

Third Quarter 2020 U.S. Annuity Sales Results

U.S. Annuity Third Quarter Sales Estimates

Variable	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q3 YTD 2019	Q1 2020	Q2 2020	Q3 2020	Q3 YTD 2020	Q3 2019 / Q3 2020	YTD 2020 / YTD 2019
Traditional VA (Less RILA)	19.3	21.7	21.7	21.9	62.6	21.1	16.3	17.3	54.6	-20%	-13%
RILA	3.5	4.1	4.8	4.9	12.5	4.9	4.5	6.3	15.7	29%	25%
Total Variable	22.8	25.8	26.5	26.8	75.1	26.0	20.8	23.5	70.3	-11%	-6%
Fixed											
Fixed-rate deferred	15.1	13.1	9.9	9.4	38.1	9.8	12.8	15.8	38.4	60%	1%
Indexed	18.0	20.0	18.6	16.9	56.6	16.2	12.0	13.2	41.4	-29%	-27%
Deferred income	0.63	0.73	0.59	0.53	2.0	0.47	0.35	0.42	1.23	-29%	-36%
Fixed immediate	2.8	2.7	2.3	2.1	5.5	1.9	1.4	1.4	4.7	-39%	-40%
Structured settlements	1.5	1.6	1.5	1.9	4.6	1.5	1.2	1.0	3.7	-33%	-20%
Total Fixed	38.0	38.1	32.9	30.8	106.8	29.9	27.8	31.8	89.4	-3%	-18%
Total U.S. Annuities	60.8	63.9	59.4	57.6	184.2	55.9	48.6	55.3	159.7	-7%	-13%

\$ in billions

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

