

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

2nd Quarter YTD 2017 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate ²
1	Allianz Life of North America	3,901,304	New York Life	5,840,782
2	Athene Annuity & Life	2,463,284	AIG Companies	2,337,943
3	Nationwide	2,256,200	Global Atlantic Financial Group	2,065,170
4	American Equity Investment Life	2,150,030	Principal Financial Group	1,310,436
5	Great American	1,975,001	Pacific Life	1,291,247
6	AIG Companies	1,711,126	Massachusetts Mutual Life	842,014
7	Symetra Financial	1,189,411	Symetra Financial	809,533
8	Midland National	1,103,954	Berkshire Hathaway	667,822
9	Brighthouse Financial	1,028,710	Delaware Life	660,782
10	Fidelity & Guaranty Life	892,982	Security Benefit Life	653,930
11	Voya Financial	878,792	Liberty Life Assurance Company of Boston	628,215
12	North American Company for Life and Health	852,698	USAA Life	566,885
13	Global Atlantic Financial Group	846,357	Great American	544,727
14	Security Benefit Life	735,847	American National Insurance Company	529,978
15	Lincoln Financial Group	732,775	Western Southern Group	429,487
16	Pacific Life	724,601	Northwestern Mutual Life	399,880
17	EquiTrust Life	618,365	MetLife	378,744
18	National Life Group	599,395	Jackson National Life	310,434
19	Bankers Life & Casualty	485,697	Modern Woodmen	305,940
20	Reliance Standard Life Insurance Company	466,269	Nationwide	301,700
	Top 20	\$25,612,797		\$20,875,648
	Total industry	\$29,200,000		\$27,545,000
	Top 20 share	88%		76%

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

¹ Fixed = indexed + fixed-rate

² Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements