

U.S. Individual Annuity Sales

1st Quarter 2015
(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	5,542,346	Jackson National Life	5,239,902	Allianz Life of North America	2,329,529
2	AIG Companies	4,309,209	TIAA-CREF	3,215,170	New York Life	1,676,877
3	Lincoln Financial Group	3,381,650	AIG Companies	2,828,759	AIG Companies	1,480,451
4	TIAA-CREF	3,215,170	Lincoln Financial Group	2,824,451	American Equity Investment Life	1,316,320
5	Allianz Life of North America	2,835,678	Transamerica	2,318,686	Forethought Annuity	1,035,951
6	New York Life	2,524,822	AXA US	2,255,057	Security Benefit Life	901,361
7	Prudential Annuities	2,386,483	Prudential Annuities	2,210,660	Great American	791,074
8	Transamerica	2,343,632	MetLife	1,604,525	Pacific Life	767,774
9	AXA US	2,261,944	Nationwide	1,307,400	Symetra Financial	725,235
10	MetLife	2,251,346	RiverSource Life Insurance	1,182,053	Athene Annuity & Life Assurance Company	664,259
11	Pacific Life	1,713,413	Pacific Life	945,638	MetLife	646,821
12	Nationwide	1,654,400	New York Life	847,945	Midland National	619,025
13	Forethought Annuity	1,383,504	Thrivent Financial for Lutherans	790,100	Fidelity & Guaranty Life	609,839
14	American Equity Investment Life	1,316,320	Fidelity Investments Life	571,454	Lincoln Financial Group	557,199
15	RiverSource Life Insurance	1,228,874	Allianz Life of North America	506,149	EquiTrust Life	441,031
16	Security Benefit Life	964,721	Ohio National Life Insurance Company	496,827	Principal Financial Group	408,596
17	Thrivent Financial for Lutherans	868,429	Northwestern Mutual Life	362,303	North American Company for Life and Health	393,871
18	Great American	800,184	Forethought Annuity	347,553	Western Southern Group	359,377
19	Symetra Financial	740,820	Principal Financial Group	254,115	Voya Financial	352,039
20	Midland National	698,431	Protective Life	243,262	Nationwide	347,000
	Top 20	42,421,375		30,352,009		16,423,628
	Total industry	54,360,000		32,400,000		21,960,000
	Top 20 share	78%		94%		75%

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

