

## U.S. Individual Annuity Sales

### 2<sup>nd</sup> Quarter YTD 2021 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG Companies	9,704,345	Jackson National Life	9,439,000	AIG Companies	5,632,263
2	Jackson National Life	9,598,633	Equitable Financial	6,958,474	New York Life	5,613,770
3	New York Life	8,190,236	Lincoln Financial Group	5,892,370	Global Atlantic Financial Group	4,632,085
4	Equitable Financial	6,970,038	Nationwide	4,208,100	American Equity Investment Life	3,615,089
5	Lincoln Financial Group	6,161,531	Brighthouse Financial	4,093,838	Athene Annuity & Life	3,352,364
6	Allianz Life of North America	6,161,088	TIAA	4,079,500	Fidelity & Guaranty Life	3,160,494
7	Nationwide	5,611,600	AIG Companies	4,072,082	Allianz Life of North America	2,915,685
8	Global Atlantic Financial Group	4,662,067	Prudential Annuities	3,357,622	Sammons Financial Companies	2,909,652
9	Brighthouse Financial	4,243,470	Allianz Life of North America	3,245,404	Massachusetts Mutual Life	2,872,795
10	TIAA	4,079,500	RiverSource Life Insurance	3,017,196	Great American*	2,219,379
11	Pacific Life	3,965,514	Pacific Life	2,734,008	Symetra Financial	2,090,119
12	Prudential Annuities	3,686,170	New York Life	2,576,466	Security Benefit Life	1,784,799
13	American Equity Investment Life	3,615,089	Thrivent Financial for Lutherans	1,457,109	USAA Life	1,756,443
14	Athene Annuity & Life	3,533,591	Fidelity Investments Life	1,375,956	Western Southern Group	1,686,673
15	Fidelity & Guaranty Life	3,160,494	CMFG Life Insurance Company	731,692	Nationwide	1,403,500
16	Sammons Financial Companies	3,139,086	Transamerica	713,924	Pacific Life	1,231,506
17	Massachusetts Mutual Life	3,126,746	Northwestern Mutual Life	578,427	Delaware Life	1,090,391
18	RiverSource Life Insurance	3,059,851	Protective Life	518,507	American National Insurance Co.	958,480
19	Great American*	2,350,061	Massachusetts Mutual Life	253,952	EquiTrust Life	905,950
20	Symetra Financial	2,252,618	Principal Financial Group	253,696	National Life Group	775,547
	<b>Top 20</b>	<b>\$97,271,730</b>	<b>Top 20</b>	<b>\$59,557,325</b>	<b>Top 20</b>	<b>\$50,606,984</b>
	<b>Total industry</b>	<b>\$129,334,000</b>	<b>Total industry</b>	<b>\$62,700,000</b>	<b>Total industry</b>	<b>\$66,634,000</b>
	<b>Top 20 share</b>	<b>75%</b>	<b>Top 20 share</b>	<b>95%</b>	<b>Top 20 share</b>	<b>76%</b>

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.