Q3 2021 Fixed and Variable Annuity Sales & Asset Data

Table 1: Fixed and Variable Annuity Sales[1]

Product Type	Q3 2021 YTD $Millions	Q3 2020 YTD $Millions	YTD Change Q221/Q220		Q3 2021 $Millions	Q2 2021 $Millions	Change Q321/Q221	Q3 2020 $Millions	Change Q321/Q320
All Variable Annuities (VA)	75,182.4	68,747.8	+9.4%		29,740.0	29,231.6	+1.7%	23,305.4	+27.6%
All Fixed Annuities	82,131.3	84,227.9	-2.5%		28,063.5	30,813.4	-8.9%	30,160.1	-7.0%
Totals	**157,313.7**	**152,975.7**	**+2.8%**		**57,803.5**	**60,045.0**	**-3.7%**	**53,465.5**	**+8.1%**
VA (ex-RILA)	56,506.0	53,201.8	+6.2%		20,374.6	19,046.9	+7.0%	17,070.4	+19.4%
Registered Index Linked (RILA)	18,676.4	15,546.0	+20.1%		9,365.4	10,184.7	-8.0%	6,235.0	+50.2%
Fixed – Book Value	18,299.1	20,068.1	-8.8%		5,611.0	6,968.3	-19.5%	7,380.0	-24.0%
Fixed – Mkt Value Adjusted	13,850.3	17,097.8	-19.0%		4,600.3	6,703.3	-31.4%	7,847.8	-41.4%
Fixed Indexed	44,219.1	41,418.3	+6.8%		15,995.2	15,372.3	+4.1%	13,194.5	+21.2%
Income	5,762.8	5,643.7	+2.1%		1,857.0	1,769.6	+4.9%	1,737.8	+6.9%
Totals	**157,313.7**	**152,975.7**	**+2.8%**		**57,803.5**	**60,045.1**	**-3.7%**	**53,465.5**	**+8.1%**

Table 2: VA Assets Under Management by Asset Category

Asset Category	Q3 2021 $Billions	Q2 2021 $Billions	Change Q321/Q221		Q3 2020 $Billions	Change Q321/Q320
Equity Funds	707.9	717.5	-1.3%		611.7	+15.7%
Fixed Account	355.2	342.5	+3.7%		350.5	+1.3%
Allocation Funds	802.7	816.5	-1.7%		776.8	+3.3%
Bond Funds	179.5	178.8	+0.4%		182.5	-1.6%
Money Market Funds	24.2	24.5	-1.2%		30.8	-21.4%
Totals	**2,069.5**	**2,079.8**	**-0.5%**		**1,952.3**	**+6.0%**

[1]Both Morningstar, Inc. and Beacon Annuity Solutions report sales for certain Registered Index Linked Annuities (RILAs, also referred to as "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.

Insured Retirement Institute