

**Table D**  
**2013 Utah Market Share Report**  
**INDIVIDUAL A & H TYPE POLICIES**  
**(Non-Cancellable, Guaranteed Renewable, Non-Renewable,**  
**Other Accident Only, All Other Policies)**

<b>Rank</b>	<b>Company Name</b>	<b>Percent of Market</b>	<b>Direct Premiums Earned</b>
1	SelectHealth, Inc.	27.04%	\$112,397,743
2	Regence BlueCross BlueShield	17.63%	\$73,292,026
3	Humana Ins Co	13.08%	\$54,377,162
4	American Family Life Assur Co of Col	6.33%	\$26,326,890
5	Altius Health Plans, Inc.	3.53%	\$14,689,195
6	Genworth Life Ins Co	1.78%	\$7,411,187
7	Northwestern Mut Life Ins Co	1.56%	\$6,500,682
8	Colonial Life & Accident Ins Co	1.43%	\$5,955,658
9	Washington Natl Ins Co	1.31%	\$5,430,097
10	Equitable Life & Cas Ins Co	1.13%	\$4,692,502
11	Bankers Fidelity Life Ins Co	1.08%	\$4,484,113
12	Ace Amer Ins Co	1.07%	\$4,453,008
13	Standard Life & Accident Ins Co	0.96%	\$4,010,988
14	Bankers Life & Cas Co	0.91%	\$3,786,409
15	Berkshire Life Ins Co of Amer	0.90%	\$3,746,107
16	United World Life Ins Co	0.88%	\$3,677,449
17	John Hancock Life Ins Co USA	0.85%	\$3,540,932
18	Massachusetts Mut Life Ins Co	0.83%	\$3,458,927
19	Family Heritage Life Ins Co Of Amer	0.77%	\$3,188,174
20	Metropolitan Life Ins Co	0.73%	\$3,041,693
<b>TOTAL FOR TOP 20 RANKED INSURERS</b>		<b>83.83%</b>	<b>\$348,460,942</b>
<b>TOTAL FOR ALL 235 INSURERS WRITING THIS LINE</b>		<b>100.00%</b>	<b>\$415,666,953</b>