

U.S. Individual Annuity Sales

1st Quarter 2014
(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	6,721,227	Jackson National Life	6,383,372	Allianz Life of North America	2,801,498
2	AIG Companies	4,461,330	TIAA-CREF	3,116,197	New York Life	1,776,269
3	Lincoln Financial Group	3,904,700	Lincoln Financial Group	3,115,589	AIG Companies	1,468,865
4	Allianz Life of North America	3,329,317	AIG Companies	2,992,466	Security Benefit Life	1,349,717
5	TIAA-CREF	3,116,197	AXA US	2,357,473	Great American	943,191
6	New York Life	2,654,473	Prudential Annuities	2,302,381	American Equity Investment Life	920,894
7	Prudential Annuities	2,453,123	Transamerica	2,013,016	Pacific Life	909,422
8	AXA US	2,367,073	MetLife	1,604,668	Lincoln Financial Group	789,111
9	MetLife	2,184,788	Nationwide Life	1,439,400	Fidelity & Guaranty Life	727,563
10	Transamerica	2,040,343	RiverSource Life Insurance	1,214,975	Symetra Financial	721,425
11	Pacific Life	1,980,820	Pacific Life	1,071,398	Athene Annuity & Life	603,597
12	Nationwide Life	1,664,100	New York Life	878,204	MetLife	580,120
13	Security Benefit Life	1,425,852	Thrivent Financial for Lutherans	860,924	Midland National	576,284
14	RiverSource Life Insurance	1,281,611	Ohio National Life	544,491	EquiTrust Life	520,960
15	Thrivent Financial for Lutherans	1,021,991	Allianz Life of North America	527,819	Genworth Financial	520,126
16	Great American	953,144	Fidelity Investments Life	505,533	ING	515,037
17	American Equity Investment Life	920,894	Northwestern Mutual Life	402,563	Western Southern Group	382,390
18	Symetra Financial	739,620	Principal Financial Group	280,392	Massachusetts Mutual Life	372,916
19	Fidelity & Guaranty Life	727,563	Massachusetts Mutual Life	225,006	North American Company for Life and Health	359,339
20	Midland National	628,932	Protective Life	180,205	Jackson National Life	337,855
	Top 20	44,577,098		32,016,070		17,176,579
	Total industry	57,720,000		34,200,000		23,520,000
	Top 20 share	77%		94%		73%

Source: LIMRA SRI U.S. Individual Annuities Sales Survey

