

U.S. Individual Annuity Sales — Fixed Annuity Sales Breakout

1st Quarter 2022 (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities ¹
1	New York Life	2,784,628	Athene Annuity & Life	2,231,015	New York Life	401,121
2	AIG Companies	1,824,776	Allianz Life of North America	1,737,465	USAA Life	355,270
3	Massachusetts Mutual Life	1,624,929	AIG Companies	1,449,591	Pacific Life	324,309
4	USAA Life	1,213,791	Sammons Financial Companies	1,024,331	Massachusetts Mutual Life	271,790
5	Western Southern Group	1,146,896	Fidelity & Guaranty Life	961,924	Berkshire Hathaway	257,704
6	Global Atlantic Financial Group	998,841	Massachusetts Mutual Life	934,486	Western Southern Group	209,441
7	Symetra Financial	583,906	Global Atlantic Financial Group	903,475	MetLife	203,952
8	Fidelity & Guaranty Life	472,259	American Equity Investment Life	875,899	Northwestern Mutual Life	184,125
9	Athene Annuity & Life	415,592	Nationwide	713,900	AIG Companies	113,502
10	Pacific Life	374,331	Security Benefit Life	639,150	Guardian Life of America	104,312
11	Delaware Life	195,915	Symetra Financial	451,191	Modern Woodmen	56,005
12	Reliance Standard	105,270	EquiTrust Life	361,974	Global Atlantic Financial Group	40,373
13	Knights of Columbus	102,264	National Life Group	361,688	The Standard	35,171
14	Modern Woodmen	99,947	Lincoln Financial Group	355,988	Nationwide	33,800
15	American National	84,939	Bankers Life & Casualty	349,241	Mutual of Omaha	22,538
16	Protective Life	74,156	Delaware Life	307,191	EquiTrust Life	21,658
17	CMFG Life Insurance Company	71,457	Nassau	218,293	Prudential Annuities	18,069
18	The Standard	64,948	American National	122,938	Lincoln Financial Group	16,438
19	Thrivent Financial for Lutherans	59,688	Pacific Life	105,842	Symetra Financial	14,131
20	Farm Bureau Life	58,515	Ameritas Life	103,273	Penn Mutual	13,931
	Top 20	\$12,357,047	Top 20	\$14,208,855	Top 20	\$2,697,638
	Total industry	\$15,900,000	Total industry	\$16,300,000	Total industry	\$3,015,000
	Top 20 share	78%	Top 20 share	87%	Top 20 share	89%

Source: LIMRA U.S. Individual Annuities Sales Survey

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