



Insured Retirement Institute

Q2 2020 Fixed and Variable Annuity Sales & Asset Data

Table 1: Fixed and Variable Annuity Sales¹

Product Type	Q2 2020 YTD \$Millions	Q2 2019 YTD \$Millions	YTD Change Q220/Q219		Q2 2020 \$Millions	Q1 2020 \$Millions	Change Q220/Q120	Q2 2019 \$Millions	Change Q220/Q219
All Variable Annuities (VA)	45,442.4	46,822.7	-2.9%		20,422.7	25,019.7	-18.4%	24,958.3	-18.2%
All Fixed Annuities	54,067.8	71,688.3	-24.6%		26,515.7	27,552.1	-3.8%	35,806.8	-25.9%
Totals	99,510.2	118,511.0	-16.0%		46,938.4	52,571.8	-10.7%	60,765.1	-22.8%
VA (ex-Structured)	36,131.4	39,239.5	-7.9%		15,889.3	20,242.1	-21.5%	20,844.2	-23.8%
Structured VA	9,311.0	7,583.2	+22.8%		4,533.4	4,777.6	-5.1%	4,114.1	+10.2%
Fixed – Book Value	12,688.1	15,469.3	-18.0%		7,556.4	5,131.7	+47.2%	7,244.1	+4.3%
Fixed – Mkt Value Adjusted	9,250.0	11,416.3	-19.0%		5,206.7	4,043.3	+28.8%	5,216.7	-0.2%
Fixed Indexed	28,223.9	38,124.6	-26.0%		12,065.4	16,158.5	-25.3%	19,998.5	-39.7%
Income	3,905.8	6,678.1	-41.5%		1,687.2	2,218.6	-24.0%	3,347.5	-49.6%
Totals	99,510.2	118,511.0	-16.0%		46,938.4	52,571.8	-10.7%	60,765.1	-22.8%

Table 2: VA Assets Under Management by Asset Category

Asset Category	Q2 2020 \$Millions	Q1 2020 \$Millions	Change Q220/Q120		Q2 2019 \$Millions	Change Q220/Q219
Equity Funds	576.3	480.4	+20.0%		607.9	-5.2%
Fixed Account	353.4	347.9	+1.6%		347.5	+1.7%
Allocation Funds	748.4	652.4	+14.7%		806.5	-7.2%
Bond Funds	178.5	191.5	-6.8%		175.1	+1.9%
Money Market Funds	30.5	32.5	-6.2%		24.0	+27.1%
Totals	1,887.1	1,704.7			1,961.0	

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.