The Big Shift (from VA to FIA)

By No Author *Thu, Apr 11, 2019*

The Big Shift
from variable annuity to fixed indexed annuity by percent of annuity sales of leading issuers, 2007 to 2018

	FIA %	VA %
2007		
AIG Companies	1	53
MetLife	0	89
Hartford Life	0	85
AXA US	0	100
Voya Financial	9	88
Lincoln Financial	5	85
TIAA	0	100
Prudential Annuities	0	95
John Hancock	0	90
2018		
AIG Companies	27	37
Jackson National Life	2	96
New York Life	0	20
Lincoln Financial*	24	72
Allianz Life of NA*	79	21
AXA*	0	100
TIAA	0	100
Nationwide	50	45
Pacific Life	38	35
*Sells indexed variable annuities.		
Source: LIMRA, April 4, 2019.		