

Second Quarter 2024 U.S. Annuity Sales Estimates

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	YTD 2023	Q1 2024	Q2 2024	YTD 2024	Q2 2024 / Q1 2024	Q2 2024 / Q2 2023	YTD 2024 / YTD 2023
Traditional Variable	12.8	13.3	13.0	12.3	26.1	13.7	15.4	29.1	12%	16%	11%
Registered Index- Linked	10.4	11.4	12.6	13.0	21.8	14.5	16.4	30.8	12%	44%	41%
Total Variable	23.2	24.7	25.6	25.3	47.9	28.2	31.7	59.9	12%	28%	25%
Fixed-rate deferred	41.5	30.5	34.4	58.5	72.0	43.0	40.7	83.7	-5%	33%	16%
Indexed	23.1	25.3	22.6	24.9	48.4	28.6	30.7	59.3	7%	21%	23%
Deferred income	0.8	1.1	1.0	1.3	1.9	1.2	1.3	2.5	10%	21%	30%
Fixed immediate	3.4	3.4	2.9	3.6	6.8	3.6	3.4	7.0	-6%	0%	3%
Structured settlements	2.0	2.1	2.1	2.1	4.1	2.1	2.1	4.2	0%	0%	2%
Total Fixed	70.8	62.4	63.0	90.4	133.2	78.5	78.2	156.7	0%	25%	18%
Total U.S. Annuities	94.0	87.1	88.6	115.7	181.1	106.7	109.9	216.6	3%	26%	20%

\$ in billions

Source: U.S. Individual Annuity Sales Survey, Second Quarter 2024, LIMRA