

U.S. Individual Fixed Annuity Sales Breakout

Year-end 2022 (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities ¹
1	New York Life	14,857,784	Athene Annuity & Life	10,069,119	New York Life	3,326,752
2	Massachusetts Mutual Life	11,900,949	Allianz Life of North America	8,193,195	USAA Life	1,816,861
3	Athene Annuity & Life	9,714,648	Corebridge Financial	6,689,473	Pacific Life	1,699,086
4	Corebridge Financial	7,146,379	Sammons Financial Companies	5,567,141	Massachusetts Mutual Life	1,357,310
5	Western Southern Group	6,230,513	Fidelity & Guaranty Life	4,550,211	MetLife	1,260,050
6	Global Atlantic Financial Group	5,159,947	Massachusetts Mutual Life	4,375,100	Western Southern Group	1,180,960
7	Pacific Life	4,512,947	Global Atlantic Financial Group	4,151,070	Northwestern Mutual Life	875,133
8	USAA Life	4,155,154	Nationwide	3,984,900	Guardian Life of America	815,788
9	Fidelity & Guaranty Life	3,740,550	Security Benefit Life	3,373,386	Berkshire Hathaway	776,810
10	Brighthouse Financial	3,704,850	American Equity Investment Life	3,164,399	Corebridge Financial	694,383
11	Symetra Financial	2,954,492	Lincoln Financial Group	2,959,079	Nationwide	654,200
12	Sammons Financial Companies	2,745,169	Symetra Financial	2,417,744	Penn Mutual	239,878
13	Reliance Standard Life Insurance Company	1,457,344	Pacific Life	1,859,675	Mutual of Omaha	168,838
14	Nationwide	1,301,800	National Life Group	1,646,659	Prudential Annuities	129,568
15	Delaware Life	1,148,882	EquiTrust Life	1,636,064	The Standard	129,247
16	American National Insurance Company	937,996	Bankers Life & Casualty	1,486,636	Lincoln Financial Group	110,923
17	Security Benefit Life	926,412	Delaware Life	1,339,108	Modern Woodmen	108,959
18	The Standard	750,428	Nassau	889,656	Global Atlantic Financial Group	82,653
19	Thrivent Financial for Lutherans	744,781	Prudential Annuities	549,839	Equitable Financial	64,825
20	Mutual of Omaha	688,054	Ameritas Life	529,711	Symetra Financial	64,806
	Top 20	\$84,779,080	Top 20	\$69,432,163	Top 20	\$15,557,029
	Total industry	\$113,000,000	Total industry	\$79,800,000	Total industry	\$17,110,000
	Top 20 share	75%	Top 20 share	87%	Top 20 share	91%

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

Source: LIMRA U.S. Individual Annuities Sales Survey