

U.S. Individual Annuity Sales

1st Quarter 2018 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	4,627,678	Jackson National Life	4,431,102	New York Life	3,088,912
2	New York Life	3,841,141	TIAA	2,574,000	AIG Companies	2,047,408
3	AIG Companies	3,674,816	AXA US	2,440,930	Allianz Life of North America	1,648,479
4	Lincoln Financial Group	2,612,490	Lincoln Financial Group	2,120,772	Global Atlantic Financial Group	1,497,011
5	TIAA	2,574,000	Prudential Annuities	1,690,804	Athene Annuity & Life	1,286,894
6	Nationwide	2,472,100	AIG Companies	1,627,408	Nationwide	1,237,200
7	AXA US	2,449,342	Nationwide	1,234,900	Pacific Life	1,156,782
8	Allianz Life of North America	2,238,655	RiverSource Life Insurance	1,118,936	Great American	1,127,593
9	Pacific Life	1,991,793	Brighthouse Financial	1,034,936	American Equity Investment Life	1,031,058
10	Prudential Annuities	1,860,490	Pacific Life	835,011	Symetra Financial	906,621
11	Global Atlantic Financial Group	1,538,922	Transamerica	762,576	Reliance Standard Life	854,649
12	Athene Annuity & Life Assurance Company	1,286,894	New York Life	752,229	Massachusetts Mutual Life	633,807
13	RiverSource Life Insurance	1,172,105	Thrivent Financial for Lutherans	620,638	Western Southern Group	616,480
14	Great American	1,133,877	Allianz Life of North America	590,176	North American Company for Life and Health	582,012
15	Brighthouse Financial	1,081,699	Fidelity Investments Life	420,193	Fidelity & Guaranty Life	577,961
16	American Equity Investment Life	1,031,058	Northwestern Mutual Life	297,277	Delaware Life	571,620
17	Symetra Financial	907,970	Ohio National Life Insurance Company	219,987	Midland National	516,880
18	Transamerica	800,850	Great-West Financial	178,979	Ohio National Life	511,221
19	Massachusetts Mutual Life	793,655	CMFG Life Insurance Company	177,375	Lincoln Financial Group	491,718
20	Thrivent Financial for Lutherans	772,679	Massachusetts Mutual Life	159,848	Security Benefit Life	429,105
	Top 20	\$38,862,214		\$23,228,076		\$20,386,086
	Total industry	\$51,815,000		\$24,600,000		\$27,215,000
	Top 20 share	75%		95%		75%

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

