

U.S. Individual Annuity Sales
3rd Quarter 2023 YTD (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Athene Annuity & Life	22,028,071	Equitable Financial	13,021,912	Athene Annuity & Life	21,378,471
2	Corebridge Financial	16,817,395	Jackson National Life	8,880,408	Massachusetts Mutual Life	15,174,869
3	Massachusetts Mutual Life	15,850,509	Lincoln Financial Group	5,932,137	Corebridge Financial	13,784,849
4	New York Life	14,420,413	Brighthouse Financial	5,533,414	New York Life	10,601,893
5	Allianz Life of North America	13,420,935	TIAA	5,467,059	Allianz Life of North America	8,548,229
6	Equitable Financial	13,061,183	Allianz Life of North America	4,872,706	Nationwide	7,513,000
7	Nationwide	11,054,925	New York Life	3,818,521	Global Atlantic Financial Group	7,075,068
8	Jackson National Life	9,219,724	Prudential Annuities	3,731,898	Fidelity & Guaranty Life	6,871,071
9	Lincoln Financial Group	8,643,557	Nationwide	3,541,925	Sammons Financial Companies	6,340,961
10	Pacific Life	8,000,341	Corebridge Financial	3,032,546	Pacific Life	5,868,568
11	Brighthouse Financial	7,453,319	RiverSource Life Insurance	2,903,912	American Equity Investment Life	5,610,049
12	Global Atlantic Financial Group	7,161,552	Pacific Life	2,131,772	Security Benefit Life	5,457,558
13	Fidelity & Guaranty Life	6,871,071	Thrivent Financial for Lutherans	1,134,584	Symetra Financial	5,439,069
14	Sammons Financial Companies	6,561,204	Fidelity Investments Life	976,204	USAA Life	5,196,681
15	Prudential Annuities	6,191,523	Transamerica	962,108	Western Southern Group	5,107,730
16	Symetra Financial	5,719,523	TruStage	776,986	American National	4,111,433
17	American Equity Investment Life	5,610,049	Massachusetts Mutual Life	675,639	Delaware Life	3,014,947
18	Security Benefit Life	5,582,737	Athene Annuity & Life	649,600	Lincoln Financial Group	2,711,420
19	TIAA	5,467,059	Protective Life	586,951	National Life Group	2,491,767
20	USAA Life	5,196,681	Northwestern Mutual Life	569,788	Prudential Annuities	2,459,625
	Top 20	\$194,331,770	Top 20	\$69,200,070	Top 20	\$144,757,257
	Total industry	\$269,640,000	Total industry	\$73,500,000	Total industry	\$196,140,000
	Top 20 share	72%	Top 20 share	94%	Top 20 share	74%

Source: LIMRA U.S. Individual Annuities Sales Survey