

U.S. Annuity First Quarter 2024 Sales Estimates

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Full Year 2023	Q1 2024	Q1 2024 / Q4 2023	Q1 2024 / Q1 2023
Traditional Variable	12.8	13.3	13.0	12.3	51.4	13.7	11%	7%
Registered Index-Linked	10.4	11.4	12.6	13.0	47.4	14.5	12%	39%
Total Variable	23.2	24.7	25.6	25.3	98.8	28.2	11%	22%
Fixed-rate deferred	41.5	30.5	34.4	58.5	164.9	43.0	-26%	4%
Indexed	23.1	25.3	22.6	24.9	95.9	28.6	15%	24%
Deferred income	0.83	1.06	0.96	1.3	4.2	1.17	-12%	40%
Fixed immediate	3.4	3.40	2.90	3.6	13.3	3.6	0%	6%
Structured settlements	2.0	2.1	2.1	2.1	8.3	2.1	0%	5%
Total Fixed	70.8	62.4	63.0	90.4	286.6	78.5	-13%	11%
Total U.S. Annuities	94.0	87.1	88.6	115.7	385.4	106.7	-8%	13%

\$ in billions

Source: U.S. Individual Annuity Sales Survey, First Quarter 2024, LIMRA