Annuity market update, 1st quarter 2026

July 2026

Featured article: Long-term care riders on annuity products: a market update

The tax-qualified long-term care (LTC) rider on an annuity product has occupied a quiet corner of the insurance landscape for the better part of a decade—understood by specialists, underwritten by a small number of carriers, and largely absent from mainstream retirement planning conversations. That may be changing. The 2025 entry of a carrier with established expertise in both standalone LTC and life+LTC hybrid products signals growing institutional confidence in a segment that, until recently, had been the province of early movers willing to absorb more pricing uncertainty.

WHAT THEY ARE — AND WHY THEY ARE GAINING TRACTION

A threshold clarification is worth making because the terminology in this space can sometimes be confusing. Annuity products have long offered chronic-illness-like and living-benefit riders that superficially resemble LTC coverage—triggering on the inability to perform two of six activities of daily living, or on cognitive impairment, consistent with traditional LTC definitions. But absent a filing as tax-qualified LTC under IRC §7702B, those riders do not deliver the tax treatment that defines the category. Rider charges are not deductible, and benefits—including accelerated withdrawals—remain taxable income.

The carriers active in the tax-qualified annuity LTC space offer something structurally distinct. Rider charges are tax-deductible, and benefits, including full account-value access deployed for paying for LTC, are received income-tax-free. For the appropriate buyer, that dual tax advantage is not incidental—it is the value proposition.

Annuity LTC product innovation has emerged at a time where “Peak 65” demographic trends and rising healthcare costs have become part of the national conversation of retirement planning. Several forces have converged to make this an attractive moment for carriers to enter or expand in this segment.

Morbidity assumptions have matured. The LTC industry now has decades of tail-end claims experience—actual incidence and continuance data at ages 80, 85, 90, and beyond. Milliman's LTC Guidelines experience study and the Milliman Combination Product Experience Study, for instance, reflect meaningful claim counts at these advanced ages, giving pricing actuaries a firmer empirical foundation than existed even ten years ago. What once required substantial assumption-setting in the absence of credible data has become, if not routine, at least considerably better-bounded.

The interest-rate environment has restored commercial viability. Current crediting rates are high enough that a policyholder can, in principle, fund rider charges out of investment earnings, preserving account value over time. This self-insurance dynamic is central to the product's appeal: The annuity continues to grow, the LTC benefit stands ready if needed, and the policyholder's principal is not eroding under the weight of rider costs. In the lower-rate environment of the prior decade, that arithmetic did not hold, and the product's value story was correspondingly harder to tell.

Margin compression in core annuity lines is creating incentives to differentiate. Competition in fixed-indexed annuities and MYGAs has intensified, and margins have thinned accordingly. Carriers with capital to deploy are increasingly focused on segments in which product complexity reduces direct competition and supports more durable pricing margins. A tax-qualified LTC rider is more difficult to commoditize.

Liability duration aligns with carrier investment strategies. Attaching an LTC rider extends the effective duration of annuity liabilities—through longer accumulation periods and, once a claim commences, through multi-year benefit payment streams. For carriers positioned for long-duration cash flows within their strategic asset allocation, this alignment can be attractive.

State legislative momentum provides a longer-term demand tailwind. As additional states consider mandates requiring residents to hold qualified LTC coverage—modeled on Washington State's WA Cares approach[1]—tax-qualified annuity LTC products represent one of a limited set of vehicles capable of satisfying those requirements. Nonqualified-chronic-illness riders, however structurally similar in their triggers, would not qualify. The distinction, currently a marketing advantage, could become a threshold criterion as legislation evolves.

SALES VOLUME AND MARKET CONTEXT

The annuity LTC segment remains modest in scale relative to adjacent markets. Available LIMRA data through year-end 2024 suggests annual contract counts in the low thousands, with average deposit sizes in the range of $130,000 to $140,000. For perspective, standalone LTC new policy sales ran approximately 40,000 in 2024, and life+LTC hybrid sales reached into the 100,000 to 150,000 range. Annuity LTC is not competing for volume leadership in the near term, but the combination of new carrier entry in 2025 and the structural drivers outlined earlier suggests the segment's trajectory is meaningfully upward.

WHO IS BUYING, AND WHY

The annuity LTC buyer typically arrives through a retirement-planning conversation rather than a dedicated LTC-planning engagement. The product is well-suited for lump-sum deployment—a 1035 exchange or assets transitioning out of a qualified plan—and offers a dual-use proposition: retirement savings that can pivot to LTC funding if needed, without sacrificing account value if care is never required.

Two buyer profiles are worth distinguishing. The first is the pre-retiree working with a financial advisor, already comfortable positioning annuities within a retirement income strategy; for this buyer, adding a tax-qualified LTC rider is a relatively natural extension of that existing framework. The second—and perhaps underappreciated—is the older or less-insurable individual for whom life+LTC underwriting is no longer accessible or economically feasible. Annuity LTC products generally feature more streamlined underwriting requirements, broadening the addressable market to buyers who might otherwise go without meaningful LTC coverage.

In practice, some carriers offering both product types appear to position annuity LTC as a complementary option for clients who do not meet the underwriting threshold for a life+LTC policy—a sensible role in a diversified product portfolio, and one that extends LTC planning access further into the population.

LOOKING AHEAD

The confluence of maturing morbidity experience, a supportive interest-rate environment, and growing state legislative activity has created conditions that make carrier entry increasingly defensible from an actuarial and commercial standpoint. If mandate legislation continues to expand, the tax-qualified distinction shifts in importance—from a differentiating product feature to a qualifying one—and the annuity LTC segment would be well-positioned to serve that demand. Milliman continues to support carriers at various stages of product development and pricing in this space and will monitor both the evolving sales data and the legislative landscape as the market develops.

1. Washington Cares Fund. (n.d.). *Helping you cover your tomorrows*. Retrieved July 15, 2026, from https://wacaresfund.wa.gov/.

U.S. traditional variable annuity and RILA sales update

Traditional variable-annuity (VA) and registered index-linked annuity (RILA) sales were up 12% and 21% year-over-year (YoY), respectively.

FIGURE 1: U.S. TRADITIONAL VA AND RILA SALES ($B)

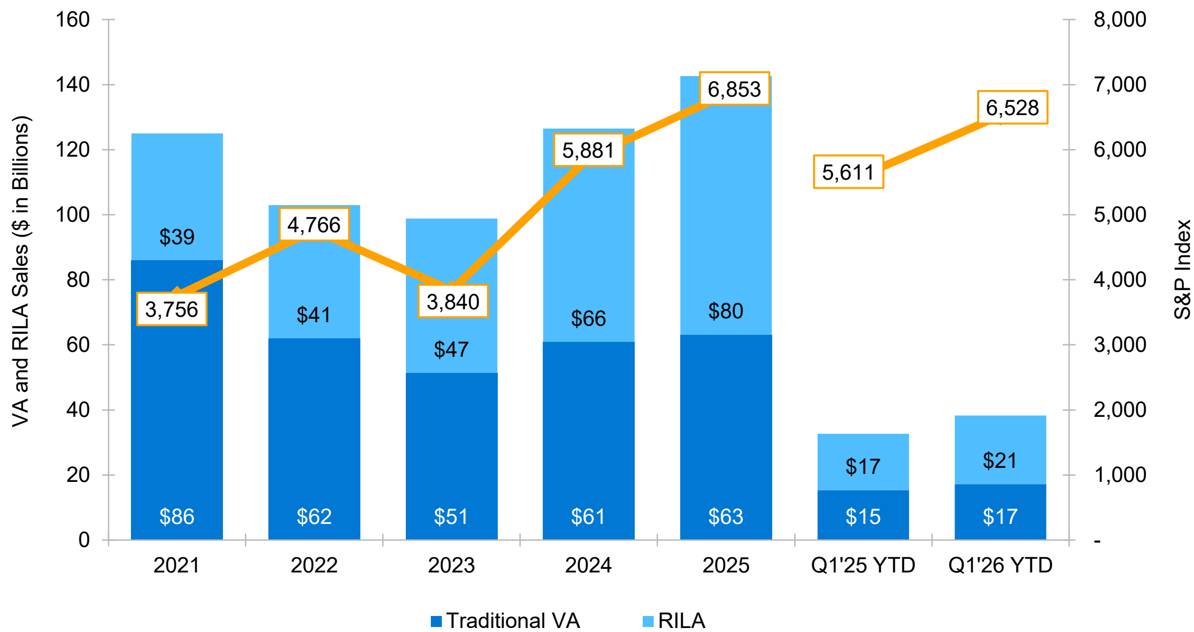


FIGURE 2: TOP SELLERS TRADITIONAL VA SALES ($M)

RANK	COMPANY	1Q '26 YTD	1Q '25 YTD	YOY
1	Jackson National Life	3,734	2,625	42%
2	Equitable Financial	1,907	1,990	−4%
3	TIAA	1,825	1,776	3%
4	Nationwide	1,656	1,391	19%
5	Lincoln Financial Group	1,400	1,639	−15%
6	Pacific Life	1,163	1,077	8%
7	Corebridge Financial	910	871	5%
8	New York Life	826	877	−6%
9	Thrivent Financial	637	365	75%
10	Fidelity Investments Life	536	427	26%
	Other	2,606	2,262	15%
Total		**17,200**	**15,300**	**12%**

FIGURE 3: TOP SELLERS RILA SALES ($M)

RANK	COMPANY	1Q '26 YTD	1Q '25 YTD	YOY
1	Equitable Financial	4,024	3,534	14%
2	Allianz Life of North America	2,746	2,355	17%
3	Prudential	2,078	2,338	−11%
4	Jackson National Life	2,010	1,001	101%
5	Brighthouse Financial	1,868	1,959	−5%
6	Lincoln Financial Group	1,822	1,301	40%
7	RiverSource Life Insurance	901	808	11%
8	Pacific Life	827	151	448%
9	Corebridge Financial	791	315	151%
10	New York Life	694	732	−5%
	Other	3,339	2,905	15%
Total		**21,100**	**17,400**	**21%**

U.S. traditional VA and RILA product trends

TRADITIONAL VAS

Penn Mutual

- Penn Mutual introduced Guaranteed Income Rider III. The following are updates from the prior version:
  - The base roll-up was increased from 7% to 8%
  - The maximum age for the annual ratchet to account value was raised from 75 to 85
  - Rider charges were increased to 1.40% for single life and 1.55% for joint life

MassMutual

- MassMutual added two GLWB options to its Envision VA: RetireCore and RetireCore Stacking. The following presents each option's details:
  - RetireCore:
    - Base roll-up rate: 6%
    - Age 65 single life withdrawal rate: 6.25%
    - Fee varies based on whether step-up is annual (fee: 1.45%) or quarterly (fee: 1.60%)
  - RetireCore Stacking:
    - Base roll-up: 6% (same as for RetireCore)
    - Age 65 single life withdrawal rate: 6.00%
    - Fee: same as for RetireCore
    - "Stacking" feature: When the benefit base grows due to a step-up, the roll-up base also increases

REGISTERED INDEX-LINKED ANNUITIES

Allianz

- The company increased withdrawal rates by 0.20% on the Level Income Option on Allianz's Index Advantage+ Income RILA. This increased the age-65 single-life withdrawal rate on the Level Option to 7.10%.
- Additionally, Allianz launched the Allianz Index Advantage+ Select Income RILA and the automatically included Income Benefit rider II.
  - The main difference between this version and the last is the addition of the Dynamic Income option, which provides GLWB payments linked to index strategy performance.
  - This could mean an increase in the annual guaranteed withdrawal payment, but also a decrease if the index in question sustains losses; the level income option is still available.
  - The Income Benefit rider fee is 0.70%

Brighthouse

Brighthouse raised guaranteed withdrawal rates on the GLWB on its Shield Level Pay Plus II RILA by 0.25%.

Principal

Principal increased withdrawal rates by 0.10% and deferral bonuses by 0.05% (from 0.25% to 0.30%) on its Principal Strategic Income RILA.

U.S. fixed-rate annuity and fixed-indexed annuity sales update

Fixed-rate annuity/MYGA sales were down 10% YoY, whereas FIA sales were down 4%.

FIGURE 4: U.S. FIXED-RATE ANNUITY/MYGA AND FIA SALES ($B)

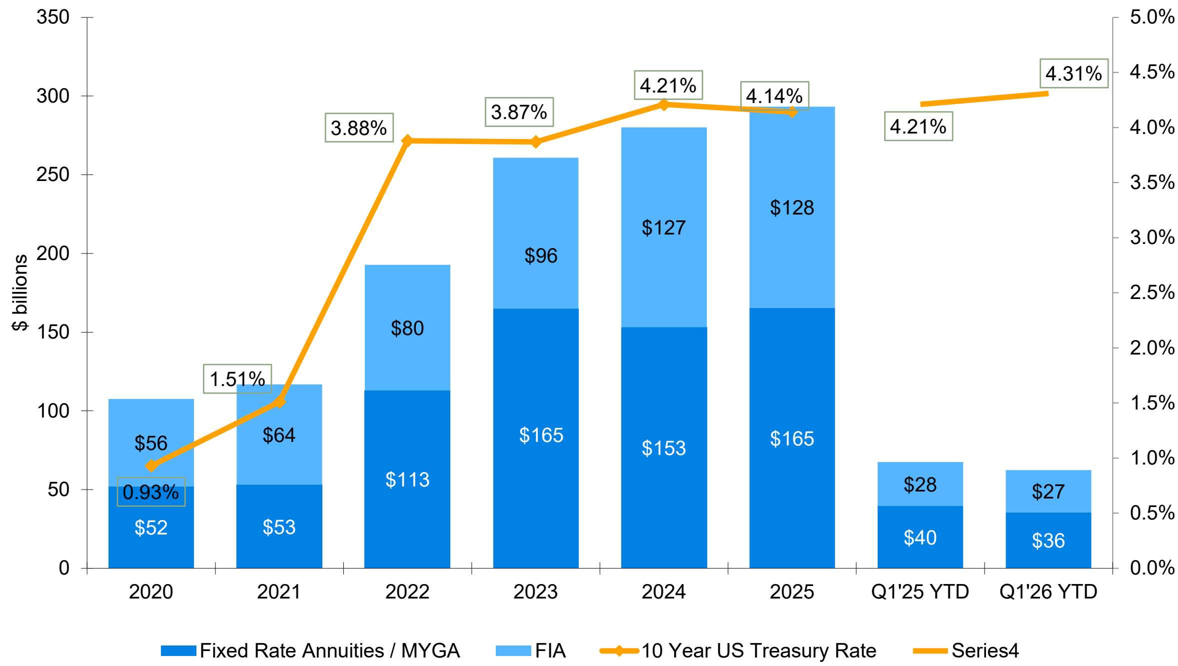


FIGURE 5: TOP SELLERS FIXED-RATE DEFERRED ANNUITY SALES ($M)

RANK	COMPANY	1Q '26 YTD	1Q '25 YTD	YOY
1	Athene Annuity & Life	4,126	5,719	−28%
2	New York Life	3,650	5,513	−34%
3	TIAA	2,544	NA	NA
4	USAA Life	2,200	4,404	−50%
5	Symetra Financial	2,170	575	278%
6	Nationwide	1,971	NA	NA
7	Corebridge Financial	1,878	2,500	−25%
8	BWS (AEL/AmNat)	1,353	996	36%
9	Protective Life	1,185	571	108%
10	Pacific Life	1,139	1,930	−41%
	Other	13,384	18,489	−28%
Total		35,600	39,700	−10%

FIGURE 6: TOP SELLERS FIXED-INDEXED ANNUITY SALES ($M)

RANK	COMPANY	1Q '26 YTD	1Q '25 YTD	YOY
1	Athene Annuity & Life	2,575	3,372	−24%
2	Corebridge Financial	2,189	2,070	6%
3	Allianz Life of North America	1,841	2,357	−22%
4	BWS (AEL/AmNat)	1,708	1,635	4%
5	Sammons Financial Companies	1,660	2,628	−37%
6	Delaware Life	1,623	512	217%
7	Fidelity & Guaranty Life	1,553	1,452	7%
8	Massachusetts Mutual Life	1,214	920	32%
9	Nationwide	1,146	1,235	−7%
10	Global Atlantic Financial Group	1,074	1,246	−14%
	Other	10,217	12,007	−15%
Total		26,800	27,800	−4%

U.S. fixed-rate annuity and FIA product trends

FIXED-RATE ANNUITIES/MYGAS

Heartland National Life Insurance Company

Heartland introduced Secure Rate Pro, a multi-year guaranteed annuity with three-, five-, seven-, and ten-year guarantees. Key features include:

- Guaranteed rates of 5.8% to 6.15%, depending on the guaranteed period. At the end of the guaranteed period, clients may elect a new guarantee period, move to a one-year renewal rate, or begin receiving monthly or annual income payments
  - The product includes an earned annual interest withdrawal rider which allows withdrawal of interest earned free of charges; the rider has an annual charge of 0.1%

FIXED-INDEXED ANNUITIES

Corebridge Financial

Corebridge Financial issued the Power Index 5 Plus Annuity with a Protected Growth Benefit, an FPDA with a five-year surrender charge period. Key features include:

- An Optional Protected Growth Benefit, which guarantees interest payments of 17.5% by the end of the five-year surrender charge period at no additional charge
- Multiple indexed account options: a one-year fixed account, three market indices, three multi-asset managed indices, and three J.P. Morgan index options.
  - The three equity market indices include annual point-to-point with a cap, with a five-year option for S&P 500, and an option on the annual S&P 500 for a participation rate, performance-triggered rate, or secure cap (where performance can be locked for the index term)
  - The three multi-asset risk-managed indices are annual point-to-point with a participation rate
  - The J.P. Morgan indices are annual point-to-point with an option for a cap or secure cap
  - The fixed interest account ranges from 3.5% to 4%, depending on initial premium and whether the protected growth benefit is elected

Aspida Life Insurance Company

Aspida Life introduced WealthLock Income Builder, a single-premium deferred fixed-indexed annuity, with the option for a seven- or ten-year surrender charge period.

- The product includes an optional GLWB rider available beginning from age 50; the rider has a 1% annual charge
  - Benefit base applies an annual simple interest roll-up rate of 16% for years 1 to 3 and 8% for years 4 to 10
  - Lifetime withdrawal percentages:
    - Age 50: 3.25% joint/3.75% single
    - Age 65: 6.25% joint/ 6.75% single
    - Ages 78+: 7.50% joint/8.0% single
- Six index options with various cap, participation, and trigger rate settings to choose from, plus one fixed-rate option of 2.75% as of 05/2026

Revol One Financial

Revol One introduced the AccumRev Fixed Indexed Annuity, with five-, seven-, and ten-year surrender-charge periods.

- Strategy options include one fixed-index strategy, which ranges from 4.6% to 4.8% as of May, 2026, and two linked-index strategies
- Linked-index strategies also include choice of cap-rate and participation-rate methods
  - Cap rate guarantee period options: one, five, and seven years
  - Participation rate options: basic par rate applied to the whole index return, and par rates applied after 5% and 10% return thresholds
    - As of May, 2026, cap rates range from 9.5% to 12.25%, depending on the index used, cap rate guaranteed period, and surrender charge period
    - Participation rates range from 50% to 175%, with the higher rates on the rates applied to participation after the 5% and 10% thresholds, and depending on index and surrender charge period as well
- This annuity also allows an index lock feature, which can be used once per strategy per term, and locks in the index price for the remainder of the term; this can be set manually, or through an automatic upper or lower lock settings.

International markets

TAIWAN

- First-year premium (FYP) sales across all annuities in Q1 2026 were approximately TWD 116.2 billion (including noninsurance contracts), up 48.1% YoY from Q1 2025. On a sequential basis, FYP increased 52.3% from TWD 76.3 billion in Q4 2025.
- According to data from the Life Insurance Association of the R.O.C., traditional annuity FYP was TWD 0.94 billion, down 49.2% YoY from TWD 1.86 billion a year earlier. In contrast, VAs recorded strong growth, with FYP (including noninsurance contracts) rising 50.4% YoY to TWD 115.27 billion from TWD 76.62 billion. The growth was mainly driven by insurers' continued collaboration with banking and asset management channels, as they adapted to changing market conditions by offering products that combine protection and investment features to meet diverse customer demand.

JAPAN

The amounts of annualized premiums for new contracts for individual-annuity products, including fixed-amount insurance from April 2025 to March 2026 and the changes from the previous year, are as follows:

- Nippon Wealth Life: JPY 195.7 billion (+25.5%)
- Daiichi Frontier: JPY 126.9 billion (+17.8%)
- T&D Financial Life: JPY 57.4 billion (−7.1%)
- Sony Life: JPY 82.7 billion (−11.3%)
- MS Primary: JPY 42.7 billion (−9.4%)

VAs — Sales

As of the end of March 2026, the following are the key companies in Japan with the highest VA/variable-life (VL) underwriting and separate account balances, along with the changes from December 2025:

- Sony Life: JPY 5,829.7 billion (−5.2%) (Note that the balance of Sony Life's separate account includes the balance of VL.)
- MS Primary: JPY 1,204.8 billion (−5.1%)
- Prudential Life: JPY 760.4 billion (+0.3%) (Note that the balance of Prudential Life's separate account includes the balance of VL.)
- Daiichi Frontier: JPY 136.2 billion (−14.2%)
- Nippon Life: JPY 124.7 billion (−3.4%)

Fixed annuities — Product

Mitsui Sumitomo Primary has launched a fixed index annuity (FIA). The main product features are as follows:

- Currency: available in JPY and USD
- Deferral period: three, five, or ten years
- Two types are available: the basic type, which provides a death benefit equal to 100% of the single premium, and the tontine type, which provides a death benefit equal to 70% of the single premium
- For the index-linked portion, which is added to the base annuity amount fixed at inception, there is no upper limit and the lower limit is set at 0%
- The participation rate is 15% for JPY and 40% for USD

HONG KONG

- In Hong Kong, participating deferred annuities are among the common product types offered by insurance companies. These products typically provide a guaranteed fixed interest rate, along with a nonguaranteed additional rate that offers potential upside. Some insurers also offer high-guarantee, nonparticipating deferred annuities for customers who prefer stable, predictable income. These are, however, generally less popular than participating products. In addition, insurers may register eligible deferred-annuity products as Qualifying Deferred-Annuity Policies (QDAPs) by meeting specified criteria. Policyholders can claim a tax deduction on QDAP premiums, subject to an annual cap of HKD 60,000.
- FYP sales of regular-pay annuities reached HKD 11.8 billion in 2025, representing a 55% increase compared with 2024. In addition, in-force business for regular-pay annuities totaled approximately HKD 34.4 billion in 2025, up 8% from 2024.
- More recently, demand has emerged for retirement-focused, whole-of-life annuity solutions that integrate both an accumulation phase and a decumulation (payout) phase. A handful of insurers have already introduced such products, signaling a market shift toward holistic retirement income planning.

THAILAND

- In Thailand, nonparticipating tax-deductible deferred annuities are the most common type of annuity product. These products typically provide fixed-scheduled annuity payments until an age specified in the contract. Demand is mainly driven by customers seeking tax-saving benefits, as premiums paid for qualifying pension-insurance products are tax-deductible based on the actual amount paid, subject to a maximum of THB 200,000 and not exceeding 15% of assessable income.
- FYP sales of annuity products reached THB 4.4 billion in 2025, representing a 5% increase compared with 2024. In addition, total premiums were THB 21.5 billion in 2025, up 9% from 2024. This growth may have been supported by changes in the tax-deduction regulation (i.e., discontinuation of tax-deductible purchases of Super Savings Funds [SSFs] after 2024), which may have encouraged some consumers to shift towards other tax-efficient savings products, including annuities.

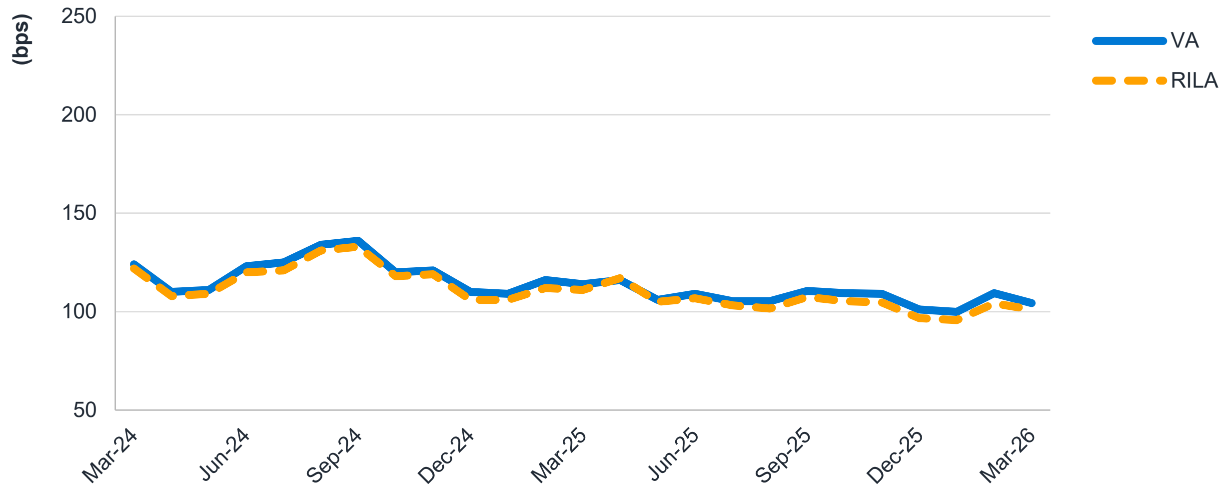
Risk management

MILLIMAN HEDGE COST INDEX™ AND U.S. MARKET COMMENTARY

Q1 2026 update

- In Q1 2026, U.S. equity markets experienced heightened volatility as investors navigated AI disruption concerns, renewed tariff uncertainty following the Supreme Court's decision to strike down sweeping tariffs, rising geopolitical tensions exemplified by the conflict in Iran, and shifting expectations for Federal Reserve policy. Although markets initially found support following the Federal Reserve's decision to hold rates steady, sentiment deteriorated through February and March as inflation expectations rose alongside oil prices and concerns over economic growth. The S&P 500 moved 1.37% in January, −0.87% in February, and −5.09% in March. The Nasdaq shifted 1.20% in January, −2.32% in February, and −4.89% in March. The Russell 2000 increased 5.31% in January, 0.71% in February, and fell by −0.517% in March. The Dow Jones changed 1.73% in January, 0.17% in February, and −5.38% in March.
- Inflation generally remained contained throughout the quarter despite producer prices showing renewed signs of pressure. The CPI was 2.7% YoY in January, 2.4% in February, and 2.4% in March, with MoM figures at 0.3%, 0.2%, and 0.3%, respectively. Core CPI came in at 2.6% YoY in January, followed by 2.5% in both February and March, with monthly readings of 0.2%, 0.3%, and 0.2%. PPI accelerated throughout the quarter, printing 3.0% YoY in January, 2.9% in February, and 3.4% in March, whereas monthly PPI readings came in at 0.5%, 0.5%, and 0.7%, respectively. The Fed's preferred inflation metric, PCE, registered 2.8% YoY in January, 2.9% in February, and 2.8% in March. Core PCE printed 2.8% YoY in January, 3.0% in February, and 3.1% in March, with monthly readings of 0.2%, 0.4%, and 0.4%, respectively.
- Economic growth slowed throughout the quarter. Q3 GDP growth was revised to 4.4% annualized in January before Q4 GDP printed 1.4% in February, and was revised lower to 0.7% in March, reflecting the effects of the record-long government shutdown. Personal consumption measured 3.5% in January, then slowed to 2.4% in February and 2.0% in March. Personal income rose 0.3% in January, 0.3% in February, and 0.4% in March. Personal spending came in at 0.5% in January, 0.4% in February, and 0.4% in March. Retail sales increased 0.6% in January, were flat in February, and declined 0.2% in March.
- The labor market remained mixed throughout the quarter. Nonfarm Payrolls came in at 50,000 in January, strengthened to 130,000 in February, before falling to −92,000 in March. ADP Employment Change printed 41,000 in January, 22,000 in February, and 63,000 in March. The unemployment rate moved from 4.4% in January to 4.3% in February before ticking back up to 4.4% in March. Jobless claims ranged between 198,000 and 209,000 in January, 206,000 and 231,000 in February, and 205, 000 and 213,000 in March.
- The industrial sector showed signs of recovery early in the quarter before softening in March. Factory orders rose 2.7% MoM in January, declined 0.7% in February, and increased 0.1% in March. Industrial production rose 0.4% MoM in January, 0.7% in February, and 0.2% in March. Capacity utilization stood at 76.3% in January, 76.2% in February, and 76.3% in March. Manufacturing PMIs improved from 51.8 in January to 52.4 in February before easing slightly to 51.6 in March. Empire Manufacturing came in at 7.7 in January, 7.1 in February, and fell to −0.2 in March.
- The housing market continued to show mixed signals. Housing starts declined 4.6% in January before rebounding 6.2% in February and 7.2% in March. Building permits fell 0.3% in January, rose 4.8% in February, and declined 4.7% in March. Existing home sales increased 5.1% in January, fell 8.4% in February, and recovered 1.7% in March. Pending home sales printed −9.3% in January, −0.8% in February, and 1.8% in March. New home sales fell 0.1% in January, declined 1.7% in February, and dropped 17.6% in March.
- The U.S. Treasury yield curve experienced an upward shift and ultimately little change in the term structure during Q1. The 2-year yield moved from 3.46% to 3.80%, whereas the 10-year yield moved from 4.17% to 4.32%. As a result, the 2s10s spread narrowed from 69 bps to 52 bps. The U.S. Dollar Index changed 1.67% over the quarter, closing at 99.961. Gold experienced significant volatility during the quarter, ending at 4668.06 for a quarterly return of 8.07%. At its March meeting, the FOMC voted to hold rates steady in the 3.50% to 3.75% range.
- The VIX closed the quarter at 25.25, 10.30 points higher than at the end of Q4, with the term structure inverting by quarter's end.

FIGURE 7: EXPECTED HEDGE COST WAS 104 BPS FOR VA AND 101 BPS FOR RILA



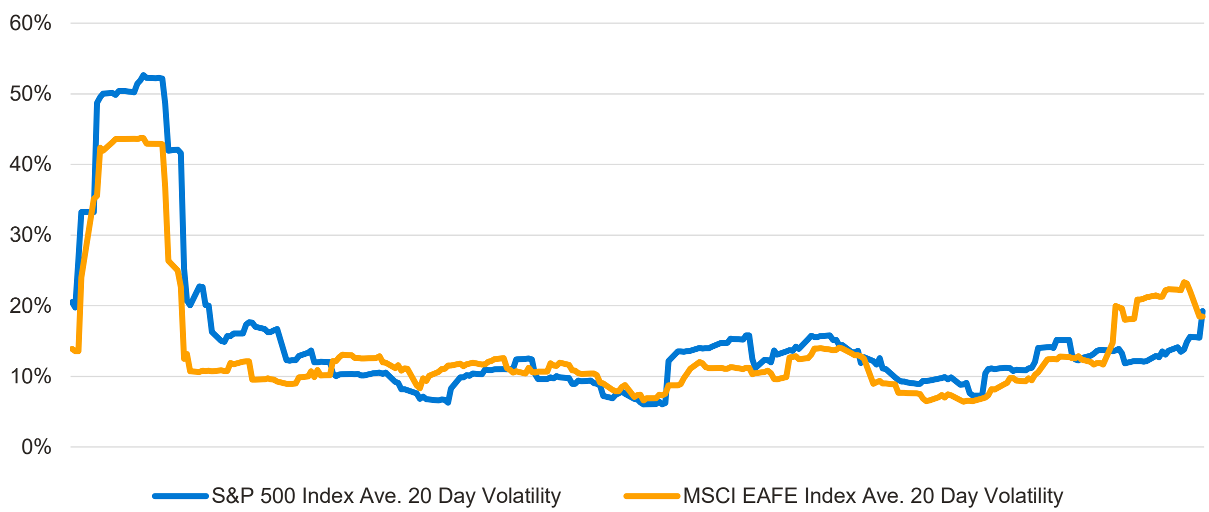
RISK-MANAGED FUNDS ON VA PLATFORMS

Risk-managed funds on VA platforms, Q1 2026

The U.S. VA market saw seven new funds launched over Q1, with no new managed-risk funds introduced.

Figure 8 shows the average 20-day realized volatility for the S&P 500 and MSCI EAFE indices. In Q4 2025, the average 20-day realized volatility was 12.2% for the S&P 500 Index and 13.3% for the MSCI EAFE Index.

FIGURE 8: INDEX VOLATILITY

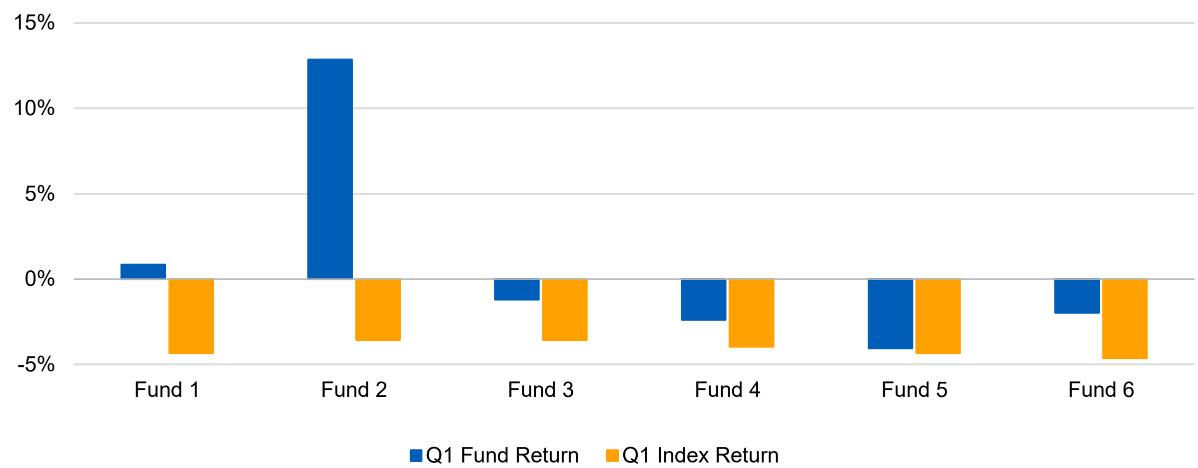


Source: Bloomberg

We selected six indicative managed-risk fund strategies available within VA products. Each fund's quarterly return and realized volatility profile is presented below. The following observations were made for Q1:

- Fund 2, a risk-parity fund, was the best-performing fund on an absolute and risk-adjusted basis over Q1. The fund benefited from its allocation to energy-related commodities over a period of substantial price increases across the energy sector as a result of the US–Iranian conflict.
- Fund 5, a managed-volatility fund, generated the largest negative return over the quarter, with performance nearly matching the S&P 500. The fund's higher volatility target relative to the peer group resulted in limited downside protection during the period.
- Fund 1, a managed-volatility fund, demonstrated positive performance over the quarter, which can be attributed to its exposures across the full market-cap structure and the fund's hedging strategy.

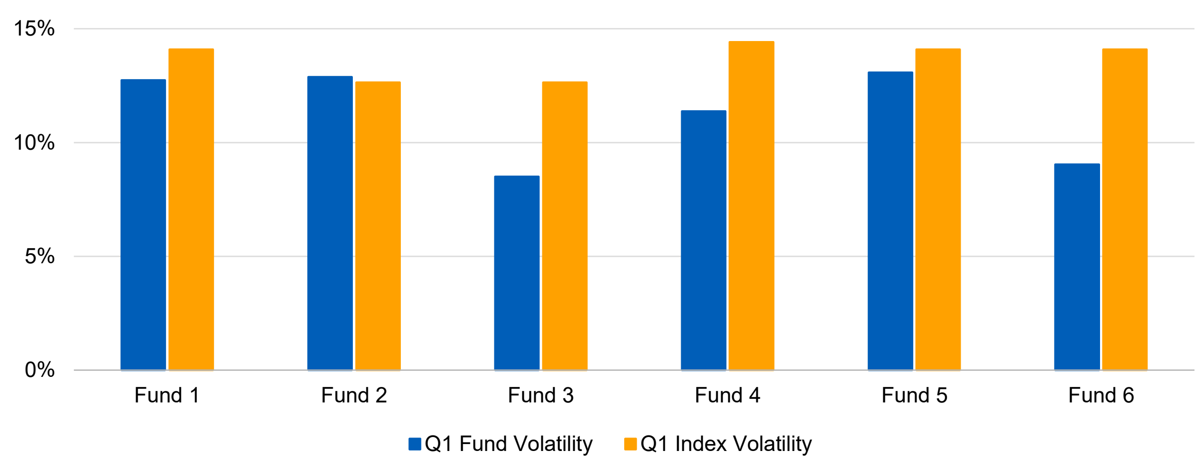
FIGURE 9: FUND RETURNS, Q1 2026



Source: Bloomberg

Benchmarks: Fund 1: S&P 500 TR, Fund 2: MSCI World NR, Fund 3: MSCI World NR, Fund 4: Russell 3000 TR, Fund 5: S&P 500 TR, and Fund 6: S&P 500 PR

FIGURE 10: FUND VOLATILITY, Q1 2026



Source: Bloomberg

Benchmarks: Fund 1: S&P 500 TR, Fund 2: MSCI World NR, Fund 3: MSCI World NR, Fund 4: Russell 3000 TR, Fund 5: S&P 500 TR, and Fund 6: S&P 500 PR

Solutions for a world at risk™

Milliman leverages deep expertise, actuarial rigor, and advanced technology to develop solutions for a world at risk. We help clients in the public and private sectors navigate urgent, complex challenges—from extreme weather and market volatility to financial insecurity and rising health costs—so they can meet their business, financial, and social objectives. Our solutions encompass insurance, financial services, healthcare, life sciences, and employee benefits. Founded in 1947, Milliman is an independent firm with offices in major cities around the globe.

Data has been obtained from the following reports by LIMRA Secure Retirement Institute: U.S. Individual Annuity Sales (2018 Annual, 2019 Annual, 2020 Annual, 2021 Annual, 2022 Annual, 2023 Annual, 2024 Annual, and 3Q 2024 YTD and 3Q 2025 YTD).

milliman.com

Milliman

CONTRIBUTORS

SEATTLE

David Wang
david.wang@milliman.com

Aatman Dattani
aatman.dattani@milliman.com

CHICAGO

Ram Kelkar
ram.kelkar@milliman.com

Tim Hill
tim.hill@milliman.com

Teresa McNeela
teresa.mcneela@milliman.com

Blake Graves
blake.graves@milliman.com

LONDON AND DUBLIN

Neil Dissanayake
neil.dissanayake@milliman.com

Mike Claffey
mike.claffey@milliman.com

TOKYO

Hiroki Koizumi
hiroki.koizumi@milliman.com

TAIWAN

Sherry Du
sherry.du@milliman.com

SEOUL

Chihong An
chihong.an@milliman.com

HONG KONG AND THAILAND

Erica Chan
erica.chan@milliman.com

FEATURED ARTICLE

Collin Davidson
collin.davidson@milliman.com

Ricardo Trachtman
ricardo.trachtman@milliman.com

Robert Eaton
robert.eaton@milliman.com