

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

3rd Quarter YTD 2017 (\$ in thousands)

| Rank | Company name | Indexed | Company name | Fixed-Rate ² |
|------|--|---------------------|--|-------------------------|
| 1 | Allianz Life of North America | 5,817,918 | New York Life | 8,481,509 |
| 2 | Athene Annuity & Life Assurance Company | 3,688,528 | AIG Companies | 3,287,245 |
| 3 | Nationwide | 3,498,200 | Global Atlantic Financial Group | 2,942,345 |
| 4 | American Equity Investment Life | 3,021,792 | Principal Financial Group | 1,730,269 |
| 5 | Great American | 2,721,043 | Pacific Life | 1,655,859 |
| 6 | AIG Companies | 2,441,649 | Massachusetts Mutual Life | 1,155,834 |
| 7 | Brighthouse Financial | 1,682,330 | Symetra Financial | 1,086,629 |
| 8 | Midland National | 1,586,584 | Security Benefit Life | 1,027,122 |
| 9 | Symetra Financial | 1,573,531 | Berkshire Hathaway | 949,056 |
| 10 | Global Atlantic Financial Group | 1,414,299 | Delaware Life | 908,570 |
| 11 | Fidelity & Guaranty Life | 1,316,408 | Liberty Life Assurance Company of Boston | 802,162 |
| 12 | North American Company for Life and Health | 1,269,745 | USAA Life | 779,563 |
| 13 | Voya Financial | 1,169,416 | American National Insurance Company | 754,521 |
| 14 | Security Benefit Life | 1,054,135 | Western Southern Group | 703,970 |
| 15 | Lincoln Financial Group | 1,038,353 | MetLife | 659,557 |
| 16 | Pacific Life | 942,470 | Great American | 651,445 |
| 17 | EquiTrust Life | 896,605 | Northwestern Mutual Life | 570,892 |
| 18 | National Life Group | 858,382 | Modern Woodmen | 456,908 |
| 19 | Reliance Standard Life Insurance Company | 757,587 | Fidelity & Guaranty Life | 449,490 |
| 20 | Bankers Life & Casualty | 708,105 | Jackson National Life | 449,159 |
| | Top 20 | \$37,457,081 | | \$29,502,104 |
| | Total industry | \$42,900,000 | | \$38,865,000 |
| | Top 20 share | 87% | | 76% |

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

¹ Fixed = indexed + fixed-rate

² Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements