

U.S. Annuity Second Quarter 2023 Sales Estimates

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q2 YTD 2022	Q1 2023	Q2 2023	Q2 YTD 2023	Q2 2023 / Q1 2023	Q2 2023 / Q2 2022	Q2 YTD 2023 / Q2 YTD 2022
Traditional Variable	18.5	16.5	14.1	12.7	35.0	12.8	13.3	26.1	4%	-19%	-25%
Registered Index-Linked	9.6	10.8	10.6	10.1	20.4	10.4	11.4	21.8	10%	6%	7%
Total Variable	28.1	27.3	24.7	22.8	55.4	23.2	24.7	47.9	6%	-10%	-14%
Fixed-rate deferred	15.9	28.7	30.0	38.4	44.6	41.5	30.5	72.00	-27%	6%	61%
Indexed	16.3	19.7	21.5	22.3	36.0	23.1	25.3	48.4	10%	28%	34%
Deferred income	0.37	0.52	0.51	0.72	0.9	0.83	1.06	1.89	28%	104%	114%
Fixed immediate	1.5	2.00	2.50	3.2	3.5	3.4	3.40	6.80	0%	70%	94%
Structured settlements	1.2	1.2	1.5	2.0	2.4	2.1	2.1	4.10	5%	75%	74%
Total Fixed	35.2	52.1	56.0	66.6	87.3	70.9	62.4	133.2	-12%	20%	53%
Total U.S. Annuities	63.3	79.4	80.7	89.4	142.7	94.1	87.1	181.1	-7%	10%	27%

\$ in billions

Source: U.S. Individual Annuity Sales Survey, Second Quarter 2023, LIMRA