

U.S. Individual Annuity Sales

2nd Quarter YTD 2020 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	8,452,306	Jackson National Life	7,253,757	New York Life	5,028,350
2	AIG Companies	6,965,325	Equitable Financial	5,248,989	AIG Companies	4,064,327
3	New York Life	6,933,036	Lincoln Financial Group	5,012,081	Massachusetts Mutual Life	3,864,804
4	Lincoln Financial Group	6,369,080	TIAA	4,580,000	Global Atlantic Financial Group	3,329,867
5	Equitable Financial	5,269,179	AIG Companies	2,900,998	Athene Annuity & Life	2,960,337
6	Allianz Life of North America	4,664,570	Brighthouse Financial	2,853,715	Allianz Life of North America	2,788,711
7	TIAA	4,580,000	Prudential Annuities	2,760,846	Sammons Financial Companies	2,764,421
8	Pacific Life	4,137,848	New York Life	1,904,686	Pacific Life	2,258,412
9	Massachusetts Mutual Life	4,065,711	Nationwide	1,894,000	Security Benefit Life	2,035,678
10	Nationwide	3,881,500	Pacific Life	1,879,436	Nationwide	1,987,500
11	Brighthouse Financial	3,502,096	Allianz Life of North America	1,875,858	Fidelity & Guaranty Life	1,858,202
12	Prudential Annuities	3,459,436	RiverSource Life Insurance	1,641,485	Great American	1,675,297
13	Global Atlantic Financial Group	3,367,367	Transamerica	1,434,018	Symetra Financial	1,615,248
14	Athene Annuity & Life	3,037,563	Thrivent Financial for Lutherans	1,059,302	Western Southern Group	1,565,144
15	Sammons Financial Companies	2,894,622	Fidelity Investments Life	719,662	Lincoln Financial Group	1,356,999
16	Security Benefit Life	2,109,420	CMFG Life Insurance Company	534,040	American Equity Investment Life	1,263,649
17	Fidelity & Guaranty Life	1,858,202	Northwestern Mutual Life	506,225	Jackson National Life	1,198,549
18	Great American	1,738,896	Principal Financial Group	201,056	Delaware Life	1,069,080
19	RiverSource Life Insurance	1,718,958	Massachusetts Mutual Life	200,906	Protective Life	1,005,861
20	Symetra Financial	1,704,282	Penn Mutual	160,905	EquiTrust Life	824,574
	Top 20	\$80,709,396		\$44,621,967		\$44,515,010
	Total industry	\$104,423,000		\$46,800,000		\$57,623,000
	Top 20 share	77%		95%		77%

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

