



Insured Retirement Institute

# NEWS

**FOR IMMEDIATE RELEASE**

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## IRI ISSUES THIRD-QUARTER 2018 ANNUITY SALES REPORT - CHARTS

**Fixed Table 1. Quarterly Fixed Annuity Sales by Product Type**

(\$ Millions)	Quarter Ended				
	9/30/18	6/30/18	3/31/18	12/31/17	9/30/17
Total Sales (Rounded)	31,824	31,902	25,432	23,657	22,584
Book Value	6,953	7,044	5,015	4,649	4,445
Market Value Adjusted	4,110	4,294	3,338	2,548	2,681
Indexed	18,015	17,651	14,612	13,810	12,991
Income	2,746	2,914	2,468	2,650	2,468

Source: Beacon Research *Fixed Annuity Premium Study*

**Fixed Table 2. Quarterly Market Share by Product Type**

(As a percent of total sales)	9/30/18
Indexed	56.7%
Book Value	21.8%
Market Value Adjusted	12.9%
Income	8.6%

Source: Beacon Research *Fixed Annuity Premium Study*

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**Variable Table 1. Variable Annuity Net Assets**

<b>(\$ Millions)</b>	<b>9/30/18</b>	<b>6/30/18</b>	<b>3/31/18</b>	<b>12/31/17</b>	<b>9/30/17</b>
Total Net Assets	2,004,388	1,967,249	1,953,231	1,985,722	1,957,995

Source: Morningstar, Inc., and Insured Retirement Institute

**Variable Table 2. Quarterly Variable Annuity Total Premium & Net Sales\***

Quarter Ended

<b>(\$ Millions)</b>	<b>9/30/18</b>	<b>6/30/18</b>	<b>3/31/18</b>	<b>12/31/17</b>	<b>9/30/17</b>
Total Sales	23,048	24,102	22,904	23,909	20,932
Net Sales**	-19,408	-21,124	-18,441	-18,185	-15,858
<i>Net Sales as % of total sales**</i>	-84.2%	-87.6%	-80.5%	-76.1%	-75.8%

Source: Morningstar, Inc.

\**Total Premium Sales*, also called *Total Premium Flows*, represents the sum of new sales [all first-time buyers of a contract, including inter- and intra-company exchanges] and additional premiums from existing contract owners. *Net Sales*, also called *Net Flows*, represents *Total Premium Sales* minus surrenders, withdrawals, inter- and intra-company exchanges, and benefit payments.

\*\*Morningstar estimates net sales based on a calculation methodology used across all investment universes for which Morningstar collects and publishes asset and performance data, including global open end mutual funds, separate accounts, and exchange traded funds.

**Variable Table 3. Variable Annuity Assets by Asset Class**

<b>(As a percent of total assets)</b>	<b>9/30/18</b>
Equity	34.8%
Allocation	38.5%
Fixed Accounts	17.2%
Bonds	8.4%
Money Market	1.1%

Source: Morningstar, Inc.