

## U.S. Individual Annuity Sales

### 2016 Year-end Results (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	18,600,131	Jackson National Life	17,215,356	Allianz Life of North America	10,210,755
2	AIG Companies	17,118,003	TIAA	13,008,851	New York Life	9,953,413
3	TIAA	13,008,851	AXA US	10,430,734	AIG Companies	9,258,624
4	New York Life	12,837,193	Prudential Annuities	7,984,065	American Equity Investment Life	7,128,114
5	Allianz Life of North America	12,254,530	AIG Companies	7,859,379	Athene Annuity & Life	5,309,264
6	AXA US	10,462,708	Lincoln Financial Group	6,669,508	Global Atlantic Financial Group	5,139,164
7	Lincoln Financial Group	8,646,015	Nationwide	4,598,100	Midland National	4,800,407
8	Prudential Annuities	8,442,532	RiverSource Life Insurance	4,594,244	Great American	4,355,246
9	MetLife	7,843,775	Transamerica	4,347,413	Symetra Financial	3,772,659
10	Nationwide	7,836,300	MetLife	4,335,411	Pacific Life	3,570,024
11	American Equity Investment Life	7,128,114	Thrivent Financial for Lutherans	3,047,637	MetLife	3,508,364
12	Pacific Life	6,212,368	New York Life	2,883,780	Security Benefit Life	3,487,594
13	Global Atlantic Financial Group	5,634,886	Pacific Life	2,642,344	Nationwide	3,238,200
14	Athene Annuity & Life	5,309,264	Allianz Life of North America	2,043,776	North American Company for Life and Health	2,717,172
15	Midland National	5,015,783	Fidelity Investments Life	1,395,234	Principal Financial Group	2,557,213
16	RiverSource Life Insurance	4,896,215	Ohio National Life	1,337,451	Fidelity & Guaranty Life	2,527,541
17	Transamerica	4,483,907	Northwestern Mutual Life	1,247,707	Lincoln Financial Group	1,976,507
18	Great American	4,384,043	Principal Financial Group	682,425	Massachusetts Mutual Life	1,906,317
19	Symetra Financial	3,783,029	Massachusetts Mutual Life	679,477	Voya Financial	1,904,030
20	Thrivent Financial for Lutherans	3,733,487	CMFG Life Insurance Company	664,814	Western Southern Group	1,858,465
	<b>Top 20</b>	<b>\$167,631,135</b>		<b>\$97,667,705</b>		<b>\$89,179,073</b>
	<b>Total industry</b>	<b>\$222,086,000</b>		<b>\$104,700,000</b>		<b>\$117,386,000</b>
	<b>Top 20 share</b>	<b>75%</b>		<b>93%</b>		<b>76%</b>

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

