

Table D
2013 Utah Market Share Report
ORDINARY LIFE

Rank	Company Name	Percent of Market	Direct Premiums Earned
1	Northwestern Mut Life Ins Co	7.08%	\$71,157,557
2	Lincoln Natl Life Ins Co	4.35%	\$43,722,535
3	Pacific Life Ins Co	3.92%	\$39,413,203
4	John Hancock Life Ins Co USA	3.61%	\$36,289,378
5	New York Life Ins Co	3.23%	\$32,461,425
6	Massachusetts Mut Life Ins Co	2.99%	\$30,052,300
7	Penn Mut Life Ins Co	2.99%	\$30,030,697
8	Minnesota Life Ins Co	2.96%	\$29,725,689
9	Beneficial Life Ins Co	2.67%	\$26,801,102
10	State Farm Life Ins Co	2.65%	\$26,621,672
11	Midland Natl Life Ins Co	2.37%	\$23,825,295
12	AXA Equitable Life Ins Co	2.14%	\$21,499,665
13	Primerica Life Ins Co	2.02%	\$20,321,922
14	MetLife Investors USA Ins Co	2.00%	\$20,094,521
15	Reliastar Life Ins Co	1.95%	\$19,583,273
16	US Br Sun Life Assur Co of Canada	1.90%	\$19,060,197
17	Lincoln Benefit Life Co	1.89%	\$19,007,752
18	American Gen Life Ins Co	1.83%	\$18,344,878
19	Western Reserve Life Assur Co of OH	1.82%	\$18,341,546
20	Guardian Life Ins Co Of Amer	1.65%	\$16,616,537
TOTAL FOR TOP 20 RANKED INSURERS		56.01%	\$562,971,144
TOTAL FOR ALL 310 INSURERS WRITING THIS LINE		100.00%	\$1,005,095,937