

## U.S. Individual Annuity Sales

**4th Quarter 2011 YTD**

**(\$ in thousands)**

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	MetLife	30,985,581	MetLife	28,438,597	AIG Companies	8,542,210
2	Prudential Annuities	21,325,490	Prudential Annuities	20,236,490	Allianz Life of North America	6,549,252
3	Jackson National Life	19,755,592	Jackson National Life	17,494,386	New York Life	5,783,416
4	AIG Companies	16,555,625	TIAA-CREF	13,441,787	American Equity Investment Life	5,090,093
5	TIAA-CREF	13,441,787	Lincoln Financial Group	9,356,288	AVIVA	4,542,058
6	Lincoln Financial Group	12,399,741	AIG Companies	8,013,414	Lincoln Financial Group	3,043,453
7	Allianz Life of North America	10,340,541	Nationwide Financial	7,375,600	Great American	2,961,368
8	Nationwide Financial	8,155,600	AXA Equitable	7,095,816	MetLife	2,546,985
9	New York Life	8,126,718	RiverSource Life Insurance	6,397,271	Jackson National Life	2,261,205
10	AXA Equitable	7,170,707	AEGON USA	5,253,674	North American Company for Life and Health	2,114,753
11	RiverSource Life Insurance	6,977,114	Allianz Life of North America	3,791,289	Symetra Financial	2,083,477
12	AEGON USA	5,455,394	Pacific Life	3,318,046	Midland National	1,811,398
13	American Equity Investment Life	5,090,093	Sun Life Financial	3,014,966	Pacific Life	1,665,237
14	Pacific Life	4,983,283	Protective Life	2,349,160	American National Life	1,610,068
15	AVIVA	4,542,058	New York Life	2,343,302	ING	1,499,000
16	Protective Life	3,381,625	Thrivent Financial for Lutherans	2,328,505	USAA Life	1,455,006
17	Thrivent Financial for Lutherans	3,111,133	John Hancock	1,791,049	Western Southern Group	1,357,232
18	Sun Life Financial	3,038,482	Fidelity Investments Life	1,768,218	Genworth Financial	1,340,017
19	Great American	3,012,100	Northwestern Mutual Life	1,310,655	Security Benefit Life	1,227,479
20	John Hancock	2,617,264	Guardian Life of America	1,127,059	Massachusetts Mutual Life	1,174,944
	<b>Top 20</b>	<b>190,465,929</b>		<b>146,245,571</b>		<b>58,658,652</b>
	<b>Total industry</b>	<b>240,300,000</b>		<b>159,300,000</b>		<b>81,000,000</b>
	<b>Top 20 share</b>	<b>79%</b>		<b>92%</b>		<b>72%</b>

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