

U.S. Individual Annuity Sales

4th Quarter 2007 YTD (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG	17,858,100	AXA Equitable	16,250,480	AIG	8,331,834
2	MetLife	17,199,686	MetLife	15,264,335	Allianz Life	5,609,207
3	AXA Equitable	16,253,223	TIAA-CREF	14,064,953	Aviva	5,194,803
4	Hartford Life	15,542,328	ING	13,568,224	New York Life	4,691,854
5	ING	15,331,346	Hartford Life	13,254,500	Allstate Financial	3,781,297
6	Lincoln Financial Group	15,322,005	Lincoln Financial Group	13,044,409	Principal Financial	2,625,907
7	TIAA-CREF	14,064,953	Prudential Annuities	11,643,123	Old Mutual Financial Network	2,333,722
8	Prudential Annuities	12,320,567	John Hancock	10,805,456	Hartford Life	2,287,828
9	John Hancock	11,977,979	RiverSource Life Insurance	10,678,629	Lincoln Financial Group	2,277,596
10	RiverSource Life Insurance	11,247,703	Pacific Life	10,658,957	American Equity Investment Life	2,144,657
11	Jackson National Life	11,137,495	AIG	9,526,266	Jackson National Life	2,023,769
12	Pacific Life	10,835,048	Jackson National Life	9,113,726	MetLife	1,935,351
13	Allianz Life	8,925,609	Nationwide Life	5,363,099	Midland National	1,891,817
14	New York Life	7,073,729	Allianz Life	3,316,402	ING	1,763,122
15	Nationwide Life	5,617,887	AEGON USA	3,142,088	EquiTrust Life	1,569,027
16	Aviva	5,194,803	Sun Life Financial	2,816,326	Western Southern Group	1,516,151
17	AEGON USA	4,568,661	Genworth Financial	2,579,284	AEGON USA	1,426,573
18	Sun Life Financial	4,011,958	Fidelity Investments Life	2,411,733	Great American Financial	1,401,023
19	Genworth Financial	3,813,850	New York Life	2,381,875	Genworth Financial	1,234,566
20	Allstate Financial	3,781,297	Thrivent Financial for Lutherans	1,484,759	Sun Life Financial	1,195,632
	Top 20	212,078,227		171,368,624		55,235,736
	Total industry	257,400,000		184,200,000		73,200,000
	Top 20 share	82%		93%		75%

Source: U.S. Individual Annuities, LIMRA International