

Preliminary First Quarter 2020 U.S. Annuity Sales Estimates (Dollars in billions)

Variable	Q1 2019	Q1 2020	Q1 2020 / Q1 2019
VA Deferred (no RILAs)	19.3	21.4	11%
RILA	3.5	5.1	44%
Total Variable	22.8	26.5	16%
Fixed			
Fixed-rate deferred	15.1	9.8	-35%
Indexed	18.0	15.8	-12%
Deferred income	0.63	0.53	-16%
Fixed immediate	2.8	1.9	-32%
Structured settlements	1.5	1.5	0%
Total Fixed	38.0	29.5	-22%
Total U.S. Annuities	60.8	56.0	-8%

Source: Secure Retirement Institute, U.S. Individual Annuity Sales Results, Preliminary First Quarter 2020
Please attribute any reference to this material Secure Retirement Institute