

## U.S. Individual Fixed Annuity Sales – Fixed Breakout 2<sup>nd</sup> Quarter YTD 2021 (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities <sup>1</sup>
1	New York Life	4,408,305	Athene Annuity & Life	3,271,796	New York Life	1,205,465
2	Global Atlantic Financial Group	2,877,989	AIG Companies	3,074,203	Massachusetts Mutual Life	553,371
3	AIG Companies	2,453,079	Allianz Life of North America	2,910,219	MetLife	508,592
4	American Equity Investment Life	2,032,743	Fidelity & Guaranty Life	2,181,792	Northwestern Mutual Life	494,115
5	Massachusetts Mutual Life	1,701,350	Sammons Financial Companies	2,107,604	Pacific Life	468,657
6	Symetra Financial	1,659,140	Global Atlantic Financial Group	1,710,099	USAA Life	384,440
7	USAA Life	1,372,003	American Equity Investment Life	1,552,956	Berkshire Hathaway	370,832
8	Western Southern Group	1,369,641	Security Benefit Life	1,493,533	Guardian Life of America	219,951
9	Fidelity & Guaranty Life	977,485	Nationwide	1,316,300	Western Southern Group	190,552
10	Great American*	973,965	Great American*	1,228,492	Prudential Annuities	174,037
11	Sammons Financial Companies	790,176	EquiTrust Life	819,586	AIG Companies	104,980
12	Pacific Life	500,549	Delaware Life	769,784	Modern Woodmen	97,679
13	American National Insurance Co.	468,447	National Life Group	739,106	Principal Financial Group	94,965
14	Delaware Life	320,607	Bankers Life & Casualty	638,275	Nationwide	73,700
15	The Standard	319,985	Massachusetts Mutual Life	618,074	American National Insurance Co.	53,840
16	Knights of Columbus	292,173	Protective Life	460,633	Penn Mutual	52,390
17	Security Benefit Life	291,267	American National Insurance Co.	436,193	The Standard	47,012
18	Protective Life	286,766	Symetra Financial	392,149	Global Atlantic Financial Group	43,998
19	Reliance Standard Life Ins. Co.	276,349	Nassau	262,809	Securian Financial	40,044
20	Modern Woodmen	190,343	Pacific Life	262,300	Symetra Financial	38,830
	<b>Top 20</b>	<b>\$23,562,363</b>	<b>Top 20</b>	<b>\$26,245,903</b>	<b>Top 20</b>	<b>\$5,217,449</b>
	<b>Total industry</b>	<b>\$30,600,000</b>	<b>Total industry</b>	<b>30,000,000</b>	<b>Total industry</b>	<b>\$5,884,000</b>
	<b>Top 20 share</b>	<b>77%</b>	<b>Top 20 share</b>	<b>87%</b>	<b>Top 20 share</b>	<b>89%</b>

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

<sup>1</sup> Payout Annuities = fixed immediate + deferred income + structured settlements

\*Great American's sales are through May of 2021. Sales after May 2021 are rolled into Massachusetts Mutual Life