

U.S. Individual Fixed Annuity Sales Breakout

3rd Quarter 2022 YTD (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities ¹
1	New York Life	10,740,738	Athene Annuity & Life	7,123,958	New York Life	1,480,462
2	Massachusetts Mutual Life	6,854,017	Allianz Life of North America	6,161,814	USAA Life	1,409,899
3	Western Southern Group	5,285,452	Corebridge Financial	4,836,038	Massachusetts Mutual Life	1,070,734
4	Corebridge Financial	5,178,533	Sammons Financial Companies	3,986,059	Pacific Life	1,026,983
5	Athene Annuity & Life	5,128,546	Massachusetts Mutual Life	3,474,904	Western Southern Group	946,860
6	Global Atlantic Financial Group	3,654,844	Global Atlantic Financial Group	3,272,531	Berkshire Hathaway	714,777
7	Pacific Life	3,326,635	Fidelity & Guaranty Life	3,185,212	MetLife	709,889
8	USAA Life	3,258,878	Nationwide	2,617,300	Northwestern Mutual Life	626,513
9	Fidelity & Guaranty Life	2,666,018	American Equity Investment Life	2,381,607	Guardian Life of America	561,676
10	Brighthouse Financial	2,192,391	Security Benefit Life	2,091,974	Corebridge Financial	416,058
11	Symetra Financial	2,075,539	Lincoln Financial Group	1,960,184	Nationwide	360,100
12	Sammons Financial Companies	1,511,974	Symetra Financial	1,875,202	Mutual of Omaha	136,878
13	Reliance Standard Life	1,185,602	EquiTrust Life	1,223,165	Penn Mutual	129,145
14	Delaware Life	794,258	Delaware Life	1,160,513	The Standard	99,902
15	American National	668,074	National Life Group	1,154,694	Modern Woodmen	97,185
16	The Standard	618,681	Bankers Life & Casualty	1,097,169	Prudential Annuities	81,165
17	Thrivent Financial for Lutherans	412,321	Pacific Life	1,036,543	Lincoln Financial Group	78,501
18	Modern Woodmen	387,754	Nassau	669,902	Global Atlantic Financial Group	71,528
19	Mutual of Omaha	366,597	American National	383,747	EquiTrust Life	53,422
20	Knights of Columbus	334,345	Protective Life	380,382	Symetra Financial	45,258
	Top 20	\$56,641,198	Top 20	\$50,072,898	Top 20	\$10,116,936
	Total industry	\$74,600,000	Total industry	\$57,500,000	Total industry	\$11,190,000
	Top 20 share	75%	Top 20 share	87%	Top 20 share	90%

Source: LIMRA U.S. Individual Annuities Sales Survey

¹ Payout Annuities = fixed immediate + deferred income + structured settlements