

Total U.S. Individual Annuity Sales

1st Quarter 2022 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG Companies	4,999,572	Jackson National Life	4,189,182	AIG Companies	3,387,869
2	New York Life	4,469,006	Equitable Financial	3,713,772	New York Life	3,185,749
3	Jackson National Life	4,245,176	Lincoln Financial Group	2,388,297	Massachusetts Mutual Life	2,831,204
4	Equitable Financial	3,713,783	TIAA	1,890,776	Athene Annuity & Life	2,648,202
5	Allianz Life of North America	3,248,299	Brighthouse Financial	1,809,695	Global Atlantic Financial Group	1,942,689
6	Massachusetts Mutual Life	3,175,765	AIG Companies	1,611,702	Allianz Life of North America	1,741,149
7	Athene Annuity & Life	2,882,745	Allianz Life of North America	1,507,150	USAA Life	1,569,061
8	Lincoln Financial Group	2,762,819	Prudential Annuities	1,505,074	Fidelity & Guaranty Life	1,434,371
9	Nationwide	2,263,200	Nationwide	1,504,900	Western Southern Group	1,422,955
10	Global Atlantic Financial Group	1,953,842	New York Life	1,283,257	Sammons Financial Companies	1,071,193
11	Pacific Life	1,939,224	Pacific Life	1,134,742	Symetra Financial	1,049,228
12	Brighthouse Financial	1,908,672	RiverSource Life Insurance	1,050,897	American Equity Investment Life	895,103
13	TIAA	1,890,776	Thrivent Financial for Lutherans	654,787	Pacific Life	804,482
14	USAA Life	1,569,061	Fidelity Investments Life	442,077	Nationwide	758,300
15	Prudential Annuities	1,545,224	CMFG Life Insurance Company	413,959	Security Benefit Life	660,983
16	Western Southern Group	1,444,213	Massachusetts Mutual Life	344,560	Delaware Life	503,106
17	Fidelity & Guaranty Life	1,434,371	Northwestern Mutual Life	253,440	EquiTrust Life	408,765
18	Symetra Financial	1,226,208	Athene Annuity & Life	234,542	National Life Group	380,782
19	Sammons Financial Companies	1,178,573	Transamerica	231,989	Lincoln Financial Group	374,522
20	RiverSource Life Insurance	1,068,801	Protective Life	195,507	Bankers Life & Casualty	360,846
	Top 20	\$48,919,331	Top 20	\$26,360,308	Top 20	\$27,430,560
	Total industry	\$63,315,000	Total industry	\$28,100,000	Total industry	\$35,215,000
	Top 20 share	77%	Top 20 share	94%	Top 20 share	78%

Source: LIMRA U.S. Individual Annuities Sales Survey

