

# Preliminary Second Quarter U.S. Annuity Sales Estimates

<b>Variable</b>	<b>Q2 2019</b>	<b>Q2 2020</b>	<b>Q2 2020 / Q2 2019</b>	<b>YTD 2019</b>	<b>YTD 2020</b>	<b>YTD 2020 / YTD 2019</b>
VA Deferred (no RILAs)	21.7	16.4	-24%	40.9	37.5	-8%
RILA	4.1	4.48	8%	7.7	9.4	22%
<b>Total Variable</b>	<b>25.8</b>	<b>20.5</b>	<b>-20%</b>	<b>48.6</b>	<b>46.5</b>	<b>-4%</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	13.1	13.0	-1%	28.2	22.8	-19%
<b>Indexed</b>	20.0	11.9	-41%	38.0	28.1	-26%
<b>Deferred income</b>	0.73	0.37	-50%	1.36	0.84	-38%
<b>Fixed immediate</b>	2.7	1.5	-44%	5.5	3.4	-38%
<b>Structured settlements</b>	1.6	1.5	-6%	3.1	3.0	-3%
<b>Total Fixed</b>	<b>38.1</b>	<b>28.3</b>	<b>-26%</b>	<b>76.2</b>	<b>58.1</b>	<b>-24%</b>
<b>Total U.S. Annuities</b>	<b>63.9</b>	<b>48.8</b>	<b>-24%</b>	<b>124.8</b>	<b>104.7</b>	<b>-16%</b>
Industry estimates reported for the second quarter 2019 based upon data from 62 companies, representing 95 percent of total sales.						

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey, Second Quarter 2020  
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