

## U.S. Individual Annuity Sales

**2nd Quarter 2011 YTD**

**(\$ in thousands)**

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	MetLife	13,623,968	MetLife	12,647,465	AIG Companies	5,196,629
2	Prudential Annuities	11,923,189	Prudential Annuities	11,349,551	New York Life	3,771,768
3	Jackson National Life	10,573,944	Jackson National Life	9,526,390	Allianz Life of North America	3,443,843
4	AIG Companies	8,976,046	TIAA-CREF	6,815,471	American Equity Investment Life	2,450,630
5	TIAA-CREF	6,815,471	Lincoln Financial Group	4,868,691	AVIVA	1,946,752
6	Lincoln Financial Group	6,395,380	AIG Companies	3,779,417	Lincoln Financial Group	1,526,689
7	Allianz Life of North America	5,381,215	Nationwide Financial	3,588,100	Great American	1,516,513
8	New York Life	5,001,507	AXA Equitable	3,563,552	Symetra Financial	1,192,317
9	Nationwide Financial	3,837,700	RiverSource Life Insurance	3,292,273	North American Company for Life and Health	1,086,901
10	AXA Equitable	3,604,495	AEGON USA	2,554,490	American National Life	1,086,829
11	RiverSource Life Insurance	3,555,246	Allianz Life of North America	1,937,372	Jackson National Life	1,047,555
12	AEGON USA	2,652,280	Pacific Life	1,713,012	MetLife	976,503
13	Pacific Life	2,617,367	Sun Life Financial	1,653,680	Pacific Life	904,355
14	American Equity Investment Life	2,450,630	Protective Life	1,276,807	ING	859,347
15	AVIVA	1,946,752	New York Life	1,229,739	Midland National	858,570
16	Protective Life	1,831,590	Thrivent Financial for Lutherans	1,204,830	USAA Life	858,265
17	Sun Life Financial	1,665,776	Fidelity Investments Life	1,054,208	Western Southern Group	729,338
18	Thrivent Financial for Lutherans	1,625,142	John Hancock	1,050,928	Prudential Annuities	573,638
19	Great American	1,541,998	Northwestern Mutual Life	679,842	Protective Life	554,783
20	John Hancock	1,471,164	Guardian Life of America	487,472	Massachusetts Mutual Life	545,479
	<b>Top 20</b>	<b>97,490,861</b>		<b>74,273,291</b>		<b>31,126,704</b>
	<b>Total industry</b>	<b>122,400,000</b>		<b>80,700,000</b>		<b>41,700,000</b>
	<b>Top 20 share</b>	<b>80%</b>		<b>92%</b>		<b>75%</b>

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