

NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS

LIFE AND FRATERNAL INSURANCE INDUSTRY 2021 TOP 25 GROUPS AND COMPANIES BY COUNTRYWIDE PREMIUM States, U.S. Territories, Canada and Aggregate Other Alien Life Insurance

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE % ¹
1	860	NORTHWESTERN MUT GRP	14,271,816,460	8.93	8.93
2	826	NEW YORK LIFE GRP	13,264,228,971	8.30	17.24
3	241	METROPOLITAN GRP	11,476,164,714	7.18	24.42
4	304	PRUDENTIAL OF AMER GRP	10,644,345,943	6.66	31.09
5	435	MASS MUT LIFE INS GRP	10,042,076,049	6.29	37.37
6	20	LINCOLN NATL GRP	8,301,364,165	5.20	42.57
7	176	STATE FARM GRP	5,254,688,099	3.29	45.86
8	904	JOHN HANCOCK GRP	5,039,509,686	3.15	49.01
9	429	GUARDIAN LIFE GRP	4,533,771,422	2.84	51.85
10	709	PACIFIC LIFE GRP	4,533,683,786	2.84	54.69
11	431	SAMMONS ENTERPRISES GRP	4,362,752,822	2.73	57.42
12	140	NATIONWIDE CORP GRP	3,930,275,018	2.46	59.88
13	12	AMERICAN INTL GRP	3,579,336,600	2.24	62.12
14	261	MUTUAL OF OMAHA GRP	2,923,035,087	1.83	63.95
15	4750	PRIMERICA GRP	2,783,951,011	1.74	65.70
16	634	NATIONAL LIFE GRP	2,509,538,896	1.57	67.27
17	332	PRINCIPAL FIN GRP	2,431,557,005	1.52	68.79
18	565	UNUM GRP	2,399,101,225	1.50	70.29
19	4932	BRIGHTHOUSE HOLDINGS GRP	2,214,505,822	1.39	71.68
20	91	HARTFORD FIRE & CAS GRP	2,125,595,551	1.33	73.01
21	836	WEST SOUTHERN GRP	1,754,400,733	1.10	74.11
22	56014	THRIVENT FINANCIAL FOR LUTHERANS	1,633,310,316	1.02	75.13
23	4832	VOYA FINANCIAL GRP	1,614,350,810	1.01	76.14
24	290	GLOBE LIFE INC GRP	1,458,542,784	0.91	77.05
25	761	ALLIANZ INS GRP	1,453,515,634	0.91	77.96
		INDUSTRY TOTAL	159,735,690,559	100.00	100.00

¹ Cumulative Market Share is the running total of the individual Company or Group market shares.

NOTE: Based on filings received by 03/01/2022, an estimated 67.95% of Life, Accident & Health filings have been received. Additional information can be found on the NAIC's Research and Actuarial Dept. Webpage at http://www.naic.org/research_actuarial_dept.htm

NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS

LIFE AND FRATERNAL INSURANCE INDUSTRY 2021 TOP 25 GROUPS AND COMPANIES BY COUNTRYWIDE PREMIUM States, U.S. Territories, Canada and Aggregate Other Alien Annuity Considerations

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE % ¹
1	918	JACKSON NATL GRP	19,619,255,854	9.00	9.00
2	20	LINCOLN NATL GRP	16,796,029,401	7.70	16.70
3	140	NATIONWIDE CORP GRP	16,505,818,428	7.57	24.27
4	12	AMERICAN INTL GRP	15,252,758,263	6.99	31.26
5	761	ALLIANZ INS GRP	13,911,296,039	6.38	37.64
6	4832	VOYA FINANCIAL GRP	12,369,069,736	5.67	43.31
7	826	NEW YORK LIFE GRP	11,987,881,077	5.50	48.81
8	304	PRUDENTIAL OF AMER GRP	11,895,047,073	5.45	54.26
9	435	MASS MUT LIFE INS GRP	11,368,227,557	5.21	59.47
10	709	PACIFIC LIFE GRP	9,344,640,835	4.28	63.76
11	4932	BRIGHTHOUSE HOLDINGS GRP	8,547,983,370	3.92	67.68
12	3891	GLOBAL ATLANTIC GRP	7,730,675,567	3.54	71.22
13	431	SAMMONS ENTERPRISES GRP	6,970,950,492	3.20	74.42
14	4	AMERIPRISE FIN GRP	5,668,318,100	2.60	77.02
15	619	ONEAMERICA FIN PARTNERS GRP	4,582,331,367	2.10	79.12
16	241	METROPOLITAN GRP	4,297,061,097	1.97	81.09
17	4855	SUMITOMO LIFE INS GRP	4,180,217,600	1.92	83.01
18	836	WEST SOUTHERN GRP	3,627,280,037	1.66	84.67
19	56014	THRIVENT FINANCIAL FOR LUTHERANS	3,028,173,034	1.39	86.06
20	200	UNITED SERV AUTOMOBILE ASSN GRP	2,778,247,184	1.27	87.33
21	332	PRINCIPAL FIN GRP	2,560,502,425	1.17	88.51
22	981	FIDELITY INVESTMENT INS & ANN GRP	2,425,602,413	1.11	89.62
23	860	NORTHWESTERN MUT GRP	2,080,844,848	0.95	90.57
24	408	AMERICAN NATL FIN GRP	1,817,755,870	0.83	91.41
25	634	NATIONAL LIFE GRP	1,598,094,938	0.73	92.14
		INDUSTRY TOTAL	218,087,744,046	100.00	100.00

¹ Cumulative Market Share is the running total of the individual Company or Group market shares.

NOTE: Based on filings received by 03/01/2022, an estimated 67.95% of Life, Accident & Health filings have been received. Additional information can be found on the NAIC's Research and Actuarial Dept. Webpage at http://www.naic.org/research_actuarial_dept.htm

NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS

LIFE AND FRATERNAL INSURANCE INDUSTRY 2021 TOP 25 GROUPS AND COMPANIES BY COUNTRYWIDE PREMIUM

States, U.S. Territories, Canada and Aggregate Other Alien

Totals for Life Ins, Annuity Considerations, Deposit Type Contract Funds, Other Considerations, and Accident and Health

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT		CUMULATIVE
			PREMIUMS	MARKET SHARE %	MARKET SHARE % ¹
1	241	METROPOLITAN GRP	107,118,878,340	13.09	13.09
2	304	PRUDENTIAL OF AMER GRP	61,180,592,379	7.48	20.57
3	707	UNITEDHEALTH GRP	54,316,884,172	6.64	27.21
4	826	NEW YORK LIFE GRP	42,071,339,790	5.14	32.36
5	1	CVS GRP	42,011,502,944	5.14	37.49
6	435	MASS MUT LIFE INS GRP	36,548,474,416	4.47	41.96
7	332	PRINCIPAL FIN GRP	28,727,589,617	3.51	45.47
8	20	LINCOLN NATL GRP	28,116,305,811	3.44	48.91
9	836	WEST SOUTHERN GRP	26,968,419,596	3.30	52.21
10	140	NATIONWIDE CORP GRP	26,193,950,188	3.20	55.41
11	901	CIGNA HLTH GRP	23,143,765,304	2.83	58.24
12	904	JOHN HANCOCK GRP	22,416,481,993	2.74	60.98
13	918	JACKSON NATL GRP	20,723,147,932	2.53	63.51
14	12	AMERICAN INTL GRP	20,157,899,161	2.46	65.98
15	860	NORTHWESTERN MUT GRP	18,796,040,062	2.30	68.27
16	4832	VOYA FINANCIAL GRP	18,788,933,370	2.30	70.57
17	709	PACIFIC LIFE GRP	15,959,521,583	1.95	72.52
18	761	ALLIANZ INS GRP	15,529,896,031	1.90	74.42
19	3891	GLOBAL ATLANTIC GRP	12,484,889,966	1.53	75.95
20	431	SAMMONS ENTERPRISES GRP	11,716,632,555	1.43	77.38
21	261	MUTUAL OF OMAHA GRP	11,541,162,954	1.41	78.79
22	4932	BRIGHTHOUSE HOLDINGS GRP	10,945,582,640	1.34	80.13
23	429	GUARDIAN LIFE GRP	10,178,949,065	1.24	81.37
24	565	UNUM GRP	8,924,171,182	1.09	82.46
25	1348	MEIJI YASUDA LIFE INS GRP	7,721,044,069	0.94	83.41
		INDUSTRY TOTAL	818,022,824,054	100.00	100.00

¹ Cumulative Market Share is the running total of the individual Company or Group market shares.

NOTE: Based on filings received by 03/01/2022, an estimated 67.95% of Life, Accident & Health filings have been received. Additional information can be found on the NAIC's Research and Actuarial Dept. Webpage at http://www.naic.org/research_actuarial_dept.htm