

**Chart: U.S. Individual Annuity Sales, Year-End 2017 (LIMRA SRI)**By Kerry Pechter      *Thu, Mar 22, 2018*

U.S. Individual Annuity Sales 2017 Year-End Results (\$billions)			
Variable		Fixed	
Jackson National	\$17.46	New York Life	\$10.67
TIAA	11.97	AIG	7.88
AXA US	10.25	Allianz Life	7.49
Lincoln Financial	7.11	Global Atlantic	5.79
AIG	6.41	Athene	5.35
Prudential	5.84	Nationwide	5.09
Nationwide	4.95	Great American	4.26
RiverSource	4.13	American Equity	4.18
New York Life	3.14	Pacific Life	3.48
Transamerica	3.11	Symetra	3.30
Pacific Life	3.05	Security Benefit	2.71
Thrivent	2.54	Brighthouse	2.70
Allianz Life	2.45	Midland National	2.49
Fidelity (FILI)	1.49	Fidelity & Guaranty Life	2.39
Brighthouse Financial	1.37	Principal Financial	2.26
Northwestern Mutual	1.25	MassMutual	2.06
Ohio National	882.7*	North American Co. for Life and Health	1.98
CMFG Life	770.8*	Lincoln Financial	1.97
MassMutual	650.1*	Delaware Life	1.91
Principal Financial	525.9*	American National	1.82
Top 20 total	\$89.35	Top 20 total	\$79.79
Industry	\$95.60	Industry	\$107.9
Source: LIMRA SRI, March 20, 2018.			