

U.S. Individual Fixed Annuity Sales Breakout

1st Quarter 2021 (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities ¹
1	New York Life	2,523,222	Athene Annuity & Life Co.	1,635,149	New York Life	598,370
2	American Equity Investment Life	1,754,963	AIG Companies	1,475,845	MetLife	264,007
3	Global Atlantic Financial Group	1,355,123	Allianz Life of North America	1,095,451	USAA Life	252,278
4	Symetra Financial	982,907	Fidelity & Guaranty Life	1,046,580	Massachusetts Mutual Life	217,977
5	AIG Companies	859,284	Sammons Financial Companies	1,020,053	Northwestern Mutual Life	213,724
6	USAA Life	775,252	Global Atlantic Financial Group	815,912	Pacific Life	195,344
7	Western Southern Group	578,190	Security Benefit Life	709,246	Berkshire Hathaway	183,686
8	Fidelity & Guaranty Life	466,255	Great American	678,617	Guardian Life of America	135,656
9	Sammons Financial Companies	398,666	American Equity Investment Life	666,084	Western Southern Group	87,431
10	Great American	388,953	Nationwide	550,900	Prudential Annuities	71,045
11	Massachusetts Mutual Life	177,900	EquiTrust Life	424,440	Modern Woodmen	53,066
12	Pacific Life	163,985	National Life Group	355,428	AIG Companies	52,537
13	Security Benefit Life	152,227	Delaware Life	340,084	Nationwide	42,700
14	Protective Life	140,063	Bankers Life & Casualty	312,461	Principal Financial Group	39,550
15	Knights of Columbus	134,729	Protective Life	273,688	Penn Mutual	31,870
16	American National Insurance Co.	119,163	American National Insurance Co.	204,942	American National Insurance Co.	30,238
17	Americo Financial Life & Annuity	113,718	Ameritas Life	187,762	Global Atlantic Financial Group	21,800
18	Reliance Standard Life Ins. Co.	106,668	Transamerica	179,792	The Standard	19,937
19	Modern Woodmen	103,946	Symetra Financial	157,406	EquiTrust Life	19,838
20	The Standard	98,962	Massachusetts Mutual Life	146,387	Symetra Financial	19,101
	Top 20	\$11,394,177	Top 20	\$12,276,227	Top 20	\$2,550,156
	Total industry	\$14,600,000	Total industry	13,500,000	Total industry	\$2,924,000
	Top 20 share	78%	Top 20 share	91%	Top 20 share	87%

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

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