

U.S. Individual Annuity Sales

3rd Quarter 2009 YTD

(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	MetLife	17,643,844	MetLife	11,681,863	New York Life	8,511,316
2	Prudential Annuities	12,431,817	Prudential Annuities	11,310,403	MetLife	5,961,981
3	TIAA-CREF	10,392,474	TIAA-CREF	10,392,474	AIG Companies	5,237,611
4	Jackson National Life	9,567,434	Jackson National Life	6,666,803	AVIVA	4,872,134
5	New York Life	9,368,297	AXA Equitable	5,967,240	Allianz Life of North America	4,408,283
6	Lincoln Financial Group	9,254,911	Lincoln Financial Group	5,717,770	AEGON USA	4,001,292
7	AIG Companies	8,694,566	ING	5,378,044	Lincoln Financial Group	3,537,141
8	ING	7,991,383	John Hancock	4,562,395	RiverSource Life Insurance	3,534,247
9	RiverSource Life Insurance	7,689,585	RiverSource Life Insurance	4,155,338	Jackson National Life	2,900,631
10	John Hancock	6,879,058	AIG Companies	3,456,955	Pacific Life	2,883,727
11	AEGON USA	6,537,072	Nationwide Life	2,879,000	American Equity Investment Life	2,777,584
12	Allianz Life of North America	6,396,016	Pacific Life	2,651,703	ING	2,613,339
13	AXA Equitable	5,967,240	AEGON USA	2,535,780	John Hancock	2,316,663
14	Pacific Life	5,535,430	Sun Life Financial	2,497,125	Symetra Financial	2,132,825
15	AVIVA	4,872,134	Hartford Life	2,024,587	Western Southern Group	1,845,053
16	Sun Life Financial	3,793,550	Allianz Life of North America	1,987,733	USAA Life	1,609,585
17	Hartford Life	3,476,210	Thrivent Financial for Lutherans	952,428	Allstate Financial	1,565,179
18	Nationwide Life	3,429,800	Fidelity Investments Life	921,547	American National Life	1,561,954
19	American Equity Investment Life	2,777,584	Massachusetts Mutual Life	897,981	Hartford Life	1,451,623
20	Massachusetts Mutual Life	2,283,589	New York Life	856,981	Midland National	1,423,283
	Top 20	144,981,994		87,494,150		65,145,451
	Total industry	181,643,000		94,379,000		87,264,000
	Top 20 share	80%		93%		75%

Source: *U.S. Individual Annuities*, LIMRA International