

INSURANCE

Special Report by InvestmentNews

List of long-term-care sellers getting shorter

Dec 23, 2012

Company	2011 sales policies	2011 sales annualized premiums (\$M)	2011 in-force policies	2011 in-force annualized premium (\$M)
Bankers Life and Casualty ^{1,2}	10,948	\$17.8	301,658	\$493.5
Genworth Financial ³	90,190	\$206.5	1,149,410	\$2,195.5
John Hancock Financial Services ³	20,586	\$51.8	724,257	\$1,514.4
Knights of Columbus ³	2,946	\$3.6	33,261	\$41.4
MassMutual Financial Group ³	6,181	\$20.4	49,869	\$178.7
MedAmerica Insurance Co. ¹	4,676	\$7.6	80,846	\$128.4
Metropolitan Life Insurance Co. ^{3,4}	4,320	\$8.3	248,724	\$546.4
Mutual of Omaha ³	17,933	\$44.1	110,260	\$204.0
New York Life Insurance Co. ¹	13,282	\$28.0	129,174	\$210.0
Northwestern Long Term Care Insurance Co. ^{1,2}	22,452	\$68.1	137,729	\$314.6
Physicians Mutual Insurance Co. ^{2,3}	525	\$0.9	33,350	\$56.8
Prudential Financial ³	15,276	\$38.7	85,918	\$201.5
State Farm Mutual Automobile Insurance Companies ¹	6,617	\$13.2	128,076	\$181.0
Transamerica Life Insurance Co. ^{1,2}	7,095	\$18.9	258,455	\$471.1

¹Paid ²Estimates ³Issued ⁴2011 annualized premium and Dec. 31 annualized premium in-force

Source: LifePlans Inc.