

## Individual Annuity Sales Leaders 3Q2019 YTD

By No Author      *Thu, Nov 21, 2019*

<b>U.S. Individual                      Annuity Sales Leaders</b> (Fixed, indexed variable combined) 3rd Quarter 2019, YTD	
Company	Annuity Sales
AIG Companies	\$14,985,042
Jackson National Life	14,352,550
Lincoln Financial Group	10,861,296
New York Life	10,277,580
Allianz Life of N. America	9,558,392
AXA US	8,565,131
Prudential Annuities	8,175,282
Nationwide	8,022,800
TIAA	7,459,000
Pacific Life	7,302,432
Global Atlantic	6,834,925
Athene Annuity & Life	5,645,800
Brighthouse Financial	4,544,989
American Equity Investment	4,041,891
Massachusetts Mutual Life	3,718,582
Great American	3,680,553
RiverSource Life	3,272,422
Transamerica	2,995,163
Fidelity & Guaranty Life	2,675,470
Principal Financial	2,563,365
<b>Top 20</b>	<b>\$139,532,664</b>
Total industry	\$184,150,000
<b>Top 20 share</b>	<b>76%</b>
Source: LIMRA Secure Retirement Institute, November 20, 2019.	