

## U.S. Individual Annuity Sales

**1<sup>st</sup> Quarter 2008**  
**(\$ in thousands)**

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG	5,592,427	ING	4,029,377	AIG	3,338,882
2	ING	4,443,481	AXA Equitable	3,581,530	New York Life	1,503,994
3	MetLife	3,635,332	TIAA-CREF	3,511,318	Aviva	1,381,781
4	AXA Equitable	3,581,824	MetLife	3,189,982	Allianz Life	1,146,483
5	Lincoln Financial Group	3,519,897	Lincoln Financial Group	2,988,843	Western Southern Group	864,795
6	TIAA-CREF	3,511,318	Prudential Annuities	2,826,871	Principal Financial	766,031
7	Prudential Annuities	3,123,272	Hartford Life	2,546,279	Allstate Financial	708,773
8	John Hancock	2,880,330	John Hancock	2,540,937	Jackson National Life	584,429
9	Hartford Life	2,857,616	AIG	2,253,545	American National Life	577,382
10	Jackson National Life	2,364,094	Pacific Life	2,133,767	Genworth Financial	569,028
11	RiverSource Life Insurance	2,221,517	RiverSource Life Insurance	2,104,077	Lincoln Financial Group	531,054
12	Pacific Life	2,164,445	Jackson National Life	1,779,665	Protective Life	515,950
13	New York Life	2,018,808	Nationwide Life	1,169,695	American Equity Investment Life	515,139
14	Allianz Life	1,876,352	AEGON USA	846,242	Old Mutual Financial Network	463,137
15	Aviva	1,381,781	Fidelity Investments Life	832,411	MetLife	445,350
16	Genworth Financial	1,265,194	Allianz Life	729,869	ING	414,104
17	AEGON USA	1,255,309	Genworth Financial	696,166	AEGON USA	409,067
18	Nationwide Life	1,232,375	Sun Life Financial	538,184	Midland National	393,708
19	Principal Financial	941,599	New York Life	514,814	John Hancock	339,393
20	Fidelity Investments Life	912,677	Massachusetts Mutual Life	349,794	USAA Life	337,284
	<b>Top 20</b>	<b>50,779,648</b>		<b>39,163,366</b>		<b>15,805,764</b>
	<b>Total industry</b>	<b>63,400,000</b>		<b>42,100,000</b>		<b>21,300,000</b>
	<b>Top 20 share</b>	<b>80%</b>		<b>93%</b>		<b>74%</b>

Source: U.S. Individual Annuities, LIMRA International