

# Fourth Quarter 2020 U.S. Annuity Sales

	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Full Year 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Full Year 2020	Q4 2020 / Q3 2020	Q4 2020 / Q4 2019	YTD 2020 / YTD 2019
<b>Traditional Variable</b>	19.3	21.7	21.7	21.9	84.5	21.1	16.6	17.7	19.2	74.5	9%	-12%	-12%
<b>Registered Index-Linked</b>	3.5	4.1	4.8	4.9	17.4	4.9	4.5	6.3	8.4	24.1	35%	71%	38%
<b>Total Variable</b>	22.8	25.8	26.5	26.8	101.9	26.0	21.1	23.9	27.6	98.6	15%	3%	-3%
<b>Fixed-rate deferred</b>	15.1	13.1	9.9	9.4	47.5	9.8	12.8	15.8	13.7	52.1	-13%	46%	10%
<b>Indexed</b>	18.0	20.0	18.6	16.9	73.5	16.2	12.0	13.2	14.1	55.5	7%	-17%	-24%
<b>Fixed deferred</b>	33.1	33.1	28.5	26.3	121.0	26.0	24.8	29.0	27.8	107.6	-4%	6%	-11%
<b>Deferred income</b>	0.63	0.73	0.59	0.53	2.48	0.47	0.35	0.42	0.45	1.7	8%	-14%	-32%
<b>Fixed immediate</b>	2.8	2.7	2.3	2.1	9.9	1.9	1.4	1.4	1.6	6.3	14%	-24%	-36%
<b>Structured settlements</b>	1.5	1.6	1.5	1.9	6.5	1.5	1.2	1.0	1.1	4.8	10%	-41%	-26%
<b>Total Fixed</b>	38.0	38.1	32.9	30.8	139.8	29.9	27.8	31.8	31.0	120.4	-3%	1%	-14%
<b>Total U.S. Annuities</b>	60.8	63.9	59.4	57.6	241.7	55.9	48.9	55.7	58.6	219.0	5%	2%	-9%

Please attribute any reference to this material to Secure Retirement Institute

\$ in billions

Source: Secure Retirement Institute, U.S. Individual Annuity Sales Survey, Fourth Quarter 2020

