



Insured Retirement Institute

Q3 2020 Fixed and Variable Annuity Sales & Asset Data

Table 1: Fixed and Variable Annuity Sales¹

Product Type	Q3 2020 YTD \$Millions	Q3 2019 YTD \$Millions	YTD Change Q320/Q319		Q3 2020 \$Millions	Q2 2020 \$Millions	Change Q320/Q220	Q3 2019 \$Millions	Change Q220/Q319
All Variable Annuities (VA)	68,747.8	72,469.0	-5.1%		23,305.4	20,422.7	+14.1%	25,646.3	-9.1%
All Fixed Annuities	84,227.9	101,772.9	-17.2%		30,160.1	26,515.7	+13.7%	30,084.7	+0.3%
Totals	152,975.7	174,241.9	-12.2%		53,465.5	46,938.4	+13.9%	55,731.0	-4.1%
VA (ex-Structured)	53,201.8	60,103.7	-11.5%		17,070.4	15,889.3	+7.4%	20,864.2	-18.2%
Structured VA	15,546.0	12,365.3	+25.7%		6,235.0	4,533.4	+37.5%	4,782.1	+30.4%
Fixed – Book Value	20,068.1	19,574.0	+2.5%		7,380.0	7,556.4	-2.3%	4,104.6	+79.8%
Fixed – Mkt Value Adjusted	17,097.8	16,459.2	+3.9%		7,847.8	5,206.7	+50.7%	5,042.9	+55.6%
Fixed Indexed	41,418.3	56,337.4	-26.5%		13,194.5	12,065.4	+9.4%	18,213.0	-27.6%
Income	5,643.7	9,402.3	-40.0%		1,737.8	1,687.2	+3.0%	2,724.2	-36.2%
Totals	152,975.7	174,241.9	-12.2%		53,465.5	46,938.4	+13.9%	55,731.0	-4.1%

Table 2: VA Assets Under Management by Asset Category

Asset Category	Q3 2020 \$Millions	Q2 2020 \$Millions	Change Q320/Q220		Q3 2019 \$Millions	Change Q320/Q319
Equity Funds	611.7	576.3	+6.1%		597.0	2.5%
Fixed Account	350.5	353.4	-0.8%		351.2	-0.2%
Allocation Funds	776.8	748.4	+3.8%		796.8	-2.5%
Bond Funds	182.5	178.5	+2.2%		177.2	3.0%
Money Market Funds	30.8	30.5	+1.0%		24.3	26.7%
Totals	1,952.3	1,887.1			1,946.5	

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.