

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

2nd Quarter YTD 2019 (\$ in thousands)

| Rank | Company name | Indexed | Company name | Fixed-Rate ² |
|------|--|---------------------|---------------------------------|-------------------------|
| 1 | Allianz Life of North America | 4,374,376 | New York Life | 5,762,178 |
| 2 | Athene Annuity & Life | 3,381,468 | AIG Companies | 4,436,510 |
| 3 | AIG Companies | 2,978,210 | Global Atlantic Financial Group | 3,087,109 |
| 4 | American Equity Investment Life | 2,651,706 | Massachusetts Mutual Life | 1,882,364 |
| 5 | Nationwide | 2,521,600 | Pacific Life | 1,542,794 |
| 6 | Lincoln Financial Group | 2,198,442 | Western Southern Group | 1,403,383 |
| 7 | Pacific Life | 2,190,263 | Principal Financial Group | 1,319,440 |
| 8 | Global Atlantic Financial Group | 2,002,176 | Security Benefit Life | 1,052,721 |
| 9 | Great American | 1,865,312 | Symetra Financial | 961,046 |
| 10 | Fidelity & Guaranty Life | 1,434,440 | American National | 915,258 |
| 11 | Jackson National Life | 1,146,452 | Delaware Life | 788,860 |
| 12 | North American Company for Life and Health | 1,002,385 | USAA Life | 787,146 |
| 13 | Midland National | 995,323 | Great American | 747,550 |
| 14 | EquiTrust Life | 856,237 | MetLife | 738,742 |
| 15 | Symetra Financial | 788,014 | Lincoln Financial Group | 683,571 |
| 16 | National Life Group | 648,860 | Protective Life | 561,836 |
| 17 | Massachusetts Mutual Life | 634,436 | Fidelity & Guaranty Life | 544,396 |
| 18 | Bankers Life & Casualty | 619,343 | Prudential Annuities | 536,901 |
| 19 | Security Benefit Life | 569,755 | Northwestern Mutual Life | 513,079 |
| 20 | Prudential Annuities | 493,328 | Berkshire Hathaway | 509,921 |
| | Top 20 | \$33,352,127 | | \$28,774,806 |
| | Total industry | \$38,000,000 | | \$38,160,000 |
| | Top 20 share | 88% | | 75% |

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

¹ Fixed = indexed + fixed-rate

² Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements