

U.S. Individual Annuity Sales – Variable annuity breakout

3rd Quarter YTD 2021 (\$ in thousands)

| Rank | Company name | Traditional Variable | Company name | Registered Index-Linked |
|------|------------------------------------|----------------------|---|-------------------------|
| 1 | Jackson National Life | 14,150,957 | Equitable Financial | 5,566,196 |
| 2 | AIG Companies | 6,069,375 | Allianz Life of North America | 4,982,321 |
| 3 | TIAA | 5,965,000 | Brighthouse Financial | 4,659,537 |
| 4 | Nationwide | 5,826,800 | Prudential Annuities | 4,277,153 |
| 5 | Equitable Financial | 5,019,422 | Lincoln Financial Group | 3,933,265 |
| 6 | Lincoln Financial Group | 4,385,011 | RiverSource Life Insurance | 2,020,447 |
| 7 | Pacific Life | 4,156,197 | CMFG Life Insurance Company | 1,123,258 |
| 8 | New York Life | 3,426,501 | New York Life | 475,571 |
| 9 | RiverSource Life Insurance | 2,417,517 | Athene Annuity & Life Assurance Company | 354,346 |
| 10 | Thrivent Financial for Lutherans | 2,116,817 | Nationwide | 320,700 |
| 11 | Fidelity Investments Life | 1,901,343 | Symetra Financial | 281,949 |
| 12 | Brighthouse Financial | 1,579,521 | Massachusetts Mutual Life* | 141,916 |
| 13 | Transamerica | 1,001,084 | Great American* | 125,261 |
| 14 | Northwestern Mutual Life | 814,886 | Protective Life | 71,810 |
| 15 | Protective Life | 731,473 | | |
| 16 | Prudential Annuities | 527,882 | | |
| 17 | Principal Financial Group | 387,528 | | |
| 18 | Sammons Financial Companies | 371,303 | | |
| 19 | Massachusetts Mutual Life* | 304,095 | | |
| 20 | Horace Mann Life Insurance Company | 291,948 | | |
| | Top 20 | \$61,444,659 | Top 20 | \$28,333,731 |
| | Total industry | \$64,940,000 | Total industry | \$28,360,000 |
| | 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