

**Market Share by Line of Business - Life A&H**

Selected Criteria -		Year: 2017	State: SD	Codelist Basis: Licensed		Round by Thousands: No					
Business Type: Life A&H		Include Zero Companies: No		Line of Business: Non-cancellable (other individual policies)							
Group Code	Cocode	Company Name	Domicile	Direct Premiums Written	Market Share	Cumulative Market Share	Direct Premiums Earned	Dividends Paid or Credited on Direct Business	Direct Losses Paid	Direct Losses Incurred	Pure Direct Loss Ratio
233	70319	Washington Natl Ins Co	IN	15,504,401	52.5318%	52.5318%	15,625,729	0	7,846,290	9,920,072	63.4855%
332	61271	Principal Life Ins Co	IA	3,338,476	11.3114%	63.8432%	2,259,802	0	763,639	137,633	6.0905%
860	67091	Northwestern Mut Life Ins Co	WI	2,569,017	8.7043%	72.5475%	2,511,750	757,912	901,911	676,625	26.9384%
626	62146	Combined Ins Co Of Amer	IL	2,472,423	8.377%	80.9245%	2,489,453	0	807,385	930,905	37.394%
565	68195	Provident Life & Accident Ins Co	TN	820,143	2.7788%	83.7033%	870,100	0	1,962,592	1,772,276	203.6865%
429	71714	Berkshire Life Ins Co of Amer	MA	770,576	2.6109%	86.3142%	752,873	0	161,507	1,881,119	249.8587%
1348	69019	Standard Ins Co	OR	540,814	1.8324%	88.1465%	541,089	0	241,267	893,195	165.0736%
7	63258	Federated Life Ins Co	MN	528,601	1.791%	89.9375%	536,057	0	23,630	191,873	35.7934%
241	65978	Metropolitan Life Ins Co	NY	404,050	1.369%	91.3065%	403,950	0	113,496	582,730	144.258%
435	65935	Massachusetts Mut Life Ins Co	MA	390,027	1.3215%	92.628%	399,284	9,275	285,270	-425,289	-106.5129%
943	61301	Ameritas Life Ins Corp	NE	367,644	1.2456%	93.8737%	383,450	0	168,107	182,115	47.4938%
565	67598	Paul Revere Life Ins Co	MA	222,353	0.7534%	94.627%	246,326	0	778,552	591,759	240.2341%
212	80896	Centre Life Ins Co	MA	163,510	0.554%	95.181%	171,749	0	213,771	216,502	126.0572%
4	65005	RiverSource Life Ins Co	MN	158,593	0.5373%	95.7184%	158,833	0	9,545	9,609	6.0498%
429	64246	Guardian Life Ins Co Of Amer	NY	134,403	0.4554%	96.1738%	132,171	1,805	162,906	50,968	38.5622%
826	66915	New York Life Ins Co	NY	133,695	0.453%	96.6268%	126,651	196	87,298	47,266	37.3199%
565	62235	Unum Life Ins Co Of Amer	ME	127,421	0.4317%	97.0585%	139,347	0	691,689	691,836	496.4843%
869	66168	Minnesota Life Ins Co	MN	119,823	0.406%	97.4645%	131,105	0	245,036	-753,985	-575.1001%
704	89206	Ohio Natl Life Assur Corp	OH	83,626	0.2833%	97.7478%	83,829	0	0	0	0%
968	62944	AXA Equitable Life Ins Co	NY	74,314	0.2518%	97.9996%	75,763	0	185,060	185,026	244.2168%
4862	71439	Assurity Life Ins Co	NE	54,793	0.1856%	98.1852%	58,671	0	18,773	5,109	8.7079%
918	65056	Jackson Natl Life Ins Co	MI	50,163	0.17%	98.3552%	49,446	0	11,265	11,265	22.7824%
4712	63967	Government Personnel Mut Life Ins Co	TX	48,200	0.1633%	98.5185%	47,386	0	47,461	47,218	99.6455%
440	66265	Monarch Life Ins Co	MA	47,742	0.1618%	98.6803%	44,997	0	54,690	11,722	26.0506%
12	60488	American Gen Life Ins Co	TX	45,158	0.153%	98.8333%	47,205	0	91,447	89,593	189.7956%
3891	91642	Forethought Life Ins Co	IN	34,302	0.1162%	98.9495%	34,302	0	0	0	0%

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248	69973	United Life Ins Co	IA	32,831	0.1112%	99.0607%	33,502	0	42,450	49,914	148.9881%
468	86231	Transamerica Life Ins Co	IA	30,109	0.102%	99.1627%	30,630	0	104,375	145,240	474.1756%
850	67644	Penn Mut Life Ins Co	PA	29,187	0.0989%	99.2616%	28,446	0	0	121	0.4254%
634	66680	National Life Ins Co	VT	21,943	0.0743%	99.336%	28,553	0	0	0	0%
212	63177	Farmers New World Life Ins Co	WA	21,892	0.0742%	99.4102%	21,926	0	0	0	0%
458	66370	Mony Life Ins Co	NY	21,676	0.0734%	99.4836%	21,971	13,941	36,000	-124,034	-564.5351%
20	65676	Lincoln Natl Life Ins Co	IN	17,356	0.0588%	99.5424%	19,359	0	4,472	3,746	19.3502%
565	68209	Provident Life & Cas Ins Co	TN	17,155	0.0581%	99.6005%	17,288	0	0	0	0%
19	70408	Union Security Ins Co	KS	12,790	0.0433%	99.6439%	12,513	0	0	-747	-5.9698%
704	67172	Ohio Natl Life Ins Co	OH	12,075	0.0409%	99.6848%	12,060	1,435	0	0	0%
1211	66583	National Guardian Life Ins Co	WI	11,440	0.0388%	99.7235%	11,712	0	16,800	16,800	143.4426%
	64580	Illinois Mut Life Ins Co	IL	10,817	0.0367%	99.7602%	11,913	0	0	0	0%
241	87726	Brighthouse Life Ins Co	DE	7,355	0.0249%	99.7851%	8,536	0	0	0	0%
200	69663	USAA Life Ins Co	TX	7,020	0.0238%	99.8089%	7,106	0	0	0	0%
525	67539	Pan Amer Life Ins Co	LA	5,188	0.0176%	99.8265%	5,188	0	8,933	9,087	175.1542%
565	62049	Colonial Life & Accident Ins Co	SC	4,813	0.0163%	99.8428%	4,931	0	17,343	16,855	341.8171%
769	80705	US Br Great West Life Assur Co	MI	4,640	0.0157%	99.8585%	4,698	0	9,857	9,686	206.1728%
901	62308	Connecticut Gen Life Ins Co	CT	4,378	0.0148%	99.8733%	4,378	0	0	19	0.434%
241	91626	New England Life Ins Co	MA	4,332	0.0147%	99.888%	4,387	0	0	0	0%
19	60275	American Bankers Life Assur Co Of FL	FL	3,634	0.0123%	99.9003%	3,543	0	0	-167	-4.7135%
	68772	Security Mut Life Ins Co Of NY	NY	3,263	0.0111%	99.9114%	3,498	0	0	0	0%
261	71412	Mutual Of Omaha Ins Co	NE	3,228	0.0109%	99.9223%	3,228	0	0	-3,526	-109.2317%
458	68136	Protective Life Ins Co	TN	2,821	0.0096%	99.9319%	2,821	0	0	-3,663	-129.8476%
904	65838	John Hancock Life Ins Co USA	MI	2,289	0.0078%	99.9396%	2,221	36	0	6,956	313.1923%
241	63665	General Amer Life Ins Co	MO	2,214	0.0075%	99.9471%	2,239	0	0	0	0%
	71404	Continental Gen Ins Co	TX	2,161	0.0073%	99.9545%	2,558	0	2,597	7,131	278.7725%

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276	61425	Trustmark Ins Co	IL	1,897	0.0064%	99.9609%	1,970	0	0	0	0%
4734	61689	Athene Ann & Life Co	IA	1,459	0.0049%	99.9658%	1,458	0	0	0	0%
4832	67105	Reliastar Life Ins Co	MN	1,436	0.0049%	99.9707%	1,446	0	0	-3,167	-219.018%
769	80659	US Business of Canada Life Assur Co	MI	1,353	0.0046%	99.9753%	1,472	0	7,174	7,174	487.3641%
408	86355	Standard Life & Accident Ins Co	TX	1,335	0.0045%	99.9798%	1,512	0	0	335	22.1561%
306	62626	CMFG Life Ins Co	IA	1,290	0.0044%	99.9842%	1,281	0	0	55	4.2935%
304	68241	Prudential Ins Co Of Amer	NJ	1,244	0.0042%	99.9884%	1,269	0	0	0	0%
619	60895	American United Life Ins Co	IN	967	0.0033%	99.9917%	1,050	0	0	0	0%
	11121	Unified Life Ins Co	TX	820	0.0028%	99.9944%	824	0	0	0	0%
290	65331	Liberty Natl Life Ins Co	NE	404	0.0014%	99.9958%	404	0	0	0	0%
4718	97691	Life Of The South Ins Co	GA	388	0.0013%	99.9971%	250	0	0	10	4%
588	67199	Old Amer Ins Co	MO	248	0.0008%	99.998%	271	0	0	0	0%
513	63088	Farm Bureau Life Ins Co	IA	222	0.0008%	99.9987%	228	0	0	0	0%
233	61263	Bankers Life & Cas Co	IL	151	0.0005%	99.9992%	151	0	0	0	0%
4011	65536	Genworth Life & Ann Ins Co	VA	131	0.0004%	99.9997%	133	0	0	0	0%
4734	61492	Athene Annuity & Life Assur Co	DE	68	0.0002%	99.9999%	77	0	0	0	0%
431	66974	North Amer Co Life & Hlth Ins	IA	15	0.0001%	100%	16	0	0	0	0%
468	66281	Transamerica Premier Life Ins Co	IA	14	0%	100%	14	0	0	0	0%
707	62286	Golden Rule Ins Co	IN	0	0%	100%	0	0	0	21	0%
		<b>71 Companies in Report</b>		<b>29,514,317</b>	<b>100%</b>	<b>100%</b>	<b>28,644,349</b>	<b>784,600</b>	<b>16,122,588</b>	<b>18,084,988</b>	<b>63.1363%</b>