

U.S. Individual Annuity Sales

1st Quarter 2019 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG Companies	5,271,436	Jackson National Life	3,456,251	AIG Companies	3,912,726
2	New York Life	3,937,214	AXA US	2,719,542	New York Life	3,323,874
3	Jackson National Life	3,848,139	TIAA	2,548,000	Global Atlantic Financial Group	2,292,734
4	Lincoln Financial Group	3,586,376	Prudential Annuities	2,003,979	Allianz Life of North America	2,077,531
5	Allianz Life of North America	2,785,539	Lincoln Financial Group	2,002,274	Pacific Life	1,840,349
6	AXA US	2,728,057	AIG Companies	1,358,710	Athene Annuity & Life	1,815,874
7	Prudential Annuities	2,563,551	Brighthouse Financial	1,283,442	Lincoln Financial Group	1,584,102
8	TIAA	2,548,000	Nationwide	1,051,400	Great American	1,352,720
9	Pacific Life	2,459,775	RiverSource Life Insurance	867,188	Nationwide	1,312,900
10	Nationwide	2,364,300	Transamerica	719,066	Massachusetts Mutual Life	1,278,564
11	Global Atlantic Financial Group	2,316,634	Allianz Life of North America	708,008	American Equity Investment Life	1,236,495
12	Athene Annuity & Life	1,815,874	Pacific Life	619,426	Symetra Financial	1,042,012
13	Brighthouse Financial	1,427,221	New York Life	613,340	Fidelity & Guaranty Life	948,457
14	Massachusetts Mutual Life	1,381,391	Thrivent Financial for Lutherans	518,183	Security Benefit Life	898,140
15	Great American	1,371,358	Fidelity Investments Life	329,463	Principal Financial Group	792,498
16	American Equity Investment Life	1,236,495	Northwestern Mutual Life	256,554	Midland National	721,773
17	Symetra Financial	1,049,610	CMFG Life Insurance Company	210,061	Western Southern Group	678,376
18	RiverSource Life Insurance	972,890	Great-West Financial	160,207	American National	636,889
19	Fidelity & Guaranty Life	948,457	Penn Mutual	104,948	Prudential Annuities	559,572
20	Security Benefit Life	932,874	Principal Financial Group	103,298	North American Company for Life and Health	549,497
	Top 20	\$45,545,191		\$21,633,341		\$28,855,082
	Total industry	\$60,833,000		\$22,800,000		\$38,033,000
	Top 20 share	75%		95%		76%

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

