U.S. Individual Annuity Sales

Second Quarter YTD 2026 Ranking ($ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Athene Annuity & Life	20,162,547	Jackson National Life	12,097,023	Athene Annuity & Life	18,648,445
2	New York Life	16,856,946	Equitable Financial	12,029,329	New York Life	13,634,864
3	Jackson National Life	13,667,730	Lincoln Financial Group	6,134,040	Corebridge Financial	7,799,139
4	Equitable Financial	12,225,061	Allianz Life of North America	5,876,217	USAA Life	7,154,058
5	Corebridge Financial	11,181,323	Brighthouse Financial	4,405,798	Nationwide	6,481,100
6	Nationwide	10,686,919	Prudential	4,389,012	BWS (AEL/AmNat)	6,066,343
7	Allianz Life of North America	10,203,940	Nationwide	4,205,819	Sammons Financial Companies	5,369,899
8	TIAA	7,776,792	Pacific Life	4,085,723	Massachusetts Mutual Life	5,242,387
9	Pacific Life	7,690,309	TIAA	3,431,365	Symetra Financial	4,997,411
10	Prudential	7,455,686	Corebridge Financial	3,382,184	Delaware Life	4,522,436
11	Lincoln Financial Group	7,452,969	New York Life	3,222,083	TIAA	4,345,427
12	USAA Life	7,154,058	RiverSource Life Insurance	2,677,188	Allianz Life of North America	4,327,722
13	BWS (AEL/AmNat)	6,079,635	Transamerica	1,913,727	Pacific Life	3,604,586
14	Sammons Financial Companies	5,959,212	Athene Annuity & Life	1,514,102	Global Atlantic Financial Group	3,572,122
15	Massachusetts Mutual Life	5,953,236	Thrivent Financial for Lutherans	1,253,329	Fidelity & Guaranty Life	3,548,471
16	Symetra Financial	5,543,919	Fidelity Investments Life	1,025,706	Security Benefit Life	3,495,414
17	Brighthouse Financial	4,683,929	Principal Financial Group	915,810	Prudential	3,066,674
18	Delaware Life	4,575,338	Massachusetts Mutual Life	710,849	EquiTrust Life	2,976,525
19	Global Atlantic Financial Group	3,883,476	TruStage	702,944	Protective Life	2,423,657
20	Fidelity & Guaranty Life	3,606,729	Protective Life	638,767	Western Southern Group	2,258,094
	Top 20	**$172,799,753**	**Top 20**	**$74,611,015**	**Top 20**	**$113,534,775**
	Total industry	**$228,679,000**	**Total industry**	**$79,300,000**	**Total industry**	**$149,379,000**
	Top 20 share	**76%**	**Top 20 share**	**94%**	**Top 20 share**	**76%**

Source: *LIMRA U.S. Individual Annuities Sales Survey*

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U.S. Individual Fixed Annuity Sales Breakout

Second Quarter YTD 2026 Ranking ($ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities[1]
1	Athene Annuity & Life	11,585,416	Athene Annuity & Life	6,378,050	New York Life	3,702,926
2	New York Life	9,846,999	Allianz Life of North America	4,325,955	Guardian Life of America	1,605,011
3	USAA Life	5,532,013	Corebridge Financial	3,909,015	USAA Life	1,538,077
4	TIAA	4,345,427	Sammons Financial Companies	3,858,456	MetLife	1,404,840
5	Nationwide	4,086,000	BWS (AEL/AmNat)	3,337,660	Northwestern Mutual Life	817,691
6	Corebridge Financial	3,777,873	Fidelity & Guaranty Life	3,264,425	Athene Annuity & Life	684,979
7	Symetra Financial	3,704,676	Delaware Life	3,024,391	Pacific Life	637,939
8	BWS (AEL/AmNat)	2,414,016	Massachusetts Mutual Life	2,579,248	Prudential	596,000
9	Protective Life	2,316,386	Global Atlantic Financial Group	2,483,197	Western Southern Group	457,407
10	Pacific Life	2,212,493	Nationwide	2,146,600	Massachusetts Mutual Life	452,247
11	Massachusetts Mutual Life	2,210,893	Security Benefit Life	2,055,807	BWS (AEL/AmNat)	314,668
12	Western Southern Group	1,720,736	EquiTrust Life	1,968,563	Nationwide	248,500
13	Delaware Life	1,498,045	Prudential	1,529,577	Penn Mutual	242,166
14	Sammons Financial Companies	1,478,585	Kuvare	1,472,629	Knights of Columbus	152,071
15	Security Benefit Life	1,439,608	Jackson National Life	1,330,995	EquiTrust Life	122,261
16	Thrivent Financial for Lutherans	1,291,772	Symetra Financial	1,226,886	Corebridge Financial	112,251
17	Global Atlantic Financial Group	1,018,464	National Life Group	1,189,264	Global Atlantic Financial Group	70,461
18	Prudential	941,097	Lincoln Financial Group	1,128,248	Symetra Financial	65,849
19	EquiTrust Life	885,701	Bankers Life & Casualty	818,710	Mutual of Omaha	64,695
20	AuguStar	842,388	Pacific Life	754,153	Protective Life	54,099
	Top 20	**$63,148,587**	**Top 20**	**$48,781,830**	**Top 20**	**$13,344,137**
	Total industry	**$77,400,000**	**Total industry**	**$57,400,000**	**Total industry**	**$14,579,000**
	Top 20 share	**82%**	**Top 20 share**	**85%**	**Top 20 share**	**92%**

Source: *LIMRA U.S. Individual Annuities Sales Survey*

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

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U.S. Individual Annuity Sales – Variable annuity breakout

Second Quarter YTD 2026 Ranking ($ in thousands)

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	7,743,072	Equitable Financial	8,160,408
2	Equitable Financial	3,868,921	Allianz Life of North America	5,874,283
3	Nationwide	3,503,019	Jackson National Life	4,353,951
4	TIAA	3,431,365	Prudential	4,312,805
5	Lincoln Financial Group	2,713,087	Brighthouse Financial	3,986,892
6	Pacific Life	2,332,317	Lincoln Financial Group	3,420,953
7	Corebridge Financial	1,825,917	RiverSource Life Insurance	2,123,116
8	New York Life	1,715,745	Pacific Life	1,753,406
9	Thrivent Financial for Lutherans	1,253,329	Corebridge Financial	1,556,267
10	Fidelity Investments Life	1,025,706	Athene Annuity & Life Assurance Company	1,514,102
11	Transamerica	703,609	New York Life	1,506,338
12	Protective Life	638,767	Transamerica	1,210,119
13	RiverSource Life Insurance	554,073	Principal Financial Group	850,903
14	Brighthouse Financial	418,906	TruStage	702,800
15	Northwestern Mutual Life	393,046	Nationwide	702,800
16	Massachusetts Mutual Life	247,868	Symetra Financial	546,508
17	Horace Mann Life Insurance Company	203,655	Massachusetts Mutual Life	462,981
18	Penn Mutual	168,505	Sammons Financial Companies	451,853
19	Sammons Financial Companies	137,459	Global Atlantic Financial Group	303,292
20	Prudential	76,207	Securian Financial	158,642
	Top 20	**$32,954,573**	**Top 20**	**$43,952,418**
	Total industry	**$34,900,000**	**Total industry**	**$44,400,000**
	Top 20 share	**94%**	**Top 20 share**	**99%**

Source: LIMRA U.S. Individual Annuities Sales Survey

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