

## U.S. Individual Annuity Sales

### Year-end 2021 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	19,308,539	Jackson National Life	19,025,501	AIG Companies	10,543,707
2	AIG Companies	18,552,961	Equitable Financial	14,566,065	Massachusetts Mutual Life*	9,676,305
3	Equitable Financial	14,588,465	Lincoln Financial Group	10,971,095	New York Life	8,420,875
4	Allianz Life of North America	13,898,210	Brighthouse Financial	8,311,669	Athene Annuity & Life	8,288,651
5	New York Life	13,685,073	AIG Companies	8,009,254	Global Atlantic Financial Group	7,748,179
6	Lincoln Financial Group	11,995,451	Nationwide	8,002,500	Allianz Life of North America	6,887,330
7	Nationwide	11,034,200	TIAA	7,901,000	Fidelity & Guaranty Life	6,115,261
8	Massachusetts Mutual Life*	10,454,557	Allianz Life of North America	7,010,880	American Equity Investment Life	5,968,736
9	Athene Annuity & Life	8,854,654	Prudential Annuities	6,344,325	Sammons Financial Companies	5,517,449
10	Brighthouse Financial	8,613,215	RiverSource Life Insurance	5,968,469	Symetra Financial	3,712,086
11	Pacific Life	8,117,992	Pacific Life	5,577,930	Security Benefit Life	3,448,419
12	TIAA	7,901,000	New York Life	5,264,198	Western Southern Group	3,375,680
13	Global Atlantic Financial Group	7,811,457	Thrivent Financial for Lutherans	2,821,238	USAA Life	3,074,110
14	Prudential Annuities	6,700,217	Fidelity Investments Life	2,424,145	Nationwide	3,031,700
15	Fidelity & Guaranty Life	6,115,261	CMFG Life Insurance Company	1,564,825	Pacific Life	2,540,061
16	RiverSource Life Insurance	6,044,833	Transamerica	1,258,507	Delaware Life	2,253,393
17	Sammons Financial Companies	6,025,174	Northwestern Mutual Life	1,088,066	Great American*	2,219,379
18	American Equity Investment Life	5,968,736	Protective Life	1,026,518	American National	1,795,085
19	Symetra Financial	4,183,039	Massachusetts Mutual Life*	778,252	EquiTrust Life	1,620,661
20	Security Benefit Life	3,642,087	Athene Annuity & Life	566,003	National Life Group	1,596,410
	<b>Top 20</b>	<b>\$193,495,122</b>	<b>Top 20</b>	<b>\$118,480,441</b>	<b>Top 20</b>	<b>\$97,833,477</b>
	<b>Total industry</b>	<b>\$254,574,000</b>	<b>Total industry</b>	<b>\$125,300,000</b>	<b>Total industry</b>	<b>\$129,274,000</b>
	<b>Top 20 share</b>	<b>76%</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