

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

1st Quarter 2020 (\$ in thousands)

| Rank | Company name | Indexed | Company name | Fixed-Rate ² |
|------|---------------------------------|---------------------|---------------------------------|-------------------------|
| 1 | Allianz Life of North America | 1,558,565 | New York Life | 2,369,660 |
| 2 | AIG Companies | 1,447,617 | AIG Companies | 1,069,818 |
| 3 | Nationwide | 1,269,100 | Massachusetts Mutual Life | 908,724 |
| 4 | Athene Annuity & Life | 1,083,377 | Western Southern Group | 896,369 |
| 5 | Lincoln Financial Group | 1,010,578 | Global Atlantic Financial Group | 852,711 |
| 6 | Fidelity & Guaranty Life | 831,559 | Pacific Life | 827,901 |
| 7 | Security Benefit Life | 830,435 | Symetra Financial | 505,776 |
| 8 | Global Atlantic Financial Group | 819,591 | Protective Life | 397,795 |
| 9 | Sammons Financial Companies | 760,435 | USAA Life | 380,490 |
| 10 | Jackson National Life | 747,400 | Great American | 336,893 |
| 11 | Great American | 725,204 | Reliance Standard Life | 282,656 |
| 12 | American Equity Investment Life | 692,565 | Jackson National Life | 272,690 |
| 13 | Pacific Life | 548,777 | Principal Financial Group | 261,429 |
| 14 | National Life Group | 359,251 | Berkshire Hathaway | 223,336 |
| 15 | Symetra Financial | 332,191 | MetLife | 221,569 |
| 16 | Bankers Life & Casualty | 277,799 | Northwestern Mutual Life | 214,291 |
| 17 | EquiTrust Life | 271,044 | Brighthouse Financial | 193,444 |
| 18 | Protective Life | 212,313 | Nationwide | 189,300 |
| 19 | Prudential Annuities | 198,595 | Prudential Annuities | 142,364 |
| 20 | Massachusetts Mutual Life | 196,390 | Athene Annuity & Life | 135,230 |
| | Top 20 | \$14,172,784 | | \$10,682,445 |
| | Total industry | \$16,200,000 | | \$13,670,000 |
| | Top 20 share | 87% | | 78% |

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