

## U.S. Individual Annuity Sales

**2<sup>nd</sup> Quarter 2009 YTD**  
**(\$ in thousands)**

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	MetLife	13,296,976	MetLife	8,239,688	New York Life	6,589,919
2	New York Life	7,115,475	TIAA-CREF	7,043,743	MetLife	5,057,288
3	TIAA-CREF	7,043,743	Prudential Annuities	5,482,547	AVIVA	4,194,927
4	Prudential Annuities	6,323,818	AXA Equitable	4,692,907	AIG companies	3,547,207
5	Lincoln Financial Group	5,908,101	John Hancock	3,790,948	AEGON USA	3,349,676
6	RiverSource Life Insurance	5,875,535	ING	3,782,810	RiverSource Life Insurance	3,148,649
7	AIG companies	5,815,242	Jackson National Life	3,757,928	Allianz Life of North America	2,983,095
8	Jackson National Life	5,661,787	Lincoln Financial Group	3,753,526	Lincoln Financial Group	2,154,575
9	John Hancock	5,264,586	RiverSource Life Insurance	2,726,886	Jackson National Life	1,903,859
10	AEGON USA	5,043,708	AIG companies	2,268,035	American Equity Investment Life	1,797,626
11	ING	4,973,959	Nationwide Life	1,944,000	Symetra Financial	1,546,762
12	Allianz Life of North America	4,755,500	Pacific Life	1,810,633	Western Southern Group	1,509,982
13	AXA Equitable	4,692,907	Allianz Life of North America	1,772,405	John Hancock	1,473,638
14	AVIVA	4,194,927	AEGON USA	1,694,032	Pacific Life	1,387,992
15	Pacific Life	3,198,625	Sun Life Financial	1,414,189	USAA Life	1,291,178
16	Hartford Life	2,588,029	Hartford Life	1,403,117	Allstate Financial	1,230,243
17	Nationwide Life	2,405,900	Massachusetts Mutual Life	716,060	American National Life	1,221,005
18	Sun Life Financial	2,380,589	Fidelity Investments Life	632,699	ING	1,191,149
19	American Equity Investment Life	1,797,626	Thrivent Financial for Lutherans	622,664	Hartford Life	1,184,912
20	Massachusetts Mutual Life	1,775,102	New York Life	525,556	Principal Life Insurance Company	1,129,963
	<b>Top 20</b>	<b>100,112,135</b>		<b>58,074,373</b>		<b>47,893,645</b>
	<b>Total industry</b>	<b>126,800,000</b>		<b>62,600,000</b>		<b>64,200,000</b>
	<b>Top 20 share</b>	<b>79%</b>		<b>93%</b>		<b>75%</b>

Source: *U.S. Individual Annuities*, LIMRA International