

# Fourth Quarter 2020 U.S. Annuity Sales Results

## U.S. Annuity Fourth Quarter Sales Estimates

Variable	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Full Year 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Full Year 2020	Q4 2020 / Q3 2020	Q4 2020 / Q4 2019	FY 2020 / FY 2019
Traditional Variable	19.3	21.7	21.7	21.9	84.5	21.1	16.6	17.7	19.2	74.5	9%	-12%	-12%
Registered Index-Linked	3.5	4.1	4.8	4.9	17.4	4.9	4.5	6.3	8.4	24.1	35%	71%	38%
<b>Total Variable</b>	<b>22.8</b>	<b>25.8</b>	<b>26.5</b>	<b>26.8</b>	<b>101.9</b>	<b>26.0</b>	<b>21.1</b>	<b>23.9</b>	<b>27.6</b>	<b>98.6</b>	<b>15%</b>	<b>3%</b>	<b>-3%</b>
<b>Fixed</b>													
Fixed-rate deferred	15.1	13.1	9.9	9.4	47.5	9.8	12.8	15.8	13.7	52.1	-13%	46%	10%
Indexed	18.0	20.0	18.6	16.9	73.5	16.2	12.0	13.2	14.1	55.5	7%	-17%	-24%
Deferred income	0.63	0.73	0.59	0.53	2.48	0.47	0.35	0.42	0.45	1.7	8%	-14%	-32%
Fixed immediate	2.8	2.7	2.3	2.1	9.9	1.9	1.4	1.4	1.6	6.3	14%	-24%	-36%
Structured settlements	1.5	1.6	1.5	1.9	6.5	1.5	1.2	1.0	1.1	4.8	10%	-41%	-26%
<b>Total Fixed</b>	<b>38.0</b>	<b>38.1</b>	<b>32.9</b>	<b>30.8</b>	<b>139.8</b>	<b>29.9</b>	<b>27.8</b>	<b>31.8</b>	<b>31.0</b>	<b>120.4</b>	<b>-3%</b>	<b>1%</b>	<b>-14%</b>
<b>Total U.S. Annuities</b>	<b>60.8</b>	<b>63.9</b>	<b>59.4</b>	<b>57.6</b>	<b>241.7</b>	<b>55.9</b>	<b>48.9</b>	<b>55.7</b>	<b>58.6</b>	<b>219.0</b>	<b>5%</b>	<b>2%</b>	<b>-9%</b>

\$ in billions

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

