

# U.S. Individual Annuity Sales

2015 Year-end Results (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	24,491,828	Jackson National Life	23,109,447	Allianz Life of North America	8,773,123
2	AIG Companies	19,999,606	TIAA-CREF	12,752,518	New York Life	8,644,037
3	Lincoln Financial Group	14,638,405	Lincoln Financial Group	11,507,596	AIG Companies	8,508,110
4	TIAA-CREF	12,752,518	AIG Companies	11,491,496	American Equity Investment Life	7,083,967
5	New York Life	12,015,254	AXA US	9,848,026	Forethought Annuity	5,258,481
6	Allianz Life of North America	10,783,660	Prudential Annuities	8,722,770	Symetra Financial	4,085,009
7	MetLife	10,149,277	Transamerica	7,786,784	Great American	4,061,020
8	AXA US	9,875,961	MetLife	7,046,118	Nationwide	3,281,000
9	Prudential Annuities	9,539,028	Nationwide	5,374,000	Lincoln Financial Group	3,130,809
10	Nationwide	8,655,000	RiverSource Life Insurance	5,228,194	MetLife	3,103,160
11	Transamerica	7,882,188	Pacific Life	3,655,793	Midland National	3,056,870
12	American Equity Investment Life	7,083,967	New York Life	3,371,217	Pacific Life	2,931,193
13	Pacific Life	6,586,985	Thrivent Financial for Lutherans	3,312,568	Athene Annuity & Life	2,477,932
14	Forethought Annuity	6,452,977	Allianz Life of North America	2,010,537	Principal Financial Group	2,272,371
15	RiverSource Life Insurance	5,522,156	Fidelity Investments Life	2,007,503	Fidelity & Guaranty Life	2,059,554
16	Symetra Financial	4,113,791	Ohio National Life	1,952,352	Security Benefit Life	1,963,292
17	Great American	4,094,123	Northwestern Mutual Life	1,475,214	North American Company for Life and Health	1,951,044
18	Thrivent Financial for Lutherans	3,862,528	Forethought Annuity	1,194,495	EquiTrust Life	1,945,253
19	Midland National	3,436,721	Protective Life	1,155,228	Voya Financial	1,802,508
20	Principal Financial Group	3,232,160	Massachusetts Mutual Life	1,064,262	Western Southern Group	1,662,688
	<b>Top 20</b>	<b>\$185,168,133</b>		<b>\$124,066,116</b>		<b>\$78,051,421</b>
	<b>Total industry</b>	<b>\$236,677,000</b>		<b>\$133,000,000</b>		<b>\$103,677,000</b>
	<b>Top 20 share</b>	<b>78%</b>		<b>93%</b>		<b>75%</b>

