



Insured Retirement Institute

2020 Fixed and Variable Annuity Sales & Asset Data

Table 1: Fixed and Variable Annuity Sales¹

Product Type	2020 \$Millions	2019 \$Millions	YTD Change 2020/2019		Q4 2020 \$Millions	Q3 2020 \$Millions	Change Q420/Q320	Q4 2019 \$Millions	Change Q420/Q419
All Variable Annuities (VA)	95,750.9	98,324.2	-2.6%		27,003.1	23,305.4	+15.9%	25,855.2	+4.4%
All Fixed Annuities	111,745.3	129,480.7	-13.7%		27,517.3	30,160.1	-8.8%	27,707.8	-0.7%
Totals	207,496.2	227,804.9	-8.9%		54,520.4	53,465.5	+2.0%	53,563.0	+1.8%
VA (ex-RILA ²)	71,811.8	80,762.0	-11.1%		18,610.0	17,070.4	+9.0%	20,658.3	-9.9%
RILA ²	23,939.1	17,562.3	+36.3%		8,393.1	6,235.0	+34.6%	5,196.9	+61.5%
Fixed – Book Value	24,471.7	25,239.0	-3.0%		4,403.5	7,380.0	-40.3%	5,665.0	-22.3%
Fixed – Mkt Value Adjusted	24,467.1	19,858.9	+23.2%		7,369.4	7,847.8	-6.1%	3,399.7	+116.8%
Fixed Indexed	55,407.3	72,466.3	-23.5%		13,989.0	13,194.5	+6.0%	16,128.9	-13.3%
Income	7,399.2	11,916.4	-37.9%		1,755.4	1,737.8	+1.0%	2,514.2	-30.2%
Totals	207,496.2	227,804.9	-8.9%		54,520.4	53,465.5	+2.0%	53,563.0	+1.8%

Table 2: VA Assets Under Management by Asset Category

Asset Category	Q4 2020 \$Millions	Q3 2020 \$Millions	Change Q420/Q320		Q4 2019 \$Millions	Change Q420/Q419
Equity Funds	689.9	611.7	+12.8%		635.3	+8.6%
Fixed Account	357.3	350.5	+1.9%		352.7	+1.3%
Allocation Funds	843.8	776.8	+8.6%		827.8	+1.9%
Bond Funds	186.3	182.5	+2.1%		178.7	+4.3%
Money Market Funds	28.5	30.8	-7.5%		23.5	+21.3%
Totals	2,105.8	1,952.3	+7.9%		2,018.0	+4.4%

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.

²RILA stands for Registered Index-Linked Annuities, also referred to as “structured” or “buffered” annuities.



Insured Retirement Institute