0565         | 62235          | UNUM LIFE INSURANCE COMPANY OF AMERICA               | \$36,317,422     | 0.75%        | 71.78%                  |
| 33   | 4832         | 67105          | RELIASTAR LIFE INSURANCE COMPANY                     | \$35,748,779     | 0.74%        | 72.52%                  |
| 34   | 0872         | 94250          | BANNER LIFE INSURANCE COMPANY                        | \$35,722,487     | 0.74%        | 73.26%                  |
| 35   | 0850         | 67644          | PENN MUTUAL LIFE INSURANCE COMPANY THE               | \$35,284,615     | 0.73%        | 73.99%                  |
| 36   | 0869         | 93742          | SECURIAN LIFE INSURANCE COMPANY                      | \$35,173,957     | 0.73%        | 74.72%                  |
| 37   | 0140         | 66869          | NATIONWIDE LIFE INSURANCE COMPANY                    | \$33,330,622     | 0.69%        | 75.41%                  |
| 38   | 0004         | 65005          | RIVERSOURCE LIFE INSURANCE COMPANY                   | \$32,067,930     | 0.66%        | 76.08%                  |
| 39   | 1348         | 69019          | STANDARD INSURANCE COMPANY                           | \$31,838,794     | 0.66%        | 76.74%                  |
| 40   | 0761         | 90611          | ALLIANZ LIFE INSURANCE COMPANY OF NORTH AMERICA      | \$30,350,505     | 0.63%        | 77.37%                  |
| 41   | 0332         | 71161          | PRINCIPAL NATIONAL LIFE INSURANCE COMPANY            | \$29,770,337     | 0.62%        | 77.98%                  |
| 42   | 0000         | 58033          | KNIGHTS OF COLUMBUS                                  | \$28,543,889     | 0.59%        | 78.58%                  |
| 43   | 0431         | 66974          | NORTH AMERICAN COMPANY FOR LIFE AND HEALTH INSURANCE | \$23,586,324     | 0.49%        | 79.06%                  |
| 44   | 4925         | 65595          | LINCOLN BENEFIT LIFE COMPANY                         | \$23,458,419     | 0.49%        | 79.55%                  |
| 45   | 0213         | 70769          | ERIE FAMILY LIFE INSURANCE COMPANY                   | \$22,772,048     | 0.47%        | 80.02%                  |

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| 46   | 0000         | 64505          | HOMESTEADERS LIFE COMPANY                             | \$22,089,064     | 0.46%        | 80.48%                  |
| 47   | 0943         | 61301          | AMERITAS LIFE INSURANCE CORP.                         | \$21,820,353     | 0.45%        | 80.93%                  |
| 48   | 0000         | 65927          | LINCOLN HERITAGE LIFE INSURANCE COMPANY               | \$21,811,472     | 0.45%        | 81.39%                  |
| 49   | 0290         | 60577          | AMERICAN INCOME LIFE INSURANCE COMPANY                | \$21,317,399     | 0.44%        | 81.83%                  |
| 50   | 0332         | 61271          | PRINCIPAL LIFE INSURANCE COMPANY                      | \$21,220,424     | 0.44%        | 82.27%                  |
| 51   | 4965         | 78077          | EQUITABLE FINANCIAL LIFE INSURANCE COMPANY OF AMERICA | \$20,618,744     | 0.43%        | 82.69%                  |
| 52   | 0836         | 65242          | LAFAYETTE LIFE INSURANCE COMPANY THE                  | \$19,900,905     | 0.41%        | 83.11%                  |
| 53   | 4853         | 71854          | AAA LIFE INSURANCE COMPANY                            | \$19,685,951     | 0.41%        | 83.52%                  |
| 54   | 4824         | 61115          | ATLANTIC COAST LIFE INSURANCE COMPANY                 | \$19,626,295     | 0.41%        | 83.92%                  |
| 55   | 0671         | 61069          | ANTHEM LIFE INSURANCE COMPANY                         | \$19,222,996     | 0.40%        | 84.32%                  |
| 56   | 0000         | 58068          | INDEPENDENT ORDER OF FORESTERS THE                    | \$18,494,266     | 0.38%        | 84.70%                  |
| 57   | 0836         | 70939          | GERBER LIFE INSURANCE COMPANY                         | \$18,334,676     | 0.38%        | 85.08%                  |
| 58   | 0549         | 80802          | SUN LIFE ASSURANCE COMPANY OF CANADA                  | \$18,181,318     | 0.38%        | 85.46%                  |
| 59   | 0290         | 65331          | LIBERTY NATIONAL LIFE INSURANCE COMPANY               | \$18,030,537     | 0.37%        | 85.84%                  |
| 60   | 4926         | 71153          | TALCOTT RESOLUTION LIFE AND ANNUITY INSURANCE COMPANY | \$17,665,095     | 0.37%        | 86.20%                  |
| 61   | 0619         | 69116          | STATE LIFE INSURANCE COMPANY THE                      | \$17,308,762     | 0.36%        | 86.56%                  |
| 62   | 0000         | 56014          | THRIVENT FINANCIAL FOR LUTHERANS                      | \$17,125,502     | 0.36%        | 86.92%                  |
| 63   | 0634         | 66680          | NATIONAL LIFE INSURANCE COMPANY                       | \$15,575,243     | 0.32%        | 87.24%                  |
| 64   | 0769         | 68322          | EMPOWER ANNUITY INSURANCE COMPANY OF AMERICA          | \$15,468,587     | 0.32%        | 87.56%                  |
| 65   | 4855         | 68608          | SYMETRA LIFE INSURANCE COMPANY                        | \$14,888,588     | 0.31%        | 87.87%                  |
| 66   | 0918         | 65056          | JACKSON NATIONAL LIFE INSURANCE COMPANY               | \$14,409,332     | 0.30%        | 88.17%                  |
| 67   | 0233         | 61263          | BANKERS LIFE AND CASUALTY COMPANY                     | \$13,796,494     | 0.29%        | 88.45%                  |
| 68   | 0000         | 57320          | WOODMEN OF THE WORLD LIFE INSURANCE SOCIETY           | \$13,105,502     | 0.27%        | 88.72%                  |
| 69   | 0000         | 66583          | NATIONAL GUARDIAN LIFE INSURANCE COMPANY              | \$12,901,140     | 0.27%        | 88.99%                  |

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| 70   | 4890         | 97241          | EVERLY LIFE INSURANCE COMPANY                        | \$12,758,822     | 0.26%        | 89.26%                  |
| 71   | 0306         | 67989          | AMERICAN MEMORIAL LIFE INSURANCE COMPANY             | \$12,560,388     | 0.26%        | 89.52%                  |
| 72   | 0233         | 62065          | COLONIAL PENN LIFE INSURANCE COMPANY                 | \$12,098,585     | 0.25%        | 89.77%                  |
| 73   | 5014         | 60186          | EVERLAKE LIFE INSURANCE COMPANY                      | \$11,932,885     | 0.25%        | 90.01%                  |
| 74   | 3098         | 68381          | RELIANCE STANDARD LIFE INSURANCE COMPANY             | \$11,853,684     | 0.25%        | 90.26%                  |
| 75   | 4992         | 68713          | SECURITY LIFE OF DENVER INSURANCE COMPANY            | \$11,409,976     | 0.24%        | 90.50%                  |
| 76   | 0670         | 63274          | FIDELITY & GUARANTY LIFE INSURANCE COMPANY           | \$11,408,111     | 0.24%        | 90.73%                  |
| 77   | 0619         | 60895          | AMERICAN UNITED LIFE INSURANCE COMPANY               | \$11,322,243     | 0.23%        | 90.97%                  |
| 78   | 0449         | 61999          | AMERICO FINANCIAL LIFE AND ANNUITY INSURANCE COMPANY | \$11,052,338     | 0.23%        | 91.20%                  |
| 79   | 0000         | 62200          | ACCORDIA LIFE AND ANNUITY COMPANY                    | \$10,563,202     | 0.22%        | 91.42%                  |
| 80   | 0408         | 60739          | AMERICAN NATIONAL INSURANCE COMPANY                  | \$10,383,239     | 0.22%        | 91.63%                  |
| 81   | 0704         | 67172          | AUGUSTAR LIFE INSURANCE COMPANY                      | \$10,253,288     | 0.21%        | 91.84%                  |
| 82   | 5014         | 70866          | EVERLAKE ASSURANCE COMPANY                           | \$10,071,598     | 0.21%        | 92.05%                  |
| 83   | 0215         | 69930          | UNITED INSURANCE COMPANY OF AMERICA                  | \$9,925,430      | 0.21%        | 92.26%                  |
| 84   | 0565         | 68195          | PROVIDENT LIFE AND ACCIDENT INSURANCE COMPANY        | \$9,721,234      | 0.20%        | 92.46%                  |
| 85   | 0000         | 77879          | 5 STAR LIFE INSURANCE COMPANY                        | \$9,718,323      | 0.20%        | 92.66%                  |
| 86   | 0212         | 63177          | FARMERS NEW WORLD LIFE INSURANCE COMPANY             | \$9,681,290      | 0.20%        | 92.86%                  |
| 87   | 4011         | 70025          | GENWORTH LIFE INSURANCE COMPANY                      | \$9,465,639      | 0.20%        | 93.06%                  |
| 88   | 0704         | 89206          | AUGUSTAR LIFE ASSURANCE CORPORATION                  | \$9,450,057      | 0.20%        | 93.25%                  |
| 89   | 0850         | 93262          | PENN INSURANCE AND ANNUITY COMPANY, THE              | \$9,293,450      | 0.19%        | 93.45%                  |
| 90   | 0458         | 70335          | WEST COAST LIFE INSURANCE COMPANY                    | \$7,580,761      | 0.16%        | 93.60%                  |
| 91   | 0565         | 62049          | COLONIAL LIFE & ACCIDENT INSURANCE COMPANY           | \$7,473,602      | 0.15%        | 93.76%                  |
| 92   | 1216         | 60142          | TIAA-CREF LIFE INSURANCE COMPANY                     | \$7,392,190      | 0.15%        | 93.91%                  |
| 93   | 0707         | 79413          | UNITEDHEALTHCARE INSURANCE COMPANY                   | \$7,226,248      | 0.15%        | 94.06%                  |

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| 94   | 0901         | 62308          | CONNECTICUT GENERAL LIFE INSURANCE COMPANY   | \$7,165,851      | 0.15%        | 94.21%                  |
| 95   | 0367         | 72125          | PHYSICIANS LIFE INSURANCE COMPANY  | \$7,113,595      | 0.15%        | 94.36%                  |
| 96   | 0370         | 60380          | AMERICAN FAMILY LIFE ASSURANCE COMPANY OF COLUMBUS   | \$6,828,442      | 0.14%        | 94.50%                  |
| 97   | 0535         | 76023          | COLUMBIAN LIFE INSURANCE COMPANY   | \$6,700,621      | 0.14%        | 94.64%                  |
| 98   | 0244         | 76236          | CINCINNATI LIFE INSURANCE COMPANY, THE   | \$6,621,091      | 0.14%        | 94.78%                  |
| 99   | 0241         | 97136          | METROPOLITAN TOWER LIFE INSURANCE COMPANY  | \$6,530,713      | 0.14%        | 94.91%                  |
| 100  | 4553         | 70435          | SAVINGS BANK MUTUAL LIFE INSURANCE COMPANY OF MASSACHUSETTS, THE                                     | \$5,981,606      | 0.12%        | 95.04%                  |
| 101  | 0007         | 63258          | FEDERATED LIFE INSURANCE COMPANY   | \$5,952,245      | 0.12%        | 95.16%                  |
| 102  | 0000         | 91642          | FORETHOUGHT LIFE INSURANCE COMPANY   | \$5,752,456      | 0.12%        | 95.28%                  |
| 103  | 0315         | 68594          | AMERICAN-AMICABLE LIFE INSURANCE COMPANY OF TEXAS  | \$5,751,178      | 0.12%        | 95.40%                  |
| 104  | 1216         | 69345          | TEACHERS INSURANCE AND ANNUITY ASSOCIATION OF AMERICA, INC. (USED IN VA BY: TEACHERS INSURANCE AND A | \$5,622,584      | 0.12%        | 95.51%                  |
| 105  | 0153         | 67628          | PEKIN LIFE INSURANCE COMPANY   | \$5,319,203      | 0.11%        | 95.62%                  |
| 106  | 4925         | 69973          | UNITED LIFE INSURANCE COMPANY  | \$5,290,657      | 0.11%        | 95.73%                  |
| 107  | 4712         | 63967          | GOVERNMENT PERSONNEL MUTUAL LIFE INSURANCE COMPANY   | \$5,243,974      | 0.11%        | 95.84%                  |
| 108  | 0000         | 57541          | MODERN WOODMEN OF AMERICA  | \$5,238,067      | 0.11%        | 95.95%                  |
| 109  | 0836         | 99937          | COLUMBUS LIFE INSURANCE COMPANY  | \$5,042,550      | 0.10%        | 96.06%                  |
| 110  | 0626         | 62146          | COMBINED INSURANCE COMPANY OF AMERICA  | \$4,991,522      | 0.10%        | 96.16%                  |
| 111  | 0435         | 93432          | C. M. LIFE INSURANCE COMPANY   | \$4,971,925      | 0.10%        | 96.26%                  |
| 112  | 0000         | 63290          | FIDELITY LIFE ASSOCIATION A LEGAL RESERVE LIFE INSURANCE COMPANY                                     | \$4,917,505      | 0.10%        | 96.36%                  |
| 113  | 0008         | 60534          | AMERICAN HERITAGE LIFE INSURANCE COMPANY   | \$4,468,444      | 0.09%        | 96.46%                  |
| 114  | 4736         | 67814          | NASSAU LIFE INSURANCE COMPANY  | \$4,412,641      | 0.09%        | 96.55%                  |
| 115  | 0276         | 61425          | TRUSTMARK INSURANCE COMPANY  | \$4,406,580      | 0.09%        | 96.64%                  |
| 116  | 0300         | 64513          | HORACE MANN LIFE INSURANCE COMPANY   | \$4,394,693      | 0.09%        | 96.73%                  |

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| 117  | 5021         | 60518          | AMERICAN HEALTH AND LIFE INSURANCE COMPANY          | \$4,320,501      | 0.09%        | 96.82%                  |
| 118  | 0525         | 67539          | PAN-AMERICAN LIFE INSURANCE COMPANY                 | \$4,179,089      | 0.09%        | 96.91%                  |
| 119  | 0000         | 57657          | ROYAL NEIGHBORS OF AMERICA                          | \$3,987,093      | 0.08%        | 96.99%                  |
| 120  | 0181         | 73504          | LUMICO LIFE INSURANCE COMPANY                       | \$3,958,724      | 0.08%        | 97.07%                  |
| 121  | 0581         | 61476          | BOSTON MUTUAL LIFE INSURANCE COMPANY                | \$3,912,062      | 0.08%        | 97.15%                  |
| 122  | 0000         | 68772          | SECURITY MUTUAL LIFE INSURANCE COMPANY OF NEW YORK  | \$3,884,302      | 0.08%        | 97.23%                  |
| 123  | 4947         | 68845          | SHENANDOAH LIFE INSURANCE COMPANY                   | \$3,784,539      | 0.08%        | 97.31%                  |
| 124  | 0458         | 66370          | MONY LIFE INSURANCE COMPANY                         | \$3,730,798      | 0.08%        | 97.39%                  |
| 125  | 0707         | 62324          | FREEDOM LIFE INSURANCE COMPANY OF AMERICA           | \$3,649,743      | 0.08%        | 97.46%                  |
| 126  | 4213         | 69396          | TEXAS LIFE INSURANCE COMPANY                        | \$3,566,204      | 0.07%        | 97.54%                  |
| 127  | 0233         | 70319          | WASHINGTON NATIONAL INSURANCE COMPANY               | \$3,270,937      | 0.07%        | 97.61%                  |
| 128  | 4941         | 66850          | NATIONAL WESTERN LIFE INSURANCE COMPANY             | \$3,164,705      | 0.07%        | 97.67%                  |
| 129  | 0000         | 64580          | ILLINOIS MUTUAL LIFE INSURANCE COMPANY              | \$3,093,380      | 0.06%        | 97.74%                  |
| 130  | 4736         | 93548          | PHL VARIABLE INSURANCE COMPANY                      | \$3,001,238      | 0.06%        | 97.80%                  |
| 131  | 4955         | 78662          | SENIOR LIFE INSURANCE COMPANY                       | \$2,973,255      | 0.06%        | 97.86%                  |
| 132  | 4213         | 62413          | WILCAC LIFE INSURANCE COMPANY                       | \$2,711,047      | 0.06%        | 97.92%                  |
| 133  | 0020         | 67652          | FIRST PENN-PACIFIC LIFE INSURANCE COMPANY           | \$2,625,318      | 0.05%        | 97.97%                  |
| 134  | 0315         | 67873          | PIONEER AMERICAN INSURANCE COMPANY                  | \$2,588,612      | 0.05%        | 98.02%                  |
| 135  | 3436         | 68543          | LIBERTY BANKERS LIFE INSURANCE COMPANY              | \$2,563,153      | 0.05%        | 98.08%                  |
| 136  | 0280         | 61190          | AUTO-OWNERS LIFE INSURANCE COMPANY                  | \$2,544,728      | 0.05%        | 98.13%                  |
| 137  | 0542         | 69922          | UNITED HOME LIFE INSURANCE COMPANY                  | \$2,477,779      | 0.05%        | 98.18%                  |
| 138  | 4862         | 71439          | ASSURITY LIFE INSURANCE COMPANY                     | \$2,408,883      | 0.05%        | 98.23%                  |
| 139  | 0315         | 67148          | OCCIDENTAL LIFE INSURANCE COMPANY OF NORTH CAROLINA | \$2,389,416      | 0.05%        | 98.28%                  |
| 140  | 5016         | 64904          | INVESTORS HERITAGE LIFE INSURANCE COMPANY           | \$2,294,088      | 0.05%        | 98.33%                  |

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| 141  | 0028         | 72222          | AMICA LIFE INSURANCE COMPANY                                     | \$2,149,781      | 0.04%        | 98.37%                  |
| 142  | 0330         | 60410          | AMERICAN FIDELITY ASSURANCE COMPANY                              | \$2,093,499      | 0.04%        | 98.42%                  |
| 143  | 0588         | 65129          | KANSAS CITY LIFE INSURANCE COMPANY                               | \$1,977,382      | 0.04%        | 98.46%                  |
| 144  | 4926         | 88072          | TALCOTT RESOLUTION LIFE INSURANCE COMPANY                        | \$1,868,866      | 0.04%        | 98.50%                  |
| 145  | 4832         | 86509          | VOYA RETIREMENT INSURANCE AND ANNUITY COMPANY                    | \$1,786,564      | 0.04%        | 98.53%                  |
| 146  | 0000         | 60445          | SAGICOR LIFE INSURANCE COMPANY                                   | \$1,737,740      | 0.04%        | 98.57%                  |
| 147  | 4947         | 60183          | S.USA LIFE INSURANCE COMPANY, INC.                               | \$1,728,378      | 0.04%        | 98.61%                  |
| 148  | 0000         | 61212          | BALTIMORE LIFE INSURANCE COMPANY THE                             | \$1,710,206      | 0.04%        | 98.64%                  |
| 149  | 4932         | 91626          | NEW ENGLAND LIFE INSURANCE COMPANY                               | \$1,660,891      | 0.03%        | 98.68%                  |
| 150  | 4890         | 68675          | SECURITY BENEFIT LIFE INSURANCE COMPANY                          | \$1,648,990      | 0.03%        | 98.71%                  |
| 151  | 0370         | 71730          | CONTINENTAL AMERICAN INSURANCE COMPANY                           | \$1,575,386      | 0.03%        | 98.74%                  |
| 152  | 0917         | 71129          | DEARBORN LIFE INSURANCE COMPANY                                  | \$1,513,457      | 0.03%        | 98.77%                  |
| 153  | 0781         | 69744          | UNION LABOR LIFE INSURANCE COMPANY THE                           | \$1,489,931      | 0.03%        | 98.80%                  |
| 154  | 0429         | 78778          | GUARDIAN INSURANCE & ANNUITY COMPANY, INC., THE                  | \$1,422,888      | 0.03%        | 98.83%                  |
| 155  | 0588         | 67199          | OLD AMERICAN INSURANCE COMPANY                                   | \$1,394,565      | 0.03%        | 98.86%                  |
| 156  | 4734         | 61492          | ATHENE ANNUITY & LIFE ASSURANCE COMPANY                          | \$1,376,847      | 0.03%        | 98.89%                  |
| 157  | 0449         | 90212          | GREAT SOUTHERN LIFE INSURANCE COMPANY                            | \$1,376,466      | 0.03%        | 98.92%                  |
| 158  | 0836         | 92622          | WESTERN-SOUTHERN LIFE ASSURANCE COMPANY                          | \$1,343,320      | 0.03%        | 98.95%                  |
| 159  | 0306         | 70408          | UNION SECURITY INSURANCE COMPANY                                 | \$1,341,345      | 0.03%        | 98.98%                  |
| 160  | 0344         | 61875          | CHURCH LIFE INSURANCE CORPORATION                                | \$1,247,099      | 0.03%        | 99.00%                  |
| 161  | 0012         | 70106          | UNITED STATES LIFE INSURANCE COMPANY IN THE CITY OF NEW YORK THE | \$1,238,712      | 0.03%        | 99.03%                  |
| 162  | 0671         | 80314          | WELLPOINT LIFE AND HEALTH INSURANCE COMPANY                      | \$1,226,293      | 0.03%        | 99.05%                  |
| 163  | 3527         | 71480          | GREAT WESTERN INSURANCE COMPANY                                  | \$1,224,779      | 0.03%        | 99.08%                  |
| 164  | 0549         | 80926          | SUN LIFE AND HEALTH INSURANCE COMPANY (U.S.)                     | \$1,147,810      | 0.02%        | 99.10%                  |

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| 165  | 4903         | 84530          | U.S. FINANCIAL LIFE INSURANCE COMPANY           | \$1,139,210      | 0.02%        | 99.13%                  |
| 166  | 0435         | 70416          | MML BAY STATE LIFE INSURANCE COMPANY            | \$1,108,897      | 0.02%        | 99.15%                  |
| 167  | 0315         | 91693          | IA AMERICAN LIFE INSURANCE COMPANY              | \$1,063,601      | 0.02%        | 99.17%                  |
| 168  | 4750         | 61409          | NATIONAL BENEFIT LIFE INSURANCE COMPANY         | \$1,049,942      | 0.02%        | 99.19%                  |
| 169  | 0451         | 71870          | FIDELITY SECURITY LIFE INSURANCE COMPANY        | \$1,048,862      | 0.02%        | 99.21%                  |
| 170  | 0707         | 61832          | CHESAPEAKE LIFE INSURANCE COMPANY, THE          | \$985,219        | 0.02%        | 99.23%                  |
| 171  | 4832         | 61360          | RELIASTAR LIFE INSURANCE COMPANY OF NEW YORK    | \$968,824        | 0.02%        | 99.25%                  |
| 172  | 0588         | 71218          | GRANGE LIFE INSURANCE COMPANY                   | \$948,527        | 0.02%        | 99.27%                  |
| 173  | 4718         | 97691          | LIFE OF THE SOUTH INSURANCE COMPANY             | \$940,435        | 0.02%        | 99.29%                  |
| 174  | 0315         | 67946          | PIONEER SECURITY LIFE INSURANCE COMPANY         | \$927,807        | 0.02%        | 99.31%                  |
| 175  | 0001         | 60054          | AETNA LIFE INSURANCE COMPANY                    | \$917,293        | 0.02%        | 99.33%                  |
| 176  | 0687         | 64211          | GUARANTEE TRUST LIFE INSURANCE COMPANY          | \$890,122        | 0.02%        | 99.35%                  |
| 177  | 0001         | 12321          | AMERICAN CONTINENTAL INSURANCE COMPANY          | \$860,311        | 0.02%        | 99.37%                  |
| 178  | 0435         | 63312          | MASSMUTUAL ASCEND LIFE INSURANCE COMPANY        | \$858,245        | 0.02%        | 99.39%                  |
| 179  | 4736         | 93734          | NASSAU LIFE AND ANNUITY COMPANY                 | \$849,179        | 0.02%        | 99.40%                  |
| 180  | 4794         | 79065          | DELAWARE LIFE INSURANCE COMPANY                 | \$831,734        | 0.02%        | 99.42%                  |
| 181  | 0408         | 63657          | GARDEN STATE LIFE INSURANCE COMPANY             | \$815,664        | 0.02%        | 99.44%                  |
| 182  | 0000         | 69310          | SURETY LIFE INSURANCE COMPANY                   | \$811,609        | 0.02%        | 99.45%                  |
| 183  | 0574         | 76112          | OXFORD LIFE INSURANCE COMPANY                   | \$801,143        | 0.02%        | 99.47%                  |
| 184  | 4752         | 70742          | FAMILY BENEFIT LIFE INSURANCE COMPANY           | \$796,747        | 0.02%        | 99.49%                  |
| 185  | 4734         | 61689          | ATHENE ANNUITY AND LIFE COMPANY                 | \$795,060        | 0.02%        | 99.50%                  |
| 186  | 3891         | 84824          | COMMONWEALTH ANNUITY AND LIFE INSURANCE COMPANY | \$777,793        | 0.02%        | 99.52%                  |
| 187  | 4213         | 60704          | WILTON REASSURANCE LIFE COMPANY OF NEW YORK     | \$758,987        | 0.02%        | 99.54%                  |
| 188  | 0000         | 67180          | OHIO STATE LIFE INSURANCE COMPANY THE           | \$756,330        | 0.02%        | 99.55%                  |



| Rank | Group Number | License Number | Company Name                                      | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|---|------------------|--------------|-------------------------|
| 189  | 0008         | 97705          | DIRECT GENERAL LIFE INSURANCE COMPANY             | \$721,608        | 0.01%        | 99.57%                  |
| 190  | 0836         | 70483          | WESTERN AND SOUTHERN LIFE INSURANCE COMPANY THE   | \$691,557        | 0.01%        | 99.58%                  |
| 191  | 0468         | 70688          | TRANSAMERICA FINANCIAL LIFE INSURANCE COMPANY     | \$645,242        | 0.01%        | 99.59%                  |
| 192  | 0020         | 62057          | LINCOLN LIFE & ANNUITY COMPANY OF NEW YORK        | \$579,450        | 0.01%        | 99.61%                  |
| 193  | 0872         | 66230          | WILLIAM PENN LIFE INSURANCE COMPANY OF NEW YORK   | \$547,886        | 0.01%        | 99.62%                  |
| 194  | 0473         | 60399          | AMERICAN FAMILY LIFE INSURANCE COMPANY            | \$530,643        | 0.01%        | 99.63%                  |
| 195  | 1117         | 63053          | FAMILY LIFE INSURANCE COMPANY                     | \$501,989        | 0.01%        | 99.64%                  |
| 196  | 0661         | 77828          | COMPANION LIFE INSURANCE COMPANY                  | \$491,241        | 0.01%        | 99.65%                  |
| 197  | 0050         | 62553          | COUNTRY LIFE INSURANCE COMPANY                    | \$474,365        | 0.01%        | 99.66%                  |
| 198  | 0535         | 62103          | COLUMBIAN MUTUAL LIFE INSURANCE COMPANY           | \$472,715        | 0.01%        | 99.67%                  |
| 199  | 1117         | 61883          | MANHATTANLIFE INSURANCE AND ANNUITY COMPANY       | \$430,631        | 0.01%        | 99.68%                  |
| 200  | 0111         | 60542          | AMERICAN HOME LIFE INSURANCE COMPANY, THE         | \$429,751        | 0.01%        | 99.69%                  |
| 201  | 0000         | 57142          | SONS OF NORWAY                                    | \$422,752        | 0.01%        | 99.70%                  |
| 202  | 0826         | 81353          | NYLIFE INSURANCE COMPANY OF ARIZONA               | \$417,429        | 0.01%        | 99.70%                  |
| 203  | 0850         | 68632          | VANTIS LIFE INSURANCE COMPANY                     | \$413,565        | 0.01%        | 99.71%                  |
| 204  | 0000         | 93777          | REVOL ONE INSURANCE COMPANY                       | \$351,762        | 0.01%        | 99.72%                  |
| 205  | 0000         | 69140          | FIRST ALLMERICA FINANCIAL LIFE INSURANCE COMPANY  | \$350,370        | 0.01%        | 99.73%                  |
| 206  | 4965         | 62880          | EQUITABLE FINANCIAL LIFE AND ANNUITY COMPANY      | \$349,652        | 0.01%        | 99.73%                  |
| 207  | 0449         | 63487          | INVESTORS LIFE INSURANCE COMPANY OF NORTH AMERICA | \$349,142        | 0.01%        | 99.74%                  |
| 208  | 0000         | 62928          | EMC NATIONAL LIFE COMPANY                         | \$335,500        | 0.01%        | 99.75%                  |
| 209  | 0981         | 93696          | FIDELITY INVESTMENTS LIFE INSURANCE COMPANY       | \$334,364        | 0.01%        | 99.76%                  |
| 210  | 5026         | 65080          | JOHN ALDEN LIFE INSURANCE COMPANY                 | \$332,410        | 0.01%        | 99.76%                  |
| 211  | 4734         | 80942          | VENERABLE INSURANCE AND ANNUITY COMPANY           | \$327,977        | 0.01%        | 99.77%                  |
| 212  | 4947         | 60176          | SBLI USA LIFE INSURANCE COMPANY, INC.             | \$319,102        | 0.01%        | 99.78%                  |

| Rank | Group Number | License Number | Company Name   | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|--|------------------|--------------|-------------------------|
| 213  | 4877         | 69566          | TRANS WORLD ASSURANCE COMPANY                          | \$309,076        | 0.01%        | 99.78%                  |
| 214  | 0454         | 69485          | SECURITY NATIONAL LIFE INSURANCE COMPANY               | \$303,207        | 0.01%        | 99.79%                  |
| 215  | 0290         | 92916          | UNITED AMERICAN INSURANCE COMPANY                      | \$301,519        | 0.01%        | 99.79%                  |
| 216  | 0008         | 82538          | NATIONAL HEALTH INSURANCE COMPANY                      | \$286,556        | 0.01%        | 99.80%                  |
| 217  | 0408         | 63126          | AMERICAN NATIONAL LIFE INSURANCE COMPANY OF NEW YORK   | \$275,620        | 0.01%        | 99.81%                  |
| 218  | 0140         | 64017          | JEFFERSON NATIONAL LIFE INSURANCE COMPANY              | \$266,349        | 0.01%        | 99.81%                  |
| 219  | 0525         | 93459          | PAN-AMERICAN ASSURANCE COMPANY                         | \$257,483        | 0.01%        | 99.82%                  |
| 220  | 2858         | 99724          | LIFESHIELD NATIONAL INSURANCE CO.                      | \$245,607        | 0.01%        | 99.82%                  |
| 221  | 0587         | 61239          | BANKERS FIDELITY LIFE INSURANCE COMPANY                | \$245,466        | 0.01%        | 99.83%                  |
| 222  | 0435         | 67083          | MANHATTAN NATIONAL LIFE INSURANCE COMPANY              | \$238,033        | 0.00%        | 99.83%                  |
| 223  | 0050         | 62537          | COTTON STATES LIFE INSURANCE COMPANY                   | \$237,154        | 0.00%        | 99.84%                  |
| 224  | 3527         | 60836          | AMERICAN REPUBLIC INSURANCE COMPANY                    | \$236,541        | 0.00%        | 99.84%                  |
| 225  | 0000         | 63819          | UNITY FINANCIAL LIFE INSURANCE COMPANY                 | \$234,707        | 0.00%        | 99.85%                  |
| 226  | 4011         | 72990          | GENWORTH LIFE INSURANCE COMPANY OF NEW YORK            | \$228,241        | 0.00%        | 99.85%                  |
| 227  | 0000         | 69132          | STATE MUTUAL INSURANCE COMPANY                         | \$227,213        | 0.00%        | 99.86%                  |
| 228  | 0477         | 61700          | RENAISSANCE LIFE & HEALTH INSURANCE COMPANY OF AMERICA | \$225,333        | 0.00%        | 99.86%                  |
| 229  | 0730         | 68462          | RESERVE NATIONAL INSURANCE COMPANY                     | \$221,374        | 0.00%        | 99.87%                  |
| 230  | 0169         | 68810          | SENTRY LIFE INSURANCE COMPANY                          | \$218,588        | 0.00%        | 99.87%                  |
| 231  | 0000         | 71404          | CONTINENTAL GENERAL INSURANCE COMPANY                  | \$212,178        | 0.00%        | 99.87%                  |
| 232  | 0901         | 65722          | LOYAL AMERICAN LIFE INSURANCE COMPANY                  | \$211,608        | 0.00%        | 99.88%                  |
| 233  | 4877         | 60429          | AMERICAN FIDELITY LIFE INSURANCE COMPANY               | \$206,695        | 0.00%        | 99.88%                  |
| 234  | 4990         | 86355          | STANDARD LIFE AND ACCIDENT INSURANCE COMPANY           | \$204,633        | 0.00%        | 99.89%                  |
| 235  | 0150         | 67261          | OLD REPUBLIC LIFE INSURANCE COMPANY                    | \$195,891        | 0.00%        | 99.89%                  |
| 236  | 4888         | 62952          | SILAC INSURANCE COMPANY                                | \$194,198        | 0.00%        | 99.90%                  |

| Rank | Group Number | License Number | Company Name   | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|--|------------------|--------------|-------------------------|
| 237  | 4736         | 68284          | NASSAU LIFE INSURANCE COMPANY OF KANSAS                        | \$187,473        | 0.00%        | 99.90%                  |
| 238  | 0300         | 65781          | MADISON NATIONAL LIFE INSURANCE COMPANY, INC.                  | \$179,564        | 0.00%        | 99.90%                  |
| 239  | 4639         | 61182          | AURORA NATIONAL LIFE ASSURANCE COMPANY                         | \$177,028        | 0.00%        | 99.91%                  |
| 240  | 0350         | 62596          | UNION FIDELITY LIFE INSURANCE COMPANY                          | \$176,813        | 0.00%        | 99.91%                  |
| 241  | 0449         | 87645          | UNITED FIDELITY LIFE INSURANCE COMPANY                         | \$165,360        | 0.00%        | 99.91%                  |
| 242  | 0000         | 61921          | CITIZENS SECURITY LIFE INSURANCE COMPANY                       | \$163,797        | 0.00%        | 99.92%                  |
| 243  | 5039         | 99538          | SWBC LIFE INSURANCE COMPANY                                    | \$153,572        | 0.00%        | 99.92%                  |
| 244  | 0373         | 88668          | MUTUAL OF AMERICA LIFE INSURANCE COMPANY                       | \$143,549        | 0.00%        | 99.92%                  |
| 245  | 4734         | 68039          | ATHENE ANNUITY & LIFE ASSURANCE COMPANY OF NEW YORK            | \$135,238        | 0.00%        | 99.93%                  |
| 246  | 0565         | 67598          | PAUL REVERE LIFE INSURANCE COMPANY THE                         | \$135,030        | 0.00%        | 99.93%                  |
| 247  | 0615         | 61395          | BENEFICIAL LIFE INSURANCE COMPANY                              | \$123,886        | 0.00%        | 99.93%                  |
| 248  | 0619         | 67911          | PIONEER MUTUAL LIFE INSURANCE COMPANY                          | \$117,600        | 0.00%        | 99.93%                  |
| 249  | 0000         | 56030          | CATHOLIC FINANCIAL LIFE  | \$115,491        | 0.00%        | 99.94%                  |
| 250  | 0000         | 56693          | GCU  | \$114,196        | 0.00%        | 99.94%                  |
| 251  | 0565         | 68985          | STARMOUNT LIFE INSURANCE COMPANY                               | \$111,501        | 0.00%        | 99.94%                  |
| 252  | 0408         | 71773          | AMERICAN NATIONAL LIFE INSURANCE COMPANY OF TEXAS              | \$107,382        | 0.00%        | 99.94%                  |
| 253  | 0707         | 66087          | MID-WEST NATIONAL LIFE INSURANCE COMPANY OF TENNESSEE          | \$106,533        | 0.00%        | 99.95%                  |
| 254  | 0290         | 77968          | FAMILY HERITAGE LIFE INSURANCE COMPANY OF AMERICA              | \$90,444         | 0.00%        | 99.95%                  |
| 255  | 0000         | 57622          | POLISH NATIONAL ALLIANCE OF THE UNITED STATES OF NORTH AMERICA | \$90,217         | 0.00%        | 99.95%                  |
| 256  | 0458         | 88536          | PROTECTIVE LIFE AND ANNUITY INSURANCE COMPANY                  | \$89,837         | 0.00%        | 99.95%                  |
| 257  | 0769         | 80659          | CANADA LIFE ASSURANCE COMPANY THE                              | \$82,725         | 0.00%        | 99.95%                  |
| 258  | 0429         | 71714          | BERKSHIRE LIFE INSURANCE COMPANY OF AMERICA                    | \$81,040         | 0.00%        | 99.95%                  |
| 259  | 0709         | 97268          | PACIFIC LIFE & ANNUITY COMPANY                                 | \$78,135         | 0.00%        | 99.96%                  |
| 260  | 0000         | 69272          | IBEXIS LIFE & ANNUITY INSURANCE COMPANY                        | \$77,801         | 0.00%        | 99.96%                  |

| Rank | Group Number | License Number | Company Name   | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|--|------------------|--------------|-------------------------|
| 261  | 0000         | 70130          | UNIVERSAL GUARANTY LIFE INSURANCE COMPANY                  | \$74,238         | 0.00%        | 99.96%                  |
| 262  | 0300         | 87963          | NATIONAL TEACHERS ASSOCIATES LIFE INSURANCE COMPANY        | \$71,996         | 0.00%        | 99.96%                  |
| 263  | 0330         | 60801          | AMERICAN PUBLIC LIFE INSURANCE COMPANY                     | \$71,614         | 0.00%        | 99.96%                  |
| 264  | 0000         | 56154          | GLEANER LIFE INSURANCE SOCIETY                             | \$70,339         | 0.00%        | 99.96%                  |
| 265  | 0019         | 60275          | AMERICAN BANKERS LIFE ASSURANCE COMPANY OF FLORIDA         | \$67,022         | 0.00%        | 99.97%                  |
| 266  | 0629         | 97152          | PLATEAU INSURANCE COMPANY                                  | \$66,158         | 0.00%        | 99.97%                  |
| 267  | 0449         | 66540          | NATIONAL FARMERS UNION LIFE INSURANCE COMPANY              | \$65,854         | 0.00%        | 99.97%                  |
| 268  | 2878         | 63983          | UNITED HERITAGE LIFE INSURANCE COMPANY                     | \$63,085         | 0.00%        | 99.97%                  |
| 269  | 0001         | 68500          | CONTINENTAL LIFE INSURANCE COMPANY OF BRENTWOOD, TENNESSEE | \$54,570         | 0.00%        | 99.97%                  |
| 270  | 4794         | 83607          | CLEAR SPRING LIFE AND ANNUITY COMPANY                      | \$54,509         | 0.00%        | 99.97%                  |
| 271  | 0000         | 58181          | SUPREME COUNCIL OF THE ROYAL ARCANUM                       | \$52,097         | 0.00%        | 99.97%                  |
| 272  | 0000         | 60216          | AMALGAMATED LIFE INSURANCE COMPANY                         | \$50,847         | 0.00%        | 99.97%                  |
| 273  | 0158         | 81442          | MONITOR LIFE INSURANCE COMPANY OF NEW YORK                 | \$48,349         | 0.00%        | 99.98%                  |
| 274  | 1117         | 65870          | MANHATTAN LIFE INSURANCE COMPANY THE                       | \$47,151         | 0.00%        | 99.98%                  |
| 275  | 0690         | 61751          | CENTRAL STATES HEALTH & LIFE CO. OF OMAHA                  | \$46,585         | 0.00%        | 99.98%                  |
| 276  | 0565         | 67601          | UNUM INSURANCE COMPANY                                     | \$44,085         | 0.00%        | 99.98%                  |
| 277  | 0901         | 61727          | CIGNA NATIONAL HEALTH INSURANCE COMPANY                    | \$43,546         | 0.00%        | 99.98%                  |
| 278  | 0000         | 56170          | WOMAN'S LIFE INSURANCE SOCIETY                             | \$42,346         | 0.00%        | 99.98%                  |
| 279  | 0000         | 11121          | UNIFIED LIFE INSURANCE COMPANY                             | \$41,941         | 0.00%        | 99.98%                  |
| 280  | 0373         | 82252          | TRUSPIRE RETIREMENT INSURANCE COMPANY                      | \$40,384         | 0.00%        | 99.98%                  |
| 281  | 0572         | 77720          | LIFESECURE INSURANCE COMPANY                               | \$39,842         | 0.00%        | 99.98%                  |
| 282  | 4616         | 57991          | EVERENCE ASSOCIATION, INC.                                 | \$39,522         | 0.00%        | 99.98%                  |
| 283  | 5024         | 90247          | FORTITUDE U.S. REINSURANCE COMPANY                         | \$38,593         | 0.00%        | 99.98%                  |
| 284  | 0261         | 72850          | UNITED WORLD LIFE INSURANCE COMPANY                        | \$37,889         | 0.00%        | 99.98%                  |

| Rank | Group Number | License Number | Company Name   | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|--|------------------|--------------|-------------------------|
| 285  | 5063         | 60232          | LOMBARD INTERNATIONAL LIFE ASSURANCE COMPANY                     | \$37,355         | 0.00%        | 99.99%                  |
| 286  | 0023         | 80985          | 4 EVER LIFE INSURANCE COMPANY                                    | \$33,646         | 0.00%        | 99.99%                  |
| 287  | 4966         | 63223          | FEDERAL LIFE INSURANCE COMPANY                                   | \$32,534         | 0.00%        | 99.99%                  |
| 288  | 0000         | 57010          | WILLIAM PENN ASSOCIATION   | \$32,310         | 0.00%        | 99.99%                  |
| 289  | 5050         | 94358          | USABLE LIFE (FOR USE IN VA: USABLE LIFE COMPANY)                 | \$31,333         | 0.00%        | 99.99%                  |
| 290  | 0031         | 97764          | IDEALIFE INSURANCE COMPANY                                       | \$29,827         | 0.00%        | 99.99%                  |
| 291  | 0050         | 94218          | COUNTRY INVESTORS LIFE ASSURANCE COMPANY                         | \$29,126         | 0.00%        | 99.99%                  |
| 292  | 1295         | 80624          | AMERICAN PROGRESSIVE LIFE & HEALTH INSURANCE COMPANY OF NEW YORK | \$26,332         | 0.00%        | 99.99%                  |
| 293  | 5024         | 86630          | FORTITUDE LIFE INSURANCE & ANNUITY COMPANY                       | \$26,322         | 0.00%        | 99.99%                  |
| 294  | 1348         | 64343          | PACIFIC GUARDIAN LIFE INSURANCE CO., LTD.                        | \$25,891         | 0.00%        | 99.99%                  |
| 295  | 0000         | 56685          | GBU FINANCIAL LIFE   | \$22,954         | 0.00%        | 99.99%                  |
| 296  | 0306         | 86126          | MEMBERS LIFE INSURANCE COMPANY                                   | \$20,440         | 0.00%        | 99.99%                  |
| 297  | 0241         | 62634          | DELAWARE AMERICAN LIFE INSURANCE COMPANY                         | \$19,323         | 0.00%        | 99.99%                  |
| 298  | 0315         | 14406          | INDUSTRIAL ALLIANCE INSURANCE AND FINANCIAL SERVICES, INC.       | \$19,002         | 0.00%        | 99.99%                  |
| 299  | 0520         | 67784          | PHILADELPHIA AMERICAN LIFE INSURANCE COMPANY                     | \$17,521         | 0.00%        | 99.99%                  |
| 300  | 0707         | 69647          | OPTUM INSURANCE OF OHIO, INC.                                    | \$15,749         | 0.00%        | 99.99%                  |
| 301  | 3436         | 66001          | AMERICAN BENEFIT LIFE INSURANCE COMPANY                          | \$15,508         | 0.00%        | 99.99%                  |
| 302  | 0000         | 57835          | KNIGHTS OF PETER CLAVER  | \$15,192         | 0.00%        | 99.99%                  |
| 303  | 2658         | 92738          | AMERICAN EQUITY INVESTMENT LIFE INSURANCE COMPANY                | \$14,668         | 0.00%        | 99.99%                  |
| 304  | 0098         | 64890          | BERKLEY LIFE AND HEALTH INSURANCE COMPANY                        | \$14,505         | 0.00%        | 99.99%                  |
| 305  | 0901         | 88366          | AMERICAN RETIREMENT LIFE INSURANCE COMPANY                       | \$13,979         | 0.00%        | 99.99%                  |
| 306  | 0000         | 56138          | CSA FRATERNAL LIFE   | \$13,679         | 0.00%        | 100.00%                 |
| 307  | 0000         | 61093          | ATLANTA LIFE INSURANCE COMPANY                                   | \$13,108         | 0.00%        | 100.00%                 |
| 308  | 0000         | 56383          | ORDER OF UNITED COMMERCIAL TRAVELERS OF AMERICA, THE             | \$12,240         | 0.00%        | 100.00%                 |

| Rank | Group Number | License Number | Company Name  | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|---|------------------|--------------|-------------------------|
| 309  | 0612         | 71463          | CICA LIFE INSURANCE COMPANY OF AMERICA                                    | \$11,340         | 0.00%        | 100.00%                 |
| 310  | 0000         | 56332          | FIRST CATHOLIC SLOVAK LADIES ASSOCIATION OF THE UNITED STATES OF AMERICA  | \$10,790         | 0.00%        | 100.00%                 |
| 311  | 0000         | 56782          | NATIONAL SLOVAK SOCIETY OF THE UNITED STATES OF AMERICA THE               | \$10,492         | 0.00%        | 100.00%                 |
| 312  | 4925         | 64238          | GUARANTY INCOME LIFE INSURANCE COMPANY                                    | \$9,581          | 0.00%        | 100.00%                 |
| 313  | 0000         | 56758          | LOYAL CHRISTIAN BENEFIT ASSOCIATION                                       | \$8,902          | 0.00%        | 100.00%                 |
| 314  | 0000         | 65951          | MERIT LIFE INSURANCE CO.  | \$8,834          | 0.00%        | 100.00%                 |
| 315  | 1117         | 71706          | STANDARD LIFE AND CASUALTY INSURANCE COMPANY                              | \$8,630          | 0.00%        | 100.00%                 |
| 316  | 4992         | 66109          | MIDWESTERN UNITED LIFE INSURANCE COMPANY                                  | \$8,400          | 0.00%        | 100.00%                 |
| 317  | 0055         | 84522          | AUTO CLUB LIFE INSURANCE COMPANY  | \$8,204          | 0.00%        | 100.00%                 |
| 318  | 1117         | 85189          | WESTERN UNITED LIFE ASSURANCE COMPANY                                     | \$7,833          | 0.00%        | 100.00%                 |
| 319  | 4752         | 60227          | TRINITY LIFE INSURANCE COMPANY  | \$7,670          | 0.00%        | 100.00%                 |
| 320  | 0000         | 84174          | ELCO MUTUAL LIFE AND ANNUITY  | \$7,027          | 0.00%        | 100.00%                 |
| 321  | 0000         | 56340          | FIRST CATHOLIC SLOVAK UNION OF THE UNITED STATES OF AMERICA & CANADA, THE | \$6,874          | 0.00%        | 100.00%                 |
| 322  | 0549         | 68047          | PROFESSIONAL INSURANCE COMPANY  | \$6,731          | 0.00%        | 100.00%                 |
| 323  | 0370         | 92908          | TIER ONE INSURANCE COMPANY  | \$6,559          | 0.00%        | 100.00%                 |
| 324  | 3436         | 61581          | CAPITOL LIFE INSURANCE COMPANY  | \$6,349          | 0.00%        | 100.00%                 |
| 325  | 4888         | 89184          | STERLING INVESTORS LIFE INSURANCE COMPANY                                 | \$5,881          | 0.00%        | 100.00%                 |
| 326  | 0000         | 56499          | ASSURED LIFE ASSOCIATION  | \$5,289          | 0.00%        | 100.00%                 |
| 327  | 0526         | 61735          | CENTRAL SECURITY LIFE INSURANCE COMPANY                                   | \$4,941          | 0.00%        | 100.00%                 |
| 328  | 0901         | 77399          | STERLING LIFE INSURANCE COMPANY   | \$4,453          | 0.00%        | 100.00%                 |
| 329  | 0215         | 68357          | RELIABLE LIFE INSURANCE COMPANY THE                                       | \$4,439          | 0.00%        | 100.00%                 |
| 330  | 3098         | 69078          | STANDARD SECURITY LIFE INSURANCE COMPANY OF NEW YORK                      | \$4,424          | 0.00%        | 100.00%                 |
| 331  | 0565         | 68209          | PROVIDENT LIFE AND CASUALTY INSURANCE COMPANY                             | \$3,382          | 0.00%        | 100.00%                 |

| Rank | Group Number | License Number | Company Name                                      | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|---|------------------|--------------|-------------------------|
| 332  | 0276         | 62863          | TRUSTMARK LIFE INSURANCE COMPANY                  | \$3,276          | 0.00%        | 100.00%                 |
| 333  | 0440         | 66265          | MONARCH LIFE INSURANCE COMPANY                    | \$3,111          | 0.00%        | 100.00%                 |
| 334  | 0860         | 80055          | WYSH LIFE AND HEALTH INSURANCE COMPANY            | \$2,785          | 0.00%        | 100.00%                 |
| 335  | 0901         | 67369          | CIGNA HEALTH AND LIFE INSURANCE COMPANY           | \$2,730          | 0.00%        | 100.00%                 |
| 336  | 0000         | 90638          | BEST LIFE AND HEALTH INSURANCE COMPANY            | \$2,637          | 0.00%        | 100.00%                 |
| 337  | 4855         | 90581          | SYMETRA NATIONAL LIFE INSURANCE COMPANY           | \$2,630          | 0.00%        | 100.00%                 |
| 338  | 0687         | 92703          | UNITED NATIONAL LIFE INSURANCE COMPANY OF AMERICA | \$2,587          | 0.00%        | 100.00%                 |
| 339  | 0031         | 82880          | CSI LIFE INSURANCE COMPANY                        | \$2,584          | 0.00%        | 100.00%                 |
| 340  | 5038         | 67253          | AMERICAN LIFE & SECURITY CORP.                    | \$2,408          | 0.00%        | 100.00%                 |
| 341  | 3527         | 31119          | MEDICO INSURANCE COMPANY                          | \$2,260          | 0.00%        | 100.00%                 |
| 342  | 0429         | 60003          | PARK AVENUE LIFE INSURANCE COMPANY                | \$2,002          | 0.00%        | 100.00%                 |
| 343  | 0707         | 91529          | UNIMERICA INSURANCE COMPANY                       | \$1,856          | 0.00%        | 100.00%                 |
| 344  | 0904         | 93610          | JOHN HANCOCK LIFE & HEALTH INSURANCE COMPANY      | \$1,815          | 0.00%        | 100.00%                 |
| 345  | 0000         | 71471          | ABILITY INSURANCE COMPANY                         | \$1,803          | 0.00%        | 100.00%                 |
| 346  | 1309         | 60099          | PATRIOT LIFE INSURANCE COMPANY                    | \$1,779          | 0.00%        | 100.00%                 |
| 347  | 4988         | 68446          | OCEANVIEW LIFE AND ANNUITY COMPANY                | \$1,544          | 0.00%        | 100.00%                 |
| 348  | 4712         | 67059          | GPM HEALTH AND LIFE INSURANCE COMPANY             | \$1,374          | 0.00%        | 100.00%                 |
| 349  | 3098         | 92711          | HCC LIFE INSURANCE COMPANY                        | \$1,016          | 0.00%        | 100.00%                 |
| 350  | 0181         | 85561          | ELIPS LIFE INSURANCE COMPANY                      | \$801            | 0.00%        | 100.00%                 |
| 351  | 0812         | 93440          | HM LIFE INSURANCE COMPANY                         | \$657            | 0.00%        | 100.00%                 |
| 352  | 0012         | 70238          | VARIABLE ANNUITY LIFE INSURANCE COMPANY, THE      | \$654            | 0.00%        | 100.00%                 |
| 353  | 0000         | 66214          | HEARTLAND NATIONAL LIFE INSURANCE COMPANY         | \$400            | 0.00%        | 100.00%                 |
| 354  | 0836         | 74780          | INTEGRITY LIFE INSURANCE COMPANY                  | \$259            | 0.00%        | 100.00%                 |

| Rank | Group Number | License Number | Company Name | Premiums Written | Market share | Cumulative Market share |
|------|--------------|----------------|--------------|------------------|--------------|-------------------------|
|------|--------------|----------------|--------------|------------------|--------------|-------------------------|

Total: \$4,823,542,411