

## U.S. Individual Annuity Sales – Variable Annuity Breakout

Year-end 2022 (\$ in thousands)

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	12,889,560	Equitable Financial	8,533,963
2	TIAA	7,626,446	Allianz Life of North America	5,864,752
3	Equitable Financial	6,560,113	Brighthouse Financial	5,853,947
4	Corebridge Financial	5,631,259	Prudential Annuities	4,996,693
5	Nationwide	4,301,200	Lincoln Financial Group	4,726,389
6	Lincoln Financial Group	4,043,811	RiverSource Life Insurance	2,799,046
7	New York Life	3,405,232	New York Life	1,654,877
8	Pacific Life	3,375,638	Jackson National Life	1,649,945
9	Thrivent Financial for Lutherans	2,105,943	CMFG Life Insurance Company	1,291,798
10	RiverSource Life Insurance	1,247,079	Massachusetts Mutual Life	904,194
11	Fidelity Investments Life	1,228,224	Athene Annuity & Life Assurance Company	903,282
12	Brighthouse Financial	1,208,312	Nationwide	898,100
13	Northwestern Mutual Life	888,269	Symetra Financial	681,697
14	Protective Life	667,497	Transamerica	117,426
15	Transamerica	585,728	Protective Life	80,587
16	Principal Financial Group	426,448	Global Atlantic Financial Group	27,818
17	Horace Mann Life Insurance Company	371,819	Sammons Financial Companies	12,789
18	Penn Mutual	341,513		
19	Securian Financial	298,055		
20	Sammons Financial Companies	277,997		
	<b>Top 20</b>	<b>\$57,480,144</b>	<b>Top 20</b>	<b>\$40,997,302</b>
	<b>Total industry</b>	<b>\$61,800,000</b>	<b>Total industry</b>	<b>\$41,110,000</b>
	<b>Top 20 share</b>	<b>93%</b>	<b>Top 20 share</b>	<b>100%</b>

Source: LIMRA U.S. Individual Annuities Sales Survey

