

## U.S. Individual Fixed Annuity Sales Breakout

**3<sup>rd</sup> Quarter 2023 YTD (\$ in thousands)**

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities <sup>1</sup>
1	Athene Annuity & Life	13,783,763	Allianz Life of North America	8,544,233	New York Life	3,869,853
2	Massachusetts Mutual Life	10,606,734	Athene Annuity & Life	7,593,590	MetLife	2,296,600
3	New York Life	6,732,040	Corebridge Financial	6,869,579	Massachusetts Mutual Life	2,006,855
4	Corebridge Financial	6,348,444	Sammons Financial Companies	5,437,273	USAA Life	1,644,135
5	Global Atlantic Financial Group	4,450,368	American Equity Investment Life	5,055,656	Pacific Life	1,180,620
6	Western Southern Group	4,264,501	Nationwide	4,435,100	Guardian Life of America	1,164,831
7	Symetra Financial	4,036,591	Security Benefit Life	3,893,291	Northwestern Mutual Life	900,776
8	American National	3,789,451	Fidelity & Guaranty Life	3,558,577	Nationwide	852,500
9	USAA Life	3,552,346	Massachusetts Mutual Life	2,561,280	Prudential Annuities	702,269
10	Fidelity & Guaranty Life	3,306,829	Global Atlantic Financial Group	2,539,406	Western Southern Group	668,868
11	Pacific Life	2,679,632	Lincoln Financial Group	2,089,143	Corebridge Financial	566,826
12	Delaware Life	2,373,409	Pacific Life	2,008,316	Penn Mutual	344,938
13	Nationwide	2,225,400	National Life Group	1,374,753	Symetra Financial	138,225
14	Brighthouse Financial	1,783,382	Symetra Financial	1,264,253	RiverSource Life Insurance	100,123
15	Security Benefit Life	1,564,267	EquiTrust Life	1,072,851	Mutual of Omaha	90,950
16	Reliance Standard Life	1,380,786	Prudential Annuities	1,004,881	Securian Financial	88,872
17	The Standard	1,210,698	Bankers Life & Casualty	985,869	Global Atlantic Financial Group	85,293
18	National Life Group	1,114,529	Nassau	821,035	The Standard	76,289
19	EquiTrust Life	975,809	Delaware Life	641,537	Thrivent Financial for Lutherans	74,635
20	Thrivent Financial for Lutherans	952,180	Ameritas Life	618,062	Lincoln Financial Group	71,417
	<b>Top 20</b>	<b>\$77,131,158</b>	<b>Top 20</b>	<b>\$62,368,685</b>	<b>Top 20</b>	<b>\$16,924,874</b>
	<b>Total industry</b>	<b>\$106,400,000</b>	<b>Total industry</b>	<b>\$71,000,000</b>	<b>Total industry</b>	<b>\$18,740,000</b>
	<b>Top 20 share</b>	<b>72%</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