

## U.S. Individual Annuity Sales – Variable annuity breakout

Year-end 2021 (\$ in thousands)

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	18,929,619	Equitable Financial	7,632,466
2	AIG Companies	8,009,254	Allianz Life of North America	7,007,007
3	TIAA	7,901,000	Brighthouse Financial	6,233,119
4	Nationwide	7,521,900	Prudential Annuities	5,739,794
5	Equitable Financial	6,933,599	Lincoln Financial Group	4,910,225
6	Lincoln Financial Group	6,060,870	RiverSource Life Insurance	2,699,437
7	Pacific Life	5,577,930	CMFG Life Insurance Company	1,557,949
8	New York Life	4,549,155	New York Life	715,043
9	RiverSource Life Insurance	3,269,032	Athene Annuity & Life	566,003
10	Thrivent Financial for Lutherans	2,821,238	Nationwide	480,600
11	Fidelity Investments Life	2,424,145	Symetra Financial	468,418
12	Brighthouse Financial	2,078,550	Massachusetts Mutual Life*	384,418
13	Transamerica	1,258,507	Great American*	125,261
14	Northwestern Mutual Life	1,088,066	Protective Life	97,101
15	Protective Life	929,417	Jackson National Life	95,882
16	Prudential Annuities	604,531		
17	Principal Financial Group	515,479		
18	Sammons Financial Companies	507,725		
19	Massachusetts Mutual Life*	393,834		
20	Horace Mann Life Insurance Company	392,649		
	<b>Top 20</b>	<b>\$81,766,501</b>	<b>Top 20</b>	<b>\$38,712,723</b>
	<b>Total industry</b>	<b>\$86,555,000</b>	<b>Total industry</b>	<b>\$38,745,000</b>
	<b>Top 20 share</b>	<b>94%</b>	<b>Top 20 share</b>	<b>100%</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