

# U.S. Annuity Sales Estimates

<b>Variable</b>	<b>Q2 2018</b>	<b>Q2 2019</b>	<b>Q2 2019 / Q2 2018</b>	<b>YTD 2018</b>	<b>YTD 2019</b>	<b>YTD 2019 / YTD 2018</b>
VA Deferred (no RILAs)	23.3	21.7	-7%	45.7	40.9	-10%
RILA	2.5	4.1	66%	4.7	7.7	63%
<b>Total Variable</b>	<b>25.8</b>	<b>25.8</b>	<b>0%</b>	<b>50.4</b>	<b>48.6</b>	<b>-4%</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	11.9	13.1	10%	20.9	28.2	35%
Book value	7.7	8.9	16%	13.4	19.0	42%
MVA	4.2	4.2	0%	7.5	9.2	23%
<b>Indexed</b>	17.6	20.0	14%	32.1	38.0	18%
<b>Deferred income</b>	0.58	0.73	26%	1.1	1.4	25%
<b>Fixed immediate</b>	2.5	2.7	8%	4.6	5.5	20%
<b>Structured settlements</b>	1.6	1.6	0%	3.0	3.1	3%
<b>Total Fixed</b>	<b>34.2</b>	<b>38.1</b>	<b>12%</b>	<b>61.7</b>	<b>76.2</b>	<b>23%</b>
<b>Total U.S. Annuities</b>	<b>60.0</b>	<b>63.9</b>	<b>7%</b>	<b>112.1</b>	<b>124.8</b>	<b>11%</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 2019  
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