

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

1st Quarter 2019 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate ²
1	Allianz Life of North America	2,074,408	New York Life	3,323,874
2	Athene Annuity & Life Assurance Company	1,607,190	AIG Companies	2,429,581
3	AIG Companies	1,483,145	Global Atlantic Financial Group	1,423,725
4	American Equity Investment Life	1,205,137	Massachusetts Mutual Life	966,496
5	Pacific Life	1,128,787	Principal Financial Group	778,235
6	Nationwide	1,100,800	Pacific Life	711,562
7	Lincoln Financial Group	1,100,138	Security Benefit Life	626,554
8	Great American	966,614	Symetra Financial	581,573
9	Global Atlantic Financial Group	869,009	Western Southern Group	581,008
10	Fidelity & Guaranty Life	667,659	American National Insurance Company	533,718
11	Midland National	536,353	Lincoln Financial Group	483,964
12	North American Company for Life and Health	497,577	USAA Life	412,037
13	Symetra Financial	460,440	Great American	386,106
14	EquiTrust Life	386,484	Prudential Annuities	342,880
15	Massachusetts Mutual Life	312,069	MetLife	333,452
16	Bankers Life & Casualty	296,557	Reliance Standard Life Insurance Company	298,971
17	National Life Group	291,543	Fidelity & Guaranty Life	280,797
18	Jackson National Life	276,427	Berkshire Hathaway	244,952
19	Security Benefit Life	271,586	Northwestern Mutual Life	229,048
20	Delaware Life	232,693	The Standard	219,337
	Top 20	\$15,764,617		\$15,187,869
	Total industry	\$18,000,000		\$20,033,000
	Top 20 share	88%		76%

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