

Table D
2020 Utah Market Share Report
ORDINARY LIFE

Rank	Company Name	Percent of Market	Direct Premiums Earned
1	Northwestern Mut Life Ins Co	8.05%	\$103,470,384
2	Pacific Life Ins Co	4.54%	\$58,372,378
3	Lincoln Natl Life Ins Co	4.46%	\$57,376,448
4	Massachusetts Mut Life Ins Co	4.10%	\$52,633,610
5	New York Life Ins Co	3.61%	\$46,373,081
6	Transamerica Life Ins Co	3.58%	\$46,051,494
7	Penn Mut Life Ins Co	3.16%	\$40,552,733
8	Minnesota Life Ins Co	3.15%	\$40,489,935
9	John Hancock Life Ins Co USA	3.08%	\$39,641,141
10	Midland Natl Life Ins Co	2.97%	\$38,166,402
11	Allianz Life Ins Co Of N Amer	2.89%	\$37,132,649
12	State Farm Life Ins Co	2.71%	\$34,843,376
13	Pruco Life Ins Co	2.27%	\$29,206,597
14	American Gen Life Ins Co	2.12%	\$27,262,930
15	Accordia Life & Ann Co	1.90%	\$24,386,000
16	Penn Ins & Ann Co	1.88%	\$24,140,959
17	Primerica Life Ins Co	1.80%	\$23,141,621
18	Protective Life Ins Co	1.56%	\$20,016,398
19	Farm Bureau Life Ins Co	1.47%	\$18,848,916
20	Brighthouse Life Ins Co	1.35%	\$17,376,777
TOTAL FOR TOP 20 RANKED INSURERS		60.65%	\$779,483,829
TOTAL FOR ALL 302 INSURERS WRITING THIS LINE		100.00%	\$1,285,232,158