

U.S. Individual Annuity Sales

1st Quarter 2011
(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	Prudential Annuities	7,074,382	Prudential Annuities	6,814,913	AIG Companies	2,653,247
2	MetLife	6,054,042	MetLife	5,680,253	New York Life	1,983,000
3	Jackson National Life	5,088,298	Jackson National Life	4,552,866	Allianz Life of North America	1,571,850
4	AIG Companies	4,507,651	TIAA-CREF	3,388,301	American Equity Investment Life	1,341,832
5	TIAA-CREF	3,388,301	Lincoln Financial Group	2,349,758	AVIVA	868,421
6	Lincoln Financial Group	3,073,684	AIG Companies	1,854,404	Lincoln Financial Group	723,926
7	New York Life	2,529,099	Nationwide Financial	1,701,600	Symetra Financial	692,170
8	Allianz Life of North America	2,528,559	AXA Equitable	1,638,744	Great American	639,725
9	Nationwide Financial	1,820,200	RiverSource Life Insurance	1,604,518	American National Life	569,562
10	RiverSource Life Insurance	1,716,668	AEGON USA	1,165,890	Jackson National Life	535,433
11	AXA Equitable	1,646,244	Allianz Life of North America	956,709	ING	513,587
12	ING	1,435,154	ING	921,567	North American Company for Life and Health	490,136
13	American Equity Investment Life	1,341,832	Sun Life Financial	781,551	USAA Life	459,043
14	AEGON USA	1,221,906	Pacific Life	767,837	Midland National	396,693
15	Pacific Life	1,153,458	Protective Life	607,795	Pacific Life	385,621
16	Protective Life	916,877	Thrivent Financial for Lutherans	594,377	MetLife	373,789
17	AVIVA	868,421	New York Life	546,099	Western Southern Group	336,677
18	John Hancock	812,724	Fidelity Investments Life	531,055	Protective Life	309,082
19	Thrivent Financial for Lutherans	807,665	John Hancock	526,223	John Hancock	286,501
20	Sun Life Financial	787,128	Northwestern Mutual Life	311,672	Massachusetts Mutual Life	266,277
	Top 20	48,772,292		37,296,131		15,396,569
	Total industry	60,000,000		39,805,000		20,200,000
	Top 20 share	81%		94%		76%

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