

U.S. Individual Annuity Sales

3rd Quarter 2011 YTD

(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	MetLife	23,075,401	MetLife	21,207,613	AIG Companies	6,930,582
2	Prudential Annuities	16,660,922	Prudential Annuities	15,825,098	Allianz Life of North America	5,057,847
3	Jackson National Life	15,375,876	Jackson National Life	13,738,513	New York Life	4,801,464
4	AIG Companies	12,923,091	TIAA-CREF	10,063,112	American Equity Investment Life	3,717,991
5	TIAA-CREF	10,063,112	Lincoln Financial Group	7,178,477	AVIVA	3,308,756
6	Lincoln Financial Group	9,561,001	AIG Companies	5,992,509	Lincoln Financial Group	2,382,524
7	Allianz Life of North America	7,931,978	Nationwide Financial	5,305,200	Great American	2,372,959
8	New York Life	6,622,300	AXA Equitable	5,261,112	MetLife	1,867,788
9	Nationwide Financial	5,802,100	RiverSource Life Insurance	4,843,894	Symetra Financial	1,659,047
10	AXA Equitable	5,323,903	AEGON USA	3,878,766	North American Company for Life and Health	1,645,054
11	RiverSource Life Insurance	5,261,804	Allianz Life of North America	2,874,131	Jackson National Life	1,637,362
12	AEGON USA	4,032,504	Pacific Life	2,567,182	Pacific Life	1,402,378
13	Pacific Life	3,969,561	Sun Life Financial	2,337,105	American National Life	1,399,490
14	American Equity Investment Life	3,717,991	Protective Life	1,850,412	Midland National	1,345,826
15	AVIVA	3,308,756	New York Life	1,820,836	ING	1,202,620
16	Protective Life	2,691,988	Thrivent Financial for Lutherans	1,778,026	USAA Life	1,159,625
17	Great American	2,410,221	John Hancock	1,462,095	Western Southern Group	1,069,236
18	Thrivent Financial for Lutherans	2,378,199	Fidelity Investments Life	1,455,815	Genworth Financial	977,018
19	Sun Life Financial	2,355,024	Northwestern Mutual Life	986,224	Massachusetts Mutual Life	844,806
20	John Hancock	2,007,057	Guardian Life of America	793,787	Protective Life	841,576
	Top 20	145,472,789		111,219,909		45,623,949
	Total industry	182,800,000		120,900,000		61,900,000
	Top 20 share	80%		92%		74%

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