

Preliminary U.S. Annuity Third Quarter 2023 Sales Estimates

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q3 YTD 2022	Q1 2023	Q2 2023	Prelim Q3 2023	3Q YTD 2023	Q3 2023 / Q2 2023	Q3 2023 / Q3 2022	Q3 YTD 2023 / Q3 YTD 2022
Traditional Variable	18.5	16.5	14.1	12.7	49.1	12.8	13.3	13.1	39.2	-2%	-7%	-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%
Total Variable	28.1	27.3	24.7	22.8	80.1	23.2	24.7	25.7	73.6	4%	4%	-8%
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	23.3	71.7	-8%	9%	25%
Deferred income	0.37	0.52	0.51	0.72	1.4	0.83	1.06	0.95	2.8	-11%	88%	104%
Fixed immediate	1.5	2.00	2.50	3.2	6.0	3.4	3.4	3.0	9.8	-12%	20%	63%
Structured settlements	1.2	1.2	1.5	2.0	3.8	2.1	2.1	2.1	6.3	0%	45%	66%
Total Fixed	35.2	52.1	56.0	66.6	143.3	70.9	62.4	63.7	197.0	2%	14%	38%
Total U.S. Annuities	63.3	79.4	80.7	89.4	223.4	94.1	87.1	89.4	270.6	3%	11%	21%

\$ in billions

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