

# U.S. Annuity Third Quarter 2021 Sales Estimates

Variable	Q1 2020	Q2 2020	Q3 2020	Q4 2020	YTD 2020	Full Year 2020	Q1 2021	Q2 2021	Q3 2021	YTD 2021	Q3 2021 / Q2 2021	Q3 2021 / Q3 2020	YTD 2021 / YTD 2020
Traditional Variable	21.1	16.6	17.7	19.2	55.3	74.5	20.9	22.7	21.4	64.9	-6%	21%	17%
Registered Index-Linked	4.9	4.5	6.3	8.4	15.7	24.1	9.2	10.0	9.2	28.4	-8%	47%	81%
<b>Total Variable</b>	<b>26.0</b>	<b>21.1</b>	<b>23.9</b>	<b>27.6</b>	<b>71.0</b>	<b>98.6</b>	<b>30.0</b>	<b>32.7</b>	<b>30.6</b>	<b>93.3</b>	<b>-6%</b>	<b>28%</b>	<b>31%</b>
<b>Fixed</b>													
Fixed-rate deferred	9.8	12.8	15.8	13.7	38.4	52.1	14.6	16.0	11.5	42.1	-28%	-27%	10%
Indexed	16.2	12.0	13.2	14.1	41.4	55.5	13.5	16.5	17.1	47.1	4%	30%	14%
Deferred income	0.47	0.35	0.42	0.45	1.24	1.70	0.42	0.51	0.51	1.4	0%	22%	16%
Fixed immediate	1.9	1.4	1.4	1.6	4.7	6.3	1.5	1.4	1.5	4.4	7%	7%	-6%
Structured settlements	1.5	1.2	1.0	1.1	3.7	4.8	1.0	1.0	1.1	3.1	10%	10%	-16%
<b>Total Fixed</b>	<b>29.9</b>	<b>27.8</b>	<b>31.8</b>	<b>31.0</b>	<b>89.4</b>	<b>120.4</b>	<b>31.0</b>	<b>35.4</b>	<b>31.7</b>	<b>98.1</b>	<b>-10%</b>	<b>0%</b>	<b>10%</b>
<b>Total U.S. Annuities</b>	<b>55.9</b>	<b>48.9</b>	<b>55.7</b>	<b>58.6</b>	<b>160.4</b>	<b>219.0</b>	<b>61.0</b>	<b>68.1</b>	<b>62.3</b>	<b>191.4</b>	<b>-9%</b>	<b>12%</b>	<b>19%</b>

\$ in billions

Source: Secure Retirement Institute, U.S. Individual Annuity Sales Survey, Third Quarter 2021

