

U.S. Individual Fixed Annuity Sales Breakout

Second Quarter 2024 YTD (\$ in thousands)

Rank	Company	Fixed-Rate Deferred	Company	Indexed	Company	Payout Annuities ¹
1	Athene Annuity & Life	10,581,493	Athene Annuity & Life	7,579,543	New York Life	3,282,629
2	Corebridge Financial	8,007,920	Sammons Financial Companies	5,460,891	MetLife	1,434,553
3	Massachusetts Mutual Life	7,390,172	Allianz Life of North America	4,752,746	USAA Life	1,315,683
4	New York Life	5,118,841	Corebridge Financial	4,304,189	Pacific Life	1,107,604
5	Global Atlantic Financial Group	5,055,008	Nationwide	3,768,400	Guardian Life of America	929,250
6	USAA Life	3,068,141	American Equity Investment Life	3,710,173	Northwestern Mutual Life	837,051
7	Fidelity & Guaranty Life	2,801,319	Fidelity & Guaranty Life	3,080,042	Nationwide	700,500
8	Delaware Life	2,729,868	Global Atlantic Financial Group	2,790,430	Massachusetts Mutual Life	676,501
9	Western Southern Group	2,628,201	Massachusetts Mutual Life	2,518,999	Prudential	537,000
10	American National Insurance	2,393,586	Security Benefit Life	2,028,929	Western Southern Group	456,957
11	Reliance Standard Life	2,292,788	Prudential	1,500,833	Corebridge Financial	324,865
12	Symetra Financial	2,262,782	Pacific Life	1,496,196	Penn Mutual	307,764
13	Protective Life	2,173,370	AuguStar	1,483,765	American National Insurance	120,728
14	EquiTrust Life	1,811,003	EquiTrust Life	1,256,303	Symetra Financial	112,626
15	Nationwide	1,602,200	Aspida	1,134,093	RiverSource Life Insurance	83,106
16	Lincoln Financial Group	1,567,656	National Life Group	1,131,182	Global Atlantic Financial Group	80,236
17	Thrivent Financial for Lutherans	1,417,749	Lincoln Financial Group	1,056,542	Securian Financial	57,865
18	Prudential	1,274,085	Symetra Financial	990,952	EquiTrust Life	47,610
19	Guardian Life of America	1,229,158	Delaware Life	969,387	Thrivent Financial for Lutherans	46,172
20	Sammons Financial Companies	1,210,494	Bankers Life & Casualty	723,950	Brighthouse Financial	44,815
	Top 20	\$66,615,834	Top 20	\$51,737,545	Top 20	\$12,503,515
	Total industry	\$83,700,000	Total industry	\$59,300,000	Total industry	\$13,650,000
	Top 20 share	80%	Top 20 share	87%	Top 20 share	92%

Source: LIMRA U.S. Individual Annuities Sales Survey

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