

U.S. Individual Annuity Sales – Variable annuity breakout

3rd Quarter 2022 YTD (\$ in thousands)

Rank	Company name	Traditional Variable	Company name	Registered Index-Linked
1	Jackson National Life	10,402,077	Equitable Financial	6,541,582
2	TIAA	5,675,819	Allianz Life of North America	4,547,404
3	Equitable Financial	4,973,130	Brighthouse Financial	4,462,475
4	Corebridge Financial	4,410,166	Prudential Annuities	3,937,303
5	Nationwide	3,506,700	Lincoln Financial Group	3,515,246
6	Lincoln Financial Group	3,257,942	RiverSource Life Insurance	2,071,391
7	New York Life	2,839,383	Jackson National Life	1,130,423
8	Pacific Life	2,781,008	CMFG Life Insurance Company	1,021,242
9	Thrivent Financial for Lutherans	1,705,677	New York Life	954,086
10	RiverSource Life Insurance	1,040,487	Massachusetts Mutual Life	703,953
11	Brighthouse Financial	1,039,117	Nationwide	686,000
12	Fidelity Investments Life	992,630	Athene Annuity & Life	677,813
13	Northwestern Mutual Life	705,111	Symetra Financial	571,199
14	Protective Life	515,195	Protective Life	67,837
15	Transamerica	501,354	Transamerica	50,407
16	Principal Financial Group	323,451	Global Atlantic Financial Group	8,653
17	Horace Mann Life Insurance Company	282,323	Sammons Financial Companies	6,063
18	Penn Mutual	276,937		
19	Securian Financial	253,085		
20	Sammons Financial Companies	241,602		
	Top 20	\$45,723,194	Top 20	\$30,953,076
	Total industry	\$49,090,000	Total industry	\$31,010,000
	Top 20 share	93%	Top 20 share	100%

Source: LIMRA U.S. Individual Annuities Sales Survey