

# U.S. Annuity First Quarter Sales Estimates

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Full Year 2020	Q1 2021	Q1 2021 / Q1 2020	Q1 2021 / Q4 2020
Traditional Variable	21.1	16.6	17.7	19.2	74.5	20.9	-1%	9%
Registered Index-Linked	4.9	4.5	6.3	8.4	24.1	9.2	88%	9%
<b>Total Variable</b>	<b>26.0</b>	<b>21.1</b>	<b>23.9</b>	<b>27.6</b>	<b>98.6</b>	<b>30.0</b>	<b>15%</b>	<b>9%</b>
Fixed-Rate Deferred	9.8	12.8	15.8	13.7	52.1	14.6	49%	7%
Indexed	16.2	12.0	13.2	14.1	55.5	13.5	-17%	-4%
Deferred Income	0.47	0.35	0.42	0.45	1.7	0.42	-10%	-6%
Fixed Immediate	1.9	1.4	1.4	1.6	6.3	1.5	-21%	-6%
Structured Settlements	1.5	1.2	1.0	1.1	4.8	1.0	-33%	-9%
<b>Total Fixed</b>	<b>29.9</b>	<b>27.8</b>	<b>31.8</b>	<b>31.0</b>	<b>120.4</b>	<b>31.0</b>	<b>4%</b>	<b>0%</b>
<b>Total U.S. Annuities</b>	<b>55.9</b>	<b>48.9</b>	<b>55.7</b>	<b>58.6</b>	<b>219.0</b>	<b>61.0</b>	<b>9%</b>	<b>4%</b>

\$ in billions

Source: Secure Retirement Institute, U.S. Individual Annuity Sales Survey, First Quarter 2021

