

Table D
2017 Utah Market Share Report
ORDINARY LIFE

Rank	Company Name	Percent of Market	Direct Premiums Earned
1	Pacific Life Ins Co	7.67%	\$93,955,681
2	Northwestern Mut Life Ins Co	6.98%	\$85,438,426
3	Minnesota Life Ins Co	4.21%	\$51,589,155
4	Lincoln Natl Life Ins Co	3.84%	\$47,018,005
5	Massachusetts Mut Life Ins Co	3.73%	\$45,670,551
6	Midland Natl Life Ins Co	3.71%	\$45,412,927
7	Penn Mut Life Ins Co	3.22%	\$39,436,336
8	Allianz Life Ins Co Of N Amer	3.19%	\$39,072,077
9	John Hancock Life Ins Co USA	3.05%	\$37,367,091
10	New York Life Ins Co	3.03%	\$37,106,011
11	State Farm Life Ins Co	2.59%	\$31,699,655
12	American Gen Life Ins Co	1.89%	\$23,109,497
13	Primerica Life Ins Co	1.79%	\$21,895,310
14	Transamerica Premier Life Ins Co	1.77%	\$21,697,255
15	Beneficial Life Ins Co	1.69%	\$20,669,941
16	AXA Equitable Life Ins Co	1.65%	\$20,201,245
17	Pruco Life Ins Co	1.59%	\$19,469,719
18	Transamerica Life Ins Co	1.59%	\$19,453,420
19	Nationwide Life & Ann Ins Co	1.45%	\$17,714,356
20	Protective Life Ins Co	1.39%	\$17,059,348
TOTAL FOR TOP 20 RANKED INSURERS		60.01%	\$735,036,006
TOTAL FOR ALL 304 INSURERS WRITING THIS LINE		100.00%	\$1,224,910,703