

## U.S. Individual Annuity Sales – Fixed<sup>1</sup> annuity breakout

### 1<sup>st</sup> Quarter 2017 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate <sup>2</sup>
1	Allianz Life of North America	1,699,377	New York Life	3,091,289
2	American Equity Investment Life	1,028,839	AIG Companies	1,392,848
3	Athene Annuity & Life Assurance Company	1,014,070	Global Atlantic Financial Group	914,063
4	Great American	975,988	Pacific Life	645,530
5	Nationwide	974,000	Principal Financial Group	563,486
6	AIG Companies	784,954	Massachusetts Mutual Life	497,972
7	Symetra Financial	637,031	Symetra Financial	443,264
8	Midland National	536,823	Liberty Life Assurance Company of Boston	421,611
9	Brighthouse Financial	458,635	Security Benefit Life	362,803
10	Voya Financial	450,461	Berkshire Hathaway	327,960
11	Lincoln Financial Group	450,437	USAA Life	322,810
12	Fidelity & Guaranty Life	438,025	Great American	294,459
13	North American Company for Life and Health	406,349	Delaware Life	279,068
14	Pacific Life	383,546	Western Southern Group	198,729
15	Security Benefit Life	383,056	MetLife	192,787
16	Global Atlantic Financial Group	328,771	Northwestern Mutual Life	184,271
17	EquiTrust Life	296,157	American National Insurance Company	171,836
18	National Life Group	284,564	Fidelity & Guaranty Life	158,283
19	Bankers Life & Casualty	236,442	State Farm Life	153,892
20	Reliance Standard Life Insurance Company	210,772	Jackson National Life	152,560
	<b>Top 20</b>	<b>\$11,978,296</b>		<b>\$10,769,522</b>
	<b>Total industry</b>	<b>\$13,600,000</b>		<b>\$13,995,000</b>
	<b>Top 20 share</b>	<b>88%</b>		<b>77%</b>

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

<sup>1</sup> Fixed = indexed + fixed-rate

<sup>2</sup> Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements