

U.S. Individual Fixed Annuity Sales Breakout

2nd Quarter YTD 2020 (\$ in thousands)

| Rank | Company name | Fixed-Rate Deferred | Company name | Indexed | Company name | Payout Annuities ¹ |
|------|---------------------------------|------------------------|---------------------------------|-------------------|---------------------------------|----------------------------------|
| 1 | New York Life | 3,430,758 | Allianz Life of North America | 2,783,953 | New York Life | 1,597,592 |
| 2 | Massachusetts Mutual Life | 3,318,618 | Athene Annuity & Life | 2,474,399 | Pacific Life | 735,177 |
| 3 | Global Atlantic Financial Group | 1,851,750 | AIG Companies | 2,244,124 | MetLife | 555,191 |
| 4 | AIG Companies | 1,585,096 | Nationwide | 1,741,600 | Western Southern Group | 503,962 |
| 5 | Sammons Financial Companies | 1,186,114 | Fidelity & Guaranty Life | 1,696,705 | USAA Life | 434,077 |
| 6 | Symetra Financial | 1,000,530 | Security Benefit Life | 1,568,808 | Berkshire Hathaway | 410,219 |
| 7 | Western Southern Group | 912,217 | Sammons Financial Companies | 1,526,098 | Northwestern Mutual Life | 370,312 |
| 8 | Pacific Life | 808,416 | Global Atlantic Financial Group | 1,429,837 | AIG Companies | 235,107 |
| 9 | Protective Life | 499,581 | Lincoln Financial Group | 1,300,440 | Massachusetts Mutual Life | 231,527 |
| 10 | Athene Annuity & Life | 482,545 | American Equity Investment Life | 1,237,836 | Prudential Annuities | 211,189 |
| 11 | Reliance Standard Life | 473,831 | Great American | 1,211,354 | Nationwide | 196,200 |
| 12 | Security Benefit Life | 466,869 | Jackson National Life | 884,856 | Principal Financial Group | 186,912 |
| 13 | Great American | 445,872 | Pacific Life | 714,819 | Modern Woodmen | 58,908 |
| 14 | Delaware Life | 438,782 | Delaware Life | 630,298 | Symetra Financial | 56,729 |
| 15 | Brighthouse Financial | 429,540 | EquiTrust Life | 628,825 | Sammons Financial Companies | 52,209 |
| 16 | Principal Financial Group | 367,513 | National Life Group | 577,695 | American National | 51,289 |
| 17 | Jackson National Life | 295,683 | Symetra Financial | 557,988 | Guardian Life of America | 49,057 |
| 18 | USAA Life | 216,235 | Bankers Life & Casualty | 505,892 | Global Atlantic Financial Group | 48,280 |
| 19 | American National | 176,761 | Protective Life | 478,350 | Mutual of Omaha | 43,925 |
| 20 | Knights of Columbus | 165,052 | Prudential Annuities | 460,851 | The Standard | 43,131 |
| | Top 20 | 18,551,763 | Top 20 | 24,654,728 | Top 20 | 6,070,994 |
| | Total industry | 22,600,000 | Total industry | 28,200,000 | Total industry | 6,823,000 |
| | Top 20 share | 82% | Top 20 share | 87% | Top 20 share | 89% |

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

¹ Payout Annuities = fixed immediate + deferred income + structured settlements