

U.S. Individual Annuity Sales

2018 Year-end Results (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG Companies	18,383,096	Jackson National Life	16,677,838	AIG Companies	11,593,623
2	Jackson National Life	17,400,336	AXA US	10,651,344	New York Life	11,265,284
3	New York Life	14,169,124	TIAA	10,382,000	Allianz Life of North America	9,125,440
4	Lincoln Financial Group	12,704,368	Lincoln Financial Group	9,128,677	Global Atlantic Financial Group	8,142,849
5	Allianz Life of North America	11,501,199	Prudential Annuities	7,846,155	Athene Annuity & Life	7,541,420
6	AXA US	10,696,068	AIG Companies	6,789,473	Pacific Life	6,008,487
7	TIAA	10,382,000	Nationwide	4,659,300	Nationwide	5,667,300
8	Nationwide	10,326,600	Brighthouse Financial	4,558,917	Great American	5,172,966
9	Pacific Life	9,259,108	RiverSource Life Insurance	4,426,487	Massachusetts Mutual Life	4,638,850
10	Prudential Annuities	9,170,479	Pacific Life	3,250,621	American Equity Investment Life	4,404,956
11	Global Atlantic Financial Group	8,291,461	Transamerica	3,189,183	Symetra Financial	3,825,772
12	Athene Annuity & Life	7,541,420	New York Life	2,903,840	Principal Financial Group	3,666,599
13	Massachusetts Mutual Life	5,232,491	Thrivent Financial for Lutherans	2,389,120	Lincoln Financial Group	3,575,692
14	Great American	5,224,037	Allianz Life of North America	2,375,759	Fidelity & Guaranty Life	3,041,721
15	Brighthouse Financial	4,789,725	Fidelity Investments Life	1,531,424	Delaware Life	2,513,641
16	RiverSource Life Insurance	4,685,725	Northwestern Mutual Life	1,189,431	Western Southern Group	2,482,833
17	American Equity Investment Life	4,404,956	Great-West Financial	899,747	Midland National	2,365,488
18	Principal Financial Group	4,144,002	CMFG Life Insurance Company	834,305	North American Company for Life and Health	2,169,596
19	Symetra Financial	3,830,227	Massachusetts Mutual Life	593,642	Reliance Standard Life	2,159,214
20	Transamerica	3,452,258	Principal Financial Group	477,403	Protective Life	2,136,695
	Top 20	\$175,588,681		\$94,754,666		\$101,498,425
	Total industry	\$233,695,000		\$100,200,000		\$133,495,000
	Top 20 share	75%		95%		76%

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

