

# TOP GROUP LIFE INSURERS

Ranked by number of employee lives covered; most recent 12-month data available



## STATE OF THE INDUSTRY

With employers squeezed by higher health insurance and pension costs, group life insurance sales growth in the employer market has been slow for nearly a decade. The five-year compound annual growth rate for the industry is just under 2 percent, according to LIMRA International. March 2006 data from the U.S. Bureau of Labor Statistics show that 52 percent of all employees have access to life insurance through the workplace, at an average cost to the employer of 5 cents

per hour worked. Ninety percent of the workers covered are not required to contribute. With penetration for group life reaching nearly 70 percent among large employers, group life insurers continue to push annuity sales. Insurers are turning to the small-employer market for group life growth, but with some reticence about their ability to develop this market as a profitable sector. The insurers listed here cover nearly 97 million employee lives.

RANK '06	Company, Web address	Number of employees currently covered by employer-sponsored group life plans	Number of employer-sponsored group life plans currently in effect	Direct premiums for group life insurance	Total direct premiums for all life insurance
1.	METLIFE www.metlife.com	29 million	38,000	\$5.6 billion*	\$17.4 billion*
2.	PRUDENTIAL www.prudential.com	11.7 million	8,853	\$2.4 billion	\$2.4 billion
3.	AETNA www.aetna.com	10.1 million	12,844	\$1.3 billion	\$1.3 billion
4.	CIGNA www.cigna.com	9.9 million	3,590	\$1.1 billion	\$1.1 billion
5.	UNUMPROVIDENT www.unumprovident.com	8.5 million	34,116	\$1.4 billion	\$1.7 billion
6.	HARTFORD www.thehartford.com	5 million	15,000	\$1.7 billion	\$3.5 billion
7.	SUN LIFE www.sunlife.com	4.6 million	9,500	\$396 million	Would not disclose
8.	ING EMPLOYEE BENEFITS www.ing-usa.com	4.4 million	1,815	\$868 million	\$981 million
9.	THE STANDARD www.standard.com	4.3 million	16,200	\$621 million	\$666 million
10.	MINNESOTA LIFE www.minnesotalife.com	3.3 million	591	\$397 million	Would not disclose
11.	RELIANCE STANDARD www.rsl.com	2.2 million	12,279	\$307 million	\$325 million
12.	PRINCIPAL www.principal.com	2 million	53,102	\$288 million	\$355 million
13.	ASSURANT www.assurant.com	1.4 million	23,422	\$249 million	\$249 million

\*Net premiums

Note: AIG is a large group life insurer, but refused to provide information on the number of employee lives it covers and could not be included on this list. AIG reports group life/health premiums of \$1 billion.

Sources: Companies

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