

# U.S. Annuity Third Quarter 2023 Sales Estimates

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YTD 2022	Q1 2023	Q2 2023	Q3 2023	YTD 2023	Q3 2023 / Q2 2023	Q3 2023 / Q3 2022	YTD 2023 / YTD 2022
Traditional Variable	18.5	16.5	14.1	12.7	49.1	12.8	13.3	13.0	39.1	-2%	-8%	-20%
Registered Index-Linked	9.6	10.8	10.6	10.1	31.0	10.4	11.4	12.6	34.4	11%	19%	11%
<b>Total Variable</b>	<b>28.1</b>	<b>27.3</b>	<b>24.7</b>	<b>22.8</b>	<b>80.1</b>	<b>23.2</b>	<b>24.7</b>	<b>25.6</b>	<b>73.5</b>	<b>4%</b>	<b>4%</b>	<b>-8%</b>
Fixed-rate deferred	15.9	28.7	30.0	38.4	74.6	41.5	30.5	34.4	106.4	13%	15%	43%
Indexed	16.3	19.7	21.5	22.3	57.5	23.1	25.3	22.6	71.0	-11%	5%	23%
Deferred income	0.37	0.52	0.51	0.72	1.4	0.83	1.06	0.95	2.8	-10%	88%	104%
Fixed immediate	1.5	2.0	2.5	3.2	6.0	3.4	3.4	2.9	9.7	-15%	16%	62%
Structured settlements	1.2	1.2	1.5	2.0	3.8	2.0	2.1	2.1	6.2	0%	45%	63%
<b>Total Fixed</b>	<b>35.2</b>	<b>52.1</b>	<b>56.0</b>	<b>66.6</b>	<b>143.3</b>	<b>70.8</b>	<b>62.4</b>	<b>63.0</b>	<b>196.1</b>	<b>1%</b>	<b>13%</b>	<b>37%</b>
<b>Total U.S. Annuities</b>	<b>63.3</b>	<b>79.4</b>	<b>80.7</b>	<b>89.4</b>	<b>223.4</b>	<b>94.0</b>	<b>87.1</b>	<b>88.6</b>	<b>269.6</b>	<b>2%</b>	<b>10%</b>	<b>21%</b>

\$ in billions

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