

## U.S. Individual Annuity Sales – Fixed<sup>1</sup> annuity breakout

*2<sup>nd</sup> Quarter YTD 2016 (\$ in thousands)*

Rank	Company name	Indexed	Company name	Fixed-Rate <sup>2</sup>
1	Allianz Life of North America	5,838,461	New York Life	5,646,932
2	American Equity Investment Life	3,213,473	AIG Companies	3,712,580
3	Great American	2,051,809	Global Atlantic Financial Group	2,092,861
4	AIG Companies	1,948,989	Principal Financial Group	1,494,092
5	Athene Annuity & Life Assurance Company	1,599,301	Midland National	1,263,927
6	Nationwide	1,519,600	Symetra Financial	1,066,985
7	Midland National	1,461,510	Pacific Life	1,051,614
8	Symetra Financial	1,200,439	American Equity Investment Life	981,783
9	Global Atlantic Financial Group	1,144,104	MetLife	949,474
10	North American Company for Life and Health	1,000,964	Massachusetts Mutual Life	853,597
11	Security Benefit Life	1,000,547	USAA Life	690,693
12	Voya Financial	987,140	Delaware Life	633,147
13	Lincoln Financial Group	932,633	Berkshire Hathaway	609,419
14	Fidelity & Guaranty Life	912,796	Western Southern Group	592,009
15	MetLife	910,933	State Farm Life	519,062
16	Pacific Life	872,331	Northwestern Mutual Life	492,671
17	EquiTrust Life	722,084	American National Insurance Company	474,271
18	National Life Group	546,008	North American Company for Life and Health	446,171
19	Western Southern Group	443,331	Liberty Life Assurance Company of Boston	414,943
20	Bankers Life & Casualty	378,780	Jackson National Life	408,269
	<b>Top 20</b>	<b>\$28,685,231</b>		<b>\$24,394,501</b>
	<b>Total industry</b>	<b>\$31,900,000</b>		<b>\$31,906,000</b>
	<b>Top 20 share</b>	<b>90%</b>		<b>76%</b>

<sup>1</sup> Fixed = indexed + fixed-rate

<sup>2</sup> Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements

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

