

Since 1998, we have been tracking the indexed annuity sales by insurance carrier and each year in our 4th Quarter *Wink's Sales & Market Reports* we report on the year-end sales.

I thought it would be interesting to compile the year-end sales and see which carriers would be in the top ten for total overall indexed annuity sales, from 1998 until 2013.

We saw Allianz Life persist in their position as the #1 carrier in indexed annuities for 2013 year-end sales and they also top the chart for Total Overall Indexed Annuity Sales with \$73,795 million.

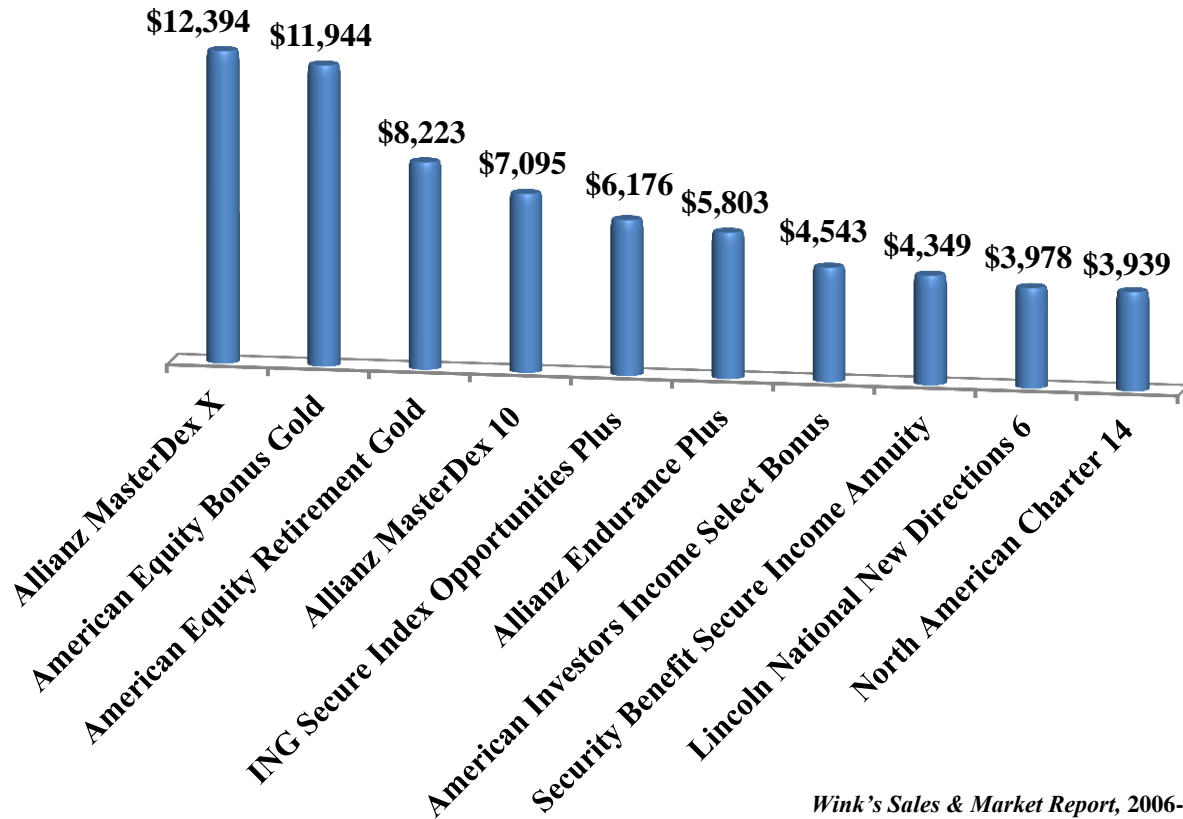
Aviva holds the second position while American Equity, Midland National Life, and ING USA round out the top five.



We began tracking the individual product sales of indexed annuities in 2006. Ever wonder which products would be one of the top ten best-selling indexed annuities of all time?

Allianz's MasterDex X came in as the leader at a total of \$12,394 million all-time indexed annuity sales. American Equity's Bonus Gold and Retirement Gold are the second and third highest selling while, Allianz's MasterDex 10 and ING's Secure Index Opportunities Plus also made it into the top five.

Top Selling Indexed Annuities of All Time (in millions)



Wink's Sales & Market Report, 2006-2013

Stay tuned! Next week we'll show the Total Overall Indexed Universal Life Sales and the Top Selling Indexed Universal Life of All Time!