

By No Author      *Thu, Jun 7, 2018*

## 15 Top Selling Variable Annuity Contracts (1Q2018)

Product [Issuer]	Sales (\$ml)
Perspective II (7-yr) [Jackson National]	\$3,191.7
TIAA-CREF Ret. Ann. R1	1,314.5
RVS RAVA5 Advantage [Ameriprise Financial]	916.9
Premier Retirement VA B [Prudential Financial]	906.1
Portfolio Director Plus & 2 [AIG]	758.9
Choice Plus Assurance B [Lincoln Financial]	642.2
Elite Access B [Jackson National]	557.6
Polaris Platinum III B [AIG]	541.5
TIAA-CREF Ret. Ann. R3	531.4
Structured Capital Strategies B 16 [AXA]	528.2
Thrivent Flex. Prem. DVA 2005 [Thrivent Financial]	497.3
Prudential Defined Income [Prudential Financial]	444.0
Index Advantage [Allianz Life]	440.9
Pacific Choice (5-yr) [Pacific Life]	427.5
Fidelity Personal Ret. Ann. I [Fidelity Investments Life]	414.6
Source: Morningstar Inc., June 5, 2018.	