

U.S. Individual Annuity Sales

2017 Year-end Results (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	18,388,827	Jackson National Life	17,462,615	New York Life	10,673,754
2	AIG Companies	14,292,310	TIAA	11,965,000	AIG Companies	7,878,873
3	New York Life	13,809,082	AXA US	10,254,442	Allianz Life of North America	7,494,738
4	TIAA	11,965,000	Lincoln Financial Group	7,110,181	Global Atlantic Financial Group	5,792,676
5	AXA US	10,281,100	AIG Companies	6,413,437	Athene Annuity & Life	5,353,829
6	Nationwide	10,037,600	Prudential Annuities	5,835,901	Nationwide	5,086,400
7	Allianz Life of North America	9,942,615	Nationwide	4,951,200	Great American	4,259,738
8	Lincoln Financial Group	9,078,197	RiverSource Life Insurance	4,126,614	American Equity Investment Life	4,177,113
9	Pacific Life	6,538,323	New York Life	3,135,328	Pacific Life	3,484,730
10	Prudential Annuities	6,205,354	Transamerica	3,114,536	Symetra Financial	3,301,500
11	Global Atlantic Financial Group	6,043,073	Pacific Life	3,053,593	Security Benefit Life	2,709,280
12	Athene Annuity & Life	5,353,829	Thrivent Financial for Lutherans	2,544,063	BrightHouse Financial	2,701,486
13	RiverSource Life Insurance	4,345,036	Allianz Life of North America	2,447,877	Midland National	2,488,953
14	Great American	4,284,326	Fidelity Investments Life	1,485,456	Fidelity & Guaranty Life	2,389,389
15	American Equity Investment Life	4,177,113	BrightHouse Financial	1,370,071	Principal Financial Group	2,262,331
16	BrightHouse Financial	4,071,557	Northwestern Mutual Life	1,250,784	Massachusetts Mutual Life North American Company for Life and Health	2,059,221 1,977,520
17	Symetra Financial	3,307,640	Ohio National Life	882,662	Lincoln Financial Group	1,968,016
18	Transamerica	3,235,715	CMFG Life Insurance Company	770,806	Delaware Life	1,911,146
19	Thrivent Financial for Lutherans	3,192,125	Massachusetts Mutual Life	650,118	American National	1,820,799
20	Security Benefit Life	2,894,101	Principal Financial Group	525,915		
	Top 20	\$151,442,922		\$89,350,599		\$79,791,491
	Total industry	\$203,511,000		\$95,600,000		\$107,911,000
	Top 20 share	74%		93%		74%

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

