

U.S. Individual Fixed Annuity Sales Breakout

3rd Quarter YTD 2020 (\$ in thousands)

| Rank | Company name | Fixed-Rate Deferred | Company name | Indexed | Company name | Payout Annuities ¹ |
|------|---------------------------------|------------------------|---------------------------------|---------------------|---------------------------------|----------------------------------|
| 1 | Massachusetts Mutual Life | 5,177,523 | Athene Annuity & Life Co. | 3,984,628 | New York Life | 2,387,770 |
| 2 | New York Life | 4,504,297 | Allianz Life of North America | 3,909,646 | MetLife | 907,143 |
| 3 | Sammons Financial Companies | 3,934,153 | AIG Companies | 3,307,004 | Pacific Life | 893,169 |
| 4 | Global Atlantic Financial Group | 2,857,252 | Sammons Financial Companies | 2,592,682 | USAA Life | 687,130 |
| 5 | AIG Companies | 2,769,681 | Fidelity & Guaranty Life | 2,512,203 | Western Southern Group | 678,109 |
| 6 | Symetra Financial | 1,476,933 | Nationwide | 2,287,400 | Northwestern Mutual Life | 556,576 |
| 7 | Athene Annuity & Life Co. | 1,395,118 | Global Atlantic Financial Group | 2,208,389 | Berkshire Hathaway | 507,452 |
| 8 | Western Southern Group | 1,126,649 | Security Benefit Life | 2,199,408 | AIG Companies | 328,489 |
| 9 | Brighthouse Financial | 1,124,843 | Great American | 1,765,359 | Massachusetts Mutual Life | 286,014 |
| 10 | Security Benefit Life | 1,081,167 | American Equity Investment Life | 1,731,820 | Prudential Annuities | 267,777 |
| 11 | Pacific Life | 1,076,358 | Lincoln Financial Group | 1,379,792 | Nationwide | 243,500 |
| 12 | Delaware Life | 845,050 | EquiTrust Life | 1,170,416 | Principal Financial Group | 231,148 |
| 13 | Protective Life | 805,756 | Delaware Life | 1,098,630 | Symetra Financial | 89,705 |
| 14 | Reliance Standard Life Ins. Co. | 740,907 | Protective Life | 953,134 | Global Atlantic Financial Group | 89,587 |
| 15 | Great American | 605,037 | Jackson National Life | 951,494 | Modern Woodmen | 86,905 |
| 16 | USAA Life | 571,460 | National Life Group | 901,614 | American National Insurance Co. | 85,695 |
| 17 | Principal Financial Group | 470,402 | Pacific Life | 855,843 | Mutual of Omaha | 81,353 |
| 18 | Fidelity & Guaranty Life | 413,381 | Symetra Financial | 845,840 | Guardian Life of America | 72,011 |
| 19 | Jackson National Life | 334,678 | Bankers Life & Casualty | 780,185 | The Standard | 62,845 |
| 20 | Mutual of Omaha | 334,602 | Prudential Annuities | 730,925 | EquiTrust Life | 62,310 |
| | Top 20 | \$31,645,246 | Top 20 | \$36,166,413 | Top 20 | \$8,604,688 |
| | Total industry | \$38,400,000 | Total industry | 41,400,000 | Total industry | \$9,642,000 |
| | 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