

U.S. Individual Annuity Sales  
1<sup>st</sup> Quarter 2020 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	4,997,694	Jackson National Life	3,977,604	AIG Companies	2,517,434
2	AIG Companies	4,155,138	Equitable Financial	2,812,913	New York Life	2,369,660
3	Lincoln Financial Group	3,781,738	Lincoln Financial Group	2,723,783	Global Atlantic Financial Group	1,672,302
4	New York Life	3,355,187	TIAA	2,373,000	Allianz Life of North America	1,560,929
5	Equitable Financial	2,827,364	Prudential Annuities	1,715,441	Nationwide	1,458,400
6	Allianz Life of North America	2,606,412	AIG Companies	1,637,704	Pacific Life	1,376,678
7	Nationwide	2,526,200	Brighthouse Financial	1,567,563	Athene Annuity & Life	1,218,607
8	Pacific Life	2,463,728	Pacific Life	1,087,050	Massachusetts Mutual Life	1,105,114
9	TIAA	2,373,000	RiverSource Life Insurance	1,070,976	Great American	1,062,097
10	Prudential Annuities	2,056,400	Nationwide	1,067,800	Lincoln Financial Group	1,057,955
11	Brighthouse Financial	1,781,074	Allianz Life of North America	1,045,482	Jackson National Life	1,020,090
12	Global Atlantic Financial Group	1,688,411	New York Life	985,527	Western Southern Group	971,858
13	Athene Annuity & Life	1,246,114	Transamerica	792,541	Fidelity & Guaranty Life	945,711
14	Massachusetts Mutual Life	1,223,042	Thrivent Financial for Lutherans	602,720	Security Benefit Life	883,352
15	RiverSource Life Insurance	1,115,664	Fidelity Investments Life	447,759	Sammons Financial Companies	879,282
16	Great American	1,093,593	CMFG Life Insurance Company	308,006	Symetra Financial	837,967
17	Western Southern Group	985,785	Northwestern Mutual Life	290,503	American Equity Investment Life	704,850
18	Sammons Financial Companies	961,739	Massachusetts Mutual Life	117,928	Protective Life	610,108
19	Fidelity & Guaranty Life	945,711	Principal Financial Group	115,025	Delaware Life	440,054
20	Security Benefit Life	919,389	Penn Mutual	88,065	Reliance Standard Life	406,425
	<b>Top 20</b>	<b>\$43,103,383</b>		<b>\$24,827,391</b>		<b>\$23,098,872</b>
	<b>Total industry</b>	<b>\$55,870,000</b>		<b>\$26,000,000</b>		<b>\$29,870,000</b>
	<b>Top 20 share</b>	<b>77%</b>		<b>95%</b>		<b>77%</b>

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



# U.S. Individual Annuity Sales – Fixed<sup>1</sup> annuity breakout

## 1<sup>st</sup> Quarter 2020 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate <sup>2</sup>
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 Assurance Company	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	831,259	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	Delaware Life	332,116	Northwestern Mutual Life	214,291
17	Bankers Life & Casualty	277,799	Brighthouse Financial	193,444
18	EquiTrust Life	271,044	Nationwide	189,300
19	Protective Life	212,313	Prudential Annuities	142,364
20	Prudential Annuities	198,595	Athene Annuity & Life	135,230
	<b>Top 20</b>	<b>\$14,308,210</b>		<b>\$10,682,445</b>
	<b>Total industry</b>	<b>\$16,200,000</b>		<b>\$13,670,000</b>
	<b>Top 20 share</b>	<b>88%</b>		<b>78%</b>

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

<sup>1</sup> Fixed = indexed + fixed-rate

<sup>2</sup> Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements