

Table D
2018 Utah Market Share Report
ORDINARY LIFE

Rank	Company Name	Percent of Market	Direct Premiums Earned
1	Northwestern Mut Life Ins Co	7.52%	\$91,713,640
2	Pacific Life Ins Co	5.80%	\$70,752,508
3	Lincoln Natl Life Ins Co	5.49%	\$67,004,538
4	Minnesota Life Ins Co	4.15%	\$50,595,119
5	New York Life Ins Co	3.40%	\$41,511,568
6	Massachusetts Mut Life Ins Co	3.34%	\$40,760,666
7	Midland Natl Life Ins Co	3.13%	\$38,198,574
8	Penn Mut Life Ins Co	3.04%	\$37,090,831
9	State Farm Life Ins Co	2.63%	\$32,100,304
10	Allianz Life Ins Co Of N Amer	2.56%	\$31,273,467
11	John Hancock Life Ins Co USA	2.56%	\$31,237,217
12	American Gen Life Ins Co	1.96%	\$23,885,842
13	Transamerica Premier Life Ins Co	1.87%	\$22,836,772
14	Accordia Life & Ann Co	1.87%	\$22,808,402
15	Primerica Life Ins Co	1.83%	\$22,315,632
16	Pruco Life Ins Co	1.78%	\$21,681,861
17	AXA Equitable Life Ins Co	1.74%	\$21,234,945
18	Transamerica Life Ins Co	1.71%	\$20,804,722
19	Nationwide Life & Ann Ins Co	1.62%	\$19,816,163
20	Beneficial Life Ins Co	1.57%	\$19,169,250
TOTAL FOR TOP 20 RANKED INSURERS		59.58%	\$726,792,021
TOTAL FOR ALL 298 INSURERS WRITING THIS LINE		100.00%	\$1,219,833,278