

U.S. Individual Annuity Sales

3rd Quarter 2013 YTD
(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	\$17,416,401	Jackson National Life	\$15,468,686	New York Life	\$5,027,942
2	AIG Companies	12,408,163	Lincoln Financial Group	10,779,046	Security Benefit Life	4,343,112
3	Lincoln Financial Group	12,396,122	TIAA-CREF	9,824,514	Allianz Life of North America	3,739,193
4	MetLife	10,118,994	Prudential Annuities	9,017,624	AIG Companies	3,470,152
5	TIAA-CREF	9,824,514	AIG Companies	8,938,011	American Equity Investment Life	3,118,972
6	Prudential Annuities	9,420,975	MetLife	8,893,695	Great American	2,578,062
7	New York Life	7,363,872	AXA Equitable	7,062,514	Jackson National Life	1,947,715
8	AXA Equitable	7,091,518	Transamerica	6,126,973	EquiTrust Life	1,911,320
9	Transamerica	6,249,881	Nationwide Financial	4,163,500	Massachusetts Mutual Life	1,891,146
10	Allianz Life of North America	6,146,157	RiverSource Life Insurance	3,936,329	Pacific Life	1,794,247
11	Pacific Life	5,222,432	Pacific Life	3,428,185	Midland National	1,721,109
12	Nationwide Financial	5,013,300	Allianz Life of North America	2,406,964	Symetra Financial	1,636,210
13	Security Benefit Life	4,571,660	Thrivent Financial for Lutherans	2,358,759	Lincoln Financial Group	1,617,076
14	RiverSource Life Insurance	4,109,594	New York Life	2,335,930	AVIVA	1,598,018
15	American Equity Investment Life	3,118,972	Protective Life	1,656,065	MetLife	1,225,299
16	Great American	2,608,772	Fidelity Investments Life	1,621,207	Genworth Financial	1,079,037
17	Thrivent Financial for Lutherans	2,574,212	Northwestern Mutual Life	1,219,695	Berkshire Hathaway	1,034,199
18	Massachusetts Mutual Life	2,510,183	Principal Financial Group	868,047	USAA Life	964,887
19	Protective Life	2,090,380	Minnesota Life	623,043	North American Company for Life and Health	957,860
20	EquiTrust Life	1,911,320	Massachusetts Mutual Life	619,038	ING	894,454
	Top 20	132,167,423		101,347,826		42,550,008
	Total industry	167,635,000		109,600,000		58,035,000
	Top 20 share	79%		92%		73%

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

