

Preliminary 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 (EST)	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	12.6	61.7	-11%	-42%	-29%
Registered Index-Linked	9.2	10.0	9.3	10.3	38.7	9.6	10.8	10.6	9.9	40.9	-7%	-4%	6%
Total Variable	30.0	32.7	30.6	32.0	125.3	28.1	27.3	24.7	22.5	102.6	-9%	-30%	-18%
Fixed-rate deferred	14.6	16.0	11.5	11.0	53.1	15.9	28.7	30.0	37.5	112.1	25%	241%	111%
Indexed	13.5	16.5	17.1	16.6	63.7	16.3	19.7	21.5	21.9	79.4	2%	32%	25%
Deferred income	0.47	0.35	0.42	0.45	1.70	0.37	0.52	0.51	0.72	2.1	43%	59%	24%
Fixed immediate	1.9	1.4	1.4	1.6	6.3	1.5	2.0	2.5	3.1	9.1	24%	94%	44%
Structured settlements	1.5	1.2	1.0	1.1	4.8	1.2	1.2	1.5	1.5	5.3	3%	36%	10%
Total Fixed	32.0	35.5	31.4	30.8	129.6	35.2	52.1	56.0	64.7	208.0	16%	110%	61%
Total U.S. Annuities	62.0	68.2	62.0	62.8	254.9	63.3	79.4	80.7	87.2	310.6	8%	39%	22%

\$ in billions

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