

## Market Share by Line of Business - Life A&amp;H

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Selected Criteria -		Year: 2015	State: SD	Codelist Basis: Business Written			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	52,496,496	28.0207%	28.0207%	52,465,959	0	31,417,401	32,817,552	62.5502%
233	70319	Washington Natl Ins Co	IN	16,570,076	8.8445%	36.8652%	15,468,828	0	6,398,212	6,288,004	40.6495%
261	69868	United Of Omaha Life Ins Co	NE	14,134,764	7.5446%	44.4098%	14,112,190	0	11,514,285	11,781,472	83.4844%
261	71412	Mutual Of Omaha Ins Co	NE	10,784,463	5.7563%	50.1661%	10,803,930	0	6,589,124	8,604,446	79.6418%
4011	70025	Genworth Life Ins Co	DE	10,693,413	5.7077%	55.8739%	10,934,014	0	5,622,278	6,050,410	55.3357%
261	72850	United World Life Ins Co	NE	6,055,037	3.232%	59.1058%	6,140,064	0	4,570,184	4,512,934	73.4998%
468	86231	Transamerica Life Ins Co	IA	5,861,113	3.1284%	62.2343%	5,936,377	0	8,967,152	13,552,884	228.3023%
904	65838	John Hancock Life Ins Co USA	MI	5,495,390	2.9332%	65.1675%	5,606,358	0	960,663	2,085,202	37.1935%
290	77968	Family Heritage Life Ins Co Of Amer	OH	5,288,773	2.8229%	67.9904%	5,284,407	0	1,150,933	1,192,136	22.5595%
826	66915	New York Life Ins Co	NY	3,749,499	2.0013%	69.9918%	3,667,799	1,483	669,449	971,298	26.4818%
860	69000	Northwestern Long Term Care Ins Co	WI	3,464,392	1.8492%	71.8409%	3,438,593	-59	202,805	665,465	19.3528%
4824	71471	Ability Ins Co	NE	3,414,938	1.8228%	73.6637%	3,365,775	0	7,189,475	8,955,883	266.0868%
687	64211	Guarantee Trust Life Ins Co	IL	3,183,297	1.6991%	75.3628%	3,150,833	0	949,658	1,268,794	40.2685%
367	80578	Physicians Mut Ins Co	NE	2,649,719	1.4143%	76.7772%	2,620,335	0	1,739,705	1,625,438	62.0317%
626	62146	Combined Ins Co Of Amer	IL	2,520,962	1.3456%	78.1228%	2,510,338	0	831,695	832,780	33.174%
	62952	Equitable Life & Cas Ins Co	UT	2,293,666	1.2243%	79.347%	2,303,267	0	1,352,467	1,132,229	49.1575%
1	12321	American Continental Ins Co	TN	2,162,341	1.1542%	80.5012%	2,158,886	0	1,468,804	1,510,313	69.958%
565	62049	Colonial Life & Accident Ins Co	SC	2,082,465	1.1115%	81.6128%	2,074,605	0	1,267,838	1,267,068	61.0751%
4483	70939	Gerber Life Ins Co	NY	1,878,049	1.0024%	82.6152%	1,887,716	0	1,417,564	1,447,508	76.6804%
233	61263	Bankers Life & Cas Co	IL	1,734,716	0.9259%	83.5411%	1,905,199	92	1,933,918	2,295,212	120.471%
565	68195	Provident Life & Accident Ins Co	TN	1,448,641	0.7732%	84.3143%	1,462,968	0	520,017	498,085	34.0462%
761	90611	Allianz Life Ins Co Of N Amer	MN	1,415,747	0.7557%	85.07%	1,438,213	0	887,853	918,061	63.8335%
4	65005	RiverSource Life Ins Co	MN	1,346,711	0.7188%	85.7888%	1,361,858	0	3,581,930	3,596,942	264.1202%
901	65722	Loyal Amer Life Ins Co	OH	1,191,712	0.6361%	86.4249%	1,203,828	0	908,576	930,193	77.2696%

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1186	69515	Medamerica Ins Co	PA	1,159,456	0.6189%	87.0438%	1,188,215	0	419,387	410,848	34.5769%
3527	31119	Medico Ins Co	NE	1,145,488	0.6114%	87.6552%	1,112,867	0	905,823	943,563	84.7867%
8	60534	American Heritage Life Ins Co	FL	1,068,489	0.5703%	88.2255%	1,068,340	0	1,134,111	1,134,111	106.1564%
3527	67679	American Republic Corp Ins Co	NE	1,043,405	0.5569%	88.7825%	1,048,424	0	735,503	736,182	70.218%
290	92916	United Amer Ins Co	NE	997,216	0.5323%	89.3147%	1,011,827	0	1,212,630	1,150,398	113.6951%
	76325	Senior Hlth Ins Co of PA	PA	982,274	0.5243%	89.8391%	1,283,824	0	3,828,014	4,188,431	326.2465%
241	65978	Metropolitan Life Ins Co	NY	958,270	0.5115%	90.3505%	954,250	0	45,147	-20,365	-2.1341%
4824	68802	Sentinel Security Life Ins Co	UT	921,679	0.492%	90.8425%	918,074	0	706,782	688,648	75.0101%
4852	71404	Continental Gen Ins Co	OH	897,691	0.4792%	91.3217%	987,112	0	1,071,880	1,388,684	140.6815%
215	68462	Reserve Natl Ins Co	OK	863,429	0.4609%	91.7825%	887,485	0	406,780	349,383	39.3678%
19	69477	Time Ins Co	WI	858,166	0.4581%	92.2406%	891,065	0	3,087,658	3,994,295	448.2608%
304	68241	Prudential Ins Co Of Amer	NJ	817,907	0.4366%	92.6771%	818,924	0	112,365	237,773	29.0348%
	64580	Illinois Mut Life Ins Co	IL	763,131	0.4073%	93.0845%	764,994	0	216,041	641,817	83.8983%
233	62065	Colonial Penn Life Ins Co	PA	730,366	0.3898%	93.4743%	728,890	0	446,773	451,840	61.9901%
860	67091	Northwestern Mut Life Ins Co	WI	726,449	0.3878%	93.8621%	721,681	259,104	184,344	4,559,528	631.7927%
367	72125	Physicians Life Ins Co	NE	637,906	0.3405%	94.2026%	645,024	0	480,997	463,272	71.8224%
	71439	Assurity Life Ins Co	NE	590,293	0.3151%	94.5176%	591,199	0	146,095	-106,394	-17.9963%
468	66281	Transamerica Premier Life Ins Co	IA	545,105	0.291%	94.8086%	618,683	0	146,267	239,659	38.737%
3527	60836	American Republic Ins Co	IA	503,939	0.269%	95.0776%	512,036	0	343,139	369,911	72.2432%
200	69663	USAA Life Ins Co	TX	435,785	0.2326%	95.3102%	435,043	0	347,553	353,662	81.2936%
901	88366	American Retirement Life Ins Co	OH	435,725	0.2326%	95.5428%	433,813	0	401,457	405,506	93.4748%
19	70408	Union Security Ins Co	KS	415,205	0.2216%	95.7644%	424,684	0	327,558	223,359	52.5942%
4011	65536	Genworth Life & Ann Ins Co	VA	397,392	0.2121%	95.9765%	406,180	0	847,845	842,381	207.3911%
4852	63479	United Teacher Assoc Ins Co	TX	354,650	0.1893%	96.1658%	360,831	0	107,113	74,409	20.6216%
	69132	State Mut Ins Co	GA	344,972	0.1841%	96.3499%	348,944	0	196,785	202,772	58.1102%
12	60488	American Gen Life Ins Co	TX	322,917	0.1724%	96.5223%	324,559	0	289,197	462,059	142.3652%
4815	65595	Lincoln Benefit Life Co	NE	303,688	0.1621%	96.6844%	306,408	0	184,268	271,354	88.5597%
918	65056	Jackson Natl Life Ins Co	MI	282,685	0.1509%	96.8353%	287,292	0	493,661	493,661	171.8325%
687	92703		IL	260,055	0.1388%	96.9741%	255,973	0	129,686	124,551	48.6579%

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		United Natl Life Ins Co Of Amer									
435	65935	Massachusetts Mut Life Ins Co	MA	257,698	0.1375%	97.1116%	119,166	0	0	218	0.1829%
619	69116	State Life Ins Co	IN	247,955	0.1323%	97.244%	251,977	0	13,800	18,690	7.4173%
241	87726	Metlife Ins Co USA	DE	237,101	0.1266%	97.3705%	276,377	0	567,741	826,188	298.9352%
280	61190	Auto Owners Life Ins Co	MI	220,513	0.1177%	97.4882%	219,410	0	47,742	148,815	67.8251%
290	60577	American Income Life Ins Co	IN	219,103	0.1169%	97.6052%	220,428	0	21,827	10,194	4.6246%
565	62235	Unum Life Ins Co Of Amer	ME	210,610	0.1124%	97.7176%	227,599	0	255,351	355,987	156.4097%
50	62553	Country Life Ins Co	IL	201,839	0.1077%	97.8253%	196,237	0	91,050	190,570	97.1122%
953	62359	Constitution Life Ins Co	TX	196,591	0.1049%	97.9303%	199,332	0	130,696	118,458	59.4275%
572	77720	LifeSecure Ins Co	MI	193,867	0.1035%	98.0337%	196,936	0	1,135	4,044	2.0535%
1117	61883	Central United Life Ins Co	AR	191,261	0.1021%	98.1358%	192,297	0	111,407	99,130	51.5505%
408	86355	Standard Life & Accident Ins Co	TX	184,907	0.0987%	98.2345%	192,032	0	92,695	79,952	41.6347%
953	68284	Pyramid Life Ins Co	KS	180,106	0.0961%	98.3307%	181,314	0	106,953	107,239	59.1455%
1	68500	Continental Life Ins Co Brentwood	TN	179,258	0.0957%	98.4263%	179,270	0	141,358	143,934	80.2889%
690	61751	Central States H & L Co Of Omaha	NE	174,724	0.0933%	98.5196%	176,773	0	150,407	159,294	90.1122%
	89184	Sterling Investors Life Ins Co	IN	155,914	0.0832%	98.6028%	156,946	0	117,041	110,250	70.2471%
574	76112	Oxford Life Ins Co	AZ	150,669	0.0804%	98.6832%	146,279	0	105,246	117,161	80.0942%
458	68136	Protective Life Ins Co	TN	148,611	0.0793%	98.7626%	165,317	0	94,202	90,055	54.4741%
1117	65870	Manhattan Life Ins Co	NY	147,309	0.0786%	98.8412%	147,133	0	99,083	111,393	75.7091%
1117	63053	Family Life Ins Co	TX	137,583	0.0734%	98.9146%	137,471	0	51,038	48,911	35.5791%
3891	91642	Forethought Life Ins Co	IN	131,694	0.0703%	98.9849%	132,687	0	116,224	114,771	86.4975%
1348	69019	Standard Ins Co	OR	127,982	0.0683%	99.0532%	127,000	0	0	-463	-0.3646%
587	61239	Bankers Fidelity Life Ins Co	GA	123,881	0.0661%	99.1194%	101,350	0	83,254	83,975	82.8564%
4826	71390	Puritan Life Ins Co of Amer	TX	121,364	0.0648%	99.1841%	138,659	0	66,031	69,928	50.4316%
520	67784	Philadelphia Amer Life Ins Co	TX	111,442	0.0595%	99.2436%	111,311	0	321,116	325,109	292.0727%
513	63088	Farm Bureau Life Ins Co	IA	103,382	0.0552%	99.2988%	105,002	0	110,808	109,220	104.0171%
904	93610	John Hancock Life & Hlth Ins Co	MA	96,017	0.0513%	99.3501%	97,388	0	0	0	0%

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3527	79987	Medico Corp Life Ins Co	NE	84,383	0.045%	99.3951%	78,683	0	43,892	53,910	68.5154%
330	60410	American Fidelity Assur Co	OK	82,266	0.0439%	99.439%	82,227	0	146,138	261,549	318.0817%
119	65110	Kanawha Ins Co	SC	72,393	0.0386%	99.4776%	72,393	0	33,259	41,845	57.8025%
19	65080	John Alden Life Ins Co	WI	63,714	0.034%	99.5117%	63,170	0	412,381	372,186	589.1816%
350	62596	Union Fidelity Life Ins Co	KS	54,981	0.0293%	99.541%	54,393	0	25,851	22,053	40.5438%
707	62286	Golden Rule Ins Co	IN	54,638	0.0292%	99.5702%	59,911	0	67,807	74,974	125.1423%
55	71854	AAA Life Ins Co	MI	51,887	0.0277%	99.5979%	51,607	0	9,288	8,847	17.143%
943	61301	Ameritas Life Ins Corp	NE	51,124	0.0273%	99.6251%	50,417	0	2,225	3,937	7.8089%
290	91472	Globe Life & Accident Ins Co	NE	48,378	0.0258%	99.651%	48,331	0	48,424	41,290	85.4317%
4213	65900	Wilco Life Ins Co	IN	46,352	0.0247%	99.6757%	49,437	0	46,842	44,501	90.0156%
4712	63967	Government Personnel Mut Life Ins Co	TX	45,402	0.0242%	99.6999%	43,858	0	28,975	28,435	64.8342%
332	61271	Principal Life Ins Co	IA	39,566	0.0211%	99.7211%	243	0	141,989	2,889	1,188.8889%
4011	72990	Genworth Life Ins Co of NY	NY	39,548	0.0211%	99.7422%	39,548	0	0	0	0%
212	63177	Farmers New World Life Ins Co	WA	39,420	0.021%	99.7632%	39,454	0	38,868	38,845	98.4564%
901	67369	Cigna Hlth & Life Ins Co	CT	36,644	0.0196%	99.7828%	31,383	0	20,634	32,158	102.4695%
276	61425	Trustmark Ins Co	IL	36,509	0.0195%	99.8023%	36,929	0	3,065	3,246	8.7898%
	65927	Lincoln Heritage Life Ins Co	IL	34,216	0.0183%	99.8205%	34,216	0	42,864	34,596	101.1106%
261	13100	Omaha Ins Co	NE	31,128	0.0166%	99.8371%	30,522	0	39,381	-62,541	-204.9047%
429	71714	Berkshire Life Ins Co of Amer	MA	27,018	0.0144%	99.8516%	27,136	0	0	0	0%
901	61727	Central Reserve Life Ins Co	OH	21,843	0.0117%	99.8632%	21,848	0	23,953	23,181	106.1012%
2538	82538	National Hlth Ins Co	TX	21,769	0.0116%	99.8748%	22,291	0	4,784	6,063	27.1993%
876	94358	US Able Life	AR	21,139	0.0113%	99.8861%	21,139	0	4,222	4,222	19.9726%
4832	61360	Reliastar Life Ins Co Of NY	NY	18,689	0.01%	99.8961%	18,675	0	100	75	0.4016%
1	90328	First Hlth Life & Hlth Ins Co	TX	16,541	0.0088%	99.9049%	16,462	0	4,029	4,837	29.3828%
	11121	Unified Life Ins Co	TX	16,148	0.0086%	99.9135%	16,474	0	17,087	23,241	141.0768%
429	64246	Guardian Life Ins Co Of Amer	NY	13,094	0.007%	99.9205%	13,742	0	104,796	125,445	912.8584%
1211	97241	Settlers Life Ins Co	WI	13,032	0.007%	99.9275%	13,023	0	0	0	0%
4734	61492	Athene Annuity & Life Assur Co	DE	11,381	0.0061%	99.9336%	11,299	0	0	0	0%
1216	69345		NY	9,468	0.0051%	99.9386%	9,521	0	0	400	4.2012%

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		Teachers Ins & Ann Assoc Of Amer									
	62928	EMC Natl Life Co	IA	9,040	0.0048%	99.9434%	9,090	0	13,000	7,834	86.1826%
84	63312	Great Amer Life Ins Co	OH	8,104	0.0043%	99.9478%	8,104	0	0	20	0.2468%
4796	87963	National Teachers Assoc Life Ins Co	TX	7,670	0.0041%	99.9519%	7,850	0	4,419	5,030	64.0764%
869	66168	Minnesota Life Ins Co	MN	7,547	0.004%	99.9559%	7,768	0	0	0	0%
574	61859	Christian Fidelity Life Ins Co	TX	6,696	0.0036%	99.9595%	7,433	0	3,740	2,748	36.9703%
	69329	Surety Life & Cas Ins Co	ND	6,477	0.0035%	99.9629%	6,330	0	3,574	5,228	82.5908%
839	62324	Freedom Life Ins Co Of Amer	TX	6,076	0.0032%	99.9662%	6,076	0	10,000	10,244	168.5978%
549	68047	Professional Ins Co	TX	6,035	0.0032%	99.9694%	6,025	0	1,120	1,120	18.5892%
565	64297	First Unum Life Ins Co	NY	5,146	0.0027%	99.9721%	5,465	0	0	0	0%
968	62944	AXA Equitable Life Ins Co	NY	4,951	0.0026%	99.9748%	5,054	0	600	732	14.4836%
839	98205	Natl Foundation Life Ins Co	TX	4,470	0.0024%	99.9772%	4,471	0	285	283	6.3297%
901	67903	Provident Amer Life & Hlth Ins Co	OH	4,273	0.0023%	99.9794%	4,280	0	2,857	2,553	59.6495%
1129	68608	Symetra Life Ins Co	IA	3,921	0.0021%	99.9815%	3,921	0	0	0	0%
1216	60142	TIAA Cref Life Ins Co	NY	3,825	0.002%	99.9836%	3,812	0	0	66	1.7314%
91	71153	Hartford Life & Ann Ins Co	CT	3,566	0.0019%	99.9855%	4,304	0	8,379	8,210	190.7528%
290	65331	Liberty Natl Life Ins Co	NE	3,507	0.0019%	99.9874%	3,506	0	0	0	0%
153	67628	Pekin Life Ins Co	IL	2,986	0.0016%	99.9889%	3,665	0	0	0	0%
953	80624	American Progressive L&H Ins Of NY	NY	2,833	0.0015%	99.9905%	2,818	0	0	0	0%
20	65676	Lincoln Natl Life Ins Co	IN	2,440	0.0013%	99.9918%	2,758	0	9,439	11,584	420.0145%
	66214	Heartland Natl Life Ins Co	IN	2,399	0.0013%	99.993%	2,399	0	149	143	5.9608%
850	67644	Penn Mut Life Ins Co	PA	2,240	0.0012%	99.9942%	1,996	0	0	-49	-2.4549%
451	71870	Fidelity Security Life Ins Co	MO	1,950	0.001%	99.9953%	-4,848	0	0	1,951	-40.2434%
704	67172	Ohio Natl Life Ins Co	OH	1,833	0.001%	99.9963%	1,825	0	0	0	0%
836	70483	Western & Southern Life Ins Co	OH	1,775	0.0009%	99.9972%	1,771	0	0	0	0%
	81426	Commercial Travelers Mut Ins Co	NY	1,594	0.0009%	99.9981%	1,618	0	0	0	0%
3527	65641		IA	1,431	0.0008%	99.9988%	1,424	0	1,766	1,766	124.0169%

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		Medico Life & Hlth Ins Co									
626	78697	Combined Life Ins Co Of NY	NY	1,346	0.0007%	99.9995%	1,355	0	7	-22	-1.6236%
	71706	Standard Life & Cas Ins Co	UT	1,216	0.0006%	100.0002%	1,229	0	64	210	17.0871%
244	76236	Cincinnati Life Ins Co	OH	1,215	0.0006%	100.0008%	1,229	0	0	0	0%
8	70874	Allstate Life Ins Co Of NY	NY	1,048	0.0006%	100.0014%	1,054	0	0	0	0%
901	62308	Connecticut Gen Life Ins Co	CT	822	0.0004%	100.0018%	836	0	2,490	2,221	265.6699%
440	66265	Monarch Life Ins Co	MA	701	0.0004%	100.0022%	700	0	0	0	0%
769	80705	US Br Great West Life Assur Co	MI	635	0.0003%	100.0025%	639	0	1,399	1,373	214.867%
300	64513	Horace Mann Life Ins Co	IL	611	0.0003%	100.0029%	611	0	0	0	0%
492	68721	Security Life Ins Co Of Amer	MN	605	0.0003%	100.0032%	604	0	0	0	0%
264	66087	Mid West Natl Life Ins Co Of TN	TX	605	0.0003%	100.0035%	605	0	300	249	41.157%
704	89206	Ohio Natl Life Assur Corp	OH	536	0.0003%	100.0038%	537	0	0	0	0%
	67393	Ozark Natl Life Ins Co	MO	464	0.0002%	100.0041%	475	0	0	0	0%
	68985	Starmount Life Ins Co	LA	409	0.0002%	100.0043%	407	0	0	0	0%
4836	64017	Jefferson Natl Life Ins Co	TX	302	0.0002%	100.0044%	302	0	0	141	46.6887%
588	67199	Old Amer Ins Co	MO	299	0.0002%	100.0046%	307	0	0	6	1.9544%
4750	65919	Primerica Life Ins Co	MA	251	0.0001%	100.0047%	251	0	0	-17	-6.7729%
535	62103	Columbian Mut Life Ins Co	NY	232	0.0001%	100.0048%	57	0	0	0	0%
8	60186	Allstate Life Ins Co	IL	222	0.0001%	100.005%	222	0	0	0	0%
408	60739	American Natl Ins Co	TX	219	0.0001%	100.0051%	238	0	0	-5	-2.1008%
872	66230	William Penn Life Ins Co Of NY	NY	169	0.0001%	100.0052%	169	0	0	0	0%
450	65781	Madison Natl Life Ins Co Inc	WI	144	0.0001%	100.0053%	156	0	0	-1	-0.641%
458	66370	Mony Life Ins Co	NY	121	0.0001%	100.0053%	123	83	50	50	40.6504%
306	62626	CMFG Life Ins Co	IA	115	0.0001%	100.0054%	201	0	0	-936	-465.6716%
4734	61689	Athene Ann & Life Co	IA	102	0.0001%	100.0054%	104	0	0	0	0%
	60542	American Home Life Ins Co	KS	75	0%	100.0055%	80	0	0	0	0%
55	84522	Auto Club Life Ins Co	MI	68	0%	100.0055%	71	0	0	-1	-1.4085%
574	68349	North Amer Ins Co	WI	36	0%	100.0055%	31	0	0	-1	-3.2258%
468	70688		NY	34	0%	100.0055%	39	0	0	10	25.641%

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
		Transamerica Financial Life Ins Co									
450	69078	Standard Security Life Ins Co Of NY	NY	23	0%	100.0056%	31	0	0	0	0%
	70130	Universal Guar Life Ins Co	OH	10	0%	100.0056%	10	0	0	0	0%
241	63665	General Amer Life Ins Co	MO	0	0%	100.0056%	24	0	0	0	0%
1	78700	Aetna Hlth & Life Ins Co	CT	-6	-0%	100.0056%	-6	0	0	0	0%
661	77828	Companion Life Ins Co	SC	-10,418	-0.0056%	100%	-10,466	0	0	0	0%
		<b>167 Companies in Report</b>		<b>187,349,161</b>	<b>100%</b>	<b>100%</b>	<b>187,204,144</b>	<b>260,703</b>	<b>125,337,542</b>	<b>144,771,554</b>	<b>77.3335%</b>

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