

BEST'S REVIEW®

Best's Rankings

TOP U.S. Life/Health Insurers

Ranked by policies issued and in force. MetLife ranks No. 1 in total life issued and Prudential of America Group holds the top spot in total life in force in 2017.

U.S. Life/Health – 2017 Total Life Issued

Ranked by 2017 total life business issued.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Total Life Issued | % Change |
|--|-----------|------------------------------------|--------|------------------------|------------|
| 1 | 4 | Metropolitan Life & Affiliated Cos | 070192 | \$267,246,786 | 74.8 |
| 2 | 2 | Prudential of America Group | 070189 | 199,523,336 | 13.2 |
| 3 | 1 | Lincoln Finl Group | 070351 | 174,706,453 | -1.2 |
| 4 | 5 | Northwestern Mutual Group | 069515 | 157,771,129 | 3.8 |
| 5 | 3 | MN Life Ins Group | 069565 | 149,618,446 | -7.0 |
| 6 | 6 | New York Life Group | 069714 | 127,680,493 | 13.7 |
| 7 | 7 | Unum Ins Group | 069743 | 109,023,006 | 11.0 |
| 8 | 10 | Principal Finl Group Inc. | 020516 | 87,527,754 | 8.6 |
| 9 | 17 | Massachusetts Mutual Life Group | 069702 | 87,494,911 | 27.1 |
| 10 | 9 | Primerica Group | 070183 | 85,526,563 | 5.6 |
| 11 | 8 | State Farm Life Group | 070126 | 83,921,686 | -1.0 |
| 12 | 11 | Cigna Group | 070173 | 76,495,187 | -2.7 |
| 13 | 18 | AIG Life & Retirement Group | 070342 | 72,784,150 | 13.6 |
| 14 | 15 | Guardian Life Group | 069685 | 71,221,901 | -3.3 |
| 15 | 19 | Mutual of Omaha Group | 070203 | 61,142,742 | 2.4 |
| 16 | 13 | Aetna Life Group | 070202 | 60,435,401 | -20.2 |
| 17 | 14 | Meiji Yasuda US Life Group | 070499 | 57,272,515 | -23.1 |
| 18 | 12 | Hartford Life & Accident Ins Co | 007285 | 57,265,711 | -25.4 |
| 19 | 16 | Aegon USA Group | 069707 | 55,087,144 | -20.9 |
| 20 | 22 | Legal & Gen America Group | 069539 | 53,135,895 | 10.6 |
| 21 | 20 | Protective Life Group | 069728 | 52,637,889 | 6.8 |
| 22 | 26 | John Hancock Life Insurance Group | 069542 | 51,396,903 | 45.7 |
| 23 | 21 | Voya Finl Group | 070153 | 51,177,395 | 6.5 |
| 24 | 23 | Torchmark Life Group | 070443 | 41,109,413 | -9.2 |
| 25 | 25 | Allstate Life Group | 070106 | 36,177,857 | 0.2 |
| Top 25 Insurers | | | | \$2,327,380,666 | 6.4 |
| Total U.S. Life/Health Industry | | | | \$3,077,522,403 | 5.2 |

Source: BESTLINK — Statement File - L/H, US; Data as of: July 18, 2018

U.S. Life/Health – 2017 Total Life In Force

Ranked by 2017 total life business in force.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Total Life In Force | % Change |
|--|-----------|------------------------------------|--------|-------------------------|------------|
| 1 | 1 | Prudential of America Group | 070189 | \$4,178,450,259 | 3.0 |
| 2 | 2 | Metropolitan Life & Affiliated Cos | 070192 | 4,073,976,140 | 1.9 |
| 3 | 3 | RGA Group | 069611 | 2,023,616,375 | 0.7 |
| 4 | 4 | Great-West Life Group | 070366 | 1,980,504,692 | 8.2 |
| 5 | 5 | Scor Life US Group | 070253 | 1,803,559,811 | 4.5 |
| 6 | 6 | Northwestern Mutual Group | 069515 | 1,758,858,478 | 4.7 |
| 7 | 7 | Lincoln Finl Group | 070351 | 1,655,050,144 | 4.1 |
| 8 | 11 | MN Life Ins Group | 069565 | 1,478,583,749 | 5.6 |
| 9 | 8 | Hannover Life Reassur America | 068031 | 1,441,555,961 | -7.3 |
| 10 | 10 | Swiss Re Life Group | 070469 | 1,431,336,630 | 2.0 |
| 11 | 9 | Aegon USA Group | 069707 | 1,421,511,929 | -3.6 |
| 12 | 12 | New York Life Group | 069714 | 1,414,627,654 | 4.1 |
| 13 | 13 | Voya Finl Group | 070153 | 1,267,891,868 | -4.4 |
| 14 | 14 | Munich Amer Group | 069170 | 1,173,908,946 | 16.7 |
| 15 | 15 | AIG Life & Retirement Group | 070342 | 1,009,483,368 | 6.2 |
| 16 | 21 | Hartford Life & Accident Ins Co | 007285 | 1,004,162,444 | 47.4 |
| 17 | 16 | Protective Life Group | 069728 | 916,024,623 | 0.5 |
| 18 | 18 | State Farm Life Group | 070126 | 901,711,209 | 3.2 |
| 19 | 19 | Cigna Group | 070173 | 825,089,052 | -1.0 |
| 20 | 17 | Genworth Finl Companies | 070527 | 798,757,147 | -11.8 |
| 21 | 20 | Unum Ins Group | 069743 | 753,282,742 | 1.9 |
| 22 | 22 | Legal & Gen America Group | 069539 | 703,660,582 | 3.7 |
| 23 | 27 | Principal Finl Group Inc. | 020516 | 696,167,320 | 14.2 |
| 24 | 24 | Primerica Group | 070183 | 675,741,051 | 3.8 |
| 25 | 26 | Massachusetts Mutual Life Group | 069702 | 669,360,014 | 9.0 |
| Top 25 Insurers | | | | \$36,056,872,188 | 3.2 |
| Total U.S. Life/Health Industry | | | | \$49,813,773,040 | 2.9 |

Source: BESTLINK — Statement File - L/H, US; Data as of: July 18, 2018



U.S. Life/Health – 2017 Ordinary Life Issued

Ranked by 2017 ordinary life business issued.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Ordinary Life Issued | % Change |
|--|-----------|-----------------------------------|--------|------------------------|------------|
| 1 | 1 | Northwestern Mutual Group | 069515 | \$157,528,291 | 3.6 |
| 2 | 2 | New York Life Group | 069714 | 103,070,437 | 3.4 |
| 3 | 3 | Prudential of America Group | 070189 | 100,322,693 | 4.0 |
| 4 | 5 | Primerica Group | 070183 | 85,526,563 | 5.6 |
| 5 | 4 | State Farm Life Group | 070126 | 83,719,330 | -1.1 |
| 6 | 8 | Massachusetts Mutual Life Group | 069702 | 81,142,830 | 29.0 |
| 7 | 9 | AIG Life & Retirement Group | 070342 | 72,754,412 | 16.6 |
| 8 | 6 | Lincoln Finl Group | 070351 | 68,306,026 | -5.2 |
| 9 | 12 | Principal Finl Group Inc. | 020516 | 57,582,195 | 22.7 |
| 10 | 11 | Legal & Gen America Group | 069539 | 53,119,574 | 10.6 |
| 11 | 7 | Aegon USA Group | 069707 | 52,161,140 | -20.8 |
| 12 | 10 | Protective Life Group | 069728 | 52,114,705 | 7.2 |
| 13 | 16 | John Hancock Life Insurance Group | 069542 | 51,396,903 | 45.7 |
| 14 | 14 | Torchmark Life Group | 070443 | 39,022,528 | -9.3 |
| 15 | 18 | Allstate Life Group | 070106 | 33,189,560 | 1.9 |
| 16 | 17 | Guardian Life Group | 069685 | 33,066,385 | -1.7 |
| 17 | 24 | Pacific Life Group | 069720 | 29,504,696 | 45.6 |
| 18 | 15 | Mutual of Omaha Group | 070203 | 29,156,464 | -18.7 |
| 19 | 20 | USAA Life Group | 070364 | 25,031,352 | -4.6 |
| 20 | 19 | Sammons Enterprises Group | 070533 | 24,874,739 | -6.4 |
| 21 | 25 | Natl Life Group | 069953 | 23,236,260 | 22.1 |
| 22 | 21 | Nationwide Mutual Life Group | 070822 | 23,142,264 | -3.4 |
| 23 | 22 | Axa Finl Group | 070194 | 21,249,120 | 0.1 |
| 24 | 23 | Farmers New World Life Ins Co | 006373 | 20,802,694 | 1.0 |
| 25 | 26 | MN Life Ins Group | 069565 | 20,773,405 | 10.5 |
| Top 25 Insurers | | | | \$1,341,794,566 | 3.0 |
| Total U.S. Life/Health Industry | | | | \$1,711,530,655 | 1.6 |

Source: — Statement File-L/H, US; Data as of: July 18, 2018

U.S. Life/Health – 2017 Ordinary Life In Force

Ranked by 2017 ordinary life business in force.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Ordinary Life In Force | % Change |
|--|-----------|------------------------------------|--------|-------------------------|------------|
| 1 | 1 | Prudential of America Group | 070189 | \$2,249,181,174 | 4.1 |
| 2 | 2 | RGA Group | 069611 | 1,913,105,394 | 0.3 |
| 3 | 3 | Scor Life US Group | 070253 | 1,783,692,076 | 4.9 |
| 4 | 4 | Northwestern Mutual Group | 069515 | 1,756,950,482 | 4.6 |
| 5 | 5 | Aegon USA Group | 069707 | 1,392,188,508 | -3.6 |
| 6 | 6 | Hannover Life Reassur America | 068031 | 1,315,019,889 | 2.1 |
| 7 | 7 | Swiss Re Life Group | 070469 | 1,313,501,102 | 2.0 |
| 8 | 9 | New York Life Group | 069714 | 1,019,417,786 | 3.6 |
| 9 | 8 | Lincoln Finl Group | 070351 | 1,018,005,911 | 1.5 |
| 10 | 13 | AIG Life & Retirement Group | 070342 | 961,087,695 | 9.6 |
| 11 | 12 | Protective Life Group | 069728 | 907,859,298 | 0.6 |
| 12 | 10 | Voya Finl Group | 070153 | 892,381,551 | -4.6 |
| 13 | 14 | State Farm Life Group | 070126 | 887,611,435 | 3.3 |
| 14 | 15 | Munich Amer Group | 069170 | 886,577,596 | 4.0 |
| 15 | 11 | Genworth Finl Companies | 070527 | 796,377,509 | -11.8 |
| 16 | 17 | Legal & Gen America Group | 069539 | 703,544,837 | 3.7 |
| 17 | 19 | Primerica Group | 070183 | 675,725,992 | 3.8 |
| 18 | 18 | Brighthouse Ins Group | 070516 | 663,279,821 | 1.2 |
| 19 | 21 | Massachusetts Mutual Life Group | 069702 | 597,356,191 | 9.3 |
| 20 | 20 | John Hancock Life Insurance Group | 069542 | 582,675,834 | 3.4 |
| 21 | 16 | Metropolitan Life & Affiliated Cos | 070192 | 559,130,104 | -32.8 |
| 22 | 24 | Principal Finl Group Inc. | 020516 | 551,761,858 | 18.3 |
| 23 | 22 | Axa Finl Group | 070194 | 511,920,813 | -0.8 |
| 24 | 25 | Allstate Life Group | 070106 | 496,744,808 | 11.2 |
| 25 | 23 | Pacific Life Group | 069720 | 489,652,124 | 0.8 |
| Top 25 Insurers | | | | \$24,924,749,788 | 1.2 |
| Total U.S. Life/Health Industry | | | | \$33,365,400,007 | 1.1 |

Source: — Statement File-L/H, US; Data as of: July 18, 2018

U.S. Life/Health – 2017 Ordinary Life Average Policy Size and Lapse Ratios

Ranked by 2017 ordinary life business issued.

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Ordinary Life Issued (\$000) | Average Policy Issued | | | | |
|---|-----------|-----------------------------------|--------|------------------------------|-----------------------|------------------|------------------|------------------|------------------|
| | | | | | 2017 | 2016 | 2015 | 2014 | 2013 |
| 1 | 1 | Northwestern Mutual Group | 069515 | \$157,528,291 | \$480,903 | \$459,461 | \$434,986 | \$432,821 | \$435,377 |
| 2 | 2 | New York Life Group | 069714 | 103,070,437 | 299,506 | 288,464 | 290,812 | 296,628 | 280,478 |
| 3 | 3 | Prudential of America Group | 070189 | 100,322,693 | 519,244 | 538,882 | 565,128 | 603,669 | 631,864 |
| 4 | 5 | Primerica Group | 070183 | 85,526,563 | 295,939 | 292,686 | 293,977 | 296,075 | 278,533 |
| 5 | 4 | State Farm Life Group | 070126 | 83,719,330 | 138,400 | 132,203 | 134,306 | 130,465 | 130,398 |
| 6 | 8 | Massachusetts Mutual Life Group | 069702 | 81,142,830 | 539,359 | 427,397 | 553,090 | 606,205 | 569,155 |
| 7 | 9 | AIG Life & Retirement Group | 070342 | 72,754,412 | 469,168 | 471,856 | 446,310 | 407,327 | 306,088 |
| 8 | 6 | Lincoln Finl Group | 070351 | 68,306,026 | 606,706 | 385,948 | 548,969 | 542,792 | 545,654 |
| 9 | 12 | Principal Finl Group Inc. | 020516 | 57,582,195 | 974,796 | 946,342 | 992,055 | 1,064,171 | 1,005,873 |
| 10 | 11 | Legal & Gen America Group | 069539 | 53,119,574 | 592,218 | 586,406 | 514,784 | 551,557 | 645,882 |
| 11 | 7 | Aegon USA Group | 069707 | 52,161,140 | 174,857 | 181,074 | 184,851 | 184,650 | 165,489 |
| 12 | 10 | Protective Life Group | 069728 | 52,114,705 | 533,454 | 528,239 | 508,917 | 465,759 | 446,289 |
| 13 | 16 | John Hancock Life Insurance Group | 069542 | 51,396,903 | 1,121,371 | 1,108,302 | 1,026,137 | 1,037,635 | 985,654 |
| 14 | 14 | Torchmark Life Group | 070443 | 39,022,528 | 20,919 | 21,538 | 21,938 | 22,033 | 19,950 |
| 15 | 18 | Allstate Life Group | 070106 | 33,189,560 | 197,444 | 203,145 | 177,882 | 111,318 | 110,469 |
| 16 | 17 | Guardian Life Group | 069685 | 33,066,385 | 823,756 | 791,720 | 742,571 | 709,044 | 695,581 |
| 17 | 24 | Pacific Life Group | 069720 | 29,504,696 | 806,492 | 876,618 | 950,906 | 938,243 | 845,914 |
| 18 | 15 | Mutual of Omaha Group | 070203 | 29,156,464 | 69,000 | 90,219 | 87,472 | 46,053 | 41,956 |
| 19 | 20 | USAA Life Group | 070364 | 25,031,352 | 400,425 | 383,912 | 378,470 | 386,618 | 357,583 |
| 20 | 19 | Sammons Enterprises Group | 070533 | 24,874,739 | 361,305 | 339,064 | 334,374 | 342,900 | 341,094 |
| 21 | 25 | Natl Life Group | 069953 | 23,236,260 | 298,299 | 290,355 | 281,215 | 273,747 | 258,155 |
| 22 | 21 | Nationwide Mutual Life Group | 070822 | 23,142,264 | 430,602 | 387,113 | 351,237 | 335,915 | 286,708 |
| 23 | 22 | Axa Finl Group | 070194 | 21,249,120 | 714,472 | 718,050 | 720,675 | 745,595 | 816,126 |
| 24 | 23 | Farmers New World Life Ins Co | 006373 | 20,802,694 | 214,273 | 201,794 | 188,962 | 186,675 | 177,526 |
| 25 | 26 | MN Life Ins Group | 069565 | 20,773,405 | 701,401 | 712,240 | 706,696 | 664,627 | 657,083 |
| Total U.S. Life/Health Stock Cos | | | | \$1,006,202,853 | \$136,953 | \$130,339 | \$140,272 | \$151,616 | \$149,071 |
| Total U.S. Life/Health Mutual Cos | | | | \$667,329,450 | \$241,015 | \$224,343 | \$223,254 | \$221,058 | \$222,022 |
| Total U.S. Life/Health - Excl. Fraternal | | | | \$1,673,532,313 | \$165,436 | \$155,084 | \$162,273 | \$171,059 | \$168,031 |
| Total U.S. Life/Health Fraternal Cos | | | | \$37,998,342 | \$106,741 | \$95,337 | \$92,051 | \$92,434 | \$88,285 |
| Total U.S. Life/Health Industry | | | | \$1,711,530,655 | \$163,441 | \$153,171 | \$159,942 | \$168,409 | \$165,373 |

Source: — Statement File-L/H, US; Data as of: July 18, 2018

U.S. Life/Health – 2017 Group Life Issued

Ranked by 2017 group life business issued.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Group Life Issued | % Change |
|--|-----------|------------------------------------|--------|------------------------|-------------|
| 1 | 1 | Metropolitan Life & Affiliated Cos | 070192 | \$259,562,716 | 87.1 |
| 2 | 2 | MN Life Ins Group | 069565 | 124,318,034 | -9.8 |
| 3 | 3 | Lincoln Finl Group | 070351 | 106,400,427 | 1.7 |
| 4 | 5 | Prudential of America Group | 070189 | 99,200,643 | 24.4 |
| 5 | 4 | Unum Ins Group | 069743 | 97,204,391 | 12.4 |
| 6 | 6 | Cigna Group | 070173 | 76,360,556 | -2.7 |
| 7 | 8 | Aetna Life Group | 070202 | 60,341,557 | -20.1 |
| 8 | 7 | Hartford Life & Accident Ins Co | 007285 | 57,239,229 | -25.4 |
| 9 | 9 | Meiji Yasuda US Life Group | 070499 | 57,147,970 | -23.1 |
| 10 | 11 | Voya Finl Group | 070153 | 44,763,335 | 20.8 |
| 11 | 10 | Guardian Life Group | 069685 | 38,155,515 | -4.6 |
| 12 | 12 | Sun Life Finl Group | 069740 | 34,027,699 | -2.8 |
| 13 | 15 | Mutual of Omaha Group | 070203 | 31,986,278 | 34.1 |
| 14 | 13 | Principal Finl Group Inc. | 020516 | 29,945,559 | -11.2 |
| 15 | 14 | Tokio Marine US Life Group | 069195 | 26,912,530 | -17.2 |
| 16 | 16 | New York Life Group | 069714 | 24,610,057 | 95.2 |
| 17 | 18 | Symetra Life Group | 070123 | 22,914,904 | 115.0 |
| 18 | 17 | Dearborn National Life Ins Group | 069637 | 11,037,029 | -0.6 |
| 19 | 19 | UnitedHealth Life Companies | 069973 | 9,438,206 | 4.5 |
| 20 | 21 | AAA Life Group | 070388 | 9,068,140 | 16.4 |
| 21 | 23 | 5 Star Life Ins Co | 008069 | 8,861,163 | 27.8 |
| 22 | 25 | Anthem Life Cos | 070064 | 8,216,905 | 40.4 |
| 23 | 22 | Oneamerica Group | 070399 | 7,874,283 | 10.0 |
| 24 | 24 | Massachusetts Mutual Life Group | 069702 | 6,352,081 | 6.2 |
| 25 | 101 | CMFG Life Group | 070262 | 5,893,700 | 999.9 |
| Top 25 Insurers | | | | \$1,257,832,907 | 10.3 |
| Total U.S. Life/Health Industry | | | | \$1,315,661,250 | 10.6 |

Source: — Statement File-L/H, US; Data as of: July 18, 2018

U.S. Life/Health – 2017 Group Life In Force

Ranked by 2017 group life business in force.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Group Life In Force | % Change |
|--|-----------|------------------------------------|--------|-------------------------|------------|
| 1 | 1 | Metropolitan Life & Affiliated Cos | 070192 | \$3,508,453,177 | 11.0 |
| 2 | 2 | Prudential of America Group | 070189 | 1,924,854,262 | 1.6 |
| 3 | 3 | Great-West Life Group | 070366 | 1,644,004,786 | 9.2 |
| 4 | 4 | MN Life Ins Group | 069565 | 1,287,978,803 | 5.4 |
| 5 | 6 | Hartford Life & Accident Ins Co | 007285 | 1,001,759,893 | 47.5 |
| 6 | 5 | Cigna Group | 070173 | 804,783,470 | -0.9 |
| 7 | 7 | Unum Ins Group | 069743 | 683,415,178 | 2.1 |
| 8 | 8 | Lincoln Finl Group | 070351 | 637,023,062 | 8.4 |
| 9 | 9 | Aetna Life Group | 070202 | 505,925,160 | -0.1 |
| 10 | 11 | New York Life Group | 069714 | 395,209,867 | 5.6 |
| 11 | 12 | Meiji Yasuda US Life Group | 070499 | 386,554,568 | 7.2 |
| 12 | 10 | Voya Finl Group | 070153 | 375,399,896 | -3.9 |
| 13 | 18 | Munich Amer Group | 069170 | 286,637,235 | 88.2 |
| 14 | 13 | Sun Life Finl Group | 069740 | 266,519,563 | -12.9 |
| 15 | 15 | Guardian Life Group | 069685 | 257,371,370 | 8.9 |
| 16 | 16 | Tokio Marine US Life Group | 069195 | 231,973,681 | 8.2 |
| 17 | 17 | Mutual of Omaha Group | 070203 | 195,090,907 | 10.4 |
| 18 | 19 | Principal Finl Group Inc. | 020516 | 144,405,462 | 0.8 |
| 19 | 14 | Hannover Life Reassur America | 068031 | 126,531,656 | -52.5 |
| 20 | 22 | Dearborn National Life Ins Group | 069637 | 118,476,977 | 10.7 |
| 21 | 20 | Swiss Re Life Group | 070469 | 117,835,396 | 2.2 |
| 22 | 21 | Anthem Life Cos | 070064 | 108,155,842 | -0.1 |
| 23 | 23 | RGA Group | 069611 | 90,717,659 | 4.8 |
| 24 | 26 | UnitedHealth Life Companies | 069973 | 72,066,845 | 8.9 |
| 25 | 25 | Massachusetts Mutual Life Group | 069702 | 72,003,824 | 6.9 |
| Top 25 Insurers | | | | \$15,243,148,539 | 7.2 |
| Total U.S. Life/Health Industry | | | | \$16,328,314,486 | 6.7 |

Source: — Statement File-L/H, US; Data as of: July 18, 2018

| Average Policy In Force | | | | | Lapse Ratio Published | | | | | Renewal Premium Persistency | | | | |
|-------------------------|------------------|------------------|------------------|------------------|-----------------------|------------|------------|------------|------------|-----------------------------|-------------|-------------|-------------|-------------|
| 2017 | 2016 | 2015 | 2014 | 2013 | 2017 | 2016 | 2015 | 2014 | 2013 | 2017 | 2016 | 2015 | 2014 | 2013 |
| \$300,869 | \$291,696 | \$283,121 | \$275,364 | \$267,030 | 3.9 | 3.8 | 3.5 | 3.6 | 3.6 | 94.5 | 94.5 | 94.8 | 94.7 | 94.0 |
| 174,144 | 167,578 | 161,578 | 191,494 | 185,782 | 5.0 | 5.1 | 5.3 | 6.5 | 5.8 | 94.1 | 94.0 | 91.8 | 91.6 | 93.1 |
| 286,389 | 272,643 | 256,631 | 228,704 | 202,383 | 4.1 | 3.5 | 3.9 | 3.1 | 3.1 | 79.6 | 79.4 | 88.7 | 77.9 | 81.9 |
| 277,802 | 273,394 | 268,833 | 263,795 | 258,661 | 7.6 | 6.9 | 6.7 | 6.9 | 7.5 | 91.4 | 91.8 | 91.9 | 91.4 | 91.1 |
| 114,846 | 112,112 | 109,871 | 107,652 | 105,662 | 5.4 | 5.6 | 5.8 | 5.8 | 5.8 | 93.2 | 93.0 | 92.4 | 92.1 | 91.9 |
| 332,863 | 312,019 | 298,627 | 283,901 | 265,783 | 4.7 | 4.2 | 4.2 | 4.2 | 4.6 | 94.9 | 93.6 | 93.0 | 94.6 | 90.9 |
| 183,108 | 166,582 | 178,299 | 208,346 | 197,422 | 3.6 | 5.3 | 5.1 | 4.5 | 4.2 | 92.2 | 90.9 | 90.4 | 91.1 | 90.3 |
| 199,242 | 188,130 | 216,285 | 167,068 | 158,223 | 4.3 | 4.1 | 4.0 | 4.2 | 5.2 | 74.4 | 73.3 | 73.2 | 76.5 | 78.3 |
| 650,138 | 602,226 | 555,822 | 505,366 | 433,878 | 2.1 | 2.2 | 2.3 | 2.3 | 2.7 | 91.8 | 91.5 | 93.2 | 91.5 | 89.9 |
| 560,529 | 556,860 | 552,963 | 553,891 | 552,163 | 3.7 | 3.8 | 3.6 | 3.7 | 3.8 | 95.3 | 95.8 | 95.3 | 94.1 | 94.5 |
| 127,200 | 132,724 | 129,442 | 124,379 | 113,121 | 6.4 | 4.1 | 5.1 | 5.9 | 5.2 | 92.6 | 91.5 | 83.5 | 91.1 | 85.0 |
| 266,405 | 256,429 | 242,677 | 234,122 | 231,139 | 4.1 | 5.0 | 4.1 | 4.7 | 5.3 | 86.4 | 88.6 | 87.1 | 83.3 | 82.3 |
| 296,642 | 275,497 | 262,642 | 250,376 | 175,965 | 4.8 | 5.3 | 5.0 | 3.7 | 5.5 | 79.2 | 78.7 | 80.3 | 79.0 | 72.7 |
| 15,546 | 15,848 | 16,258 | 17,263 | 16,905 | 18.1 | 20.7 | 17.2 | 13.4 | 14.7 | 91.0 | 90.8 | 90.5 | 89.9 | 90.8 |
| 180,557 | 168,888 | 165,155 | 164,674 | 139,494 | 1.1 | 6.8 | 5.9 | 13.6 | 8.3 | 91.3 | 92.8 | 92.6 | 93.2 | 91.1 |
| 276,668 | 335,034 | 317,007 | 264,063 | 245,672 | 3.6 | 3.6 | 4.0 | 4.1 | 4.4 | 95.4 | 95.5 | 94.9 | 95.1 | 94.9 |
| 71,769 | 67,397 | 61,114 | 60,067 | 101,507 | 5.0 | 4.7 | 4.0 | 6.4 | 5.9 | 74.5 | 72.3 | 69.2 | 69.1 | 64.6 |
| 66,997 | 64,488 | 57,495 | 51,016 | 50,878 | 4.8 | 4.4 | 5.6 | 6.2 | 6.3 | 88.9 | 89.8 | 89.1 | 88.8 | 85.6 |
| 349,126 | 344,535 | 340,227 | 332,492 | 322,000 | 2.8 | 2.5 | 2.6 | 2.8 | 2.7 | 95.1 | 96.2 | 95.3 | 94.9 | 95.0 |
| 248,793 | 241,235 | 233,296 | 225,470 | 217,626 | 4.5 | 4.4 | 4.4 | 4.8 | 5.7 | 50.8 | 54.2 | 53.2 | 50.4 | 48.7 |
| 234,006 | 223,391 | 214,158 | 204,965 | 197,091 | 6.2 | 6.5 | 6.4 | 7.0 | 7.2 | 88.6 | 87.0 | 84.7 | 83.3 | 84.5 |
| 227,506 | 214,581 | 202,052 | 190,404 | 178,708 | 4.0 | 4.2 | 4.7 | 4.9 | 5.6 | 78.5 | 71.5 | 69.1 | 72.1 | 76.1 |
| 94,512 | 93,151 | 93,539 | 95,116 | 94,023 | 4.6 | 4.9 | 5.5 | 5.2 | 5.3 | 88.0 | 86.7 | 86.9 | 86.1 | 84.6 |
| 176,027 | 171,722 | 167,862 | 164,434 | 160,694 | 5.5 | 5.8 | 5.8 | 6.4 | 6.8 | 94.2 | 94.5 | 95.1 | 93.9 | 93.3 |
| 518,831 | 499,270 | 478,885 | 453,944 | 433,353 | 4.5 | 4.6 | 4.7 | 5.5 | 5.6 | 85.7 | 75.6 | 75.9 | 70.4 | 77.3 |
| \$105,643 | \$110,794 | \$108,069 | \$105,889 | \$101,079 | 5.3 | 4.7 | 5.5 | 6.2 | 6.2 | 85.0 | 85.9 | 85.3 | 85.2 | 79.9 |
| \$137,463 | \$129,894 | \$122,230 | \$118,263 | \$121,491 | 4.7 | 4.6 | 4.6 | 5.0 | 5.2 | 90.7 | 89.7 | 88.8 | 88.7 | 88.0 |
| \$111,072 | \$114,225 | \$110,641 | \$108,101 | \$104,354 | 5.2 | 4.7 | 5.3 | 6.0 | 6.0 | 87.1 | 87.2 | 86.5 | 86.4 | 82.5 |
| \$60,062 | \$57,440 | \$55,492 | \$54,039 | \$52,515 | 3.5 | 3.4 | 3.5 | 3.8 | 3.9 | 93.3 | 92.8 | 91.2 | 90.0 | 88.1 |
| \$109,795 | \$112,741 | \$109,206 | \$106,701 | \$103,014 | 5.2 | 4.7 | 5.3 | 5.9 | 5.9 | 87.2 | 87.4 | 86.6 | 86.5 | 82.6 |

U.S. Life/Health – 2017 Term Life Issued

Ranked by 2017 term life business issued.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Term Life Issued | % Change |
|--|-----------|-----------------------------------|--------|------------------------|------------|
| 1 | 1 | Northwestern Mutual Group | 069515 | \$120,097,488 | 6.1 |
| 2 | 2 | Primerica Group | 070183 | 85,526,563 | 5.6 |
| 3 | 3 | Prudential of America Group | 070189 | 79,660,578 | 10.5 |
| 4 | 4 | State Farm Life Group | 070126 | 70,605,525 | -0.7 |
| 5 | 5 | New York Life Group | 069714 | 66,255,145 | 5.4 |
| 6 | 6 | AIG Life & Retirement Group | 070342 | 62,513,146 | 10.0 |
| 7 | 8 | Legal & Gen America Group | 069539 | 53,045,765 | 10.6 |
| 8 | 9 | Principal Finl Group Inc. | 020516 | 52,775,978 | 24.8 |
| 9 | 7 | Lincoln Finl Group | 070351 | 48,878,898 | -5.2 |
| 10 | 12 | Massachusetts Mutual Life Group | 069702 | 48,258,016 | 40.4 |
| 11 | 18 | John Hancock Life Insurance Group | 069542 | 38,045,760 | 96.4 |
| 12 | 10 | Aegon USA Group | 069707 | 28,958,479 | -24.2 |
| 13 | 14 | Allstate Life Group | 070106 | 25,725,496 | 2.9 |
| 14 | 15 | USAA Life Group | 070364 | 23,841,214 | -4.1 |
| 15 | 13 | Mutual of Omaha Group | 070203 | 22,017,514 | -23.6 |
| 16 | 17 | Guardian Life Group | 069685 | 21,533,735 | -0.9 |
| 17 | 25 | Pacific Life Group | 069720 | 19,482,981 | 62.7 |
| 18 | 16 | Torchmark Life Group | 070443 | 18,810,122 | -15.6 |
| 19 | 19 | Farmers New World Life Ins Co | 006373 | 17,035,041 | 1.9 |
| 20 | 20 | Sammons Enterprises Group | 070533 | 14,178,700 | -2.7 |
| 21 | 26 | MN Life Ins Group | 069565 | 13,290,731 | 22.9 |
| 22 | 22 | OH Natl Life Group | 069717 | 13,010,678 | 0.2 |
| 23 | 24 | Axa Finl Group | 070194 | 12,615,547 | 1.5 |
| 24 | 21 | AAA Life Group | 070388 | 12,379,360 | -9.9 |
| 25 | 23 | Southern Farm Bureau Life Ins Co | 007053 | 12,015,198 | -6.7 |
| Top 25 Insurers | | | | \$980,557,658 | 3.6 |
| Total U.S. Life/Health Industry | | | | \$1,184,781,540 | 3.4 |

Source: — Statement File-L/H, US; Data as of: July 18, 2018

U.S. Life/Health – 2017 Term Life In Force

Ranked by 2017 term life business in force.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Term Life In Force | % Change |
|--|-----------|---------------------------------|--------|-------------------------|------------|
| 1 | 1 | RGA Group | 069611 | \$1,867,368,175 | -0.2 |
| 2 | 2 | Scor Life US Group | 070253 | 1,617,993,150 | 3.0 |
| 3 | 3 | Prudential of America Group | 070189 | 1,505,272,104 | 5.3 |
| 4 | 4 | Swiss Re Life Group | 070469 | 1,308,905,023 | 2.0 |
| 5 | 5 | Hannover Life Reassur America | 068031 | 1,275,386,626 | 4.0 |
| 6 | 7 | Northwestern Mutual Group | 069515 | 1,077,733,597 | 5.8 |
| 7 | 6 | Aegon USA Group | 069707 | 1,071,251,499 | -5.1 |
| 8 | 8 | Munich Amer Group | 069170 | 886,272,290 | 4.0 |
| 9 | 10 | AIG Life & Retirement Group | 070342 | 800,725,294 | 10.6 |
| 10 | 9 | Voya Finl Group | 070153 | 766,220,563 | -5.1 |
| 11 | 12 | Legal & Gen America Group | 069539 | 694,683,290 | 3.8 |
| 12 | 13 | Primerica Group | 070183 | 672,997,213 | 3.8 |
| 13 | 15 | State Farm Life Group | 070126 | 650,028,772 | 4.3 |
| 14 | 14 | Lincoln Finl Group | 070351 | 636,627,831 | 2.0 |
| 15 | 11 | Genworth Finl Companies | 070527 | 611,386,478 | -13.0 |
| 16 | 16 | Protective Life Group | 069728 | 582,633,864 | 7.4 |
| 17 | 17 | New York Life Group | 069714 | 512,993,236 | 3.7 |
| 18 | 19 | Brighthouse Ins Group | 070516 | 488,533,614 | 2.6 |
| 19 | 23 | Principal Finl Group Inc. | 020516 | 419,334,014 | 24.2 |
| 20 | 20 | USAA Life Group | 070364 | 402,004,402 | 2.5 |
| 21 | 21 | Berkshire Hathaway Group | 070158 | 383,479,789 | 5.5 |
| 22 | 24 | Allstate Life Group | 070106 | 355,317,421 | 16.8 |
| 23 | 22 | Pacific Life Group | 069720 | 342,898,030 | -2.2 |
| 24 | 27 | Massachusetts Mutual Life Group | 069702 | 287,111,838 | 13.0 |
| 25 | 25 | Axa Finl Group | 070194 | 273,218,426 | -1.2 |
| Top 25 Insurers | | | | \$19,490,376,539 | 1.5 |
| Total U.S. Life/Health Industry | | | | \$24,321,534,941 | 1.0 |

Source: — Statement File-L/H, US; Data as of: July 18, 2018

U.S. Life/Health – 2017 Credit Life Issued

Ranked by 2017 credit life business issued.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Credit Life Issued | % Change |
|--|-----------|---|--------|---------------------|-------------|
| 1 | 1 | CMFG Life Group | 070262 | \$11,695,866 | -13.9 |
| 2 | 2 | Life of the South Group | 069913 | 8,900,446 | 0.8 |
| 3 | 3 | OneMain Hldgs Life Group | 070506 | 7,802,086 | 7.9 |
| 4 | 4 | MN Life Ins Group | 069565 | 4,527,007 | 7.3 |
| 5 | 6 | Amer Natl Group | 070166 | 3,743,228 | 34.5 |
| 6 | 5 | Central States H & L Group | 070363 | 2,808,225 | -24.6 |
| 7 | 8 | Plateau Group | 070039 | 2,645,880 | 9.5 |
| 8 | 7 | Assurant Inc Group | 070135 | 2,276,169 | -10.9 |
| 9 | 9 | Pekin Life Ins Group | 070155 | 1,182,666 | 15.7 |
| 10 | 12 | SWBC Life Ins Co | 009027 | 765,418 | 18.6 |
| 11 | 13 | Francisco Life Ins Co | 008800 | 530,137 | 11.0 |
| 12 | 10 | Protective Life Group | 069728 | 512,295 | -23.7 |
| 13 | 14 | Amer Federated Life Ins Co | 068071 | 414,843 | 1.0 |
| 14 | 18 | Old Spartan Life Ins Co Inc | 007878 | 254,369 | -10.2 |
| 15 | 16 | Berkshire Hathaway Group | 070158 | 239,662 | -21.2 |
| 16 | 21 | Investors Heritage Life Ins Co | 006580 | 213,620 | -3.6 |
| 17 | 17 | LDS Group | 069572 | 205,945 | -28.2 |
| 18 | 20 | Popular Life Re | 060399 | 182,506 | -18.5 |
| 19 | 23 | Kentucky Natl Life Ins Group | 070538 | 173,713 | -10.7 |
| 20 | 24 | Wichita Natl Life Group | 069833 | 162,474 | 1.6 |
| 21 | 25 | Gulf Guar Life Ins Co | 008081 | 133,111 | -9.6 |
| 22 | 15 | Mapfre Life Ins Group | 070079 | 123,775 | -60.7 |
| 23 | 26 | Trans-City Life Ins Co | 008051 | 107,203 | 7.3 |
| 24 | 19 | Guarantee Trust Life Ins Co | 006503 | 94,494 | -58.0 |
| 25 | 22 | Individual Assur Life Health & Accident | 008437 | 93,149 | -54.5 |
| Top 25 Insurers | | | | \$49,788,287 | -3.9 |
| Total U.S. Life/Health Industry | | | | \$50,303,531 | -3.9 |

Note: Data for some companies in this report has been received from the NAIC.

Source: — Statement File-L/H, US; Data as of: July 18, 2018

U.S. Life/Health – 2017 Credit Life In Force

Ranked by 2017 credit life business in force.

(\$ Thousands)

| 2017 Rank | 2016 Rank | Company/Group | AMB# | Credit Life In Force | % Change |
|--|-----------|--------------------------------------|--------|----------------------|------------|
| 1 | 1 | CMFG Life Group | 070262 | \$22,169,162 | -1.6 |
| 2 | 2 | RGA Group | 069611 | 19,793,321 | 24.9 |
| 3 | 3 | Assurant Inc Group | 070135 | 12,629,540 | 1.8 |
| 4 | 4 | OneMain Hldgs Life Group | 070506 | 9,517,063 | 5.6 |
| 5 | 5 | MN Life Ins Group | 069565 | 8,555,525 | 1.8 |
| 6 | 6 | Central States H & L Group | 070363 | 7,025,834 | -10.3 |
| 7 | 8 | Metropolitan Life & Affiliated Cos | 070192 | 4,802,766 | 25.3 |
| 8 | 7 | Life of the South Group | 069913 | 4,525,389 | 2.3 |
| 9 | 9 | Amer Natl Group | 070166 | 2,498,844 | -4.8 |
| 10 | 10 | Plateau Group | 070039 | 2,260,528 | -4.8 |
| 11 | 14 | Cooperativa de Seguros de Vida de PR | 007607 | 1,493,151 | -1.5 |
| 12 | 12 | Protective Life Group | 069728 | 1,466,037 | -14.8 |
| 13 | 11 | Global Bankers Ins Group | 070491 | 1,344,726 | -28.2 |
| 14 | 13 | Aegon USA Group | 069707 | 955,703 | -39.9 |
| 15 | 16 | Pekin Life Ins Group | 070155 | 919,533 | -2.5 |
| 16 | 15 | LDS Group | 069572 | 917,462 | -2.9 |
| 17 | 18 | SWBC Life Ins Co | 009027 | 880,146 | -0.9 |
| 18 | 17 | Berkshire Hathaway Group | 070158 | 769,368 | -13.4 |
| 19 | 19 | Munich Amer Group | 069170 | 694,115 | -8.1 |
| 20 | 20 | Popular Life Re | 060399 | 583,280 | -3.5 |
| 21 | 21 | Trans-City Life Ins Co | 008051 | 512,441 | 0.8 |
| 22 | 22 | Amer Federated Life Ins Co | 068071 | 465,949 | -0.1 |
| 23 | 24 | Francisco Life Ins Co | 008800 | 385,576 | 7.7 |
| 24 | 25 | Great-West Life Group | 070366 | 366,946 | 3.7 |
| 25 | 23 | Mapfre Life Ins Group | 070079 | 336,691 | -8.4 |
| Top 25 Insurers | | | | \$105,869,096 | 2.7 |
| Total U.S. Life/Health Industry | | | | \$108,349,248 | 1.8 |

Note: Data for some companies in this report has been received from the NAIC.

Source: — Statement File-L/H, US; Data as of: July 18, 2018