



Insured Retirement Institute

Q2 2021 Fixed and Variable Annuity Sales & Asset Data

Table 1: Fixed and Variable Annuity Sales¹

Product Type	Q2 2021 YTD \$Millions	Q2 2020 YTD \$Millions	YTD Change Q221/Q220		Q2 2021 \$Millions	Q1 2021 \$Millions	Change Q221/Q121	Q2 2020 \$Millions	Change Q221/Q220
All Variable Annuities (VA)	58,401.6	45,442.4	28.5%		29,231.6	29,170.0	0.2%	20,422.7	43.1%
All Fixed Annuities	58,304.8	54,067.8	7.8%		30,813.4	27,491.4	12.1%	26,515.7	16.2%
Totals	116,706.4	99,510.2	17.3%		60,045.0	56,661.4	6.0%	46,938.4	27.9%
VA (ex-Structured)	39,053.9	36,131.4	8.1%		19,046.9	20,007.0	-4.8%	15,889.3	19.9%
Structured VA (RILA)	19,347.7	9,311.0	107.8%		10,184.7	9,163.0	11.2%	4,533.4	124.7%
Fixed – Book Value	12,251.5	12,688.1	-3.4%		6,968.3	5,283.2	31.9%	7,556.4	-7.8%
Fixed – Mkt Value Adjusted	14,125.4	9,250.0	52.7%		6,703.3	7,422.1	-9.7%	5,206.7	28.7%
Fixed Indexed	28,646.5	28,223.9	1.5%		15,372.3	13,274.2	15.8%	12,065.4	27.4%
Income	3,281.5	3,905.8	-16.0%		1,769.6	1,511.9	17.0%	1,687.2	4.9%
Totals	116,706.5	99,510.2	17.3%		60,045.1	56,661.4	6.0%	46,938.4	27.9%

Table 2: VA Assets Under Management by Asset Category

Asset Category	Q2 2021 \$Billions	Q1 2021 \$Billions	Change Q221/Q121		Q2 2020 \$Billions	Change Q221/Q220
Equity Funds	717.5	700.4	+2.4%		576.3	+24.5%
Fixed Account	342.5	352.0	-2.7%		353.4	-3.1%
Allocation Funds	816.5	844.1	-3.3%		748.4	+9.1%
Bond Funds	178.8	180.6	-1.0%		178.5	+0.2%
Money Market Funds	24.5	27.0	-9.3%		30.5	-19.7%
Totals	2,079.8	2,104.1			1,887.1	

¹Both Morningstar and Beacon report sales for certain structured annuities filed with the SEC. In order to avoid confusion between fixed and variable data sets and avoid overstating results, sales data for these products is consolidated within the VA universe, resulting in sales totals that are slightly higher than total VA sales reported by Morningstar, Inc. and slightly lower than total fixed and structured annuity sales reported by Beacon.