

U.S. Individual Annuity Sales

3rd Quarter 2022 YTD (\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	New York Life	16,014,669	Jackson National Life	11,532,499	Athene Annuity & Life	12,255,103
2	Corebridge Financial	14,840,795	Equitable Financial	11,514,712	New York Life	12,221,200
3	Athene Annuity & Life	12,932,915	Lincoln Financial Group	6,773,188	Massachusetts Mutual Life	11,399,655
4	Massachusetts Mutual Life	12,309,508	TIAA	5,675,819	Corebridge Financial	10,430,629
5	Jackson National Life	11,752,120	Brighthouse Financial	5,501,593	Global Atlantic Financial Group	6,998,904
6	Equitable Financial	11,552,178	Allianz Life of North America	4,549,656	Western Southern Group	6,457,732
7	Allianz Life of North America	10,719,542	Corebridge Financial	4,410,166	Allianz Life of North America	6,169,886
8	Lincoln Financial Group	8,839,760	Nationwide	4,192,700	Fidelity & Guaranty Life	5,852,988
9	Pacific Life	8,171,169	Prudential Annuities	4,175,265	Sammons Financial Companies	5,504,480
10	Brighthouse Financial	7,843,775	New York Life	3,793,469	Pacific Life	5,390,161
11	Nationwide	7,307,700	RiverSource Life Insurance	3,111,878	USAA Life	4,668,777
12	Global Atlantic Financial Group	7,041,632	Pacific Life	2,781,008	Symetra Financial	3,995,999
13	Western Southern Group	6,502,575	Thrivent Financial for Lutherans	1,705,677	Nationwide	3,115,000
14	Fidelity & Guaranty Life	5,852,988	CMFG Life Insurance Company	1,024,787	American Equity Investment Life	2,426,504
15	Sammons Financial Companies	5,752,145	Fidelity Investments Life	992,630	Security Benefit Life	2,426,108
16	TIAA	5,675,819	Massachusetts Mutual Life	909,853	Brighthouse Financial	2,342,182
17	USAA Life	4,668,777	Northwestern Mutual Life	705,111	Lincoln Financial Group	2,066,571
18	Prudential Annuities	4,579,869	Athene Annuity & Life	677,813	Delaware Life	1,954,771
19	Symetra Financial	4,570,348	Protective Life	583,032	Reliance Standard Life	1,522,514
20	RiverSource Life Insurance	3,168,108	Symetra Financial	574,348	EquiTrust Life	1,445,261
	Top 20	\$170,096,391	Top 20	\$75,185,205	Top 20	\$107,199,165
	Total industry	\$223,390,000	Total industry	\$80,100,000	Total industry	\$143,290,000
	Top 20 share	76%	Top 20 share	94%	Top 20 share	75%

Source: LIMRA U.S. Individual Annuities Sales Survey