

U.S. Individual Annuity Sales

2nd Quarter YTD 2017 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	9,489,750	Jackson National Life	8,997,788	New York Life	5,840,782
2	New York Life	7,494,313	TIAA	6,273,040	AIG Companies	4,049,069
3	AIG Companies	7,386,416	AXA US	5,456,359	Allianz Life of North America	3,907,904
4	TIAA	6,273,040	AIG Companies	3,337,347	Global Atlantic Financial Group	2,911,526
5	AXA US	5,469,617	Lincoln Financial Group	3,263,495	Athene Annuity & Life	2,734,799
6	Nationwide	4,998,700	Prudential Annuities	2,912,374	Nationwide	2,557,900
7	Allianz Life of North America	4,993,878	Nationwide	2,440,800	Great American	2,519,728
8	Lincoln Financial Group	4,202,453	RiverSource Life Insurance	1,993,694	American Equity Investment Life	2,253,621
9	Pacific Life	3,476,936	Transamerica	1,684,102	Pacific Life	2,015,848
10	Prudential Annuities	3,132,221	New York Life	1,653,531	Symetra Financial	1,998,944
11	Global Atlantic Financial Group	3,036,842	Pacific Life	1,461,088	Security Benefit Life	1,389,777
12	Athene Annuity & Life	2,734,799	Thrivent Financial for Lutherans	1,355,081	Midland National	1,349,339
13	Great American	2,532,954	Allianz Life of North America	1,085,974	Principal Financial Group	1,330,791
14	American Equity Investment Life	2,253,621	Fidelity Investments Life	830,513	Fidelity & Guaranty Life	1,177,754
15	RiverSource Life Insurance	2,126,918	Brighthouse Financial	762,952	Brighthouse Financial	1,165,942
16	Symetra Financial	2,002,423	Northwestern Mutual Life	677,690	Delaware Life	1,077,790
17	Brighthouse Financial	1,928,894	Ohio National Life	485,550	North American Company for Life and Health	965,899
18	Transamerica	1,754,072	CMFG Life Insurance Company	386,355	Lincoln Financial Group	938,958
19	Thrivent Financial for Lutherans	1,705,839	Massachusetts Mutual Life	329,776	American National	924,240
20	Principal Financial Group	1,609,541	Principal Financial Group	278,750	Voya Financial	917,044
	Top 20	\$78,603,227		\$45,666,259		\$42,027,655
	Total industry	\$105,845,000		\$49,100,000		\$56,745,000
	Top 20 share	74%		93%		74%

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

