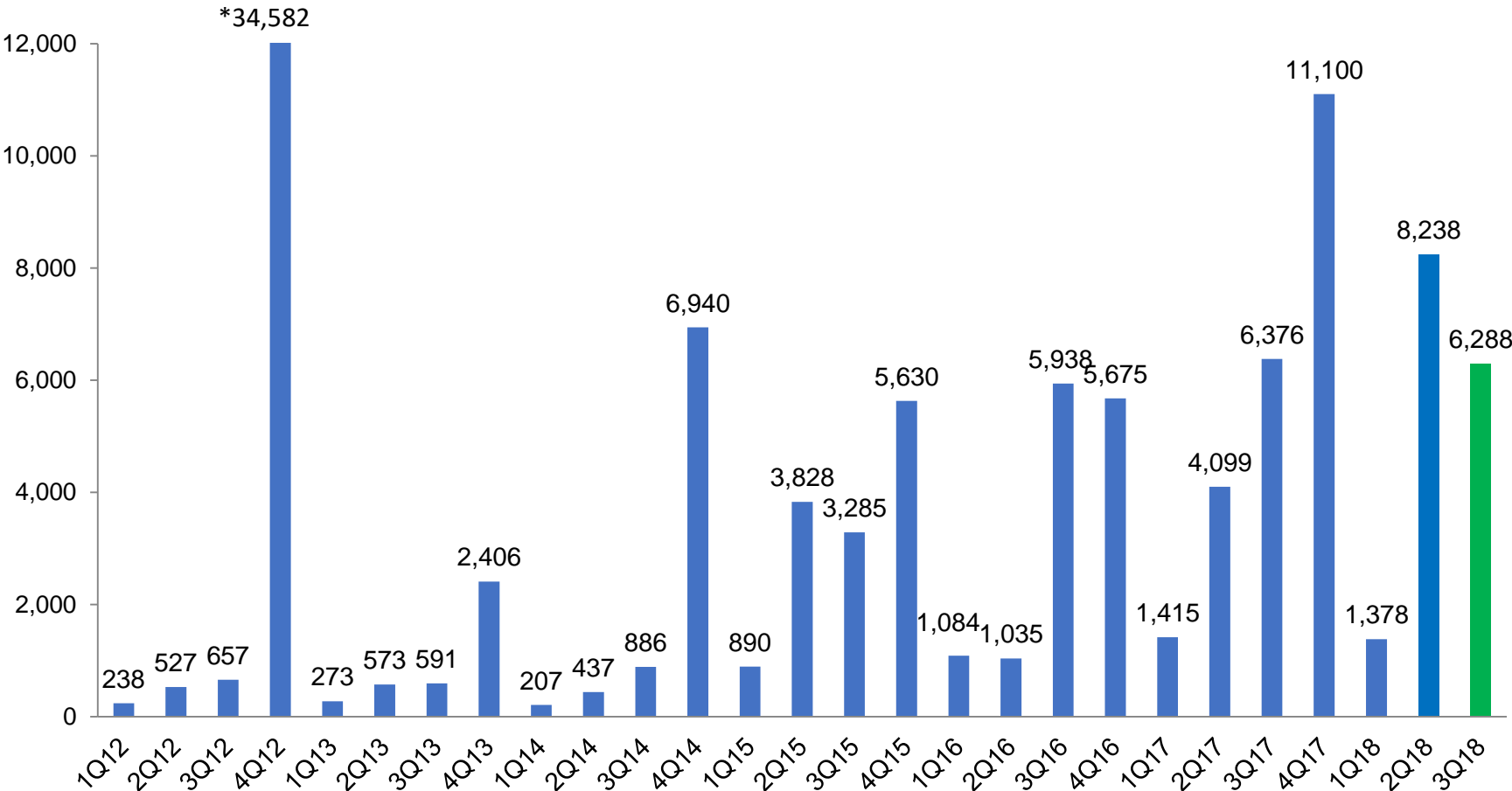


# Third quarter pension buyout sales reached \$6.2B – the 14th consecutive quarter of sales over \$1 billion.

Buy-out Sales by Quarter 1Q 2012 - 3Q 2018



Based on 16 companies that provided single premium buy-out sales.

\*Buy-out sales total exceeds scale

Source: Group Annuity Risk Transfer Survey (2018, Third Quarter), LIMRA Secure Retirement Institute

