

# U.S. Individual Annuity Sales

2<sup>nd</sup> Quarter YTD 2019 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG Companies	10,221,715	Jackson National Life	7,242,848	AIG Companies	7,414,720
2	Jackson National Life	8,618,040	AXA US	5,719,985	New York Life	5,762,178
3	Lincoln Financial Group	7,322,651	TIAA	5,078,000	Global Atlantic Financial Group	5,089,286
4	New York Life	7,196,481	Lincoln Financial Group	4,440,638	Allianz Life of North America	4,379,745
5	Allianz Life of North America	5,918,926	Prudential Annuities	4,337,092	Pacific Life	3,733,057
6	AXA US	5,735,803	AIG Companies	2,806,995	Athene Annuity & Life	3,724,653
7	Prudential Annuities	5,367,321	Brighthouse Financial	2,756,956	Lincoln Financial Group	2,882,012
8	Pacific Life	5,209,920	Nationwide	2,238,200	Nationwide	2,869,200
9	Global Atlantic Financial Group	5,141,621	RiverSource Life Insurance	1,896,936	American Equity Investment Life	2,736,058
10	Nationwide	5,107,400	Transamerica	1,657,513	Great American	2,612,862
11	TIAA	5,078,000	Allianz Life of North America	1,539,180	Massachusetts Mutual Life	2,516,799
12	Athene Annuity & Life	3,724,653	Pacific Life	1,476,863	Fidelity & Guaranty Life	1,978,837
13	Brighthouse Financial	3,030,036	New York Life	1,434,303	Symetra Financial	1,749,059
14	American Equity Investment Life	2,736,058	Thrivent Financial for Lutherans	1,130,113	Security Benefit Life	1,622,476
15	Massachusetts Mutual Life	2,735,411	Fidelity Investments Life	714,522	Western Southern Group	1,606,201
16	Great American	2,656,421	Northwestern Mutual Life	545,453	Jackson National Life	1,375,192
17	RiverSource Life Insurance	2,113,372	CMFG Life Insurance Company	457,427	Principal Financial Group	1,350,432
18	Fidelity & Guaranty Life	1,978,837	Principal Financial Group	230,269	Midland National	1,295,095
19	Transamerica	1,961,123	Great-West Financial	224,351	Delaware Life	1,210,862
20	Symetra Financial	1,782,032	Massachusetts Mutual Life	218,611	American National	1,126,178
	<b>Top 20</b>	<b>\$93,635,821</b>		<b>\$46,146,255</b>		<b>\$57,034,902</b>
	<b>Total industry</b>	<b>\$125,260,000</b>		<b>\$48,600,000</b>		<b>\$76,160,000</b>
	<b>Top 20 share</b>	<b>75%</b>		<b>95%</b>		<b>75%</b>

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

