

U.S. Annuity Third Quarter 2021 Preliminary Sales Estimates

Variable	Q1 2020	Q2 2020	Q3 2020	Q4 2020	YTD 2020	Full Year 2020	Q1 2021	Q2 2021	Q3 2021	YTD 2021	Q3 2021 / Q2 2021	YTD 2021 / YTD 2020
Traditional Variable	21.1	16.6	17.7	19.2	55.3	74.5	20.9	22.7	21.5	65.0	-5%	17%
Registered Index-Linked	4.9	4.5	6.3	8.4	15.7	24.1	9.2	10.0	9.2	28.4	-8%	81%
Total Variable	26.0	21.1	23.9	27.6	71.0	98.6	30.0	32.7	30.7	93.4	-6%	32%
Fixed												
Fixed-rate deferred	9.8	12.8	15.8	13.7	38.4	52.1	14.6	16.0	11.3	41.9	-29%	9%
Indexed	16.2	12.0	13.2	14.1	41.4	55.5	13.5	16.5	17.1	47.1	4%	14%
Deferred income	0.47	0.35	0.42	0.45	1.24	1.70	0.42	0.51	0.54	1.47	6%	19%
Fixed immediate	1.9	1.4	1.4	1.6	4.7	6.3	1.5	1.4	1.5	4.4	7%	-6%
Structured settlements	1.5	1.2	1.0	1.1	3.7	4.8	1.0	1.1	1.1	3.2	5%	-15%
Total Fixed	29.9	27.8	31.8	31.0	89.4	120.4	31.0	35.5	31.5	98.0	-11%	10%
Total U.S. Annuities	55.9	48.9	55.7	58.6	160.4	219.0	61.0	68.2	62.2	191.4	-9%	19%

\$ in billions

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

