

## 2010 TN Individual Annuity Market Share

<u>Group Code</u>	<u>Cocode</u>	<u>Company Name</u>	<u>2010 Premiums</u>	<u>2010 Market Share</u>
918	65056	Jackson Natl Life Ins Co	\$291,603,121	0.09335
304	79227	Pruco Life Ins Co	\$269,384,772	0.08624
241	61050	MetLife Investors USA Ins Co	\$262,276,793	0.08396
20	65676	Lincoln Natl Life Ins Co	\$254,160,074	0.08137
761	90611	Allianz Life Ins Co Of N Amer	\$187,973,881	0.06018
4	65005	RiverSource Life Ins Co	\$141,517,800	0.04531
709	67466	Pacific Life Ins Co	\$121,315,716	0.03884
44	61689	Aviva Life & Ann Co	\$112,867,830	0.03613
1216	69345	Teachers Ins & Ann Assoc Of Amer	\$108,244,242	0.03465
2658	92738	American Equity Invest Life Ins Co	\$98,883,106	0.03166
826	91596	New York Life Ins & Ann Corp	\$97,081,857	0.03108
1129	68608	Symetra Life Ins Co	\$96,171,864	0.03079
241	65978	Metropolitan Life Ins Co	\$81,686,823	0.02615
694	82759	Tennessee Farmers Life Ins Co	\$72,086,241	0.02308
84	63312	Great Amer Life Ins Co	\$70,988,795	0.02273
904	65838	John Hancock Life Ins Co (USA)	\$67,420,054	0.02158
12	70238	Variable Ann Life Ins Co	\$47,100,589	0.01508
431	66974	North Amer Co Life & Hlth Ins	\$35,776,065	0.01145
458	68136	Protective Life Ins Co	\$34,400,137	0.01101
241	93513	MetLife Investors Ins Co	\$32,612,160	0.01044
12	70432	Western Natl Life Ins Co	\$30,837,310	0.00987
435	65935	Massachusetts Mut Life Ins Co	\$29,034,215	0.00929
860	67091	Northwestern Mut Life Ins Co	\$27,009,483	0.00865
229	80942	ING USA Ann & Life Ins Co	\$25,473,909	0.00816
704	67172	Ohio Natl Life Ins Co	\$24,266,256	0.00777
200	69663	USAA Life Ins Co	\$24,090,635	0.00771
468	86231	Transamerica Life Ins Co	\$23,580,281	0.00755
2598	63274	OM Fin Life Ins Co	\$21,495,711	0.00688
332	61271	Principal Life Ins Co	\$21,370,541	0.00684
261	69868	United Of Omaha Life Ins Co	\$20,483,902	0.00656
	66850	National Western Life Ins Co	\$20,370,594	0.00652
431	66044	Midland Natl Life Ins Co	\$20,090,677	0.00643
4011	65536	Genworth Life & Ann Ins Co	\$18,693,378	0.00598
176	69108	State Farm Life Ins Co	\$17,784,704	0.00569
	61492	Liberty Life Ins Co	\$16,320,765	0.00522
241	87726	Metlife Ins Co of CT	\$13,756,706	0.0044
981	93696	Fidelity Investments Life Ins Co	\$13,106,960	0.0042
306	62626	Cuna Mut Ins Society	\$13,102,589	0.00419
4011	70025	Genworth Life Ins Co	\$12,119,936	0.00388
300	64513	Horace Mann Life Ins Co	\$11,503,979	0.00368
8	65595	Lincoln Benefit Life Co	\$11,390,066	0.00365
429	78778	Guardian Ins & Ann Co Inc	\$10,496,802	0.00336
12	60488	American Gen Life Ins Co	\$9,178,836	0.00294
12	66672	American Gen Life & Acc Ins Co	\$8,592,249	0.00275
280	61190	Auto Owners Life Ins Co	\$8,318,241	0.00266
869	66168	Minnesota Life Ins Co	\$8,314,297	0.00266
836	92622	Western Southern Life Assur Co	\$8,053,930	0.00258
1266	91642	Forethought Life Ins Co	\$7,983,252	0.00256
513	62510	Equitrust Life Ins Co	\$7,647,174	0.00245
836	74780	Integrity Life Ins Co	\$7,384,878	0.00236

634	65528	Life Ins Co Of The Southwest	\$7,182,769	0.0023
3436	68543	Liberty Bankers Life Ins Co	\$6,606,430	0.00211
468	66281	Monumental Life Ins Co	\$6,588,454	0.00211
229	67105	Reliastar Life Ins Co	\$6,427,394	0.00206
968	62944	AXA Equitable Life Ins Co	\$6,355,231	0.00203
435	93432	CM Life Ins Co	\$6,150,855	0.00197
1348	69019	Standard Ins Co	\$6,074,493	0.00194
233	61263	Bankers Life & Cas Co	\$5,741,424	0.00184
619	60895	American United Life Ins Co	\$5,114,684	0.00164
836	65242	Lafayette Life Ins Co	\$5,059,517	0.00162
84	93661	Annuity Investors Life Ins Co	\$4,764,252	0.00153
449	61999	Americo Fin Life & Ann Ins Co	\$4,080,932	0.00131
74	68381	Reliance Standard Life Ins Co	\$4,040,764	0.00129
140	66869	Nationwide Life Ins Co	\$3,937,379	0.00126
	64017	Jefferson Natl Life Ins Co	\$3,892,646	0.00125
408	60739	American Natl Ins Co	\$3,819,028	0.00122
229	86509	Ing Life Ins & Ann Co	\$3,312,347	0.00106
315	84514	Industrial Alliance Pacific Ins & Fi	\$2,978,482	0.00095
943	80837	Union Central Life Ins Co	\$2,956,217	0.00095
403	93548	PHL Variable Ins Co	\$2,820,098	0.0009
91	88072	Hartford Life Ins Co	\$2,751,030	0.00088
91	71153	Hartford Life & Ann Ins Co	\$2,195,732	0.0007
12	66842	American Gen Life Ins Co of DE	\$2,000,000	0.00064
870	68675	Security Benefit Life Ins Co	\$1,943,585	0.00062
619	69116	State Life Ins Co	\$1,934,026	0.00062
588	65129	Kansas City Life Ins Co	\$1,879,843	0.0006
241	91626	New England Life Ins Co	\$1,792,709	0.00057
244	76236	Cincinnati Life Ins Co	\$1,749,195	0.00056
330	60410	American Fidelity Assur Co	\$1,702,660	0.00055
123	65757	Shelter Life Ins Co	\$1,657,731	0.00053
	84174	Employees Life Co Mut	\$1,475,103	0.00047
1216	60142	TIAA Cref Life Ins Co	\$1,374,810	0.00044
304	86630	Prudential Ann Life Assur Corp	\$1,284,972	0.00041
689	81043	Bankers Life Ins Co	\$1,273,662	0.00041
8	60186	Allstate Life Ins Co	\$1,190,319	0.00038
212	63177	Farmers New World Life Ins Co	\$1,186,163	0.00038
	64238	Guaranty Income Life Ins Co	\$1,160,120	0.00037
769	68322	Great W Life & Ann Ins Co	\$1,090,006	0.00035
468	91413	Western Reserve Life Assur Co of OH	\$1,055,050	0.00034
248	69973	United Life Ins Co	\$930,621	0.0003
917	71129	Fort Dearborn Life Ins Co	\$867,289	0.00028
893	68896	Southern Farm Bureau Life Ins Co	\$781,715	0.00025
304	68241	Prudential Ins Co Of Amer	\$737,737	0.00024
3891	84824	Commonwealth Ann & Life Ins Co	\$726,817	0.00023
4712	63967	Government Personnel Mut Life Ins Co	\$718,471	0.00023
	68039	Presidential Life Ins Co	\$672,931	0.00022
850	67644	Penn Mut Life Ins Co	\$660,893	0.00021
12	69256	Sunamerica Life Ins Co	\$620,855	0.0002
	64904	Investors Heritage Life Ins Co	\$609,901	0.0002
	62928	EMC Natl Life Co	\$604,255	0.00019
291	66311	Motorists Life Ins Co	\$548,741	0.00018
	63495	First Investors Life Ins Co	\$530,005	0.00017

233	70319 Washington Natl Ins Co	\$504,430	0.00016
367	72125 Physicians Life Ins Co	\$497,935	0.00016
943	61301 Ameritas Life Ins Corp	\$496,762	0.00016
801	99775 Funeral Directors Life Ins Co	\$483,799	0.00015
2938	97721 Thrivent Life Ins Co	\$476,968	0.00015
267	71218 Grange Life Ins Co	\$465,445	0.00015
213	70769 Erie Family Life Ins Co	\$449,459	0.00014
111	65315 Liberty Life Assur Co Of Boston	\$431,509	0.00014
836	75264 National Integrity Life Ins Co	\$369,908	0.00012
3766	60445 Sagicor Life Ins Co	\$363,862	0.00012
634	66680 National Life Ins Co	\$363,394	0.00012
	64505 Homesteaders Life Co	\$329,447	0.00011
761	64190 Allianz Life Ins Co Of NY	\$322,000	0.0001
836	99937 Columbus Life Ins Co	\$303,922	0.0001
968	78077 Mony Life Ins Co Of Amer	\$285,783	0.00009
	61115 Atlantic Coast Life Ins Co	\$265,661	0.00009
212	90557 Zurich Amer Life Ins Co	\$258,550	0.00008
290	65331 Liberty Natl Life Ins Co	\$238,190	0.00008
344	61875 Church Life Ins Corp	\$224,118	0.00007
169	68810 Sentry Life Ins Co	\$213,593	0.00007
408	86355 Standard Life & Accident Ins Co	\$209,500	0.00007
241	63665 General Amer Life Ins Co	\$184,411	0.00006
12	60941 SunAmerica Ann & Life Assur Co	\$177,895	0.00006
454	69485 Security Natl Life Ins Co	\$173,379	0.00006
50	94218 Country Investors Life Assur Co	\$169,045	0.00005
429	64246 Guardian Life Ins Co Of Amer	\$164,573	0.00005
917	84786 Colorado Bankers Life Ins Co	\$156,807	0.00005
450	65781 Madison Natl Life Ins Co Inc	\$155,126	0.00005
28	72222 Amica Life Ins Co	\$153,418	0.00005
7	63258 Federated Life Ins Co	\$153,104	0.00005
471	62383 Centurion Life Ins Co	\$130,000	0.00004
19	70408 Union Security Ins Co	\$125,406	0.00004
	66427 MTL Ins Co	\$109,921	0.00004
	71439 Assurity Life Ins Co	\$107,311	0.00003
20	62057 Lincoln Life & Ann Co of NY	\$84,886	0.00003
574	76112 Oxford Life Ins Co	\$82,000	0.00003
468	79022 Transamerica Advisors Life Ins Co	\$71,907	0.00002
918	60140 Jackson Natl Life Ins Co Of NY	\$67,235	0.00002
458	70335 West Coast Life Ins Co	\$56,189	0.00002
403	67814 Phoenix Life Ins Co	\$50,236	0.00002
276	61425 Trustmark Ins Co	\$49,202	0.00002
218	62413 Continental Assur Co	\$47,131	0.00002
41	65919 Primerica Life Ins Co	\$42,241	0.00001
904	86375 John Hancock Life Ins Co of NY	\$41,889	0.00001
	60542 American Home Life Ins Co	\$41,011	0.00001
290	92916 United Amer Ins Co	\$31,670	0.00001
449	87645 United Fidelity Life Ins Co	\$30,305	0.00001
612	60076 Security Plan Life Ins Co	\$25,630	0.00001
181	70211 Reassure Amer Life Ins Co	\$22,902	0.00001
55	84522 Auto Club Life Ins Co	\$20,000	0.00001
953	60763 American Pioneer Life Ins Co	\$17,739	0.00001
264	97055 Mega Life & Hlth Ins Co The	\$17,479	0.00001

	65927 Lincoln Heritage Life Ins Co	\$16,672	0.00001
119	70580 Humanadental Ins Co	\$15,866	0.00001
615	61395 Beneficial Life Ins Co	\$15,705	0.00001
	65412 Life Ins Co Of AL	\$15,146	0
315	67148 Occidental Life Ins Co Of NC	\$14,493	0
84	71404 Continental Gen Ins Co	\$14,213	0
315	68594 American Amicable Life Ins Co Of TX	\$13,955	0
8	70866 Allstate Assur Co	\$13,600	0
707	62286 Golden Rule Ins Co	\$11,400	0
19	69477 Time Ins Co	\$11,150	0
542	69892 United Farm Family Life Ins Co	\$10,850	0
451	71870 Fidelity Security Life Ins Co	\$10,668	0
896	69566 Trans World Assur Co	\$10,470	0
525	67539 Pan Amer Life Ins Co	\$9,310	0
8	60534 American Heritage Life Ins Co	\$9,034	0
	67032 North Carolina Mut Life Ins Co	\$8,546	0
264	66087 Mid West Natl Life Ins Co Of TN	\$8,085	0
19	67989 American Memorial Life Ins Co	\$7,877	0
449	90212 Great Southern Life Ins Co	\$7,200	0
435	70416 MML Bay State Life Ins Co	\$6,600	0
4	80594 Riversource Life Ins Co Of NY	\$6,338	0
	60429 American Fidelity Life Ins Co	\$5,750	0
587	61239 Bankers Fidelity Life Ins Co	\$5,475	0
612	71463 CICA Life Ins Co of Amer	\$5,093	0
	64580 Illinois Mut Life Ins Co	\$5,012	0
786	70114 Unity Mut Life Ins Co	\$5,000	0
315	91693 IA Amer Life Ins Co	\$4,679	0
704	89206 Ohio Natl Life Assur Corp	\$4,436	0
1211	66583 National Guardian Life Ins Co	\$3,829	0
1280	71480 Great Western Ins Co	\$3,786	0
572	77720 LifeSecure Ins Co	\$2,996	0
176	69094 State Farm Life & Accident Asr Co	\$2,900	0
241	97136 Metropolitan Tower Life Ins Co	\$2,900	0
12	92495 First Sunamerica Life Ins Co	\$2,300	0
200	60228 USAA Life Ins Co Of NY	\$2,200	0
458	94099 United Investors Life Ins Co	\$2,164	0
19	65080 John Alden Life Ins Co	\$2,000	0
229	61360 Reliastar Life Ins Co Of NY	\$1,800	0
19	60275 American Bankers Life Assur Co Of FL	\$1,777	0
687	64211 Guarantee Trust Life Ins Co	\$1,610	0
565	62235 Unum Life Ins Co Of Amer	\$1,550	0
	61093 Atlanta Life Ins Co	\$1,538	0
449	63487 Investors Life Ins Co N Amer	\$1,507	0
4299	70130 Universal Guar Life Ins Co	\$1,347	0
233	65900 Conseco Life Ins Co	\$1,251	0
4723	61212 Baltimore Life Ins Co	\$1,060	0
468	70688 Transamerica Financial Life Ins Co	\$1,000	0
968	66370 Mony Life Ins Co	\$811	0
968	84530 US Financial Life Ins Co	\$700	0
449	67180 Ohio State Life Ins Co	\$660	0
943	60038 Acacia Life Ins Co	\$600	0
513	63088 Farm Bureau Life Ins Co	\$600	0

12	70106 United States Life Ins Co In NYC	\$600	0
315	67873 Pioneer Amer Ins Co	\$584	0
84	65722 Loyal Amer Life Ins Co	\$510	0
769	79359 First Great W Life & Ann Ins Co	\$498	0
84	88366 American Retirement Life Ins Co	\$446	0
549	72664 Sun Life Ins & Ann Co of NY	\$400	0
526	61735 Central Security Life Ins Co	\$398	0
8	69310 Surety Life Ins Co	\$389	0
588	69272 Sunset Life Ins Co Of Amer	\$347	0
612	82082 Citizens Natl Life Ins Co	\$343	0
315	67946 Pioneer Security Life Ins Co	\$340	0
687	92703 United Natl Life Ins Co Of Amer	\$300	0
535	62103 Columbian Mut Life Ins Co	\$250	0
3527	70629 World Ins Co	\$240	0
229	66109 Midwestern United Life Ins Co	\$102	0
50	62553 Country Life Ins Co	\$100	0
98	64890 Berkley Life & Hlth Ins Co	\$92	0
953	69701 Union Bankers Ins Co	\$63	0
264	61832 Chesapeake Life Ins Co	\$59	0
4213	60704 Wilton Reassur Life Co of NY	\$50	0
84	67083 Manhattan Natl Life Ins Co	\$44	0
253	64327 Harleysville Life Ins Co	\$42	0
84	63479 United Teacher Assoc Ins Co	\$13	0
		<u>\$3,123,650,521</u>	

SMWP-DSSSPL