

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

1st Quarter 2018 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate ²
1	Allianz Life of North America	1,645,612	New York Life	3,088,912
2	Athene Annuity & Life Assurance Company	1,210,001	AIG Companies	1,178,412
3	Nationwide	1,154,000	Global Atlantic Financial Group	943,489
4	American Equity Investment Life	993,914	Pacific Life	693,235
5	Great American	990,590	Western Southern Group	501,587
6	AIG Companies	868,996	Symetra Financial	452,940
7	North American Company for Life and Health	561,936	Massachusetts Mutual Life	441,145
8	Global Atlantic Financial Group	553,522	Principal Financial Group	390,687
9	Ohio National Life Insurance Company	501,993	Berkshire Hathaway	375,759
10	Midland National	494,805	Delaware Life	275,621
11	Pacific Life	463,547	USAA Life	260,451
12	Symetra Financial	453,681	Protective Life	235,344
13	Fidelity & Guaranty Life	436,039	Reliance Standard Life Insurance Company	199,293
14	Lincoln Financial Group	433,359	Northwestern Mutual Life	183,532
15	Security Benefit Life	300,187	Liberty Life Assurance Company of Boston	147,883
16	Delaware Life	295,999	Prudential Annuities	146,613
17	EquiTrust Life	288,850	American National Insurance Company	144,951
18	American National Insurance Company	275,706	Fidelity & Guaranty Life	141,922
19	National Life Group	258,546	Great American	137,003
20	Bankers Life & Casualty	233,158	Security Benefit Life	128,918
	Top 20	\$12,414,440		\$10,067,697
	Total industry	\$14,500,000		\$12,715,000
	Top 20 share	86%		79%

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