

U.S. Individual Fixed Annuity Sales Breakout

2nd Quarter 2022 YTD (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities ¹
1	New York Life	7,737,730	Athene Annuity & Life	4,520,645	New York Life	930,756
2	Massachusetts Mutual Life	4,638,286	Allianz Life of North America	4,230,009	USAA Life	821,845
3	Western Southern Group	4,195,440	AIG Companies	2,995,239	Massachusetts Mutual Life	686,529
4	AIG Companies	3,475,687	Massachusetts Mutual Life	2,361,172	Pacific Life	676,813
5	Global Atlantic Financial Group	2,459,218	Sammons Financial Companies	2,343,960	Berkshire Hathaway	485,960
6	USAA Life	2,310,909	Fidelity & Guaranty Life	2,076,786	MetLife	442,852
7	Pacific Life	1,886,088	Global Atlantic Financial Group	2,017,526	Western Southern Group	438,577
8	Athene Annuity & Life	1,677,413	American Equity Investment Life	1,651,783	Northwestern Mutual Life	412,905
9	Fidelity & Guaranty Life	1,559,076	Nationwide	1,542,700	Guardian Life of America	282,568
10	Symetra Financial	1,500,350	Security Benefit Life	1,262,998	AIG Companies	241,264
11	Delaware Life	669,366	Symetra Financial	1,228,226	Nationwide	124,800
12	Reliance Standard Life	439,570	Lincoln Financial Group	853,373	Mutual of Omaha	109,502
13	Brighthouse Financial	339,552	EquiTrust Life	785,180	Modern Woodmen	85,962
14	The Standard	296,889	Bankers Life & Casualty	755,050	The Standard	69,874
15	Knights of Columbus	221,045	National Life Group	754,091	Global Atlantic Financial Group	62,010
16	Modern Woodmen	219,295	Delaware Life	722,291	Prudential Annuities	41,618
17	Thrivent Financial for Lutherans	216,883	Nassau	453,171	Penn Mutual	41,425
18	American National	181,693	Pacific Life	391,369	EquiTrust Life	35,939
19	Sammons Financial Companies	159,887	American National	259,917	Symetra Financial	32,047
20	CMFG Life Insurance Company	144,530	Reliance Standard Life	225,903	Lincoln Financial Group	31,519
	Top 20	\$34,328,905	Top 20	\$31,431,389	Top 20	\$6,054,766
	Total industry	\$44,600,000	Total industry	\$36,000,000	Total industry	\$6,735,000
	Top 20 share	77%	Top 20 share	87%	Top 20 share	90%

Source: LIMRA U.S. Individual Annuities Sales Survey

¹ Payout Annuities = fixed immediate + deferred income + structured settlements