

U.S. Annuity Sales Estimates

Variable	Q3 2018	Q3 2019	Q3 2019 / Q3 2018	YTD 2018	YTD 2019	YTD 2019 / YTD 2018
VA Deferred (no RILAs)	22.0	21.7	-2%	67.7	62.6	-8%
RILA	3.0	4.8	62%	7.7	12.5	63%
Total Variable	25.0	26.5	6%	75.4	75.1	0%
Fixed						
Fixed-rate deferred	11.5	9.9	-14%	32.4	38.1	18%
Book value	7.6	5.9	-22%	21.0	24.9	19%
MVA	3.9	4.0	3%	11.4	13.2	16%
Indexed	18.0	18.6	3%	50.1	56.6	13%
Deferred income	0.55	0.59	7%	1.6	2.0	19%
Fixed immediate	2.4	2.3	-4%	7.0	7.8	11%
Structured settlements	1.6	1.5	-6%	4.6	4.6	0%
Total Fixed	34.1	32.9	-3%	95.7	109.1	14%
Total U.S. Annuities	59.1	59.4	1%	171.1	184.2	8%
Industry estimates reported for the second quarter 2019 based upon data from 59 companies, representing 94 percent of total sales.						

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey, Third Quarter 2019
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