

2018 TN Life, Accident, and Health Guaranteed Renewable (Other Individual) Market Share

Company Name	Direct Premiums Written	Market Share
Cigna Hlth & Life Ins Co	536,601,026	44.59%
American Family Life Assur Co of Col	122,022,923	10.14%
Genworth Life Ins Co	47,349,826	3.94%
Mutual Of Omaha Ins Co	38,781,830	3.22%
United Of Omaha Life Ins Co	28,633,753	2.38%
American Retirement Life Ins Co	25,661,310	2.13%
John Hancock Life Ins Co USA	24,278,301	2.02%
Colonial Life & Accident Ins Co	22,563,055	1.88%
Omaha Ins Co	21,162,526	1.76%
Northwestern Long Term Care Ins Co	16,717,216	1.39%
Bankers Life & Cas Co	13,690,518	1.14%
American Continental Ins Co	13,539,118	1.13%
Bankers Fidelity Assur Co	10,287,530	0.85%
Loyal Amer Life Ins Co	9,986,360	0.83%
Metropolitan Life Ins Co	9,711,400	0.81%
Philadelphia Amer Life Ins Co	9,673,543	0.80%
Colonial Penn Life Ins Co	9,411,278	0.78%
USABLE Life	9,332,537	0.78%
Liberty Natl Life Ins Co	9,260,777	0.77%
Washington Natl Ins Co	8,746,925	0.73%
Northwestern Mut Life Ins Co	8,734,986	0.73%
American Fidelity Assur Co	8,716,614	0.72%
Transamerica Life Ins Co	8,571,070	0.71%
Physicians Mut Ins Co	8,073,083	0.67%
Combined Ins Co Of Amer	7,921,469	0.66%
Family Heritage Life Ins Co Of Amer	5,889,410	0.49%
Massachusetts Mut Life Ins Co	5,735,193	0.48%
Bankers Fidelity Life Ins Co	5,719,013	0.48%
National Teachers Assoc Life Ins Co	5,459,393	0.45%
Guarantee Trust Life Ins Co	5,457,575	0.45%
American Gen Life Ins Co	5,087,037	0.42%
Manhattan Life Ins Co	4,938,520	0.41%
USAA Life Ins Co	4,851,140	0.40%
ManhattanLife Assur Co of Amer	4,809,385	0.40%
Medico Corp Life Ins Co	4,642,662	0.39%
Provident Life & Accident Ins Co	4,531,219	0.38%
New York Life Ins Co	4,459,266	0.37%
Unum Life Ins Co Of Amer	4,449,900	0.37%
RiverSource Life Ins Co	4,331,766	0.36%
Allianz Life Ins Co Of N Amer	4,284,384	0.36%
Aetna Hlth & Life Ins Co	4,260,968	0.35%
Continental Gen Ins Co	4,194,850	0.35%
Life Ins Co Of AL	4,190,226	0.35%
Continental Life Ins Co Brentwood	3,986,676	0.33%

New Era Life Ins Co	3,594,894	0.30%
American Heritage Life Ins Co	3,540,471	0.29%
United World Life Ins Co	3,512,856	0.29%
CSI Life Ins Co	3,196,982	0.27%
Medamerica Ins Co	2,924,534	0.24%
Family Life Ins Co	2,818,373	0.23%
Reserve Natl Ins Co	2,740,221	0.23%
United Amer Ins Co	2,693,119	0.22%
New Era Life Ins Co Of Midwest	2,531,912	0.21%
Prudential Ins Co Of Amer	2,383,394	0.20%
Chesapeake Life Ins Co	2,270,230	0.19%
Equitable Life & Cas Ins Co	2,207,599	0.18%
Time Ins Co II	1,903,069	0.16%
Transamerica Premier Life Ins Co	1,860,093	0.15%
Gerber Life Ins Co	1,790,190	0.15%
Assurity Life Ins Co	1,613,822	0.13%
Lincoln Benefit Life Co	1,582,925	0.13%
American Income Life Ins Co	1,491,575	0.12%
Union Security Ins Co	1,460,167	0.12%
Golden Rule Ins Co	1,422,048	0.12%
Oxford Life Ins Co	1,421,741	0.12%
Sterling Life Ins Co	1,352,541	0.11%
Physicians Life Ins Co	1,327,588	0.11%
Standard Life & Accident Ins Co	1,301,577	0.11%
Medico Ins Co	1,297,851	0.11%
LifeSecure Ins Co	1,179,984	0.10%
Ability Ins Co	1,176,112	0.10%
Western United Life Assur Co	1,161,738	0.10%
Wilco Life Ins Co	1,142,254	0.09%
Senior Hlth Ins Co of PA	1,103,084	0.09%
Brighthouse Life Ins Co	1,068,107	0.09%
Puritan Life Ins Co of Amer	1,040,022	0.09%
American Republic Ins Co	942,534	0.08%
Standard Ins Co	909,407	0.08%
First Hlth Life & Hlth Ins Co	819,221	0.07%
Globe Life & Accident Ins Co	716,761	0.06%
American Republic Corp Ins Co	712,936	0.06%
Pyramid Life Ins Co	702,481	0.06%
Auto Owners Life Ins Co	659,695	0.05%
Liberty Bankers Life Ins Co	644,881	0.05%
Illinois Mut Life Ins Co	602,186	0.05%
Western & Southern Life Ins Co	566,921	0.05%
Constitution Life Ins Co	561,477	0.05%
Berkshire Life Ins Co of Amer	525,940	0.04%
UnitedHealthcare Life Ins Co	479,692	0.04%
Freedom Life Ins Co Of Amer	469,651	0.04%
Government Personnel Mut Life Ins Co	466,908	0.04%

Professional Ins Co	463,255	0.04%
State Life Ins Co	457,978	0.04%
CMFG Life Ins Co	421,560	0.04%
Pekin Life Ins Co	400,378	0.03%
Forethought Life Ins Co	397,968	0.03%
State Mut Ins Co	395,233	0.03%
Great Amer Life Ins Co	365,176	0.03%
Jackson Natl Life Ins Co	350,673	0.03%
Companion Life Ins Co	334,114	0.03%
Heartland Natl Life Ins Co	323,425	0.03%
Ameritas Life Ins Corp	314,779	0.03%
Americo Fin Life & Ann Ins Co	309,299	0.03%
United Security Assur Co Of PA	282,241	0.02%
Country Life Ins Co	278,501	0.02%
Protective Life Ins Co	272,222	0.02%
John Hancock Life & Hlth Ins Co	264,598	0.02%
Standard Life & Cas Ins Co	258,902	0.02%
Teachers Ins & Ann Assoc Of Amer	222,108	0.02%
Sterling Investors Life Ins Co	218,952	0.02%
Aetna Life Ins Co	214,987	0.02%
John Alden Life Ins Co	213,337	0.02%
Unified Life Ins Co	186,018	0.02%
AAA Life Ins Co	166,912	0.01%
Principal Life Ins Co	166,488	0.01%
S USA Life Ins Co Inc	160,187	0.01%
Athene Annuity & Life Assur Co	147,138	0.01%
The Cincinnati Life Ins Co	145,638	0.01%
Trustmark Ins Co	143,726	0.01%
United Ins Co Of Amer	143,710	0.01%
Nationwide Life Ins Co	125,663	0.01%
American Natl Life Ins Co Of TX	125,059	0.01%
Pacificare Life & Hlth Ins Co	121,845	0.01%
Genworth Life & Ann Ins Co	118,580	0.01%
Natl Foundation Life Ins Co	109,484	0.01%
Lincoln Natl Life Ins Co	103,337	0.01%
Shenandoah Life Ins Co	99,528	0.01%
Equitable Natl Life Ins Co Inc	99,236	0.01%
IA Amer Life Ins Co	95,563	0.01%
American Natl Ins Co	94,283	0.01%
Cigna Natl Hlth Ins Co	90,889	0.01%
Lincoln Heritage Life Ins Co	84,488	0.01%
American Public Life Ins Co	83,644	0.01%
Central States H & L Co Of Omaha	82,746	0.01%
Southern Farm Bureau Life Ins Co	80,095	0.01%
Lumico Life Ins Co	79,308	0.01%
National Guardian Life Ins Co	77,792	0.01%
Christian Fidelity Life Ins Co	77,510	0.01%

AXA Equitable Life Ins Co	74,671	0.01%
United Natl Life Ins Co Of Amer	71,672	0.01%
Connecticut Gen Life Ins Co	71,179	0.01%
Farmers New World Life Ins Co	66,956	0.01%
Banner Life Ins Co	62,349	0.01%
Reliastar Life Ins Co Of NY	61,442	0.01%
TIAA Cref Life Ins Co	60,844	0.01%
Minnesota Life Ins Co	42,674	0.00%
National Hlth Ins Co	41,092	0.00%
Erie Family Life Ins Co	30,315	0.00%
Liberty Life Assur Co Of Boston	29,721	0.00%
Mutual Savings Life Ins Co	28,161	0.00%
Guaranty Income Life Ins Co	26,653	0.00%
Shelter Life Ins Co	24,222	0.00%
Ohio Natl Life Ins Co	24,075	0.00%
Union Fidelity Life Ins Co	23,329	0.00%
EMC Natl Life Co	22,428	0.00%
Grange Life Ins Co	19,262	0.00%
Paul Revere Life Ins Co	12,681	0.00%
Citizens Security Life Ins Co	9,862	0.00%
Continental Amer Ins Co	9,752	0.00%
Transamerica Financial Life Ins Co	9,153	0.00%
Ohio Natl Life Assur Corp	9,003	0.00%
Security Natl Life Ins Co	6,959	0.00%
Starmount Life Ins Co	6,467	0.00%
Primerica Life Ins Co	6,427	0.00%
Mony Life Ins Co	6,027	0.00%
Fidelity Security Life Ins Co	5,943	0.00%
Jefferson Natl Life Ins Co	5,505	0.00%
Madison Natl Life Ins Co Inc	5,467	0.00%
Columbian Mut Life Ins Co	5,401	0.00%
Horace Mann Life Ins Co	5,367	0.00%
Fidelity Life Assn A Legal Reserve L	4,764	0.00%
Symetra Life Ins Co	4,014	0.00%
Provident Life & Cas Ins Co	3,845	0.00%
Centre Life Ins Co	3,750	0.00%
Mid West Natl Life Ins Co Of TN	3,601	0.00%
Old Amer Ins Co	3,145	0.00%
CICA Life Ins Co of Amer	2,564	0.00%
Standard Security Life Ins Co Of NY	2,551	0.00%
Wilcac Life Ins Co	2,531	0.00%
Allstate Life Ins Co	2,366	0.00%
Boston Mut Life Ins Co	1,807	0.00%
Ozark Natl Life Ins Co	1,791	0.00%
LifeShield Natl Ins Co	1,679	0.00%
Kansas City Life Ins Co	1,617	0.00%
US Br Great West Life Assur Co	1,593	0.00%

Investors Heritage Life Ins Co	1,550	0.00%
Lafayette Life Ins Co	1,303	0.00%
Central Security Life Ins Co	1,085	0.00%
Columbus Life Ins Co	887	0.00%
Longevity Ins Co	873	0.00%
Union Natl Life Ins Co	727	0.00%
Metropolitan Tower Life Ins Co	631	0.00%
Commercial Travelers Life Ins Co	532	0%
Manhattan Natl Life Ins Co	370	0%
National Benefit Life Ins Co	260	0%
American Bankers Life Assur Co Of FL	237	0%
Universal Guar Life Ins Co	237	0%
Voya Ins & Ann Co	216	0%
Settlers Life Ins Co	166	0%
Dearborn Natl Life Ins Co	164	0%
Talcott Resolution Life Ins Co	160	0%
Athene Ann & Life Co	159	0%
Great Southern Life Ins Co	154	0%
Life Ins Co Of The Southwest	143	0%
Monarch Life Ins Co	139	0%
United Fidelity Life Ins Co	86	0%
Occidental Life Ins Co Of NC	81	0%
American Hlth & Life Ins Co	30	0%
Hartford Life & Accident Ins Co	7	0%
Talcott Resolution Life & Ann Ins Co	-961	0.00%
Union Labor Life Ins Co	-1,408	0.00%
Total	1,203,302,379	100%