

U.S. Annuity Second Quarter 2021 Sales Estimates

Variable	Q1 2020	Q2 2020	Q3 2020	Q4 2020	YTD 2020	Full Year 2020	Q1 2021	Q2 2021	YTD 2021	Q2 2021 / Q1 2021	Q2 2021 / Q2 2020	YTD 2021 / YTD 2020
Traditional Variable	21.1	16.6	17.7	19.2	37.7	74.5	20.9	22.7	43.5	9%	37%	15%
Registered Index-Linked	4.9	4.5	6.3	8.4	9.4	24.1	9.2	10.0	19.2	10%	121%	104%
Total Variable	26.0	21.1	23.9	27.6	47.1	98.6	30.0	32.7	62.7	9%	55%	33%
Fixed												
Fixed-rate deferred	9.8	12.8	15.8	13.7	22.6	52.1	14.6	16.0	30.6	10%	25%	35%
Indexed	16.2	12.0	13.2	14.1	28.2	55.5	13.5	16.5	30.0	22%	38%	6%
Fixed deferred	26.0	24.8	29.0	27.8	50.8	107.6	28.1	32.5	60.6	16%	31%	19%
Fixed immediate	1.9	1.4	1.4	1.6	3.3	6.3	1.5	1.4	2.9	-7%	0%	-12%
Deferred Income	0.47	0.35	0.42	0.45	0.82	1.70	0.42	0.51	0.93	20%	44%	13%
Structured settlements	1.5	1.2	1.0	1.1	2.7	4.8	1.0	1.1	2.1	5%	-13%	-24%
Total Fixed	29.9	27.8	31.8	31.0	57.6	120.4	31.0	35.5	66.5	14%	28%	15%
Total U.S. Annuities	55.9	48.9	55.7	58.6	104.7	219.0	61.0	68.2	129.2	12%	40%	23%

\$ in billions

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