

U.S. Individual Annuity Sales

Second Quarter 2024 YTD (\$ in thousands)

Rank	Company	Total	Company	Variable	Company	Fixed
1	Athene Annuity & Life	18,729,606	Equitable Financial	10,866,702	Athene Annuity & Life	18,161,598
2	Corebridge Financial	14,457,976	Jackson National Life	7,330,298	Corebridge Financial	12,636,973
3	New York Life	11,338,904	Allianz Life of North America	4,567,031	Massachusetts Mutual Life	10,585,672
4	Massachusetts Mutual Life	11,090,427	Brighthouse Financial	4,213,414	New York Life	8,401,470
5	Equitable Financial	10,868,682	Lincoln Financial Group	4,079,425	Global Atlantic Financial Group	7,925,675
6	Allianz Life of North America	9,322,335	Prudential	4,044,961	Sammons Financial Companies	6,679,058
7	Nationwide	9,216,936	TIAA	3,674,809	Nationwide	6,071,100
8	Global Atlantic Financial Group	8,164,731	Nationwide	3,145,836	Fidelity & Guaranty Life	5,883,314
9	Jackson National Life	7,517,073	New York Life	2,937,434	Allianz Life of North America	4,755,304
10	Prudential	7,356,880	RiverSource Life Insurance	2,526,023	USAA Life	4,465,867
11	Sammons Financial Companies	6,892,871	Pacific Life	1,850,720	American Equity Investment Life	4,405,677
12	Lincoln Financial Group	6,723,743	Corebridge Financial	1,821,003	Pacific Life	3,788,904
13	Fidelity & Guaranty Life	5,886,391	Transamerica	1,129,846	Delaware Life	3,699,255
14	Pacific Life	5,639,624	Fidelity Investments Life	907,617	Symetra Financial	3,366,360
15	Brighthouse Financial	5,270,977	Thrivent Financial for Lutherans	706,741	Prudential	3,311,918
16	USAA Life	4,465,867	Athene Annuity & Life	568,009	Western Southern Group	3,173,687
17	American Equity Investment Life	4,405,677	Protective Life	561,633	EquiTrust Life	3,114,916
18	Delaware Life	3,814,243	Principal Financial Group	540,035	American National Insurance	2,715,474
19	TIAA	3,795,340	TruStage	535,823	Lincoln Financial Group	2,644,319
20	Symetra Financial	3,783,214	Massachusetts Mutual Life	504,756	Security Benefit Life	2,530,763
	Top 20	\$158,741,490	Top 20	\$56,512,116	Top 20	\$118,317,302
	Total industry	\$216,650,000	Total industry	\$60,000,000	Total industry	\$156,650,000
	Top 20 share	73%	Top 20 share	94%	Top 20 share	76%

Source: LIMRA U.S. Individual Annuities Sales Survey