

## U.S. Individual Annuity Sales

### 3<sup>rd</sup> Quarter YTD 2017 (\$ in thousands)

| Rank | Company name                     | Total                | Company name                     | Variable            | Company name                               | Fixed               |
|------|----------------------------------|----------------------|----------------------------------|---------------------|--|---------------------|
| 1    | Jackson National Life            | 13,603,757           | Jackson National Life            | 12,889,443          | New York Life                              | 8,481,509           |
| 2    | New York Life                    | 10,803,910           | TIAA                             | 8,932,542           | Allianz Life of North America              | 5,826,612           |
| 3    | AIG Companies                    | 10,556,847           | AXA US                           | 7,723,363           | AIG Companies                              | 5,728,894           |
| 4    | TIAA                             | 8,932,542            | Lincoln Financial Group          | 4,884,036           | Global Atlantic Financial Group            | 4,356,644           |
| 5    | AXA US                           | 7,743,004            | AIG Companies                    | 4,827,953           | Athene Annuity & Life                      | 4,069,919           |
| 6    | Allianz Life of North America    | 7,657,666            | Prudential Annuities             | 4,227,395           | Nationwide                                 | 3,914,500           |
| 7    | Nationwide                       | 7,576,500            | Nationwide                       | 3,662,000           | Great American                             | 3,372,488           |
| 8    | Lincoln Financial Group          | 6,207,432            | RiverSource Life Insurance       | 2,995,593           | American Equity Investment Life            | 3,168,461           |
| 9    | Pacific Life                     | 4,771,948            | Transamerica                     | 2,408,769           | Symetra Financial                          | 2,660,160           |
| 10   | Global Atlantic Financial Group  | 4,553,052            | New York Life                    | 2,322,401           | Pacific Life                               | 2,598,329           |
| 11   | Prudential Annuities             | 4,523,382            | Pacific Life                     | 2,173,619           | Security Benefit Life                      | 2,081,257           |
| 12   | Athene Annuity & Life            | 4,069,919            | Thrivent Financial for Lutherans | 1,930,956           | Midland National                           | 1,896,393           |
| 13   | Great American                   | 3,391,345            | Allianz Life of North America    | 1,831,054           | Brighthouse Financial                      | 1,865,762           |
| 14   | RiverSource Life Insurance       | 3,168,782            | Fidelity Investments Life        | 1,153,887           | Fidelity & Guaranty Life                   | 1,765,898           |
| 15   | American Equity Investment Life  | 3,168,461            | Brighthouse Financial            | 1,069,460           | Principal Financial Group                  | 1,761,732           |
| 16   | Brighthouse Financial            | 2,935,221            | Northwestern Mutual Life         | 945,781             | Delaware Life                              | 1,535,429           |
| 17   | Symetra Financial                | 2,664,965            | Ohio National Life               | 670,267             | North American Company for Life and Health | 1,419,872           |
| 18   | Transamerica                     | 2,504,124            | CMFG Life Insurance Company      | 565,996             | American National Insurance Company        | 1,389,377           |
| 19   | Thrivent Financial for Lutherans | 2,430,502            | Massachusetts Mutual Life        | 476,745             | Lincoln Financial Group                    | 1,323,396           |
| 20   | Security Benefit Life            | 2,226,112            | Principal Financial Group        | 395,296             | EquiTrust Life                             | 1,255,991           |
|      | <b>Top 20</b>                    | <b>\$113,489,471</b> |                                  | <b>\$66,086,553</b> |  | <b>\$60,472,625</b> |
|      | <b>Total industry</b>            | <b>\$152,665,000</b> |                                  | <b>\$70,900,000</b> |  | <b>\$81,765,000</b> |
|      | <b>Top 20 share</b>              | <b>74%</b>           |                                  | <b>93%</b>          |  | <b>74%</b>          |

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

