

U.S. Individual Annuity Sales – Variable Annuity Breakout

2nd Quarter 2023 YTD (\$ in thousands)

| Rank | Company name | Traditional Variable | Company name | Registered Index-Linked |
|------|------------------------------------|----------------------|---|-------------------------|
| 1 | Jackson National Life | 4,807,894 | Equitable Financial | 5,124,145 |
| 2 | TIAA | 3,717,403 | Brighthouse Financial | 3,181,158 |
| 3 | Equitable Financial | 3,274,918 | Allianz Life of North America | 2,981,276 |
| 4 | Corebridge Financial | 2,109,769 | Prudential Annuities | 2,327,514 |
| 5 | Nationwide | 1,870,155 | Lincoln Financial Group | 2,270,548 |
| 6 | Lincoln Financial Group | 1,644,422 | RiverSource Life Insurance | 1,362,758 |
| 7 | Pacific Life | 1,389,411 | New York Life | 1,314,365 |
| 8 | New York Life | 1,336,436 | Jackson National Life | 963,651 |
| 9 | Thrivent Financial for Lutherans | 796,302 | TruStage | 516,504 |
| 10 | Fidelity Investments Life | 586,366 | Nationwide | 420,100 |
| 11 | RiverSource Life Insurance | 450,015 | Athene Annuity & Life Assurance Company | 419,623 |
| 12 | Northwestern Mutual Life | 393,847 | Massachusetts Mutual Life | 330,828 |
| 13 | Protective Life | 366,436 | Transamerica | 196,906 |
| 14 | Transamerica | 363,950 | Symetra Financial | 184,695 |
| 15 | Brighthouse Financial | 360,384 | Sammons Financial Companies | 73,671 |
| 16 | Principal Financial Group | 194,464 | Global Atlantic Financial Group | 34,645 |
| 17 | Horace Mann Life Insurance Company | 162,209 | Principal Financial Group | 25,420 |
| 18 | Penn Mutual | 139,775 | Protective Life | 15,605 |
| 19 | Securian Financial | 133,194 | | |
| 20 | Massachusetts Mutual Life | 92,052 | | |
| | Top 20 | \$24,189,402 | Top 20 | \$21,743,412 |
| | Total industry | \$26,100,000 | Total industry | \$21,800,000 |
| | Top 20 share | 93% | Top 20 share | 100% |

Source: LIMRA U.S. Individual Annuities Sales Survey