

U.S. Individual Annuity Sales – Variable annuity breakout

2nd Quarter 2022 YTD (\$ in thousands)

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	7,572,814	Equitable Financial	4,299,487
2	TIAA	3,816,858	BrightHouse Financial	3,023,529
3	Equitable Financial	3,386,900	Allianz Life of North America	2,947,079
4	AIG Companies	3,037,626	Prudential Annuities	2,855,869
5	Nationwide	2,505,200	Lincoln Financial Group	2,268,752
6	Lincoln Financial Group	2,353,213	RiverSource Life Insurance	1,374,941
7	New York Life	2,079,560	CMFG Life Insurance Company	725,890
8	Pacific Life	2,051,616	Jackson National Life	628,420
9	Thrivent Financial for Lutherans	1,233,155	New York Life	493,495
10	RiverSource Life Insurance	807,827	Massachusetts Mutual Life	479,788
11	BrightHouse Financial	805,127	Athene Annuity & Life Assurance Company	461,531
12	Fidelity Investments Life	740,314	Nationwide	390,100
13	Northwestern Mutual Life	517,627	Symetra Financial	372,847
14	Transamerica	416,467	Protective Life	42,115
15	Protective Life	343,926	Global Atlantic Financial Group	3,115
16	Principal Financial Group	205,157		
17	Penn Mutual	195,879		
18	Prudential Annuities	185,998		
19	Sammons Financial Companies	181,284		
20	Horace Mann Life Insurance Company	181,262		
	Top 20	\$32,617,810	Top 20	\$20,366,958
	Total industry	\$34,990,000	Total industry	\$20,410,000
	Top 20 share	93%	Top 20 share	100%

Source: LIMRA U.S. Individual Annuities Sales Survey