

## U.S. Individual Annuity Sales

### 2<sup>nd</sup> Quarter 2022 YTD (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	New York Life	11,241,541	Jackson National Life	8,201,234	New York Life	8,668,486
2	AIG Companies	9,749,816	Equitable Financial	7,686,387	Massachusetts Mutual Life	7,685,987
3	Massachusetts Mutual Life	8,325,901	Lincoln Financial Group	4,621,965	AIG Companies	6,712,191
4	Jackson National Life	8,297,025	Brighthouse Financial	3,828,656	Athene Annuity & Life	6,200,483
5	Equitable Financial	7,686,414	TIAA	3,816,858	Western Southern Group	4,773,311
6	Allianz Life of North America	7,185,595	Prudential Annuities	3,041,868	Global Atlantic Financial Group	4,538,754
7	Athene Annuity & Life	6,662,013	AIG Companies	3,037,626	Allianz Life of North America	4,236,479
8	Lincoln Financial Group	5,521,272	Allianz Life of North America	2,949,117	Fidelity & Guaranty Life	3,636,536
9	Pacific Life	5,005,886	Nationwide	2,895,300	USAA Life	3,132,754
10	Western Southern Group	4,808,522	New York Life	2,573,055	Pacific Life	2,954,270
11	Nationwide	4,586,300	RiverSource Life Insurance	2,182,767	Symetra Financial	2,760,623
12	Global Atlantic Financial Group	4,563,530	Pacific Life	2,051,616	Sammons Financial Companies	2,508,244
13	Brighthouse Financial	4,272,176	Thrivent Financial for Lutherans	1,233,155	Nationwide	1,691,000
14	TIAA	3,816,858	Fidelity Investments Life	740,314	American Equity Investment Life	1,674,206
15	Fidelity & Guaranty Life	3,636,536	CMFG Life Insurance Company	729,014	Delaware Life	1,391,657
16	Prudential Annuities	3,169,916	Massachusetts Mutual Life	639,915	Security Benefit Life	1,343,768
17	Symetra Financial	3,135,152	Northwestern Mutual Life	517,627	Lincoln Financial Group	899,307
18	USAA Life	3,132,754	Athene Annuity & Life	461,531	EquiTrust Life	880,764
19	Sammons Financial Companies	2,689,528	Transamerica	416,467	National Life Group	793,560
20	RiverSource Life Insurance	2,218,874	Protective Life	386,040	Bankers Life & Casualty	788,089
	<b>Top 20</b>	<b>\$109,705,609</b>	<b>Top 20</b>	<b>\$52,010,511</b>	<b>Top 20</b>	<b>\$67,270,468</b>
	<b>Total industry</b>	<b>\$142,735,000</b>	<b>Total industry</b>	<b>\$55,400,000</b>	<b>Total industry</b>	<b>\$87,335,000</b>
	<b>Top 20 share</b>	<b>77%</b>	<b>Top 20 share</b>	<b>94%</b>	<b>Top 20 share</b>	<b>77%</b>

Source: LIMRA U.S. Individual Annuities Sales Survey

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