

## U.S. Individual Annuity Sales

**1<sup>st</sup> Quarter 2009**  
**(\$ in thousands)**

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	MetLife	7,585,992	MetLife	3,735,343	MetLife	3,850,649
2	New York Life	3,816,620	TIAA-CREF	3,477,673	New York Life	3,609,256
3	TIAA-CREF	3,477,673	AXA Equitable	2,836,115	Aviva	2,522,284
4	RiverSource Life Insurance	3,449,981	ING	2,229,345	AIG	2,166,466
5	AIG	3,346,004	Prudential Annuities	2,106,642	RiverSource Life Insurance	2,135,312
6	AXA Equitable	2,836,115	John Hancock	2,057,327	AEGON USA	2,088,188
7	AEGON USA	2,775,583	Lincoln Financial Group	1,811,063	Allianz Life	1,434,802
8	John Hancock	2,759,934	Jackson National Life	1,507,550	Jackson National Life	1,051,421
9	Lincoln Financial Group	2,731,533	RiverSource Life Insurance	1,314,669	Lincoln Financial Group	920,470
10	Allianz Life	2,657,348	Allianz Life	1,222,546	Principal Life	902,294
11	ING	2,572,787	AIG	1,179,538	Hartford Life	837,458
12	Jackson National Life	2,558,971	Pacific Life	973,833	Western Southern Group	837,260
13	Aviva	2,522,284	Nationwide Life	921,400	USAA Life	785,320
14	Prudential Annuities	2,476,977	Hartford Life	702,009	John Hancock	702,607
15	Hartford Life	1,539,467	AEGON USA	687,395	American Equity Investment Life	653,130
16	Pacific Life	1,457,236	Sun Life Financial	580,910	Allstate Financial	629,515
17	Nationwide Life	1,110,700	Fidelity Investments Life	458,398	Midland National	612,215
18	Sun Life Financial	1,047,430	Massachusetts Mutual Life	342,007	American National Life	591,457
19	Principal Life	1,030,800	Thrivent Financial for Lutherans	292,584	Pacific Life	483,403
20	Western Southern Group	849,632	New York Life	207,364	Sun Life Financial	466,520
	<b>Top 20</b>	<b>52,603,067</b>		<b>28,643,711</b>		<b>27,280,027</b>
	<b>Total industry</b>	<b>66,300,000</b>		<b>30,700,000</b>		<b>35,600,000</b>
	<b>Top 20 share</b>	<b>79%</b>		<b>93%</b>		<b>77%</b>

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