

## U.S. Individual Annuity Sales

### 2<sup>nd</sup> 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
	<b>Top 20</b>	<b>80,709,396</b>	<b>Top 20</b>	<b>44,621,967</b>	<b>Top 20</b>	<b>44,515,010</b>
	<b>Total industry</b>	<b>104,423,000</b>	<b>Total industry</b>	<b>46,800,000</b>	<b>Total industry</b>	<b>57,623,000</b>
	<b>Top 20 share</b>	<b>77%</b>	<b>Top 20 share</b>	<b>95%</b>	<b>Top 20 share</b>	<b>77%</b>

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



## U.S. Individual Fixed Annuity Sales Breakout

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

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities <sup>1</sup>
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
	<b>Top 20</b>	<b>18,551,763</b>	<b>Top 20</b>	<b>24,654,728</b>	<b>Top 20</b>	<b>6,070,994</b>
	<b>Total industry</b>	<b>22,600,000</b>	<b>Total industry</b>	<b>28,200,000</b>	<b>Total industry</b>	<b>6,823,000</b>
	<b>Top 20 share</b>	<b>82%</b>	<b>Top 20 share</b>	<b>87%</b>	<b>Top 20 share</b>	<b>89%</b>

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

<sup>1</sup> Payout Annuities = fixed immediate + deferred income + structured settlements

## U.S. Individual Annuity Sales – Variable annuity breakout

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

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	7,253,757	Equitable Financial	2,214,166
2	TIAA	4,580,000	Brighthouse Financial	2,045,497
3	Equitable Financial	3,034,823	Lincoln Financial Group	1,992,054
4	Lincoln Financial Group	3,020,027	Allianz Life of North America	1,840,716
5	AIG Companies	2,900,998	CMFG Life Insurance Company	528,972
6	Prudential Annuities	2,638,369	RiverSource Life Insurance	378,700
7	New York Life	1,904,686	Prudential Annuities	122,477
8	Nationwide	1,894,000	Symetra Financial	87,524
9	Pacific Life	1,879,436	Athene Annuity & Life Assurance Company	77,226
10	Transamerica	1,434,018	Great American	55,171
11	RiverSource Life Insurance	1,262,785	Protective Life	5,002
12	Thrivent Financial for Lutherans	1,059,302		
13	Brighthouse Financial	808,218		
14	Fidelity Investments Life	719,662		
15	Northwestern Mutual Life	506,225		
16	Principal Financial Group	201,056		
17	Massachusetts Mutual Life	200,906		
18	Penn Mutual	160,905		
19	Horace Mann Life Insurance Company	152,626		
20	Sammons Financial Companies	130,201		
	<b>Top 20</b>	<b>35,742,001</b>	<b>Top 20</b>	<b>9,347,505</b>
	<b>Total industry</b>	<b>37,440,000</b>	<b>Total industry</b>	<b>9,360,000</b>
	<b>Top 20 share</b>	<b>95%</b>	<b>Top 20 share</b>	<b>100%</b>