

U.S. Annuity 4Q and Year End Sales Estimates

Variable	Q4 2018	Q4 2019	Q4 2019 / Q4 2018	YE 2018	YE 2019	YE 2019 / YE 2018
VA Deferred (no RILAs)	21.3	21.9	3%	89.0	84.5	-5%
RILA	3.5	4.9	39%	11.2	17.4	55%
Total Variable	24.8	26.8	8%	100.2	101.9	2%
Fixed						
Fixed-rate deferred	13.3	9.4	-29%	45.7	47.5	4%
Book value	9.9	6.4	-35%	30.9	31.3	1%
MVA	3.4	3.0	-12%	14.8	16.2	9%
Indexed	19.5	16.9	-13%	69.6	73.5	6%
Deferred income	0.66	0.53	-20%	2.3	2.5	8%
Fixed immediate	2.7	2.1	-22%	9.7	9.9	2%
Structured settlements	1.6	1.9	16%	6.2	6.5	4%
Total Fixed	37.8	30.8	-18%	133.5	139.8	5%
Total U.S. Annuities	62.6	57.6	-8%	233.7	241.7	3%
Industry estimates reported for the second quarter 2019 based upon data from 59 companies, representing 94 percent of total sales. 4%						

Source: Secure Retirement Institute, U.S. Individual Annuity Sales Survey, Third Quarter 2019
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