## **Annuity Sales & Forecast 2020-2022**

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## Annuity Sales Forecast

(by Product Type 2020-2022

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|-----------------------------|---------|-----------|-----------|
|                             | 2020    | 2021e     | 2022e     |
| VA<br>Total                 | 98.6    | 99-107    | 106-114   |
| VA<br>Trad                  | 74.5    | 66-71     | 66-71     |
| RILA                        | 24.1    | 33-38     | 41-44     |
| FA<br>Total                 | 120     | 116-127   | 125-137   |
| FIA                         | 55.5    | 60-65     | 66-71     |
| FA                          | 52.1    | 42-47     | 44-49     |
| IA                          | IA      | IA        | IA        |
| Total                       | \$219.0 | \$215-235 | \$232-251 |
|                             |         |           |           |

Source: LIMRA Secure Retirement Institute. VA = variable annuity. RILA = registered index-linked annuity. FIA = fixed indexed annuity. FA = Fixed-rate deferred annuity. IA = Income annuity.