

U.S. Annuity Second Quarter Preliminary Sales Estimates

Variable	Q1 2020	Q2 2020	Q3 2020	Q4 2020	2Q YTD 2020	Full Year 2020	Q1 2021	Q2 2021	2Q YTD 2021	Q2 2021 / Q1 2021	YTD 2021 / YTD 2020
Traditional Variable	21.1	16.6	17.7	19.2	37.7	74.5	20.9	22.7	43.6	9%	16%
Registered Index-Linked	4.9	4.5	6.3	8.4	9.4	24.1	9.2	10.1	19.3	10%	105%
Total Variable	26.0	21.1	23.9	27.6	47.1	98.6	30.0	32.8	62.8	9%	33%
Fixed											
Fixed-rate deferred	9.8	12.8	15.8	13.7	22.6	52.1	14.6	16.1	30.7	10%	36%
Indexed	16.2	12.0	13.2	14.1	28.2	55.5	13.5	15.4	28.9	14%	2%
Deferred income	0.47	0.35	0.42	0.45	0.82	1.70	0.42	0.54	0.96	27%	17%
Fixed immediate	1.9	1.4	1.4	1.6	3.3	6.3	1.5	1.8	3.3	20%	0%
Structured settlements	1.5	1.2	1.0	1.1	2.7	4.8	1.0	1.3	2.3	30%	-15%
Total Fixed	29.9	27.8	31.8	31.0	57.6	120.4	31.0	35.1	66.2	13%	15%
Total U.S. Annuities	55.9	48.9	55.7	58.6	104.7	219.0	61.0	67.9	129.0	11%	23%

\$ in billions

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

