

Top 40 Nationally Significant Groups Writing Direct Life, Annuity and Other Considerations

NAIC Group Code	Group Name	% of Market
241	*Metropolitan Life	13.5%
304	*Prudential of America Group	9.2%
826	*New York Life Group	5.1%
904	*John Hancock Group	5.0%
20	*Lincoln National Group	4.4%
918	*Jackson National Group	4.1%
468	*Aegon US Holding Corporation	3.8%
12	*American International Group	3.8%
229	*ING Amer. Ins. Holding Group	3.6%
860	Northwestern Mutual Group	3.1%
435	+Mass Mutual Life Ins. Group	2.7%
1216	*TIAA Family Group	2.6%
968	*AXA Insurance Group	2.5%
140	*Nationwide Corp. Group	2.4%
761	*Allianz Insurance Group	2.4%
91	Hartford Fire & Casualty Group	1.9%
4	Ameriprise Financial Group	1.8%
44	*Aviva Group	1.6%
709	*Pacific Life Group	1.5%
769	Great West Group	1.5%
549	*Sun Life Assurance Co. of CN Group	1.3%
458	Protective Life Insurance Group	1.2%
431	*Midland National Life Insurance Group	1.2%
429	*Guardian Life Group	1.1%
2658	American Equity Investment Group	1.1%
176	State Farm Group	1.0%
869	Minnesota Mutual Group	1.0%
370	AFLAC Group	0.9%
332	Principal Financial Group	0.8%
8	Allstate Insurance Group	0.7%
4011	*Genworth Financial Group	0.7%
836	West Southern Group	0.7%
619	OneAmerica Fin. Partners Group	0.6%
1129	*White Mountains Group	0.6%
84	American Financial Group	0.5%
704	Ohio National Life Group	0.5%
200	+United Serv. Automobile Assn. Group	0.5%
408	American National Financial Group	0.5%
1348	Stancorp Financial Group	0.5%
41	Citigroup Group	0.5%
Top 40 Total		92.5%
Industry Total		92.52%

* Signed regulatory settlement agreement with the state of Florida

+ Exam report issued with no findings

Source: National Association of Insurance Commissioners (NAIC)