

Preliminary 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
Traditional Variable	19.3	21.7	21.7	21.9	84.5	21.1	16.6	17.7	19.6	74.9	11%	-10%
Registered Index-Linked	3.5	4.1	4.8	4.9	17.4	4.9	4.5	6.3	8.3	24.0	33%	68%
Total Variable	22.8	25.8	26.5	26.8	101.9	26.0	21.1	23.9	27.9	98.9	17%	4%
Fixed												
Fixed-rate deferred	15.1	13.1	9.9	9.4	47.5	9.8	12.8	15.8	13.3	51.7	-16%	41%
Indexed	18.0	20.0	18.6	16.9	73.5	16.2	12.0	13.2	14.3	55.7	8%	-15%
Deferred income	0.63	0.73	0.59	0.53	2.48	0.47	0.35	0.42	0.46	1.7	10%	-13%
Fixed immediate	2.8	2.7	2.3	2.1	9.9	1.9	1.4	1.4	1.6	6.3	14%	-24%
Structured settlements	1.5	1.6	1.5	1.9	6.5	1.5	1.2	1.0	1.1	4.8	10%	-41%
Total Fixed	38.0	38.1	32.9	30.8	139.8	29.9	27.8	31.8	30.8	120.2	-3%	0%
Total U.S. Annuities	60.8	63.9	59.4	57.6	241.7	55.9	48.9	55.7	58.7	219.1	5%	2%

\$ in billions

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

