

## U.S. Individual Annuity Sales

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

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	14,374,763	Jackson National Life	14,150,957	AIG Companies	8,031,572
2	AIG Companies	14,100,946	Equitable Financial	10,585,618	New York Life	6,934,400
3	New York Life	10,836,472	Lincoln Financial Group	8,318,275	Global Atlantic Financial Group	6,287,005
4	Equitable Financial	10,603,916	Brighthouse Financial	6,239,058	Massachusetts Mutual Life*	6,136,703
5	Allianz Life of North America	10,211,907	Nationwide	6,147,500	Athene Annuity & Life	5,568,177
6	Lincoln Financial Group	8,929,188	AIG Companies	6,069,375	Allianz Life of North America	5,225,953
7	Nationwide	8,388,700	TIAA	5,965,000	American Equity Investment Life	4,925,034
8	Massachusetts Mutual Life*	6,582,714	Allianz Life of North America	4,985,954	Fidelity & Guaranty Life	4,691,044
9	Brighthouse Financial	6,461,116	Prudential Annuities	4,805,035	Sammons Financial Companies	4,217,853
10	Global Atlantic Financial Group	6,334,047	RiverSource Life Insurance	4,437,963	Symetra Financial	2,929,500
11	TIAA	5,965,000	Pacific Life	4,156,197	Security Benefit Life	2,677,439
12	Athene Annuity & Life	5,922,524	New York Life	3,902,072	Western Southern Group	2,588,825
13	Pacific Life	5,904,273	Thrivent Financial for Lutherans	2,116,817	Nationwide	2,241,200
14	Prudential Annuities	5,112,972	Fidelity Investments Life	1,901,343	Great American*	2,219,379
15	American Equity Investment Life	4,925,034	CMFG Life Insurance Company	1,129,293	USAA Life	2,167,993
16	Fidelity & Guaranty Life	4,691,044	Transamerica	1,001,084	Delaware Life	1,906,613
17	Sammons Financial Companies	4,589,157	Northwestern Mutual Life	814,886	Pacific Life	1,748,076
18	RiverSource Life Insurance	4,498,958	Protective Life	803,283	American National	1,411,007
19	Symetra Financial	3,213,164	Massachusetts Mutual Life*	446,011	EquiTrust Life	1,271,044
20	Security Benefit Life	2,794,041	Principal Financial Group	387,528	National Life Group	1,185,551
	<b>Top 20</b>	<b>\$144,439,936</b>	<b>Top 20</b>	<b>\$88,363,250</b>	<b>Top 20</b>	<b>\$74,364,368</b>
	<b>Total industry</b>	<b>\$191,444,000</b>	<b>Total industry</b>	<b>\$93,300,000</b>	<b>Total industry</b>	<b>\$98,144,000</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