

U.S. Individual Fixed Annuity Sales Breakout

2023 Year-End Rankings (\$ in thousands)

Rank	Company name	Fixed-Rate Deferred	Company name	Indexed	Company name	Payout Annuities ¹
1	Athene Annuity & Life	23,898,950	Allianz Life of North America	11,097,455	New York Life	5,130,509
2	Massachusetts Mutual Life	17,222,541	Athene Annuity & Life	10,755,333	MetLife	3,025,918
3	Corebridge Financial	10,100,279	Corebridge Financial	8,878,130	Massachusetts Mutual Life	2,732,432
4	New York Life	9,307,837	Sammons Financial Companies	7,520,593	USAA Life	2,053,370
5	Global Atlantic Financial Group	7,405,572	American Equity Investment Life	7,033,740	Pacific Life	1,769,437
6	Western Southern Group	6,368,639	Nationwide	5,961,600	Guardian Life of America	1,553,023
7	Symetra Financial	5,688,989	Fidelity & Guaranty Life	4,699,905	Northwestern Mutual Life	1,350,248
8	Fidelity & Guaranty Life	5,055,158	Security Benefit Life	4,488,671	Western Southern Group	1,201,446
9	Delaware Life	4,445,059	Massachusetts Mutual Life	3,750,896	Prudential Annuities	1,190,269
10	Pacific Life	4,122,429	Global Atlantic Financial Group	3,497,552	Nationwide	1,176,400
11	American National	4,073,274	Pacific Life	2,972,637	Corebridge Financial	749,302
12	USAA Life	3,890,652	Lincoln Financial Group	2,727,669	Penn Mutual	495,681
13	Nationwide	2,798,500	Symetra Financial	1,767,987	Symetra Financial	169,835
14	BrightHouse Financial	2,701,434	National Life Group	1,672,211	RiverSource Life Insurance	145,248
15	Lincoln Financial Group	2,338,291	Prudential Annuities	1,498,528	Securian Financial	130,949
16	Reliance Standard Life Insurance Company	2,222,999	EquiTrust Life	1,444,454	Mutual of Omaha	109,663
17	Thrivent Financial for Lutherans	1,763,397	Bankers Life & Casualty	1,210,153	Global Atlantic Financial Group	103,103
18	EquiTrust Life	1,743,130	Nassau	1,080,236	Thrivent Financial for Lutherans	100,859
19	Security Benefit Life	1,666,710	Delaware Life	868,319	BrightHouse Financial	99,492
20	Sammons Financial Companies	1,643,149	Ameritas Life	821,919	The Standard	91,136
	Top 20	\$118,456,988	Top 20	\$83,747,988	Top 20	\$23,378,323
	Total industry	\$164,900,000	Total industry	\$95,900,000	Total industry	\$25,762,000
	Top 20 share	72%	Top 20 share	87%	Top 20 share	91%

Source: LIMRA U.S. Individual Annuities Sales Survey

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