

U.S. Individual Annuity Sales

4TH Quarter 2009 YTD
(\$ in thousands)

Rank	Company name	Total	Company name	Variable	Company name	Fixed
1	MetLife	22,368,911	Prudential Annuities	16,110,859	New York Life	10,329,219
2	Prudential Annuities	17,346,660	MetLife	15,398,862	AIG	7,761,776
3	TIAA-CREF	13,919,772	TIAA-CREF	13,919,772	MetLife	6,970,049
4	Jackson National Life	13,860,798	Jackson National Life	10,002,078	Allianz Life	5,988,708
5	AIG	12,514,767	Lincoln Financial Group	7,960,939	AVIVA	5,767,452
6	Lincoln Financial Group	12,120,300	AXA Equitable	7,477,438	AEGON USA	4,617,614
7	New York Life	11,591,554	ING	6,709,869	Lincoln Financial Group	4,159,361
8	ING	10,125,837	RiverSource Life Insurance	5,520,100	Jackson National Life	3,858,720
9	RiverSource Life Insurance	9,274,888	John Hancock	5,289,958	Pacific Life	3,793,605
10	Allianz Life	8,472,063	AIG	4,752,991	RiverSource Life Insurance	3,754,788
11	John Hancock	8,043,682	Nationwide Life	4,015,400	American Equity Investment Life	3,677,502
12	AEGON USA	7,911,026	Pacific Life	3,506,340	ING	3,415,968
13	AXA Equitable	7,501,299	AEGON USA	3,293,412	John Hancock	2,753,724
14	Pacific Life	7,299,945	Sun Life Financial	3,212,997	Symetra Financial	2,436,561
15	AVIVA	5,767,452	Hartford Life	2,655,359	Western Southern Group	2,234,433
16	Nationwide Life	4,678,600	Allianz Life	2,483,355	American National Life	2,036,172
17	Sun Life Financial	4,669,267	Thrivent Financial for Lutherans	1,364,644	Allstate Financial	1,953,135
18	Hartford Life	4,314,590	Fidelity Investments Life	1,345,171	USAA Life	1,852,427
19	American Equity Investment Life	3,677,502	New York Life	1,262,335	Midland National	1,784,781
20	Massachusetts Mutual Life	2,785,954	Massachusetts Mutual Life	1,139,765	Hartford Life	1,659,231
	Top 20	188,244,867		117,421,644		80,805,226
	Total industry	234,900,000		127,000,000		107,900,000
	Top 20 share	80%		92%		75%

Source: U.S. Individual Annuities, LIMRA