

Preliminary U.S. Annuity First Quarter Sales Estimates

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Full Year 2020	Q1 2021 (EST)	Q1 2021 / Q1 2020	Q1 2021 / Q4 2020
Traditional Variable	21.1	16.6	17.7	19.2	74.5	20.7	-2%	8%
Registered Index-Linked	4.9	4.5	6.3	8.4	24.1	9.2	89%	9%
Total Variable	26.0	21.1	23.9	27.6	98.6	29.9	15%	8%
Fixed-Rate Deferred	9.8	12.8	15.8	13.7	52.1	14.3	46%	4%
Indexed	16.2	12.0	13.2	14.1	55.5	13.7	-15%	-3%
Deferred Income	0.47	0.35	0.42	0.45	1.7	0.41	-13%	-9%
Fixed Immediate	1.9	1.4	1.4	1.6	6.3	1.4	-26%	-13%
Structured Settlements	1.5	1.2	1.0	1.1	4.8	1.2	-20%	9%
Total Fixed	29.9	27.8	31.8	31.0	120.4	31.0	4%	0%
Total U.S. Annuities	55.9	48.9	55.7	58.6	219.0	60.9	9%	4%

\$ in billions

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

