

U.S. Individual Annuity Sales

2nd Quarter 2013 YTD
(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Jackson National Life	\$11,678,494	Jackson National Life	\$10,279,683	New York Life	2,674,064
2	Lincoln Financial Group	8,289,071	Lincoln Financial Group	7,223,994	Security Benefit Life	2,539,837
3	AIG Companies	7,172,478	Prudential Annuities	6,633,601	Allianz Life of North America	2,427,960
4	MetLife	7,024,480	TIAA-CREF	6,594,808	American Equity Investment Life	2,065,452
5	Prudential Annuities	6,859,178	MetLife	6,263,545	AIG Companies	1,688,727
6	TIAA-CREF	6,594,808	AIG Companies	5,483,751	Great American	1,434,739
7	AXA Equitable	4,607,139	AXA Equitable	4,587,201	Jackson National Life	1,398,811
8	New York Life	4,243,587	Transamerica	3,817,091	EquiTrust Life	1,243,346
9	Allianz Life of North America	4,083,101	Nationwide Financial	2,727,800	Midland National	1,103,446
10	Transamerica	3,899,738	RiverSource Life Insurance	2,651,222	Pacific Life	1,093,097
11	Pacific Life	3,475,596	Pacific Life	2,382,499	AVIVA	1,092,023
12	Nationwide Financial	3,262,900	Allianz Life of North America	1,655,141	Lincoln Financial Group	1,065,077
13	RiverSource Life Insurance	2,753,444	Thrivent Financial for Lutherans	1,573,248	Symetra Financial	849,160
14	Security Benefit Life	2,680,062	New York Life	1,569,523	Massachusetts Mutual Life	848,518
15	American Equity Investment Life	2,065,452	Protective Life	1,298,582	MetLife	760,935
16	Thrivent Financial for Lutherans	1,698,342	Fidelity Investments Life	1,246,972	Berkshire Hathaway	679,375
17	Protective Life	1,552,033	Northwestern Mutual Life	858,871	North American Co. for Life and Health	619,881
18	Great American	1,456,741	Principal Financial Group	534,549	USAA Life	612,916
19	Massachusetts Mutual Life	1,261,688	Massachusetts Mutual Life	413,170	ING	546,954
20	Fidelity Investments Life	1,246,972	Hartford Life	405,896	Nationwide Financial	535,100
	Top 20	85,905,305		68,201,148		25,279,416
	Total industry	108,200,000		73,700,000		34,500,000
	Top 20 share	79%		93%		73%

Source: U.S. Individual Annuities Sales Survey, LIMRA