

U.S. Individual Annuity Sales

1st Quarter 2023 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Athene Annuity & Life	8,628,855	Equitable Financial	3,778,691	Athene Annuity & Life	8,411,510
2	Corebridge Financial	6,246,148	Jackson National Life	2,896,143	Corebridge Financial	5,103,734
3	New York Life	6,035,509	Lincoln Financial Group	1,902,357	Massachusetts Mutual Life	4,849,821
4	Massachusetts Mutual Life	5,047,251	TIAA	1,875,980	New York Life	4,667,420
5	Nationwide	3,924,900	Brighthouse Financial	1,751,574	Global Atlantic Financial Group	3,195,647
6	Allianz Life of North America	3,894,176	Allianz Life of North America	1,442,036	Nationwide	2,907,000
7	Equitable Financial	3,796,984	New York Life	1,368,089	Fidelity & Guaranty Life	2,723,649
8	Pacific Life	3,400,923	Corebridge Financial	1,142,414	Pacific Life	2,702,289
9	Lincoln Financial Group	3,219,961	Prudential Annuities	1,129,265	Security Benefit Life	2,532,293
10	Global Atlantic Financial Group	3,214,525	Nationwide	1,017,900	Allianz Life of North America	2,452,140
11	Jackson National Life	3,034,452	RiverSource Life Insurance	873,479	Symetra Financial	2,156,363
12	Fidelity & Guaranty Life	2,723,650	Pacific Life	698,633	Sammons Financial Companies	2,036,603
13	Brighthouse Financial	2,705,015	Thrivent Financial for Lutherans	412,826	Western Southern Group	1,869,372
14	Security Benefit Life	2,574,223	Transamerica	305,145	American Equity Investment Life	1,370,287
15	Symetra Financial	2,247,645	TruStage	243,575	Lincoln Financial Group	1,317,604
16	Sammons Financial Companies	2,069,361	Fidelity Investments Life	239,586	Delaware Life	1,005,908
17	TIAA	1,875,980	Athene Annuity & Life	217,346	USAA Life	969,937
18	Western Southern Group	1,875,588	Massachusetts Mutual Life	197,430	Brighthouse Financial	953,441
19	Prudential Annuities	1,728,443	Northwestern Mutual Life	188,913	National Life Group	809,378
20	American Equity Investment Life	1,370,287	Protective Life	168,763	American National	602,727
	Top 20	\$69,613,874	Top 20	\$21,850,143	Top 20	\$52,637,125
	Total industry	\$94,130,000	Total industry	\$23,200,000	Total industry	\$70,930,000
	Top 20 share	74%	Top 20 share	94%	Top 20 share	74%

Source: LIMRA U.S. Individual Annuities Sales Survey