

# Preliminary 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	13.6	26.2	6%	-18%	-25%
Registered Index-Linked	9.6	10.8	10.6	10.1	20.4	10.4	11.6	22.0	12%	8%	8%
<b>Total Variable</b>	<b>28.1</b>	<b>27.3</b>	<b>24.7</b>	<b>22.8</b>	<b>55.4</b>	<b>23.2</b>	<b>25.2</b>	<b>48.2</b>	<b>9%</b>	<b>-8%</b>	<b>-13%</b>
Fixed-rate deferred	15.9	28.7	30.0	38.4	44.6	41.5	31.7	73.2	-24%	10%	64%
Indexed	16.3	19.7	21.5	22.3	36.0	23.1	25.4	48.5	10%	29%	35%
Deferred income	0.37	0.52	0.51	0.72	0.9	0.83	1.08	1.9	30%	108%	116%
Fixed immediate	1.5	2.00	2.50	3.2	3.5	3.4	3.4	6.8	-1%	68%	93%
Structured settlements	1.2	1.2	1.5	2.0	2.4	2.1	2.0	4.1	-5%	67%	74%
<b>Total Fixed</b>	<b>35.2</b>	<b>52.1</b>	<b>56.0</b>	<b>66.6</b>	<b>87.3</b>	<b>70.9</b>	<b>63.4</b>	<b>134.5</b>	<b>-10%</b>	<b>22%</b>	<b>54%</b>
<b>Total U.S. Annuities</b>	<b>63.3</b>	<b>79.4</b>	<b>80.7</b>	<b>89.4</b>	<b>142.7</b>	<b>94.1</b>	<b>88.6</b>	<b>182.9</b>	<b>-6%</b>	<b>12%</b>	<b>28%</b>

\$ in billions

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