

## U.S. Individual Annuity Sales

### 3<sup>rd</sup> Quarter YTD 2019 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG Companies	14,985,042	Jackson National Life	11,009,684	AIG Companies	10,543,620
2	Jackson National Life	14,352,550	AXA US	8,538,726	New York Life	7,852,800
3	Lincoln Financial Group	10,861,296	TIAA	7,459,000	Global Atlantic Financial Group	6,754,824
4	New York Life	10,277,580	Lincoln Financial Group	6,952,286	Allianz Life of North America	6,688,334
5	Allianz Life of North America	9,558,392	Prudential Annuities	6,670,029	Athene Annuity & Life	5,645,095
6	AXA US	8,565,131	AIG Companies	4,441,422	Pacific Life	4,999,878
7	Prudential Annuities	8,175,282	Brighthouse Financial	4,207,288	Nationwide	4,500,600
8	Nationwide	8,022,800	Nationwide	3,522,200	American Equity Investment Life	4,041,891
9	TIAA	7,459,000	RiverSource Life Insurance	2,979,954	Lincoln Financial Group	3,909,009
10	Pacific Life	7,302,432	Allianz Life of North America	2,870,058	Great American	3,610,621
11	Global Atlantic Financial Group	6,834,925	Transamerica	2,557,670	Massachusetts Mutual Life	3,385,320
12	Athene Annuity & Life	5,645,800	New York Life	2,424,780	Jackson National Life	3,342,866
13	Brighthouse Financial	4,544,989	Pacific Life	2,302,553	Fidelity & Guaranty Life	2,675,470
14	American Equity Investment Life	4,041,891	Thrivent Financial for Lutherans	1,717,224	Western Southern Group	2,304,956
15	Massachusetts Mutual Life	3,718,582	Fidelity Investments Life	1,124,498	Symetra Financial	2,299,344
16	Great American	3,680,553	Northwestern Mutual Life	780,073	Principal Financial Group	2,108,968
17	RiverSource Life Insurance	3,272,422	CMFG Life Insurance Company	732,842	Delaware Life	2,018,569
18	Transamerica	2,995,163	Principal Financial Group	454,397	Security Benefit Life	1,997,846
19	Fidelity & Guaranty Life	2,675,470	Massachusetts Mutual Life	333,262	Midland National	1,799,946
20	Principal Financial Group	2,563,365	Great-West Financial	290,603	North American Company for Life and Health	1,590,174
	<b>Top 20</b>	<b>\$139,532,664</b>		<b>\$71,368,549</b>		<b>\$82,070,132</b>
	<b>Total industry</b>	<b>\$184,150,000</b>		<b>\$75,100,000</b>		<b>\$109,050,000</b>
	<b>Top 20 share</b>	<b>76%</b>		<b>95%</b>		<b>75%</b>

Source: LIMRA Secure Retirement Institute U.S. Individual Annuities Sales Survey

