

Market Share by Line of Business - Life A&H

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Selected Criteria -		Year: 2010	State: SD	Codelist Basis: Licensed			Round by Thousands: No				
Business Type: Life A&H		Include Zero Companies: No			Line of Business: Guaranteed renewable (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
370	60380	American Family Life Assur Co of Col	NE	42,612,019	27.5321%	27.5321%	42,860,490	0	28,319,877	29,050,386	67.7789%
261	71412	Mutual Of Omaha Ins Co	NE	14,905,463	9.6306%	37.1627%	15,031,018	0	9,943,583	10,271,725	68.3369%
261	72850	United World Life Ins Co	NE	11,915,555	7.6988%	44.8615%	11,856,142	0	9,703,020	9,590,735	80.8925%
4011	70025	Genworth Life Ins Co	DE	7,596,129	4.9079%	49.7694%	7,506,229	0	3,471,622	3,010,708	40.1095%
468	86231	Transamerica Life Ins Co	IA	6,732,175	4.3497%	54.1192%	6,752,594	0	6,635,683	8,055,224	119.2908%
233	70319	Washington Natl Ins Co	IN	6,141,092	3.9678%	58.087%	5,901,696	0	4,796,291	4,864,401	82.4238%
	71471	Ability Ins Co	NE	4,494,031	2.9036%	60.9906%	4,468,366	0	5,357,498	7,697,264	172.2613%
904	65838	John Hancock Life Ins Co (USA)	MI	4,417,072	2.8539%	63.8446%	4,428,805	0	263,451	354,881	8.013%
	77968	Family Heritage Life Ins Co Of Amer	OH	2,901,775	1.8749%	65.7194%	2,891,076	0	723,541	776,231	26.8492%
626	62146	Combined Ins Co Of Amer	IL	2,262,778	1.462%	67.1814%	2,294,809	0	674,024	1,081,600	47.1325%
826	66915	New York Life Ins Co	NY	2,192,199	1.4164%	68.5978%	2,144,292	4,219	626,836	1,031,637	48.1108%
233	61263	Bankers Life & Cas Co	IL	2,158,147	1.3944%	69.9922%	2,246,924	351	2,144,374	2,489,575	110.7993%
290	92916	United Amer Ins Co	NE	2,009,555	1.2984%	71.2906%	2,034,908	0	1,533,574	1,511,490	74.2781%
119	73288	Humana Ins Co	WI	1,843,396	1.191%	72.4817%	1,820,084	0	1,578,676	1,217,415	66.8878%
4011	12321	American Continental Ins Co	TN	1,819,528	1.1756%	73.6573%	1,761,867	0	1,780,024	1,821,513	103.3854%
	76325	Senior Hlth Ins Co of PA	PA	1,770,053	1.1437%	74.8009%	2,245,999	0	3,171,240	3,907,215	173.9633%
4	65005	RiverSource Life Ins Co	MN	1,750,430	1.131%	75.9319%	1,749,756	0	2,943,388	2,961,689	169.263%
4172	71390	Admiral Life Ins Co of Amer	AZ	1,696,046	1.0958%	77.0278%	1,701,355	0	1,731,352	1,667,871	98.0319%
84	65722	Loyal Amer Life Ins Co	OH	1,597,462	1.0321%	78.0599%	1,595,127	0	1,031,015	1,048,435	65.7274%
761	90611	Allianz Life Ins Co Of N Amer	MN	1,588,605	1.0264%	79.0863%	1,578,769	0	383,685	385,491	24.4172%
8	60534	American Heritage Life Ins Co	FL	1,533,387	0.9907%	80.077%	1,529,664	0	1,182,166	1,188,572	77.7015%
565	62049	Colonial Life & Accident Ins Co	SC	1,429,208	0.9234%	81.0005%	1,419,799	0	611,916	618,808	43.5842%
860	69000	Northwestern Long Term	WI	1,420,678	0.9179%	81.9184%	1,368,295	40,272	115,892	24,895	1.8194%

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		Care Ins Co									
4483	70939	Gerber Life Ins Co	NY	1,393,639	0.9004%	82.8188%	1,304,075	0	677,265	753,737	57.7986%
367	80578	Physicians Mut Ins Co	NE	1,241,855	0.8024%	83.6212%	1,236,546	0	668,607	694,890	56.196%
	62952	Equitable Life & Cas Ins Co	UT	1,218,186	0.7871%	84.4083%	1,239,115	0	329,600	256,495	20.6999%
	31119	Medico Ins Co	NE	1,137,427	0.7349%	85.1432%	1,154,920	0	1,137,503	756,315	65.4864%
367	72125	Physicians Life Ins Co	NE	1,080,443	0.6981%	85.8413%	1,093,818	0	689,776	682,732	62.4173%
84	71404	Continental Gen Ins Co	OH	1,047,438	0.6768%	86.5181%	1,056,580	0	1,079,253	1,290,826	122.1702%
	65927	Lincoln Heritage Life Ins Co	IL	1,013,102	0.6546%	87.1726%	1,014,453	0	900,804	888,886	87.6222%
215	68462	Reserve Natl Ins Co	OK	1,012,090	0.6539%	87.8266%	1,017,692	0	636,191	346,505	34.0481%
687	64211	Guarantee Trust Life Ins Co	IL	945,321	0.6108%	88.4373%	930,878	0	176,669	201,197	21.6137%
19	69477	Time Ins Co	WI	924,189	0.5971%	89.0345%	941,018	0	1,747,580	4,025,300	427.7601%
3527	60836	American Republic Ins Co	IA	922,085	0.5958%	89.6302%	709,588	0	742,525	509,889	71.857%
565	68195	Provident Life & Accident Ins Co	TN	876,721	0.5665%	90.1967%	887,735	0	165,485	181,150	20.4059%
1186	69515	Medamerica Ins Co	PA	810,172	0.5235%	90.7202%	805,338	0	239,169	239,577	29.7486%
	64580	Illinois Mut Life Ins Co	IL	750,863	0.4851%	91.2053%	750,220	0	237,538	249,229	33.2208%
953	67660	Pennsylvania Life Ins Co	PA	644,222	0.4162%	91.6215%	619,714	0	484,203	472,150	76.1884%
4011	65536	Genworth Life & Ann Ins Co	VA	607,174	0.3923%	92.0138%	640,304	0	876,793	882,350	137.8017%
304	68241	Prudential Ins Co Of Amer	NJ	579,968	0.3747%	92.3886%	561,664	0	30,828	121,710	21.6695%
8	65595	Lincoln Benefit Life Co	NE	550,847	0.3559%	92.7445%	560,217	0	57,932	232,280	41.4625%
	89184	Sterling Investors Life Ins Co	GA	535,457	0.346%	93.0904%	542,756	0	445,248	421,454	77.6507%
3527	67679	American Republic Corp Ins Co	NE	525,722	0.3397%	93.4301%	511,548	0	355,322	376,463	73.5929%
4381	82538	National Hlth Ins Co	TX	508,341	0.3284%	93.7586%	509,053	0	696,489	642,337	126.1827%
84	63479	United Teacher Assoc Ins Co	TX	438,115	0.2831%	94.0416%	452,071	0	124,790	127,506	28.2049%
4172	69132	State Mut Ins Co	GA	436,204	0.2818%	94.3235%	435,628	0	294,829	282,038	64.7429%
	71439	Assurity Life Ins Co	NE	363,694	0.235%	94.5584%	365,145	0	88,286	115,159	31.5379%
19	70408	Union Security Ins Co	KS	352,747	0.2279%	94.7864%	358,086	0	108,322	654,089	182.6625%
	68802	Sentinel Security Life Ins Co	UT	345,716	0.2234%	95.0097%	258,735	0	121,064	170,439	65.874%
		United Security Assur Co Of									

Market Share by Line of Business - Life A&H

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1223	42129	PA	PA	337,135	0.2178%	95.2276%	289,426	0	92,705	151,594	52.3775%
565	62235	Unum Life Ins Co Of Amer	ME	333,321	0.2154%	95.4429%	351,472	0	0	0	0%
181	70211	Reassure Amer Life Ins Co	IN	327,268	0.2115%	95.6544%	341,348	0	334,869	362,921	106.3199%
119	65110	Kanawha Ins Co	SC	316,422	0.2044%	95.8588%	367,921	0	0	0	0%
860	67091	Northwestern Mut Life Ins Co	WI	295,498	0.1909%	96.0497%	295,246	74,235	113,817	159,773	54.1152%
690	61751	Central States H & L Co Of Omaha	NE	294,612	0.1904%	96.2401%	300,049	0	175,900	156,028	52.0008%
241	65978	Metropolitan Life Ins Co	NY	287,176	0.1855%	96.4256%	323,165	0	79,812	255,765	79.1438%
261	69868	United Of Omaha Life Ins Co	NE	272,979	0.1764%	96.602%	250,977	0	15,428	18,999	7.57%
619	69116	State Life Ins Co	IN	271,642	0.1755%	96.7775%	273,380	0	955	2,406	0.8801%
1117	61883	Central United Life Ins Co	AR	244,391	0.1579%	96.9354%	244,568	0	177,555	187,465	76.6515%
290	60577	American Income Life Ins Co	IN	242,858	0.1569%	97.0923%	243,737	0	79,374	99,709	40.9084%
953	69701	Union Bankers Ins Co	TX	237,932	0.1537%	97.2461%	238,466	0	216,179	201,791	84.6204%
953	68284	Pyramid Life Ins Co	KS	225,931	0.146%	97.3921%	226,905	0	182,689	173,478	76.454%
458	68136	Protective Life Ins Co	TN	225,365	0.1456%	97.5377%	229,428	0	183,792	176,946	77.1248%
241	87726	Metlife Ins Co of CT	CT	207,224	0.1339%	97.6716%	210,458	0	128,374	105,959	50.3469%
50	62553	Country Life Ins Co	IL	201,438	0.1302%	97.8017%	199,639	0	77,240	87,158	43.6578%
468	66281	Monumental Life Ins Co	IA	198,332	0.1281%	97.9299%	198,219	0	66,973	109,796	55.3913%
1117	63053	Family Life Ins Co	TX	191,051	0.1234%	98.0533%	183,902	0	150,389	186,084	101.1865%
408	86355	Standard Life & Accident Ins Co	TX	172,051	0.1112%	98.1645%	176,668	0	112,939	112,208	63.5135%
520	67784	Philadelphia Amer Life Ins Co	TX	171,361	0.1107%	98.2752%	170,997	0	246,961	239,648	140.1475%
587	61239	Bankers Fidelity Life Ins Co	GA	170,327	0.1101%	98.3852%	154,544	0	129,064	135,688	87.7989%
12	66842	American Gen Life Ins Co of DE	DE	163,244	0.1055%	98.4907%	166,060	0	202,992	259,435	156.2297%
513	63088	Farm Bureau Life Ins Co	IA	150,075	0.097%	98.5877%	156,548	0	74,569	82,830	52.9103%
280	61190	Auto Owners Life Ins Co	MI	143,009	0.0924%	98.6801%	146,331	0	50,947	79,425	54.2776%
687	92703	United Natl Life Ins Co Of Amer	IL	141,147	0.0912%	98.7713%	131,976	0	50,949	61,606	46.6797%

Market Share by Line of Business - Life A&H

[Help](#) [E-Mail](#)

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1295	80799	Celtic Ins Co	IL	136,151	0.088%	98.8592%	163,185	0	94,227	97,107	59.5073%
200	69663	USAA Life Ins Co	TX	121,688	0.0786%	98.9379%	121,279	0	91,811	92,648	76.3925%
233	65900	Conseco Life Ins Co	IN	114,648	0.0741%	99.0119%	122,836	0	81,751	68,410	55.6921%
19	65080	John Alden Life Ins Co	WI	92,655	0.0599%	99.0718%	93,114	0	122,256	260,507	279.7721%
707	62286	Golden Rule Ins Co	IN	92,583	0.0598%	99.1316%	92,961	0	109,718	82,673	88.933%
350	62596	Union Fidelity Life Ins Co	IL	90,292	0.0583%	99.19%	97,276	0	246,305	235,205	241.7914%
330	60410	American Fidelity Assur Co	OK	90,041	0.0582%	99.2481%	90,341	0	65,485	-90,338	-99.9967%
435	65935	Massachusetts Mut Life Ins Co	MA	85,415	0.0552%	99.3033%	84,703	0	0	0	0%
	71854	AAA Life Ins Co	MI	81,005	0.0523%	99.3557%	80,523	0	27,825	31,323	38.8994%
1348	69019	Standard Ins Co	OR	77,895	0.0503%	99.406%	78,770	0	0	12,948	16.4377%
3527	70629	World Ins Co	NE	73,801	0.0477%	99.4537%	73,328	0	25,667	25,432	34.6825%
233	62065	Colonial Penn Life Ins Co	PA	72,283	0.0467%	99.5004%	49,046	0	23,592	39,096	79.7129%
904	93610	John Hancock Life & Hlth Ins Co	MA	64,735	0.0418%	99.5422%	65,186	0	0	0	0%
276	61425	Trustmark Ins Co	IL	57,942	0.0374%	99.5796%	58,161	0	16,303	16,581	28.5088%
332	61271	Principal Life Ins Co	IA	47,687	0.0308%	99.6104%	1,860	0	130,248	4,249	228.4409%
212	63177	Farmers New World Life Ins Co	WA	45,127	0.0292%	99.6396%	44,945	0	19,323	19,623	43.66%
290	91472	Globe Life & Accident Ins Co	NE	45,122	0.0292%	99.6688%	45,427	0	25,846	31,845	70.1015%
12	60488	American Gen Life Ins Co	TX	40,337	0.0261%	99.6948%	39,677	0	102,184	130,871	329.841%
84	61727	Central Reserve Life Ins Co	OH	38,607	0.0249%	99.7198%	39,388	0	29,558	28,268	71.7681%
119	70580	Humanadental Ins Co	WI	38,252	0.0247%	99.7445%	38,148	0	18,966	19,888	52.1338%
876	94358	USAbLe Life	AR	37,254	0.0241%	99.7685%	37,254	0	4,101	4,101	11.0082%
429	71714	Berkshire Life Ins Co of Amer	MA	32,758	0.0212%	99.7897%	26,965	0	0	0	0%
468	65021	Stonebridge Life Ins Co	VT	23,804	0.0154%	99.8051%	29,058	0	96,508	199,028	684.9336%
229	61360	Reliastar Life Ins Co Of NY	NY	23,154	0.015%	99.8201%	23,270	0	87,117	76,091	326.9918%
84	63312	Great Amer Life Ins Co	OH	22,525	0.0146%	99.8346%	60,564	0	223	221	0.3649%
968	62944	AXA Equitable Life Ins Co	NY	15,966	0.0103%	99.8449%	16,010	0	13,516	12,372	77.2767%
	62928	EMC Natl Life Co	IA	15,052	0.0097%	99.8546%	15,229	0	30,348	15,750	103.4211%

Market Share by Line of Business - Life A&H

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1211	97241	Settlers Life Ins Co	WI	14,599	0.0094%	99.8641%	14,680	0	34,200	34,200	232.97%
84	67903	Provident Amer Life & Hlth Ins Co	OH	14,285	0.0092%	99.8733%	14,428	0	6,577	6,078	42.1264%
	61492	Liberty Life Ins Co	SC	13,450	0.0087%	99.882%	12,422	0	0	0	0%
572	77720	LifeSecure Ins Co	MI	13,271	0.0086%	99.8906%	12,862	0	258	549	4.2684%
20	65676	Lincoln Natl Life Ins Co	IN	12,287	0.0079%	99.8985%	13,548	0	1,833	2,544	18.7777%
953	60763	American Pioneer Life Ins Co	FL	10,787	0.007%	99.9055%	10,703	0	11,890	11,450	106.9794%
901	62308	Connecticut Gen Life Ins Co	CT	10,599	0.0068%	99.9123%	10,379	0	2,123	2,439	23.4994%
549	68047	Professional Ins Co	TX	10,559	0.0068%	99.9192%	10,264	0	828	931	9.0705%
574	61859	Christian Fidelity Life Ins Co	TX	10,239	0.0066%	99.9258%	10,181	0	6,081	6,078	59.6994%
839	62324	Freedom Life Ins Co Of Amer	TX	9,765	0.0063%	99.9321%	9,812	0	0	0	0%
869	66168	Minnesota Life Ins Co	MN	9,291	0.006%	99.9381%	9,495	0	0	3	0.0316%
4712	63967	Government Personnel Mut Life Ins Co	TX	7,521	0.0049%	99.9429%	1,675	0	40	59	3.5224%
91	71153	Hartford Life & Ann Ins Co	CT	6,681	0.0043%	99.9473%	6,681	0	15,659	11,299	169.1214%
943	80837	Union Central Life Ins Co	NE	6,603	0.0043%	99.9515%	6,361	0	0	0	0%
1216	69345	Teachers Ins & Ann Assoc Of Amer	NY	6,309	0.0041%	99.9556%	6,451	0	0	0	0%
	11121	Unified Life Ins Co	TX	6,256	0.004%	99.9596%	6,457	0	2,796	3,496	54.1428%
953	62359	Constitution Life Ins Co	TX	6,246	0.004%	99.9637%	6,221	0	1,159	1,134	18.2286%
306	62626	Cuna Mut Ins Society	IA	5,484	0.0035%	99.9672%	5,484	0	0	-71	-1.2947%
704	67172	Ohio Natl Life Ins Co	OH	5,008	0.0032%	99.9705%	4,998	0	0	0	0%
850	67644	Penn Mut Life Ins Co	PA	4,519	0.0029%	99.9734%	4,021	0	4,239	7,733	192.3153%
12	66672	American Gen Life & Acc Ins Co	TN	4,492	0.0029%	99.9763%	4,487	0	2,309	2,177	48.5179%
1129	68608	Symetra Life Ins Co	WA	4,314	0.0028%	99.9791%	4,446	0	0	0	0%
	65641	Lincoln Mut Life & Cas Ins Co	ND	3,368	0.0022%	99.9812%	3,368	0	1,750	357	10.5998%
408	60739	American Natl Ins Co	TX	3,201	0.0021%	99.9833%	3,158	0	0	-355	-11.2413%
	87963	National Teachers Assoc Life	TX	3,005	0.0019%	99.9852%	3,028	0	250	292	9.6433%

Market Share by Line of Business - Life A&H

[Help](#) [E-Mail](#)

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		Ins Co									
836	70483	Western & Southern Life Ins Co	OH	2,801	0.0018%	99.9871%	2,801	0	0	0	0%
429	64246	Guardian Life Ins Co Of Amer	NY	2,395	0.0015%	99.9886%	2,458	0	32,187	28,475	1,158.4622%
140	66869	Nationwide Life Ins Co	OH	2,227	0.0014%	99.99%	2,227	0	6,921	6,642	298.2488%
1216	60142	TIAA Cref Life Ins Co	NY	2,104	0.0014%	99.9914%	2,139	0	0	0	0%
574	76112	Oxford Life Ins Co	AZ	1,646	0.0011%	99.9925%	616	0	2,493	3,403	552.4351%
492	68721	Security Life Ins Co Of Amer	MN	1,484	0.001%	99.9934%	1,469	0	0	0	0%
	64017	Jefferson Natl Life Ins Co	TX	1,289	0.0008%	99.9943%	2,286	0	41,169	41,085	1,797.2441%
244	76236	Cincinnati Life Ins Co	OH	1,215	0.0008%	99.995%	1,209	0	0	0	0%
440	66265	Monarch Life Ins Co	MA	1,209	0.0008%	99.9958%	1,149	0	0	0	0%
290	65331	Liberty Natl Life Ins Co	NE	1,193	0.0008%	99.9966%	1,194	0	0	0	0%
953	71072	Marquette Natl Life Ins Co	TX	964	0.0006%	99.9972%	948	0	2,218	2,178	229.7468%
264	97055	Mega Life & Hlth Ins Co The	OK	886	0.0006%	99.9978%	1,000	0	0	0	0%
229	66109	Midwestern United Life Ins Co	IN	676	0.0004%	99.9982%	687	0	-479	-452	-65.7933%
588	67199	Old Amer Ins Co	MO	655	0.0004%	99.9987%	676	0	0	-10	-1.4793%
300	64513	Horace Mann Life Ins Co	IL	611	0.0004%	99.999%	611	0	100	100	16.3666%
19	67989	American Memorial Life Ins Co	SD	502	0.0003%	99.9994%	510	0	1,872	3,272	641.5686%
	67393	Ozark Natl Life Ins Co	MO	464	0.0003%	99.9997%	474	0	0	0	0%
588	65129	Kansas City Life Ins Co	MO	446	0.0003%	100%	590	0	1,310	-1,284	-217.6271%
704	89206	Ohio Natl Life Assur Corp	OH	403	0.0003%	100.0002%	404	0	0	0	0%
560	81426	Commercial Travelers Mut Ins Co	NY	365	0.0002%	100.0005%	369	0	0	0	0%
	74900	Brokers Natl Life Assur Co	AR	315	0.0002%	100.0007%	315	0	0	0	0%
41	65919	Primerica Life Ins Co	MA	251	0.0002%	100.0008%	225	0	0	-524	-232.8889%
8	60186	Allstate Life Ins Co	IL	234	0.0002%	100.001%	221	0	0	0	0%
968	66370	Mony Life Ins Co	NY	136	0.0001%	100.0011%	139	0	0	0	0%

Market Share by Line of Business - Life A&H

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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
229	67105	Reliastar Life Ins Co	MN	121	0.0001%	100.0011%	121	0	0	0	0%
44	61689	Aviva Life & Ann Co	IA	110	0.0001%	100.0012%	118	0	0	0	0%
	60542	American Home Life Ins Co	KS	75	0%	100.0013%	80	0	0	0	0%
55	84522	Auto Club Life Ins Co	MI	68	0%	100.0013%	71	0	0	0	0%
4299	70130	Universal Guar Life Ins Co	OH	66	0%	100.0013%	66	0	367	0	0%
872	94250	Banner Life Ins Co	MD	66	0%	100.0014%	66	0	0	0	0%
839	98205	National Found Life Ins Co	TX	36	0%	100.0014%	62	0	10,609	10,815	17,443.5484%
468	70688	Transamerica Financial Life Ins Co	NY	34	0%	100.0014%	39	0	0	0	0%
836	99937	Columbus Life Ins Co	OH	23	0%	100.0014%	0	0	0	0	0%
	62421	Heritage Union Life Ins Co	AZ	14	0%	100.0015%	14	0	0	0	0%
241	63665	General Amer Life Ins Co	MO	0	0%	100.0015%	-1	0	0	-42	4,200%
449	66540	National Farmers Union Life Ins Co	TX	0	0%	100.0015%	-72	0	0	0	0%
370	71730	Continental Amer Ins Co	SC	0	0%	100.0015%	0	0	16,141	5,007	0%
769	80705	US Br Great West Life Assur Co	MI	0	0%	100.0015%	2,926	0	5,114	5,112	174.7095%
707	70785	Pacificare Life & Hlth Ins Co	IN	0	0%	100.0015%	0	0	8	7	0%
2878	63983	United Heritage Life Ins Co	ID	-354	-0.0002%	100.0012%	-39	0	0	-33,823	86,725.641%
	69329	Surety Life & Cas Ins Co	ND	-1,900	-0.0012%	100%	-1,540	0	65	65	-4.2208%
		167 Companies in Report		154,772,058	100%	100%	154,927,133	119,077	106,454,236	115,183,494	74.3469%