

U.S. Individual Annuity Sales – Fixed¹ annuity breakout 2019 (\$ in thousands)

| Rank | Company name | Indexed | Company name | Fixed-Rate ² |
|------|--|---------------------|-------------------------------------|-------------------------|
| 1 | Allianz Life of North America | 8,358,718 | New York Life | 9,863,105 |
| 2 | Athene Annuity & Life | 6,122,393 | AIG Companies | 7,237,372 |
| 3 | AIG Companies | 6,026,956 | Global Atlantic Financial Group | 4,684,876 |
| 4 | Nationwide | 5,455,800 | Massachusetts Mutual Life | 3,854,866 |
| 5 | American Equity Investment Life | 4,705,319 | Pacific Life | 2,873,727 |
| 6 | Lincoln Financial Group | 4,122,282 | Principal Financial Group | 2,844,881 |
| 7 | Jackson | 3,738,838 | Western Southern Group | 2,468,257 |
| 8 | Global Atlantic Financial Group | 3,607,134 | Symetra Financial | 2,103,435 |
| 9 | Pacific Life | 3,321,109 | MetLife | 1,443,005 |
| 10 | Great American | 3,142,476 | Great American | 1,403,162 |
| 11 | Fidelity & Guaranty Life | 2,820,209 | USAA Life | 1,363,503 |
| 12 | North American Company for Life and Health | 2,011,720 | Delaware Life | 1,226,225 |
| 13 | Midland National | 1,836,938 | Jackson | 1,194,115 |
| 14 | EquiTrust Life | 1,566,517 | Security Benefit Life | 1,147,653 |
| 15 | Symetra Financial | 1,394,120 | Protective Life | 1,129,567 |
| 16 | Security Benefit Life | 1,392,365 | Berkshire Hathaway | 1,069,277 |
| 17 | National Life Group | 1,299,477 | American National Insurance Company | 1,060,945 |
| 18 | Bankers Life & Casualty | 1,228,777 | Prudential Annuities | 966,042 |
| 19 | Massachusetts Mutual Life | 1,224,809 | Lincoln Financial Group | 962,508 |
| 20 | Delaware Life | 1,179,727 | Northwestern Mutual Life | 938,118 |
| | Top 20 | \$64,555,688 | | \$49,834,640 |
| | Total industry | \$73,500,000 | | \$66,327,000 |
| | Top 20 share | 88% | | 75% |

¹ Fixed = indexed + fixed-rate

² Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements

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

