

U.S. Individual Annuity Sales 2019 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson	19,626,719	Jackson	14,693,766	AIG Companies	13,264,328
2	AIG Companies	19,419,511	Equitable Financial	11,697,921	New York Life	9,863,105
3	Lincoln Financial Group	14,837,778	TIAA	9,858,000	Allianz Life of North America	8,368,418
4	New York Life	13,239,522	Lincoln Financial Group	9,752,988	Global Atlantic Financial Group	8,292,011
5	Allianz Life of North America	12,369,631	Prudential Annuities	8,523,711	Athene Annuity & Life	6,766,852
6	Equitable Financial	11,734,276	AIG Companies	6,155,183	Pacific Life	6,194,836
7	Nationwide	10,809,100	Brighthouse Financial	5,767,867	Nationwide	6,114,900
8	Prudential Annuities	10,477,707	Nationwide	4,694,200	Lincoln Financial Group	5,084,791
9	TIAA	9,858,000	RiverSource Life Insurance	4,086,723	Massachusetts Mutual Life	5,079,675
10	Pacific Life	9,511,941	Allianz Life of North America	4,001,212	American Equity Investment Life	4,963,206
11	Global Atlantic Financial Group	8,397,573	Transamerica	3,633,533	Jackson National Life	4,932,953
12	Athene Annuity & Life	6,782,132	New York Life	3,376,417	Great American	4,545,638
13	Brighthouse Financial	6,157,641	Pacific Life	3,317,105	Fidelity & Guaranty Life	3,595,367
14	Massachusetts Mutual Life	5,544,547	Thrivent Financial for Lutherans	2,291,067	Symetra Financial	3,497,556
15	American Equity Investment Life	4,963,206	Fidelity Investments Life	1,545,727	Principal Financial Group	2,890,424
16	Great American	4,649,120	Northwestern Mutual Life	1,045,025	Western Southern Group	2,838,241
17	RiverSource Life Insurance	4,435,381	CMFG Life Insurance Company	998,448	Security Benefit Life	2,540,018
18	Transamerica	4,196,306	Principal Financial Group	568,663	Delaware Life	2,405,953
19	Symetra Financial	3,622,527	Massachusetts Mutual Life	464,872	Midland National	2,257,659
20	Fidelity & Guaranty Life	3,595,367	Securian Financial	364,198	North American Company for Life and Health	2,216,537
	Top 20	\$184,227,984		\$96,836,625		\$105,712,466
	Total industry	\$241,727,000		\$101,900,000		\$139,827,000
	Top 20 share	76%		95%		76%

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



U.S. Individual Annuity Sales – Fixed¹ annuity breakout

4th Quarter YTD 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 National Life	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 National Life	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%

Source: 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