

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

*1<sup>st</sup> Quarter 2021 (\$ in thousands)*

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	4,648,898	Equitable Financial	1,751,840
2	TIAA	2,034,000	Prudential Annuities	1,574,071
3	AIG Companies	1,924,560	Allianz Life of North America	1,541,444
4	Nationwide	1,836,100	Lincoln Financial Group	1,479,832
5	Equitable Financial	1,534,848	Brighthouse Financial	1,429,780
6	Lincoln Financial Group	1,323,100	RiverSource Life Insurance	603,749
7	Pacific Life	1,232,220	CMFG Life Insurance Company	333,747
8	New York Life	1,119,309	New York Life	110,542
9	RiverSource Life Insurance	817,039	Nationwide	78,900
10	Thrivent Financial for Lutherans	722,869	Athene Annuity & Life Co.	78,307
11	Fidelity Investments Life	720,150	Great American	70,457
12	Brighthouse Financial	486,738	Symetra Financial	67,763
13	Transamerica	422,097	Protective Life	19,304
14	Northwestern Mutual Life	274,475		
15	Protective Life	200,068		
16	Prudential Annuities	165,250		
17	Principal Financial Group	122,325		
18	Massachusetts Mutual Life	107,106		
19	Sammons Financial Companies	92,858		
20	Penn Mutual	91,008		
	<b>Top 20</b>	<b>\$19,875,018</b>	<b>Top 20</b>	<b>\$9,139,736</b>
	<b>Total industry</b>	<b>\$20,850,000</b>	<b>Total industry</b>	<b>\$9,150,000</b>
	<b>Top 20 share</b>	<b>95%</b>	<b>Top 20 share</b>	<b>100%</b>

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

