

U.S. Individual Annuity Sales

3rd Quarter YTD 2015

(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	18,771,484	Jackson National Life	17,771,227	New York Life	6,700,520
2	AIG Companies	14,497,105	TIAA-CREF	9,401,330	Allianz Life of North America	6,502,678
3	Lincoln Financial Group	11,058,579	Lincoln Financial Group	8,945,657	AIG Companies	5,706,747
4	TIAA-CREF	9,401,330	AIG Companies	8,790,359	American Equity Investment Life	4,940,548
5	New York Life	9,326,064	AXA US	7,245,075	Forethought Annuity	3,987,236
6	Allianz Life of North America	7,996,894	Prudential Annuities	6,645,375	Great American	2,970,673
7	MetLife	7,430,064	Transamerica	6,213,577	Symetra Financial	2,941,750
8	AXA US	7,267,102	MetLife	5,235,829	MetLife	2,194,235
9	Prudential Annuities	7,241,714	Nationwide	4,025,800	Lincoln Financial Group	2,112,922
10	Transamerica	6,284,457	RiverSource Life Insurance	3,888,010	Pacific Life	2,007,468
11	Nationwide	5,795,700	Pacific Life	2,846,823	Midland National	2,004,600
12	Forethought Annuity	4,942,076	New York Life	2,625,544	Athene Annuity & Life	1,907,246
13	American Equity Investment Life	4,940,548	Thrivent Financial for Lutherans	2,450,307	Nationwide	1,769,900
14	Pacific Life	4,854,290	Fidelity Investments Life	1,611,306	Security Benefit Life	1,665,491
15	RiverSource Life Insurance	4,056,927	Ohio National Life	1,511,859	Principal Financial Group	1,655,018
16	Great American	2,995,675	Allianz Life of North America	1,494,216	Fidelity & Guaranty Life	1,567,830
17	Symetra Financial	2,966,581	Northwestern Mutual Life	1,120,996	EquiTrust Life	1,466,625
18	Thrivent Financial for Lutherans	2,808,180	Forethought Annuity	954,840	North American Company for Life and Health	1,204,517
19	Principal Financial Group	2,414,843	Protective Life	916,157	Voya Financial	1,197,901
20	Midland National	2,322,063	Massachusetts Mutual Life	779,368	Western Southern Group	1,188,072
	Top 20	\$137,371,677		\$94,473,653		\$55,691,976
	Total industry	\$175,256,000		\$101,300,000		\$73,956,000
	Top 20 share	78%		93%		75%

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

