

U.S. Individual Annuity Sales

2nd Quarter 2023 YTD (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Athene Annuity & Life	15,457,859	Equitable Financial	8,399,062	Athene Annuity & Life	15,038,237
2	Corebridge Financial	11,601,424	Jackson National Life	5,771,545	Corebridge Financial	9,491,655
3	New York Life	10,919,892	Lincoln Financial Group	3,914,970	Massachusetts Mutual Life	9,422,136
4	Massachusetts Mutual Life	9,845,016	TIAA	3,717,403	New York Life	8,269,091
5	Allianz Life of North America	9,225,929	Brighthouse Financial	3,541,542	Allianz Life of North America	6,222,565
6	Equitable Financial	8,426,381	Allianz Life of North America	3,003,364	Nationwide	5,445,900
7	Nationwide	7,736,155	New York Life	2,650,801	Fidelity & Guaranty Life	5,013,411
8	Jackson National Life	6,033,152	Prudential Annuities	2,408,603	Security Benefit Life	4,559,941
9	Lincoln Financial Group	5,856,666	Nationwide	2,290,255	Pacific Life	4,417,311
10	Pacific Life	5,806,722	Corebridge Financial	2,109,769	Global Atlantic Financial Group	4,370,758
11	Brighthouse Financial	5,128,855	RiverSource Life Insurance	1,812,773	Sammons Financial Companies	4,169,791
12	Fidelity & Guaranty Life	5,013,411	Pacific Life	1,389,411	Symetra Financial	3,498,733
13	Security Benefit Life	4,645,742	Thrivent Financial for Lutherans	796,302	American Equity Investment Life	3,372,274
14	Global Atlantic Financial Group	4,416,873	Fidelity Investments Life	586,366	Western Southern Group	3,002,677
15	Sammons Financial Companies	4,314,156	Transamerica	560,856	American National	2,684,017
16	Prudential Annuities	3,915,040	TruStage	517,743	USAA Life	2,642,115
17	TIAA	3,717,403	Massachusetts Mutual Life	422,881	Lincoln Financial Group	1,941,696
18	Symetra Financial	3,684,388	Athene Annuity & Life	419,623	Delaware Life	1,935,432
19	American Equity Investment Life	3,372,273	Northwestern Mutual Life	393,847	National Life Group	1,662,392
20	Western Southern Group	3,013,456	Protective Life	382,042	Brighthouse Financial	1,587,313
	Top 20	\$132,130,792	Top 20	\$45,089,157	Top 20	\$98,747,445
	Total industry	\$181,090,000	Total industry	\$47,900,000	Total industry	\$133,190,000
	Top 20 share	73%	Top 20 share	94%	Top 20 share	74%

Source: LIMRA U.S. Individual Annuities Sales Survey