

U.S. Individual Annuity Sales

1st Quarter 2017 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	4,698,105	Jackson National Life	4,459,109	New York Life	3,091,289
2	New York Life	3,908,072	TIAA	3,236,896	AIG Companies	2,177,802
3	AIG Companies	3,869,168	AXA US	2,666,109	Allianz Life of North America	1,703,065
4	TIAA	3,236,896	AIG Companies	1,691,366	Great American	1,270,447
5	AXA US	2,673,772	Lincoln Financial Group	1,554,915	Global Atlantic Financial Group	1,242,834
6	Nationwide	2,212,400	Prudential Annuities	1,423,882	Nationwide	1,108,900
7	Allianz Life of North America	2,195,217	Nationwide	1,103,500	Athene Annuity & Life	1,099,331
8	Lincoln Financial Group	2,117,087	RiverSource Life Insurance	948,165	Symetra Financial	1,080,295
9	Pacific Life	1,707,729	Transamerica	852,515	American Equity Investment Life	1,079,046
10	Prudential Annuities	1,521,345	New York Life	816,783	Pacific Life	1,029,076
11	Global Atlantic Financial Group	1,314,117	Thrivent Financial for Lutherans	703,957	Security Benefit Life	745,859
12	Great American	1,276,844	Pacific Life	678,654	Midland National	662,851
13	Athene Annuity & Life	1,099,331	Allianz Life of North America	492,152	Fidelity & Guaranty Life	596,308
14	Symetra Financial	1,082,390	Fidelity Investments Life	411,985	Principal Financial Group	572,706
15	American Equity Investment Life	1,079,046	Brighthouse Financial	399,440	Lincoln Financial Group	562,172
16	RiverSource Life Insurance	1,004,570	Northwestern Mutual Life	338,138	Brighthouse Financial	534,251
17	Brighthouse Financial	933,691	MetLife	245,315	Massachusetts Mutual Life	497,972
18	Transamerica	888,837	Ohio National Life	235,288	Delaware Life	480,919
19	Thrivent Financial for Lutherans	881,186	CMFG Life Insurance Company	183,806	Voya Financial	470,943
20	Security Benefit Life	793,104	Massachusetts Mutual Life	167,170	North American Company for Life and Health	460,330
	Top 20	\$38,492,907		\$22,609,146		\$20,466,396
	Total industry	\$51,995,000		\$24,400,000		\$27,595,000
	Top 20 share	74%		93%		74%

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

