

U.S. Individual Annuity Sales

3rd Quarter YTD 2020 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	12,993,934	Jackson National Life	11,686,260	New York Life	6,892,067
2	AIG Companies	10,740,137	Equitable Financial	7,611,205	Sammons Financial Companies	6,588,577
3	New York Life	9,739,076	Lincoln Financial Group	7,540,623	AIG Companies	6,405,174
4	Lincoln Financial Group	8,984,207	TIAA	6,626,000	Massachusetts Mutual Life	5,944,137
5	Equitable Financial	7,633,703	AIG Companies	4,334,963	Athene Annuity & Life Co.	5,385,585
6	Allianz Life of North America	6,952,053	Brighthouse Financial	4,239,495	Global Atlantic Financial Group	5,155,228
7	Sammons Financial Companies	6,775,092	Prudential Annuities	3,936,450	Allianz Life of North America	3,917,822
8	TIAA	6,626,000	Allianz Life of North America	3,034,231	Security Benefit Life	3,280,575
9	Massachusetts Mutual Life	6,220,641	Nationwide	2,879,700	Fidelity & Guaranty Life	2,926,554
10	Brighthouse Financial	5,654,585	New York Life	2,847,009	Pacific Life	2,825,369
11	Pacific Life	5,541,399	Pacific Life	2,716,030	Nationwide	2,585,800
12	Athene Annuity & Life	5,519,123	RiverSource Life Insurance	2,339,967	Symetra Financial	2,412,478
13	Nationwide	5,465,500	Transamerica	2,073,910	Great American	2,393,647
14	Global Atlantic Financial Group	5,207,810	Thrivent Financial for Lutherans	1,644,278	Western Southern Group	2,024,017
15	Prudential Annuities	5,049,541	Fidelity Investments Life	1,050,648	Delaware Life	1,943,680
16	Security Benefit Life	3,401,038	CMFG Life Insurance Company	836,483	American Equity Investment Life	1,838,429
17	Fidelity & Guaranty Life	2,926,554	Northwestern Mutual Life	742,096	Protective Life	1,796,024
18	Symetra Financial	2,551,311	Principal Financial Group	296,227	EquiTrust Life	1,478,585
19	Transamerica	2,542,799	Massachusetts Mutual Life	276,504	Lincoln Financial Group	1,443,583
20	Great American	2,496,006	Horace Mann Life	244,143	Brighthouse Financial	1,415,091
	Top 20	\$123,020,509	Top 20	\$66,956,221	Top 20	\$68,652,424
	Total industry	\$159,742,000	Total industry	\$70,300,000	Total industry	\$89,442,000
	Top 20 share	77%	Top 20 share	95%	Top 20 share	77%

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

