

2024

American Council of Life Insurers

LIFE INSURERS FACT BOOK



American Council of Life Insurers

**LIFE INSURERS
FACT BOOK 2024**

The American Council of Life Insurers is a Washington, D.C.-based trade association. Its member companies offer life insurance, long-term care insurance, disability income insurance, reinsurance, annuities, pensions, and other retirement and financial protection products.

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Preface

The *Life Insurers Fact Book*, the annual statistical report of the American Council of Life Insurers (ACLI), provides information on trends and statistics about the life insurance industry. ACLI represents approximately 275 legal reserve life insurer and fraternal benefit society member companies operating in the United States. These member companies represent 93 percent of industry assets.

ACLI advocates the interests of life insurers and their millions of policyholders before federal and state legislators, state insurance departments, administration officials, federal regulatory agencies, and the courts. ACLI expands awareness of how the products offered by life insurers—life insurance, pensions, annuities, disability income insurance, and long-term care insurance—help Americans plan for and achieve financial and retirement security.

Unless otherwise noted, the data reported in the *Life Insurers Fact Book* are ACLI tabulations of the National Association of Insurance Commissioners (NAIC) 2023 statutory data for the life industry as of June 2024, and represent U.S. legal reserve life insurance companies and fraternal benefit societies. NAIC data are used by permission. The NAIC does not endorse any analysis or conclusions based on use of its data.

We would like to acknowledge ACLI staff who prepared the *Life Insurers Fact Book 2024*: Aaron Hoppenstedt, Daniel Bernal Panqueva, Vagiz Sultanbikov, and Jiangmei Wang.

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Methodology

Unless otherwise noted, data in the *Life Insurers Fact Book* come from the annual statements of life insurers filed with the National Association of Insurance Commissioners (NAIC). These data represent the U.S. insurance business of companies (or branches of foreign companies) regulated by state insurance commissioners. Unless otherwise noted, data for years after 2002 include information for both life insurance companies and for fraternal benefit societies that sell life insurance products. Prior to 2003, data do not include fraternal benefit insurance sales. Where fraternal data are included, they are included as individual, rather than group, business. Data on life insurance sales by savings banks and the U.S. Department of Veterans Affairs are provided separately in Chapter 1 only.

Most of the *Fact Book* data are reported in standardized tables that summarize information for the current year (2023 data), last year (2022 data), and 10 years previous (2013 data), along with the average annual percentage change over the last year and the last ten years. In cases where 2013 data are not available, then the oldest available data are reported.

Company ownership is reflected on a fleet basis. That is, if a stock company is owned by a mutual parent, both are now classified as mutual companies. The same is true for insurance companies owned by non-U.S. parents. This affects most notably tables in Chapter 1.

The assets of a fleet typically differ slightly from the sum of the assets of individual companies in the fleet, because the net value (stockholder equity) of the subsidiary is counted at both the subsidiary and the parent level. This same double-counting discrepancy exists for liabilities, investment income, and surplus. Adjustments have been made, when possible, to eliminate the double-counting of assets, liabilities, investment income, and surplus.

Chapter 4 presents calculations of gross and net rates of return on investment based on formulas traditionally used in the industry. The net rate of return is calculated as:

$$\frac{(\text{net investment income})}{2\text{-year average net invested assets}}$$
 The formula for average net invested assets is $(\text{current year net invested assets} + \text{current year investment income due} - \text{current year borrowed money} - \text{current year payable for securities} - \text{current year capital notes} - \text{current year surplus notes} + \text{previous year net invested assets} + \text{previous year investment income due} - \text{previous year borrowed money} - \text{previous year payable for securities} - \text{previous year capital notes} - \text{previous year surplus notes} - \text{net investment income}) / 2$.

The gross rate of return on fixed-rate assets is calculated as:

$$\frac{(\text{Gross investment income on bonds})}{\text{average net investment in bonds}}$$
 The denominator is $(\text{CY bonds} + \text{PY Bonds} - \text{gross investment income on bonds}) / 2$.

Key U.S. Life Insurers Statistics

				Average annual percent change	
	2013	2022	2023	2013/2023	2022/2023
Life insurance in force (millions) ¹					
Individual	\$11,365,441	\$14,017,833	\$13,974,409	2.1	-0.3
Group	8,214,718	7,692,444	8,096,611	-0.1	5.3
Credit	81,359	95,741	92,388	1.3	-3.5
Total	19,661,518	21,806,018	22,163,409	1.2	1.6
Annuity considerations (millions) ²					
Individual ³	\$179,578	\$167,099	\$244,429	3.1	46.3
Group	108,091	183,709	116,435	0.7	-36.6
Total	287,669	350,808	360,864	2.3	2.9
Payments under life insurance and annuity contracts (millions)					
Payments to beneficiaries	\$64,350	\$91,670	\$89,072	3.3	-2.8
Surrender values ⁴	251,512	353,022	416,220	5.2	17.9
Policyholder dividends	15,965	19,738	22,217	3.4	12.6
Annuity payments ⁵	78,751	95,480	104,079	2.8	9.0
Matured endowments	396	607	515	2.7	-15.1
Other payments ⁶	655	669	639	-0.3	-4.4
Total	411,629	561,185	632,742	4.4	12.8
Income of life insurers (millions)					
Life insurance premiums	\$130,582	\$170,192	\$122,181	-0.7	-28.2
Annuity considerations ²	287,669	350,808	360,864	2.3	2.9
Health insurance premiums	175,084	189,882	202,874	1.5	6.8
Total	593,335	710,882	685,920	1.5	-3.5
Investment income	237,995	362,150	330,596	3.3	-8.7
Other income ⁷	75,397	90,715	106,712	3.5	17.6
Aggregate total	906,727	1,163,747	1,123,228	2.2	-3.5
Life insurers doing business in the United States (units)					
Stock	648	538	532	-2.0	-1.1
Mutual ⁸	113	110	110	-0.3	-
Fraternal ⁹	82	69	67	-2.0	-2.9
Other ¹⁰	7	10	10	3.6	-
Total	850	727	719	-1.7	-1.1

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies. ¹Data represent net business. ²Excludes deposits for guaranteed interest contracts due to codification. Data represents net business. ³Includes supplementary contracts with life contingencies. ⁴Excludes payments under deposit-type contracts, and includes annuity withdrawals of funds, for which a comparable amount in prior years is not available. ⁵Excludes payments under deposit-type contracts. ⁶Includes some disability benefits and retained assets. ⁷Includes commissions and expense allowance on reinsurance ceded. Also, includes amortization of interest maintenance reserve. ⁸Includes stock companies owned by mutual holding companies. ⁹Includes stock companies owned by fraternal benefit societies. ¹⁰Includes farm bureau, reciprocal, and risk retention groups.

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