

U.S. Individual Annuity Sales

2nd Quarter YTD 2016 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG Companies	9,782,322	Jackson National Life	8,575,824	Allianz Life of North America	5,846,115
2	Jackson National Life	9,350,626	TIAA	6,440,565	AIG Companies	5,661,570
3	New York Life	7,007,432	AXA US	5,085,753	New York Life	5,646,932
4	Allianz Life of North America	6,923,120	Prudential Annuities	4,264,305	American Equity Investment Life	4,195,256
5	TIAA	6,440,565	AIG Companies	4,120,752	Global Atlantic Financial Group	3,236,965
6	AXA US	5,099,734	Lincoln Financial Group	3,546,423	Midland National	2,725,437
7	Lincoln Financial Group	4,692,080	MetLife	2,729,739	Great American	2,346,406
8	MetLife	4,590,145	Transamerica	2,341,149	Symetra Financial	2,267,425
9	Prudential Annuities	4,581,649	RiverSource Life Insurance	2,317,234	Pacific Life	1,923,945
10	American Equity Investment Life	4,195,256	Nationwide	2,228,000	MetLife	1,860,406
11	Nationwide	4,048,900	Thrivent Financial for Lutherans	1,540,750	Nationwide	1,820,900
12	Global Atlantic Financial Group	3,530,651	New York Life	1,360,500	Athene Annuity & Life Assurance Company	1,806,276
13	Pacific Life	3,172,421	Pacific Life	1,248,477	Principal Financial Group	1,532,325
14	Midland National	2,828,835	Allianz Life of North America	1,077,006	North American Company for Life and Health	1,447,135
15	RiverSource Life Insurance	2,513,673	Fidelity Investments Life	694,718	Security Benefit Life	1,357,543
16	Transamerica	2,407,106	Ohio National Life	685,271	Fidelity & Guaranty Life	1,276,234
17	Great American	2,361,861	Northwestern Mutual Life	643,482	Lincoln Financial Group	1,145,657
18	Symetra Financial	2,273,484	Principal Financial Group	361,712	Voya Financial	1,054,239
19	Thrivent Financial for Lutherans	1,932,703	Protective Life	325,097	Western Southern Group	1,035,340
20	Principal Financial Group	1,894,037	Massachusetts Mutual Life	314,100	Delaware Life	898,525
	Top 20	\$89,626,599		\$49,900,855		\$49,084,630
	Total industry	\$117,306,000		\$53,500,000		\$63,806,000
	Top 20 share	76%		93%		77%

Source: LIMRA Secure Retirement Institute U.S. Individual Annuities Sales Survey

