

Preliminary U.S. Annuity Third Quarter 2024 Sales Estimates

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	YTD 2023	Full Year 2023	Q1 2024	Q2 2024	Q3 2024	YTD 2024	Q3 2024 / Q3 2023	YTD 2024 / YTD 2023
Traditional Variable	12.8	13.3	13.0	12.3	39.1	51.4	13.7	15.4	14.9	44.0	14%	12%
Registered Index-Linked	10.4	11.4	12.6	13.0	34.4	47.4	14.5	16.4	17.3	48.2	37%	40%
Total Variable	23.2	24.7	25.6	25.3	73.5	98.8	28.2	31.8	32.1	92.1	25%	25%
Fixed-rate deferred	41.5	30.5	34.4	58.5	106.4	164.9	43.0	40.7	40.7	124.4	18%	17%
Indexed	23.1	25.3	22.6	24.9	71.0	95.9	28.6	30.7	34.9	94.2	54%	33%
Deferred income	0.8	1.1	1.0	1.3	2.8	4.2	1.2	1.3	1.3	3.8	40%	33%
Fixed immediate	3.4	3.4	2.9	3.6	9.7	13.3	3.6	3.4	3.4	10.4	17%	7%
Structured settlements	2.0	2.1	2.1	2.1	6.2	8.3	2.1	2.1	2.1	6.3	0%	2%
Total Fixed	70.8	62.4	63.0	90.4	196.1	286.6	78.5	78.2	82.4	239.1	31%	22%
Total U.S. Annuities	94.0	87.1	88.6	115.7	269.6	385.4	106.7	110.0	114.6	331.2	29%	23%

\$ in billions

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