

U.S. Individual Annuity Sales — Variable Annuity Breakout

1st Quarter 2022 (\$ in thousands)

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	4,016,989	Equitable Financial	1,992,798
2	TIAA	1,890,776	Allianz Life of North America	1,506,936
3	Equitable Financial	1,720,975	Prudential Annuities	1,404,994
4	AIG Companies	1,611,702	Brighthouse Financial	1,366,334
5	Nationwide	1,345,000	Lincoln Financial Group	1,048,462
6	Lincoln Financial Group	1,339,835	RiverSource Life Insurance	619,570
7	Pacific Life	1,134,742	CMFG Life Insurance Company	411,806
8	New York Life	1,064,306	Massachusetts Mutual Life	265,407
9	Thrivent Financial for Lutherans	654,787	Athene Annuity & Life Assurance Company	234,542
10	Brighthouse Financial	443,361	New York Life	218,951
11	Fidelity Investments Life	442,077	Symetra Financial	176,345
12	RiverSource Life Insurance	431,327	Jackson National Life	172,193
13	Northwestern Mutual Life	253,440	Nationwide	159,900
14	Transamerica	231,989	Protective Life	22,421
15	Protective Life	173,086	Global Atlantic Financial Group	560
16	Sammons Financial Companies	107,380		
17	Penn Mutual	102,552		
18	Prudential Annuities	100,080		
19	Principal Financial Group	98,166		
20	Securian Financial	91,281		
	Top 20	\$17,253,852	Top 20	\$9,601,218
	Total industry	\$18,490,000	Total industry	\$9,610,000
	Top 20 share	93%	Top 20 share	100%

Source: LIMRA U.S. Individual Annuities Sales Survey

