

# U.S. Individual Fixed Annuity Sales Breakout

3<sup>rd</sup> Quarter YTD 2021 (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities <sup>1</sup>
1	New York Life	5,185,325	Athene Annuity & Life	5,299,310	New York Life	1,749,075
2	Global Atlantic Financial Group	3,695,936	Allianz Life of North America	5,218,446	Massachusetts Mutual Life*	921,923
3	Massachusetts Mutual Life*	3,695,066	AIG Companies	4,578,710	MetLife	887,007
4	AIG Companies	3,269,818	Fidelity & Guaranty Life	3,254,502	Northwestern Mutual Life	712,171
5	American Equity Investment Life	2,411,167	Sammons Financial Companies	3,156,918	Pacific Life	628,289
6	Symetra Financial	2,222,349	Global Atlantic Financial Group	2,511,298	Berkshire Hathaway	592,363
7	Western Southern Group	1,959,321	American Equity Investment Life	2,468,196	USAA Life	538,437
8	USAA Life	1,629,556	Security Benefit Life	2,243,199	Western Southern Group	442,672
9	Fidelity & Guaranty Life	1,435,324	Nationwide	2,122,400	Guardian Life of America	293,670
10	Sammons Financial Companies	1,047,041	Massachusetts Mutual Life*	1,519,714	AIG Companies	183,043
11	Great American*	973,965	Great American*	1,228,492	Modern Woodmen	135,435
12	Pacific Life	737,051	Delaware Life	1,216,208	Principal Financial Group	127,705
13	American National	704,553	EquiTrust Life	1,152,659	Prudential Annuities	117,700
14	Delaware Life	690,405	National Life Group	1,125,962	Nationwide	98,800
15	Reliance Standard Life	548,811	Bankers Life & Casualty	953,773	The Standard	88,508
16	Security Benefit Life	434,240	Symetra Financial	645,455	Global Atlantic Financial Group	79,771
17	Protective Life	424,927	American National	631,466	Securian Financial	79,263
18	Knights of Columbus	399,932	Protective Life	587,859	American National	74,988
19	The Standard	399,068	Lincoln Financial Group	565,344	Penn Mutual	68,250
20	Modern Woodmen	268,922	Nassau	455,256	Symetra Financial	61,696
	<b>Top 20</b>	<b>\$32,132,777</b>	<b>Top 20</b>	<b>\$40,935,167</b>	<b>Top 20</b>	<b>\$7,880,766</b>
	<b>Total industry</b>	<b>\$42,100,000</b>	<b>Total industry</b>	<b>\$47,100,000</b>	<b>Total industry</b>	<b>\$8,944,000</b>
	<b>Top 20 share</b>	<b>76%</b>	<b>Top 20 share</b>	<b>87%</b>	<b>Top 20 share</b>	<b>88%</b>

<sup>1</sup> Payout Annuities = fixed immediate + deferred income + structured settlements

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