

U.S. Individual Annuity Sales – Fixed¹ annuity breakout

2nd Quarter YTD 2018 (\$ in thousands)

Rank	Company name	Indexed	Company name	Fixed-Rate ²
1	Allianz Life of North America	3,822,547	New York Life	5,866,014
2	Athene Annuity & Life Assurance Company	2,921,136	AIG Companies	2,758,977
3	Nationwide	2,590,000	Global Atlantic Financial Group	2,328,452
4	Great American	2,202,468	Principal Financial Group	1,863,305
5	American Equity Investment Life	2,119,708	Pacific Life	1,435,727
6	AIG Companies	2,000,494	Massachusetts Mutual Life	991,955
7	Pacific Life	1,273,771	Western Southern Group	940,736
8	Global Atlantic Financial Group	1,255,539	Symetra Financial	835,185
9	Lincoln Financial Group	1,212,865	Berkshire Hathaway	762,813
10	North American Company for Life and Health	1,076,226	Delaware Life	685,170
11	Midland National	999,343	Protective Life	672,397
12	Fidelity & Guaranty Life	984,537	USAA Life	567,345
13	Symetra Financial	928,838	Reliance Standard Life Insurance Company	422,656
14	Delaware Life	737,638	Northwestern Mutual Life	417,574
15	Security Benefit Life	642,200	Athene Annuity & Life Assurance Company	402,884
16	Ohio National Life Insurance Company	635,288	MetLife	381,368
17	EquiTrust Life	611,450	Prudential Annuities	367,274
18	American National Insurance Company	582,571	Fidelity & Guaranty Life	362,254
19	Reliance Standard Life Insurance Company	535,408	Great American	301,129
20	National Life Group	524,351	American National Insurance Company	288,791
	Top 20	\$27,656,377		\$22,652,005
	Total industry	\$32,100,000		\$28,790,000
	Top 20 share	86%		79%

¹ Fixed = indexed + fixed-rate

² Fixed-Rate = fixed-rate deferred + fixed immediate + deferred income + structured settlements

Source: LIMRA Secure Retirement Institute U.S. Individual Annuities Sales Survey