

## U.S. Individual Fixed Annuity Sales Breakout

Year-end 2021 (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities <sup>1</sup>
1	New York Life	6,157,532	Athene Annuity & Life	7,678,614	New York Life	2,263,343
2	Massachusetts Mutual Life*	6,026,707	Allianz Life of North America	6,878,095	Massachusetts Mutual Life*	1,260,007
3	AIG Companies	4,263,407	AIG Companies	5,969,207	MetLife	1,145,907
4	Global Atlantic Financial Group	4,247,467	Fidelity & Guaranty Life	4,309,179	USAA Life	1,144,225
5	Symetra Financial	2,639,611	Sammons Financial Companies	4,255,953	Northwestern Mutual Life	903,160
6	Western Southern Group	2,523,760	American Equity Investment Life	3,449,456	Berkshire Hathaway	883,631
7	American Equity Investment Life	2,459,465	Global Atlantic Financial Group	3,365,027	Pacific Life	808,343
8	USAA Life	1,929,885	Security Benefit Life	2,971,736	Western Southern Group	604,121
9	Fidelity & Guaranty Life	1,804,561	Nationwide	2,874,500	Guardian Life of America	384,730
10	Pacific Life	1,261,064	Massachusetts Mutual Life*	2,389,591	AIG Companies	311,092
11	Sammons Financial Companies	1,243,789	National Life Group	1,518,551	Modern Woodmen	173,840
12	Great American*	973,965	Delaware Life	1,490,888	Principal Financial Group	140,702
13	American National	907,172	EquiTrust Life	1,460,501	Global Atlantic Financial Group	135,684
14	Reliance Standard Life	858,810	Bankers Life & Casualty	1,333,882	Nationwide	133,800
15	Delaware Life	762,505	Great American*	1,228,492	The Standard	130,175
16	Athene Annuity & Life	602,452	Symetra Financial	984,229	Prudential Annuities	123,485
17	Protective Life	538,870	Lincoln Financial Group	943,847	Securian Financial	98,605
18	Knights of Columbus	505,955	American National	798,180	Penn Mutual	93,569
19	Security Benefit Life	476,683	Protective Life	701,162	American National	89,733
20	The Standard	432,952	Nassau	691,284	Symetra Financial	88,246
	<b>Top 20</b>	<b>\$40,616,612</b>	<b>Top 20</b>	<b>\$55,292,374</b>	<b>Top 20</b>	<b>\$10,916,397</b>
	<b>Total industry</b>	<b>\$53,100,000</b>	<b>Total industry</b>	<b>\$63,700,000</b>	<b>Total industry</b>	<b>\$12,474,000</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>

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<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