

U.S. Individual Annuity Sales

2014 Results (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	24,509,345	Jackson National Life	23,077,425	Allianz Life of North America	12,791,480
2	AIG Companies	18,946,342	Lincoln Financial Group	13,091,752	New York Life	7,560,503
3	Lincoln Financial Group	15,526,629	AIG Companies	12,728,362	AIG Companies	6,217,980
4	Allianz Life of North America	14,960,244	TIAA-CREF	12,501,886	Security Benefit Life	4,693,493
5	TIAA-CREF	12,501,886	Transamerica	10,094,036	American Equity Investment Life	4,184,555
6	New York Life	11,288,786	Prudential Annuities	9,949,891	Forethought Annuity	3,743,497
7	Prudential Annuities	10,711,078	AXA US	9,708,475	Great American	3,610,105
8	Transamerica	10,199,843	MetLife	6,347,561	Symetra Financial	3,015,321
9	AXA US	9,750,205	Nationwide	6,154,900	MetLife	2,710,748
10	MetLife	9,058,309	RiverSource Life Insurance	4,866,921	Pacific Life	2,571,831
11	Nationwide	7,523,300	Pacific Life	4,448,432	Fidelity & Guaranty Life	2,523,655
12	Pacific Life	7,020,262	New York Life	3,728,283	Athene Annuity & Life	2,510,796
13	Forethought Annuity	5,218,771	Thrivent Financial	3,261,256	Lincoln Financial Group	2,434,877
14	RiverSource Life Insurance	5,103,479	Ohio National	2,251,547	EquiTrust Life	2,161,988
15	Security Benefit Life	5,030,358	Allianz Life of North America	2,168,764	Midland National	2,144,506
16	American Equity Investment Life	4,184,555	Fidelity Investments Life	2,052,515	Genworth Financial	1,815,724
17	Thrivent Financial	3,843,512	Northwestern Mutual Life	1,666,236	Voya Financial	1,740,334
18	Great American	3,646,851	Forethought Annuity	1,475,274	Massachusetts Mutual Life	1,706,851
19	Symetra Financial	3,081,893	Principal Financial Group	1,075,642	Berkshire Hathaway	1,454,924
20	Massachusetts Mutual Life	2,749,402	Massachusetts Mutual Life	1,042,551	Jackson National Life	1,431,919
	Top 20	184,855,050		131,691,708		71,025,088
	Total industry	235,820,000		140,100,000		95,720,000
	Top 20 share	78%		94%		74%

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

