

03/29/2021

**NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS  
LIFE AND FRATERNAL INSURANCE INDUSTRY  
2020 TOP 25 GROUPS AND COMPANIES BY COUNTRYWIDE PREMIUM  
States, U.S. Territories, Canada and Aggregate Other Alien  
Life Insurance**

<b>RANK</b>	<b>GROUP/ COMPANY CODE</b>	<b>GROUP/COMPANY NAME</b>	<b>DIRECT PREMIUMS</b>	<b>MARKET SHARE %</b>	<b>CUMULATIVE MARKET SHARE %<sup>1</sup></b>
1	826	NEW YORK LIFE GRP	11,694,323,492	6.75	6.75
2	860	NORTHWESTERN MUT GRP	11,297,024,132	6.52	13.26
3	241	METROPOLITAN GRP	10,493,252,875	6.05	19.31
4	304	PRUDENTIAL OF AMER GRP	10,058,275,855	5.80	25.12
5	20	LINCOLN NATL GRP	8,370,518,021	4.83	29.94
6	435	MASS MUT LIFE INS GRP	7,915,664,373	4.57	34.51
7	176	STATE FARM GRP	4,971,383,612	2.87	37.38
8	468	AEGON US HOLDING GRP	4,860,309,459	2.80	40.18
9	904	JOHN HANCOCK GRP	4,727,688,282	2.73	42.91
10	869	MINNESOTA MUT GRP	4,688,332,393	2.70	45.61
11	429	GUARDIAN LIFE GRP	4,279,029,555	2.47	48.08
12	709	PACIFIC LIFE GRP	3,989,033,407	2.30	50.38
13	12	AMERICAN INTL GRP	3,575,674,023	2.06	52.44
14	140	NATIONWIDE CORP GRP	3,195,461,422	1.84	54.29
15	4965	EQUITABLE HOLDINGS INC GRP	2,911,937,003	1.68	55.97
16	431	SAMMONS ENTERPRISES GRP	2,675,387,001	1.54	57.51
17	261	MUTUAL OF OMAHA GRP	2,668,199,187	1.54	59.05
18	290	GLOBE LIFE INC GRP	2,632,216,729	1.52	60.57
19	4750	PRIMERICA GRP	2,578,958,448	1.49	62.05
20	4832	VOYA FINANCIAL GRP	2,478,917,852	1.43	63.48
21	458	DAI-ICHI LIFE HOLDINGS INC GRP	2,475,953,491	1.43	64.91
22	565	UNUM GRP	2,387,595,943	1.38	66.29
23	332	PRINCIPAL FIN GRP	2,309,933,967	1.33	67.62
24	4932	BRIGHTHOUSE HOLDINGS GRP	2,281,773,413	1.32	68.94
25	850	PENN MUT GRP	2,221,556,657	1.28	70.22
		<b>**INDUSTRY TOTAL**</b>	<b>173,367,150,754</b>	<b>100.00</b>	<b>100.00</b>

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

NOTE: Based on filings received by 03/29/2021, an estimated 99.34% 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](http://www.naic.org/research_actuarial_dept.htm)

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Annuity Considerations**

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE % <sup>1</sup>
1	918	JACKSON NATL GRP	18,217,401,291	6.28	6.28
2	1216	TIAA FAMILY GRP	17,118,701,190	5.90	12.17
3	20	LINCOLN NATL GRP	17,014,921,818	5.86	18.04
4	12	AMERICAN INTL GRP	15,201,274,835	5.24	23.27
5	140	NATIONWIDE CORP GRP	14,130,538,343	4.87	28.14
6	4734	APOLLO GLOBAL MGMT GRP	13,500,321,123	4.65	32.79
7	826	NEW YORK LIFE GRP	12,590,057,150	4.34	37.13
8	4832	VOYA FINANCIAL GRP	12,017,686,315	4.14	41.27
9	4965	EQUITABLE HOLDINGS INC GRP	10,729,018,496	3.70	44.97
10	435	MASS MUT LIFE INS GRP	10,341,676,241	3.56	48.53
11	761	ALLIANZ INS GRP	9,899,003,953	3.41	51.94
12	431	SAMMONS ENTERPRISES GRP	9,524,799,155	3.28	55.22
13	304	PRUDENTIAL OF AMER GRP	9,094,840,815	3.13	58.35
14	709	PACIFIC LIFE GRP	8,577,636,476	2.96	61.31
15	4932	BRIGHTHOUSE HOLDINGS GRP	8,429,423,495	2.90	64.21
16	3891	GLOBAL ATLANTIC GRP	6,633,692,772	2.29	66.50
17	769	GREAT WEST GRP	6,056,979,475	2.09	68.58
18	241	METROPOLITAN GRP	5,591,134,426	1.93	70.51
19	4890	SBL HOLDINGS GRP	4,506,426,259	1.55	72.06
20	4	AMERIPRISE FIN GRP	4,290,843,824	1.48	73.54
21	670	FIDELITY NATL FIN INC GRP	4,213,417,814	1.45	74.99
22	619	ONEAMERICA FIN PARTNERS GRP	4,208,788,421	1.45	76.44
23	332	PRINCIPAL FIN GRP	4,133,027,174	1.42	77.87
24	84	AMERICAN FINANCIAL GRP	4,076,996,379	1.40	79.27
25	2658	AMERICAN EQUITY INVESTMENT GRP	3,673,686,320	1.27	80.54
		**INDUSTRY TOTAL**	290,267,819,034	100.00	100.00

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

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

RANK	GROUP/ COMPANY CODE	GROUP/COMPANY NAME	DIRECT PREMIUMS	MARKET SHARE %	CUMULATIVE MARKET SHARE % <sup>1</sup>
1	241	METROPOLITAN GRP	111,716,440,708	11.05	11.05
2	304	PRUDENTIAL OF AMER GRP	63,529,028,876	6.28	17.33
3	4965	EQUITABLE HOLDINGS INC GRP	62,809,778,108	6.21	23.54
4	707	UNITEDHEALTH GRP	58,416,945,147	5.78	29.32
5	826	NEW YORK LIFE GRP	43,366,369,505	4.29	33.61
6	1	CVS GRP	39,291,760,431	3.89	37.50
7	435	MASS MUT LIFE INS GRP	39,213,557,013	3.88	41.38
8	332	PRINCIPAL FIN GRP	28,480,378,008	2.82	44.19
9	20	LINCOLN NATL GRP	28,209,736,389	2.79	46.98
10	468	AEGON US HOLDING GRP	24,426,940,004	2.42	49.40
11	836	WEST SOUTHERN GRP	23,459,317,267	2.32	51.72
12	12	AMERICAN INTL GRP	22,727,055,198	2.25	53.97
13	1216	TIAA FAMILY GRP	22,058,245,671	2.18	56.15
14	901	CIGNA HLTH GRP	21,838,393,396	2.16	58.31
15	4734	APOLLO GLOBAL MGMT GRP	20,783,486,612	2.06	60.36
16	918	JACKSON NATL GRP	20,191,934,240	2.00	62.36
17	904	JOHN HANCOCK GRP	19,905,275,326	1.97	64.33
18	4832	VOYA FINANCIAL GRP	19,246,524,244	1.90	66.23
19	140	NATIONWIDE CORP GRP	18,780,292,968	1.86	68.09
20	860	NORTHWESTERN MUT GRP	15,500,567,055	1.53	69.62
21	709	PACIFIC LIFE GRP	13,261,901,112	1.31	70.94
22	431	SAMMONS ENTERPRISES GRP	12,833,366,083	1.27	72.21
23	761	ALLIANZ INS GRP	11,267,979,284	1.11	73.32
24	429	GUARDIAN LIFE GRP	11,130,096,730	1.10	74.42
25	4932	BRIGHTHOUSE HOLDINGS GRP	10,910,125,062	1.08	75.50
		<b>**INDUSTRY TOTAL**</b>	<b>1,011,071,771,933</b>	<b>100.00</b>	<b>100.00</b>

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

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