

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

3rd Quarter YTD 2018 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate ²
1	Allianz Life of North America	6,528,879	New York Life	8,877,646
2	Athene Annuity & Life	4,741,866	AIG Companies	4,480,429
3	Nationwide	3,868,900	Global Atlantic Financial Group	3,654,627
4	Great American	3,355,012	Principal Financial Group	2,827,261
5	AIG Companies	3,338,183	Pacific Life	2,008,623
6	American Equity Investment Life	3,114,338	Massachusetts Mutual Life	1,678,447
7	Pacific Life	2,270,201	Symetra Financial	1,276,159
8	Lincoln Financial Group	2,016,303	Western Southern Group	1,233,794
9	Global Atlantic Financial Group	1,969,889	Berkshire Hathaway	1,153,602
10	Fidelity & Guaranty Life	1,615,960	Protective Life	975,571
11	Midland National	1,523,234	USAA Life	899,753
12	North American Company for Life and Health	1,522,660	Delaware Life	860,656
13	Symetra Financial	1,421,501	Athene Annuity & Life Assurance Company	781,612
14	Delaware Life	1,069,166	MetLife	742,007
15	Security Benefit Life	920,718	Reliance Standard Life Insurance Company	632,690
16	EquiTrust Life	904,475	Prudential Annuities	620,680
17	Reliance Standard	846,848	Northwestern Mutual Life	617,534
18	Massachusetts Mutual Life	828,614	Fidelity & Guaranty Life	573,314
19	Bankers Life & Casualty	761,120	The Standard	448,535
20	National Life Group	742,350	Great American	442,747
	Top 20	\$43,360,216		\$34,785,686
	Total industry	\$50,100,000		\$44,540,000
	Top 20 share	87%		78%

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

¹ Fixed = indexed + fixed-rate

² Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements