

Preliminary 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 | 14.5 | 18% | 13% |
| Registered Index-Linked | 10.4 | 11.4 | 12.6 | 13.0 | 47.4 | 14.5 | 12% | 40% |
| Total Variable | 23.2 | 24.7 | 25.6 | 25.3 | 98.8 | 29.0 | 15% | 25% |
| | | | | | | | | |
| Fixed-rate deferred | 41.5 | 30.5 | 34.4 | 58.5 | 164.9 | 48.0 | -18% | 16% |
| Indexed | 23.1 | 25.3 | 22.6 | 24.9 | 95.9 | 29.3 | 17% | 27% |
| Fixed deferred | 64.6 | 55.8 | 57.0 | 83.4 | 260.8 | 77.3 | -7% | 20% |
| Deferred income | 0.83 | 1.06 | 0.96 | 1.3 | 4.2 | 1.1 | -15% | 35% |
| Fixed immediate | 3.4 | 3.40 | 2.90 | 3.6 | 13.3 | 4.0 | 12% | 19% |
| 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 | 84.5 | -7% | 19% |
| | | | | | | | | |
| Total U.S. Annuities | 94.0 | 87.1 | 88.6 | 115.7 | 385.4 | 113.5 | -2% | 21% |

\$ in billions

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