

AM BEST'S MONTHLY INSURANCE MAGAZINE

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www.bestreview.com

July 2019 • Volume 120 • Issue 7

AM BEST'S MONTHLY INSURANCE MAGAZINE

BEST'S REVIEW

Leading the Change

As CEO Thomas Buberl reinvents Axa with its XL acquisition, brokers such as Marsh make landmark deals, transforming the insurance landscape.





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Let's Make a Deal

From the Editor's Desk: Axa CEO Thomas Buberl discusses the XL acquisition as the insurance industry undergoes a wave of M&A. The July issue includes *Best's Review*'s annual ranking of the top global brokers and rankings of top insurers.

In an intensely competitive market where growth is hard to come by, many insurers are considering their options and deciding the best way to grow is through acquisitions—or alternatively by selling out to the highest bidder.

The deal activity has cut across most insurance industry sectors, from property/casualty, life, health and insurance brokers.

Some of the marquee deals of the past few years in the property/casualty business include Ace's \$28 billion acquisition of Chubb (with Ace then taking the name of Chubb), Axa's \$15 billion acquisition of XL and AIG's \$5.56 billion acquisition of Validus.

Major deals have been announced in health insurance. Cigna closed on its \$67 billion acquisition of Express Scripts late last year. CVS Health's proposed \$69 billion acquisition of Aetna is currently before the U.S. District Court for the District of Columbia in a Tunney Act review to decide whether the merger is legal, although it has already closed.

Brokers also have been in the spotlight, highlighted by Marsh & McLennan's \$5.6 billion acquisition of Jardine Lloyd Thompson Group.

AM Best, in a *Best's Briefing* from May 2018, explained some of the reasons for the deals.

"Drivers contributing to the recent M&A activity include the perceived need to build scale and relevance—particularly in the reinsurance sector, which remains under pressure from alternative capital," according to the briefing.

Chubb CEO Evan Greenberg earlier this year expressed his doubts about much of the activity.

"To me, many of the transactions that have taken place recently in our industry make little strategic sense—the prices paid were excessive and the deals seem to be either about size for size's sake, or motivated by a short-term desire to dress up results and deflect away from the core issues the companies are wrestling with," he said.

The July issue of *Best's Review* features an interview with Thomas Buberl, the CEO of Axa. In "The Next Chapter," he discusses his reasons for the XL deal and his vision for the company's future.

The insurance brokerage sector is being reshaped by the record-breaking deal activity. Find out what's driving this activity and what it means for insurers and insureds in "A Perfect Storm."

The July issue also features *Best's Review's* annual ranking of the top global brokers. July is Brokers and Agents Awareness Month. Find out how the brokers rank based on 2018 total revenue in "Top Global Insurance Brokers."

This issue also includes our annual rankings of the top U.S. and World insurers based on exclusive AM Best data.

One of the key missions of AM Best is to provide insurance buyers with information about the financial strength of their insurers. For 113 years, AM Best has been issuing Financial Strength Ratings or opinions on the ability of individual insurers to pay claims on the coverage they have underwritten. In "Standing the Test of Time," *Best's Review* identifies insurers that have maintained a Best's Financial Strength Rating of A or higher for at least 50 years and at least 75 years.

Patricia Vowinkel Executive Editor

patricia.vowinkel@ambest.com

The Question:

What are the biggest challenges facing underwriters today?

Email your answer to *bestreviewcomment@ambest.com*. Reader responses will be published in a future issue.







The Next Chapter



Thomas Buberl has reinvented Axa, as well as himself.

A Perfect Storm



A record wave of consolidation in the agent and broker space means enhanced service-and probably higher premiums.

Top Global Insurance Brokers



53

Hub jumps three spots to No. 5 and Epic Insurance Brokers & Consultants debuts in the top 20.

Standing the Test of Time

A 120-year-old fire and casualty insurer joined the ranks of companies that have maintained a Best's Financial Strength Rating of A or higher for at least 75 years.

Top 200 U.S. Property/Casualty Writers



Ranked by 2018 net premiums written.

Top 200 U.S. Life/Health Insurers



Ranked by 2018 admitted assets.

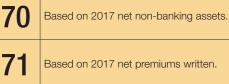
Top 75 North American Public Insurers

66

Ranked by 2018 assets.

- 68
- Ranked by 2018 revenue.

World's Largest Insurance Companies



Based on 2017 net premiums written.

Top 25 U.S. Holding Companies



Ranked by 2018 assets and revenue.

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ISSUES & ANSWERS



Specialty Coverage

Carriers and wholesalers explain how they develop and distribute specialized coverages that have come to dominate key areas of the insurance world.

LIFE INSURANCE



Stepping Outside Insurtech's advice to life insurers: Get out of your ivory

tower and reach out and engage customers with digital.

POLITICAL RISK



Continuing Exposure

Sri Lanka bombings call for revisiting terrorism and political risk management, market watchers say.



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State of Caribbean Markets, CestWebinars **MGAs and Insurtech**



An AM Best webinar reviews the insurance markets in the Caribbean region. Also, managing general agents and program administrators are using technology in their operations.

On Demand

State of the Caribbean **Insurance Markets**

AM Best analysts review the insurance markets in the Caribbean region, including property/casualty, life and health sectors. (Now available.)

How MGAs Are Leveraging Insurtech to Transform **Operations and Drive Business**

A panel of insurance and technology professionals will examine the ways in which managing general agents and program administrators are leveraging technology to transform operations, respond to emerging risks, capitalize on market opportunities, develop innovative offerings, and reach new customers. Sponsored by Xceedance. (Now available.)

How Contributory Databases Are Driving Insurance Insight

A panel of insurance and technology experts will discuss the value of participating in a contributory database to gain critical and unique insights across the market and the policy lifecycle. (Now available.)

Streaming Live

Heads Up: How Drones, Satellites And Aerial Data-Gathering Are Remaking Insurance Claims

Aerial and satellite imagery technology, including remote sensing and 3D imaging, is improving speed and accuracy of property claims. These advances also raise issues around privacy, accuracy and compliance. A panel of claims and legal experts examines how aerial and satellite imaging is changing processes and opening new vistas for insurers. Hosted by Best's Insurance Professionals & Claims Resources.

Tuesday, July 16, 2 p.m. ET

View These and Other AM Best Webinars

- State of the Medical Professional Liability Market
- How the Internet of Things Is Remaking Homeowners Insurance
- How Social Media Is Changing Insurance Claims

For details or to register for webinars, go to http://www.ambest.com/conferences/webinars.asp

Correction:

A table that appeared on page 71 of the June 2019 edition of Best's *Review* and in a *Best's Commentary* originally published April 2, 2019, titled "Companies with Greatest Property Cat Exposure to Midwest Floods," incorrectly listed companies as having flood exposure. Residential flood coverage is excluded from standard homeowners policies, so most of these insurers do not have significant exposure to the flood peril.

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89th Meeting of IMUA

^{AM}BestTV reports on the Inland Marine Underwriters Association's 89th annual meeting in Leesburg, Virginia, the RMS Exceedance Conference in Miami, ^{AM}Best's celebration of its fifth year in Mexico City and more. ^{AM}BestRadio presents discussions on emerging cyberrisks and new buyers of active assailant insurance.



On Demand

Inland Marine: 'A Market in Transition'

The inland marine space is trying to define itself as rates remain insufficient for the risks that exist. It was one of the hot topics at the 2019 IMUA Conference in Leesburg, Virginia. (May 21, 2019)

Increasing Cargo Risk Is Testing Resourcefulness Of Inland Marine Carriers



(From left) Ben Tuttle of Tokio Marine America, Ronald Wallace of Sompo International, and Jean Gardner of CAB discuss cargo risk.

A panel of experts gathered by MBestTV at the 89th Annual meeting of the Inland Marine Underwriters Association, held in Leesburg, Virginia, said cargo carriers are assuming a broader range of exposures but are dealing with a narrowing base of clients. (May 20, 2019)

Silverstein's Natovitz: Rebuilding World Trade Towers Requires Mix of Coverages

Shari Natovitz, director of risk management for Silverstein Properties, said the real estate developer addresses issues of builders' risk, terrorism and other concerns tied to undertaking a high-



Shari Natovitz

profile project. She spoke with ^{AM}BestTV at the IMUA conference. (May 21, 2019)

AM Best Marks Five Years in Mexico City

nsurers and AM Best staff gathered to discuss developments in the Mexican market. Carlos De la Torre, senior director, business development and operations, AM Best América Latina, said the company has plans to expand in the region. (May 16, 2019)



Carlos De la Torre

Visit www.ambest.com/video to see new and archived video from MBestTV.



Regulatory Panel: Barriers to Privatized Flood Market Are Lowering

Regulatory experts assembled by MBestTV at the RMS Exceedance 2019 conference, held in Miami, said new flood modeling should help move the market closer to actuarially sound rates. (May 15, 2019)



(From left) Matt Nielsen of RMS and Greenberg Traurig's Rich Fidei and Fred Karlinsky discuss the flood insurance market.

Resiliency Panel: Smarter, Stronger Housing Can Lessen Disaster Impact

nsurers and safe-building advocates discuss how the Build Change program is improving resiliency in catastrophe-prone areas through prevention, construction and financing efforts. Panelists spoke with ^{AM}BestTV at the RMS Exceedance 2019 conference. (May 15, 2019)



(From left) Emma Watkins of Lloyd's, Doris Azarcon of Scor, Chesley Williams of RMS, and Michelle Nicholson of Build Change discuss resilience.

"Sextortion" Scams, Active Assailants

^{AM}BestRadio presents discussions on emerging cyberrisks and new buyers of active assailant insurance.

Beazley's Anderson: Scam Artists Using Email 'Sextortion' to Target Companies

B rett Anderson, manager, Beazley Breach Response Services, said security experts are reporting a rise in emails that threaten to distribute embarrassing intimate information about people unless the targets pay them.

Aspen's Bransden: Nursery Schools, Golf Clubs Among Active Assailant Insurance Buyers

Peter Bransden, vice president of crisis management for Aspen Insurance, said 2017 and 2018 were two of the three worst years on record for mass casualty incidents.

Find MBestRadio at www.ambest.com/ambradio.

BEST'S REVIEW

Editorial

Executive Editor: Patricia Vowinkel, 908-439-2200, ext.5540 Editor: Lynna Goch Managing Editor: Kate Smith Copy and Production Editor: Susan Hoogsteden

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NCOIL Celebrates 50th Year at Summer Meeting, Takaful Summit in London

July 9 – 10: 13th International Takaful Summit, Afkar Limited, London.

July 10 – 13: NCOIL Summer Meeting, National Council of Insurance Legislators, Newport Beach, Calif. ♥ ♥

July 11 – 12: NOLHGA 27th Legal Seminar, National Organization of Life & Health Insurance Guaranty Associations, Boston.

July 11: ILS Asia 2019: Demystifying ILS, Artemis, Singapore.

July 14 – 16: ALTA Large Agents Conference, American Land Title Association, Vancouver, British Columbia.

July 15 – 17: ACLI Compliance & Legal Sections Annual Meeting, American Council of Life Insurers, Fort Lauderdale, Fla.

July 15 – 16: Digital Insurance Summit, Worldwide Business Research (WBR), Chicago.

July 21 – 24: AASCIF Annual Conference, American Association of State Compensation Insurance Funds, Cleveland. ♥ ♀

July 23 – 25: Agricultural Risk Inspection School, National Association of Mutual Insurance Companies (NAMIC), Columbus, Ohio.

July 23 – 25: Re Contracts: The Art of Designing Reinsurance Contracts & Programs, Reinsurance Association of America (RAA), New York.

July 28 – 31: Farm Bureau Underwriting Executives Conference, American Agricultural Insurance Company (AAIC), Deadwood, S.D. ♥ ♀

July 31 – Aug. 3: 49th Annual LAAIA Convention, Latin American Association of Insurance Agencies, Hollywood, Fla. 🗸 🖱

Aug. 3 – 6: NAIC Summer National Meeting, National Association of Insurance Commissioners, New York. ♥ ♥

Aug. 4 – 7: ARIA Annual Meeting, American Risk and Insurance Association, San Francisco.

Aug. 4 – 7: Farm Bureau Actuarial Conference, American Agricultural Insurance Company (AAIC), Boyne Falls, Mich. **Aug. 5 – 7:** 14th Annual Conference of African American Financial Professionals (CAAFP), American College of Financial Services, Atlanta.

Aug. 5 – 7: Supplemental Health, DI & LTC Conference: Working in Harmony, LIMRA, Nashville, Tenn.

Aug. 5 – 7: Advanced Sales Forum: Advanced Sales: Architects of the Future, LIMRA, Chicago.

Aug. 5 – 8: DMEC Annual Conference, Disability Management Employer Coalition, National Harbor, Md.

Aug. 8 – 13: ABA Annual Meeting, American Bar Association, San Francisco.

Aug. 11 – 14: WCl 2019 Conference, Workers' Compensation Institute, Orlando, Fla.

Aug. 12 – 13: ALTA Innovation Boot Camp, American Land Title Association, Chicago.

Aug. 12: FICP Canadian Seminar, Financial & Insurance Conference Planners, Toronto.

Aug. 13 – 14: NAMIC's Leadership Development Workshop, National Association of Mutual Insurance Companies, Chicago.

For a full list of conferences and events, visit www.ambest.com/conferences/index.html

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July: Brokers and Agents Awareness Month

Insurance brokers and agents serve a unique purpose in the industry. They identify risk, find the best coverage for their clients and act as professional advisers. Many brokers are undertaking mergers and acquisitions. The July issue features coverage on broker M&A and also presents its annual Top Global Insurance Brokers ranking. Coverage begins on page 35.



Protective Insurance Names Former AIG Exec CEO

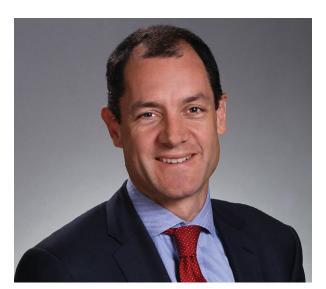
Also: Former Third Point Re CEO named president of Broker TigerRisk, HDI Global names head of Aviation and Space, and AIG appoints Financial Distributors CEO.

Protective Insurance Corp. has appointed Jeremy D. Johnson—a former executive with American International Group Inc.—as chief executive officer. Johnson will also serve as a member of the company's board of directors, the company said in a statement.

Johnson, who most recently served as AIG president of U.S. commercial until December 2017, succeeds Protective Chairman of the Board Jay Nichols, who has been serving as interim CEO

since October 2018. Nichols will continue serving as chairman of the board.

At AIG, Johnson had responsibility for underwriting,



Jeremy D. Johnson

operations, claims and distribution in the United States, Canada, Brazil, Mexico and Puerto Rico. He also served as CEO and president of Lexington Insurance Co., AIG's excess and surplus lines unit, from February 2013 to December 2017.

The company also appointed Stephen J. Gray, a banking and executive leadership consultant, to its board of directors. Gray will join the company's investment committee. He has served as a consultant and board

member of SRC Holdings Corp., a re-manufacturer to original equipment manufacturers.

-Frank Klimko

Former Third Point Re CEO Named President of Broker TigerRisk

TigerRisk Partners LLC said it appointed Robert Bredahl as president, chief operating officer and member of its board.

Bredahl was most recently chief executive officer of Bermuda-based reinsurer Third Point Reinsurance Ltd. He will work out of TigerRisk's New York office.

Bredahl was a co-founder of Third Point Re in 2012 and held roles including chief underwriting officer, chief operating officer and chief financial officer prior to becoming CEO and president.



Robert Bredahl

Before joining Third Point Re, Bredahl was CEO of Aon Benfield Securities, Aon's investment banking

group, as well as president of the Americas division of Aon Benfield.

Prior to Aon's acquisition of Benfield in November 2008, Bredahl was CEO of Benfield U.S. Inc. and of Benfield Advisory. Before joining Benfield in March 2002, he was CEO of Inreon plc and managing director and head of U.S. derivative sales for Barclays Capital.

Third Point Re Promotes Managers Amid Underwriting Portfolio Shift

Third Point Reinsurance Ltd. appointed Daniel V. Malloy, who has been CEO of the company's main operating subsidiary, Third Point Reinsurance Co. Ltd., as CEO. He succeeds Robert Bredahl.

Malloy has been an executive of the company since its inception in 2012 and has led Third Point Reinsurance Co. since 2017.



Daniel V. Malloy

Third Point Re also announced several promotions at its U.S.-headquartered subsidiary, Third Point Reinsurance (USA) Ltd.

David Govrin was appointed as president; and David Drury has been appointed executive vice president, global head of property catastrophe reinsurance, a newly-created role.

Govrin was most recently EVP, underwriting and head of business development for TPRE USA. Drury was most recently senior vice president, underwriting for TPRE USA.

Third Point Re recently put in place a specialty lines underwriting team in Bermuda led by Tracey Gibbons. Gibbons, who has more than three decades of experience, comes to Third Point Re from her previous post as senior vice president of specialty reinsurance for Allied World Assurance Co.

Managing General Agent Globe Underwriting Names North America Property Head

Managing general agent Globe Underwriting appointed Jennifer Mackay as head of the North America property division.



She will focus on underwriting and management of both residential and commercial property programs while leading the underwriting team in

Jennifer Mackay

an effort to drive profitable growth. She has more than 21 years of experience in the U.S. property/casualty market.

Mackay was previously president of WSG Specialty Underwriters, where she established an organically grown MGA.

Before WSG, she held senior positions at London American, Burns & Wilcox and Aon Private Risk Management.

Kemper Appoints Former Travelers Executive as Specialty Auto President

Kemper Corp. has appointed Matthew A. Hunton as president of specialty personal and commercial automobile lines. He will succeed Glen Godwin, who plans to retire July 1.

Hunton was previously at Travelers, where he held leadership roles in personal and commercial lines operations, strategic markets, product management and finance. Most recently, he was vice president of global small commercial select accounts at Travelers.

HDI Global Names Head Of Aviation and Space

H DI Global Specialty S.E. has appointed Martin Jackson head of aviation and space.

He joins the London aviation team from Neon Underwriting, where he was class underwriter, marine and transport. He succeeds Tim Slade.

Jackson has 30 years of aviation underwriting experience. At Neon, he oversaw the marine division's



Martin Jackson

expansion into aviation. Prior to Neon, he was global head of aviation at Aspen, where he managed the global expansion of their London-based aviation team.

Scor Names Property/Casualty Americas Executives

John Jenkins was named chief executive officer of property/casualty reinsurance operations in the Americas for Scor S.E. as the reinsurer made several appointments in the region.

Jenkins most recently was chief underwriting officer, property/casualty treaty for the Americas.

Frank Coglianese, who most recently was chief underwriting officer for U.S. property/casualty treaty, was named CUO, property/casualty treaty for the Americas.

Nick Nudo went from senior vice president and team leader of general liability U.S. treaty, to CUO for U.S. property/casualty treaty.

Maura Haynes, who was vice president and senior general liability U.S. treaty underwriter, was named SVP and team leader of general liability U.S. treaty.

Jenkins joined Scor in 2007, as CUO of U.S. treaty. As SVP, Americas treaty CUO, he had overall responsibility for the Americas underwriting staff and the development, implementation and execution of overall strategy for property/casualty treaty business in the Americas. Before joining Scor, he was a vice president with Swiss Re.

Coglianese began his career with Scor in 2008 as vice president, treaty underwriting manager mainland United States. Before that, he was a vice president for Guy Carpenter.

Having been with Scor for more than 10 years, Nudo most recently managed the U.S. treaty general liability portfolio. Before joining Scor he worked at XL Reinsurance and Zurich in various underwriting capacities.

Haynes joined Scor in 2016. Before that, she spent 10 years at Swiss Re in various capacities.

Old Republic Appoints Chief Executive Officer

O Id Republic International Corp. said it will promote Craig Smiddy to chief executive officer on Oct. 1. He will succeed Aldo Zucaro, who has held the position for 25 years.

Smiddy will retain his position as president. He will join Old Republic's board of directors and its executive committee when he becomes the sixth CEO in the 95-yearold company's history, Old Republic said in a statement.



Craig Smiddy

Julie Mix McPeak

Smiddy joined the business in 2013 as chief

operating officer and was appointed General Insurance Group president two years later. He was named corporation president last year.

Zucaro will continue as board and executive committee chairman.

The company also said Executive Vice Chairman R. Scott Rager will retire Oct. 1 following a 40-year career with the company and its subsidiaries.

McPeak to Step Down as Tennessee Insurance Commissioner

Julie Mix McPeak, Tennessee's insurance commissioner since 2011, has left her post with the state Department of Commerce and Insurance to pursue career opportunities in the private sector.

Gov. Bill Lee has named Deputy Commissioner Carter Lawrence as interim commissioner until a permanent commissioner is selected.

McPeak, who was first appointed commissioner in 2011, is the immediate past

president of the National Association of Insurance Commissioners. She was most recently reappointed to her state position in December. She also is a former executive director of the Kentucky Office of Insurance.

Lawrence previously served as the department's deputy commissioner overseeing its administration as well as the Division of Regulatory Boards.

MS Amlin Appoints Chief Financial Officer

M S Amlin has appointed lain Pearce as chief financial officer. He joins the company from Old Mutual plc, where he held senior finance positions over the past 15 years, serving most recently as finance director. He will succeed



lain Pearce

John Worth, who

earlier was named chief financial officer of Hastings Group Holdings plc but remained at MS Amlin while it conducted the search for a new CFO.

The appointment is subject to regulatory approval. MS Amlin is an insurer and reinsurer in the insurance group MS&AD.

Managing General Underwriter Victor International Names President

Victor Insurance Holdings appointed Anthony Stevens as president of Victor International.

He succeeds Paul Drake, who announced his plan to retire in September, the managing general underwriter said in a statement. Drake will continue to lead Victor in the United Kingdom until a successor is appointed.

Stevens is based in London. He was previously head of international development for broker Marsh's Global Risk and Digital division, a position he held since October 2017. Before joining Marsh in 2014, he held senior roles at RSA and Oliver Wyman.

National Life Hires Former Vermont Insurance Regulator as Deputy Chief Auditor

N ational Life Group has hired Vermont Tax Commissioner Kaj Samsom, who previously served as deputy commissioner of the state's insurance division, as the carrier's deputy chief auditor, a newly created position.

Samsom, a certified public accountant, will lead the development of the company's internal audit process.

Samsom was appointed commissioner of the Vermont Department of Taxes in January 2017 after serving about 10 years with the state Department of Financial Regulation. He was the deputy commissioner of the state insurance division from August 2014 until his appointment as tax commissioner.

Samsom joined the DFR in 2006 when he became an insurance examiner. In 2011, he became the director of the division's Licensing and Examinations section.

Great American Promotes Annuity Group Executives

G reat American Insurance Group has named Adrienne Baglier divisional executive vice president in its annuity group.

She joined the company in 1997 and has served as divisional senior vice president since 2008.

The company also named Tim Minard as executive vice president in the annuity group. He served as annuity group senior vice president and chief distribution officer since joining the company in 2016.

Great American Insurance Group members are



Adrienne Baglier



Tim Minard

subsidiaries of American Financial Group Inc.

AIG Appoints Financial Distributors Chief Executive Officer

Terri Fiedler was named president and chief executive officer, AIG Financial Distributors, a unit of American International Group Inc.'s AIG Life & Retirement division.

She succeeds Steve Maginn, who will become vice chairman, partner relations for Life & Retirement.

AIG Financial Distributors is the sales and distribution organization for AIG Life & Retirement. Fiedler's new role is a U.S. position. She has 25 years of sales leadership and national account management



Terri Fiedler

experience. She was executive vice president, strategic accounts for AIG Financial Distributors for the past seven years.

Before joining AIG, Fiedler was senior director, national account management with Invesco, and manager, national account management with AIM Distributors.

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> WORLD HEADQUARTERS 1 Ambest Road, Oldwick, NJ 08858 Phone: +1 908 439 2200

APAC REGION – HONG KONG OFFICE Unit 4004 Central Plaza, 18 Harbour Road, Wanchai, Hong Kong Phone: +852 2827 3400

> APAC REGION – SINGAPORE OFFICE 6 Battery Road, #39-04, Singapore Phone: +65 6303 5000

EMEA REGION – AMSTERDAM OFFICE NOMA House, Gustave Mahlerlaan 1212 1081 LA Amsterdam, Netherlands Phone: +31 20 308 5420

EMEA REGION – LONDON OFFICE 12 Arthur Street, 6th Floor, London, UK EC4R 9AB Phone: +44 20 7626 6264

LATAM REGION – MEXICO CITY OFFICE Paseo de la Reforma 412 Piso 23 Mexico City, Mexico Phone: +52 55 1102 2720

MENA REGION – DUBAI OFFICE* Office 102, Tower 2, Currency House, DIFC P.O. Box 506617, Dubai, UAE Phone: +971 4375 2780 "Regulated by the DFSA as a Representative Office

Sales & Advertising REGIONAL SALES MANAGERS Christine Girandola: +1 609 223 0752 christine.girandola@ambest.com Brian McGoldrick: +1 708 532 2668 brian.mcgoldrick@ambest.com SALES INQUIRIES: +1 908 439 2200, ext. 5399 advertising sales@ambest.com

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The Insurance Information Source

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Summer Fun

Aflac is embarking on a cross-country summer music festival tour, and Geico is the presenting sponsor of "Geico Presents World TeamTennis."



Strike a Chord

AFLAC is hitting a new high note with a cross-country summer music festival tour and a new national TV spot.

This summer Aflac is visiting four music festivals across the United States to bring to life the next phase of its "Aflac Isn't" marketing campaign. The campaign is designed to get people to think about their misperceptions of Aflac and engage them to learn what the company is about.

At each festival, Aflac will host on-site experiential activations that feature giveaways and activities. Festivalgoers also can visit the Aflac Flock Spot, a central interactive hub for sharing in-the-moment music and content via social media, and a three-dimensional Aflac Help Desk designed to support the "Aflac Isn't" campaign.

Upcoming festivals on the tour include the three-day Faster Horses country music festival in Brooklyn, Michigan from July 19-21 and KAABOO Del Mar in California from Sept. 13-15.

"Our research shows that the people we want to reach share a love for music events. Music festivals provide opportunities not only to connect with them, but to do so during transformative moments in their lives," said Shannon Watkins, vice president of brand and creative services at Aflac.

The supplemental insurer is also partnering with iHeartRadio to provide customized playlists curated for each festival that mirror the event's musical genre. The playlists are aired on-site and are available to the public for continued listening after the festival concludes.

In May, Aflac debuted a new national TV commercial as part of the summer tour campaign. The spot, "Slimy Summer," showcases that Aflac isn't used when people think it's used, and incorporates an icon of summer that's familiar to many families across the country: slime.

Ready to Serve

GEICO is once again serving up the role as the official auto insurance provider of World TeamTennis.

Geico, which has been partnering with the mixedgender professional tennis league for the past eight years, will also be the presenting sponsor of this year's "Geico Presents World TeamTennis." The one-hour finals encore and season highlight show will air on CBS on Aug. 10.

The 44th season of World TeamTennis returns to the courts this month and will include many of tennis' top stars, including seven-time Grand Slam singles champion Venus Williams and 2018 Wimbledon semifinalist John Isner.

This year's WTT playoffs will begin on Aug. 2 in Las Vegas.

Players compete annually for the King Trophy, WTT's championship trophy named after tennis legend and WTT co-founder Billie Jean King.

King founded the league in 1974. WTT is one of five active U.S. pro sports leagues that have been operating for more than 40 years. Others include the National Football League, the National Basketball Association, the National Hockey League and Major League Baseball.



Lori Chordas is a senior associate editor. She can be reached at lori.chordas@ambest.com.

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Broker Viewpoints

Insurance industry experts share their observations with ^{AM}BestTV on the many challenges brokers are facing.

ff derwriters, and even brokers to some degree. love the idea of a hard market and prices going up, but in the end that's really bad for business because what happens is when prices go up it's only natural, from an economic standpoint, that the buyers, they learn to do without. They learn other mechanisms. They learn substitutes.We saw the same thing happen throughout time. In the mid '80s we had the liability crisis.We saw companies learn to self-insure and have captives. Those risks never made it back to the insurance market.

We saw the same thing happen in the crisis of the late '90s, early 2000s when reinsurance prices



skyrocketed. A lot of working layer reinsurances never came back to the market.

We saw what happened after Katrina, Rita and Wilma, when property cat prices went through the roof.We then saw alternative capital compiling in and traditional reinsurance being substituted with catastrophe bonds and collateralized reinsurance, and that risk never came back.

That's what tends to happen, is that that exposure never returns to the original market, as the buyers look at substitutes and doing without."

Ed Hochberg CEO, North America JLT Re



ff t's an education. [Brokers] need to be continually educated as to what's available, and we need to have people who are expert in those industries, so that we can understand who the clients are and what they're dealing with.

We like to take people from those client industries

and not just be insurance professionals. We have buyers right now that want technical purchases made, and people need to understand their business, their industry."

Cynthia Beveridge President

Aon Broking, Aon Risk Solutions



"One of the things I make mandatory is that our underwriters have to come visit us. Because you can't underwrite behind a desk, right?

I know my broker has to come visit me, although they're not happy about that.

The fact is, they spend time with us and the more my underwriter understands my business, the much better off that they are, overall.

Hopefully, they can rate it based on the relationship not on some spreadsheet that's spit out of a computer."

Lance Ewing

EVP, Global Risk Management & Client Services Cotton Holdings



f you look at [Canada's]

marketplace right now, we're probably seeing the same issues that are seen in the U.S. marketplace.There's a shortage of capacity in some key areas and that's been driving prices up. It's also had an

impact on the fact that as companies cut back capacity, brokers and clients are finding it more difficult to find the capacity to fill in the coverage needs that they have. That's really having a big impact on our market and it's creating a lot of anxiety among clients and brokers.

Certainly, for the last number of years, it's been fairly easy to get your programs placed and pricing has always been fairly favorable, but that's all changing now in our marketplace, and that's creating opportunities for everyone."

Robert Fellows Head of Marketing Management Canada Allianz



(Pricing's starting to turn up. Not wildly, fortunately, but there does seem to be a fairly widespread, what underwriters, at least, are calling a correction. Especially in property rates, auto rates, in some states workers' compensation, and excess casualty. It does seem to

be, after what seems like decades of price reduction, a bit of an upturn. We'll see how people are challenged, particularly the big brokers who seem to force their will on the underwriters over the last couple decades. We'll see if they're up to the challenge that some of these younger folks who have not really seen a hard market."

Peter Garvey

CEO, Epic Insurance Brokers and Consultants

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Another Way to Learn

Participating in or even starting a book club offers unique professional development rewards.

ast month, I wrote about how important it is to take time for professional development in the insurance industry and taking responsibility for it. If you're like many of us, you're busy with day-to-day work, and while you may be able to schedule 15 minutes a day on your calendar for articles or company material, you may struggle to find time for deeper learning. You can enroll in classes or sign up for something more formal (like a professional insurance designation) that requires a significant financial commitment as an incentive to focus on



Carly Burnham A book club allows you the accountability of a class with the flexibility of being selfdirected. your development.

But, what if you want something a little less structured, but still valuable? I'd recommend forming a book club. This type of group will give you accountability to fellow learners and the opportunity to discuss what you've read and hear other perspectives on the material. Whether you start one at the office or elsewhere, here are a few tips for the success of your book club.

Find a buddy. When you decide that you want to run a book club, it can seem overwhelming, especially if you haven't done this before. I've found that there are

usually others who are looking for the chance to read and discuss new material. Working with someone can allow you to bounce ideas for your first book and your first few meetings off each other. You can work together to divide the book up and create questions for your meetings, not to mention getting help with the scheduling and administrative task of finding meeting places. **Invite people who aren't like you.** Much

Carly Burnham, CPCU, MBA, has been in the insurance industry since 2004. She blogs at *InsNerds.com* and can be reached at *bestreviewcomment@ambest.com*.

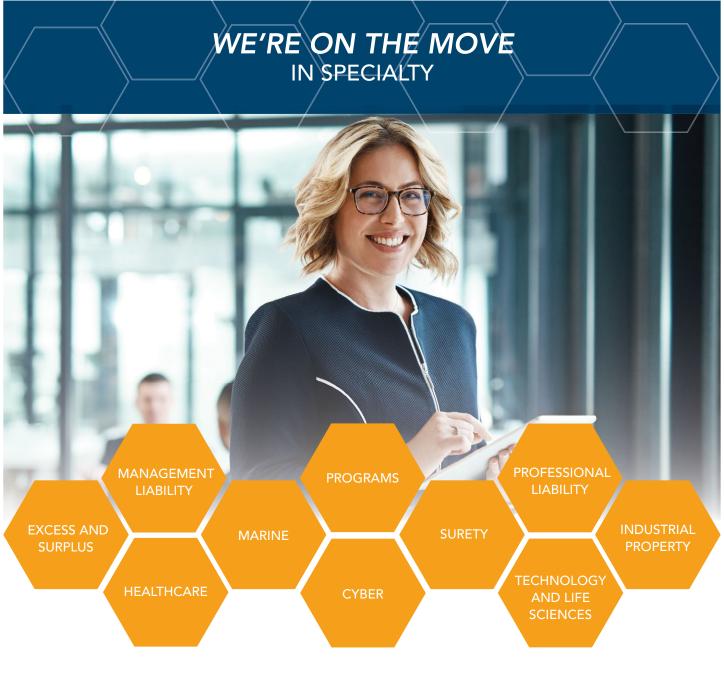
of the value in discussing source material comes from the new perspectives you can get through synthesizing the information as a group. So, if you're in an underwriting department, and you're reading a book on predictive analytics, you may want to consider inviting your actuarial or claims friends. They may think of applications that don't spring to mind for you. This gives you the added benefit of getting exposure to others in your organization (or community) and breaking down silos.

Schedule your meetings before starting the book. I would venture to guess that many people, including me, read a title and a blurb about a new book, get excited about it, and buy it. And then it sits on your bookshelf, collecting dust, while you ignore it in favor of other pursuits. A book club makes you accountable to others to come prepared for the meetings, and laying out how many meetings you'll have allows you a timebound goal for completing that book. Depending on the layout of the book, four or five chapters are often good for one meeting. This can vary if the author has grouped the chapters in some meaningful fashion. If you're using a popular book, your local library or the book's website may have suggestions on how to structure a book club's discussion centered around the book.

Some good reads to get your club started are *When Words Collide* by Bill Wilson and *Influence: The Psychology of Persuasion* by Robert Cialdini.

Send out questions ahead of your meetings. Some people are great at answering questions thoughtfully on the spot. But, for the rest of us, having a chance to prepare and collect our thoughts ahead of time will lead to a better discussion. Of course, the discussion will likely lead in directions you hadn't thought of, and you may not get through all your pre-written questions, but you'll have prompts to fall back on if the conversation stalls.

A book club allows you the accountability of a class with the flexibility of being self-directed, especially if you take responsibility for organizing it.As a young professional, organizing this type of activity is a great way to grow your leadership skills and show your commitment to professional development in the insurance industry.



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Regulatory Update

Delaware wants health reinsurance fund. SEC adopts new broker-dealer rules.

ealth Reinsurance: Yet another state is

■ Vet another state is moving to secure a federal waiver allowing it to establish a reinsurance plan for its individual health exchange insureds. According to a statement from the office of Insurance Commissioner Trinidad Navarro, Delaware's individual marketplace has experienced repeated rate increases and significant deterioration in membership since 2015.

The average benchmark premium in Delaware in 2014 was \$289, and jumped to \$684 in 2019, Kaiser said.

The reinsurance program is expected to reduce marketplace rates by 20% for plan year 2020 and increase enrollment in the ACA individual market by as much as 3.2%, it said.

Alpractice Insurance: The Washington State Bar Association recently voted down a proposal to require mandatory malpractice insurance for lawyers.

The bar's Board of Governors voted 9-5 against the mandate, according to a recording of its most recent meeting.

The vote at least temporarily sidelines the work of a state task force, which recommended mandatory malpractice coverage.

The task force found 14% of Washington lawyers in private practice do not carry insurance, it said in its final report.

"This lack of protection poses a distinct risk to clients," it said. "Uninsured lawyers create an accessto-justice problem: Their clients are typically unable to pursue legitimate malpractice claims against

New Jersey Supreme Court Bars STOLI Policies

New Jersey's Supreme Court has ruled stranger-owned life insurance policies violate public policy.

by Timothy Darragh

Ithough the state legislature has not been able to pass a law prohibiting life policies taken out on strangers, the execution of such deals is not legal in New Jersey, the court said.

"In New Jersey and elsewhere, no one can procure a life insurance policy on a stranger's life and receive the benefits of the policy," said the ruling written by Chief Justice Stuart Rabner. "Betting on a human life in that way, with the hope that the person will die soon, not only raises moral concerns but also invites foul play."

State law does allow individuals to take out life policies on others, but only if the benefits are payable to someone with an "insurable interest" in the person whose life is insured, it said. Beneficiaries can be the insured, "a close relative, a person, corporation, or charity with certain financial ties to the insured, or select others," it said.

The case involved a series of life insurance policies taken out on Nancy Bergman, by her grandson and other investors, the court record said.According to the court, Sun Life Assurance Company of Canada was told her income was \$600,000 a year and that her net worth was more than \$9.2 million in an application for a \$5 million policy. In total, five policies with a value of \$37 million were taken out on her in 2007, it said.

Five weeks after taking out the first policy, her grandson, Nachman Bergman, left the trust that had been created to pay the premiums, it said. The trust two years later sold the policies to SLG Life Settlements for \$700,000, it said.

The policies continued to change hands, until they landed with Wells Fargo Bank, which paid \$1.9 million to cover the premiums until Nancy Bergman died in 2014, it said. When Wells Fargo sought to collect the death benefit, Sun Life investigated and refused to pay, setting the stage for litigation, Rabner wrote Nachman

"In New Jersey and elsewhere, no one can procure a life insurance policy on a stranger's life and receive the benefits of the policy.Betting on a human life in that way, with the hope that the person will die soon, not only raises moral concerns but also invites foul play."

> Chief Justice Stuart Rabner NJ Supreme Court

Bergman's membership in the trust made the purchase of the policies legal, but his early exit did not. STOLI policies run afoul of New Jersey's insurable interest requirement, the ruling said, and "would elevate form over substance to conclude that feigned compliance with the insurable interest statute—as technically exists at the outset of a STOLI transaction—satisfies the law. Such an approach would upend the very protections the statute was designed to confer and would effectively allow strangers to wager on human lives."

Timothy Darragh is an associate editor, BestWeek. He can be reached at timothy.darragh@ambest.com.

UK Group Warns of Emerging Risks in More 'Volatile World'

Boards are now required to be aware of emerging risks, detailing procedures in annual reports.

by Robert O'Connor

O rganizations that may have found themselves concentrating on obvious risks need to think more about the perils that are emerging in an "increasingly volatile" world, according to Airmic, the U.K. risk managers association. "There is a danger that boards are spending too much of their limited time on more traditional risks, at the expense of emerging risks, which may be filed in the 'too hard' or 'less important' folder," Airmic said in a statement accompanying a report it issued jointly with Marsh. The report was released at Airmic's annual conference in June.

"Consideration of emerging risks is often relegated to the backseat, even though they can result in the biggest shock waves."

> John Ludlow Airmic

"The world is increasingly volatile, uncertain, complex and ambiguous, the report notes,"Airmic said in a statement."This context has triggered the need to recalibrate risk management and rebalance efforts between managing traditional risks and emerging risks."

Organizations, Airmic suggested, tend to look at material threats if they have relevant data in hand and a sense of how these threats might be expected to play out. At the same time, the group added, organizations might be "spending too much of their limited time on more traditional risks, at the expense of emerging risks, which may be filed in the 'too hard' or 'less important' folder."

Airmic said company boards are now required by the U.K. Corporate Governance Code to be aware of emerging risks to the point of detailing their procedures in their annual reports.

Noting the difficulty of spotting and measuring emerging risks, Airmic said businesses should prepare to "think the unthinkable and speak the unspeakable" in relation to these issues.

"Consideration of emerging risks is often relegated to the backseat, even though they can result in the biggest shock waves," John Ludlow, Airmic's chief executive officer, said in a statement.

Ludlow recalled how the United Kingdom's impending departure from the European Union has developed as a risk for businesses since the U.K. electorate opted for withdrawal in the 2016 referendum.

"Three years ago, Brexit was an emerging risk that many ignored," Ludlow said. "Today we have the international rise in protectionism, trade tensions between China and the U.S., the impact of climate change, plus many more. There is no excuse for boards to say they did not see these coming, but it will require a change in mind set—emerging risks are more art than science."

At its annual conference, Airmic said it will team with Aon plc to produce a guide for independent nonexecutive directors of captive insurance companies.

The guide will also consider the risks involved in appointing these directors and suggest how their performance might be assessed.

BR

Robert O'Connor is London editor. He can be reached at robert.oconnor@ambest.com.

Regulatory Update

them because plaintiffs' lawyers cannot afford to bring actions against uninsured practitioners."

According to the American Bar Association, Oregon and Idaho are the only states that mandate malpractice insurance for lawyers.

ife and Health Insurance: Companies serving clients in Maine are now operating under new regulations, some of them informed by the personal experiences of the individual who signed them into law—Gov. Janet Mills.

Mills recently signed a host of bills, including measures mandating health reviews for life and health insurance policies be done by medical professionals. A second measure bans the use of discretionary clauses in life and health policies.

The medical review law was one that touched Mills personally. The law requires a health insurance carrier's medical reviews, including utilization reviews and case management, be conducted by a health professional who is board certified and in active medical practice in the same specialty as typically manages the medical condition or care under review.

"After my late husband Stan suffered a stroke, insurance companies would sometimes deny claims for care without any explanation," the governor said in a statement. "Medical professionals with the same training as the patient's own doctor should be conducting medical reviews for claims, not an insurance company official."

Securities and Exchange Commission: A package of new rules for brokers, dealers and investment advisers was adopted by the SEC to overhaul conflict-ofinterest standards and supplant the defunct Department of Labor's fiduciary rule that was broadly criticized by the retirement industry.

American Council of Life

Regulatory Update

Insurers' President and Chief Executive Officer Susan Neely applauded the SEC's Regulation Best Interest or Reg BI rule.

"Reg BI raises consumer protections to a new level," Neely said in a statement. "It builds on current rules to ensure consumers receive professional financial guidance and information that is in their best interest. It's a rule with real consequences for bad actors who put their own interests above their customers' interests."

Health Insurance: Nevada Gov. Steve Sisolak has signed into law a measure that requires health insurers to cover maternal care for surrogate mothers.

According to a legislative digest of the bill, existing law generally prohibits an individual or group insurance plan from denying coverage or restricting benefits for any length of stay in a hospital in connection with childbirth to less than 48 hours after a vaginal delivery or 96 hours after a cesarean section.

The new measure prevents health insurers from denying, limiting or seeking reimbursement for maternity care because the insured acts as a gestational carrier. It also requires a child carried by a gestational carrier be considered the child of the person or persons who intend to be the legal parent of the child, for purposes of health insurance coverage.

The law becomes effective Jan. 1. Kim Surratt, an attorney and lobbyist who wrote the bill, said insurers had been covering surrogates' maternal care in the immediate period after the passage of the Affordable Care Act, but slowly began pulling back from coverage. It got to the point in Nevada, she said, where no insurers would cover surrogates' care. "Part of it is a misunderstanding of what surrogacy is or isn't," Surratt said.

Capgemini: Fintech Sector On Verge of Collaboration Phase

The report described Open X as a more effective, structured form of collaboration.

by Robert O'Connor

The financial services sector is headed into a new stage of innovation that will demand high levels of collaboration and specialization among organizations, according to the 2019 World FinTech Report published by Capgemini. The success of this "Open X" phase, the report said, will depend on the ability of banks and financial services institutions "to plan accordingly and evolve their business models."

These adjustments must come, the report said, as financial technology organizations are trying to bring scale to their operations at a time when banks

are "stalling on fintech collaboration."This impasse, the report suggested, will bring a demand for a "leapfrog" over open banking into Open X, which the report described as "a more effective, structured form of collaboration."This approach will be smoothed by the creation of efficient links between platforms, the sharing of information, and the particular abilities that participating organizations bring.The creation of an Open X environment will require banks to develop their specialized skills.

"The era of Open X will create an integrated marketplace, with specialized roles for each player that will enable a seamless exchange of data and services, improving customer experience, and expediting product innovation," the report said. The report was written in cooperation with Efma, the Paris-based global nonprofit banking and insurance organization.

Anirban Bose, chief executive officer of Parisbased Capgemini's Financial Services, said the financial services industry must now look beyond open banking. "The industry is on the verge of a more comprehensive evolution, where there is opportunity to leapfrog into an integrated marketplace that we are calling Open X," Bose said in a statement. "In Open X, there will be seamless sharing of data, and ecosystem partners will be able to collaborate in a far more comprehensive way. Our research suggests that banks and fintechs need to prepare themselves for a more radical change than many previously anticipated."

"In Open X. there will be seamless sharing of data, and ecosystem partners will be able to collaborate in a far more comprehensive way. Our research suggests that banks and fintechs need to prepare themselves for a more radical change than many previously anticipated."

Anirban Bose Capgemini's Financial Services

Capgemini and Efma said the move into Open X will depend on four changes: a shift from a concentration on products and toward an appreciation of "customer experience;" an increased emphasis on data; a move from ownership to "shared access," and a focus on partnerships and innovation.

Robert O'Connor is London editor. He can be reached at robert.oconnor@ambest.com.

The Balancing Act

Carriers are combining digital efficiencies and advice to help independent agents to thrive.

Ver the past five years, the insurance industry has experienced a transformative shift in the way it approaches innovation and digital advancements. The growth of robust digital tools for carriers and agents is rapidly improving customer interactions, self-service capabilities and overall customer satisfaction—and this pace doesn't seem to be slowing down. In fact, Willis Towers Watson reported that in the fourth quarter of 2018 alone, the industry committed \$1.6 billion toward insurtech investments.

While these investments were once thought to be more beneficial for direct writers than for carriers and independent insurance agents, it has become clear that is not the case. Digital investments have worked best in *support* of the independent agency channel, driving a more efficient digital experience for all parties involved, while retaining the expert advice and counsel agents offer.

As the world becomes more connected and more complex, so too are the insurance needs of small and large businesses. So, the need for expert advice is greater than ever. At the same time, customers are doing more research and seeking education online before making purchasing decisions. A recent study by eCommerce Foundation found that 88% of consumers began the purchasing process with online research.

The key to success for our industry is to leverage digital tools to drive efficiency while allowing the agency channel to continue to do what it does best—provide guidance and expertise.

The most successful innovation initiatives have combined technology with human expertise and experience to create more of a "digital-assist-digital" model for customers. This is a best-of-both-worlds scenario. Customers get the enhanced digital

Best's Review contributor **Dick Lavey** is president of Hanover Agency Markets at The Hanover. He can be reached at bestreviewcomment@ambest.com.



By Dick Lavey

New technologies will allow independent agents to stay in their current work environments but bring efficiencies to their workflow, so that they can focus their efforts on providing counsel. capabilities they've come to expect while the valued expertise of their trusted agent advisers is readily available, and the agent can quote, bind and issue policies in a more efficient workflow with carriers.

Ideally, new technologies will allow independent agents to stay in their current work environments but bring efficiencies to their workflow, so that they can focus their efforts on providing counsel. This challenges current agency management system providers and carriers to work together. An example of this collaboration is agents being able to access small commercial underwriting appetites from multiple carriers in a single place, and transfer that information from their agency management system into the carrier's point-of-sale system. This helps agents increase speed to quote and improve the customer experience.

As we expand our digital footprint across the industry, we must determine the degree of "assist" that various customer segments require or desire, and then look at how we can make that available to them. Some will want more advice than others, depending on the complexity of their insurance needs. Midsize businesses will most likely require more counsel than a micro-small commercial customer in the digital buying journey. The key is to understand the various

customer segmentations and deliver a digital experience that allows customers to choose the level of service desired. Leveraged properly, digital advancements represent a tremendous opportunity and potential for our industry. We have worked hard to increase our digital presence and it's an exciting time for our industry as we are seeing the results of our efforts. Insurance will always be a complex purchase, so it's more important than ever to partner to find innovative ways to leverage technology and drive greater efficiencies while engaging the expertise of independent agents.

Technology

Fight Fire With Fire

Digital data is creating a cyberrisk. Digital products and processes must have security measures built in from conception to ward off cyberattacks.

O ur world is becoming more digital. Businesses are becoming smarter, more efficient and more responsive and consequently cyberrisk is growing, too.

Digital technologies and data are being used across the value chain. Analytics and automation are being embedded into our business processes and at the same time contract labor and remote employees are being used. We are exchanging more data with customers, producers, solution providers, suppliers and other business partners. This is both good and bad. While it's good for productivity, it's bad for cyberrisk. Increasing amounts of data, use of connectivity and automation multiplies the opportunities for cyberattacks.

A cyberattack occurs every 40 seconds, totaling approximately 750 million attacks annually. Both data and programs can be hacked. Algorithms can create tainted output. Hacking a robot, drone or autonomous vehicle can cause injury or even death. Breaches of customer data can destroy customer trust and even a company's reputation and stock price.

This creates risk for us as individual companies but also creates opportunities for us as an industry to insure and mitigate cyberrisk.

The problem is that the risk is so pervasive and ever-changing that our time-tested approach of using past losses to predict future ones falls short. First, we simply do not have enough credible data—not just volumes of information, but years of data. Second, we can't foresee the types of events that have not yet happened. Much like fraudsters' ingenuity, hackers' creativity is boundless.

Risk prevention and mitigation processes can help manage and reduce loss frequency. Progress

Best's Review columnist **Pat Saporito** is a partner at Digital Business Creations LLC and author of *Applied Insurance* Analytics: A Framework for Driving More Value From Data Assets, Technologies and Tools. She can be reached at pat.saporito@ suretywave.com.



Pat Saporito

Risk is so pervasive and ever-changing that our timetested approach of using past losses to predict future ones falls short. is being made. Last year only one in eight focused attacks penetrated network defenses, compared to one in three in the prior year, according to Accenture's *State of Cyber Resilience* report.

Current approaches will likely not be enough for the future. Today's security efforts are largely focused on detecting and deflecting damage to core corporate IT systems and data. Digital products and processes need to be made safer in their design and by engaging business leaders as well as employees during development. Data governance and security should be part of all employee onboarding. A "security first" culture should be developed not only with employees but also with partners and suppliers.

While cyber liability is underwritten just once a year, cyberattacks are continuous.As underwriters, we can mandate continuous risk management efforts.We could mandate risk assessments not only as part of the initial underwriting process but as a condition of continuous coverage. These can include compliance checks

against standards such as the National Institute of Standards and Technology cybersecurity framework or regulations such as the EU General Data Protection Regulation, the Payment Card Industry Data Security Standard and the Health Insurance Portability and Accountability Act.

We can also fight fire with fire and use technologies like artificial intelligence to deploy algorithms against information in corporate systems and data stores.

It's imperative to develop a collaborative effort with policyholders and not merely invoke a defense posture on cyber. We can require these efforts much as we do safety procedures for workers' compensation insurance.

BR

We will become better underwriters of cyberrisk as we become better cyberrisk managers of our own risk. Underwriter, underwrite thyself! Special Advertising Section

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Issues & Answers

A Pro with Amateur Sports

Rob Wilder, Amateur Sports Product Manager for Philadelphia Insurance Companies says the reason so many agents look to PHLY when it comes to amateur sports is simple. "PHLY has the knowledge, experience, and the willingness to work with agents to ensure a successful program." The following are excerpts of an interview.

What trends in the types of amateur sports are you seeing?

There's more of a trend toward high endurance, high intensity functional fitness type things. You have mud runs, obstacle races, things of that nature, as well as facilities that specialize in obstacle courses and ninja warrior type facilities.

What types of claims are you seeing in amateur sports?

Sexual abuse or molestation and concussions are the major issues within amateur sports. Regarding abuse, you hear it in the news on a daily basis about claims. It's really sad and concerning on so many different levels. There's been a tightening of underwriting guidelines as a result across the marketplace. We require background checks be done through national registries. We work with our risk management team and an outside vendor by the name of Abuse Prevention Systems. It's a great resource. It provides clients with information that allows them to develop an abuse prevention guideline that can be followed by their staff.

Another area of concern with claims is Traumatic Brain Injuries which include concussions. It's a major issue and affecting many different sports. We're looking to work with our insureds and make sure they have concussion protocols in place. Risk management techniques include having their staff trained on recognizing symptoms of concussions, to disseminate that type of information to parents and guardians of minors that are participating in youth athletics. We recommend that our insureds go on the Centers for Disease Control's website for their HEADS UP training program. It also provides the insureds with valuable information that they can use to pass along to parents and guardians regarding the symptoms of concussions. PHILADELPHIA INSURANCE COMPANIES

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Rob Wilder

Amateur Sports Product Manager Philadelphia Insurance Companies



"So many agents use PHLY because of our ability to partner with our clients."

Go to the Issues & Answers section at *bestreview.com* to watch an interview with Rob Wilder.

What makes PHLY a leader when it comes to amateur sports?

PHLY has been writing this class of business for years. We're very experienced in it. We want to work with our insureds and our agents and help provide information, partner with them. We want to be able to provide services to them either free or discounted.



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Lexington Insurance Company, an AIG company, is the leading U.S.-based surplus lines insurer

AIG is the marketing name for the worldwide property-casualty, life and retirement, and general insurance operations of American International Group, Inc. For additional information, please visit www.eig.com. Products and services are written or provided by subsidiaries or Affiliates of American International Group, Inc. Not all products and services are available in every jurisdiction, and insurance coverage is governed by actual policy language. Certain products and services may be provided by independent third parties. Insurance products may be distributed through affiliated or unaffiliated entities. Surplus lines insurers do not generally participate in state guaranty funds and insureds are therefore not protected by such funds.

Playing to Win

Lou Levinson, president and CEO of Lexington Insurance Company, said he understands how tough the excess and surplus lines market is these days. "In order to sustain our place as a leader, we need to work harder and smarter every single day," Levinson said. The following are excerpts of an interview.

How would you categorize the state of the excess and surplus market?

The E&S market has experienced a correction. There's a lot of underwriting discipline in the market today. Carriers are focused on risk selection, attachment terms, limits and price—the motherhood and apple pie of underwriting. Submission activity, a leading indicator from our perspective, is up dramatically in the first quarter, with some lines well over 30% relative to a year ago. It all really starts with the standard markets. Their appetites are constricting, they're reducing limits and volatility in their portfolios. This generally pushes more business into the E&S market space where we're able to lever freedom of rate and form to get paid more fairly for the exposures that we're assuming at the right terms.

What was the strategy behind bringing Western World's business into the Lexington organization?

Western World is a great brand. They write small non-admitted wholesale-produced business which fits so well within what Lexington does. Lexington's floor is around \$50,000, historically we have not played in the contract bind space. By partnering up Lexington and Western World we're creating more value for our brokers by solving more problems. For our brokers, we're now able to provide solutions for small bind and brokerage, middlemarket accounts, very large, complex, and very unique accounts. It creates a tremendous amount of franchise value, both for Western World and for Lexington.

Lexington's been dominant in the market for years. Why is that and how do you intend to maintain that edge?

When I joined the industry 30 years ago, Lexington was the dominant carrier. They had underwriting courage. They were nimble. They were entrepreneurial. They would underwrite almost any risk as long as it was at their price, at their terms, with short limits. Really a very thoughtful and entrepreneurial approach for the insurance space. Going forward as a leader, my job is to provide leadership and guidance as the steward of a great organization with great people and a vision. The vision is to be the E&S market of choice and employer of choice. In order to sustain our place as a leader, we need to work harder and smarter every single day.



- An AIG company.
- Leading U.S.-based surplus lines insurer.
- More than 100 new products since 2011.

Lou Levinson President and CEO

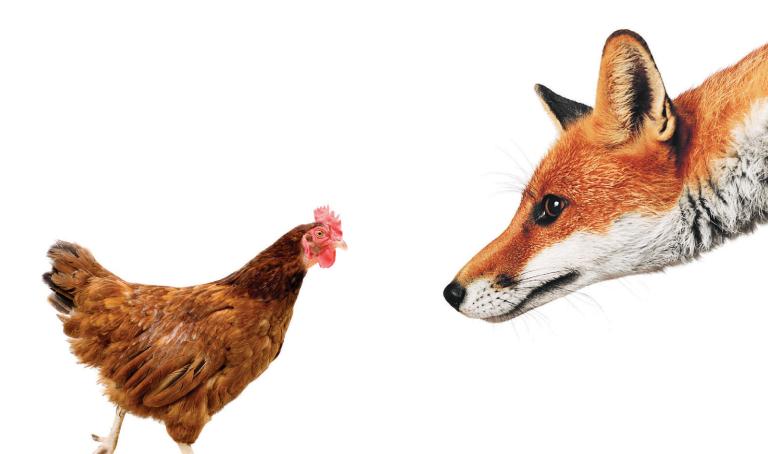
Lexington Insurance Company



"We're building franchise value and solving problems for our brokers."

Lexington shifted to focus on Wholesalers in early '19. How has that been received by the market?

The reaction has been very strong, Lexington is a true E&S market with the courage to underwrite risk. Our goal was to improve the ease of trading with AIG by focusing Lexington's core property and casualty business on wholesalers and Barbara Luck's general insurance business on retailers. Retailers are a very important part of our business, every account starts with them.





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Specialized Expertise

Joel Cavaness, President of Risk Placement Services Inc. and the WSIA (Wholesale & Specialty Insurance Association), said the strength of the surplus lines market is being able to provide innovative solutions for very complex risks. "We have the ability to bring expertise to the market for complex risks and solve problems that otherwise could not get handled in a more traditional environment," he said. The following are excerpts of an interview.

How is the wholesale, specialty and surplus lines industry performing?

While there are mixed results within the industry, overall things are doing quite well. Everyone seems to be performing at healthy levels with pretty consistent growth staring right in front of them. We had growth of 5.8% in surplus lines direct premium in 2017, which brought it to the highest level ever of almost \$45 billion. We continue to see consistent and fairly substantial growth in our sector.

What are the industry's strengths?

We've shown over a very long period of time our ability to change, to innovate and to be able to react to market conditions that continue to evolve. Many of these placements start in the surplus lines sector because we're able to have freedom of rate, freedom of form and the ability to react quickly while tailoring and customizing coverages. Beyond that, the surplus lines industry provides, from a financial perspective, a very stable environment that can produce good results for the underwriting community. Finally, we're very technical, much more specialized. Our focus on surplus lines continues to narrow so as to be able to provide total expertise in a particular area. Whether that's construction, environmental or executive lines, people today tend to be very narrowly focused in the wholesale industry and the surplus lines industry must be the technical experts that our customers need.

How does WSIA support and enhance the work of its members in the wholesale, specialty and surplus lines industry?

We focus on five key areas. First is networking, making sure that we provide a forum at least twice a year—both at our Annual Marketplace, which is truly a networking function, and also at our Underwriting Summit. We also have an unparalleled education offering that takes people from the very beginning of their careers and provides them training all the way through an executive program that we've developed out of the University of



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- Serves more than 740 member firms representing some 1,700 offices and tens of thousands of industry professionals.
- Provides world-class member services serving the entire wholesale, specialty and surplus lines market.

Joel Cavaness

President of Risk Placement Services Inc. and the WSIA (Wholesale & Specialty Insurance Association)



"We're very proud of what we're able to offer to the industry as a whole, and more specifically to our membership."

Virginia. We also focus on legislative and regulatory advocacy for the industry. We've spent a lot of time at the state level and at the federal legislative level trying to make sure that we're staying on top of all the changes going on in the states and in the federal government. Furthermore, we're very involved in talent development and recruitment in the industry with outreach in campus visits and a well-managed internship program. Last, but not least, we spend a lot of time making sure that we promote the wholesale value proposition, what we are. We provide a lot of market expertise, a lot of creativity and a lot of innovation.



Stepping Outside

Insurtech's advice to life insurers: Get out of your ivory tower and reach out and engage customers with digital.

by John Weber

he future of life insurance sales lies with understanding customers' needs according to Sureify's CEO Dustin Yoder. Sureify is a life

John Weber is a senior associate editor, ^{AM}BestTV. He can be reached at *john.weber@ambest.com*.

and annuity platform built to transform all the next generation life and annuity companies,

"The company of tomorrow is the one that has the ability to reach out to that customer and service them, engage with them, sell to them, all through agents, but also digital."

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Berkley Luxury Group Offers Fine Dining Restaurants Nationwide

RUTHERFORD, N.J.—Berkley Luxury Group offers nationwide products and services with their division, Berkley Fine Dining Specialists. The name is designed to identify the company as an operating unit of Berkley, one of America's largest commercial line writers, and what Berkley Luxury Group offers: tailored, all-inclusive insurance solutions for fine dining restaurants.

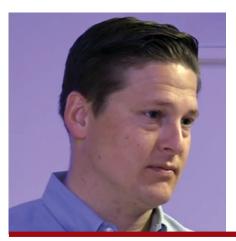
The company, headquartered in Rutherford, New Jersey, with offices in New York City and Chicago, writes fine dining restaurants in the states of Arizona, California, Connecticut, District of Columbia, Georgia, Illinois, Maryland, Massachusetts, Minnesota, Missouri, Nevada, New Jersey, New York, North Carolina, Pennsylvania, South Carolina, Tennessee, Virginia and Wisconsin and plans to continue expanding its restaurant division nationwide.

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"We don't think the insurer should fear the life startup, but I think they should take note of the listening that the life startups or insurtechs are doing. What they're doing is they're listening to where the customer is and what they want." **Dustin Yoder** Sureify

Yoder spoke with ^{AM}BestTV at the Willis Towers Watson InsurTech Conference in New York.

Is now the time for life insurers to be going digital?

Yes. We believe in 2019 we're already five years behind. If you look at the pressure coming in on the legacy insurers, it's all digital.

It's other insurtechs. It's different types of digital companies coming into the market. Maybe most importantly, you, myself and every consumer are expecting digital. We think we're behind and now is exactly the time, if not a little bit late.

How do you compare the life insurer of yesterday with the life insurer of tomorrow?

The life insurer of yesterday was located in what I call an ivory tower here in North America. They did a lot of processing internally. Ultimately, they never had the ability to press a button and talk to the customer.

We all know why. It was because of the agents. The agents are great. However, even the agents need digital to service and meet the needs of the customer. We think that goes deeper to where the insurance company needs digital.

When you look at yesterday, it was a company that stayed inside the building. The company of tomorrow is the one that has the ability to reach out to that customer and service them, engage with them, sell to them, all through agents, but also digital.

[▲]BestTV



Go to *bestreview.com* to watch the interview with Dustin Yoder.

What new types of data do you think life insurers are interested in?

We've had the experience and the opportunity to meet with 300 insurers around the globe over the last three years. We have found that at first it was IoT data, geo locations, social, so they are interested in that.

However, if you go deeper and maybe even more basic, they're interested to know even if a customer would, for example, access a mobile device to service themselves. They're interested to know on a purchasing experience where that customer stops for 30 seconds versus 10.

They're really interested to know what path whether it's buying, servicing, or just talking to the customer—serves them most. The data runs from mortality data which is kind of the fluids all the way to steps, now even down to the basic, basic digital interaction data.

Do you think traditional life writers should be fearing new life startups?

We don't think the insurer should fear the life startup, but I think they should take note of the listening that the life startups or insurtechs are doing. What they're doing is they're listening to where the customer is and what they want.

Fear isn't necessarily the word. However, if they sit back, there's generally something to fear if you decide to do nothing.

Ultimately, I think it's all about that we want to admire some of the interesting things that are being done, but also look at why things are being done.

The insurtechs are helping move those companies that are five years, 10 years, maybe 30 years behind into where they need to be today. I look at them as a positive for us as an industry, and ultimately meeting more customers in the marketplace.

CEPTERS CERTIFICATION CONTRACTOR CONTRACTOR

B est's Review's annual Leaders special section includes our ranking of the top global insurance brokers and an in-depth look at what's behind the recordbreaking merger and acquisition activity in the insurance broker sector. In addition, Axa's CEO discusses the XL acquisition in "The Next Chapter."

HIGHLIGHTS

Top Brokers: Hub jumps three spots to No. 5 and Epic Insurance Brokers & Consultants debuts in the top 20.

Standing the Test of Time: A listing of the insurers that have maintained a Best's Financial Strength Rating of A or higher for at least 50 years and at least 75 years.

Top 200 U.S. Property/Casualty

Writers: Industry net premiums written increases 10.6%. Progressive moves into the No. 3 position and Chubb enters the top 10.

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Chapter Thomas Buberl has reinvented Axa, as well as himself.

The

Thomas Buberl has

by Kate Smith

homas Buberl was given an assignment by the board of Axa: Write a book about yourself. The French insurance company was searching for a new CEO. But before it took a chance on the young candidate, the board wanted to make sure he had the vision and wherewithal to handle what it was about to task him with.

Axa, the world's second-largest insurance company, was looking to make a momentous shift. It needed a leader who could execute on that.

As part of the vetting process, the board asked Buberl, then 42, to write three chapters answering these fundamental questions: Who are you? What's your vision for Axa? How would you implement that vision?

Buberl was slightly annoyed.

"At the time, it was very challenging to spend all this time on this document while continuing my day-to-day responsibilities," he said. "But I must say, in hindsight, it was probably the greatest preparation for me."

Since being appointed CEO in late 2016, Buberl has led Axa through one of the most radical transformations the insurance industry has seen. By

Kate Smith is managing editor of Best's Review. She can be reached at kate.smith@ambest.com

selling most of its stake in Axa Equitable and acquiring XL Group, Buberl effectively reshaped Axa from a life and savings company into a property/casualty insurer.

It was a bold move. And it was met with criticism and skepticism.

Investors didn't understand the vision. Analysts called the logic of the transactions "less than compelling." The company's stock dropped nearly 10% in one day.

"I won't even attempt to lie.Yes, I was worried," Buberl, 46, said. "When you have a strategic view and the market gives you a reaction that is completely the opposite, you start doubting."

That's where the book came in.

In the midst of the turmoil and throughout Axa's transformation, those chapters have served as both Buberl's bedrock and his road map. They have reminded him of the values he holds, the goals he set for the company, and the two failed careers that left him perfectly prepared for a moment such as this.

The writing assignment forced the Germany native to reflect on the events, both good and bad, that have shaped him. He thought of his successes, which were driven by a willingness to do jobs no one else wanted. And he was reminded of his setbacks-a failed attempt at becoming a professional musician and a failed business as an arborist.

Photo courtesy of Axa

"In order to be successful, you need to reinvent yourself constantly. This capacity to reinvent, to question, to constantly learn, is the most important thing." Thomas Buberl

Axa



More so, he was reminded of his response to those failures. Each time, he reinvented himself. Now he is helping Axa do the same.

The Mandate

Buberl was given a directive by the board of Axa: Weatherproof the company.

"The board decided to jump a generation," he said. "They didn't take someone who was 50 or 55. They took somebody who at the time was 42 and who wasn't French, which was quite a rare move. But there was a very clear aim. They said, 'Our mandate to you is that you need to transform this company. You need to make it weatherproof for this next digital phase."

That meant shifting Axa's business mix. With life insurance regulation increasing, growth slowing and globalization causing capital markets to become increasingly interlinked, Axa determined it needed to desensitize itself to volatile financial risks and focus on lines of business that are close to the customer.

It wanted to move from a being payer of bills to a partner of the customer.

"Our strategic question is and was: Are we becoming a balance sheet provider, issuing products and letting others distribute them without having any end customer contact?" said Buberl, who holds an MBA from Lancaster University in England and a PhD in economics from the University of St. Gallen in Switzerland. "Or should we become an orchestrator of a community of insured people who we can help live a better life?

"We have opted for the second one."

Buberl laid out a strategy to move away from businesses where returns were linked to financial markets. Part of that strategy included divesting from Axa's U.S. life insurance business, Equitable. Following a May 2018 IPO and an April 2019 secondary offering, Axa has reduced its stake in Equitable below 50%.

Axa also restructured its Swiss life unit and sold both its variable annuities business in Europe and Axa Life in Ireland.

The moves weren't solely to avoid volatile markets. Regulation of those businesses also was increasing, particularly in Europe, Buberl said. And growth was limited.

"People are more concerned by risks that are emerging, so take climate, take cyber, take health," said Buberl. "Those challenges create a different and more overwhelming anxiety about future events than death and disability, which are risks we've always known. The needs are more important and therefore they represent an important growth prospect for us."

If the life business was to shrink, though, other areas would have to grow.

Axa targeted three segments for growth— Health, Protection and Commercial P&C insurance.

To Buberl, the three segments are quite similar. "We want to focus our activities on businesses that are, by definition, close to the customer, where there is a high frequency of interaction and a high need of expertise, where people want to talk about their risk because they want to reduce it," he said. "This is the case in health and protection, and this is the case in commercial insurance.

"On the health side, you are concerned every day with what you drink, what you eat, how long you should sleep, which doctors you should go to. The same is true on the commercial side. Health, for companies, is about: What are the risks of the company? How can you reduce the risks?"

The XL Acquisition

There was one catch, though.Axa was never known for commercial lines.

That changed with the \$15.3 billion acquisition of XL Group.

"XL makes us immediately the No. 1 largest commercial insurer globally," Buberl said.

Not only would XL give Axa scale, but commercial relationships would open doors for the health and protection sides of the business.

"When you think about commercial companies, you have both topics addressed," Buberl said. "You have the commercial risk, but you also have the risks of their employees, the health and protection of their people. In one customer, you've got all of the elements that we want to be strong in, that we *are* strong in."

Buberl may have been confident in that vision, but the market certainly wasn't. Investors questioned both the logic and the large price tag of the acquisition. On March 5, 2018, the day the deal was announced, Axa's stock dropped nearly 10%.

"Axa's sharp fall ... suggests high level investor angst at the unexpected acceleration in corporate and strategic actions to reposition the group towards more underwriting risk," investment bank Jefferies International wrote in a research note.

Macquarie Capital said the logic for the transaction "seems less than compelling in our view and we expect the core business growth is weaker than many believe."

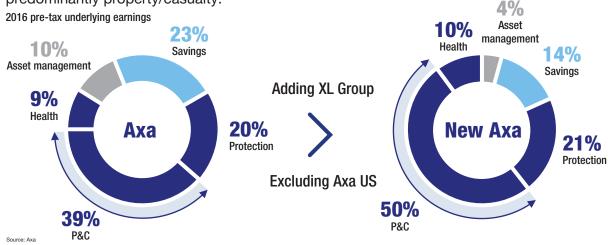
UBS called the acquisition "a departure" and "not an obvious fit" for Axa, which historically has grown via bolt-on acquisitions rather than large-scale M&A.

For Buberl, the negative reactions hit hard.

"It was not a pleasant moment," he said. "Standing there wanting to explain to the market an acquisition that I was very proud of, and getting a reaction of minus-10 percent of the share price. That doesn't really make you feel great, even if we were prepared

Before and After

Axa's move from a predominantly life and savings company to predominantly property/casualty.



to that reaction. (We had the same when we bought Winterthur in 2006.)"

In the midst of the disappointment, Buberl thought about the first chapter he wrote for Axa:Who are you?

"You don't ask yourself that question very often," Buberl said. "Who you are is very much driven by your past and what shaped you in your past. What are the elements of success, and also what are the elements of failure and of big disappointments, that have shaped you?"

The Failures

Buberl's successes have come from following one guiding principle: Take the tasks and the challenges no one else wants.

He landed in insurance by doing just that. After earning his MBA, Buberl joined the Boston Consulting Group as a 26-year-old. Six years later, Winterthur Group in Switzerland offered him a job as chief operating officer and, later, chief marketing and distribution officer.

"I was 32 years old and had no idea about distribution," Buberl said. "The whole distribution area needed to be rebuilt. Nobody wanted the job. So I thought, 'OK, I can lose nothing. I can only gain. It's at the bottom. I'm young. I have got no risk. Let's give it a try.'

"I tried it and it was a great success."

After excelling at Winterthur, Buberl was nominated in 2008 as a Young Global Leader by the World Economic Forum. That same year, he also was named CEO of Switzerland for Zurich.

But for Buberl, who joined Axa in 2012, his failures are far more interesting than his successes.

Growing up, he was an aspiring musician. He played the organ, but he couldn't sing well. Nor did

he spend much time practicing his singing.

"I went very far down the road of becoming a professional organist," Buberl said. "But I was always procrastinating with the singing. I knew in my last exam that I would have to sing.

"So obviously I failed the last exam, which stopped completely my career in music. For 10 years afterwards, I never touched an organ again."

With that chapter closed, Buberl reinvented himself. He followed his next passion, forestry. He started a company that cut down trees in difficult settings—between buildings, close to motorways, etc.A workplace accident caused him to close the business and return to business school.

"Luckily I came out well," Buberl said of the accident. "But I said, this is not for me. I need to stop here."

Two failed careers taught Buberl a lesson. "In order to be successful, you need to reinvent

yourself constantly," he said. "This capacity to reinvent, to question, to constantly learn, is the most important thing."

He drew on that philosophy when Axa's stock tanked.

"It's the capacity to reinvent yourself and say, 'Minus 10%? It is what it is,'" he said. "That doesn't mean I'm going to resign tomorrow. It gives me personal motivation. It tells me, 'You haven't explained this well enough and you now have to convince those investors. Now go and try harder."

Buberl was advised to let investors cool down. Instead, he doubled down.

"I was convinced, our teams were convinced. I was dedicated to fight for that vision," he said. "Many people told me to withdraw from the market.They said, 'Give time to the investors to digest this news, and in half a year, you try again.' I said, "No, I need to do exactly the opposite. I need



to engage more. I need to understand more. I need to fight for our strategic vision.'"

Buberl and his team made a concerted effort to explain the rationale and benefits of the acquisition. They also addressed concerns around the execution risks. Not only was the XL acquisition complex, involving 60 countries, but it was also being funded in part by capital raised from the Equitable IPO.

He understood why that would make people nervous. But he was confident that investors and analysts would get on board, if only they understood the vision.

"When we sat down and explained it, all of a sudden people saw it," Buberl said. "Yes, it's a bold move. Thanks to this acquisition, we have leapfrogged probably many years of organizational organic development. Yes, we also were lucky, because to dispose of something [Axa Equitable] and to find something else [XL Group] at the same time, this is very rare. Stars need to be aligned."

The Integration

Nearly a year after the September 2018 closing of the deal,Axa's stock is trading around the same level as it was when the acquisition was announced. Now Axa is working its way through the integration process. It hasn't been hard, Buberl said, but it also hasn't been easy.

The companies are quite different.

"Serving large customers versus serving retail customers in travel insurance is a little bit, I would say, like investment banking versus retail banking," Buberl said. "You have different cultures. That probably has been for us the most important."

Buberl said he is hoping to preserve XL's best qualities and infuse them into Axa.

"XL is very entrepreneurial, very solution-driven, and very customer-oriented," he said. "When you talk to the XL people about a new challenge, a new issue that has come up, you always find they have an extreme desire to find a solution, to act in the customer's interest, and to be pragmatic."

To retain the best of both companies, Buberl and his team defined four values for Axa—courage, customer first, One Axa, and integrity.

"Integrity has been a very strong value of Axa from the very beginning," Buberl said. "Customer first is a very strong value of XL in particular. Courage is a value that we both have. One Axa is essentially: How do we bring Axa and XL together to make it a combination that is more than just the individual pieces alone?"

Buberl doesn't have the answer to that question. Nor does he feel the need to.

"My task is not to command and control the execution of the integration," he said. "My task is to

create an environment, to create an inspiration, and to create the interest for these people to see that there is a new opportunity that hasn't existed beforehand."

The Next Chapter

Buberl decided recently to revisit his book. He wanted to see how closely aligned he is to what he wrote three years ago. Those chapters are a benchmark.

"I'm still about 90 percent aligned," he said.

As he read the book and thought about Axa's transformation, Buberl said he connected the dots. Integrity. Courage. Customer first. Teamwork. Those weren't just Axa's values. They were his.

"Integrity is very important to me," he said. "Being truthful to yourself, listening to feedback, being able to be confronted with things you should change. Courage is certainly a great value, and I think you've seen proof of that in the transformation of Axa. But courage also, in a way that if there are setbacks, you don't withdraw and say, 'I'm not doing this anymore,'"

One Axa, for Buberl, is about being a team player.

"I do believe that, yes, I am important in the game," he said. "But I'm not the most important. I'm just one piece in the puzzle. My task is not to bring all the answers. My task is to bring together, enable and facilitate."

Putting customers first was a value Buberl learned at the Boston Consulting Group.After his tree-cutting business failed, Buberl became a consultant, in hopes of finding an industry he could envision himself in. That led him to insurance. It also gave him a strong foundation of customer centricity.

"One interesting skill consultants have is they don't reinvent the world; they find a solution within the company," Buberl said. "So my strong belief and value is: The answer is always in yourself and the answer is always in the company. You need to go and search for it."

In today's Axa, Buberl doesn't need to search far for answers and ideas. Looking across the new company—whose operations are now 80% technical risks—he sees no shortage of resources. The next challenge will be to leverage that know-how, maximize the company's market leader positions, and deepen customer relationships. Buberl also wants to bring a peer-to-peer element into the business.

"The model that we envision, let's say in 10 years," Buberl said, "is to be an orchestrator of a community of insureds who have the same interests."

BR

That, however, is for another chapter.

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A Perfect

Key Points

Record-breaking: The broker M&A market continues to shatter records, fueled by an abundance of low-cost capital and private equity-backed firms.

The Impact: The consolidation of wholesale and independent brokers means enhanced resources for insurers, but reduced choice and potentially higher premiums.

Demand: White-hot demand is pushing valuations ever higher and convincing even young owners to sell.

Storm

A record wave of consolidation in the agent and broker space means enhanced service—and probably higher premiums.

by Jeff Roberts

or a few hours, the rumor shook an entire industry. Then it turned out to be no rumor at all. Aon, the world's second-largest insurance broker, confirmed its pursuit of rival Willis Towers Watson in March after a news outlet reported its interest in acquiring the \$24 billion firm.

It would have been the biggest merger ever. Aon understood that the stakes are rising in the distribution landscape. Marsh & McLennan—the largest broker on the planet—acquired U.K. giant Jardine Lloyd Thompson Group a few months earlier in a \$5.6 billion deal.And private equity-backed firms continue their buying spree.

Jeff Roberts is a senior associate editor. He can be reached at *jeff.roberts@ambest.com*.



But Aon's bid to become the biggest brokerage by revenue had leaked too early in the process. It abandoned an all-stock offer for the industry's thirdlargest broker the next day.

"You definitely pay attention when you see a combination of Marsh and JLT or the prospect of an Aon-Willis and what that would mean for the choice that's out there for the policyholder," said Stefan Holzberger, chief rating officer, AM Best.

The proposed megadeal was a microcosm of the unprecedented mergers and acquisitions activity in recent years among brokerages and agencies.

The record wave of consolidation is reshaping the way insurance is purchased—and which intermediaries control and place premium.

"What we're seeing is a prolonged perfect storm," said Timothy Cunningham, managing director of Optis Partners, a Chicago-based financial consulting firm specializing in the insurance industry.

"On one hand, you have a very well-capitalized group of buyers. On the other side, you have a pretty robust pipeline of sellers. And it's really led by the private equity-sponsored firms."

The lasting impact of this consolidation of wholesale and independent brokers is increased specialization and resources for clients, but less choice, observers say. Economies of scale, global footprints and value-added services have emerged as differentiators separating larger firms from smaller competition—and maybe even each other. Some predict those divides will only grow. "We expect continued consolidation within those top-tier firms that provide thought leadership and can afford to really invest in data analytics and other resources," said Bill Bohstedt, vice president of mergers and acquisitions for Arthur J. Gallagher & Co.'s retail brokerage operations. "We think they're going to be the long-term winners in the marketplace.

"It's going to be that much more difficult for the smaller agencies to compete in this era of specialization and data."

The new landscape means insurers will have closer partnerships with brokers that are more aligned with their needs across diverse product lines and geographies.

But it also spells pressure to raise rates as many firms—carrying debt from their acquisitions and greater leverage thanks to controlling more premium—will seek higher commissions and fees.

Carriers likely will pass the costs down to companies seeking property/casualty, employee benefits and personal lines coverage.

"When brokers have volume, they use it to leverage their position with insurance companies," Cunningham said. "So if it went from the 400-pound gorilla to the 800-pound gorilla, insurers might be getting more pressure to enhance commissions and give more supplementals."

The broker M&A market continues to shatter records, fueled by an abundance of low-cost capital,

Private Capital Fuels Broker M&A

Number of private equity-backed

broker M&A deals in 2018.

Source: MarshBerry

The calls come once a week to MarshBerry. They come once a month to Optis Partners. The callers are private capital-supported firms looking to invest in the brokerage and agency space. Not familiar players, but new entrants.

"Things are very, very hot," said Phil Trem, executive vice president of MarshBerry, a consulting and advisory firm in the insurance distribution space."We have a lot of interest from firms that want to sell and a significant amount of interest from firms that are trying to buy.

"So if one or two or even five of the buyers go away just through

consolidation, we don't believe it's going to hurt or impact the market."

The M&A boom that began among PE-backed buyers around 2012 continues, even if some experts predicted two years ago that transaction volume and valuations had peaked.

MarshBerry estimates there are more than

40 well-capitalized buyers actively shopping in the marketplace. Thirty-one are private equitysupported firms—up from 25 in 2017. They produced a 9% increase to 343 deals last year, a jump from 315 in 2017.

PE and hybrid firms—brokers that are privately owned but have a debt or credit line to facilitate acquisitions—accounted for about 20% of the total M&A activity in 2008.That proportion jumped to 68% in 2018, according to Optis Partners, a Chicago-based financial consulting firm specializing in the insurance industry.

"Why does private equity love this business so much? They see insurance distribution's cash flow is predictable, and it doesn't require any capital expenditures," said Timothy Cunningham, managing director of Optis Partners. "And when these firms get sold or recapitalized, they see the valuations that are occurring. That's a motivator."

rising valuations, rapidly evolving technology and the large appetites of private equity-backed firms.

The volume of transactions reached new heights in 2017 (611 transactions) in the United States and Canada, only to be eclipsed last year (631), Optis said.

MarshBerry, a consulting and advisory firm for the insurance distribution space, counted 580 announced brokerage transactions in 2018, a 4% increase from a record-breaking 557 in 2017.

And this year is on pace to surpass those totals, with deal activity increasing 30% in the first quarter year over year (161), the most active three-month period in the past decade.

"We have the highest volumes of transactions that we've ever seen as well as the highest valuations we've ever seen," said Phil Trem, executive vice president, MarshBerry. "We're getting to a point where we can't possibly fathom them going any higher.

"It's primarily driven by pure demand. The market has been so hot for so long. There's a lot of activity from buyers, and it's causing firms that weren't for sale to at least explore what's going on."

The consolidation leaves fewer alternatives to the Big Three—Marsh & McLennan, Aon and Willis Towers Watson.

Even well-established independent brokers such as Wortham Insurance and MHBT have been absorbed. Some were forced to sell because they couldn't compete with super-brokers boasting large geographic footprints and a wealth of resources.

Investors watched Goldman Sachs' private equity affiliate buy USI Holdings Corp. in 2007 for \$1.4 billion and then flip it in 2012 to Onex Corporation for \$2.3 billion.And they saw Apax Partners buy Hub International Limited in 2007 and sell it in 2013 for more than twice what it paid.

Those transactions—spanning the financial crisis and its aftermath—"proved to the market" there are opportunities to reap strong return relative to the risk, even in dire economic conditions, according to Trem.

But some question if the mass acquisitions by private equity-supported firms is a positive for the industry—or for the firms that have been bought.

The availability of cheap credit has been a huge driver of capacity and financing for most of the buyers in the marketplace, observers say. Many of the sales, especially among private equity-backed firms, are heavily leveraged.

It has allowed them to be aggressive and create significant returns for their investors.

But it could make them particularly sensitive to material changes in rates or credit availability.

"Maybe it doesn't stop until somebody can't make

Going Up

Number of U.S. insurance
broker M&A transactions.On pace
to reach
644 by
year end
2019.5557580161201720182017201810 2019

"The brokers over the last 10 years have strengthened their position in the value chain," Holzberger said. "With the consolidation that's taking place, there's still enough choice out there. There's still healthy competition."

For insurers and their end clients, the tsunami of mergers is largely benign despite the potential for higher rates, observers say.

With increased scale, brokers will offer carriers

their interest payments in the U.S," said Bill Bohstedt, vice president of mergers and acquisitions for Arthur J. Gallagher & Co.'s retail brokerage operations. "If they don't keep doing the mergers at the rate that they're doing and acquiring the cash flow to pay for them, then that becomes a problem."

Several purchases have been part of rollup strategies, where a private equity firm buys multiple small agencies and merges them to increase scale and reduce costs. But Bohstedt says many of the agencies do not reap the benefits of a large parent broker.

"They don't really invest in their companies in the way of resources because, frankly, they're so highly debt-laden, they have to use most of their profit to pay their quarterly interest payments," he said.

Others wonder if the newcomers will succeed in an industry driven by known producers.

"I'm not convinced these new entrants are going to get the traction that they anticipate unless they have some really good industry bona fides," Cunningham said. "The one thing sellers want is to partner with someone who knows the business."



and corporate clients enhanced efficiency, specialist expertise and value-added tools and services such as cat modeling, market analytics and consulting.

For many traditional buyers, the play is to build scale, diversify and strategically position themselves to become indispensable.

For sellers, the rising valuations in a heated market often make for offers impossible to refuse, especially for aging owners without succession plans and wholesalers facing the continued reduction of retailers' intermediary pools.

And for private equitysupported companies, the draw of 90% to 95% recurring revenue streams, impressive valuation multiples and a highly fragmented marketplace spell attractive investment opportunities.

"There's a lot of capital in the world looking for return," Trem said."And what I think is proven to investors is the insurance industry specifically is recession-resilient. In times when wallets are tight, people still were buying insurance.

"What investors have found

is the risk profile is very low relative to other types of return that can be found in the market."

New Landscape

The industry is being reshaped.

Consolidation has redefined the broker hierarchy in the U.S. and beyond, with many seeking to build up the capabilities and services they offer insurers.

Carriers want partners with greater size and scale that can offer global solutions, following their own geographic footprints.

They want brokers to understand the specific niches and risks of their businesses.

And they want value-added capabilities such as actuarial services, rating advisory and loss control. But adding services is expensive—amplifying brokers' need to expand.

The ultimate objective is to provide sophisticated service for primary and reinsurance businesses



"The brokers over the last 10 years have strengthened their position in the value chain. With the consolidation that's taking place, there's still enough choice out there. There's still healthy competition." **Stefan Holzberger** AM Best and corporate clients.

"You have large, multinational corporations, and they want to have a partner,"AM Best's Holzberger said. "They want to have a broker that can wrap their arms around their global businesses, have expertise in all of the different coverages that that policyholder, that corporation, needs to have covered.

"It's a tight margin business, so the bigger and broader you are, the more synergies you can create, you can bring that overall expense load down."

And by strengthening their relationships with insurers, brokers are building leverage.

Fund managers of insurance-linked securities are directly competing with traditional insurers and reinsurers.The influx of capital has placed pressure on rates and gives policyholders and insurers choice.

"There's a lot of rungs on that ladder across the value chain, and some risk is getting transferred directly to the capital markets," Holzberger said.

The stronger their relationships, the less likely brokers are to be

disintermediated. In return, "all the brokers—big and small—have to raise their game," Holzberger said.

Many brokers also view M&A as a growth strategy and strategic opportunity, especially as insurers continue to reduce their distribution forces.

"They're narrowing that supply chain of independent agents because they want to really get tight with the people who have given them good, quality business and have control of that business," Gallagher's Bohstedt said.

How do they gain further control? One way is to acquire those agencies. However, there is a downside to large-scale consolidation.

The more brokers control, the more compensation they will demand. If fees and commissions rise, insurers will have to pass that on to customers given the thin margin in underwriting results.

Meanwhile, wholesale and independent firms continue to be consolidated. Regional power Wortham

was dominant in Houston, then Marsh bought it last year. MHBT was a staple in Dallas, then Marsh bought it in 2015. Barney & Barney was formidable in San Diego, then Marsh bought it in 2014.

"Some customers really want other options," said Jack Kuhn, CEO, Global Insurance, Sompo International, in an ^{AM}BestTV panel at the 2019 RIMS Annual Conference & Exhibition in Boston."That was one of the things that JLT played upon, was having an alternative to the Big Three.

"There will be clients that might be looking for some of that. I think that's where the unique opportunity is going to be in the distribution side. Who now fills that void?"

Startups have been emerging, such as AssuredPartners, run by former Brown & Brown executives Jim Henderson and Tom Riley. It markets itself as an alternative to the megabrokers.

And many expect regeneration by owners that sold to larger brokers and from those who opted out of working for new buyers. But it's a challenging environment.

"The consolidation at the distribution level, at the broker level is leading to a situation where it's hard to be midsize," said Lex Baugh, CEO North America General Insurance, AIG, in the panel at RIMS. Yet, the industry remains a producer-driven business. And as long as producers continue serving their corporate clients, those customers don't care what company name is embossed on the business card.

"The landscape has changed," Optis' Cunningham said. "I told my insurance company friends three or four years ago, 'Be prepared. You might have 20 to 30 fewer agencies. And I think your distribution system might actually be a bit more efficient as a result."

A Buyer Case Study

Brokers are buying more than just revenue. They're buying scale.Talent.And specialty expertise. For Gallagher, growth through mergers is more than just its blueprint. It's practically a philosophy.

"This is part of our DNA," Bohstedt said. "This is a very successful part of our growth strategy."

It shows. Since 2000, Gallagher has acquired more than 500 companies, Bohstedt said. It made 36 mergers in 2018 and 10 in the first quarter of 2019 the most by a public broker, according to Optis.

Like other traditional brokers active in the market, Gallagher is seeking to improve efficiency, expand its knowledge base and diversify its offerings.

These factors are increasingly critical given the range of challenges facing corporates and insurers.



Save the Date!

AM Best analysts will discuss innovation, benchmarking and ratings trends at this complimentary annual event.







"When brokers have volume, they use it to leverage their position with insurance companies. So if it went from the 400-pound gorilla to the 800-pound gorilla, insurers might be getting more pressure to enhance commissions and give more supplementals."

Optis Partners

"As the larger firms are maturing, they're beginning to build out industry niches or verticals," Cunningham said.

Many firms also seek to expand as threats continue to emerge in their core markets.

Premium growth and investment returns remain weak. Public companies are becoming larger, but fewer in number, while technology is reducing staffing needs—and therefore limiting demand.

And an excess of capital in the market only exacerbates that pressure.

Meanwhile, a tight labor market and industry talent gap are driving a trend to acquire "human capital," especially young, emerging leaders.

"There is a brewing capital crisis in the insurance distribution space: The need for new talent," MarshBerry's Trem said. "The larger organizations are struggling with the talent gap as well. They're buying people. They're buying human capital and expertise."

Gallagher is one of those firms.

"We're buying brains, is really what we're doing," Bohstedt said. "We're acquiring really good firms that have been successful over a number of years and have good talent—often good younger talent."

A few years ago, Bohstedt was the only person at Gallagher solely focused on M&A sourcing among U.S. retail P/C agencies. Since then, he has added six staffers to assist in domestic retail P/C sourcing efforts.

The M&A philosophy is the same in Gallagher's employee benefits and wholesale divisions and in its international operations, said Ray Iardella, vice president of investor relations.

The Sellers

48

The client wasn't interested in selling.

He was only in his mid-40s and had no plans to unload his firm. But he saw the rising valuations in the industry and asked MarshBerry if he should investigate a sale just in case.

Then came an offer. The client would have needed

to work into his 60s to earn what was proposed.

There wasn't much to consider. The client sold three years ago.

White-hot demand is pushing valuations ever higher and convincing even young owners and those with internal perpetuation options to consider selling externally.

"The valuations have gotten so high that it's hard to ignore them,"Trem said. "And buyers are flocking to the market.

"The demand is so aggressive that you can literally pick your solution and still get a really high value much higher than what you likely would have seen five to 10 years ago."

But others sell because they have no choice.

Large retail brokers have been reducing their pools of wholesale intermediaries for at least five years to control the market and push up commissions. Some have been squeezed out, as retailers pivot to larger platforms for increased efficiency and margins.

Others are selling because they're unable to afford the rising costs of evolving technology and recruiting and retaining scarce talent.

And many independent owners are approaching retirement age, opting to sell because they don't have succession plans. Thirty to 40% of brokerages and agencies are owned by baby boomers, Cunningham said.

But as the unprecedented frenzy of deals continues to spiral upward, several observers ask: Has the wave of M&A finally peaked—and will it end with a crash?

"That is the \$20 million question," Bohstedt said. "It really appeared as if multiples couldn't go any higher, and there wouldn't be more players coming in because it's so saturated. But that continues.

"At some point, the merry-go-round has got to stop." MarshBerry envisions not a bursting bubble but a "new normal," thanks to private capital,Trem said.

"We don't believe values are going to drop back where they were 10 years ago," he said, "but we do think that there's going to be some kind of market correction."

Hub jumps three spots to No. 5 and Epic Insurance Brokers & Consultants debuts in the top 20.

by Jeff Roberts

ergers and consolidation. Consolidation and mergers. The white-hot mergers and acquisitions market continued unabated in a record-breaking 2018. An unprecedented 631 transactions in the United States and Canada were tracked last year, according to Optis Partners, a Chicago-based financial consulting firm specializing in the insurance industry.

MarshBerry, a consulting and advisory firm for the insurance distribution space, counted 580 announced U.S. brokerage transactions in 2018, a 4% increase from a then-record 557 in 2017.

The M&A activity reshaped the landscape as *Best's Review* presents its annual ranking of the top global insurance brokers, based on 2018 total revenue.

Marsh & McLennan Cos. (\$14.95 billion in total revenue last year),

Aon (\$10.77 billion), Willis Towers Watson (\$8.61 billion) and Arthur J. Gallagher & Co. (\$6.93 billion) maintained their positions among the top four.

The marquee deal of 2018 was MMC's acquisition of Jardine Lloyd Thompson Group plc in September in a \$5.6 billion merger. It was completed in April 2019.

Jeff Roberts is a senior associate editor. He can be reached at jeff.roberts@ambest.com.

Top 20 Global Brokers

Ranked by 2018 Total Revenue

2018 lanking	2017 Ranking	Broker	2018 Total Revenue
1	1	Marsh & McLennan Cos.	\$14.95 billion
2	2	Aon Plc.	\$10.77 billion
3	3	Willis Towers Watson	\$8.61 billion
4	4	Arthur J. Gallagher & Co.	\$6.93 billion
5	8	Hub International Ltd.	\$2.15 billion
6	5	BB&T Insurance Holdings Inc.	\$2.03 billion
7	6	Brown & Brown Inc.	\$2.01 billion
8	7	Jardine Lloyd Thompson Group plc	\$1.94 billion
9	10	Lockton Inc.	\$1.72 billion
10	9	USI Insurance Services	\$1.68 billion
11	13	Acrisure LLC	\$1.40 billion
12	11	Alliant Insurance Services Inc.	\$1.35 billion
13	12	NFP Corp.	\$1.25 billion
14	15	AssuredPartners Inc.	\$1.23 billion
15	14	AmWINS Group Inc.	\$1.09 billion
16	16	CBIZ Inc.	\$922 million
17	19	Hyperion Insurance Group	\$887 million
18	17	The Ardonagh Group	\$849.14 million
19	18	AmeriTrust	\$632.18 million
20	_	Epic Insurance Brokers & Consultants	\$589.01 million

JLT stood at No.8 in this year's ranking, its final appearance, with \$1.94 billion in total revenue.

MMC reported deploying an additional \$1.1 billion across 23 transactions in 2018, including Marsh's acquisition of Wortham Insurance.

"The need for specialist advice has never been greater as clients deal with the increasing size, complexity and range of business challenges,"

(Continued on page 52)



1. Marsh & McLennan Cos.

Headquarters: New York Revenue 2018: \$14.95 billion Top Executive: Daniel S. Glaser, president and CEO

Top Lines: Insurance and reinsurance broking; human resource consulting; management consulting

Developments in 2018: Risk and insurance services (Marsh and Guy Carpenter) revenue

increased 8% to \$8.2 billion in 2018, while consulting (Mercer and Oliver Wyman) revenue increased 5% to \$6.8 billion. Announced plans in September to acquire UK-based Jardine Lloyd Thompson Group plc for \$5.6 billion. The acquisition was completed in April 2019. Deployed an additional \$1.1 billion of capital across 23 transactions, including Marsh's acquisition of Houston-based Wortham Insurance, and Mercer's acquisition of Pavilion Financial and Summit Strategies. Marsh & McLennan Agency added seven agencies. Launched Bluestream, Marsh's digital broking platform for the affinity market, and Guy Carpenter's GC Genesis, a proprietary advisory offering on insurtech.

2. Aon Plc.

Headquarters: London Revenue 2018: \$10.77 billion Top Executive: Greg Case, CEO Top Lines: Commercial risk; retirement and health solutions

Developments in 2018: Aon adopted a single P&L, embraced a single brand, announced a global Aon Operating Committee overseen by co-presidents and created a New Ventures

Group to accelerate innovation. The firm delivered accelerated organic revenue growth, record operating margin, and adjusted earnings per share of \$8.16.

3. Willis Towers Watson

Headquarters: London, Arlington, Va. Revenue 2018: \$8.61 billion Top Executive: John Haley, CEO Top Lines: Human capital and benefits; corporate risk and broking; investment, risk and reinsurance; benefits delivery and administration

Developments in 2018: Total revenue increased 5% to \$8.61 billion, led by the



4. Arthur J. Gallagher & Co.

Headquarters: Rolling Meadows, Ill. Revenue 2018: \$6.93 billion Top Executive: J. Patrick Gallagher Jr., chairman, president and CEO Top Lines: Property, casualty, commercial

auto, professional liability, workers' compensation

Developments in 2018: Completed 48 acquisitions with estimated annualized revenues of \$340 million.



Adopted a new revenue recognition accounting standard using the full retrospective method to restate each prior reporting period presented. Accordingly, all 2017 amounts were restated from previously reported information. The retail insurance brokerage operations accounted for 84% of the brokerage segment revenues in 2018. The retail brokerage operations place nearly all lines of commercial property/casualty and health and welfare insurance coverage. Wholesale insurance brokerage operations accounted for 16% of brokerage segment revenues in 2018.

5. Hub International Ltd.

Headquarters: Chicago Revenue 2018: \$2.15 billion Top Executive: Marc Cohen, president and CEO Top Lines: Commercial; employee benefits; personal

Developments in 2018: Secured a substantial minority investment from funds managed by Altas Partners; acquired more than 65 brokerages; introduced new



specialty products: hospitality captive, cannabis insurance and risk services, mortgage impairment insurance and umbrella/ excess risk purchasing group; launched strategy to assemble best-in-class capabilities and entrepreneurial talent across Canada to offer clients a complete employee benefits and pension solution—since launch, Hub has acquired 13 Canadian brokerages; increased focus on retirement services to round out employee benefit solutions.

6. BB&T Insurance Holdings Inc.

Headquarters: Parsippany, N.J. Revenue 2018: \$2.03 billion Top Executive: John M. Howard, chairman and CEO

Top Lines: Commercial property/casualty; employee benefits; life

Developments in 2018: Developed and implemented transformational operating model that reflects differentiation of BB&T



Insurance Holdings; closed on Regions Insurance acquisition in July, rebranded its middle market retail group to McGriff Insurance Services and formed new retail division structure designed to enable ongoing growth; strong sales culture drove 6% organic revenue growth; focused on margin improvement through operational efficiencies and invested in key technologies and automation for improved customer experience and capture future growth opportunities.

7. Brown & Brown Inc.

Headquarters: Daytona Beach, Fla. Revenue 2018: \$2.01 billion

Top Executive: J. Powell Brown, president and CEO

Top Lines: Middle and upper middle-market property/casualty, employee benefits, personal and professional lines—retail, national programs, wholesale and specialty third-party administrative services



Developments in 2018: Surpassed \$2 billion annual revenue goal with growth of 7.1% and 2.4% organic growth, with margins of over 30%. Completed 23 acquisitions with annualized revenue of about \$323 million. Hayes Companies was largest acquisition in company history. Invested in technology and launched new capabilities to provide risk management solutions.

8. Jardine Lloyd Thompson Group plc

Headquarters: London Revenue 2018: \$1.94 billion Top Executive: Dominic Burke, Group CEO Top Lines: Specialist insurance products; captive management; capital raising and corporate finance advice; pension administration; trustee and corporate and benefits consulting; wealth and investment management; pension software



Developments in 2018: Reorganized into three global divisions: specialty, reinsurance and employee benefits. It also began its Global Transformation Programme, which is expected to achieve US\$51 million in annual savings by 2020. The company acquired International Risk Consultants, a credit risk and political risk broker; Chartwell Healthcare, a private medical insurance company in the U.K. SME sector; Moola, a digital savings and investment platform; and Owl Marine Insurance Brokers, a specialist broker for hull and machinery protection and indemnity insurance. In September, Marsh & McLennan Companies announced a bid for JLT for an estimated enterprise value of \$6.4 billion, which was approved by shareholders in November. The acquisition was completed in April 2019.

9. Lockton Inc.

Headquarters: Kansas City, Mo. Revenue 2018: \$1.72 billion Top Executive: David M. Lockton, chairman Top Lines: Risk management (property/ casualty insurance), employee benefits, retirement services, affinity programs Developments in 2018: Launched Lockton Capital Markets to facilitate investment

banking and capital markets transactions



focused on the convergence between insurance and alternative capital. Named Said Taiym executive vice president, chief digital officer; Julie Gibson senior vice president, director of marketing, communications and external affairs; and Mark Moitoso executive vice president, risk practices leader.

10. USI Insurance Services

Headquarters: Valhalla, N.Y. Revenue 2018: \$1.68 billion Top Executive: Michael J. Sicard, chairman and CEO

Top Lines: Commercial property/casualty, employee benefits, personal risk, retirement solutions, programs/wholesale

Developments in 2018: Saw a continuation of strong organic growth, heavy investments in top

industry talent, innovation and investment in technology, and strategic expansion through partnership transactions across the country.

11. Acrisure LLC

Headquarters: Caledonia, Mich. Revenue 2018: \$1.40 billion Top Executive: Greg Williams, president and CEO

Top Lines: Commercial (60%) employee benefits (29%) personal (11%) **Developments in 2018:** Expanded by partnering with 102 agencies and international

expansion of the firm. Product expansion continued in property/casualty as well as employee and voluntary benefits and specialty offerings. Key internal efforts included the build-out of Acrisure Partner Solutions and the related internal product development, data and analytic initiatives.

12. Alliant Insurance Services Inc.

Headquarters: Newport Beach, Calif. Revenue 2018: \$1.35 billion Top Executive: Thomas W. Corbett, chairman and CEO Top Lines: Property/casualty (specialty vertical niches and middle market); personal lines; employee benefits; retirement services; underwriting Developments in 2018: Continued

expansion through organic growth,



acquisitions and the procurement of top brokerage talent. Grew to encompass more than 3,600 employees in more than 100 offices throughout the United States. Completed seven acquisitions, including: CLS Partners, Crystal & Company, Dumortier Risk Management, Engel Agency, Harbor Group Consulting, Hecht & Hecht and Zande Group.

13. NFP Corp.

Headquarters: New York Revenue 2018: \$1.25 billion Top Executive: Doug Hammond, chairman and CEO

Top Lines: Property/casualty, corporate benefits, individual solutions

Developments in 2018: Experienced growth in key markets throughout the United States and Canada. Completed 40 acquisitions while



seeing considerable growth in the P/C line of business and steady expansion in the corporate benefits and individual solutions (wealth management and life insurance) divisions. Established an innovation lab and venture fund to advance ideation and deliver new solutions focused on the dynamic needs of clients and prospects. Advanced diversity and inclusion to drive talent acquisition and retention and reinforced its commitment to elevating women in leadership positions. Hit a key milestone by exceeding more than 5,000 employees worldwide.

14. AssuredPartners Inc.

Headquarters: Lake Mary, Fla. Revenue 2018: \$1.23 billion

Top Executive: Jim Henderson, chairman and CEO

Top Lines: Commercial property/casualty with a focus on senior living, aerospace, transportation, professional liability and real estate. Employee benefits for large and small employers. Personal lines.



Developments in 2018: Continued growth with the addition of 42 acquisitions. Many of the new acquisitions were focused on our current specialty markets. Expansion into new regions and specialties with continued investments in producer training and mentoring programs.

15. AmWINS Group Inc.

Headquarters: Charlotte, N.C. Revenue 2018: \$1.09 billion Top Executive: Scott M. Purviance, CEO Top Lines: Commercial property/casualty; employee benefits; niche programs Developments in 2018: Generated organic growth of approximately 12% and continued to develop more proprietary capacity and products for our retail broker clients.





16. CBIZ Inc.

Headquarters: Cleveland Revenue 2018: \$922 million Top Executive: Jerome P. Grisko Jr., CEO, president

Top Lines: Group health benefits, property/casualty insurance, retirement plan consulting, payroll, human resources consulting services

Developments in 2018: In the benefits and



insurance services segment, retirement planning, property/ casualty, and payroll services all performed well. The group health benefits business continued its positive trend, and at the same time, there was an increased focus on hiring and developing additional producers. Investments were made in new technologies to support our growing business and to meet the evolving needs of our clients both today and in the future. A new national branding campaign was launched in our major markets throughout the United States.

17. Hyperion Insurance Group

Headquarters: London Revenue 2018: \$887 million Top Executive: David Howden, CEO Top Lines: Broking divisions Howden and RKH, underwriting division DUAL, and data and technology business, Hyperion X Developments in 2018: Made a number of investments to strengthen product and distribution capabilities both geographically



and in terms of specialist market positions. Expanded the retail broking operations in Turkey with its investment in insurance broker ACP to form Howden ACP. DUAL Italia acquired Synkronos Italia. Expanded retail broking operations in Asia with an investment in International Planning Group to form IPG Howden. The Group acquired a 9.9% share in Apollo Partners LLP. Howden expanded its lbero-American operations with its investment in top-five Mexican broker, Grupo Ordás, in Mexico City, to form Grupo Ordás Howden. Operational highlights: The equity investment by Caisse de dépôt et placement du Québec completed. CDPQ joined as a long-term investor alongside General Atlantic and our employee

(Continued from page 49)

President and CEO Daniel S. Glaser said in an April conference call.

Hub International Ltd. (\$2.15 billion) was the biggest riser, jumping to No. 5 from No. 8 in last year's *Best's Review* ranking. The Chicago-based commercial, employee benefits and personal lines broker acquired more than 65 U.S. brokerages in 2018 and 13 in Canada.

Another active mover was Acrisure LLC (\$1.40 billion), which rose to No. 11 from No. 13 and from No. 18 in 2016. Last year, the Caledonia, Michigan-based commercial, employee benefits and personal lines broker partnered with 102 agencies.

Mergers & Acquisitions

MMC, Hub and Acrisure are hardly the only brokers pursuing mergers.

Gallagher completed 48 deals, acquiring \$340 million in estimated annualized revenues. No. 7 Brown & Brown Inc. completed 23 acquisitions shareholders. Launched Hyperion X to develop key areas of data, analytics and digital platform delivery.

18. The Ardonagh Group

Headquarters: London Revenue 2018: \$849.14 million Top Executive: David Ross, CEO Top Lines: Corporate, advisory, retail and wholesale insurance broking, health care, digital distribution, specialist underwriting Developments in 2018: Reshaped portfolio through the acquisition of Swinton, a

personal lines brand, and the disposal of the



claims and commercial MGA businesses. Largely completed the turnaround of the Towergate business that the current shareholders, board and management team inherited in 2015.

19. AmeriTrust

Headquarters: Southfield, Mich. Revenue 2018: \$632.18 million Top Executive: Kenn R. Allen, president and CEO

Top Lines: Workers' compensation, general liability, auto liability and property coverages **Developments in 2018:** Retail agent appointments, new product development and enterprise risk management.



20. Epic Insurance Brokers & Consultants

Headquarters: San Francisco Revenue 2018: \$589.01 million Top Executive: Peter Garvey, CEO Top Lines: Workers' compensation, commercial package, medical, commercial property and commercial auto Developments in 2018: Acquired Vanbridge LLC and Integro USA. Selected



as broker/program administrator for the American Council of Engineering Companies Business Insurance Trust. Steve Denton appointed president of Epic Holdings Inc.

with annualized revenue of about \$323 million. No. 13 NFP Corp. completed 40 acquisitions. And No. 14 AssuredPartners Inc. made 42 deals.

Making a Debut

Epic Insurance Brokers & Consultants cracked the ranking at No. 20 with revenue of \$589.01 million. Last year, the San Francisco-based workers' compensation, commercial package, medical, commercial property and commercial auto lines broker acquired Vanbridge LLC and Integro USA. It also appointed Steve Denton as president.

The Deal That Almost Was

The entire landscape could have shifted in March 2019 when No. 2 Aon announced it was considering an all-stock offer of No. 3 Willis Towers Watson. The merger quickly fell through.

It might have propelled Aon ahead of Marsh into the top spot in the 2020 *Best's Review* rankings.

ELEADERS

A 120-year-old fire and casualty insurer joined the ranks of companies that have maintained a Best's Financial Strength Rating of A or higher for at least 75 years.

by Lori Chordas



fter building successful insurance operations around the globe, Cornelius Vander Starr turned his attention to the American market. Starr, the founder of what is now American International Group, had laid the foundation for an empire by launching operations

Lori Chordas is a senior associate editor. She can be reached at *lori.chordas@ambest.com*.

EADERS

Property/Casualty Insurers Rated A or Higher for 75 Years

		First	A or	A or Better	
		Year	Better	Consecutive	
AMB#	Company Name	Rated	Since	Years	Rating
002349	AIG Property Casualty Co	1907	1928	91	А
002176	American Automobile Ins Co	1915	1933	86	A+
002022	American Family Mutual Ins Co	1931	1939	81	Α
	American Home Assurance Co	1906	1944	75	Α
002177	American Insurance Company	1907	1934	85	A+
002287	American States Insurance Co	1930	1930	89	А
002162	Amica Mutual Insurance Co	1922	1922	98	A+
002178	Associated Indemnity Corp	1926	1939	80	A+
002054	Cambridge Mutual Fire Ins Co	1923	1935	84	A+
002128	Continental Casualty Company	1922	1922	97	A
002249	COUNTRY Mutual Insurance Co	1931	1931	88	A+
000228	CSAA Insurance Exchange	1927	1927	92	A A
002276	Economy Fire & Casualty Co	1922 1928	1939 1939	80 80	A A+
000348 002097	Erie Insurance Exchange Euler Hermes NA Insurance Co	1920	1939	97	A+ A+
002097	Farmers Mutual Ins Co of NE	1922	1922	97	A
	Federal Insurance Company	1907	1907	112	A++
	Federated Mutual Ins Co	1920	1934	86	A++
000387	Fidelity and Deposit Co of MD	1922	1922	97	A+
002179	Fireman's Fund Insurance Co	1918	1924	95	A+
002446	First National Ins Co of Amer	1929	1929	90	А
002447	General Ins Co of America	1926	1926	93	А
002198	General Reinsurance Corp	1925	1928	92	A++
000414	Germantown Mutual Ins Co	1922	1923	96	Α
002360	Granite State Insurance Co	1907	1925	94	А
002213	Great American Insurance Co	1908	1908	111	A+
002085	Great Northern Insurance Co	1923	1923	96	A++
002230	Hartford Accident & Indem Co	1922	1922	97	A+
002229	Hartford Casualty Ins Co	1930	1930	89	A+
002231	Hartford Fire Insurance Co	1907	1907	112	A+
000465	Hartford Steam Boiler I & I	1922	1922	98	A++
	Hartford Underwriters Ins Co	1926	1926 1937	93	A+
002361	Illinois National Insurance Co Insurance Co of the State PA	1926 1907	1937	82 85	A
	Lititz Mutual Insurance Co	1907	1934	87	A
000000000000000000000000000000000000000	Merrimack Mutual Fire Ins Co	1932	1920	99	A A+
000662	Montgomery Mutual Ins Co	1922	1925	94	A
000149	Munich Reinsurance America Inc	1922	1923	96	A+
003260	Mutual Assurance Society of VA	1922	1933	87	A
002129	National Fire Ins Hartford	1907	1914	105	A
002182	National Surety Corporation	1922	1937	82	A+
002351	National Union Fire Ins Co PA	1907	1934	85	Α
002357	Nationwide Mutual Fire Ins Co	1938	1938	81	A+
002358	Nationwide Mutual Ins Co	1929	1929	90	A+

across Asia and in France, Italy, Germany and the United Kingdom. But he wanted to expand in the American market. In 1952, he acquired Globe and Rutgers Fire Insurance Co. and its subsidiary, American Home Fire Assurance Co., to broaden his domestic market presence.

American Home Assurance, the rebranded name of Globe and Rutgers, joined 66 other property/casualty companies that have stood the test of time by retaining an A or higher Best's Financial Strength Rating for at least 75 years.

Globe and Rutgers was created at the turn of the 20th century as a fire and casualty insurer. Over the years, the company grew its portfolio to also include business lines of insurance such as workers' compensation, wholesale umbrella and catastrophic risk. The company also underwrites policies for consumer electronics to be covered under manufacturer and retailer warranties.

In 2018, the New York Citybased company, a subsidiary of AIG, had more than \$24.7 billion in assets and \$5 billion in earned premiums, according to AM Best.

On the life/health side, 17 companies retained an A or higher Best's Financial Strength Rating for at least 75 years.

Another group of 18 life/ health companies kept their A or higher rating intact for a half-century or more.

Fifty-seven property/ casualty companies held that title in 2018.

Property/casualty insurers Federal Insurance Co., Hartford Fire Insurance

(Continued on page 55)

Co. and New Hampshire Insurance Co. all have 112 consecutive years with an A or higher rating.

On the life/health side, Principal Life Insurance Co., The Northwestern Mutual Life Insurance Co., Penn Mutual Life Insurance Co. and Prudential Insurance Company of America maintained their A or higher rating from AM Best for 91 consecutive years.

Indiana Farmers Mutual Insurance, Westfield National Insurance and USAA Casualty Insurance were newcomers to the list of property/ casualty companies with an A or higher rating for at least 50 years.

The oldest of the three is Indiana Farmers Mutual, founded in 1877 by the state grange under the Farmers Mutual Law of Indiana to provide insurance for farm properties. In 1968, the company restructured as a mutual insurer under the Indiana insurance code.

Over the years, Indiana Farmers Mutual acquired a handful of companies including Indiana Mutual Hail Insurance Co., Gibson Warrick and Vanderburgh County Farmers Mutual Insurance and the Farmers Mutual Fire Insurance Company of LaPorte, Indiana. Several small local farm mutuals also were merged into Indiana Farmers Mutual.

This year, Indiana Farmers Mutual announced plans to expand into Illinois, marking the company's first excursion beyond its home state.

Westfield National Insurance opened its doors in 1968 under the parent company Ohio Farmers Insurance Co., which

Property/Casualty Insurers Rated A or Higher for 75 Years

(Continued from page 54)

		First Year	A or Better	Consecutive Years Rated	
AMB#	Company Name	Rated	Since	A or Better	Rating
002363	New Hampshire Insurance Co	1907	1907	112	А
000694	New Jersey Manufacturers Ins	1922	1934	86	A+
000700	New York Central Mutual Fire	1925	1936	84	Α
002381	Ohio Farmers Insurance Co	1911	1935	84	А
003152	Otsego Mutual Fire Ins Co	1926	1938	82	A+
002385	Pacific Indemnity Company	1928	1928	91	A++
002394	Peerless Insurance Company	1922	1922	97	Α
000320	Pharmacists Mutual Ins Co	1922	1922	97	Α
003112	Philadelphia Contributionship	1922	1922	98	Α
000796	Quincy Mutual Fire Ins Co	1922	1922	97	A+
000826	Selective Ins Co of America	1930	1930	89	Α
002452	St. Paul Fire & Marine Ins Co	1926	1926	93	A++
002477	State Farm Fire & Casualty Co	1939	1939	80	A++
002479	State Farm Mutual Auto Ins Co	1927	1929	90	A++
002131	Transportation Insurance Co	1941	1941	78	Α
000918	Tri-State Insurance Co of MN	1927	1927	92	A+
002359	21st Century Pacific Ins Co	1922	1936	84	Α
002235	Twin City Fire Insurance Co	1916	1921	98	A+
000934	United Services Auto Assn	1927	1927	93	A++
002086	Vigilant Insurance Company	1943	1943	76	A++
000974	Western Surety Company	1922	1935	84	Α
002382	Westfield Insurance Company	1930	1934	85	А
	Westport Insurance Corp	1922	1922	97	A+

Source: AM Best data and research. Ratings as of May 16, 2019

Property/Casualty Insurers Rated A or Higher for 50 Years

		First Year	A or Better	Consecutive Years Rated	
AMB#	Company Name	Rated	Since	A or Better	Rating
002005	Alfa Mutual Insurance Company	1953	1953	67	Α
002014	AMCO Insurance Company	1960	1960	59	A+
002186	America First Insurance Co	1966	1966	53	Α
002127	American Cas Co Reading, PA	1922	1949	70	Α
002065	American Commerce Insurance Co	1951	1968	51	Α
002286	American Economy Insurance Co	1960	1960	59	Α
002049	American Security Insurance Co	1950	1952	67	Α
002023	American Standard Ins Co of WI	1967	1967	53	Α
002290	American States Ins Co of TX	1956	1956	63	Α
000188	Auto-Owners Insurance Co	1922	1968	51	A++
000203	Barnstable County Mut Ins Co	1922	1949	71	Α
002053	Bay State Insurance Company	1956	1956	63	A+

(Continued on page 56)



Property/Casualty Insurers Rated A or Higher for 50 Years

(Continued from page 55)

		First Year	A or Better	Consecutive Years Rated	
AMB#	Company Name	Rated	Since	A or Better	Rating
000259	Church Mutual Insurance Co	1950	1951	68	A
000258	Cincinnati Insurance Company	1955	1955	65	A+
004000	Commerce and Industry Ins Co	1958	1958	61	A
000971	Continental Western Ins Co	1918	1951	68	A+
000354	Farm Bureau Prop & Cas Ins Co	1946	1946	73	A
002395	Farmers Automobile Ins Assn	1931	1960	59	Α
003073	Generali USB	1957	1957	63	А
000422	Grange Insurance Company	1940	1968	52	А
003521	Great American Alliance Ins Co	1950	1967	52	A+
002004	Great American Assurance Co	1908	1951	68	A+
002210	Great American Ins Co of NY	1918	1949	70	A+
000464	Hastings Mutual Insurance Co	1928	1961	59	Α
000900	Hawkeye-Security Insurance Co	1967	1968	51	Α
003030	Hiscox Insurance Company Inc	1958	1967	53	Α
002251	Indiana Farmers Mutual Ins	1933	1969	50	Α
002542	Inland Insurance Company	1965	1966	54	Α
000540	Kentucky Farm Bureau Mutual	1949	1949	71	Α
002350	Lexington Insurance Company	1966	1966	53	Α
002284	Lightning Rod Mutual Ins Co	1962	1962	57	Α
000594	Merchants Bonding Co (Mutual)	1953	1958	62	Α
000595	Mercury Casualty Company	1967	1967	52	Α
002323	Midwestern Indemnity Company	1956	1956	63	Α
002540	Mount Vernon Fire Ins Co	1960	1960	59	A++
002428	National Fire & Marine Ins Co	1954	1954	65	A++
002429	National Indemnity Company	1947	1953	66	A++
002393	Netherlands Insurance Co	1906	1949	70	Α
000708	North Carolina Farm Bureau Mut	1958	1963	57	Α
000714	North Star Mutual Ins Co	1953	1953	66	A+
003111	Phila Contributionship Ins Co	1961	1961	59	Α
008600	Pioneer State Mutual Ins Co	1962	1962	58	A+
002407	Progressive Casualty Ins Co	1960	1967	52	A+
002448	Safeco Ins Co of America	1955	1955	64	Α
002453	St. Paul Mercury Insurance Co	1968	1968	51	A++
002050	Standard Guaranty Ins Co	1962	1962	57	Α
002476	State Farm County Mutual of TX	1961	1961	58	A++
003263	Swiss Reinsurance America Corp	1945	1945	74	A+
000886	Tennessee Farmers Mutual Ins	1953	1954	65	A+
002532	Union Insurance Company	1921	1951	68	A+
002541	United States Liability Ins Co	1922	1955	64	A++
002543	Universal Surety Company	1952	1952	68	Α
002297	Universal Underwriters Ins Co	1955	1955	64	A+
004049	USAA Casualty Insurance Co	1970	1970	50	A++
002132	Valley Forge Insurance Co	1948	1950	69	Α
002285	Western Reserve Mutual Cas	1955	1960	59	Α
004043	Westfield National Ins Co	1969	1969	50	Α

Source: AM Best data and research. Ratings as of May 16, 2019

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was founded in 1848 by community-minded farmers to insure their farms. Today, Westfield National Insurance is a multiline provider of business property and liability, personal lines and agribusiness insurance, along with surety bonds. The parent company has more than \$5.6 billion in consolidated assets, according to Westfield.

Also in 1968, USAA Casualty Insurance Co. was incorporated under the laws of Texas as United Services Casualty Insurance Co. It changed its name to USAA Casualty Insurance Co. on Dec. 2, 1970. The company is a subsidiary of United Services Automobile Association, which was founded in 1922 by 25 U.S. Army officers who joined together to insure one another.

In July 1990, USAA Casualty Insurance Co. merged with USAA Casualty Insurance Company of Florida and redomesticated from San Antonio to Tampa, Florida. At the turn of the 21st century, the company, which offers auto, home, boat and business insurance, returned to its Texas roots and reverted to its original name, USAA Casualty Insurance Co.

On the life/health side, North American Company for Life and Health Insurance joined the ranks of companies with an A or higher rating for 50 years or more.

The 133-year-old company, which at the time of its founding was known as North American Accident Association, began as a mutual assessment company. It later reincorporated as a stock company. In 1967, the company was renamed North American Company for Life and Health Insurance, a title it still holds today.

North American was a pioneer in offering disability insurance for women, issuing its first policy in 1918. In 1984, the company introduced its first universal life product and later expanded its offerings to include fixed annuities.

In 1996, Sammons Enterprises Inc. acquired the Illinois-based company. In 2007, North American Company for Life and Health was redomesticated to Iowa.

113-Year Tradition

For 113 years, AM Best has been issuing Financial Strength Ratings or opinions on the ability of individual insurers to pay claims on the coverage they have underwritten.

A select group of carriers has consistently maintained strong Financial Strength Ratings for the past 50 and 75 years.

To identify the companies with the longest record of consistent financial strength, Best's analysts pored over the rating agency's proprietary data—primarily *Best's Key Rating Guides* and *Best's Insurance Reports*—to accumulate and verify ratings and other pertinent data dating back to 1905.

AM Best's Rating Scale has changed over time in an ongoing effort to increasingly distinguish the relative financial strength of insurers and adapt to changes in the insurance industry.

Therefore, in certain

Life/Health Insurers Rated A or Higher for 75 Years

		First Year	A or Better	Consecutive Years Rated	
AMB#	Co Name	Rated	Since	A or Better	Rating
006087	American National Ins Co	1928	1941	77	Α
006150	Principal Life Ins Co	1928	1928	91	A+
006183	The Canada Life Assurance Co	1928	1939	79	A+
006244	Columbus Life Ins Co	1928	1938	80	A+
006294	COUNTRY Life Ins Co	1933	1933	86	A+
006664	The Lincoln National Life Ins Co	1928	1940	79	A+
006688	The Manufacturers Life Ins Co	1928	1939	79	A+
006695	Massachusetts Mutual Life Ins Co	1928	1939	79	A++
006704	Metropolitan Life Ins Co	1928	1928	90	A+
006724	Minnesota Life Ins Co	1928	1940	78	A+
006820	New York Life Ins Co	1928	1928	90	A++
006845	The Northwestern Mutual Life Ins Co	1928	1928	91	A++
006903	The Penn Mutual Life Ins Co	1928	1928	91	A+
006962	Protective Life Ins Co	1928	1940	79	A+
006974	The Prudential Ins Co of America	1928	1928	91	A+
007069	Standard Ins Co	1928	1928	90	Α
007243	The Western and Southern Life Ins Co	1928	1928	90	A+

Source: AM Best data and research. Ratings as of May 16, 2019

Life/Health Insurers Rated A or Higher for 50 Years

		First Year	A or Better	Consecutive Years Rated	
AMB#	Co Name	Rated	Since	A or Better	Rating
006058	American General Life Ins Co	1928	1968	51	А
006109	American United Life Ins Co	1936	1950	69	A+
006468	Banner Life Ins Co	1955	1963	56	A+
006493	Great-West Life Assurance Co	1928	1945	74	A+
006508	Guardian Life Ins Co of Amer	1928	1947	72	A++
006605	Kansas City Life Ins Co	1928	1952	67	А
006629	Liberty National Life Ins Co	1934	1958	61	A+
006812	Nationwide Life Ins Co	1935	1954	65	A+
006827	North American Co for L&H	1922	1969	50	A+
006852	Ohio National Life Ins Co	1928	1964	55	A+
006885	Pacific Life Ins Co	1928	1959	60	A+
007080	State Farm Life Ins Co	1934	1954	65	A++
007101	Sun Life Assur Co of Canada	1928	1946	73	A+
007112	Teachers Ins & Annuity Assoc	1928	1964	55	A++
006742	Transamerica Premier Lf Ins Co	1928	1965	54	A+
007168	United Farm Family Life Ins Co	1950	1961	58	А
007164	United of Omaha Life Ins Co	1931	1956	64	A+
007192	United States Life Ins of NY	1928	1959	60	А

Source: AM Best data and research. Ratings as of May 16, 2019



Best's Ratings

The Rating History Project is based on Best's Financial Strength Ratings. A Best's Financial Strength Rating is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract of obligations. The rating is based on a comprehensive quantitative and qualitative evaluation of a company's balance sheet strength, operating performance and business profile.

AM Best was founded in 1899 with the purpose of performing a constructive and objective role in the insurance industry toward the prevention and detection of insurer insolvency. This mission led to the development of Best's Ratings, which are now recognized worldwide as the benchmark of assessing insurers' financial strength. Best's Ratings' opinions reflect an in-depth understanding of business fundamentals garnered for more than 100 years of focusing solely on the insurance industry. This is one reason why insurance industry professionals have consistently ranked Best's Ratings No. 1 in confidence, usefulness and understanding.

A Best's Rating is an independent third-party evaluation that subjects all insurers to the same rigorous criteria, providing a valuable benchmark for comparing insurers, regardless of their country of domicile. Such a benchmark is increasingly important to an international market that looks for a strong indication of stability in the face of widespread deregulation, mergers, acquisitions and other dynamic factors.

Anniversary BestMark

A M Best has a program to recognize insurance companies that have maintained a Financial Strength Rating of A or higher for at least 25 years.

The Anniversary BestMark program consists of a special icon—distinct from the standard BestMark—that incorporates the company's name and acknowledges the year a company first achieved the Financial Strength Rating of A or higher. Print and internet-compatible versions of the icon will be supplied. Eligible companies can use this icon in a manner similar to the current BestMark—for example, on their websites, in print and online advertising, and on the cover of *Best's Rating Report* reprints.

Eligible companies may request an Anniversary BestMark via email to *bestmarkinsurers@ambest.com* or phone call to AM Best, 908-439-2200, ext. 5373.



circumstances it was necessary to translate or convert various older ratings to conform to the present rating scale. (Note that these translations do not represent any material change or re-evaluation of a company's rating; they are merely a conversion from one scale to another).

The original rating system, implemented in 1906, was devised by the company's founder,Alfred M. Best.

In 1921, a new rating scale, General Policyholder Ratings, replaced the previously used Desirability Ratings, which applied only to property/ casualty insurers.

Desirability Ratings consisted of two components: a loss-paying record, ranked on an alpha scale with "A" being the best; and a rating of management quality on a numeric scale with "1" being the best.

An Evolving Process

The rating scale adopted in 1932 had two components: the New Resource Rating, the forerunner of today's Financial Size Category; and the General Policyholders Rating, which evolved into today's Financial Strength Ratings.

From 1935 to 1975, AM Best did not assign letter ratings to life/health companies. Instead they had "comments."

In order to complete this rating history project, a translation was devised to convert these "comments" to equivalent letter ratings. For example, from 1935 to 1952, "More than Ample" was found to be equivalent to today's "A" rating.

当LEADERS

U.S. Property/Casualty Writers

Industry's net premiums written increased 10.6%.

Ranked by 2018 net premiums written. (\$ Thousands)

2018					%		2018	2017				%
Rank		Company/Group	AMB#	NPW	Change	-	Rank	Rank	Company/Group	AMB#	NPW	Change
1	1	State Farm Group		65,468,992	1.3		27	26	Auto Club Enterprises Ins Group	018515	4,316,167	13.1
2	2	Berkshire Hathaway Ins	000811	50,249,255	8.3	-	28	27	CSAA Ins Group	018460	3,969,996	5.5
3	5	Progressive Ins Group	000780	32,611,691	20.2		29	22	Zurich Finl Svcs NA Group	018549	3,921,553	-15.3
4	3	Allstate Ins Group	800000	32,289,792	5.7	_	30	30	Kemper PC Companies	018908	3,725,813	14.6
5	4	Liberty Mutual Ins Cos	000060	31,830,969	11.2		31	28	MetLife Auto & Home Group	003933	3,723,280	2.9
6	6	Travelers Group	018674	25,790,403	5.4		32	29	FM Global Group	018502	3,628,584	6.0
7	7	USAA Group	004080	21,491,132	9.6		33	39	AXA U.S. Group	018557	3,504,868	51.1
8	12	Chubb INA Group	018498	19,565,309	77.8		34	31	Mercury Gen Group	004524	3,459,956	8.8
9	8	Nationwide Group	005987	18,133,400	-3.9		35	36	Assurant US PC Companies	018924	3,215,670	31.6
10	9	Amer Intl Group	018540	14,608,733	1.3		36	32	Markel Corp Group	018468	3,132,390	8.5
11	10	Farmers Ins Group	000032	14,031,427	-1.6		37	158	Arch Ins Group	018484	2,915,369	877.4
12	11	Hartford Ins Group	000048	11,503,644	0.3		38	35	QBE Americas Group	018713	2,894,042	16.7
13	13	Amer Family/Main Street America Grp	018928	10,290,013	7.5		39	33	Old Republic Ins Group	000734	2,697,240	1.8
14	14	Auto-Owners Ins Group	004354	7,991,177	10.6		40	49	Allianz of America Companies	018429	2,663,530	45.1
15	43	Swiss Reins Group	003262	7,281,820	225.3		41	37	Selective Ins Group	003926	2,514,286	6.1
16	15	Erie Ins Group	004283	7,091,499	7.0		42	34	AmTrust Group	018533	2,497,007	-0.5
17	20	Fairfax Financial (USA) Group	003116	6,951,053	27.1		43	38	Auto Club Group	000312	2,402,122	1.9
18	19	Munich-Amer Hldg Corp Cos	018753	6,807,450	24.3		44	40	COUNTRY Financial PC Group	000302	2,399,601	3.7
19	16	CNA Ins Cos	018313	6,568,262	2.8		45	42	Amica Mutual Group	018522	2,374,259	4.4
20	17	Tokio Marine US PC Group	018733	6,435,578	5.4		46	61	Sompo Hidgs US Group	018878	2,306,946	77.8
21	18	W. R. Berkley Ins Group	018252	5,722,538	2.3		47	44	Sentry Ins Group	000086	2,287,982	8.5
22	51	Everest Re US Group	005696	5,052,259	190.2		48	74	AXIS US Operations	018777	2,268,247	127.4
23	21	Cincinnati Ins Cos	004294	5,033,904	3.9		49	41	State Ins Fund WC Fund	004029	2,256,138	-1.0
24	23	Alleghany Ins Holdings Group	018640	4,669,302	4.2		50	45	MAPFRE North America Group	018801	2,224,429	7.1
25	25	The Hanover Ins Grp Prop & Cas Cos	004861	4,395,814	6.9		51	60	Natl Gen Companies	018863	2,170,519	65.9
26	24	Great Amer P & C Ins Grp	004835	4,346,751	2.8		52	47	NJM Ins Group	003985	1,975,809	4.3
				.,	_10						.,,	



U.S. Property/Casualty Writers Ranked by 2018 net premiums written.

(\$ Thousands)

2018 2018 <th< th=""><th>(\$ Th</th><th></th><th>as)</th><th></th><th></th><th>%</th><th>2010</th><th>2017</th><th></th><th></th><th></th><th>%</th></th<>	(\$ Th		as)			%	2010	2017				%
14 State Auto Ins Cos 00085 1,862,02 4.7.7 92 86 FCD Ins Group 01820 786,829 0.9 55 48 Westfield Group 000730 1,833,948 -1.3 93 67 Safety Group 018600 786,911 0.8 56 53 Shelter Ins Cos 00058 1,832,474 6.0 94 84 Arbella Ins Group 018627 774,167 5.5 59 52 Federated Mutual Group 00424 1,479,663 -14.7 97 98 Gemorth FC Group 018620 742,842 2.6 61 44 Southern Farm Bureau Cactorop 00237 1,464,397 5.1 99 94 Employers Ins Group 018020 742,842 2.6 4.6 62 64 SORN Group 004231 1,464,397 7.0 102 97 Central Ins Cov 000076 753,226 7.1 64 62 The Tarmers Ins Cox 018151 1.138 10190 Perm Natins			Company/Group	AMB#	NPW					AMB#	NPW	
55 48 Westheid Group 00070 1,833,94 1.13 93 87 Safety Group 018687 78,911 0.8 56 53 Shelter ins Cos 006598 1,832,474 6.0 94 88 Arbeita ins Group 018267 784,042 0.9 57 76 Partine/Fe US Group 014470 1,579,718 6.32 95 92 Church Mutual Ins Group 018267 778,052 0.8 59 52 Federated Mutual Corup 004241 1,479,663 -14.7 97 98 Genworth PC Group 0018267 763,955 0.8 60 55 Acity Athutal Ins Co 000387 1,341,161 152 100 89 Partine Brace Brace 000366 734,125 4.4 64 62 TW Farmers Ins Co. 00161 1,399,277 22 104 102 United Ins Group 01838 673,573 1.3 65 53 Atta Ins Group 016756 1,329,677 1.5 106	53	50	EMC Ins Cos	000346	1,881,985	6.0	91	85	Amerisure Cos	004071	819,398	0.5
65 53 Shetter ins Cos 00069 1,852.47 6.0 94 88 Arbelia ins Group 01820 784,042 0.9 57 76 PartmerRe US Group 01860 1,457,915 6.32 95 92 Church Muhual ins Group 01887 772,117 5.7 58 AF Group 01860 1,455,815 12.1 98 93 Palisades Group 01864 763,255 0.8 60 55 Acuity, A Mutual Ins Co 004048 1,477,113 6.8 98 95 MF Erm Bureau Group 01802 742,842 3.8 7.1 10 99 94 Employers Ins Group 01802 742,842 5.9 65 63 Amer Math Prop & Cas Companies 01454 1,359,877 7.0 102 97 Central Ins Group 01886 689,73 8.7 64 62 Th Stare Math Prop & Cas Companies 014857 132,476 1.5 106 99 Detors Cans Group 01886 689,893 8.3	54	46	State Auto Ins Cos	000856	1,862,026	-4.7	92	86	FCCI Ins Group	018290	806,829	0.9
57 76 PartmerRe US Group 018470 1.579,716 63.2 95 92 Church Mutual Ins Group 018887 772,117 5.7 58 58 AF Group 018680 1.495,815 12.1 96 93 Palisades Group 018426 768,668 5.5 59 52 Federated Mutual Ins Co 00464 1.477,713 6.6 99 94 Employers Ins Group 003386 753,225 7.1 61 54 Southern Farm Bureau Cas Group 003231 1.344,161 15.2 101 96 Penn Natt Ins Cos 00766 734,125 1.4.4 63 56 Farm Bureau Cas Companies 018565 1.365,404 8.8 100 101 Frankasmenche US Group 014846 694,182 9.5 64 62 Th Farmers Ins Cos 018765 1.328,967 7.0 102 97 Central Ins Cos 0076,61 3.4 767,617 10.6 Fonkasmente Ins Group 018486 694,182 9.5 6	55	48	Westfield Group	000730	1,833,948	-1.3	93	87	Safety Group	018080	786,911	0.8
58 AF Group 01880 1.485.815 12.1 98 39 Palisades Group 01426 766.68 5.5 59 52 Federated Mutual Group 00424 1,479,663 -14.7 97 88 Genworth PC Group 018694 763,955 0.8 60 55 Acuity, A Mutual Ins Co 000481 1,464,397 5.1 99 94 Emolopers Ins Group 018002 742,842 2.6 62 64 SCOR US Group 000373 1,434,161 15.2 100 80 RemaissanceRe US Group 016184 1,369,857 7.0 102 97 Central Ins Cos 000264 760,002 5.9 65 63 Amer Natl Prop & Cas Companies 1,359,327 2.2 104 102 97 Central Ins Cos 000246 760,002 5.9 66 63 Amer Natl Prop & Cas Companies 018656 1,359,275 2.22 104 102 United Ins Group 018083 679,059 3.1 67<	56	53	Shelter Ins Cos	000598	1,832,474	6.0	94	88	Arbella Ins Group	018220	784,042	0.9
59 52 Federated Mutual Group 004284 1,479,968 -14.7 97 88 Genworth PC Group 018694 763,95 0.8 60 55 Aculty, A Mutual Ins Co 000468 1,467,713 6.8 98 95 MI Farm Bureau Group 000358 753,226 7.1 61 54 Southern Farm Bureau Cas Group 000337 1,443,161 15.2 100 80 RemaissanceRe US Group 018922 740,924 1.8.4 63 56 Farm Bureau Cas Corup 000337 1,434,161 15.2 100 80 RemaissanceRe US Group 018922 740,924 1.8.4 64 62 Th Farmers Ins Cos 018154 1,368,387 7.0 102 97 Pertn Nath Ins Group 018886 689,73 8.7 65 63 Arta Ins Group 016756 1,328,967 18.5 105 99 Dectors Co Ins Group 018883 678,059 3.1 68 Afa In Stroup 018754 1,207,874 <td< td=""><td>57</td><td>76</td><td>PartnerRe US Group</td><td>018470</td><td>1,579,718</td><td>63.2</td><td>95</td><td>92</td><td>Church Mutual Ins Group</td><td>018887</td><td>772,117</td><td>5.7</td></td<>	57	76	PartnerRe US Group	018470	1,579,718	63.2	95	92	Church Mutual Ins Group	018887	772,117	5.7
60 55 Aculty, A Mutual Ins Co 000468 1,467,713 6.8 98 98 M Farm Bureau Group 000357 7.53,225 7.1 61 54 Southern Farm Bureau Cas Group 004237 1,444,397 6.1 99 94 Employers Ins Group 01602 742,842 2.6 62 64 SCOR US Group 004233 1,385,639 2.9 101 96 Penn Natl Ins Cos 000766 734,125 4.4 63 56 Farm Bureau P&C Group 014231 1,385,639 2.9 101 96 Penn Natl Ins Cos 000246 705,002 5.9 65 63 Amer Natl Yong & Cas Companies 108561 1,359,278 2.2 104 102 United Ins Group 016881 679,659 3.1 64 57 State Compensation Ins Fund 004028 1,324,765 1.5 105 99 Decions Co Ins Group 016883 678,353 7.1 106 113 Andover Companies Pool 00166 639,354	58	58	AF Group	018680	1,495,815	12.1	96	93	Palisades Group	018426	768,668	5.5
61 54 Southern Farm Bureau Cas Group 004237 1,464,397 5.1 99 94 Employers Ins Group 018602 742,842 2.6 62 64 SCOR US Group 003873 1,434,161 15.2 100 80 Renaissancefie US Group 018932 740,924 -18.4 63 56 Farm Bureau P&C Group 004233 1,336,839 2.9 101 96 Penn Natl Ins Cos 000266 734,125 4.4 64 62 TN Farmers Ins Cos 01856 1,365,404 8.8 103 101 Frankenmuth Ins Group 016496 694,182 9.5 66 59 Affa Ins Group 016756 1,328,677 1.5 106 98 Horace Mann Ins Group 018863 6679,059 3.1 67 67 Start Intil Group 018754 1,207,874 7.6 107 Pro PoAssurance Group 018885 668,80 8.4 70 66 feazes Farm Bureau Group 018744 1.207,858 2.1 </td <td>59</td> <td>52</td> <td>Federated Mutual Group</td> <td>004284</td> <td>1,479,663</td> <td>-14.7</td> <td>97</td> <td>89</td> <td>Genworth PC Group</td> <td>018694</td> <td>763,955</td> <td>0.8</td>	59	52	Federated Mutual Group	004284	1,479,663	-14.7	97	89	Genworth PC Group	018694	763,955	0.8
B2 64 SCOR US Group 003873 1,434,161 15.2 100 80 RenaissanceRe US Group 018932 740,924 -18.4 63 56 Farm Bureau P&C Group 004233 1,385,839 2.9 101 96 Penn Natl Ins Cos 000766 734,125 4.4 64 62 TN Farmers Ins Cos 018154 1,385,839 2.0 101 97 Central Ins Cos 000246 705,002 5.9 65 63 Amer Natl Prop. & Cas Companies 018556 1,365,404 8.8 103 101 Frankenmuth Ins Group 018486 694,182 9.5 66 59 Alfa Ins Group 018756 1,329,877 1.85 105 99 Doctors Co Ins Group 018085 673,059 3.1 68 66 Texas Farm Bureau Group 01874 1,207,874 7.6 107 107 ProAssurance Group 018885 663,860 8.4 71 66 Grange Ins Pool 018236 1,777,7	60	55	Acuity, A Mutual Ins Co	000468	1,467,713	6.8	98	95	MI Farm Bureau Group	000358	753,226	7.1
63 56 Farm Bureau P&C Group 00423 1,335,639 2.9 101 96 Penn Natl Ins Cos 000766 734,125 4.4 64 62 TN Farmers Ins Cos 01814 1,389,857 7.0 102 97 Central Ins Cos 000246 705,002 5.9 65 63 Amer Natl Prop & Cas Companies 018656 1,389,278 2.2 104 102 United Ins Group 018086 688,763 8.7 66 59 Alfa Ins Group 018756 1,328,967 18.5 105 99 Doctors Co Ins Group 018083 679,059 3.1 68 75 State Compensation Ins Fund 004028 1,224,765 -1.5 106 98 Horace Mann Ins Group 018856 668,960 8.4 71 69 West Bend Mutual Ins Co 000964 1,180,43 7.1 109 113 Andover Companies Pool 000166 639,324 13.6 72 70 TX Mutual Ins Co 011483 1,146,827 </td <td>61</td> <td>54</td> <td>Southern Farm Bureau Cas Group</td> <td>004237</td> <td>1,464,397</td> <td>5.1</td> <td>99</td> <td>94</td> <td>Employers Ins Group</td> <td>018602</td> <td>742,842</td> <td>2.6</td>	61	54	Southern Farm Bureau Cas Group	004237	1,464,397	5.1	99	94	Employers Ins Group	018602	742,842	2.6
64 62 TM Farmers Ins Cos 018154 1,368,857 7.0 102 97 Central Ins Cos 000266 75,002 5.9 65 63 Amer Natl Prop & Cas Companies 01866 1,365,404 8.8 103 101 Frankemnuth Ins Group 018486 694,182 9.5 66 94 Affa Ins Group 00106 1,359,278 2.2 104 102 United Ins Group 018083 679,059 3.1 68 57 Stater Intif Group 018754 1,227,874 7.6 107 107 ProAssurance Group 018855 668,360 8.4 71 69 66 Texas Farm Bureau Group 018754 1,207,874 7.6 107 107 ProAssurance Group 018855 668,360 8.4 71 69 West Bend Mutual Ins Co 000964 1,168,043 7.1 109 113 Andover Companies Pool 000166 639,534 13.6 72 70 TX Mutual Ins Co 011853 <t< td=""><td>62</td><td>64</td><td>SCOR US Group</td><td>003873</td><td>1,434,161</td><td>15.2</td><td>100</td><td>80</td><td>RenaissanceRe US Group</td><td>018932</td><td>740,924</td><td>-18.4</td></t<>	62	64	SCOR US Group	003873	1,434,161	15.2	100	80	RenaissanceRe US Group	018932	740,924	-18.4
65 63 Amer Natl Prop & Cas Companies 01566 1,365,404 8.8 103 101 Frankenmuth Ins Group 018486 694,182 9.5 66 99 Afa Ins Group 000106 1,359,278 2.2 104 102 United Ins Group 018083 673,683 7.7 67 75 Starr Inft Group 018756 1,322,897 1.5.5 106 98 Horace Mann Ins Group 018033 679,059 3.1 68 57 State Compensation Ins Fund 04022 1,324,765 -1.5 106 98 Horace Mann Ins Group 018559 671,776 10.6 70 66 ferange Ins Pool 003917 1,202,658 2.1 108 104 Western Natt Ins Group 018856 668,960 8.4 71 69 West Bend Mutual Ins Co 011453 1,146,827 10.8 110 109 Finanel Mutual Group 005727 639,328 7.3 73 68 Motorists Ins Pool 018266 10	63	56	Farm Bureau P&C Group	004233	1,385,839	2.9	101	96	Penn Natl Ins Cos	000766	734,125	4.4
66 59 Alfa Ins Group 000106 1,359,278 2.2 104 102 United Ins Group 018881 688,763 8.7 67 67 Starr Infl Group 018756 1,328,967 18.5 105 99 Dectors Co Ins Group 018083 679,059 3.1 68 57 State Compensation Ins Fund 004028 1,224,765 -1.5 106 98 Horace Mann Ins Group 018559 671,776 10.6 70 66 Grange Ins Pool 003917 1,202,658 2.1 108 104 Western Natl Ins Group 018656 689,960 8.4 71 69 West Bend Mutual Ins Co 001461 1,146,827 10.8 110 109 Grinnell Mutual Group 005727 639,328 7.3 73 68 Motorists Ins Pool 018236 1,078,722 -1.9 111 103 Pinnacol Assur 003471 631,438 0.6 74 83 IAT Ins Group 018567 10.62,857 <	64	62	TN Farmers Ins Cos	018154	1,369,857	7.0	102	97	Central Ins Cos	000246	705,002	5.9
67 67 Starr Intl Group 018756 1,328,967 18.5 105 99 Doctors Co Ins Group 018083 679,059 3.1 68 57 State Compensation Ins Fund 004028 1,324,765 -1.5 106 98 Horace Mann Ins Group 014934 678,619 2.9 69 66 Texas Farm Bureau Group 018754 1,207,874 7.6 107 107 ProAssurance Group 018559 671,776 10.6 70 65 Grange Ins Pool 003917 1,202,668 2.1 108 104 Western Natl Ins Group 018659 663,960 8.4 71 69 West Bend Mutual Ins Co 00964 1,169,043 7.1 109 113 Andover Companies Pool 000166 639,534 13.6 72 70 TX Mutual Ins Co 018236 1,076,722 -1.9 111 103 Pinnacol Assur 003471 631,438 0.6 74 83 INT Ins Group 018567 1.067,416	65	63	Amer Natl Prop & Cas Companies	018565	1,365,404	8.8	103	101	Frankenmuth Ins Group	018496	694,182	9.5
68 57 State Compensation Ins Fund 004028 1,324,765 -1.5 106 98 Horace Mann Ins Group 004934 678,619 2.9 69 66 Texas Farm Bureau Group 018754 1,207,874 7.6 107 107 ProAssurance Group 018559 671,776 10.6 70 65 Grange Ins Pool 003917 1,202,658 2.1 108 104 Western Natl Ins Group 018885 668,960 8.4 71 69 West Bend Mutual Ins Co 000964 1,169,043 7.1 109 113 Andever Companies Pool 000166 639,534 13.6 72 70 TX Mutual Ins Co 011453 1,146,827 10.8 110 109 Grinnell Mutual Group 005727 639,328 7.3 73 68 Motorists Ins Pool 018286 1,062,657 91.2 113 105 Citizens Property Ins Corporation 011712 615,962 -0.1 76 71 United Fire & Cas Group 0038	66	59	Alfa Ins Group	000106	1,359,278	2.2	104	102	United Ins Group	018881	688,763	8.7
69 66 Texas Farm Bureau Group 018754 1,207,874 7,6 107 107 ProAssurance Group 018559 671,776 10.6 70 65 Grange Ins Pool 003917 1,202,658 2.1 108 104 Western Natl Ins Group 018885 668,960 8.4 71 69 West Bend Mutual Ins Co 000964 1,169,043 7.1 109 113 Andover Companies Pool 000166 639,534 13.6 72 70 TX Mutual Ins Co 011453 1,146,827 10.8 110 109 Grinnell Mutual Group 005727 639,328 7.3 73 68 Motorists Ins Pool 018266 1,078,722 -1.9 111 103 Pinnacol Assur 003471 631,438 0.6 74 83 AT Ins Group 018488 1,062,657 91.2 113 105 Citizens Property Ins Corporation 011712 615,962 0.1 76 71 United Fire & Cas Group 003281 1,	67	67	Starr Intl Group	018756	1,328,967	18.5	105	99	Doctors Co Ins Group	018083	679,059	3.1
70 65 Grange Ins Pool 003917 1,202,658 2.1 108 104 Western Natl Ins Group 018885 668,960 8.4 71 69 West Bend Mutual Ins Co 000964 1,169,043 7.1 109 113 Andover Companies Pool 000166 639,534 13.6 72 70 TX Mutual Ins Co 011453 1,146,827 10.8 110 109 Grinnell Mutual Group 005727 639,328 7.3 73 68 Motorists Ins Pool 018236 1,077,722 -1.9 111 103 Pinnacol Assur 003471 631,438 0.6 74 83 IAT Ins Group 018567 1,067,416 29.7 112 112 Secura Ins Cos 018381 622,087 9.2 75 114 OneBeacon Ins Group 018455 1,062,657 91.2 113 105 Citizens Property Ins Corporation 011712 615,962 -0.1 76 71 United Fire & Cas Group 003281 1,057,4	68	57	State Compensation Ins Fund	004028	1,324,765	-1.5	106	98	Horace Mann Ins Group	004934	678,619	2.9
71 69 West Bend Mutual Ins Co 000964 1,169,043 7.1 109 113 Andover Companies Pool 000166 639,534 13.6 72 70 TX Mutual Ins Co 011453 1,146,827 10.8 110 109 Grinnell Mutual Group 005727 639,328 7.3 73 68 Motorists Ins Pool 018236 1,078,722 -1.9 111 103 Pinnacol Assur 003471 631,438 0.6 74 83 IAT Ins Group 018567 1,067,416 29.7 112 112 Secura Ins Cos 018381 622,087 9.2 75 114 OneBeacon Ins Group 018458 1,062,657 91.2 113 105 Citizens Property Ins Corporation 011712 615,962 -0.1 76 71 United Fire & Cas Group 003281 1,057,415 5.8 116 115 106 Pekin Ins Group 000754 599,813 -2.3 78 72 KY Farm Bureau Group 004202 1,039,266 7.0 117 119 Loya Ins Group 018765 <td< td=""><td>69</td><td>66</td><td>Texas Farm Bureau Group</td><td>018754</td><td>1,207,874</td><td>7.6</td><td>107</td><td>107</td><td>ProAssurance Group</td><td>018559</td><td>671,776</td><td>10.6</td></td<>	69	66	Texas Farm Bureau Group	018754	1,207,874	7.6	107	107	ProAssurance Group	018559	671,776	10.6
72 70 TX Mutual Ins Co 011453 1,146,827 10.8 110 109 Grinnell Mutual Group 005727 639,328 7.3 73 68 Motorists Ins Pool 018236 1,078,722 -1.9 111 103 Pinnacol Assur 003471 631,438 0.6 74 83 IAT Ins Group 018567 1,067,416 29.7 112 122 Secura Ins Cos 018381 622,087 9.2 75 114 OneBeacon Ins Group 018458 1,062,657 91.2 113 105 Citizens Property Ins Corporation 011712 615,962 -0.1 76 71 United Fire & Cas Group 003875 1,061,664 4.2 114 111 United Farm Bureau IN 004232 602,936 5.6 77 78 Ameriprise P&C Companies 004009 1,057,415 5.8 116 115 Plymouth Rock Cos 018066 587,961 9.8 79 75 Utica Natt Ins Group 003247 93,916 </td <td>70</td> <td>65</td> <td>Grange Ins Pool</td> <td>003917</td> <td>1,202,658</td> <td>2.1</td> <td>108</td> <td>104</td> <td>Western Natl Ins Group</td> <td>018885</td> <td>668,960</td> <td>8.4</td>	70	65	Grange Ins Pool	003917	1,202,658	2.1	108	104	Western Natl Ins Group	018885	668,960	8.4
73 68 Motorists Ins Pool 018236 1,078,722 -1.9 111 103 Pinnacol Assur 003471 631,438 0.6 74 83 IAT Ins Group 018567 1,067,416 29.7 112 112 Secura Ins Cos 018381 622,087 9.2 75 114 OneBeacon Ins Group 018458 1,062,657 91.2 113 105 Citizens Property Ins Corporation 011712 615,962 -0.1 76 71 United Fire & Cas Group 003875 1,061,664 4.2 114 111 United Farm Bureau IN 004232 602,936 5.6 77 78 Ameriprise P&C Companies 004009 1,058,063 10.5 115 106 Pekin Ins Group 000754 599,813 -2.3 78 72 KY Farm Bureau Group 003281 1,057,415 5.8 116 115 Plymouth Rock Cos 018066 587,961 9.8 79 75 Utica Natl Ins Group 004202 1,039,266 7.0 117 119 Loya Ins Group 018785 574,760	71	69	West Bend Mutual Ins Co	000964	1,169,043	7.1	109	113	Andover Companies Pool	000166	639,534	13.6
74 83 IAT Ins Group 018567 1,067,416 29.7 112 112 Secura Ins Cos 018381 622,067 9.2 75 114 OneBeacon Ins Group 018458 1,062,657 91.2 113 105 Citzens Property Ins Corporation 011712 615,662 -0.1 76 71 United Fire & Cas Group 003875 1,061,664 4.2 114 111 United Farm Bureau IN 004232 602,936 5.6 77 78 Ameriprise P&C Companies 004009 1,057,415 5.8 116 115 Plymouth Rock Cos 018066 587,961 9.8 79 75 Utica Natl Ins Group 003281 1,057,415 5.8 116 115 Plymouth Rock Cos 018066 587,961 9.8 79 75 Utica Natl Ins Group 003297 993,916 2.8 119 110 AmeriTrust Group 018755 574,780 10.7 80 73 Mortgage Guar Group 018150 991,021 21.1 120 118 Saf Corp 03480 519,362 -1.2	72	70	TX Mutual Ins Co	011453	1,146,827	10.8	110	109	Grinnell Mutual Group	005727	639,328	7.3
75 114 OneBeacon Ins Group 018458 1,062,657 91.2 113 105 Citizens Property Ins Corporation 011712 615,962 -0.1 76 71 United Fire & Cas Group 003875 1,061,664 4.2 114 111 United Farm Bureau IN 004232 602,936 5.6 77 78 Ameriprise P&C Companies 004009 1,058,063 10.5 115 106 Pekin Ins Group 000754 599,813 -2.3 78 72 KY Farm Bureau Group 003281 1,057,415 5.8 116 115 Plymouth Rock Cos 018066 587,961 9.8 79 75 Utica Natl Ins Group 004202 1,039,266 7.0 117 119 Loya Ins Group 018785 574,780 10.7 80 73 Mortgage Guar Group 003014 995,530 -0.2 118 117 NVCM Ins Group 018785 574,780 10.7 81 77 ICW Pool 002967 993,916 2.8 119 110 AmeriTrust Group 018132 530,557 -	73	68	Motorists Ins Pool	018236	1,078,722	-1.9	111	103	Pinnacol Assur	003471	631,438	0.6
7671United Fire & Cas Group0038751,061,6644.2114111United Farm Bureau IN004232602,9365.67778Ameriprise P&C Companies0040091,058,06310.5115106Pekin Ins Group000754599,813-2.37872KY Farm Bureau Group0032811,057,4155.8116115Plymouth Rock Cos018066587,9619.87975Utica Nati Ins Group0042021,039,2667.0117119Loya Ins Group018785574,78010.78073Mortgage Guar Group00314995,530-0.2118117NYCM Ins Group018785574,78010.78177ICW Pool002967993,9162.8119110AmeriTrust Group018132530,557-8.18284Radian Group018150991,02121.1120118Saif Corp003480519,362-1.28379CUMIS Ins Society Group018704927,5751.7121122Essent Guar Group01805511,34117.584100Argo Group003168902,3632.1123121FMH Ins Group018171492,2138.78581Donegal Ins Group018802853,72361.8125120Pemco Mutual Ins Co002415478,0565.588108ProSight Specialty Group018752827,67412.3<	74	83	IAT Ins Group	018567	1,067,416	29.7	112	112	Secura Ins Cos	018381	622,087	9.2
77 78 Ameriprise P&C Companies 004009 1,058,063 10.5 115 106 Pekin Ins Group 000754 599,813 -2.3 78 72 KY Farm Bureau Group 003281 1,057,415 5.8 116 115 Plymouth Rock Cos 018066 587,961 9.8 79 75 Utica Natl Ins Group 004202 1,039,266 7.0 117 119 Loya Ins Group 018785 574,780 10.7 80 73 Mortgage Guar Group 003014 995,530 -0.2 118 117 NYCM Ins Group 018785 574,780 10.7 81 77 ICW Pool 002967 993,916 2.8 119 110 AmeriTrust Group 018132 530,557 -8.1 82 84 Radian Group 018704 927,575 1.7 121 122 Essent Guar Group 018805 511,341 17.5 84 100 Argo Group 003168 902,363 2.1 123	75	114	OneBeacon Ins Group	018458	1,062,657	91.2	113	105	Citizens Property Ins Corporation	011712	615,962	-0.1
78 72 KY Farm Bureau Group 003281 1,057,415 5.8 116 115 Plymouth Rock Cos 018066 587,961 9.8 79 75 Utica Nati Ins Group 004202 1,039,266 7.0 117 119 Loya Ins Group 018785 574,780 10.7 80 73 Mortgage Guar Group 003014 995,530 -0.2 118 117 NYCM Ins Group 018785 571,234 8.7 81 77 ICW Pool 002967 993,916 2.8 119 110 AmeriTrust Group 018132 530,557 -8.1 82 84 Radian Group 018150 991,021 21.1 120 118 Saff Corp 003480 519,362 -1.2 83 79 CUMIS Ins Society Group 018704 927,575 1.7 121 122 Essent Guar Group 018805 511,341 17.5 84 100 Argo Group 004019 903,348 38.9 122 131 Wawanesa Gen Ins Co 011976 504,585 24.9 85	76	71	United Fire & Cas Group	003875	1,061,664	4.2	114	111	United Farm Bureau IN	004232	602,936	5.6
79 75 Utica Nati Ins Group 004202 1,039,266 7.0 117 119 Loya Ins Group 018785 574,780 10.7 80 73 Mortgage Guar Group 003014 995,530 -0.2 118 117 NYCM Ins Group 018562 571,234 8.7 81 77 ICW Pool 002967 993,916 2.8 119 110 AmeriTrust Group 018132 530,557 -8.1 82 84 Radian Group 018704 927,575 1.7 121 120 118 Saif Corp 003480 519,362 -1.2 83 79 CUMIS Ins Society Group 018704 927,575 1.7 121 122 Essent Guar Group 018805 511,341 17.5 84 100 Argo Group 004019 903,348 38.9 122 131 Wawanesa Gen Ins Co 011976 504,585 24.9 85 81 Donegal Ins Group 013168 902,363 2.1 123 121 FMH Ins Group 018171 492,213 8.7 86 </td <td>77</td> <td>78</td> <td>Ameriprise P&C Companies</td> <td>004009</td> <td>1,058,063</td> <td>10.5</td> <td>115</td> <td>106</td> <td>Pekin Ins Group</td> <td>000754</td> <td>599,813</td> <td>-2.3</td>	77	78	Ameriprise P&C Companies	004009	1,058,063	10.5	115	106	Pekin Ins Group	000754	599,813	-2.3
80 73 Mortgage Guar Group 003014 995,530 -0.2 118 117 NYCM Ins Group 018562 571,234 8.7 81 77 ICW Pool 002967 993,916 2.8 119 110 AmeriTrust Group 018132 530,557 -8.1 82 84 Radian Group 018150 991,021 21.1 120 118 Saif Corp 003480 519,362 -1.2 83 79 CUMIS Ins Society Group 018704 927,575 1.7 121 122 Essent Guar Group 018805 511,341 17.5 84 100 Argo Group 004019 903,348 38.9 122 131 Wawanesa Gen Ins Co 011976 504,585 24.9 85 81 Donegal Ins Group 003168 902,363 2.1 123 121 FMH Ins Group 018171 492,213 8.7 86 82 NC Farm Bureau Ins Group 018802 853,723 61.8 125 120 Pemco Mutual Ins Co 002415 478,056 5.5 88 <	78	72	KY Farm Bureau Group	003281	1,057,415	5.8	116	115	Plymouth Rock Cos	018066	587,961	9.8
81 77 ICW Pool 002967 993,916 2.8 119 110 AmeriTrust Group 018132 530,557 -8.1 82 84 Radian Group 018150 991,021 21.1 120 118 Saif Corp 003480 519,362 -1.2 83 79 CUMIS Ins Society Group 018704 927,575 1.7 121 122 Essent Guar Group 018805 511,341 17.5 84 100 Argo Group 004019 903,348 38.9 122 131 Wawanesa Gen Ins Co 011976 504,585 24.9 85 81 Donegal Ins Group 003168 902,363 2.1 123 121 FMH Ins Group 018171 492,213 8.7 86 82 NC Farm Bureau Ins Group 018279 883,439 6.0 124 134 Ally Ins Group 018431 482,030 22.3 87 116 Enstar Ins Group 018802 853,723 61.8 125 120 Pernco Mutual Ins Co 002415 478,056 5.5 5.8 88 <t< td=""><td>79</td><td>75</td><td>Utica Natl Ins Group</td><td>004202</td><td>1,039,266</td><td>7.0</td><td>117</td><td>119</td><td>Loya Ins Group</td><td>018785</td><td>574,780</td><td>10.7</td></t<>	79	75	Utica Natl Ins Group	004202	1,039,266	7.0	117	119	Loya Ins Group	018785	574,780	10.7
82 84 Radian Group 018150 991,021 21.1 120 118 Saif Corp 003480 519,362 -1.2 83 79 CUMIS Ins Society Group 018704 927,575 1.7 121 122 Essent Guar Group 018805 511,341 17.5 84 100 Argo Group 004019 903,348 38.9 122 131 Wawanesa Gen Ins Co 011976 504,585 24.9 85 81 Donegal Ins Group 003168 902,363 2.1 123 121 FMH Ins Group 018171 492,213 8.7 86 82 NC Farm Bureau Ins Group 018802 853,723 61.8 125 120 Pemco Mutual Ins Co 002415 478,056 5.5 88 108 ProSight Specialty Group 000419 845,421 39.9 126 124 Germania Mutual Group 003876 475,108 12.7 89 91 Universal Ins Hldgs Group 018752 827,674 12.3 127 250 Aspen US Ins Group 018783 470,114 267.0	80	73	Mortgage Guar Group	003014	995,530	-0.2	118	117	NYCM Ins Group	018562	571,234	8.7
83 79 CUMIS Ins Society Group 018704 927,575 1.7 121 122 Essent Guar Group 018805 511,341 17.5 84 100 Argo Group 004019 903,348 38.9 122 131 Wawanesa Gen Ins Co 011976 504,585 24.9 85 81 Donegal Ins Group 003168 902,363 2.1 123 121 FMH Ins Group 018171 492,213 8.7 86 82 NC Farm Bureau Ins Group 018279 883,439 6.0 124 134 Ally Ins Group 018431 482,030 22.3 87 116 Enstar Ins Group 018802 853,723 61.8 125 120 Pemco Mutual Ins Co 002415 478,056 5.5 88 108 ProSight Specialty Group 000419 845,421 39.9 126 124 Germania Mutual Group 003876 475,108 12.7 89 91 Universal Ins Hidgs Group 018752 827,674 12.3 127 250 Aspen US Ins Group 018783 470,114 267.0	81	77	ICW Pool	002967	993,916	2.8	119	110	AmeriTrust Group	018132	530,557	-8.1
84 100 Argo Group 004019 903,348 38.9 122 131 Wawanesa Gen Ins Co 011976 504,585 24.9 85 81 Donegal Ins Group 003168 902,363 2.1 123 121 FMH Ins Group 018171 492,213 8.7 86 82 NC Farm Bureau Ins Group 018279 883,439 6.0 124 134 Ally Ins Group 018431 482,030 22.3 87 116 Enstar Ins Group 018802 853,723 61.8 125 120 Pemco Mutual Ins Co 002415 478,056 5.5 88 108 ProSight Specialty Group 000419 845,421 39.9 126 124 Germania Mutual Group 003876 475,108 12.7 89 91 Universal Ins Hldgs Group 018752 827,674 12.3 127 250 Aspen US Ins Group 018783 470,114 267.0	82	84	Radian Group	018150	991,021	21.1	120	118	Saif Corp	003480	519,362	-1.2
85 81 Donegal Ins Group 003168 902,363 2.1 123 121 FMH Ins Group 018171 492,213 8.7 86 82 NC Farm Bureau Ins Group 018279 883,439 6.0 124 134 Ally Ins Group 018431 482,030 22.3 87 116 Enstar Ins Group 018802 853,723 61.8 125 120 Pemco Mutual Ins Co 002415 478,056 5.5 88 108 ProSight Specialty Group 000419 845,421 39.9 126 124 Germania Mutual Group 003876 475,108 12.7 89 91 Universal Ins Hidgs Group 018752 827,674 12.3 127 250 Aspen US Ins Group 018783 470,114 267.0	83	79	CUMIS Ins Society Group	018704	927,575	1.7	121	122	Essent Guar Group	018805	511,341	17.5
86 82 NC Farm Bureau Ins Group 018279 883,439 6.0 124 134 Ally Ins Group 018431 482,030 22.3 87 116 Enstar Ins Group 018802 853,723 61.8 125 120 Pemco Mutual Ins Co 002415 478,056 5.5 88 108 ProSight Specialty Group 000419 845,421 39.9 126 124 Germania Mutual Group 003876 475,108 12.7 89 91 Universal Ins Hldgs Group 018752 827,674 12.3 127 250 Aspen US Ins Group 018783 470,114 267.0	84	100	Argo Group	004019	903,348	38.9	122	131	Wawanesa Gen Ins Co	011976	504,585	24.9
87 116 Enstar Ins Group 018802 853,723 61.8 125 120 Pemco Mutual Ins Co 002415 478,056 5.5 88 108 ProSight Specialty Group 000419 845,421 39.9 126 124 Germania Mutual Group 003876 475,108 12.7 89 91 Universal Ins Hldgs Group 018752 827,674 12.3 127 250 Aspen US Ins Group 018783 470,114 267.0	85	81	Donegal Ins Group	003168	902,363	2.1	123	121	FMH Ins Group	018171	492,213	8.7
88 108 ProSight Specialty Group 000419 845,421 39.9 126 124 Germania Mutual Group 003876 475,108 12.7 89 91 Universal Ins Hldgs Group 018752 827,674 12.3 127 250 Aspen US Ins Group 018783 470,114 267.0	86	82	NC Farm Bureau Ins Group	018279	883,439	6.0	124	134	Ally Ins Group	018431	482,030	22.3
89 91 Universal Ins Hidgs Group 018752 827,674 12.3 127 250 Aspen US Ins Group 018783 470,114 267.0	87	116	Enstar Ins Group	018802	853,723	61.8	125	120	Pemco Mutual Ins Co	002415	478,056	5.5
	88	108	ProSight Specialty Group	000419	845,421	39.9	126	124	Germania Mutual Group	003876	475,108	12.7
90 90 RLI Group 003883 823,175 9.8 128 125 Universal Ins Group of Puerto Rico 018672 456,719 8.4	89	91	Universal Ins Hldgs Group	018752	827,674	12.3	127	250	Aspen US Ins Group	018783	470,114	267.0
	90	90	RLI Group	003883	823,175	9.8	128	125	Universal Ins Group of Puerto Rico	018672	456,719	8.4

U.S. Property/Casualty Writers Ranked by 2018 net premiums written. (\$Thousands)

(\$ 1110 0040	004=				0/		0040	0047				0/
	2017 Rank	Company/Group	AMB#	NPW	% Change		2018 Rank	2017 Rank	Company/Group	AMB#	NPW	% Change
129	127	VT Mutual Group	000951	448,128	7.7		167	163	Electric Ins Co	002146	291,047	4.3
130	149	Protective Ins Corp Group	005686	442,528	25.5		168	166	Milo Trust Group	018764	290,440	7.9
131	123	Toa Reins Co of America	001730	440,231	3.9		169	164	Securian Cas Co	011605	282,280	3.2
132	140	Amer Access Cas Co	012428	439,969	18.0		170	165	WCF Ins Group	018894	280,497	2.7
133	128	GuideOne Ins Cos	003918	439,663	8.0		171	167	Stillwater Ins Group	018606	276,511	3.7
134	157	Quincy Mutual Group	018437	426,514	38.9		172	169	VA Farm Bureau Group	000952	275,079	5.2
135	177	Global Indemnity Group	018669	424,506	78.6		173	171	Lancer Ins Group	018670	273,137	5.8
136	132	Enumclaw Ins Group	018586	419,271	5.9		174	192	Caterpillar Ins Co	012406	268,769	26.6
137	145	Brotherhood Mutual Ins Co	000221	416,972	15.2		175	183	Nuclear Electric Ins Ltd	011284	262,163	14.8
138	135	Heritage Ins HIdgs Group	018891	410,384	4.7		176	173	Preferred Mutual Ins Co	000774	261,113	4.5
139	138	CA Earthquake Authority	012534	407,665	8.9		177	195	Amer Pet Ins Co	013860	257,620	25.4
140	133	Safeway Ins Group	000459	406,236	2.7		178	175	MO Farm Bureau Group	004235	256,030	6.0
141	161	Assured Guar Group	004017	406,197	42.9		179	178	IMT Ins Cos	005718	254,967	9.6
142	139	GA Farm Bureau Group	018071	402,275	7.6		180	162	First Acceptance Ins Group	018600	254,872	-9.7
143	137	Memic Group	018524	401,375	7.1		181	791	HDI/Talanx US PC Group	018907	254,480	999.9
144	129	Hastings Mutual Ins Co	000464	394,765	-2.9		182	189	Canal Group	003930	249,429	13.7
145	136	Coverys Companies	018359	392,784	3.0		183	187	OH Mutual Ins Group	003348	249,423	12.9
146	337	Beazley USA Ins Group	018934	392,759	500.2		184	174	ID State Ins Fund	003472	249,249	2.2
147	146	Safe Auto Ins Co	011645	387,288	7.8		185	186	Merchants Ins Group	000590	245,100	10.7
148	142	North Star Companies	003914	385,862	5.5		186	207	Highmark Cas Ins Co	010086	244,914	31.9
149	130	CopperPoint Ins Group	018724	379,891	-6.2		187	182	Norfolk & Dedham Group Pool	000706	244,041	6.3
150	147	FedNat Ins Group	018925	377,050	5.0		188	176	MO Employers Mutual Ins Co	011718	243,117	1.9
151	148	CA Cas Group	003335	375,301	4.7		189	205	Kinsale Ins Co	014027	235,614	24.4
152	150	Farmers Mutual Ins Co of NE	000371	366,698	6.8		190	196	Coop de Seguros Multiples PR	003502	231,879	14.2
153	143	Hallmark Ins Group	018605	363,867	-0.5		191	185	Nodak Ins Companies	018929	231,694	4.6
154	155	Greater NY Group	003326	362,083	14.2		192	209	Hospitals Ins Co, Inc.	000157	230,481	28.8
155	304	Hiscox USA Group	018750	349,225	308.3		193	181	Courtesy Ins Co	010863	228,049	-0.7
156	152	MCIC Vermont (A RRRG)	012014	343,139	1.6		194	194	Pioneer State Mutual Ins Co	000860	226,029	9.0
157	151	AMERISAFE Ins Group	018211	342,352	0.3		195	193	IN Farmers Mutual Ins Co	002251	224,715	6.4
158	156	Builders Mutual Ins Group	018729	341,700	11.2		196	199	Farm Bureau of ID Group	002903	223,690	13.2
159	160	MGA Ins Co, Inc	002854	337,603	17.5		197	191	Western Reserve Pool	000551	217,891	2.6
160	154	Norcal Group	018539	328,443	2.0		198	201	Jewelers Mutual Group	018905	216,619	10.4
161	153	Amer Transit Ins Co	004660	327,462	-1.8		199	230	Dorinco Reins Co	003771	216,460	37.6
162	144	Amer Agricultural Ins Co	003133	320,993	-11.7		200	184	AK Natl Ins Co	002648	216,049	-4.8
163	170	HIIG Group	018717	302,436	16.1	16.1 Top 200 Writers \$595,343,41						10.9
164	159	MS&AD US Ins Group	018782	299,520	0.6							10.6
165	126	PURE Group of Ins Companies	018740	296,915	-28.8	8.8 Note: Data for some companies in this report has been received from NAIC.						
166	168	Mag Mutual Group	018635	292,593	10.9		Source 2019	e: Sta	tement File - (BESTLINK) -	P/C, US;	Data as of J	une 4,

ELEADERS

U.S. Life/Health Insurers

Industry's admitted assets decreased 2.7%.

Ranked by 2018 admitted assets. (\$ Thousands)

2018 Rank		Company/Group	AMB#	Total Adm. Assets (\$000)	% Change	2018 Rank	2017 Rank	Company/Group	AMB#	Total Adm. Assets (\$000)	% Change
1	1	Prudential of America Group	070189	\$577,911,428	-3.0	27	27	Genworth Finl Companies	070527	67,534,913	-2.1
2	2	Metropolitan Life & Affiliated Cos	070192	409,620,949	-4.2	28	28	Great-West Life Group	070366	62,690,577	-3.6
3	3	New York Life Group	069714	324,970,928	1.4	29	31	Global Atlantic Group	069786	60,219,577	14.2
4	4	TIAA Group*	070362	316,052,536	2.9	30	32	Amer Equity Investment Group	070406	54,832,732	4.0
5	5	AIG Life & Retirement Group	070342	283,717,128	-2.2	31	30	Voya Ins & Annuity Co	008388	50,810,613	-13.5
6	8	Northwestern Mutual Group	069515	272,266,151	2.7	32	34	Securian Finl Ins Group	069565	47,253,522	0.7
7	6	Lincoln Finl Group	070351	255,810,967	-6.6	33	33	Western & Southern Finl Group	069754	47,103,394	-1.1
8	9	Massachusetts Mutual Life Group	069702	254,871,959	1.2	34	35	Unum Ins Group	069743	41,416,328	2.2
9	7	John Hancock Life Insurance Group	069542	247,572,469	-9.0	35	40	RGA Group	069611	40,422,092	9.9
10	10	Jackson Natl Group	069578	236,988,672	-1.9	36	38	Symetra Life Group	070123	39,974,623	4.7
11	11	Aegon USA Group	069707	201,204,255	-7.5	37	36	Delaware Life Ins Group	069798	39,803,404	-1.0
12	12	AXA Equitable Group	070194	194,728,959	-2.4	38	42	Great Amer Life Group	069545	38,763,528	8.8
13	14	Principal Finl Group Inc.	020516	185,009,820	-2.3	39	37	Allstate Life Group	070106	38,330,485	-3.9
14	13	Brighthouse Ins Group	070516	179,295,297	-7.5	40	39	Oneamerica Group	070399	36,997,409	-0.4
15	15	Nationwide Mutual Life Group	070822	170,430,331	-0.5	41	43	ERAC Group	070421	35,576,676	2.5
16	18	Allianz Life Ins Group	070187	145,153,116	2.7	42	45	CIGNA Group	070173	34,195,819	3.2
17	17	Voya Finl Group	070153	138,557,098	-2.3	43	44	Security Benefit Group	069882	34,072,139	0.9
18	19	Pacific Life Group	069720	135,579,228	0.3	44	41	OH Natl Life Group	069717	33,259,419	-7.2
19	16	Talcott Resolution Group	070116	117,925,796	-18.5	45	47	Mutual of Omaha Group	070203	30,731,710	1.7
20	21	Ameriprise Finl Group	069689	104,154,839	-8.4	46	46	Fidelity Investments Group	070020	30,512,256	-5.8
21	22	Sammons Enterprises Group	070533	99,242,227	2.0	47	48	Natl Life Group	069953	28,037,352	3.7
22	23	Thrivent Finl for Lutherans Group	069600	94,070,577	-0.6	48	49	Penn Mutual Group	069722	27,278,038	4.7
23	26	Athene Life Group	070478	83,772,782	16.1	49	50	USAA Life Group	070364	26,088,459	2.9
24	25	State Farm Life Group	070126	78,026,036	2.7	50	52	Knights of Columbus	006616	25,428,135	1.9
25	24	Guardian Life Group	069685	75,541,505	-1.4	51	59	Wilton Re Group	070435	25,331,358	15.6
26	29	Protective Life Group	069728	74,220,795	21.2	52	56	Fidelity & Guaranty Life Group	070403	25,161,453	10.2

U.S. Life/Health Insurers

Ranked by 2018 admitted assets. (\$ Thousands)

2018 Rank		Company/Group	AMB#	Total Adm. Assets (\$000)	% Change		2018 Rank	2017 Rank	Company/Group	AMB#	Total Adm. Assets (\$000)	% Change
53	53	Meiji Yasuda US Life Group	070499	24,722,541	-0.3		91	92	NGL Ins Group	070358	4,509,602	4.8
54	57	UnitedHealth Life Companies	069973	23,514,165	4.0		92	90	Kemper Life & Health Group	070340	4,446,450	1.7
55	60	Ameritas Life Group	069790	23,290,757	9.6		93	91	Kansas City Life Group	069692	4,273,230	-1.8
56	58	Amer Natl Group	070166	22,972,375	2.2		94	95	Continental Gen Ins Co	007360	4,206,872	11.5
57	55	Sun Life Finl Group	069740	22,942,416	-0.9		95	93	Auto-Owners Life Ins Co	006140	3,997,129	-5.1
58	54	Berkshire Hathaway Group	070158	22,686,170	-5.1		96	94	Heritage Life Ins Group	070530	3,916,204	-6.7
59	51	CNO Group	069862	22,343,522	-10.7		97	97	Union Labor Life Ins Co	007152	3,892,637	7.7
60	61	Aetna Life Group	070202	21,313,161	0.6		98	96	Physicians Mutual Group	069724	3,875,902	2.7
61	62	Mutual of America Life Ins Co	008851	20,380,809	-3.8		99	98	Advantage Capital Life Group	070486	3,769,802	14.5
62	66	Torchmark Life Group	070443	18,811,616	4.2	1	00	101	AAA Life Group	070388	3,560,649	11.9
63	65	EquiTrust Life Ins Co	060315	18,595,267	2.3	1	101	99	Independent Order of Foresters USB	006551	3,355,744	3.0
64	64	CMFG Life Group	070262	18,417,369	1.3	1	02	100	Pan-Amer Life Ins Group	069617	3,260,041	0.4
65	63	Nassau Ins Companies	070510	18,374,108	-4.8	1	103	104	Homesteaders Life Co	006534	3,068,849	5.0
66	68	Hannover Life Reassur America	068031	16,953,365	9.8	1	104	102	Savings Bank Mutual Life Ins Co of MA	006696	3,066,542	1.1
67	67	Modern Woodmen of America	006737	16,475,930	1.9	1	105	123	Combined A&H Group	070178	2,783,738	47.1
68	70	Swiss Re Life Group	070469	16,039,423	12.9	1	106	105	Security Mutual Life Ins Co of NY	007034	2,767,386	0.6
69	20	Aflac U.S. Group	069824	15,323,283	-86.6	1	107	112	GBU Finl Life	008161	2,754,647	12.1
70	72	Tokio Marine US Life Group	069195	15,143,841	13.6	1	108	107	Assurity Life Ins Group	070511	2,627,978	-0.2
71	71	Southern Farm Bureau Life Ins Co	007053	14,285,839	0.7	1	109	110	Amer Enterprise Group	070369	2,590,257	4.5
72	69	Zurich Amer Life Group	070470	14,104,873	-1.2	1	10	108	Prosperity Life Group	070471	2,558,133	1.8
73	73	Hartford Life & Accident Ins Co	007285	12,909,480	-0.2	1	11	113	LifeCare Assur Co	009200	2,544,592	4.4
74	74	Natl Western Life Group	070553	11,829,411	-1.2	1	112	119	Manhattan Ins Group	070357	2,543,703	17.4
75	76	Woodmen of World Life Ins Soc	007259	10,949,511	-0.2	1	113	114	Erie Family Life Ins Co	007276	2,498,593	2.7
76	75	Lincoln Benefit Life Co	006657	10,462,538	-6.8	1	114	109	Michigan Farm Bureau Life Group	070514	2,493,681	0.0
77	77	COUNTRY Financial Life Group	070142	10,041,767	2.0	1	115	111	Foresters Life Ins & Annuity Co	006413	2,468,155	0.2
78	78	Horace Mann Life Companies	070561	9,892,180	0.6	1	16	115	IN Farm Bureau Group	070368	2,436,969	1.5
79	79	Farm Bureau Life Group	070472	9,121,880	0.5	1	17	120	Kuvare US Group	070534	2,411,740	11.5
80	80	Munich Amer Group	069170	8,148,719	6.7	1	18	116	TN Farmers Life Ins Co	008443	2,299,817	1.0
81	81	Sentry Life Ins Group	070125	7,218,121	0.9	1	119	121	Liberty Bankers Group	070410	2,276,668	7.1
82	82	Lombard Life Group	070450	6,784,155	3.6	1	20	122	Oxford Group	070367	2,250,372	12.9
83	83	Assurant Inc Group	070135	6,432,863	-1.7	1	121	106	Senior Health Ins Co of Pennsylvania	007910	2,186,058	-18.7
84	84	Amer Fidelity Group	069640	6,202,032	3.4	1	122	129	Lifetime Healthcare Group	070054	2,174,751	21.8
85	86	Americo Life Group	069676	5,678,093	0.5	1	123	118	Scor Life US Group	070253	2,148,253	-2.7
86	88	Legal & Gen America Group	069539	5,476,789	11.3	1	124	117	Beneficial Life Ins Co	006162	2,132,394	-5.3
87	85	Amer Family Life Ins Co	006052	5,274,056	-7.1	1	25	124	Primerica Group	070183	2,008,406	6.9
88	87	Farmers New World Life Ins Co	006373	5,046,710	-1.6	1	26	125	Federated Life Ins Co	006381	2,007,384	6.9
89	89	Cincinnati Life Ins Co	006568	4,532,899	2.9	1	27	126	Trustmark Ins Group	069845	1,915,693	3.0
90	103	Global Bankers Ins Group	070491	4,511,634	51.0	1	28	132	GCU	009807	1,890,845	10.4
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U.S. Life/Health Insurers

Ranked by 2018 admitted assets. (\$ Thousands)

2018 2017 Company/Group AMB Seete 50 2018 2017 Company/Group AMB 129 131 BC & BS of KS Grp 070031 1,774,139 1.9 167 170 MO Farm Bureau Life Group 07062 130 Columbian Fini Group 069637 1,687,475 -6.1 169 171 Crown Global Ins Co of Amer 06174 132 128 Centre Life Ins Co 007367 1,680,204 -6.2 170 179 Investors Heritage Life Ins Co 006663 133 134 Catholic Fini Life 006188 1,683,316 0.7 171 188 Equitable Life & Casualty Group 07653 134 135 Boston Mutual Group 066097 1,581,101 1.4 173 176 Comparet Medge Group 07633 137 138 Ja8 Alfa Life Ins Co 066623 1,462,114 2.2 176 TA6 Centurion Life Ins Co 006743 138 Ja8 Life Ins Co 006643 1,48	(¢ m	Jusan	Total Adm.							Total Adm.			
129 131 BC & BS of KS Grp 070031 1,774,139 1.9 167 170 M0 Farm Bureau Life Group 07082 130 100 columbian Fini Group 069661 1,762,611 0.2 168 178 Motorists Life Ins Co 00674 131 127 Dearborn National Life Ins Group 0696637 1,687,475 -6.1 169 171 Crown Global Ins Co of Amer 06174 132 128 Centre Life Ins Co 007367 1,680,204 -6.2 170 179 Investors Heritage Life Ins Co 006583 133 134 Catholic Fini Life 008188 1,582,380 2.7 172 174 Geneve Hidgs Group 07053 135 139 Universal Life Ins Co 060657 1,582,992 42.0 174 173 Life Aspecialty Ventures Group 070433 137 136 Pakin Life Ins Co 006642 1,462,494 6.8 178 199 M Life Ins Co 00693 139 137 Life Uns Co 006641				AMB#	Assets					Company/Group	AMB#	Assets (\$000)	% Change
131 127 Dearborn National Life Ins Group 069637 1,687,475 -6.1 199 171 Crown Global Ins Co of Amer 06174 132 128 Centre Life Ins Co 007367 1,680,204 -6.2 170 179 Investors Heritage Life Ins Co 00658 133 134 Catholic Fini Life 008188 1,653,316 0.7 171 188 Equitable Life A Casualty Group 07633 134 135 Boston Mutual Group 069093 1,592,892 42.0 174 173 176 Cooperativa de Seguros de Vida de PR 00760 136 Sagicor Life Ins Co 006057 1,594,221 2.0 175 146 Centurion Life Ins Co 00627 137 136 Pekin Life Ins Co 006642 1,460,460 1.3 177 172 Greatian Fraternal Union of America 00629 140 Hoeneral Directors Group 07016 1,426,949 6.8 178 199 M Life Ins Co 006176 142 144 Amirea Life Ins Co <td></td> <td></td> <td></td> <td></td> <td>. ,</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>070823</td> <td>603,426</td> <td>2.4</td>					. ,						070823	603,426	2.4
132 128 Centre Life Ins Co 007367 1,680,204 -6.2 170 179 Investors Heritage Life Ins Co 00658 133 134 Catholic Fint Life 008188 1,653,316 0.7 171 188 Equitable Life & Casualty Group 07053 134 135 Boston Mutual Group 069993 1,592,860 2.7 172 174 Geneve Hidgs Group 07053 135 139 Universal Life Ins Co 060057 1,582,992 42.0 174 173 Life & Specialty Ventures Group 07043 137 136 Pekin Life Ins Gorp 006293 1,462,114 2.2 175 146 Centurion Life Ins Co 00627 139 137 IL Mutual Life Ins Co 006542 1,460,460 1.3 177 177 Croatian Fratemal Union of America 00629 140 140 Funeral Directors Group 07056 1,389,536 4.8 179 180 Investors Preferred Life Ins Co 06176 142 144 Amica L	130	130	Columbian Finl Group	069961	1,762,611	0.2	168	3	178	Motorists Life Ins Co	006744	590,381	25.2
133 134 Catholic FinI Life 008188 1,653,316 0.7 171 188 Equitable Life & Casualty Group 07051 134 135 Boston Mutual Group 069993 1,592,860 2.7 172 174 Geneve Hidgs Group 07053 135 139 Universal Life Ins Co 060097 1,591,110 13.4 173 176 Cooperative de Seguros de Vida de PR 07043 137 136 Pekin Life Ins Co 006057 1,582,992 42.0 174 173 Life & Specialty Ventures Group 07043 138 Alfa Life Ins Co 006293 1,462,114 2.2 176 175 Amer Slovenian Catholic Union 00987 139 137 L. Mutual Life Ins Co 006642 1,460,460 1.3 177 177 Croatian Fratemal Union d/America 006293 140 144 Funeral Directors Group 070166 1,389,536 4.8 179 180 Investors Preferred Life Ins Co 06176 142 144 Amica Life Ins Co	131	127	Dearborn National Life Ins Group	069637	1,687,475	-6.1	169	9	171	Crown Global Ins Co of Amer	061740	583,053	-0.1
134 135 Boston Mutual Group 069993 1,592,860 2.7 172 174 Geneve Hidgs Group 07053 135 139 Universal Life Ins Co 060097 1,591,110 13.4 173 176 Cooperativa de Seguros de Vida de PR 07043 136 151 Sagicor Life Ins Co 060657 1,582,992 42.0 174 173 Life & Specialty Ventures Group 07043 137 136 Pekin Life Ins Cor 006293 1,462,114 2.2 176 175 Amer Slovenian Catholic Union 00987 138 138 Affa Life Ins Cor 006293 1,462,114 2.2 176 175 Amer Slovenian Catholic Union OfAmerica 006293 140 140 Funeral Directors Group 070016 1,426,949 6.8 178 199 M Life Ins Co 06176 142 144 Mice Life Ins Co 007444 1,322,424 3.0 180 142 Citizens Inc Group 069688 143 Blatimore Life Ins Co 0066	132	128	Centre Life Ins Co	007367	1,680,204	-6.2	17(170 179 Investors Heritage Life Ins Co		006580	559,299	23.1	
135 139 Universal Life Ins Co 060097 1,591,110 13.4 173 176 Cooperativa de Seguros de Vida de PR 07043 136 151 Sagicor Life Ins Co 006057 1,582,992 42.0 174 173 Life & Specialty Ventures Group 07043 137 136 Pekin Life Ins Gorup 070155 1,504,221 2.0 175 146 Centurion Life Ins Co 00627 138 138 Alfa Life Ins Corp 006293 1,462,114 2.2 176 175 Amer Slovenian Catholic Union 00987 139 137 IL Mutual Life Ins Co 006542 1,460,460 1.3 177 177 Cratian Fraternal Union of America 06629 140 Funeral Directors Group 070016 1,426,949 6.8 178 199 M Life Ins Co 06176 142 144 Amica Life Ins Co 0070464 1,322,424 3.0 180 142 Citizens Inc Group 07646 143 145 Battimore Life Ins Co 006675	133	134	Catholic Finl Life	008188	1,653,316	0.7	17	71 188 Equitable Life & Casualty Group		070518	555,387	40.1	
136 131 Sagicor Life Ins Co 006057 1,582,992 42.0 174 173 Life & Specially Ventures Group 070433 137 136 Pekin Life Ins Group 070155 1,504,221 2.0 175 146 Centurion Life Ins Co 00627 138 138 Alfa Life Ins Corp 006293 1,462,114 2.2 176 175 Amer Slovenian Catholic Union 00987 139 137 IL Mutual Life Ins Co 006542 1,460,460 1.3 177 177 Croatian Fraternal Union of America 00629 140 Funeral Directors Group 070016 1,426,949 6.8 178 199 M Life Ins Co 006176 142 144 Amica Life Ins Co 007464 1,322,424 3.0 180 142 Citizens Inc Group 066668 143 145 Battimore Life Ins Co 006675 1,273,923 3.0 182 182 Everence Fraternal Group 07046 144 147 Shetter Life Ins Co 006675	134	135	Boston Mutual Group	069993	1,592,860	2.7	172	172 174 Geneve Hldgs Group		070537	537,121	1.0	
137 136 Pekin Life Ins Group 070155 1,504,221 2.0 175 146 Centurion Life Ins Co 006273 138 138 Alfa Life Ins Corp 006293 1,462,114 2.2 176 175 Amer Slovenian Catholic Union 00987 139 137 IL Mutual Life Ins Co 006542 1,460,460 1.3 177 177 Creatian Fratemal Union of America 006293 140 Funeral Directors Group 070016 1,426,949 6.8 178 199 M Life Ins Co 00999 141 140 Pekina Life Ins Co 007664 1,322,424 3.0 180 142 Citizens Inc Group 06668 143 145 Battimore Life Ins Co 006675 1,273,923 3.0 182 182 Everence Fratemal Group 07046 144 147 Shelter Life Ins Co 006675 1,273,923 3.0 183 183 Polish Nati Alliance of the US of NA 06639 144 147 Skeamer Life Ins Society 006459	135	139	Universal Life Ins Co	060097	1,591,110	13.4	173	3	176	Cooperativa de Seguros de Vida de PR	007607	536,797	9.4
138 138 Alfa Life Ins Corp 006293 1,462,114 2.2 176 175 Amer Slovenian Catholic Union 00987 139 137 IL Mutual Life Ins Co 006542 1,460,460 1.3 177 177 Croatian Fratemal Union of America 006299 140 140 Funeral Directors Group 070016 1,426,949 6.8 178 199 M Life Ins Co 006176 141 141 OneMain Hidgs Life Group 07056 1,389,536 4.8 179 180 Investors Preferred Life Ins Co 06176 142 144 Amica Life Ins Co 007464 1,322,424 3.0 180 142 Citizens Inc Group 06968 143 145 Battimore Life Ins Co 006675 1,273,923 3.0 182 182 Everence Fraternal Group 07046 144 147 Shelter Life Ins Co 006695 1,221,963 -3.3 183 183 Polish Nati Alliance of the US of NA 00633 144 149 Catholic Life	136	151	Sagicor Life Ins Co	006057	1,582,992	42.0	174	4	173	Life & Specialty Ventures Group	070430	535,325	-4.0
139 137 IL Mutual Life Ins Co 006542 1,460,460 1.3 177 177 Croatian Fratemal Union of America 00629 140 140 Funeral Directors Group 070016 1,426,949 6.8 178 199 M Life Ins Co 00909 141 141 OneMain Hidgs Life Group 070056 1,389,536 4.8 179 180 Investors Preferred Life Ins Co 06176 142 144 Amica Life Ins Co 007464 1,322,424 3.0 180 142 Citizens Inc Group 06968 143 145 Baltimore Life Ins Co 006675 1,273,923 3.0 182 182 Everence Fraternal Group 07046 144 147 Shelter Life Ins Society 006459 1,242,963 -3.3 183 183 Polish Natl Alliance of the US of NA 00693 144 148 Gleaner Life Ins Society 006451 1,202,048 0.5 185 190 Companion Life Ins Group 07044 144 148 Catholic Life Ins	137	136	Pekin Life Ins Group	070155	1,504,221	2.0	17	5	146	Centurion Life Ins Co	006276	515,187	-58.8
140 140 Funeral Directors Group 070016 1,426,949 6.8 178 199 M Life Ins Co 00909 141 141 OneMain Hidgs Life Group 070506 1,389,536 4.8 179 180 Investors Preferred Life Ins Co 06176 142 144 Amica Life Ins Co 007464 1,322,424 3.0 180 142 Citizens Inc Group 06968 143 145 Baltimore Life Ins Co 006143 1,296,486 2.2 181 181 William Penn Assn 007244 144 147 Shelter Life Ins Co 006675 1,273,923 3.0 182 182 Everence Fraternal Group 07046 145 143 Gleaner Life Ins Society 006459 1,242,963 -3.3 183 183 Polish Natl Alliance of the US of NA 00693 146 150 Natt Slovak Society of the US 009813 1,211,904 7.5 184 184 Natt Farm Group 07040 147 148 Catholic Cidredr of Foresters	138	138	Alfa Life Ins Corp	006293	1,462,114	2.2	170	6	175	Amer Slovenian Catholic Union	009876	513,333	1.4
141 141 0neMain Hidgs Life Group 070506 1,389,536 4.8 179 180 Investors Preferred Life Ins Co 06176 142 144 Amica Life Ins Co 007464 1,322,424 3.0 180 142 Citizens Inc Group 06968 143 145 Baltimore Life Ins Co 006143 1,296,486 2.2 181 181 William Penn Assn 00724 144 147 Shelter Life Ins Co 006675 1,273,923 3.0 182 182 Everence Fraternal Group 07046 145 143 Gleaner Life Ins Society 006459 1,242,963 -3.3 183 183 Polish Natl Alliance of the US of NA 006933 146 150 Natl Slovak Society of the US 009813 1,211,904 7.5 184 184 Natl Farm Group 07040 147 148 Catholic Order of Foresters 006191 1,202,048 0.5 185 190 Companion Life Ins Group 07044 148 149 Catholic Life I	139	137	IL Mutual Life Ins Co	006542	1,460,460	1.3	177	7	177	Croatian Fraternal Union of America	006298	488,322	0.1
142 144 Amica Life Ins Co 007464 1,322,424 3.0 180 142 Citizens Inc Group 06968 143 145 Baltimore Life Ins Co 006143 1,296,486 2.2 181 181 William Penn Assn 00744 144 147 Shelter Life Ins Co 006675 1,273,923 3.0 182 182 Everence Fraternal Group 07046 145 143 Gleaner Life Ins Society 006459 1,242,963 -3.3 183 183 Polish Natl Alliance of the US of NA 00693 146 150 Natl Slovak Society of the US 009813 1,211,904 7.5 184 184 Natl Farm Group 07040 147 148 Catholic Order of Foresters 006191 1,202,048 0.5 185 190 Companion Life Ins Group 07044 148 149 Catholic Life Ins 008827 1,191,991 1.2 186 191 LifeSecure Ins Co 06604 150 153 Royal Neighbors of America 007010 1,067,888 5.9 188 185 Amer Fidelity Life Ins Co 0	140	140	Funeral Directors Group	070016	1,426,949	6.8	178	3	199	M Life Ins Co	009096	487,426	47.5
143 145 Baltimore Life Ins Co 006143 1,296,486 2.2 181 181 William Penn Assn 00724 144 147 Shelter Life Ins Co 006675 1,273,923 3.0 182 182 Everence Fraternal Group 07046 145 143 Gleaner Life Ins Society 006459 1,242,963 -3.3 183 183 Polish Nati Alliance of the US of NA 00693 146 150 Nati Slovak Society of the US 009813 1,211,904 7.5 184 184 Nati Farm Group 07040 147 148 Catholic Order of Foresters 006191 1,202,048 0.5 185 190 Companion Life Ins Group 07040 148 149 Catholic Life Ins 008827 1,191,991 1.2 186 191 LifeSecure Ins Co 06664 149 152 Anthem Life Cos 07010 1,067,888 5.9 188 185 Amer Fidelity Lif Assn A Legal Reserve Life Co 00605 151 154 Fidelity Security Life Ins Group 070453 978,273 2.3 189 194 Trinity Life	141	141	OneMain Hldgs Life Group	070506	1,389,536	4.8	179	9	180	Investors Preferred Life Ins Co	061763	482,994	7.5
144 147 Shelter Life Ins Co 006675 1,273,923 3.0 182 182 182 Everence Fraternal Group 07046 145 143 Gleaner Life Ins Society 006459 1,242,963 -3.3 183 183 Polish Nati Alliance of the US of NA 00693 146 150 Nati Slovak Society of the US 009813 1,211,904 7.5 184 184 Nati Farm Group 07040 147 148 Catholic Order of Foresters 006191 1,202,048 0.5 185 190 Companion Life Ins Group 07044 148 149 Catholic Life Ins 008827 1,191,991 1.2 186 191 LifeSecure Ins Co 06664 150 153 Royal Neighbors of America 007010 1,067,888 5.9 188 185 Amer Fidelity Life Ass A Legal Reserve Life Co 00605 151 154 Fidelity Security Life Ins Co 006694 1,033,901 6.6 190 189 194 Trinity Life Group 07046 152 155 Lincoln Heritage Life Ins Co 006694 1,033,901 6.6	142	144	Amica Life Ins Co	007464	1,322,424	3.0	180)	142	Citizens Inc Group	069688	469,290	-64.0
145 143 Gleaner Life Ins Society 006459 1,242,963 -3.3 184 184	143	145	Baltimore Life Ins Co	006143	1,296,486	2.2	18 ⁻	181 181 William Penn Assn		007249	467,648	4.5	
146 150 Natl Slovak Society of the US 009813 1,211,904 7.5 184 184 Natl Farm Group 07040 147 148 Catholic Order of Foresters 006191 1,202,048 0.5 185 190 Companion Life Ins Group 07044 148 149 Catholic Life Ins 008827 1,191,991 1.2 186 191 LifeSecure Ins Co 06064 149 152 Anthem Life Cos 070064 1,130,790 8.5 187 187 Fidelity LfAssn A Legal Reserve Life Co 006053 150 153 Royal Neighbors of America 007010 1,067,888 5.9 188 185 Amer Fidelity Life Ins Co 006053 151 154 Fidelity Security Life Ins Group 069812 1,034,047 5.3 189 194 Trinity Life Group 07046 152 155 Lincoln Heritage Life Ins Co 006694 1,033,901 6.6 190 189 Fist Catholic Slovak Union of USA & CA 00980 153 156 First Catholic Slovak Ladies USA 009869 990,544 2.8 191	144	147	Shelter Life Ins Co	006675	1,273,923	3.0	182	182 182 Everence Fraternal Group		070463	438,406	-1.7	
147 148 Catholic Order of Foresters 006191 1,202,048 0.5 185 190 Companion Life Ins Group 07044 148 149 Catholic Life Ins 008827 1,191,991 1.2 186 191 LifeSecure Ins Co 06064 149 152 Anthem Life Cos 070064 1,130,790 8.5 187 187 Fidelity LfAssn A Legal Reserve Life Co 00605 150 153 Royal Neighbors of America 007010 1,067,888 5.9 188 185 Amer Fidelity Life Ins Co 00605 151 154 Fidelity Security Life Ins Group 069812 1,034,047 5.3 189 194 Trinity Life Group 07046 152 155 Lincoln Heritage Life Ins Co 006694 1,033,901 6.6 190 189 First Catholic Slovak Union of USA & CA 009809 153 156 First Catholic Slovak Ladies USA 009869 990,544 2.8 191 186 Central States H & L Group 07036 154 158 IA Amer Life Group 070452 954,509 -0.4 193 <	145	143	Gleaner Life Ins Society	006459	1,242,963	-3.3	183	3	183	Polish Natl Alliance of the US of NA	006939	431,694	-1.2
148 149 Catholic Life Ins 008827 1,191,991 1.2 186 191 LifeSecure Ins Co 06064 149 152 Anthem Life Cos 070064 1,130,790 8.5 187 187 187 Fidelity LfAssn A Legal Reserve Life Co 06064 150 153 Royal Neighbors of America 007010 1,067,888 5.9 188 185 Amer Fidelity Life Ins Co 00605 151 154 Fidelity Security Life Ins Co 0669812 1,034,047 5.3 189 194 Trinity Life Group 07046 07046 152 155 Lincoln Heritage Life Ins Co 066694 1,033,901 6.6 190 189 194 Trinity Life Group 07046 153 156 First Catholic Slovak Ladies USA 009869 990,544 2.8 191 186 Central States H & L Group 07046 154 158 IA Amer Life Group 070452 978,273 2.3 192 192 Pacific Century Life Ins Co 060633 155 157 GPM Life Group 070452 954,509 -0.4	146	150	Natl Slovak Society of the US	009813	1,211,904	7.5	184	1	184	Natl Farm Group	070400	423,061	2.6
149 152 Anthem Life Cos 070064 1,130,790 8.5 187 187 Fidelity Lf Assn A Legal Reserve Life Co 00638 150 153 Royal Neighbors of America 007010 1,067,888 5.9 188 185 Amer Fidelity Life Ins Co 00605 151 154 Fidelity Security Life Ins Group 069812 1,034,047 5.3 189 194 Trinity Life Group 07046 152 155 Lincoln Heritage Life Ins Co 006694 1,033,901 6.6 190 189 First Catholic Slovak Union of USA & CA 00980 153 156 First Catholic Slovak Ladies USA 009869 990,544 2.8 191 186 Central States H & L Group 07036 154 158 IA Amer Life Group 070453 978,273 2.3 192 192 Pacific Century Life Ins Corp 06033 155 157 GPM Life Group 070452 954,509 -0.4 193 193 Sons of NO 007044 156 161 New Era Group 070009 938,365 2.1 194 198	147	148	Catholic Order of Foresters	006191	1,202,048	0.5	18	5	190	Companion Life Ins Group	070446	418,858	7.0
150 153 Royal Neighbors of America 007010 1,067,888 5.9 188 185 Amer Fidelity Life Ins Co 00605 151 154 Fidelity Security Life Ins Group 069812 1,034,047 5.3 189 194 Trinity Life Ins Co 00605 152 155 Lincoln Heritage Life Ins Co 006694 1,033,901 6.6 190 189 First Catholic Slovak Union of USA & CA 00980 153 156 First Catholic Slovak Ladies USA 009869 990,544 2.8 191 186 Central States H & L Group 07046 154 158 IA Amer Life Group 070452 954,509 -0.4 193 193 Sons of NO 00704 156 161 New Era Group 070452 954,509 -0.4 193 193 Sons of NO 00704 157 159 EMC Natl Life Co 006339 909,549 -4.7 195 197 Universal Guar Life Ins Co 06704 158 162 ELCO Mutual Life and Annuity 008005 878,437 15.1 196 197 196 <t< td=""><td>148</td><td>149</td><td>Catholic Life Ins</td><td>008827</td><td>1,191,991</td><td>1.2</td><td>186</td><td>3</td><td>191</td><td>LifeSecure Ins Co</td><td>060645</td><td>415,984</td><td>13.6</td></t<>	148	149	Catholic Life Ins	008827	1,191,991	1.2	186	3	191	LifeSecure Ins Co	060645	415,984	13.6
151 154 Fidelity Security Life Ins Group 069812 1,034,047 5.3 189 194 Trinity Life Group 07046 152 155 Lincoln Heritage Life Ins Co 006694 1,033,901 6.6 190 189 First Catholic Slovak Union of USA & CA 00980 153 156 First Catholic Slovak Ladies USA 009869 990,544 2.8 191 186 Central States H & L Group 07036 154 158 IA Amer Life Group 070453 978,273 2.3 192 192 Pacific Century Life Ins Corp 06033 155 157 GPM Life Group 070452 954,509 -0.4 193 193 Sons of NO 007046 156 161 New Era Group 070009 938,365 2.1 194 198 Best Meridian Ins Co 06000 157 159 EMC Natl Life Co 006339 909,549 -4.7 195 197 Universal Guar Life Ins Co 00719 158 162 ELCO Mutual Life and Annuity<	149	152	Anthem Life Cos	070064	1,130,790	8.5	187	7	187	Fidelity Lf Assn A Legal Reserve Life Co	006386	407,036	0.2
152 155 Lincoln Heritage Life Ins Co 006694 1,033,901 6.6 190 189 First Catholic Slovak Union of USA & CA 009809 153 156 First Catholic Slovak Ladies USA 009869 990,544 2.8 191 186 Central States H & L Group 07036 154 158 IA Amer Life Group 070453 978,273 2.3 192 192 Pacific Century Life Ins Corp 06033 155 157 GPM Life Group 070452 954,509 -0.4 193 193 Sons of NO 007047 156 161 New Era Group 070009 938,365 2.1 194 198 Best Meridian Ins Co 06000 157 159 EMC Natl Life Co 006339 909,549 -4.7 195 197 Universal Guar Life Ins Co 00713 158 162 ELCO Mutual Life and Annuity 008005 878,437 15.1 196 197 196 Natl Mutual Benefit 00679 159 163 HM Life Insurance Group 070359 743,930 0.4 197 196 Natl Mut	150	153	Royal Neighbors of America	007010	1,067,888	5.9	188	188 185 Amer Fidelity Life Ins Co		006055	401,312	-2.2	
153 156 First Catholic Slovak Ladies USA 009869 990,544 2.8 191 186 Central States H & L Group 07036 154 158 IA Amer Life Group 070453 978,273 2.3 192 192 Pacific Century Life Ins Corp 06033 155 157 GPM Life Group 070452 954,509 -0.4 193 193 Sons of NO 007040 156 161 New Era Group 070009 938,365 2.1 194 198 Best Meridian Ins Co 06000 157 159 EMC Natl Life Co 006339 909,549 -4.7 195 197 Universal Guar Life Ins Co 00719 158 162 ELCO Mutual Life and Annuity 008005 878,437 15.1 196 195 Trans World Assur Co 00713 159 163 HM Life Insurance Group 070359 743,930 0.4 197 196 Natl Mutual Benefit 00679	151	154	Fidelity Security Life Ins Group	069812	1,034,047	5.3	189	9	194	Trinity Life Group	070465	400,968	13.8
154 158 IA Amer Life Group 070453 978,273 2.3 192 192 Pacific Century Life Ins Corp 06033 155 157 GPM Life Group 070452 954,509 -0.4 193 193 Sons of NO 007047 156 161 New Era Group 070009 938,365 2.1 194 198 Best Meridian Ins Co 06000 157 159 EMC Natl Life Co 006339 909,549 -4.7 195 197 Universal Guar Life Ins Co 00713 158 162 ELCO Mutual Life and Annuity 008005 878,437 15.1 196 195 Trans World Assur Co 00713 159 163 HM Life Insurance Group 070359 743,930 0.4 197 196 Natl Mutual Benefit 00679	152	155	Lincoln Heritage Life Ins Co	006694	1,033,901	6.6	190)	189	First Catholic Slovak Union of USA & CA	009804	387,320	-2.2
155 157 GPM Life Group 070452 954,509 -0.4 193 193 Sons of NO 00704 156 161 New Era Group 070009 938,365 2.1 194 198 Best Meridian Ins Co 06000 157 159 EMC Natl Life Co 006339 909,549 -4.7 195 197 Universal Guar Life Ins Co 00713 158 162 ELCO Mutual Life and Annuity 008005 878,437 15.1 196 195 Trans World Assur Co 00713 159 163 HM Life Insurance Group 070359 743,930 0.4 197 196 Natl Mutual Benefit 00679	153	156	First Catholic Slovak Ladies USA	009869	990,544	2.8	19 ⁻	1	186	Central States H & L Group	070363	385,949	-5.8
156 161 New Era Group 070009 938,365 2.1 194 198 Best Meridian Ins Co 06000 157 159 EMC Natl Life Co 006339 909,549 -4.7 195 197 Universal Guar Life Ins Co 00719 158 162 ELCO Mutual Life and Annuity 008005 878,437 15.1 196 195 Trans World Assur Co 00713 159 163 HM Life Insurance Group 070359 743,930 0.4 197 196 Natl Mutual Benefit 00679	154	158	IA Amer Life Group	070453	978,273	2.3	192	2	192	Pacific Century Life Ins Corp	060335	365,679	0.4
157 159 EMC Natl Life Co 006339 909,549 -4.7 195 197 Universal Guar Life Ins Co 00719 158 162 ELCO Mutual Life and Annuity 008005 878,437 15.1 196 195 Trans World Assur Co 00713 159 163 HM Life Insurance Group 070359 743,930 0.4 197 196 Natl Mutual Benefit 00679	155	157	GPM Life Group	070452	954,509	-0.4	193	3	193	Sons of NO	007047	359,983	-0.3
158 162 ELCO Mutual Life and Annuity 008005 878,437 15.1 196 195 Trans World Assur Co 00713 159 163 HM Life Insurance Group 070359 743,930 0.4 197 196 Natl Mutual Benefit 00679	156	161	New Era Group	070009	938,365	2.1	194	4	198	Best Meridian Ins Co	060007	350,430	4.0
159 163 HM Life Insurance Group 070359 743,930 0.4 197 196 Natl Mutual Benefit 00679	157	159	EMC Natl Life Co	006339	909,549	-4.7	19	5	197	Universal Guar Life Ins Co	007199	346,199	0.9
	158	162	ELCO Mutual Life and Annuity	008005	878,437	15.1	196	3	195	Trans World Assur Co	007136	343,715	-0.9
160 168 Security Natl Life Group 070382 714,666 12.5 198 205 Berkley Life & Health Ins Co 00657	159	163	HM Life Insurance Group	070359	743,930	0.4	197	7	196	Natl Mutual Benefit	006794	342,336	-0.4
	160	168	Security Natl Life Group	070382	714,666	12.5	198	3	205	Berkley Life & Health Ins Co	006579	324,157	16.9
161 164 Health Net Life Ins Co 006722 704,656 1.9 199 200 Blue Shield of CA Group 07036	161	164	Health Net Life Ins Co	006722	704,656	1.9	199	9	200	Blue Shield of CA Group	070365	314,494	0.0
162 167 Triple-S Vida Life Group 070077 664,822 2.7 200 204 5 Star Life Ins Co 00806	162	167	Triple-S Vida Life Group	070077	664,822	2.7	200)	204	5 Star Life Ins Co	008069	302,153	3.8
163 166 WEA Ins Corp 009506 661,468 0.1 Top 200 Insurers \$	163	166	WEA Ins Corp	009506	661,468	0.1		Top 200 Insurers \$6,975,362,844		-2.7			
164 169 Guarantee Trust Life Ins Co 006503 638,858 7.4 Total U.S. Life/Health Industry	164	169	Guarantee Trust Life Ins Co	006503	638,858	7.4		Total U.S. Life/Health Industry \$6,988,413,546				-2.7	
165 165 Regal Reins Group 070345 624,496 -7.1 *TIAA's assets are significantly understated. Most of assets are in its affiliate. CBEE	165	165	Regal Reins Group	070345	624,496	-7.1					Most of it	s separate a	ccount
	166	172	United Heritage Life Ins Co	006472	603,803	5.1	assets are in its affiliate, CREF. Note: Data for some companies in this report has been received from the NAIC						



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North American Public Insurers Ranked by 2018 Assets

	ala de la constance				
Rank	AMB#	Company Name	2018 Total Assets (\$000)	2017 Total Assets (\$000)	% Change
1	058182	Prudential Financial, Inc.	815,078,000	832,136,000	-2.0%
2	058334	Berkshire Hathaway Inc.	707,794,000	702,095,000	0.8%
3	058175	MetLife, Inc.	687,538,000	719,892,000	-4.5%
4	066866	Manulife Financial Corporation	550,316,276	581,270,008	2.8%
5	058702	American International Group, Inc.	491,984,000	498,301,000	-1.3%
6	050910	Great-West Lifeco, Inc.	313,705,605	334,514,323	1.9%
7	058709	Lincoln National Corporation	298,147,000	281,763,000	5.8%
8	058179	Principal Financial Group, Inc.	243,036,100	253,941,200	-4.3%
9	046498	Brighthouse Financial, Inc.	206,294,000	224,192,000	-8.0%
10	050913	Sun Life Financial Inc.	199,382,386	214,420,368	1.0%
11	050817	Voya Financial Inc.	154,682,000	222,532,000	-30.5%
12	058106	UnitedHealth Group Incorporated	152,221,000	139,058,000	9.5%
13	058003	Aflac Incorporated	140,406,000	137,217,000	2.3%
14	050542	Ameriprise Financial, Inc.	137,216,000	147,480,000	-7.0%
15	058312	The Allstate Corporation	112,249,000	112,422,000	-0.2%
16	058470	The Travelers Companies, Inc.	104,233,000	103,483,000	0.7%
17	059780	Genworth Financial, Inc.	100,923,000	105,297,000	-4.2%
18	050177	Loews Corporation	78,316,000	79,586,000	-1.6%
19	058180	Anthem, Inc.	71,571,000	70,540,000	1.5%
20	058089	Reinsurance Group of America, Incorporated	64,535,245	60,514,818	6.6%
21	058364	Fairfax Financial Holdings Limited	64,372,100	64,090,100	0.4%
22	058317	American Financial Group, Inc.	63,456,000	60,658,000	4.6%
23	058707	The Hartford Financial Services Group, Inc.	62,307,000	225,260,000	-72.3%
24	058110	Unum Group	61,875,600	64,013,100	-3.3%
25	050750	American Equity Investment Life Holding Company	61,625,564	62,030,736	-0.7%
26	058454	The Progressive Corporation	46,575,000	38,701,200	20.3%
27	051156	Assurant, Inc.	41,089,300	31,843,000	29.0%
28	058405	Markel Corporation	33,306,263	32,805,016	1.5%
29	058030	CNO Financial Group, Inc.	31,439,800	33,110,300	-5.0%
30	051149	Centene Corporation	30,901,000	21,855,000	41.4%
31	058009	American National Insurance Company	26,912,353	26,386,764	2.0%
32	058052	Humana Inc.	25,413,000	27,178,000	-6.5%
33	058309	Alleghany Corporation	25,344,896	25,384,317	-0.2%
34	058496	W. R. Berkley Corporation	24,895,977	24,299,917	2.5%
35	058103	Torchmark Corporation	23,095,722	23,474,985	-1.6%



Data for all companies, including Canadian, are in U.S. dollars.

Percent change is based upon local currency.

Source: (BESTLINK) Holding Companies database



North American Public Insurers Ranked by 2018 Revenue

Rank AMB# Company Name 2016 Total Revenue (\$200) 2017 Total Revenue (\$200) 9% Change 1 058106 UnitedHealth Group Incorporated 226,247,000 224,261,000 12,5% 3 058180 Anthem, Inc. 225,582,000 224,261,000 5.8% 3 058180 Anthem, Inc. 67,941,000 62,308,000 9.0% 5 058182 Prudential Financial, Inc. 63,465,000 48,572,000 24,3% 6 051149 Centene Corporation 60,369,000 48,572,000 24,3% 7 058052 Humana Inc. 56,912,000 53,767,000 5,8% 8 068702 American International Group, Inc. 47,427,000 49,593,000 4,4% 9 058312 The Allstate Corporation 31,954,700 26,816,100 19,2% 10 059910 Great-West Lifeco, Inc. 30,282,000 28,902,000 4,8% 11 058454 The Progressive Corporation 27,332,771 45,137,021 -34,2% 12 <th>122</th> <th></th> <th></th> <th></th> <th></th> <th></th>	122					
2 058334 Berkshire Hathaway Inc. 225,682,000 242,061,000 -6.8% 3 058180 Anthem, Inc. 92,105,000 90,040,000 2.3% 4 058175 MetLife, Inc. 67,941,000 62,308,000 6.3% 5 058182 Prudential Financial, Inc. 63,465,000 58,689,000 6.3% 6 051149 Centene Corporation 60,369,000 48,572,000 24,3% 7 058052 Humana Inc. 56,912,000 53,767,000 5.8% 9 058312 The Alistate Corporation 39,821,000 34,427,000 1.0% 10 050910 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Progressive Corporation 31,954,700 26,616,100 19.2% 12 058470 The aritelist Corporation 27,332,771 45,137,021 -34.2% 13 06860 Maulife Financial Corporation 12,456,000 12,944,000 -5.3% 13 058070 <	Rank	AMB#	Company Name	2018 Total Revenue (\$000)	2017 Total Revenue (\$000)	% Change
3 058180 Anthem, Inc. 92,105,000 90,040,000 2.3% 4 058175 MetLife, Inc. 67,941,000 62,308,000 9.0% 5 058182 Prudential Financial, Inc. 63,465,000 98,689,000 6.3% 7 058052 Humana Inc. 56,912,000 53,767,000 24,3% 7 058052 Humana Inc. 56,912,000 33,427,000 1.0% 10 058010 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Progressive Corporation 31,954,700 26,816,100 19.2% 12 058470 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 066866 Manulife Financial Corporation 27,332,771 45,137,021 -34.2% 14 058034 Malc Incorporated 20,414,100 17,007,20 20.0% 15 051244 WellCare Health Plans, Inc. 19,886,038 23,440,177 -8.0% 16 050913 Sun		058106	UnitedHealth Group Incorporated		201,159,000	12.5%
4 058175 MetLife, Inc. 67,941,000 62,308,000 9.0% 5 058182 Prudential Financial, Inc. 63,465,000 59,689,000 6.3% 6 051149 Centene Corporation 60,389,000 48,572,000 24,3% 7 058052 Humana Inc. 56,912,000 53,767,000 5.8% 8 058702 American International Group, Inc. 47,427,000 49,593,000 -4,4% 9 058312 The Alistate Corporation 39,821,000 39,427,000 1.0% 10 059910 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 066866 Manuiffe Financial Corporation 27,332,771 45,137,021 -34.2% 14 058003 Allac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 19,866,308 23,440,177 -8.0% 17	2	058334	Berkshire Hathaway Inc.	225,682,000	242,061,000	-6.8%
5 058182 Prudential Financial, Inc. 63,465,000 59,689,000 6.3% 6 051149 Centene Corporation 60,369,000 48,572,000 24.3% 7 058052 Humana Inc. 56,912,000 53,767,000 5.8% 8 056702 American International Group, Inc. 47,427,000 49,593,000 -4.4% 9 058312 The Alistate Corporation 33,821,000 39,427,000 1.0% 10 050910 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Progressive Corporation 31,954,700 26,816,100 19.2% 12 058470 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 06666 Manulife Financial Corporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 18,890,000 16,988,000 16,4% 10	3	058180	Anthem, Inc.	92,105,000	90,040,000	2.3%
6 051149 Centene Corporation 60,369,000 48,572,000 24.3% 7 058052 Humana Inc. 56,912,000 53,767,000 5.8% 8 058702 American International Group, Inc. 47,427,000 49,593,000 -4.4% 9 058312 The Allstate Corporation 39,821,000 39,427,000 10,0% 10 059010 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Progressive Corporation 31,954,700 26,816,100 19.2% 12 058470 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 066666 Manulife Financial Corporation 27,332,771 45,137,021 -34.2% 14 058003 Aflac Incorporated 21,758,000 21,667,000 0.4% 15 051124 WellCare Health Plans, Inc. 19,856,308 23,440,177 -8.0% 16 050913 Sun Life Financial Inc. 18,890,000 19,944,000 -5.3% 19 </td <td>4</td> <td>058175</td> <td>MetLife, Inc.</td> <td>67,941,000</td> <td>62,308,000</td> <td>9.0%</td>	4	058175	MetLife, Inc.	67,941,000	62,308,000	9.0%
7 058052 Humana Inc. 56,912,000 53,767,000 5.8% 8 058702 American International Group, Inc. 47,427,000 49,593,000 -4.4% 9 058312 The Allstate Corporation 39,821,000 39,427,000 1.0% 10 050910 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Progressive Corporation 31,954,700 26,816,100 19.2% 12 058470 The Travelers Comparies, Inc. 30,282,000 26,802,000 4.8% 13 066866 Manulife Financial Corporation 27,332,771 45,137,021 -34.2% 14 058003 Aflac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.3% 16 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,988,000 10.4%	5	058182	Prudential Financial, Inc.	63,465,000	59,689,000	6.3%
8 058702 American International Group, Inc. 47,427,000 49,593,000 -4.4% 9 058312 The Allstate Corporation 39,821,000 39,427,000 1.0% 10 050910 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 066666 Manulife Financial Corporation 27,332,771 45,137,021 -34.2% 14 058003 Affac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.0% 17 051101 Moina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,024,100 9.4% 20 058709 Lincoln National Corporation 14,624,000 14,257,000 15.2%	6	051149	Centene Corporation	60,369,000	48,572,000	24.3%
9 058312 The Allstate Corporation 39,821,000 39,427,000 1.0% 10 050910 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Progressive Corporation 31,954,700 26,816,100 19.2% 12 058470 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 066866 Manulife Financial Corporation 27,332,771 45,137,021 -34.2% 14 058003 Affac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.0% 17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,024,100 9.4% 20 058709 Lincoln National Corporation 14,266,000 13,735,000 2.4% <	7	058052	Humana Inc.	56,912,000	53,767,000	5.8%
10 050910 Great-West Lifeco, Inc. 32,297,032 37,454,564 -6.3% 11 058454 The Progressive Corporation 31,954,700 26,816,100 19.2% 12 058470 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 066866 Manulife Financial Corporation 27,332,771 45,137,021 -54.2% 14 058003 Aflac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.0% 17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,084,100 9.4% 20 058709 Lincoln National Corporation 16,424,000 14,257,000 15.2% 21 058179 Principal Financial Inc. 14,266,000 13,735,000 2.4%	8	058702	American International Group, Inc.	47,427,000	49,593,000	-4.4%
11 058454 The Progressive Corporation 31,954,700 26,816,100 19.2% 12 058470 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 066866 Manulife Financial Corporation 27,332,771 45,137,021 -34.2% 14 058003 Aflac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,866,308 23,440,177 -8.0% 17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,624,000 14,257,000 15.2% 21 058709 Lincoln National Corporation 14,023,200 1.0% 12,924,000 14,287,000 15.2% 21 058179 Lincoln National Corporation 14,066,000 13,735,000 2.4% 23 050542 Ameriprise Financial, Inc. </td <td>9</td> <td>058312</td> <td>The Allstate Corporation</td> <td>39,821,000</td> <td>39,427,000</td> <td>1.0%</td>	9	058312	The Allstate Corporation	39,821,000	39,427,000	1.0%
12 058470 The Travelers Companies, Inc. 30,282,000 28,902,000 4.8% 13 066866 Manulife Financial Corporation 27,332,771 45,137,021 -34.2% 14 058003 Affac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.0% 17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,024,100 9.4% 20 058709 Lincoln National Corporation 16,424,000 14,257,000 15.2% 21 058179 Principal Financial Inc. 12,924,000 13,735,000 2.4% 23 050542 Ameriprise Financial, Inc. 12,875,664 12,515,769 2.9% 25 058110 Unum Group 11,598,500 11,286,800 2.8%	10	050910	Great-West Lifeco, Inc.	32,297,032	37,454,564	-6.3%
13 066866 Manulife Financial Corporation 27,332,771 45,137,021 -34.2% 14 058003 Aflac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.0% 17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,988,000 10.4% 20 058709 Lincoln National Corporation 16,424,000 14,257,000 15.2% 21 058179 Principal Financial Group, Inc. 14,237,200 14,093,200 1.0% 22 050177 Loews Corporation 14,066,000 13,735,000 2.4% 23 050542 Ameriprise Financial, Inc. 12,924,000 12,180,000 6.1% 24 058089 Reinsurance Group of America, Incorporated 12,875,664 12,515,769 2	11	058454	The Progressive Corporation	31,954,700	26,816,100	19.2%
14 058003 Affac Incorporated 21,758,000 21,667,000 0.4% 15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.0% 17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,988,000 10.4% 19 058364 Fairfax Financial Holdings Limited 17,536,600 16,024,100 9.4% 20 058709 Lincoln National Corporation 16,424,000 14,257,000 15.2% 21 058179 Principal Financial Group, Inc. 14,237,200 14,093,200 1.0% 22 050177 Leews Corporation 14,066,000 13,735,000 2.4% 23 050542 Ameriprise Financial, Inc. 12,875,664 12,515,769 2.9% 25 058110 Unum Group 11,588,500 11,286,800 2.8%	12	058470	The Travelers Companies, Inc.	30,282,000	28,902,000	4.8%
15 051244 WellCare Health Plans, Inc. 20,414,100 17,007,200 20.0% 16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.0% 17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,988,000 10.4% 19 058364 Fairfax Financial Holdings Limited 17,536,600 16,024,100 9.4% 20 058709 Lincoln National Corporation 16,424,000 14,257,000 15.2% 21 058179 Principal Financial Group, Inc. 14,237,200 14,093,200 1.0% 22 050177 Leews Corporation 14,066,000 13,735,000 2.4% 23 050542 Ameriprise Financial, Inc. 12,924,000 12,180,000 6.1% 24 058089 Reinsurance Group of America, Incorporated 12,875,664 12,515,769 2.9% 25 058110 Unum Group 11,598,500 11,286,800 2.8% <td>13</td> <td>066866</td> <td>Manulife Financial Corporation</td> <td>27,332,771</td> <td>45,137,021</td> <td>-34.2%</td>	13	066866	Manulife Financial Corporation	27,332,771	45,137,021	-34.2%
16 050913 Sun Life Financial Inc. 19,856,308 23,440,177 -8.0% 17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,988,000 10.4% 19 058364 Fairfax Financial Holdings Limited 17,536,600 16,024,100 9.4% 20 058709 Lincoln National Corporation 16,424,000 14,257,000 15.2% 21 058179 Principal Financial Group, Inc. 14,237,200 14,093,200 1.0% 22 050177 Loews Corporation 14,066,000 13,735,000 2.4% 23 050542 Ameriprise Financial, Inc. 12,924,000 12,180,000 6.1% 24 058089 Reinsurance Group of America, Incorporated 12,875,664 12,515,769 2.9% 25 058110 Unum Group 11,586,500 8.28% 2.8% 26 046498 Brighthouse Financial, Inc. 8,754,000 8,278,000 5.8% <	14	058003	Aflac Incorporated	21,758,000	21,667,000	0.4%
17 051101 Molina Healthcare Inc. 18,890,000 19,944,000 -5.3% 18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,988,000 10.4% 19 058364 Fairfax Financial Holdings Limited 17,536,600 16,024,100 9.4% 20 058709 Lincoln National Corporation 16,424,000 14,257,000 15.2% 21 058179 Principal Financial Group, Inc. 14,237,200 14,093,200 1.0% 22 050177 Loews Corporation 14,066,000 13,735,000 2.4% 23 050542 Ameriprise Financial, Inc. 12,924,000 12,180,000 6.1% 24 058089 Reinsurance Group of America, Incorporated 12,875,664 12,515,769 2.9% 25 058110 Unum Group 11,598,500 11,286,800 2.8% 26 046498 Brighthouse Financial, Inc. 8,514,000 8,618,000 -1.2% 28 059780 Genworth Financial, Inc. 8,057,600 6,415,000 25.6%	15	051244	WellCare Health Plans, Inc.	20,414,100	17,007,200	20.0%
18 058707 The Hartford Financial Services Group, Inc. 18,750,000 16,988,000 10.4% 19 058364 Fairfax Financial Holdings Limited 17,536,600 16,024,100 9.4% 20 058709 Lincoln National Corporation 16,424,000 14,257,000 15.2% 21 058179 Principal Financial Group, Inc. 14,237,200 14,093,200 1.0% 22 050177 Loews Corporation 14,066,000 13,735,000 2.4% 23 050542 Ameriprise Financial, Inc. 12,924,000 12,180,000 6.1% 24 058089 Reinsurance Group of America, Incorporated 12,875,664 12,515,769 2.9% 25 058110 Unum Group 11,598,500 11,286,800 2.8% 26 046498 Brighthouse Financial, Inc. 8,754,000 8,618,000 -1.2% 28 059780 Genworth Financial, Inc. 8,430,000 8,295,000 1.6% 29 051160 Intact Financial Corporation 7,748,588 7,429,880 13.3% <td>16</td> <td>050913</td> <td>Sun Life Financial Inc.</td> <td>19,856,308</td> <td>23,440,177</td> <td>-8.0%</td>	16	050913	Sun Life Financial Inc.	19,856,308	23,440,177	-8.0%
19058364Fairfax Financial Holdings Limited17,536,60016,024,1009.4%20058709Lincoln National Corporation16,424,00014,257,00015.2%21058179Principal Financial Group, Inc.14,237,20014,093,2001.0%22050177Loews Corporation14,066,00013,735,0002.4%23050542Ameriprise Financial, Inc.12,924,00012,180,0006.1%24058089Reinsurance Group of America, Incorporated12,875,66412,515,7692.9%25058110Unum Group11,598,50011,286,8002.8%26046498Brighthouse Financial, Inc.8,754,0008,278,0005.8%27050817Voya Financial Inc.8,514,0008,618,000-1.2%28059780Genworth Financial, Inc.8,057,6006,415,00025.6%30051160Intact Financial Corporation7,748,5887,429,88013.3%31058496W. R. Berkley Corporation7,609,3697,616,595-0.1%32058366Fidelity National Financial, Inc.7,594,0007,663,000-0.9%33058405Markel Corporation6,949,8076,053,72314.8%34058309Alleghany Corporation6,887,1606,424,6557.2%	17	051101	Molina Healthcare Inc.	18,890,000	19,944,000	-5.3%
20058709Lincoln National Corporation16,424,00014,257,00015.2%21058179Principal Financial Group, Inc.14,237,20014,093,2001.0%22050177Loews Corporation14,066,00013,735,0002.4%23050542Ameriprise Financial, Inc.12,924,00012,180,0006.1%24058089Reinsurance Group of America, Incorporated12,875,66412,515,7692.9%25058110Unum Group11,598,50011,286,8002.8%26046498Brighthouse Financial, Inc.8,754,0008,278,0005.8%27050817Voya Financial Inc.8,514,0008,618,000-1.2%28059780Genworth Financial, Inc.8,630,0008,295,0001.6%30051160Intact Financial Corporation7,748,5887,429,88013.3%31058496W. R. Berkley Corporation7,609,3697,616,595-0.1%32058366Fidelity National Financial, Inc.7,594,0007,663,000-0.9%33058405Markel Corporation6,949,8076,053,72314.8%34058309Alleghany Corporation6,887,1606,424,6557.2%	18	058707	The Hartford Financial Services Group, Inc.	18,750,000	16,988,000	10.4%
21058179Principal Financial Group, Inc.14,237,20014,093,2001.0%22050177Loews Corporation14,066,00013,735,0002.4%23050542Ameriprise Financial, Inc.12,924,00012,180,0006.1%24058089Reinsurance Group of America, Incorporated12,875,66412,515,7692.9%25058110Unum Group11,598,50011,286,8002.8%26046498Brighthouse Financial, Inc.8,754,0008,278,0005.8%27050817Voya Financial Inc.8,514,0008,618,000-1.2%28059780Genworth Financial, Inc.8,430,0008,295,0001.6%29051156Assurant, Inc.8,057,6006,415,00025.6%30051160Intact Financial Corporation7,748,5887,429,88013.3%31058496W. R. Berkley Corporation7,609,3697,616,595-0.1%32058366Fidelity National Financial, Inc.7,594,0007,663,000-0.9%33058405Markel Corporation6,949,8076,053,72314.8%34058309Alleghany Corporation6,887,1606,424,6557.2%	19	058364	Fairfax Financial Holdings Limited	17,536,600	16,024,100	9.4%
22050177Loews Corporation14,066,00013,735,0002.4%23050542Ameriprise Financial, Inc.12,924,00012,180,0006.1%24058089Reinsurance Group of America, Incorporated12,875,66412,515,7692.9%25058110Unum Group11,598,50011,286,8002.8%26046498Brighthouse Financial, Inc.8,754,0008,278,0005.8%27050817Voya Financial Inc.8,514,0008,618,000-1.2%28059780Genworth Financial, Inc.8,657,6006,415,00025.6%30051160Intact Financial Corporation7,748,5887,429,88013.3%31058496W. R. Berkley Corporation7,609,3697,616,595-0.1%32058366Fidelity National Financial, Inc.6,949,8076,053,72314.8%34058309Alleghany Corporation6,887,1606,424,6557.2%	20	058709	Lincoln National Corporation	16,424,000	14,257,000	15.2%
23050542Ameriprise Financial, Inc.12,924,00012,180,0006.1%24058089Reinsurance Group of America, Incorporated12,875,66412,515,7692.9%25058110Unum Group11,598,50011,286,8002.8%26046498Brighthouse Financial, Inc.8,754,0008,278,0005.8%27050817Voya Financial Inc.8,514,0008,618,000-1.2%28059780Genworth Financial, Inc.8,430,0008,295,0001.6%29051156Assurant, Inc.8,057,6006,415,00025.6%30051160Intact Financial Corporation7,748,5887,429,88013.3%31058496W. R. Berkley Corporation7,609,3697,616,595-0.1%32058366Fidelity National Financial, Inc.7,594,0007,663,000-0.9%33058405Markel Corporation6,949,8076,053,72314.8%34058309Alleghany Corporation6,887,1606,424,6557.2%	21	058179	Principal Financial Group, Inc.	14,237,200	14,093,200	1.0%
24058089Reinsurance Group of America, Incorporated12,875,66412,515,7692.9%25058110Unum Group11,598,50011,286,8002.8%26046498Brighthouse Financial, Inc.8,754,0008,278,0005.8%27050817Voya Financial Inc.8,514,0008,618,000-1.2%28059780Genworth Financial, Inc.8,430,0008,295,0001.6%29051156Assurant, Inc.8,057,6006,415,00025.6%30051160Intact Financial Corporation7,748,5887,429,88013.3%31058496W. R. Berkley Corporation7,609,3697,616,595-0.1%32058366Fidelity National Financial, Inc.7,594,0007,663,000-0.9%33058405Markel Corporation6,949,8076,053,72314.8%34058309Alleghany Corporation6,887,1606,424,6557.2%	22	050177	Loews Corporation	14,066,000	13,735,000	2.4%
25058110Unum Group11,598,50011,286,8002.8%26046498Brighthouse Financial, Inc.8,754,0008,278,0005.8%27050817Voya Financial Inc.8,514,0008,618,000-1.2%28059780Genworth Financial, Inc.8,430,0008,295,0001.6%29051156Assurant, Inc.8,057,6006,415,00025.6%30051160Intact Financial Corporation7,748,5887,429,88013.3%31058496W. R. Berkley Corporation7,609,3697,616,595-0.1%32058405Fidelity National Financial, Inc.7,594,0007,663,000-0.9%33058405Markel Corporation6,949,8076,053,72314.8%34058309Alleghany Corporation6,887,1606,424,6557.2%	23	050542	Ameriprise Financial, Inc.	12,924,000	12,180,000	6.1%
26 046498 Brighthouse Financial, Inc. 8,754,000 8,278,000 5.8% 27 050817 Voya Financial Inc. 8,514,000 8,618,000 -1.2% 28 059780 Genworth Financial, Inc. 8,430,000 8,295,000 1.6% 29 051156 Assurant, Inc. 8,057,600 6,415,000 25.6% 30 051160 Intact Financial Corporation 7,748,588 7,429,880 13.3% 31 058496 W. R. Berkley Corporation 7,609,369 7,616,595 -0.1% 32 058366 Fidelity National Financial, Inc. 7,594,000 7,663,000 -0.9% 33 058405 Markel Corporation 6,949,807 6,053,723 14.8% 34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	24	058089	Reinsurance Group of America, Incorporated	12,875,664	12,515,769	2.9%
27 050817 Voya Financial Inc. 8,514,000 8,618,000 -1.2% 28 059780 Genworth Financial, Inc. 8,430,000 8,295,000 1.6% 29 051156 Assurant, Inc. 8,057,600 6,415,000 25.6% 30 051160 Intact Financial Corporation 7,748,588 7,429,880 13.3% 31 058496 W. R. Berkley Corporation 7,609,369 7,616,595 -0.1% 32 058366 Fidelity National Financial, Inc. 7,594,000 7,663,000 -0.9% 33 058405 Markel Corporation 6,949,807 6,053,723 14.8% 34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	25	058110	Unum Group	11,598,500	11,286,800	2.8%
28 059780 Genworth Financial, Inc. 8,430,000 8,295,000 1.6% 29 051156 Assurant, Inc. 8,057,600 6,415,000 25.6% 30 051160 Intact Financial Corporation 7,748,588 7,429,880 13.3% 31 058496 W. R. Berkley Corporation 7,609,369 7,616,595 -0.1% 32 058366 Fidelity National Financial, Inc. 7,594,000 7,663,000 -0.9% 33 058405 Markel Corporation 6,949,807 6,053,723 14.8% 34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	26	046498	Brighthouse Financial, Inc.	8,754,000	8,278,000	5.8%
29 051156 Assurant, Inc. 8,057,600 6,415,000 25.6% 30 051160 Intact Financial Corporation 7,748,588 7,429,880 13.3% 31 058496 W. R. Berkley Corporation 7,609,369 7,616,595 -0.1% 32 058366 Fidelity National Financial, Inc. 7,594,000 7,663,000 -0.9% 33 058405 Markel Corporation 6,949,807 6,053,723 14.8% 34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	27	050817	Voya Financial Inc.	8,514,000	8,618,000	-1.2%
30 051160 Intact Financial Corporation 7,748,588 7,429,880 13.3% 31 058496 W. R. Berkley Corporation 7,609,369 7,616,595 -0.1% 32 058366 Fidelity National Financial, Inc. 7,594,000 7,663,000 -0.9% 33 058405 Markel Corporation 6,949,807 6,053,723 14.8% 34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	28	059780	Genworth Financial, Inc.	8,430,000	8,295,000	1.6%
31 058496 W. R. Berkley Corporation 7,609,369 7,616,595 -0.1% 32 058366 Fidelity National Financial, Inc. 7,594,000 7,663,000 -0.9% 33 058405 Markel Corporation 6,949,807 6,053,723 14.8% 34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	29	051156	Assurant, Inc.	8,057,600	6,415,000	25.6%
32 058366 Fidelity National Financial, Inc. 7,594,000 7,663,000 -0.9% 33 058405 Markel Corporation 6,949,807 6,053,723 14.8% 34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	30	051160	Intact Financial Corporation	7,748,588	7,429,880	13.3%
33 058405 Markel Corporation 6,949,807 6,053,723 14.8% 34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	31	058496	W. R. Berkley Corporation	7,609,369	7,616,595	-0.1%
34 058309 Alleghany Corporation 6,887,160 6,424,655 7.2%	32	058366	Fidelity National Financial, Inc.	7,594,000	7,663,000	-0.9%
	33	058405	Markel Corporation	6,949,807	6,053,723	14.8%
35 058317 American Financial Group, Inc. 6,778,000 6,620,000 2.4%	34	058309	Alleghany Corporation	6,887,160	6,424,655	7.2%
	35	058317	American Financial Group, Inc.	6,778,000	6,620,000	2.4%

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R	Rank	AMB#	Company Name	2018 Total Revenue (\$000)	2017 Total Revenue (\$000)	% Change
	36	058439	Old Republic International Corporation	6,021,800	6,263,100	-3.9%
	37	052894	First American Financial Corporation	5,745,127	5,768,578	-0.4%
	38	058704	Cincinnati Financial Corporation	5,407,000	5,732,000	-5.7%
	39	052590	National General Holdings Corp.	4,607,971	4,422,272	4.2%
	40	058505	The Hanover Insurance Group, Inc.	4,494,300	4,267,900	5.3%
	41	058030	CNO Financial Group, Inc.	4,313,500	4,297,200	0.4%
	42	058103	Torchmark Corporation	4,303,751	4,155,573	3.6%
	43	058711	Kemper Corporation	3,725,100	2,723,400	36.8%
	44	058411	Mercury General Corporation	3,380,004	3,415,962	-1.1%
	45	058009	American National Insurance Company	3,326,382	3,411,000	-2.5%
	46	033745	OneMain Holdings, Inc.	3,193,000	2,830,000	12.8%
	47	050905	Triple-S Management Corporation	2,996,059	2,916,085	2.7%
	48	050750	American Equity Investment Life Holding Company	2,936,589	2,990,734	-1.8%
	49	058466	Selective Insurance Group, Inc.	2,586,080	2,469,984	4.7%
	50	058517	Stewart Information Services Corporation	1,907,672	1,955,724	-2.5%
	51	058453	Primerica, Inc.	1,899,843	1,689,102	12.5%
	52	058430	The Navigators Group, Inc.	1,443,157	1,318,790	9.4%
	53	058469	State Auto Financial Corporation	1,275,800	1,422,300	-10.3%
	54	058348	Radian Group Inc.	1,274,357	1,221,631	4.3%
	55	058706	Horace Mann Educators Corporation	1,191,599	1,171,550	1.7%
	56	058413	MGIC Investment Corporation	1,123,848	1,066,054	5.4%
	57	058589	United Fire Group, Inc.	1,070,166	1,052,737	1.7%
	58	050660	ProAssurance Corporation	877,082	858,116	2.2%
	59	051085	Safety Insurance Group, Inc.	828,400	836,015	-0.9%
	60	051146	Universal Insurance Holdings, Inc.	823,816	751,916	9.6%
	61	058460	RLI Corp.	818,123	797,224	2.6%
	62	051243	Employers Holdings, Inc.	800,400	801,400	-0.1%
	63	058355	Donegal Group Inc.	769,135	737,404	4.3%
	64	051554	United Insurance Holdings Corp.	724,058	654,573	10.6%
	65	058512	FBL Financial Group Inc.	719,626	737,911	-2.5%
	66	058358	EMC Insurance Group Inc.	662,610	670,209	-1.1%
	67	033690	Tiptree Inc.	625,826	606,701	3.2%
	68	046134	National Western Life Group, Inc.	551,599	874,448	-36.9%
	69	050708	Ambac Financial Group Inc	510,661	622,166	-17.9%
	70	046190	Heritage Insurance Holdings, Inc.	480,171	406,623	18.1%
	71	058060	Kansas City Life Insurance Company	461,032	450,757	2.3%
	72	058332	Protective Insurance Corporation	448,512	358,765	25.0%
	73	058178	FedNat Holding Company	396,093	391,662	1.1%
	74	051075	Hallmark Financial Services, Inc.	379,268	385,521	-1.6%
	75	051277	AMERISAFE, Inc.	377,753	375,208	0.7%

Data for all companies, including Canadian, are in U.S. dollars. Percent change is based upon local currency. Source: **BESTLINE** Holding Companies database

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Based on 2017 net non-banking assets.

2017 Asset Rank	2016 Asset Rank	AMB#	Company Name	Country of Domi	icile	2017 Net Non-Banking Assets USD (000)	% Change*	
1	3	085014	Allianz SE	Germany		1,027,938,687	2.03	
2	2	085085	AXA S.A.	France		991,924,406	-2.53	
3	4	058182	Prudential Financial Inc.	United States		831,921,000	6.12	
4	5	090527	Japan Post Insurance Co, Ltd.	Japan		722,993,900	-4.36	
5	1	058175	MetLife Inc.	United States		719,892,000	-19.90	
6	7	058334	Berkshire Hathaway Inc.	United States		702,095,000	13.09	
7	6	090826	Nippon Life Insurance Company	Japan		700,033,576	2.66	
8	9	086120	Legal & General Group Plc	United Kingdom		682,625,365	8.13	
9	8	085925	Prudential plc				4.98	
10	10	085124	Assicurazioni Generali S.p.A.	Italy		643,443,323	3.05	
11	11	085909	Aviva plc				0.51	
12	12	066866	Manulife Financial Corporation	Canada	÷	581,270,008	1.23	
13	18	086446	Ping An Ins. (Group) Co. of China Ltd.	China	*)	572,539,339	21.97	
14	13	090906	National Mut Ins. Fed. Agricultural Coop.	Japan		553,063,387	0.73	
15	15	052446	China Life Insurance (Group) Company	China	*)	552,931,023	7.23	
16	19	086056	CNP Assurances	France		507,128,176	0.99	
17	16	046417	Dai-ichi Life Holdings, Inc.	Japan		504,404,493	3.11	
18	14	058702	American International Group, Inc.	United States		498,301,000	0.01	
19	17	085244	Aegon N.V.	Netherlands		474,772,470	-6.96	
20	22	093310	Credit Agricole Assurances	France		451,670,664	4.36	
21	20	085485	Life Insurance Corporation of India	India	۲	438,128,381	10.62	
22	21	086976	Zurich Insurance Group Ltd.	Switzerland	÷	422,065,000	10.39	
23	23	090828	Meiji Yasuda Life Insurance Company	Japan		390,923,610	2.80	
24	25	091242	Sumitomo Life Insurance Company	Japan		339,102,929	4.90	
25	24	061691	New York Life Ins. Company	United States		337,116,000	6.05	

* Percent change is based upon local currency. Source: **BESTLINK**

'orld's Largest Insurance Cos.

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World's Largest Insurance Companies

Based on 2017 net premiums written.

2017 Premiu Rank	2016 n Premium Rank	AMB#	Company Name	Country of Domic	ile	2017 Net Premiums Written US\$ (000)	% Change*	
1	1	058106	UnitedHealth Group Incorporated ¹	United States		158,453,000	9.95	
2	2	085085	AXA S.A.	France		104,463,098	-1.28	
3	3	052446	China Life Insurance (Group) Company	China	9	97,640,660	14.41	
4	9	086446	Ping An Ins. (Group) Co. of China Ltd.	China	9	90,263,540	30.08	
5	5	085014	Allianz SE	Germany		86,777,631	1.40	
6	4	058180	Anthem, Inc.	United States		84,205,200	7.49	
7	6	070936	Kaiser Foundation Group of Health Plans ²	United States		83,617,409	11.49	
8	7	085124	Assicurazioni Generali S.p.A.	Italy		77,501,208	-0.49	
9	8	020013	State Farm Group ²	United States		69,862,637	2.69	
10	10	085320	People's Ins. Co. (Group) of China Ltd.	China	Q.	68,905,913	10.18	
11	16	058334	Berkshire Hathaway Inc.	United States		62,242,000	32.68	
12	14	086577	Munich Reinsurance Company	Germany		56,966,802	0.48	
13	18	085925	Prudential plc	United Kingdom		56,597,465	13.48	
14	11	058700	Aetna Inc. 1	United States		53,894,000	-4.27	
15	13	058052	Humana Inc. 1	United States		52,380,000	-1.21	
16	15	090826	Nippon Life Insurance Company	Japan		50,630,016	3.01	
17	17	085485	Life Insurance Corporation of India	India	۲	48,949,052	5.88	
18	25	051149	Centene Corporation ¹	United States		46,115,000	20.01	
19	22	046417	Dai-ichi Life Holdings, Inc.	Japan		45,963,888	9.31	
20	12	090906	National Mut. Ins. Fed. Agricultural Coop.	Japan		45,181,014	-22.73	
21	23	050962	Tokio Marine Holdings, Inc.	Japan		42,512,056	3.03	
22	21	052662	MS&AD Insurance Group Holdings, Inc.	Japan		42,337,961	-3.46	
23	20	086976	Zurich Insurance Group Ltd.	Switzerland	÷	41,136,000	-3.82	
24		090598	China Pacific Insurance (Group) Co. Ltd.	China	Q	40,838,755	20.64	
25	19	090527	Japan Post Insurance Co., Ltd.	Japan		39,562,030	-16.23	

* Percent change is based upon local currency. ¹ Premiums shown are earned premiums. ² AM Best consolidation; U.S. companies only Source:

LEADERS THE Top 25 U.S. Holding Companies, 2018

Ranked by Assets (\$000)

Rank	Company Name	AMB#	2018 Total Assets (\$000)	2017 Total Assets (\$000)	% Change
1	Prudential Financial, Inc.	058182	815,078,000	832,136,000	-2.0%
2	Berkshire Hathaway Inc.	058334	707,794,000	702,095,000	0.8%
3	MetLife, Inc.	058175	687,538,000	719,892,000	-4.5%
4	American International Group, Inc.	058702	491,984,000	498,301,000	-1.3%
5	Lincoln National Corporation	058709	298,147,000	281,763,000	5.8%
6	Principal Financial Group, Inc.	058179	243,036,100	253,941,200	-4.3%
7	Brighthouse Financial, Inc.	046498	206,294,000	224,192,000	-8.0%
8	Pacific Mutual Holding Company	050799	157,699,000	157,877,000	-0.1%
9	Voya Financial Inc.	050817	154,682,000	222,532,000	-30.5%
10	Cigna Holding Company	058703	153,226,000	61,759,000	148.1%
11	UnitedHealth Group Incorporated	058106	152,221,000	139,058,000	9.5%
12	Aflac Incorporated	058003	140,406,000	137,217,000	2.3%
13	Ameriprise Financial, Inc.	050542	137,216,000	147,480,000	-7.0%
14	Liberty Mutual Holding Company Inc.	051114	125,989,000	142,502,000	-11.6%
15	The Allstate Corporation	058312	112,249,000	112,422,000	-0.2%
16	The Travelers Companies, Inc.	058470	104,233,000	103,483,000	0.7%
17	Genworth Financial, Inc.	059780	100,923,000	105,297,000	-4.2%
18	Loews Corporation	050177	78,316,000	79,586,000	-1.6%
19	Anthem, Inc.	058180	71,571,000	70,540,000	1.5%
20	Reinsurance Group of America, Incorporated	058089	64,535,245	60,514,818	6.6%
21	American Financial Group, Inc.	058317	63,456,000	60,658,000	4.6%
22	The Hartford Financial Services Group, Inc.	058707	62,307,000	225,260,000	-72.3%
23	Unum Group	058110	61,875,600	64,013,100	-3.3%
24	American Equity Investment Life Holding Co.	050750	61,625,564	62,030,736	-0.7%
25	Securian Financial Group, Inc.	050751	51,887,755	51,232,359	1.3%
Source	BESTLINK Holding Companies database				

BESTLINK Holding Companies database

Top 25 U.S. Holding Companies, 2018

Ranked by Revenue (\$000)

Rank	Company Name	AMB#	2018 Total Revenue (\$000)	2017 Total Revenue (\$000)	% Change
1	UnitedHealth Group Incorporated	058106	226,247,000	201,159,000	12.5%
2	Berkshire Hathaway Inc.	058334	225,682,000	242,061,000	-6.8%
3	Anthem, Inc.	058180	92,105,000	90,040,000	2.3%
4	MetLife, Inc.	058175	67,941,000	62,308,000	9.0%
5	Prudential Financial, Inc.	058182	63,465,000	59,689,000	6.3%
6	Centene Corporation	051149	60,369,000	48,572,000	24.3%
7	Humana Inc.	058052	56,912,000	53,767,000	5.8%
8	Cigna Holding Company	058703	48,569,000	42,043,000	15.5%
9	American International Group, Inc.	058702	47,427,000	49,593,000	-4.4%
10	Liberty Mutual Holding Company Inc.	051114	41,568,000	39,409,000	5.5%
11	The Allstate Corporation	058312	39,821,000	39,427,000	1.0%
12	The Progressive Corporation	058454	31,954,700	26,816,100	19.2%
13	The Travelers Companies, Inc.	058470	30,282,000	28,902,000	4.8%
14	Aflac Incorporated	058003	21,758,000	21,667,000	0.4%
15	WellCare Health Plans, Inc.	051244	20,414,100	17,007,200	20.0%
16	Molina Healthcare Inc.	051101	18,890,000	19,944,000	-5.3%
17	The Hartford Financial Services Group, Inc.	058707	18,750,000	16,988,000	10.4%
18	Lincoln National Corporation	058709	16,424,000	14,257,000	15.2%
19	Principal Financial Group, Inc.	058179	14,237,200	14,093,200	1.0%
20	Loews Corporation	050177	14,066,000	13,735,000	2.4%
21	Ameriprise Financial, Inc.	050542	12,924,000	12,180,000	6.1%
22	Reinsurance Group of America, Incorporated	058089	12,875,664	12,515,769	2.9%
23	Unum Group	058110	11,598,500	11,286,800	2.8%
24	Pacific Mutual Holding Company	050799	10,484,000	9,395,000	11.6%
25	Brighthouse Financial, Inc.	046498	8,754,000	8,278,000	5.8%
	BEST INK Holding Companies database	040498	8,754,000	8,278,000	5.

Source: CESTLINK> Holding Companies database



ON GUARD: Following a series of bomb blasts that targeted hotels and churches in Colombo, Sri Lanka on Easter Sunday, soldiers stand watch outside The Kingsbury Hotel. Underwriters will be monitoring their exposures to high risk occupancies such as hotels because many terrorist groups view such properties as preferred targets.

Continuing Exposure

Sri Lanka bombings call for revisiting terrorism and political risk management, market watchers say.

by Iris Lai

S ri Lanka's Easter Sunday bombing attacks have increased attention to terrorism risk management for organizations in the Asia-Pacific region, including reviews for adequate insurance coverage and mitigation methods, according to insurers and consultants.

The event highlights "the importance of ensuring that the risk of terrorism is included within an organization's overall risk management," said Richard Floyd, head of terrorism and political violence of Asia at Willis Towers Watson. Overall, risk appetite and available capacity of insurance companies providing terrorism and political violence remain stable after the event. "Underwriters will be monitoring their exposures to higher risk occupancies such as hotels,

Iris Lai is Hong Kong bureau manager. She can be reached at *iris.lai@ambest.com*.

and are likely to be more selective with the risks they decide to deploy capacity against," he added.

The bombings in Sri Lanka marked one of the bloodiest terrorist attacks of the past few years. "Many have thought of Sri Lanka as a low-risk environment and the incidents as a complete surprise," said David Guest, regional product leader for crisis management of Asia-Pacific at Axa XL. Tommy Elliot, regional director, Circle Asia, a specialist insurer and MGA on events risk management, noted no region is safe from terrorism, even places like Hong Kong and Singapore. Therefore, it is important to manage these risks, particularly for the increasing number of local and international events hosted in Asia.

Hotels continue to be a preferred target for many terrorist groups. "Asia and Sri Lanka are no exception and follow in the steps of Mumbai, Bali and Jakarta, amongst others," said Guest. About 160 attacks happened at hotels around the world between 1970 and early 2016, and half of these involved the use of explosives.Attacks on multinational hotel guests ensure global television and social media coverage. For some tourism-dependent countries, this sector has a major impact on the economy.

In the wake of the bombings, "there is a huge demand from uninsured properties to insure including terrorism, and also from those clients who are insured without terrorism to include such cover as well," said Jagath Alwis, director and chief technical officer of Ceylinco General Insurance Ltd. For insurers, their concern will be to insist on more risk management processes, such as security checks at building entrances.

Some organizations in Asia-Pacific have paid greater attention to terrorism risk management, which embraces aspects like employment of expert security personnel, actively monitoring shifts in the risk environments, coordination with government entities where possible, along with efforts related to terrorism scenario planning, risk-quantification initiatives and structuring transfer of risk to insurance markets, said Floyd.

However, Floyd said "it is fair to say that many organizations in the Asia-Pacific region are still developing formal approaches to terrorism risk management and do not undertake scenario planning, mitigation strategy formulation and contingency protocol development."

Well-managed companies should implement terrorism assessment as part of their risk management. Some companies already discuss risk-reduction measures with architects and planners. Risk mitigation measures focus on strategic policies and operational procedures. Guest said "that is where we see clients working with insurers and security risk advisers to complement and enhance their own efforts."

"In the short-term, we have seen an upswing in inquiries for terrorism insurance from Sri Lanka, other complex and potentially hostile territories, and from the hospitality industry as a whole," said Guest.The event also causes clients' concerns about growing risks in less-developed countries and how to manage them.

Major insured losses from the bombings are estimated to come from hotels.Total insured losses caused by this event are anticipated to be less than 1 billion Sri Lankan rupees (US\$5.8 million), said Alwis.The claims will fall under Strike, Riot, Civil Commotion and Terrorist coverage under the National Insurance Trust Fund, and are expected to be "well within the deductibles of their XL (excess of loss), which they could absorb," he added.

The terrorists' basic objective is to cause mass

casualties, not to maximize property damage, said Gordon Woo, catastrophist at risk modeler RMS. Hotel chains' terrorism coverage may be impacted globally, as well as business interruption.

For differing reasons, Floyd said the risk of terrorism is deemed moderate in the Philippines, Thailand and Indonesia, with heightened awareness and threat levels in countries like Singapore. Geography is not the only driver for analyzing risk and threat profiles as there are numerous other variables for consideration, such as the occupancy and industry sector of an organization. Notable occupancies with higher risk profiles include transportation, hotels, power and utilities, leisure and entertainment.

"Risk assessment must take into account not only the geographic spread of threats but also new means of waging terror," said Guest. Increasingly, insurers are designing products for clients to deal with both the asset and human impact of these events.

As attack methods evolve, buyers are seeking to expand terrorism definitions in insurance coverage to include active assailant events, said insurance broker Marsh in a report. Hotels, casinos, sports arenas, restaurants, retailers, movie theaters and others are looking to include active shooter threat, which can result in bodily injury to employees and customers, property damage, direct or indirect business interruption and reputational damage.

Companies with significant exposure in developing markets are considering how to address these risks through a variety of coverages, including property terrorism, political violence, political risks and workers' compensation. Many insurers are receptive to terrorism coverage to include such coverage, said Marsh.

"The traditional terrorism insurance promise to pay is now often incorporating security advice and extra expense coverage related to people risks, such as public relations and brand rehabilitation costs, counseling and medical expense," said Guest.

In addition to commercial insurance, a publicprivate risk-sharing mechanism can provide coverage for terrorism risk. Property insurance policies can be extended to include terrorism coverage in accordance with local terrorism pools, said Marsh. In the Asia-Pacific region, Australia, Hong Kong, India, Indonesia, Sri Lanka and Taiwan have this publicprivate risk-sharing mechanism.

Sri Lanka has the longest history of terrorism development in Asia, with the SRCC&T fund originally established in 1984. Alwis said insurers offering terrorism insurance cede the risks 100% to the SRCC&T fund under the NITF, which is also the only reinsurer in Sri Lanka. For cover limits more than those provided by the NITF, insurers usually arrange "In the short-term, we have seen an upswing in inquiries for terrorism insurance from Sri Lanka, other complex and potentially hostile territories and from the hospitality industry as a whole."



David Guest Axa XL

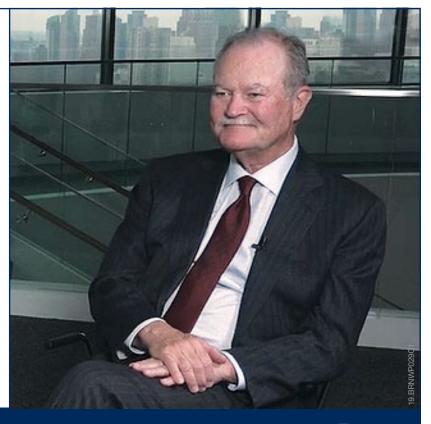
cover in overseas markets and companies do not retain any portion of the risk.

Reinsurance capacity for terrorism risks continues to develop and grow, said Marsh. Many insurers use the commercial reinsurance markets. For the January 2018 renewal, the majority of reinsurance programs that included terrorism coverage averaged from flat to an increase of 10% on a risk-adjusted basis.

Today's threats come from a more complex mix of sub-national groups or global alliances driven by political, religious, ideological or economic motivations. "Attack methodologies have evolved to not only meet new goals but address defense, particularly incorporated by the hospitality industry," said Guest. After the Islamic State lost territory in Syria and Iraq in 2017, Guest said its focus shifted to other countries with a fragile security environment and underlying political, religious and ideological tensions. The security threat across Asia, as evidenced in Sri Lanka, is not new but an evolution of threats, which have existed in one form or another for the past 30 years or more.

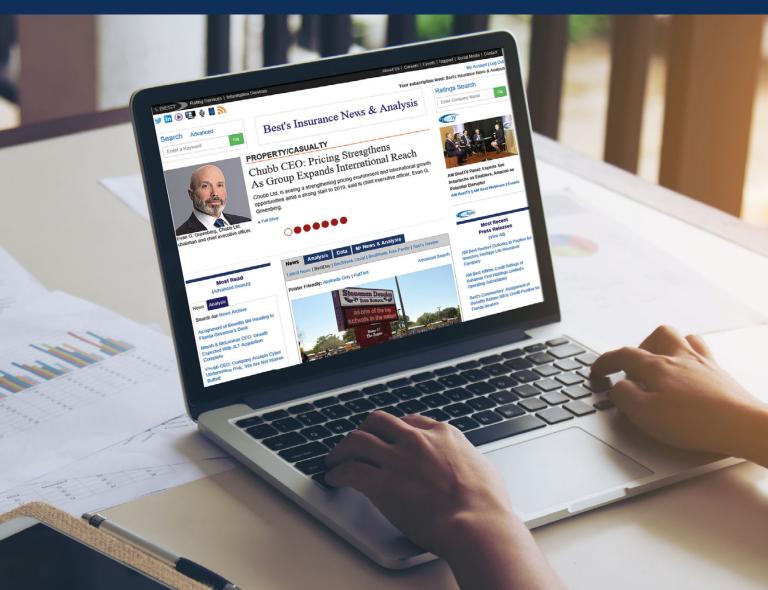
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Directors and Officers Market Shows Strain

Best's Market Segment Report (Excerpt): D&O: Is There Really Light at the End of the Tunnel? (May 21, 2019)

Directors and officers insurance written premiums have been fairly stable for five years now and amounted to approximately \$6.5 billion in 2018. Performance has improved, however, modestly bucking weakening loss and defense cost containment (DCC; expenses related to the defense, litigation, or cost containment of a claim) ratios.

Driving the improvement was a decline in the direct DCC ratio to 11.4, from 14.8 in 2017, although the loss ratio was nearly

flat, at 62.1. One of the factors contributing to the decline in the DCC was a drop in federal securities class action lawsuits, from 412 in 2017, to 403 in 2018, but they remain considerably elevated over prior years. The drop in the number of securities class action lawsuits may also be due to the decline in the number of publicly listed firms. Other contributing factors may include an uptick in rates and changes to underwriting strategies. Loss and DCC ratios improved for just 37% of writers, but they accounted

for almost 60% of written premiums in 2018. Notably, despite the improvement in loss ratios, they are still well above the historical average of 54.1 for the last eight years.

Of premiums written in 2018, approximately \$5.6 billion were for claims made policies, \$50 million were for occurrence, and \$824 million were unallocated by the industry. Additionally, 77% of monoline D&O writers also write D&O in commercial multiperil policies, while 23% write solely monoline policies.

Supreme Court Decision Adds Complexity

The Supreme Court's recent *Cyan* decision (*Cyan v. Beaver County Employees Retirement Fund*) makes assessing D&O exposures even more difficult. On March 20, 2018, the Court ruled unanimously that state courts have concurrent subject-matter jurisdiction over class actions alleging violations of Section 11 of the Securities Act of 1933, so that the same case against directors and officers may now be tried in both federal and state courts. However, state lawsuits are difficult to track, making D&O exposure more difficult to gauge accurately. Further, state courts may be less likely to dismiss cases, which could increase frequency and possibly severity, necessitating rate actions.

Rate Actions Are Up

The Council of Insurance Agents & Brokers has shown that, on average, CIAB members raised D&O rates in each quarter of 2018, albeit modestly. However, rate activity suggests

> that D&O performance may be cyclical, given that rate increases in 2012 and 2013 contributed to DPW growth in 2013 and 2014.

The same series of CIAB surveys shows the range of D&O premium changes by the reporting brokers and members. Although the majority of quarterly premium changes are revenue-neutral, 2017 saw more rate reductions, while 2018 saw more rate increases.

In 2018, Willis Towers Watson surveyed executives

from companies in a wide range of industries and regions about D&O liability and found that rates were rising for 24% of respondents—10% with increases of 5% or more. WTW concluded that clients may be finding competition is not driving insurance rates down as much as in the past.

Severity Remains a Concern

According to Gallagher (based on data from Advisen), the largest D&O claim to settle in 2018 was Petrobras for \$2.95 billion, followed by Wells Fargo, for \$480 million, so the exposure to very high settlements persists.

Carriers remain concerned about rising defense costs; even if the courts determine no loss event has occurred (or that a claim should be excluded), defense costs continue to grow and need to be priced for. Additionally, Cornerstone research reports a significant increase in average settlement amounts.



The top 15 insurers have been implementing proactive underwriting strategies through rate actions and reshaping their portfolios by shedding unprofitable business and protecting niche profitable segments where they may have strong distribution relationships. Of the top 15 writers, CNA and Fairfax Financial Group saw the highest growth in writings in 2018—12.8% and 20.6%, respectively. CNA increased writings by \$51.5 million, and its loss ratio improved from 74.5 to 59, which means it wrote more business at a higher profit, in a challenging line.

For a second year, the top two writers wrote less than they did the prior year. According to the latest data, American International Group, wrote 7.7% less D&O than in 2017 (\$868 million versus \$940 million), and Chubb, 2.6% less (\$767 million versus \$787 million). AIG posted adverse reserve development of \$362 million in the fourth quarter of 2018, attributable mainly to financial lines.

Public company D&O has been the segment's poster child for problems, but a growing number of unicorns (private companies with valuations greater than \$1 billion) pose difficulties as well, given the lack of transparency and governance in their financials. Cyber, the #MeToo movement, and growing shareholder activism, in addition to emerging issues such as cryptocurrencies, will continue to challenge underwriters.

Every domain (whether health care, technology, public companies, utilities, notfor-profits) has its own specific issues, and an insurer that has a well-defined risk appetite and invests in underwriting talent with deep knowledge will be generally more successful than its counterparts.

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Best's Credit Rating Actions

his edition lists all Credit Rating actions that occurred between May 1 and May 31, 2019. For the Credit Rating of any company rated by AM Best and basic company information, visit the AM Best website at *www.ambest.com/ratings/access.html* or download the ratings app at *www.ambest.com/sales/ambmobileapp*.

Operating Companies

					Current		Previous	
Rating Action		Company Name/ Ultimate Parent	AMB#	FSR	Outlook/ Implications	FSR	Outlook/ Implications	Domicilo
-cuon	iyhe	U.S., CANADA A			•		implications	Domiche
				A	Stable	A	Stable	
lt	L	Athene Annuity & Life Assurance Co NY Athene Holding Ltd.	006948	a	Positive	a	Stable	New York
		Athene Annuity & Life Assurance Company		A	Stable	A	Stable	
lt	L	Athene Holding Ltd.	006175	a	Positive	a	Stable	Delaware
				A	Stable	A	Stable	
lt	L	Athene Annuity and Life Company Athene Holding Ltd.	006199	a	Positive	a	Stable	Iowa
		Athene Life Insurance Co of New York		A	Stable	A	Stable	
lt 🛛	L	Athene Holding Ltd.	006467	a	Positive	a	Stable	New York
		Athene Life Re Ltd.		A	Stable	A	Stable	
lt.	L	Athene Holding Ltd.	090645	a	Positive	a	Stable	Bermuda
		Blue Cross & BS of MS a Mutual Ins Co		A	Stable	A	Stable	
lt 🛛	Н	Blue Cross & BS of MS a Mutual Ins Co	060217	a	Positive	a	Stable	Mississippi
		Blue Cross and Blue Shield of VT		B++	Stable	B++	Stable	
lt 🛛	Н	Blue Cross and Blue Shield of VT	064541	bbb+	Negative	bbb+	Stable	Vermont
				A	Stable	A	Stable	
lt	L	Bluebonnet Life Insurance Company Blue Cross & BS of MS a Mutual Ins Co	068175	a	Positive	a	Stable	Mississippi
_				a B+ u	Positive	B+	Stable	
	L	Cincinnati Equitable Life Insurance Co Alpha Investment Partnership	006757	b+ u bbb- u	Positive	bbb-	Stable	Ohio
		, ,		B+	Stable	B	Stable	
0	L	Constitution Life Insurance Company Nassau Financial Group, L.P.	006273	bbb-	Stable	bb+	Stable	Texas
				B	Positive	B	Stable	
lt	L	ELCO Mutual Life and Annuity	008005	в bb+	Positive	в bb+	Stable	Illinois
						B+	Stable	
lt	L	Investors Heritage Life Insurance Co Aquarian Investors Heritage Holdings LLC	006580	B+ bbb-	Positive Positive		Stable	Kentucky
						bbb-		
0	L	Nassau Life and Annuity Company Nassau Financial Group, L.P.	009072	B+	Stable	B	Stable Stable	Connecticut
				bbb-	Stable	bb+		
0	L	Nassau Life Insurance Company Nassau Financial Group, L.P.	006922	B+	Stable	B	Stable	New York
				bbb-	Stable	bb+	Stable	
0	L	Nassau Life Insurance Company of Kansas Nassau Financial Group, L.P.	006977	B+	Stable	B	Stable	Kansas
				bbb-	Stable	bb+	Stable	
0	L	PHL Variable Insurance Company Nassau Financial Group, L.P.	009332	B+	Stable	B	Stable	Connecticut
				bbb-	Stable	bb+	Stable	
New	L	ReliaStar Life Insurance Co of NY	006157	A	Stable	NR		New York
		Voya Financial Inc.		a+	Stable	nr		
New	L	ReliaStar Life Insurance Company	006846	A	Stable	NR		Minnesota
		Voya Financial Inc.		a+	Stable	nr	Otable	
lt 🛛	н	Vermont Health Plan LLC	064124	B++	Stable	B++	Stable	Vermont
		Blue Cross and Blue Shield of VT		bbb+	Negative	bbb+	Stable	
		U.S., CANADA AND E	DERMUL				Manati	
\mathbf{V}	Р	Aegis Security Insurance Company K2 Insurance Services LLC	003716	A-	Negative	A- u	Negative	Pennsylvania
				a-	Negative	a- u	Negative	
0	т	American Guaranty Title Ins Company	011833	A	Stable	A	Stable	Oklahoma
		Old Republic International Corporation		a+	Stable	a	Stable	
New	Р	American Liberty Insurance Company	010138	A	Stable	NR		Utah
		BIC Holdings LLC		a	Stable	nr	D	
0	Р	Ameritrust Insurance Corporation	012011	A-	Stable	B++	Positive	Michigan
		Fosun International Holdings Ltd.		a-	Stable	bbb+	Positive	
Ð	Р	Benchmark Insurance Company	011205	A	Stable	A-	Positive	Kansas
		BIC Holdings LLC	011200	а	Stable	a-	Positive	
New	Р	Centerline Property and Casualty Ins Co	018869	B++	Stable			Tennessee
	•	Watkins Associated Industries, Inc.	010009	bbb+	Stable			1011103366
0	Р	Century Surety Company	003780	A-	Stable	B++	Positive	Ohio
.	1	Fosun International Holdings Ltd.	003780	a-	Stable	bbb+	Positive	
					Stable	А	Stable	
lt.	Р	Church Mutual Insurance Company Church Mutual Insurance Company	000259	A	Stable	A	Stable	Wisconsin

Rating Action: () Upgrade; (–) Downgrade; (III) Initial Rating; () Under Review; (II) Change in Outlook; (-D) Rating Withdrawal; () Rating Affirmation. Outlook: Positive, Negative, Stable. Implications: Positive, Negative, Developing. Business Type: P = Property/Casualty (Non-Life); L = Life; H = Health; T = Title; C = Composite.

Rating Action		Company Name/ Ultimate Parent	AMB#	FSR ICR	Current Outlook/ Implications	FSR	Previous Outlook/ Implications	Domicile
	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	U.S., CANADA AND BERMU						
- D	Ρ	Citizens Mutual Insurance Company	000615	NR nr		A- a-	Stable Stable	Missouri
↓†	Р	CM Regent Insurance Company Church Mutual Insurance Company	013136	A a	Stable Stable	A a	Stable Positive	Pennsylvania
11	Р	CM Select Insurance Company Church Mutual Insurance Company	023223	A	Stable	A	Stable Positive	Wisconsin
lt.	Р	CM Vantage Specialty Insurance Company Church Mutual Insurance Company	022600	A a	Stable	A	Stable Positive	Wisconsin
0	Р	Manufacturers Alliance Insurance Company Old Republic International Corporation	002626	A+	Stable	A	Stable	Pennsylvania
0	P	Old Republic General Insurance Corp Old Republic International Corporation	002383	aa- A+	Stable	a A	Stable	Illinois
0	т	Old Republic National Title Ins Co	011924	aa- A	Stable Stable	a A	Stable Stable	Florida
0	P	Old Republic International Corporation Old Republic Surety Company	002814	a+ A+	Stable Stable	a A	Stable Stable	Wisconsin
0	P	Old Republic International Corporation Old Republic Union Insurance Company	003769	aa- A+	Stable Stable	a A	Stable Stable	Illinois
0	P	Old Republic International Corporation Palmetto Casualty Insurance Company	011240	aa- B++	Stable Stable	a B+	Stable Stable	South Carolina
		South Carolina FB Mutual Ins Co Pennsylvania Manufacturers' Assoc Ins Co		bbb A+	Stable Stable	bbb- A	Stable Stable	
0	P	Old Republic International Corporation Pennsylvania Manufacturers Indemnity Co	000760	aa- A+	Stable Stable	a A	Stable Stable	Pennsylvania
0	P	Old Republic International Corporation	001733	aa- A-	Stable	a A-	Stable	Pennsylvania
11	P	Pittstown Cooperative Fire Insurance Co Security Mutual Insurance Company	022399	a-	Positive	a-	Stable	New York
0	Р	ProCentury Insurance Company Fosun International Holdings Ltd.	002180	A- a-	Stable Stable	B++ bbb+	Positive Positive	Michigan
lt.	Р	Security Mutual Insurance Company Security Mutual Insurance Company	000827	А- а-	Positive Positive	А- а-	Stable Stable	New York
0	Ρ	South Carolina FB Mutual Ins Co South Carolina FB Mutual Ins Co	000838	B++ bbb	Stable Stable	B+ bbb-	Stable Stable	South Carolina
lt.	Р	Specialty Risk of America Specialty Risk of America LLC	001980	B+ bbb-	Stable Stable	B+ bbb-	Negative Negative	Illinois
0	Ρ	Star Insurance Company Fosun International Holdings Ltd.	000695	А- а-	Stable Stable	B++ bbb+	Positive Positive	Michigan
-	Ρ	SUMIT Insurance Company Ltd.* Stanford Health Care	094035	NR nr		A- a-	Stable Stable	Bermuda
↓ †	Р	Third Point Reinsurance (USA) Ltd. Third Point Reinsurance Ltd.	093849	A- a-	Negative Negative	A- a-	Stable Stable	Bermuda
lt.	Р	Third Point Reinsurance Company Ltd. Third Point Reinsurance Ltd.	091695	A- a-	Negative	A- a-	Stable	Bermuda
lt.	Р	UFB Casualty Insurance Company Indiana Farm Bureau Inc	000527	A-	Positive Positive	A-	Stable Stable	Indiana
1 ۲	P	United Farm Family Mutual Insurance Co Indiana Farm Bureau Inc	000350	a- A-	Positive	a- A-	Stable	Indiana
0	P	Williamsburg National Insurance Company Fosun International Holdings Ltd.	000263	a- A-	Positive Stable	a- B++	Positive	Michigan
_	P	Wisconsin Municipal Mutual Insurance Co	010683	a- B++	Stable Stable	bbb+ A-	Positive Negative	Wisconsin
		EUROPE, MI		bbb+	Negative	a-	Negative	
	Р	GBG Insurance Limited Elm Bidco, L.P.	071294	B++ bbb	Stable Positive	B++ u bbb u	Positive Positive	Guernsey
lt.	Р	Greenlight Reinsurance Ireland, DAC Greenlight Capital Re, Ltd.	091169	A-	Negative	A-	Stable	Ireland
- D	С	Mutuelle Générale l'Education Nationale Groupe VYV	094290	a- NR	iveyalive	a- A	Stable	France
	P	National Takaful Company (Watania) PJSC	092651	nr B	Positive	a B	Stable Stable	United Arab Emirate
•• ••	P	MB Holding Company LLC Nomad Insurance Company JSC	092524	bb+ C++	Positive Stable	bb+ C++	Stable Stable	Kazakhstan
•• -∙Ω	Р	Nomad Insurance Group Limited W. R. Berkley Insurance (Europe), SE	083829	b+ NR	Stable	b+ A+	Negative Stable	Liechtenstein
1	1°	W. R. Berkley Corporation	003029	nr		aa-	Stable	

*Ratings were downgraded to A-/a- from A/a on May 3, 2019. Ratings were withdrawn on May 3, 2019.

Rating Action: () Upgrade; (–) Downgrade; (() Initial Rating; () Under Review; () Change in Outlook; (-) Rating Withdrawal; () Pating Affirmation. Outlook: Positive, Negative, Stable. Implications: Positive, Negative, Developing. Business Type: P = Property/Casualty (Non-Life); L = Life; H = Health; T = Title; C = Composite.

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				Current		P	revious		
Rating Action		Company Name/ Ultimate Parent	AMB#	FSR ICR	Outlook/ Implications	FSR ICR	Outlook/ Implications	Domicile	
		A	ASIA PA	CIFIC					
	Р	Brightsideco Insurance Limited	091637	В	Stable	B++	Negative	New Zealand	
	-	ICF Holdings Pty Ltd	031037	bb+	Stable	bbb	Negative		
11	Р	Consumer Insurance Services Limited	084340	B++	Negative	B++	Stable	New Zealand	
+1	'	FlexiGroup Limited	00-0-0	bbb	Negative	bbb	Stable		
		CARIBBEAI	N AND I	LATIN A	MERICA				
11	Р	Greenlight Reinsurance, Ltd.	076873	A-	Negative	A-	Stable	Cayman Islands	
+1	!	Greenlight Capital Re, Ltd.	010010	a-	Negative	a-	Stable	Cayman Islands	
	С	Guardian General Insurance Limited	086364	A- u	Negative	A-	Stable	Trinidad and Tobago	
<u> </u>	Guardian Holdings Limited	Guardian Holdings Limited	000004	a- u	Negative	a-	Stable		
	L Guardian Life of the Caribbean Limited Guardian Holdings Limited	084191	A- u	Negative	A-	Stable	Trinidad and Tobago		
<u> </u>		001101	a- u	Negative	a-	Stable			
0	Р	IRB - Brasil Resseguros S.A.	085590	A	Stable	A-	Positive	Brazil	
<u> </u>	·	IRB - Brasil Resseguros S.A.	000000	а	Stable	a-	Positive	Diazii	
New	С	Redbridge Insurance Company Ltd.	071365	B++	Stable			Barbados	
	Ŭ	Redbridge Holding, Inc.	07 1000	bbb	Stable			Dubudos	
	1	Triple-S Blue, Inc., I.I.	006135	B++	Stable	B++ u	Negative	Puerto Rico	
<u> </u>	-	Triple-S Management Corporation	000100	bbb	Stable	bbb u	Negative		
	Р	Triple-S Propiedad, Inc.	000370	B+	Stable	B+ u	Negative	Puerto Rico	
		Triple-S Management Corporation	000010	bbb-	Stable	bbb- u	Negative		
	н	Triple-S Salud, Inc.	068130	B++	Stable	B++ u	Negative	Puerto Rico	
<u>ب</u>		Triple-S Management Corporation	000100	bbb+	Stable	bbb+ u	Negative		
	L	Triple-S Vida, Inc.	007631	B++	Stable	B++ u	Negative	Puerto Rico	
		Triple-S Management Corporation	20.001	bbb+	Stable	bbb+ u	Negative		

Holding Companies

			(Current	Р	revious	
Rating Action	Company Name	AMB#	ICR	Outlook/ Implications	ICR	Outlook/ Implications	Domicile
I t	Athene Holding Ltd.	053043	bbb	Positive	bbb	Stable	Bermuda
1 ۲	Greenlight Capital Re, Ltd.	055430	bbb-	Negative	bbb-	Stable	Cayman Islands
	Guardian Holdings Limited	087118	bbb- u	Negative	bbb-	Stable	Trinidad and Tobago
0	Nassau Companies of New York, Inc.	050888	b+	Stable	b	Stable	Delaware
1 ۲	Third Point Reinsurance Ltd.	058563	bbb-	Negative	bbb-	Stable	Bermuda
1 ۲	Third Point Re (USA) Holdings Inc.	033900	bbb-	Negative	bbb-	Stable	Delaware
	Triple-S Management Corporation	050905	bb+	Stable	bb+ u	Negative	Puerto Rico

Rating Action: () Upgrade; (-) Downgrade; (IIII) Initial Rating; () Under Review; (1) Change in Outlook; (-) Rating Withdrawal; () Pating Affirmation. Outlook: Positive, Negative, Stable. Implications: Positive, Negative, Developing. Business Type: P = Property/Casualty (Non-Life); L = Life; H = Health; T = Title; C = Composite.

BEST'S FINANCIAL STRENGTH RATING GUIDE – (FSR)

A Best's Financial Strenoth Rating (FSR) is an independent opinion of an insurer's financial strenoth and ability to meet its ongoing insurance policy and contract obligations. An FSR is not assigned to specific insurance policies or contracts and does not address any other risk, including, but not limited to, an insurer's claims-payment policies or procedures; the ability of the insurer to dispute or deny claims payment on grounds of misrepresentation or fraud; or any specific liability contractually borne by the policy or contract holder. An FSR is not a recommendation to purchase, hold or terminate stants by points or ground or matoprogramma in approximation of the stant point of the st an FSR may be displayed with a rating identifier, modifier or affiliation code that denotes a unique aspect of the opinion.

Best's Fin	Best's Financial Strength Rating (FSR) Scale						
Rating Categories	Rating Symbols	Rating Notches*	Category Definitions				
Superior	A+	A++	Assigned to insurance companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations.				
Excellent	А	A-	Assigned to insurance companies that have, in our opinion, an excellent ability to meet their ongoing insurance obligations.				
Good	B+	B++	Assigned to insurance companies that have, in our opinion, a good ability to meet their ongoing insurance obligations.				
Fair	В	B-	Assigned to insurance companies that have, in our opinion, a fair ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.				
Marginal	C+	C++	Assigned to insurance companies that have, in our opinion, a marginal ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.				
Weak	С	C-	Assigned to insurance companies that have, in our opinion, a weak ability to meet their ongoing insurance obligations. Financial strength is very vulnerable to adverse changes in underwriting and economic conditions.				
Poor	D	-	Assigned to insurance companies that have, in our opinion, a poor ability to meet their ongoing insurance obligations. Financial strength is extremely vulnerable to adverse changes in underwriting and economic conditions.				

* Each Best's Financial Strength Rating Category from "A+" to "C" includes a Rating Notch to reflect a gradation of financial strength within the category. A Rating Notch is expressed with either a second plus "+" or a minus "

Financial S	Financial Strength Non-Rating Designations					
Designation Symbols	Designation Definitions					
E	Status assigned to insurers that are publicly placed, via court order into conservation or rehabilitation, or the international equivalent, or in the absence of a court order, clear regulatory action has been taken to delay or otherwise limit policyholder payments.					
F	Status assigned to insurers that are publicly placed via court order into liquidation after a finding of insolvency, or the international equivalent.					
S	Status assigned to rated insurance companies to suspend the outstanding FSR when sudden and significant events impact operations and rating implications cannot be evaluated due to a lack of timely or adequate information; or in cases where continued maintenance of the previously published rating opinion is in violation of evolving regulatory requirements.					
NR	Status assigned to insurance companies that are not rated; may include previously rated insurance companies or insurance companies that have never been rated by AM Best.					

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To enhance the usefulness of ratings, AM Best assigns each rated (A++ through D) insurance company a Financial Size Category (FSC). The FSC is based on adjusted policyholders' surplus (PHS) in U.S. dollars and may be impacted by foreign currency fluctuations. The FSC is designed to provide a convenient indicator of the size of a company in terms of its statutory surplus and related accounts

Many insurance buyers only want to consider buying insurance coverage from companies that they believe have sufficient financial capacity to provide the necessary policy limits to insure their risks. Although companies utilize reinsurance to reduce their net retention on the policy limits they underwrite, many buyers still feel more comfortable buying from companies perceived to have greater financial capacity.

Class	Adj. PHS (\$ Millions)	Class	Adj. PHS (\$ Millions)
	Less than 1	IX	250 to 500
	1 to 2	Х	500 to 750
	2 to 5	XI	750 to 1,000
IV	5 to 10	XII	1,000 to 1,250
V	10 to 25	XIII	1,250 to 1,500
VI	25 to 50	XIV	1,500 to 2,000
VII	50 to 100	XV	2,000 or greater
VIII	100 to 250		

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BEST'S ISSUER CREDIT RATING GUIDE – (ICR)

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Best's Lor	Best's Long-Term Issuer Credit Rating (ICR) Scale						
Rating Categories	Rating Symbols	Rating Notches*	Category Definitions				
Exceptional	aaa	-	Assigned to entities that have, in our opinion, an exceptional ability to meet their ongoing senior financial obligations.				
Superior	aa	aa+/aa-	Assigned to entities that have, in our opinion, a superior ability to meet their ongoing senior financial obligations.				
Excellent	а	a+ / a-	Assigned to entities that have, in our opinion, an excellent ability to meet their ongoing senior financial obligations.				
Good	bbb	bbb+ / bbb-	Assigned to entities that have, in our opinion, a good ability to meet their ongoing senior financial obligations.				
Fair	bb	bb+/bb-	Assigned to entities that have, in our opinion, a fair ability to meet their ongoing senior financial obligations. Credit quality is vulnerable to adverse changes in industry and economic conditions.				
Marginal	b	b+ / b-	Assigned to entities that have, in our opinion, a marginal ability to meet their ongoing senior financial obligations. Credit quality is vulnerable to adverse changes in industry and economic conditions.				
Weak	CCC	ccc+/ccc-	Assigned to entities that have, in our opinion, a weak ability to meet their ongoing senior financial obligations. Credit quality is vulnerable to adverse changes in industry and economic conditions.				
Very Weak	CC	-	Assigned to entities that have, in our opinion, a very weak ability to meet their ongoing senior financial obligations. Credit quality is very vulnerable to adverse changes in industry and economic conditions.				
Poor	С	-	Assigned to entities that have, in our opinion, a poor ability to meet their ongoing senior financial obligations. Credit quality is extremely vulnerable to adverse changes in industry and economic conditions.				

* Best's Long-Term Issuer Credit Rating Categories from "aa" to "ccc" include Rating Notches to reflect a gradation within the category to indicate whether credit quality is near the top or bottom of a particular Rating Category. Rating Notches are expressed with a "+" (plus) or "-" (minus).

Best's Short-Term Issuer Credit Rating (ICR) Scale

Rating Categories	Rating Symbols	Category Definitions	
Strongest	AMB-1+	Assigned to entities that have, in our opinion, the strongest ability to repay their short-term financial obligations.	
Outstanding	AMB-1	Assigned to entities that have, in our opinion, an outstanding ability to repay their short-term financial obligations.	
Satisfactory	AMB-2	Assigned to entities that have, in our opinion, a satisfactory ability to repay their short-term financial obligations.	
Adequate	AMB-3	Assigned to entities that have, in our opinion, an adequate ability to repay their short-term financial obligations; however, adverse industry or economic conclikely will reduce their capacity to meet their financial commitments.	
Questionable	AMB-4	Assigned to entities that have, in our opinion, questionable credit quality and are vulnerable to adverse economic or other external changes, which could have a marked impact on their ability to meet their financial commitments.	

Long- and Short-Term Issuer Credit Non-Rating Designations			
Designation Symbols	Designation Definitions		
d	Status assigned to entities (excluding insurers) that are in default or when a bankruptcy petition or similar action has been filed and made public.		
е	Status assigned to insurers that are publicly placed, via court order into conservation or rehabilitation, or the international equivalent, or in the absence of a court order, clear regulatory action has been taken to delay or otherwise limit policyholder payments.		
f	Status assigned to insurers that are publicly placed via court order into liquidation after a finding of insolvency, or the international equivalent.		
S	Status assigned to rated entities to suspend the outstanding ICR when sudden and significant events impact operations and rating implications cannot be evaluated due to a lack of timely or adequate information; or in cases where continued maintenance of the previously published rating opinion is in violation of evolving regulatory requirements.		
nr	Status assigned to entities that are not rated; may include previously rated entities or entities that have never been rated by AM Best.		

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Privacy Matters

GAO: Regulations could wilt insurtech bloom.

A s the insurtech space continues to grow and disrupt the insurance industry, greater adoption of high-tech tools—such as artificial intelligence, algorithms and machine learning—could run afoul of regulations over privacy and underwriting, according to a recent government report.

"The insurance industry has begun to adopt several types of technology that are designed to provide a range of benefits to insurers and consumers," according to a U.S. Government Accountability Office report, "including improved risk monitoring, reduced costs and improved underwriting."

"However, the use of these technologies also can create challenges for insurers and potential risks for consumers, including changed business models, pricing fairness and privacy issues," the report said.

The use of AI for underwriting models can lower the guardrails that prevent the inclusion of factors prohibited by regulation, such as race, it said. The AI models are often developed by data scientists who—unlike insurance actuaries—may not fully understand underwriting requirements.

"For example, several stakeholders told us that certain factors, while not specifically disallowed by insurance regulations, could end up serving as a proxy for a disallowed factor," it said. "One example cited by a stakeholder was the use of information on consumer magazine subscriptions, which are not prohibited on their own, but could serve as proxies for factors that are prohibited."

The GAO report noted broad privacy concerns over the collection of policyholder data. Although an automobile insurer may use data on the consumer's driving habits to underwrite premium rates, the device also may collect information on where and when a consumer drives, which the policyholder may not want to reveal, it said.

"This presents a larger privacy issue as it may not be possible for a consumer to know exactly what is collected, or when and how the data are used," it said. The report also noted some disquiet over the reduced level of oversight for insurtechs who sell coverage through the nonadmitted space.

The report said the National Association of Insurance Commissioners and state regulators have initiated a number of actions designed to address insurtech concerns, such as the work of an NAIC task force, which is studying regulatory innovation issues, and the release of NAIC draft best practices for states to use when reviewing complex rating models.

The GAO made no recommendations, but did paint a picture of the insurtech space. As of mid-2018, there were more than 1,000 insurtech firms established in more than 60 countries, with more than half of those launched in the United States since 2008, the report said.

'Working Through a Tougher Period'

Aon sees challenges for commercial insurance buyers in Europe.

urope's commercial insurance market is moving toward greater consistency in price firming following high catastrophe loss levels, which broker Aon plc said will have a strong impact on buyers.

"We are now working through a tougher period where the market is in transition—although it is not yet a hardening market," Hugo Wegbrans, chief broking officer, Europe, Middle East and Africa, Aon, said in a report. "I'd prefer to call it a firming environment, where rates are increasing for specific lines of business and industries, some of which also feel a contraction in capacity. However, this differs by country and it is important to understand the complete landscape to make the right decisions."

Buyers need to be proactive around OT W the renewal process and improve the marketability of their risk profile, said Richard Waterer, managing director, EMEA, in Aon's risk consulting practice, in a statement. "Businesses need to focus on developing stronger risk management programs, identifying areas where claims can be managed and reduced

and increasing collaboration between the insurance buying function and their broader enterprise risk management team."

Capacity constraints, insurer withdrawals and consolidation are creating challenges in certain lines/sectors such as professional indemnity in the technology sector, international construction and commercial crime, said Aon in the report. The report said rates are firming in some lines and remain flat in others.

The report noted "it would be wrong to infer that insurers are simply pushing through significant rate rises across every line and every client in every country." Aon said the spread of average property/casualty rate changes range from down 5% up 10% depending on sector, geography and client risk profile.

Lines of insurance such as directors and officers "are seeing a general firming of rates—with sectors such as life science or companies with U.S. listings experiencing more focused and consistent rate increases," the report said.

"We are now working through a tougher period where the market is in transition although it is not vet a hardening market. I'd prefer to call it a firming environment. where rates are increasing for specific lines of business and industries, some of which also feel a contraction in capacity."

> Hugo Wegbrans Aon

From a claims perspective, 2017 saw three of the top 10 costliest insured losses ever as hurricanes Harvey, Irma and Maria caused a combined insured loss of about US\$90 billion. Insured catastrophe losses from 2018 are an estimated 36% lower than the previous year but continue to be 26% above the 10-year average, the report said.

The year 2018 was still the fourth-most costly year on record for insurers as the combined cost of the California wildfires stood out as one of the biggest industry events with nearly \$16 billion in losses,Aon said. "In the last two years, California has faced a total of US\$31.2 billion in losses for this peril alone," the report said. "In total, global natural catastrophe insured losses reached \$247 billion for 2017 and 2018."

In addition to catastrophe losses, the report said "there has been an increase in loss activity across many insurance lines from motor, construction and marine to crime, professional indemnity and directors and officers."

According to Aon's report, capacity remains broadly available but with some pockets of challenge. "For well-managed risks, capacity is not yet a problem, although pricing may be under focus," the report said. "However, where there has been a desire for some insurers to grow their market share as quickly as possible, they have now effectively reversed this strategy as the capacity deployed has exposed them to significant shares of large losses."

The report also said syndication of risk "is back on the agenda" as capacity constrictions, insurer withdrawals and consolidation "are creating challenges in certain lines and sectors, such as professional indemnity in the technology sector, international construction and commercial crime."

"Countries across Europe are feeling the impact in different ways," the report said. In Sweden, automotive product recall and professional indemnity for financial institutions "are proving more challenging to place."

In France, marine could see a shift to hardening, depending on claims activity and insurer expectations, and in Spain, some local insurers have left the motor market leading to rate increases, Aon said. "Lines of business such as D&O are making their impact felt more consistently across the region."

Aon noted that "should the remediation activity of insurers addressing rate adequacy, risk quality

and attachment point not improve combined ratios in the next 12-18 months, then more dramatic action could be on the horizon as insurers choose to exit sectors and/or lines of business."

-David Pilla

Price Check

Four commercial lines' prices rise, two decline in first quarter.

U.S. commercial insurance prices rose in the first quarter, compared with the year-ago first quarter, as four standard lines reported material price increases, said Willis Towers Watson.

For most lines, price changes were similar to or slightly above those reported in the fourth quarter of 2018, the broker said in a statement.

"Four standard lines indicated material price increases: commercial auto, commercial property, excess/ umbrella liability and directors and officers liability," the broker said. "The outlier in the survey results continues to be commercial auto, where significant price increases were again reported—in the double digits for the fourth consecutive quarter. Price changes were positive and of reasonably similar magnitude across all account sizes."

Two lines—workers' compensation and surety—saw price declines for the quarter, Willis Towers Watson said in an email.

The broker's *Commercial* digit *Lines Insurance Pricing Survey* compared prices charged on policies underwritten during the first quarter of 2019 with those charged for the same coverage during the same quarter in 2018. The price change reported by carriers for the quarter was just above 2%, Willis Towers Watson said.

"Overall, price changes were consistent with recent surveys, with the exception of directors and officers liability, where data now indicate an uptick of price increases into the mid-single digits," said Jeffrey Carlson, director, Insurance Consulting and Technology, Willis Towers Watson, in a statement. "Also, while estimates of 2018 claim cost inflation are still



"Overall, price changes were consistent with recent surveys, with the exception of directors and officers liability, where data now indicate an uptick of price increases into the mid-single digits."

Jeffrey Carlson Willis Towers Watson elevated compared to the recent past, they have moderated somewhat from estimates provided in our last survey, as the data continue to mature."

The CLIPS includes 40 insurers that include national carriers, regional players and specialty insurers, the broker said.

In its CLIPS report for the fourth quarter, Willis Towers Watson said U.S. commercial insurance prices rose modestly, continuing an upward trend seen throughout 2018

According to its CLIPS at that time, the price change reported by carriers for the fourth quarter was just under 2%.The survey compared prices charged on policies underwritten during the fourth quarter of 2018 with those charged for the same coverage during the same quarter in 2017.

Price changes for most lines were similar to those reported in the third quarter, the broker said at the time.

CLIPS is a retrospective look at historical changes in commercial property/casualty prices and claim-cost inflation, according to Willis Towers Watson. The broker said a forward-looking analysis of commercial P/C trends, outlook and rate predictions can be found in its *Marketplace Realities 2019* report, published in early November 2018.

In *Marketplace Realities 2019*, Willis Towers Watson said it expects a continuation of modest price rises. The broker said in casualty lines, increases should be in the low single digits, and in property, increases "could be a bit higher for programs affected by losses, though not as steep as the rate hikes immediately following 2017's mega losses, and some property buyers will be able to renew flat.

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Brand Ambassadors

Insurers have created some of the world's most recognizable advertising mascots. Neuroanalytics explains the science behind those effective branding tools.

by Lori Chordas

n 1999, Geico created its tiny Cockney-accented gecko as a way to add humor to the not-sojocular business of car insurance.

The following year the Aflac Duck debuted in TV and print ads and helped to propel Aflac from a successful regional company to one of the most globally recognized brands of insurance.

The advertising spokescreatures were recently named two of the most successful brand mascots of all time, according to Voices.com.

Over the years, those characters have engaged audiences, told their companies' stories and elevated the insurers into household names.

Geico's customer base climbed after the gecko's debut.

Aflac's name recognition soared to above 90% after the launch of its feathered friend, putting it on par with juggernauts such as Coca Cola and McDonald's.

Mascots, everything from humans portraying a character to anthropomorphized animals, have long been a staple in insurance, especially in the crowded personal lines space.

Not only can mascots breathe new life into a corporate identity, but they can also help insurers differentiate themselves from their competitors.

That's particularly effective through the use of anthropomorphic mascots, animals or inanimate objects with human-like characteristics, said Spencer Gerrol, founder and CEO of Spark Neuro. The startup, which was created in 2016 in Australia and fueled by investors such as Thiel Capital and actor Will Smith, uses neuroanalytics to measure emotion and attention to optimize advertising and entertainment.

"Humans are hard-wired to assign motivations, emotions and intentions to animals and inanimate objects, and they prefer giving life to something that looks more human," Gerrol said. For instance, the Geico gecko's human-like features allow him to stand on two legs and use his fingers to give a thumbs up.

Lori Chordas is a senior associate editor. She can be reached at *lori.chordas@ambest.com.*

While the Aflac Duck lacks human-like features, "it connects with consumers by performing human tasks such as yoga and sitting at a desk flapping on a keyboard," Gerrol said.

Aflac's spokesduck was the brainchild of New York-based advertising firm Kaplan Thaler Group. The firm, which was unfamiliar with Aflac before working with its client, conjured up the idea after one of its executives said the name "Aflac" sounded like a duck it heard quacking in a nearby park.

Spark Neuro studies brand effectiveness by using an electroencephalogram headset to monitor consumers' emotional response to ads. The device measures the electricity being released as neurons in consumers' brains, and it is paired with other tools that pick up consumers' eye movements, facial expressions and skin reactions.

"Attention levels are processed by very complex algorithms that we've spent years developing. That provides a moment-by-moment granular understanding of people's experiences as they consume content, and companies can then link emotional engagement response to purchase consideration," Gerrol said.

He said it's also important to strike the right balance of physical attributes with a character that's "aesthetically appealing, endearing and unforgettable.

"There's nothing usual about a gecko being an insurance expert. But Geico has created a charming, memorable character that for years has drilled into our minds the need for auto insurance, so now we immediately make the connection with the brand and its product," he said.

Creating a brand mascot is a long-term commitment, and companies need to think about it as a brand element with long-lasting value, Gerrol said. "We've seen many mascots come and go over the years, but mascots, like company logos, need to be representative of your brand for the long haul. They need to be timeless and have the ability to leverage the full value of what you can do for your brand," he said.



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