

Preliminary U.S. Annuity Fourth Quarter 2023 Sales Estimates

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Full Year 2022	Q1 2023	Q2 2023	Q3 2023	Prelim Q4 2023	Full Year 2023 (Est)	Q4 2023 / Q4 2022	2023 / 2022
Traditional Variable	\$18.5	\$16.5	\$14.1	\$12.7	\$61.8	\$12.8	\$13.3	\$13.0	\$12.3	\$51.4	-3%	-17%
Registered Index-Linked	\$9.6	\$10.8	\$10.6	\$10.1	\$41.1	\$10.4	\$11.4	\$12.6	\$13.0	\$47.4	29%	15%
Total Variable	\$28.1	\$27.3	\$24.7	\$22.8	\$102.9	\$23.2	\$24.7	\$25.6	\$25.3	\$98.8	11%	-4%
Fixed-rate deferred	\$15.9	\$28.7	\$30.0	\$38.4	\$113.0	\$41.5	\$30.5	\$34.4	\$58.5	\$164.9	52%	46%
Indexed	\$16.3	\$19.7	\$21.5	\$22.3	\$79.8	\$23.1	\$25.3	\$22.6	\$24.6	\$95.6	10%	20%
Deferred income	\$0.37	\$0.52	\$0.51	\$0.72	\$2.1	\$0.83	\$1.06	\$0.95	\$1.3	\$4.1	81%	96%
Fixed immediate	\$1.5	\$2.00	\$2.50	\$3.2	\$9.2	\$3.4	\$3.4	\$2.9	\$3.5	\$13.2	9%	43%
Structured settlements	\$1.2	\$1.2	\$1.5	\$2.0	\$5.8	\$2.1	\$2.1	\$2.1	\$2.1	\$8.4	5%	45%
Total Fixed	\$35.2	\$52.1	\$56.0	\$66.6	\$209.9	\$70.9	\$62.4	\$63.0	\$90.0	\$286.2	35%	36%
Total U.S. Annuities	\$63.3	\$79.4	\$80.7	\$89.4	\$312.8	\$94.1	\$87.1	\$88.6	\$115.3	\$385.0	29%	23%

\$ in billions

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