

## U.S. Individual Annuity Sales – Fixed Product Breakout

*1<sup>st</sup> Quarter 2024 (\$ in thousands)*

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities <sup>1</sup>
1	Athene Annuity & Life	5,277,718	Athene Annuity & Life	4,158,800	New York Life	1,587,361
2	Corebridge Financial	3,260,691	Sammons Financial Companies	2,490,969	MetLife	729,788
3	Global Atlantic Financial Group	2,936,961	Allianz Life of North America	2,417,303	Guardian Life of America	549,094
4	New York Life	2,780,853	Corebridge Financial	1,989,315	Pacific Life	526,589
5	Delaware Life	2,417,016	Nationwide	1,963,500	Nationwide	471,900
6	Massachusetts Mutual Life	2,038,919	American Equity Investment Life	1,691,239	USAA Life	456,317
7	USAA Life	1,509,642	Fidelity & Guaranty Life	1,435,473	Northwestern Mutual Life	366,297
8	Symetra Financial	1,489,591	Global Atlantic Financial Group	1,195,775	Massachusetts Mutual Life	338,193
9	Nationwide	1,410,100	Massachusetts Mutual Life	1,183,561	Prudential Annuities	284,000
10	Protective Life	1,359,578	AuguStar	941,437	Western Southern Group	274,041
11	Fidelity & Guaranty Life	1,325,673	Security Benefit Life	896,898	Penn Mutual	199,546
12	Reliance Standard Life Insurance	1,321,232	Prudential Annuities	809,660	Corebridge Financial	185,346
13	EquiTrust Life	1,219,644	Pacific Life	550,630	Symetra Financial	69,208
14	Western Southern Group	1,028,768	Lincoln Financial Group	529,328	RiverSource Life Insurance	49,745
15	Thrivent Financial for Lutherans	906,658	EquiTrust Life	509,903	Global Atlantic Financial Group	47,815
16	American National Insurance	737,850	Aspida	508,300	American National Insurance	40,330
17	Prudential Annuities	737,502	Delaware Life	501,846	Aspida	28,995
18	The Standard	682,330	National Life Group	485,487	Brighthouse Financial	27,284
19	American Equity Investment Life	655,785	Symetra Financial	360,244	Securian Financial	24,267
20	Pacific Life	640,503	Bankers Life & Casualty	340,597	Thrivent Financial for Lutherans	23,864
	<b>Top 20</b>	<b>\$33,737,012</b>	<b>Top 20</b>	<b>\$24,960,265</b>	<b>Top 20</b>	<b>\$6,279,978</b>
	<b>Total industry</b>	<b>\$43,000,000</b>	<b>Total industry</b>	<b>\$28,600,000</b>	<b>Total industry</b>	<b>\$6,865,000</b>
	<b>Top 20 share</b>	<b>78%</b>	<b>Top 20 share</b>	<b>87%</b>	<b>Top 20 share</b>	<b>91%</b>

Source: LIMRA U.S. Individual Annuities Sales Survey

<sup>1</sup> Payout Annuities = fixed immediate + deferred income + structured settlements