

U.S. Annuity Second Quarter 2022 Sales

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q2 YTD 2021	Full Year 2021	Q1 2022	Q2 2022	Q2 YTD 2022	Q2 2022 / Q1 2022	Q2 2022 / Q2 2021	Q2 YTD 2021 / Q2 YTD 2022
Traditional Variable	20.9	22.7	21.3	21.7	43.5	86.6	18.5	16.5	35.0	-11%	-27%	-20%
Registered Index- Linked	9.2	10.0	9.3	10.3	19.2	38.7	9.6	10.8	20.4	12%	8%	6%
Total Variable	30.0	32.7	30.6	32.0	62.7	125.3	28.1	27.3	55.4	-3%	-17%	-12%
Fixed-rate deferred	14.6	16.0	11.5	11.0	30.6	53.1	15.9	28.7	44.6	81%	79%	46%
Indexed	13.5	16.5	17.1	16.6	30.0	63.7	16.3	19.7	36.0	21%	19%	20%
Deferred income	0.42	0.51	0.51	0.43	0.93	1.87	0.37	0.52	0.89	42%	2%	-5%
Fixed immediate	1.5	1.6	1.6	1.7	3.1	6.4	1.5	2.0	3.5	33%	25%	13%
Structured settlements	1.0	1.0	1.1	1.1	2.0	4.2	1.2	1.2	2.4	4%	20%	18%
Total Fixed	31.0	35.6	31.8	30.8	66.6	129.3	35.2	52.1	87.3	48%	46%	31%
Total U.S. Annuities	61.0	68.3	62.4	62.8	129.3	254.6	63.6	79.4	142.7	25%	16%	10%

\$ in billions

Source: U.S. Individual Annuity Sales Survey, Second Quarter 2022, LIMRA