

## First Quarter 2020 Annuity Sales (Est.): SRI

By No Author      *Wed, Apr 22, 2020*

<b>1Q 2020 U.S. Annuity Sales</b> (\$ Billions; preliminary estimates)			
	Q1 2019	Q1 2020	Q1 2020 /Q1 2019
<b>Variable</b>			
VA Deferred (no RILAs)	19.3	21.4	11%
RILA	3.5	5.1	44%
Total Variable	22.8	26.5	16%
<b>Fixed</b>			
Fixed-rate deferred	15.1	9.8	-35%
Indexed	18.0	15.8	-12%
Deferred income	0.63	0.53	-16%
Fixed immediate	2.8	1.9	-32%
Structured settlements	1.5	1.5	0%
Total Fixed	38.0	29.5	-22%
Total U.S. Annuities	60.8	56.0	-8%
Source: LIMRA Secure Retirement Institute, April 22, 2020.			