

U.S. Individual Annuity Sales

YTD 3rd Quarter 2014

(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	19,527,548	Jackson National Life	18,418,475	Allianz Life of North America	9,726,072
2	AIG Companies	14,212,256	Lincoln Financial Group	9,778,070	New York Life	5,292,615
3	Lincoln Financial Group	11,754,244	AIG Companies	9,626,607	AIG Companies	4,585,649
4	Allianz Life of North America	11,389,004	TIAA-CREF	9,381,942	Security Benefit Life	3,761,421
5	TIAA-CREF	9,381,942	Prudential Annuities	7,510,448	American Equity Investment Life	3,034,886
6	New York Life	8,083,691	Transamerica	7,331,217	Great American	2,657,090
7	Prudential Annuities	8,010,623	AXA US	7,220,194	Symetra Financial	2,289,061
8	Transamerica	7,414,273	MetLife	4,738,026	MetLife	2,061,578
9	AXA US	7,252,153	Nationwide Life	4,589,900	Lincoln Financial Group	1,976,174
10	MetLife	6,799,605	RiverSource Life Insurance	3,666,977	Pacific Life	1,948,871
11	Nationwide Life	5,552,600	Pacific Life	3,410,502	Athene Annuity & Life	1,858,518
12	Pacific Life	5,359,372	New York Life	2,791,076	EquiTrust Life	1,660,191
13	Security Benefit Life	4,017,272	Thrivent Financial for Lutherans	2,522,776	Fidelity & Guaranty Life	1,621,028
14	RiverSource Life Insurance	3,852,853	Ohio National Life	1,706,118	Midland National	1,560,026
15	American Equity Investment Life	3,034,886	Allianz Life of North America	1,662,932	Voya Financial	1,338,749
16	Thrivent Financial for Lutherans	2,949,973	Fidelity Investments Life	1,546,346	Genworth Financial	1,320,867
17	Great American	2,685,630	Northwestern Mutual Life	1,258,794	Massachusetts Mutual Life	1,312,864
18	Symetra Financial	2,340,479	Principal Financial Group	815,040	Berkshire Hathaway	1,113,450
19	Massachusetts Mutual Life	2,035,975	Massachusetts Mutual Life	723,111	Jackson National Life	1,109,073
20	Athene Annuity & Life	1,858,518	Protective Life	686,965	Nationwide Life	962,700
	Top 20	137,512,895		99,385,515		51,190,882
	Total industry	177,690,000		105,900,000		71,790,000
	Top 20 share	77%		94%		71%

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

