

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

3rd Quarter YTD 2016 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate ²
1	Allianz Life of North America	8,285,814	New York Life	7,805,532
2	American Equity Investment Life	4,504,708	AIG Companies	4,688,612
3	Athene Annuity & Life Assurance Company	3,213,982	Global Atlantic Financial Group	2,514,917
4	Great American	2,843,887	Principal Financial Group	1,875,746
5	AIG Companies	2,807,683	Midland National	1,791,938
6	Midland National	2,221,640	Pacific Life	1,626,351
7	Nationwide	2,117,700	Symetra Financial	1,465,092
8	Global Atlantic Financial Group	1,802,377	Massachusetts Mutual Life	1,367,969
9	Symetra Financial	1,580,052	American Equity Investment Life	1,233,325
10	North American Company for Life and Health	1,514,993	Security Benefit Life	1,170,554
11	Security Benefit Life	1,489,533	MetLife	1,125,737
12	Fidelity & Guaranty Life	1,395,608	Berkshire Hathaway	1,093,343
13	MetLife	1,337,287	USAA Life	938,471
14	Voya Financial	1,333,770	Delaware Life	852,543
15	Lincoln Financial Group	1,320,201	Western Southern Group	831,782
16	Pacific Life	1,100,186	Northwestern Mutual Life	714,857
17	EquiTrust Life	1,040,912	State Farm Life	703,038
18	National Life Group	812,514	Liberty Life Assurance Company of Boston	645,787
19	Western Southern Group	681,823	North American Company for Life and Health	622,468
20	Bankers Life & Casualty	597,011	American National Insurance Company	612,597
	Top 20	\$42,001,680		\$33,680,658
	Total industry	\$46,900,000		\$44,611,000
	Top 20 share	90%		75%

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