

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

3rd Quarter YTD 2019 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate ²
1	Allianz Life of North America	6,681,406	New York Life	7,852,800
2	Athene Annuity & Life	5,013,198	AIG Companies	6,027,216
3	AIG Companies	4,516,404	Global Atlantic Financial Group	3,937,357
4	Nationwide	4,001,200	Massachusetts Mutual Life	2,422,360
5	American Equity Investment Life	3,872,072	Pacific Life	2,109,665
6	Lincoln Financial Group	3,094,871	Principal Financial Group	2,068,465
7	Pacific Life	2,890,214	Western Southern Group	2,014,572
8	Global Atlantic Financial Group	2,817,466	Symetra Financial	1,252,290
9	Great American	2,515,719	Delaware Life	1,165,530
10	Jackson National Life	2,473,587	Security Benefit Life	1,107,010
11	Fidelity & Guaranty Life	2,024,966	Great American	1,094,902
12	North American Company for Life and Health	1,441,521	MetLife	1,072,702
13	Midland National	1,414,633	USAA Life	1,046,183
14	EquiTrust Life	1,250,037	American National Insurance Company	1,020,337
15	Symetra Financial	1,047,054	Jackson National Life	869,279
16	Massachusetts Mutual Life	962,960	Lincoln Financial Group	814,139
17	National Life Group	962,596	Berkshire Hathaway	789,528
18	Bankers Life & Casualty	926,953	Prudential Annuities	725,976
19	Security Benefit Life	890,836	Northwestern Mutual Life	719,619
20	Delaware Life	853,038	Reliance Standard Life Insurance Company	693,216
	Top 20	\$49,650,732		\$38,803,146
	Total industry	\$56,600,000		\$52,450,000
	Top 20 share	88%		74%

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