

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

*2<sup>nd</sup> Quarter YTD 2020 (\$ in thousands)*

Rank	Company name	Indexed	Company name	Fixed-Rate <sup>2</sup>
1	Allianz Life of North America	2,783,953	New York Life	5,028,350
2	Athene Annuity & Life	2,474,399	Massachusetts Mutual Life	3,550,145
3	AIG Companies	2,244,124	Global Atlantic Financial Group	1,900,030
4	Nationwide	1,741,600	AIG Companies	1,820,203
5	Fidelity & Guaranty Life	1,696,705	Pacific Life	1,543,593
6	Security Benefit Life	1,568,808	Western Southern Group	1,416,179
7	Sammons Financial Companies	1,526,098	Sammons Financial Companies	1,238,323
8	Global Atlantic Financial Group	1,429,837	Symetra Financial	1,057,260
9	Lincoln Financial Group	1,300,440	USAA Life	650,312
10	American Equity Investment Life	1,237,836	MetLife	555,191
11	Great American	1,211,354	Principal Financial Group	554,425
12	Jackson National Life	884,856	Protective Life	527,511
13	Pacific Life	714,819	Athene Annuity & Life	485,937
14	Delaware Life	630,298	Reliance Standard Life Insurance Company	473,831
15	EquiTrust Life	628,825	Security Benefit Life	466,869
16	National Life Group	577,695	Great American	463,943
17	Symetra Financial	557,988	Delaware Life	438,782
18	Bankers Life & Casualty	505,892	Brighthouse Financial	436,537
19	Protective Life	478,350	Berkshire Hathaway	410,219
20	Prudential Annuities	460,851	Northwestern Mutual Life	375,850
	<b>Top 20</b>	<b>\$24,654,728</b>		<b>\$23,393,491</b>
	<b>Total industry</b>	<b>\$28,200,000</b>		<b>\$29,423,000</b>
	<b>Top 20 share</b>	<b>87%</b>		<b>80%</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