

U.S. Individual Annuity Sales

2nd Quarter 2012 YTD
(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	10,946,077	Prudential Annuities	10,289,448	Allianz Life of North America	2,920,951
2	MetLife	10,564,281	Jackson National Life	9,640,763	New York Life	2,552,309
3	Prudential Annuities	10,561,685	MetLife	9,539,551	AVIVA	2,307,208
4	TIAA-CREF	7,540,108	TIAA-CREF	7,540,108	AIG Companies	2,036,725
5	AIG Companies	6,631,078	Lincoln Financial Group	4,925,696	American Equity Investment Life	1,896,756
6	Lincoln Financial Group	6,177,328	AXA Equitable	4,596,447	Great American	1,650,458
7	Allianz Life of North America	4,911,941	AIG Companies	4,594,353	Jackson National Life	1,305,314
8	AXA Equitable	4,619,584	RiverSource Life Insurance	2,770,529	Lincoln Financial Group	1,251,632
9	New York Life	3,884,649	AEGON USA	2,478,826	Security Benefit Life	1,107,778
10	Nationwide Financial	3,177,900	Nationwide Financial	2,407,300	Fidelity & Guaranty Life	1,077,467
11	RiverSource Life Insurance	3,064,885	Allianz Life of North America	1,990,990	Pacific Life	1,065,947
12	Pacific Life	2,917,532	Pacific Life	1,851,585	Midland National	1,050,989
13	AEGON USA	2,578,067	New York Life	1,332,340	MetLife	1,024,729
14	AVIVA	2,307,208	Thrivent Financial for Lutherans	1,290,174	Symetra Financial	838,325
15	American Equity Investment Life	1,896,756	Protective Life	1,240,714	North American Company for Life and Health	801,077
16	Great American	1,674,489	Fidelity Investments Life	912,199	Nationwide Financial	770,600
17	Thrivent Financial for Lutherans	1,629,423	Guardian Life of America	843,443	Genworth Financial	671,758
18	Protective Life	1,549,590	Northwestern Mutual Life	739,662	Principal Financial Group	643,987
19	Security Benefit Life	1,236,279	John Hancock	514,834	Massachusetts Mutual Life	642,597
20	Fidelity & Guaranty Life	1,077,467	Hartford Life	475,285	Western Southern Group	625,973
	Top 20	88,946,328		69,974,249		26,242,579
	Total industry	111,800,000		75,400,000		36,400,000
	Top 20 share	80%		93%		72%

Source: U.S. Individual Annuities Sales Survey, LIMRA