

U.S. Annuity Third Quarter 2022 Sales Estimates

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	YTD 2021	Full Year 2021	Q1 2022	Q2 2022	Q3 2022	YTD 2022	Q3 2022 / Q2 2022	Q3 2022 / Q3 2021	YTD 2022 / YTD 2021
Traditional Variable	20.9	22.7	21.3	21.7	64.9	86.6	18.5	16.5	14/1	49.1	-15%	-34%	-24%
Registered Index-Linked	9.2	10.0	9.3	10.3	28.5	38.7	9.6	10.8	10.6	31.0	-2%	14%	9%
Total Variable	30.0	32.7	30.6	32.0	93.3	125.3	28.1	27.3	24.7	80.1	-10%	-19%	-14%
Fixed-rate deferred	14.6	16.0	11.5	11.0	42.1	53.1	15.9	28.7	30.0	74.6	5%	161%	77%
Indexed	13.5	16.5	17.1	16.6	47.1	63.7	16.3	19.7	21.5	57.5	9%	26%	22%
Deferred income	0.42	0.51	0.51	0.43	1.4	1.87	0.37	0.52	0.51	1.4	-3%	-1%	-4%
Fixed immediate	1.5	1.6	1.6	1.7	4.7	6.4	1.5	2.0	2.5	6.0	25%	56%	28%
Structured settlements	1.0	1.0	1.1	1.1	3.1	4.2	1.2	1.2	1.5	3.8	21%	32%	23%
Total Fixed	31.0	35.6	31.8	30.8	98.4	129.3	35.2	52.1	56.0	143.3	7%	76%	46%
Total U.S. Annuities	61.0	68.3	62.4	62.8	191.7	254.6	63.3	79.4	80.7	223.4	2%	29%	17%

\$ in billions

Source: U.S. Individual Annuity Sales Survey, Third Quarter 2022, LIMRA