

## U.S. Individual Annuity Sales – Fixed<sup>1</sup> annuity breakout

### 2018 Year-end Results (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate <sup>2</sup>
1	Allianz Life of North America	9,115,959	New York Life	11,265,284
2	Athene Annuity & Life Assurance Company	6,563,236	AIG Companies	6,721,613
3	Nationwide	5,146,600	Global Atlantic Financial Group	5,303,627
4	AIG Companies	4,872,010	Principal Financial Group	3,616,605
5	Great American	4,550,323	Massachusetts Mutual Life	3,402,647
6	American Equity Investment Life	4,221,282	Pacific Life	2,454,522
7	Pacific Life	3,553,965	Western Southern Group	2,026,771
8	Lincoln Financial Group	3,056,285	Symetra Financial	1,833,759
9	Global Atlantic Financial Group	2,839,222	Berkshire Hathaway	1,510,131
10	Fidelity & Guaranty Life	2,283,105	Protective Life	1,308,350
11	Midland National	2,048,472	USAA Life	1,240,424
12	North American Company for Life and Health	1,994,924	Delaware Life	1,127,218
13	Symetra Financial	1,992,013	MetLife	1,060,708
14	Delaware Life	1,386,423	Prudential Annuities	996,181
15	EquiTrust Life	1,303,041	Reliance Standard Life Insurance Company	983,589
16	Massachusetts Mutual Life	1,236,202	Athene Annuity & Life Assurance Company	978,184
17	Security Benefit Life	1,217,168	Northwestern Mutual Life	856,262
18	Reliance Standard Life Insurance Company	1,175,625	Fidelity & Guaranty Life	758,616
19	Bankers Life & Casualty	1,160,150	The Standard	680,445
20	National Life Group	1,042,083	Great American	622,643
	<b>Top 20</b>	<b>\$60,758,088</b>		<b>\$48,747,578</b>
	<b>Total industry</b>	<b>\$69,600,000</b>		<b>\$63,895,000</b>
	<b>Top 20 share</b>	<b>87%</b>		<b>76%</b>

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

<sup>1</sup> Fixed = indexed + fixed-rate

<sup>2</sup> Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements