

U.S. Individual Annuity Sales

Third Quarter 2024 YTD (\$ in thousands)

| Rank | Company name | Total | Company name | Variable | Company name | Fixed |
|------|---------------------------------|----------------------|----------------------------------|---------------------|----------------------------------|----------------------|
| 1 | Athene Annuity & Life | 27,982,441 | Equitable Financial | 16,590,731 | Athene Annuity & Life | 27,159,578 |
| 2 | Corebridge Financial | 20,843,238 | Jackson National Life | 11,284,424 | Massachusetts Mutual Life | 18,593,650 |
| 3 | Massachusetts Mutual Life | 19,337,802 | Allianz Life of North America | 6,885,569 | Corebridge Financial | 18,078,078 |
| 4 | Allianz Life of North America | 16,891,956 | Lincoln Financial Group | 6,445,118 | New York Life | 12,158,301 |
| 5 | Equitable Financial | 16,593,520 | Prudential | 6,325,180 | Global Atlantic Financial Group | 11,904,982 |
| 6 | New York Life | 16,529,256 | BrightHouse Financial | 6,249,610 | Sammons Financial Companies | 10,608,478 |
| 7 | Nationwide | 13,390,141 | TIAA | 5,372,213 | Allianz Life of North America | 10,006,388 |
| 8 | Jackson National Life | 12,465,962 | Nationwide | 5,064,341 | Fidelity & Guaranty Life | 9,176,856 |
| 9 | Global Atlantic Financial Group | 12,360,463 | New York Life | 4,370,955 | Nationwide | 8,325,800 |
| 10 | Prudential | 11,320,241 | RiverSource Life Insurance | 3,756,597 | Pacific Life | 6,450,760 |
| 11 | Sammons Financial Companies | 10,998,473 | Pacific Life | 2,904,262 | American Equity Investment Life | 6,344,235 |
| 12 | Lincoln Financial Group | 10,116,453 | Corebridge Financial | 2,765,159 | Delaware Life | 5,453,808 |
| 13 | Pacific Life | 9,355,022 | Transamerica | 1,893,771 | USAA Life | 5,406,631 |
| 14 | Fidelity & Guaranty Life | 9,183,991 | Fidelity Investments Life | 1,362,590 | Symetra Financial | 5,048,744 |
| 15 | BrightHouse Financial | 7,796,804 | Thrivent Financial for Lutherans | 1,049,232 | Prudential | 4,995,061 |
| 16 | American Equity Investment Life | 6,344,235 | Principal Financial Group | 1,012,079 | EquiTrust Life | 4,982,251 |
| 17 | Symetra Financial | 5,814,316 | Protective Life | 858,304 | Western Southern Group | 4,441,860 |
| 18 | Delaware Life | 5,636,132 | Athene Annuity & Life | 822,863 | American National Insurance | 4,342,738 |
| 19 | TIAA | 5,545,641 | TruStage | 774,997 | Security Benefit Life | 4,077,730 |
| 20 | USAA Life | 5,406,631 | Symetra Financial | 765,572 | Reliance Standard Life Insurance | 3,681,063 |
| | Top 20 | \$243,912,719 | Top 20 | \$86,553,566 | Top 20 | \$181,236,993 |
| | Total industry | \$331,987,000 | Total industry | \$92,100,000 | Total industry | \$239,887,000 |
| | Top 20 share | 73% | Top 20 share | 94% | Top 20 share | 76% |

Source: LIMRA U.S. Individual Annuities Sales Survey