

U.S. Individual Fixed Annuity Sales Breakout

1st Quarter 2023 (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities ¹
1	Athene Annuity & Life	5,925,407	Athene Annuity & Life	2,485,902	New York Life	1,789,821
2	Massachusetts Mutual Life	3,456,786	Allianz Life of North America	2,450,666	USAA Life	593,484
3	New York Life	2,877,599	Corebridge Financial	2,132,811	MetLife	584,871
4	Corebridge Financial	2,788,828	Sammons Financial Companies	1,640,375	Guardian Life of America	464,971
5	Global Atlantic Financial Group	2,122,297	Nationwide	1,479,600	Massachusetts Mutual Life	411,548
6	Pacific Life	1,802,620	Security Benefit Life	1,447,715	Nationwide	234,900
7	Western Southern Group	1,723,108	Fidelity & Guaranty Life	1,210,295	Northwestern Mutual Life	226,694
8	Symetra Financial	1,588,891	Global Atlantic Financial Group	1,049,778	Corebridge Financial	182,094
9	Fidelity & Guaranty Life	1,513,205	Lincoln Financial Group	1,013,571	Penn Mutual	147,166
10	Nationwide	1,192,500	Massachusetts Mutual Life	981,487	Western Southern Group	84,697
11	Security Benefit Life	1,084,579	American Equity Investment Life	963,738	Symetra Financial	80,194
12	Brighthouse Financial	916,600	Pacific Life	865,896	Prudential Annuities	56,060
13	Delaware Life	831,004	Symetra Financial	487,278	Pacific Life	33,773
14	American National	498,739	National Life Group	458,251	Mutual of Omaha	32,895
15	American Equity Investment Life	406,122	EquiTrust Life	385,410	The Standard	28,632
16	Knights of Columbus	397,301	Prudential Annuities	330,997	RiverSource Life Insurance	26,424
17	Sammons Financial Companies	393,954	Bankers Life & Casualty	316,186	Thrivent Financial for Lutherans	24,808
18	USAA Life	376,453	Ameritas Life	235,368	Global Atlantic Financial Group	23,572
19	The Standard	363,041	Nassau	202,050	Securian Financial	20,043
20	National Life Group	350,109	Delaware Life	174,904	Lincoln Financial Group	19,005
	Top 20	\$30,609,144	Top 20	\$20,312,277	Top 20	\$5,065,654
	Total industry	\$41,500,000	Total industry	\$23,100,000	Total industry	\$6,330,000
	Top 20 share	74%	Top 20 share	88%	Top 20 share	80%

Source: LIMRA U.S. Individual Annuities Sales Survey

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