

U.S. Individual Annuity Sales

3rd Quarter YTD 2016 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	13,999,161	Jackson National Life	12,875,808	Allianz Life of North America	8,296,223
2	AIG Companies	13,565,726	TIAA	9,793,357	New York Life	7,805,532
3	Allianz Life of North America	9,885,504	AXA US	7,636,048	AIG Companies	7,496,295
4	New York Life	9,797,260	Prudential Annuities	6,348,620	American Equity Investment Life	5,738,033
5	TIAA	9,793,357	AIG Companies	6,069,430	Global Atlantic Financial Group	4,317,294
6	AXA US	7,659,776	Lincoln Financial Group	5,166,856	Midland National	4,013,578
7	Lincoln Financial Group	6,732,142	MetLife	3,547,464	Athene Annuity & Life	3,816,773
8	Prudential Annuities	6,728,290	RiverSource Life Insurance	3,477,377	Great American	3,262,745
9	MetLife	6,010,487	Nationwide	3,418,900	Symetra Financial	3,045,145
10	Nationwide	5,977,000	Transamerica	3,409,319	Pacific Life	2,726,536
11	American Equity Investment Life	5,738,033	Thrivent Financial for Lutherans	2,284,090	Security Benefit Life	2,660,087
12	Global Atlantic Financial Group	4,725,572	New York Life	1,991,728	Nationwide	2,558,100
13	Pacific Life	4,687,204	Pacific Life	1,960,668	MetLife	2,463,024
14	Midland National	4,173,944	Allianz Life of North America	1,589,282	North American Company for Life and Health	2,137,461
15	Athene Annuity & Life	3,816,773	Ohio National Life	1,054,959	Principal Financial Group	1,925,802
16	RiverSource Life Insurance	3,727,530	Fidelity Investments Life	1,021,376	Fidelity & Guaranty Life	1,879,074
17	Transamerica	3,511,610	Northwestern Mutual Life	929,790	Lincoln Financial Group	1,565,286
18	Great American	3,284,737	Principal Financial Group	504,905	Western Southern Group	1,513,605
19	Symetra Financial	3,053,689	Protective Life	479,827	Voya Financial	1,423,252
20	Security Benefit Life	2,846,203	Massachusetts Mutual Life	477,512	Massachusetts Mutual Life	1,367,969
	Top 20	\$129,713,998		\$74,037,317		\$70,011,813
	Total industry	\$170,911,000		\$79,400,000		\$91,511,000
	Top 20 share	76%		93%		77%

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

