

## U.S. Individual Annuity Sales

### Year-end 2022 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	New York Life	23,244,645	Equitable Financial	15,094,076	Athene Annuity & Life	19,786,486
2	Athene Annuity & Life	20,689,767	Jackson National Life	14,539,505	New York Life	18,184,536
3	Corebridge Financial	20,161,494	Lincoln Financial Group	8,770,200	Massachusetts Mutual Life	17,633,359
4	Massachusetts Mutual Life	18,795,460	TIAA	7,626,446	Corebridge Financial	14,530,235
5	Equitable Financial	15,158,901	Brighthouse Financial	7,062,259	Global Atlantic Financial Group	9,393,669
6	Jackson National Life	14,899,969	Allianz Life of North America	5,867,224	Sammons Financial Companies	8,320,933
7	Allianz Life of North America	14,069,689	Corebridge Financial	5,631,259	Fidelity & Guaranty Life	8,294,766
8	Lincoln Financial Group	12,101,204	Prudential Annuities	5,274,275	Allianz Life of North America	8,202,465
9	Pacific Life	11,447,346	Nationwide	5,199,300	Pacific Life	8,071,709
10	Nationwide	11,140,200	New York Life	5,060,109	Western Southern Group	7,705,154
11	Brighthouse Financial	10,960,124	RiverSource Life Insurance	4,046,125	USAA Life	5,972,015
12	Global Atlantic Financial Group	9,463,892	Pacific Life	3,375,638	Nationwide	5,940,900
13	Sammons Financial Companies	8,611,720	Thrivent Financial for Lutherans	2,105,943	Symetra Financial	5,437,042
14	Fidelity & Guaranty Life	8,294,766	CMFG Life Insurance Company	1,295,965	Security Benefit Life	4,299,798
15	Western Southern Group	7,757,264	Fidelity Investments Life	1,228,224	Brighthouse Financial	3,897,865
16	TIAA	7,626,446	Massachusetts Mutual Life	1,162,101	Lincoln Financial Group	3,331,005
17	Symetra Financial	6,123,094	Athene Annuity & Life	903,282	American Equity Investment Life	3,326,523
18	Prudential Annuities	6,116,206	Northwestern Mutual Life	888,269	Delaware Life	2,487,990
19	USAA Life	5,972,015	Protective Life	748,085	EquiTrust Life	1,975,457
20	Security Benefit Life	4,502,972	Transamerica	703,153	National Life Group	1,911,503
	<b>Top 20</b>	<b>\$237,137,175</b>	<b>Top 20</b>	<b>\$96,581,438</b>	<b>Top 20</b>	<b>\$158,703,409</b>
	<b>Total industry</b>	<b>\$312,810,000</b>	<b>Total industry</b>	<b>\$102,900,000</b>	<b>Total industry</b>	<b>\$209,910,000</b>
	<b>Top 20 share</b>	<b>76%</b>	<b>Top 20 share</b>	<b>94%</b>	<b>Top 20 share</b>	<b>76%</b>

Source: LIMRA U.S. Individual Annuities Sales Survey