

U.S. Individual Annuity Sales

1st Quarter 2016 (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	AIG Companies	5,127,529	Jackson National Life	4,267,281	New York Life	3,201,221
2	Jackson National Life	4,641,987	TIAA-CREF	3,114,335	AIG Companies	3,049,736
3	New York Life	3,841,174	AXA US	2,498,168	Allianz Life of North America	2,789,403
4	Allianz Life of North America	3,288,343	AIG Companies	2,077,792	American Equity Investment Life	2,095,090
5	TIAA-CREF	3,114,335	Prudential Annuities	1,998,341	Global Atlantic Financial Group	1,609,902
6	AXA US	2,505,886	Lincoln Financial Group	1,799,675	Great American	1,265,713
7	MetLife	2,496,194	MetLife	1,595,851	Midland National	1,152,195
8	Lincoln Financial Group	2,467,047	Transamerica	1,210,027	Symetra Financial	1,127,723
9	Prudential Annuities	2,238,081	RiverSource Life Insurance	1,147,252	Nationwide	958,300
10	American Equity Investment Life	2,095,090	Nationwide	1,086,700	Principal Financial Group	954,997
11	Nationwide	2,045,000	Thrivent Financial for Lutherans	753,068	Pacific Life	951,521
12	Global Atlantic Financial Group	1,772,749	New York Life	639,953	MetLife	900,344
13	Pacific Life	1,562,738	Pacific Life	611,217	Lincoln Financial Group	667,372
14	Great American	1,273,034	Allianz Life of North America	498,940	Athene Annuity & Life	663,428
15	RiverSource Life Insurance	1,269,712	Ohio National Life	334,626	North American Company for Life and Health	622,168
16	Transamerica	1,245,456	Fidelity Investments Life	326,612	Fidelity & Guaranty Life	600,799
17	Midland National	1,204,843	Northwestern Mutual Life	306,606	Voya Financial	568,606
18	Principal Financial Group	1,161,719	Principal Financial Group	206,722	Western Southern Group	537,185
19	Symetra Financial	1,130,739	Protective Life	173,514	Security Benefit Life	533,857
20	Thrivent Financial for Lutherans	954,814	Massachusetts Mutual Life	166,058	EquiTrust Life	449,972
	Top 20	\$45,436,469		\$24,812,738		\$24,699,533
	Total industry	\$58,929,000		\$26,600,000		\$32,329,000
	Top 20 share	77%		93%		76%

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

