

U.S. Annuity Fourth Quarter 2022 Sales Estimates

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Full Year 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Full Year 2022	Q4 2022 / Q3 2022	Q4 2022 / Q4 2021	YTD 2022 / YTD 2021
Traditional Variable	20.9	22.7	21.3	21.7	86.6	18.5	16.5	14.1	12.7	61.8	-10%	-41%	-29%
Registered Index-Linked	9.2	10.0	9.3	10.3	38.7	9.6	10.8	10.6	10.1	41.1	-5%	-2%	6%
Total Variable	30.0	32.7	30.6	32.0	125.3	28.1	27.3	24.7	22.8	102.9	-8%	-29%	-18%
Fixed-rate deferred	14.6	16.0	11.5	11.0	53.1	15.9	28.7	30.0	38.4	113.0	28%	249%	113%
Indexed	13.5	16.5	17.1	16.6	63.7	16.3	19.7	21.5	22.3	79.8	4%	34%	25%
Deferred income	0.42	0.51	0.51	0.43	1.87	0.37	0.52	0.51	0.72	2.11	43%	67%	13%
Fixed immediate	1.5	1.6	1.6	1.7	6.4	1.5	2.0	2.5	3.2	9.2	28%	88%	44%
Structured settlements	1.0	1.0	1.1	1.1	4.2	1.2	1.2	1.5	2.0	5.8	38%	82%	38%
Total Fixed	31.0	35.6	31.8	30.8	129.3	35.2	52.1	56.0	66.6	209.9	19%	116%	62%
Total U.S. Annuities	61.0	68.3	62.4	62.8	254.6	63.3	79.4	80.7	89.4	312.8	11%	42%	23%

\$ in billions

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