

# U.S. Individual Fixed Annuity Sales Breakout

2<sup>nd</sup> Quarter 2023 YTD (\$ in thousands)

| Rank | Company name                     | Fixed-Rate<br>Deferred | Company name                    | Indexed             | Company name                     | Payout<br>Annuities <sup>1</sup> |
|------|----------------------------------|------------------------|---------------------------------|---------------------|----------------------------------|----------------------------------|
| 1    | Athene Annuity & Life            | 10,075,121             | Allianz Life of North America   | 6,219,679           | New York Life                    | 3,083,750                        |
| 2    | Massachusetts Mutual Life        | 6,428,909              | Athene Annuity & Life           | 4,962,298           | MetLife                          | 1,419,363                        |
| 3    | New York Life                    | 5,185,341              | Corebridge Financial            | 4,545,251           | USAA Life                        | 1,194,791                        |
| 4    | Corebridge Financial             | 4,586,380              | Sammons Financial Companies     | 3,505,441           | Massachusetts Mutual Life        | 1,167,180                        |
| 5    | Fidelity & Guaranty Life         | 2,575,087              | Security Benefit Life           | 3,098,684           | Pacific Life                     | 809,958                          |
| 6    | Global Atlantic Financial Group  | 2,548,197              | Nationwide                      | 3,091,000           | Guardian Life of America         | 756,943                          |
| 7    | Western Southern Group           | 2,482,709              | American Equity Investment Life | 2,842,781           | Northwestern Mutual Life         | 578,554                          |
| 8    | Symetra Financial                | 2,474,696              | Fidelity & Guaranty Life        | 2,436,847           | Nationwide                       | 528,500                          |
| 9    | American National                | 2,468,926              | Massachusetts Mutual Life       | 1,826,047           | Western Southern Group           | 403,570                          |
| 10   | Pacific Life                     | 2,198,274              | Global Atlantic Financial Group | 1,757,249           | Corebridge Financial             | 360,024                          |
| 11   | Nationwide                       | 1,826,400              | Lincoln Financial Group         | 1,593,583           | Prudential Annuities             | 357,787                          |
| 12   | Delaware Life                    | 1,548,634              | Pacific Life                    | 1,409,079           | Penn Mutual                      | 271,404                          |
| 13   | Brighthouse Financial            | 1,485,431              | National Life Group             | 916,502             | Symetra Financial                | 125,539                          |
| 14   | Security Benefit Life            | 1,461,257              | Symetra Financial               | 898,498             | Global Atlantic Financial Group  | 65,312                           |
| 15   | USAA Life                        | 1,447,324              | EquiTrust Life                  | 757,576             | Mutual of Omaha                  | 64,021                           |
| 16   | The Standard                     | 814,432                | Prudential Annuities            | 687,838             | RiverSource Life Insurance       | 63,819                           |
| 17   | Reliance Standard                | 790,668                | Bankers Life & Casualty         | 665,618             | Lincoln Financial Group          | 59,585                           |
| 18   | National Life Group              | 744,496                | Nassau                          | 513,718             | The Standard                     | 56,353                           |
| 19   | Sammons Financial Companies      | 660,947                | Ameritas Life                   | 428,752             | Thrivent Financial for Lutherans | 53,351                           |
| 20   | Thrivent Financial for Lutherans | 601,867                | Delaware Life                   | 386,797             | Securian Financial               | 50,211                           |
|      | <b>Top 20</b>                    | <b>\$52,405,097</b>    | <b>Top 20</b>                   | <b>\$42,543,239</b> | <b>Top 20</b>                    | <b>\$11,470,015</b>              |
|      | <b>Total industry</b>            | <b>\$72,000,000</b>    | <b>Total industry</b>           | <b>\$48,400,000</b> | <b>Total industry</b>            | <b>\$12,790,000</b>              |
|      | <b>Top 20 share</b>              | <b>73%</b>             | <b>Top 20 share</b>             | <b>88%</b>          | <b>Top 20 share</b>              | <b>90%</b>                       |

Source: LIMRA U.S. Individual Annuities Sales Survey

<sup>1</sup> Payout Annuities = fixed immediate + deferred income + structured settlements