

U.S. Individual Annuity Sales – Fixed annuity breakout

2015 Year-end Results (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate
1	Allianz Life of North America	8,745,728	New York Life	8,644,037
2	American Equity Investment Life	6,791,688	AIG Companies	5,211,101
3	Great American	3,691,115	Forethought Annuity	3,726,490
4	AIG Companies	3,297,008	Principal Financial Group	2,249,882
5	Nationwide	2,481,100	MetLife	2,070,838
6	Athene Annuity & Life	2,444,692	Lincoln Financial Group	1,789,538
7	Symetra Financial	2,391,270	Symetra Financial	1,693,739
8	Midland National	2,355,667	Pacific Life	1,565,508
9	Fidelity & Guaranty Life	1,974,280	Massachusetts Mutual Life	1,393,874
10	Security Benefit Life	1,807,454	Berkshire Hathaway	1,305,951
11	EquiTrust Life	1,688,191	Delaware Life	1,111,076
12	Voya Financial	1,671,546	USAA Life	962,316
13	Forethought Annuity	1,531,991	State Farm Life	941,433
14	North American Company for Life and Health	1,470,592	Western Southern Group	919,927
15	Pacific Life	1,365,685	Liberty Life Assurance Company of Boston	880,706
16	Lincoln Financial Group	1,341,271	Northwestern Mutual Life	820,278
17	MetLife	1,032,322	Prudential Annuities	816,258
18	National Life Group	967,847	Nationwide	799,900
19	Western Southern Group	742,761	Jackson National Life	728,485
20	Bankers Life & Casualty	706,769	Midland National	701,203
	Top 20	\$48,498,977		\$38,322,540
	Total industry	\$54,500,000		\$49,177,000
	Top 20 share	89%		78%

Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements

