

U.S. Individual Variable Annuity Sales – VA Breakout
2nd Quarter YTD 2021 (\$ in thousands)

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	9,439,000	Equitable Financial	3,656,587
2	TIAA	4,079,500	Allianz Life of North America	3,242,125
3	AIG Companies	4,072,082	Lincoln Financial Group	3,080,329
4	Nationwide	4,009,900	Prudential Annuities	3,048,999
5	Equitable Financial	3,301,888	Brighthouse Financial	3,027,651
6	Lincoln Financial Group	2,812,041	RiverSource Life Insurance	1,332,379
7	Pacific Life	2,734,008	CMFG Life Insurance Company	727,394
8	New York Life	2,283,037	New York Life	293,429
9	RiverSource Life Insurance	1,684,817	Nationwide	198,200
10	Thrivent Financial for Lutherans	1,457,109	Athene Annuity & Life Assurance Company	181,226
11	Fidelity Investments Life	1,375,956	Symetra Financial	161,373
12	Brighthouse Financial	1,066,188	Great American*	125,261
13	Transamerica	713,924	Massachusetts Mutual Life	43,898
14	Northwestern Mutual Life	578,427	Protective Life	42,588
15	Protective Life	475,919		
16	Prudential Annuities	308,623		
17	Principal Financial Group	253,696		
18	Sammons Financial Companies	229,434		
19	Massachusetts Mutual Life	210,054		
20	Horace Mann Life Insurance Company	187,070		
	Top 20	\$41,272,673	Top 20	\$19,161,440
	Total industry	\$43,520,000	Total industry	\$19,180,000
	Top 20 share	95%	Top 20 share	100%

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

*Great American's sales are through May of 2021. Sales after May 2021 are rolled into Massachusetts Mutual Life