

U.S. Individual Annuity Sales

1st Quarter 2012 YTD
(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	MetLife	5,546,258	Prudential Annuities	4,942,830	Allianz Life of North America	1,483,930
2	Jackson National Life	5,043,805	MetLife	4,926,107	AVIVA	1,177,884
3	Prudential Annuities	5,028,420	Jackson National Life	4,383,028	New York Life	1,166,727
4	TIAA-CREF	3,397,196	TIAA-CREF	3,397,196	AIG Companies	1,073,079
5	AIG Companies	3,325,095	AXA Equitable	2,343,395	American Equity Investment Life	979,420
6	Lincoln Financial Group	2,908,499	Lincoln Financial Group	2,340,835	Great American	773,849
7	Allianz Life of North America	2,515,201	AIG Companies	2,252,016	Jackson National Life	660,777
8	AXA Equitable	2,355,741	RiverSource Life Insurance	1,592,722	MetLife	620,151
9	New York Life	1,757,411	Nationwide Financial	1,244,300	Fidelity & Guaranty Life	578,192
10	RiverSource Life Insurance	1,746,946	AEGON USA	1,195,022	Lincoln Financial Group	567,664
11	Nationwide Financial	1,613,300	Allianz Life of North America	1,031,271	Midland National	558,099
12	Pacific Life	1,262,641	Pacific Life	847,516	North American Company for Life and Health	425,924
13	AEGON USA	1,250,590	Thrivent Financial for Lutherans	649,729	Security Benefit Life	418,076
14	AVIVA	1,177,884	New York Life	590,684	Pacific Life	415,125
15	American Equity Investment Life	979,420	Protective Life	567,408	Symetra Financial	407,840
16	Thrivent Financial for Lutherans	835,590	Guardian Life of America	501,569	Principal Financial Group	381,199
17	Great American	785,059	Fidelity Investments Life	473,595	Nationwide Financial	369,000
18	Protective Life	720,233	Northwestern Mutual Life	335,115	Genworth Financial	335,971
19	Fidelity & Guaranty Life	578,192	Hartford Life	306,658	Western Southern Group	323,094
20	Principal Financial Group	573,467	John Hancock	204,948	USAA Life	310,247
	Top 20	43,400,948		34,125,945		13,026,248
	Total industry	54,800,000		36,800,000		18,000,000
	Top 20 share	79%		93%		72%

Source: U.S. Individual Annuities Sales Survey, LIMRA