

## 2021 Fixed and Variable Annuity Sales & Asset Data

### Table 1: Fixed and Variable Annuity Sales<sup>1</sup>

Product Type	2021 \$Millions	2020 \$Millions	Change 2021/2020	Q4 2021 \$Millions	Q3 2021 \$Millions	Change Q421/Q321	Q4 2020 \$Millions	Change Q421/Q420
All Variable Annuities (VA)	118,962.4	95,750.9	+24.2%	30,820.8	29,740.0	+3.6%	27,003.1	+14.1%
All Fixed Annuities	114,128.6	111,745.2	+2.1%	27,760.2	28,063.5	-1.1%	27,517.3	+0.9%
<b>Totals</b>	<b>233,091.0</b>	<b>207,496.1</b>	<b>+12.3%</b>	<b>58,581.0</b>	<b>57,803.5</b>	<b>+1.3%</b>	<b>54,520.4</b>	<b>+7.4%</b>
VA (ex-RILA)	79,863.9	71,811.8	+11.2%	20,462.8	20,374.6	+0.4%	18,610.0	+10.0%
Registered Index Linked (RILA)	39,098.5	23,939.1	+63.3%	10,358.0	9,365.4	+10.6%	8,393.1	+23.4%
Fixed – Book Value	24,468.9	24,471.6	-	6,606.3	5,611.0	+17.7%	4,403.5	+50.0%
Fixed – Mkt Value Adjusted	22,386.5	24,467.2	-8.5%	3,660.8	4,600.3	-20.4%	7,369.4	-50.3%
Fixed Indexed	60,249.0	55,407.4	+8.7%	15,607.4	15,995.2	-2.4%	13,989.0	+11.6%
Income	7,024.2	7,399.0	-5.1%	1,885.7	1,857.0	+1.5%	1,755.4	+7.4%
<b>Totals</b>	<b>233,091.0</b>	<b>207,496.1</b>	<b>+12.3%</b>	<b>58,581.0</b>	<b>57,803.5</b>	<b>+1.3%</b>	<b>54,520.4</b>	<b>+7.4%</b>

### Table 2: VA Assets Under Management by Asset Category

Asset Category	Q4 2021 \$Billions	Q3 2021 \$Billions	Change Q421/Q321	Q4 2020 \$Billions	Change Q421/Q420
Equity Funds	746.8	707.9	+5.5%	689.9	+8.2%
Fixed Account	358.6	355.2	+1.0%	357.3	+0.4%
Allocation Funds	823.2	802.7	+2.6%	843.8	-2.4%
Bond Funds	178.2	179.5	-0.7%	186.3	-4.3%
Money Market Funds	23.6	24.2	-2.5%	28.5	-17.2%
<b>Totals</b>	<b>2,130.4</b>	<b>2,069.5</b>	<b>+2.9%</b>	<b>2,105.8</b>	<b>+1.2%</b>

<sup>1</sup>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.