

U.S. Individual Fixed Annuity Sales Breakout

Year-end 2020 (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities ¹
1	New York Life	6,787,935	Athene Annuity & Life Co.	5,846,106	New York Life	3,097,121
2	Massachusetts Mutual Life	5,393,216	Allianz Life of North America	5,016,919	MetLife	1,183,401
3	Sammons Financial Companies	4,272,313	AIG Companies	4,542,675	Pacific Life	1,091,542
4	AIG Companies	3,565,230	Sammons Financial Companies	3,743,678	USAA Life	890,871
5	Global Atlantic Financial Group	3,432,954	Fidelity & Guaranty Life	3,458,101	Western Southern Group	868,455
6	Western Southern Group	2,035,737	Global Atlantic Financial Group	3,071,197	Northwestern Mutual Life	774,248
7	Brighthouse Financial	2,010,519	Nationwide	2,935,700	Berkshire Hathaway	706,649
8	Symetra Financial	1,932,348	Security Benefit Life	2,882,395	Massachusetts Mutual Life	486,651
9	Athene Annuity & Life Co.	1,797,732	Great American	2,348,040	AIG Companies	414,030
10	Security Benefit Life	1,313,987	American Equity Investment Life	2,338,390	Prudential Annuities	360,783
11	American Equity Investment Life	1,311,348	EquiTrust Life	1,624,196	Nationwide	296,600
12	Pacific Life	1,183,891	Delaware Life	1,601,571	Principal Financial Group	265,356
13	Delaware Life	1,069,900	Lincoln Financial Group	1,449,640	Guardian Life of America	164,491
14	Great American	995,922	National Life Group	1,309,393	Modern Woodmen	139,757
15	Protective Life	938,337	Protective Life	1,279,550	Symetra Financial	132,389
16	Reliance Standard Life Ins. Co.	911,787	Bankers Life & Casualty	1,109,115	Global Atlantic Financial Group	124,309
17	USAA Life	858,423	Symetra Financial	1,091,988	American National Insurance Co.	115,343
18	Fidelity & Guaranty Life	775,142	Pacific Life	1,012,959	Mutual of Omaha	108,429
19	Principal Financial Group	511,488	Jackson National Life	1,000,778	The Standard	85,312
20	Knights of Columbus	385,011	Prudential Annuities	837,668	Penn Mutual	80,183
	Top 20	\$41,483,221	Top 20	\$48,500,059	Top 20	\$11,385,921
	Total industry	\$52,100,000	Total industry	55,500,000	Total industry	\$12,795,000
	Top 20 share	80%	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