

# U.S. Annuity Fourth Quarter 2023 Sales Estimates

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Full Year 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Full Year 2023	Q4 2023 / Q4 2022	2023 / 2022
Traditional Variable	\$18.5	\$16.5	\$14.1	\$12.7	\$61.8	\$12.8	\$13.3	\$13.0	12.3	51.4	-3%	-17%
Registered Index-Linked	\$9.6	\$10.8	\$10.6	\$10.1	\$41.1	\$10.4	\$11.4	\$12.6	13.0	47.4	29%	15%
<b>Total Variable</b>	<b>\$28.1</b>	<b>\$27.3</b>	<b>\$24.7</b>	<b>\$22.8</b>	<b>\$102.9</b>	<b>\$23.2</b>	<b>\$24.7</b>	<b>\$25.6</b>	<b>25.3</b>	<b>98.8</b>	<b>11%</b>	<b>-4%</b>
Fixed-rate deferred	\$15.9	\$28.7	\$30.0	\$38.4	\$113.0	\$41.5	\$30.5	\$34.4	58.5	164.9	52%	46%
Indexed	\$16.3	\$19.7	\$21.5	\$22.3	\$79.8	\$23.1	\$25.3	\$22.6	24.9	95.9	12%	20%
Deferred income	\$0.37	\$0.52	\$0.51	\$0.72	\$2.1	\$0.83	\$1.06	\$0.96	1.3	4.2	83%	97%
Fixed immediate	\$1.5	\$2.00	\$2.50	\$3.2	\$9.2	\$3.4	\$3.4	\$2.9	3.6	13.3	13%	45%
Structured settlements	\$1.2	\$1.2	\$1.5	\$2.0	\$5.8	\$2.0	\$2.1	\$2.1	2.1	8.3	5%	43%
<b>Total Fixed</b>	<b>\$35.2</b>	<b>\$52.1</b>	<b>\$56.0</b>	<b>\$66.6</b>	<b>\$209.9</b>	<b>\$70.8</b>	<b>\$62.4</b>	<b>\$63.0</b>	<b>90.4</b>	<b>286.6</b>	<b>36%</b>	<b>37%</b>
<b>Total U.S. Annuities</b>	<b>\$63.3</b>	<b>\$79.4</b>	<b>\$80.7</b>	<b>\$89.4</b>	<b>\$312.8</b>	<b>\$94.0</b>	<b>\$87.1</b>	<b>\$88.6</b>	<b>115.7</b>	<b>385.4</b>	<b>29%</b>	<b>23%</b>

\$ in billions

Source: U.S. Individual Annuity Sales Survey, Fourth Quarter 2023, LIMRA