

GROUP LIFE INSURERS

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



| RANK '07 | 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 | 17.6 million | 12,494 | \$7.8 billion | \$12.3 billion |
| 3. | AETNA www.aetna.com | 10 million | 13,000 | \$1.3 billion | \$1.3 billion |
| 4. | UNUMPROVIDENT www.unumprovident.com | 8 million | 38,000 | \$1.3 billion | \$1.6 billion |
| 5. | HARTFORD www.thehartford.com | 7.6 million | 20,095 | \$1.2 billion | Would not disclose |
| 6. | CIGNA www.cigna.com | 5.9 million | 4,358 | \$1.3 billion | \$1.3 billion |
| 7. | SUN LIFE www.sunlife.com | 5.1 million | 10,973 | \$448.2 million | \$2.5 billion |
| 8. | MINNESOTA LIFE www.minnesotalife.com | 4.5 million | 765 | \$646.6 million | \$1.1 billion |
| 9. | THE STANDARD www.standard.com | 4.1 million | 12,689 | \$583.8 million | Would not disclose |
| 10. | ING EMPLOYEE BENEFITS www.ing-usa.com | 3.7 million | 1,810 | \$112 million | \$997 million |
| 11. | WELLPOINT www.wellpoint.com | 2.9 million | 91,646 | \$353.5 million | \$370.5 million |
| 12. | RELIANCE STANDARD www.rsl.com | 2.3 million | 12,850 | \$347 million | N/A |
| 13. | PRINCIPAL www.principal.com | 2.1 million | 53,500 | \$314 million | \$1.5 billion |
| 14. | THE GUARDIAN LIFE INSURANCE COMPANY OF AMERICA www.guardianlife.com | 1.8 million | 31,729 | \$303.2 million | Would not disclose |
| 15. | ASSURANT www.assurant.com | 1.4 million | 23,090 | \$232.6 million | \$232.6 million |

Sources: Companies *MetLife did not respond with numbers more current than its figures from the Hot List published on October 23, 2006.

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