

U.S. Annuity First Quarter 2023 Sales Estimates

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Full Year 2022	Q1 2023	Q1 2023 / Q4 2022	Q1 2023 / Q1 2022
Traditional Variable	18.5	16.5	14.1	12.7	61.8	12.8	1%	-31%
Registered Index-Linked	9.6	10.8	10.6	10.1	41.1	10.4	3%	8%
Total Variable	28.1	27.3	24.7	22.8	102.9	23.2	2%	-17%
Fixed-rate deferred	15.9	28.7	30.0	38.4	113.0	41.5	8%	161%
Indexed	16.3	19.7	21.5	22.3	79.8	23.1	4%	42%
Deferred income	0.37	0.52	0.51	0.72	2.11	0.83	15%	127%
Fixed immediate	1.5	2.00	2.50	3.2	9.2	3.4	6%	127%
Structured settlements	1.2	1.2	1.5	2.0	5.8	2.1	5%	83%
Total Fixed	35.2	52.1	56.0	66.6	209.9	70.9	6%	101%
Total U.S. Annuities	63.3	79.4	80.7	89.4	312.8	94.1	5%	49%

\$ in billions

Source: U.S. Individual Annuity Sales Survey, First Quarter 2023, LIMRA

