

4

INCOME

The gross income of life insurance companies comes from two main sources: premiums paid by policyholders and earnings on investments. In 2021, total income of all U.S. life insurers increased 6.5 percent to \$1.1 trillion (Table 4.1). Insurance premiums and annuity considerations contributed 60 percent of total income. Investment earnings contributed 31 percent. The remainder of gross income came from amortization of interest maintenance reserve, commissions and expense allowance on reinsurance ceded, and miscellaneous income.

Under statutory accounting rules, net gain from (insurance) operations is calculated prior to net income. Net gain from operations equals gross income minus operating expenditures, policyholder dividends, and federal income taxes. Capital gains, net of tax, are then added to net gain from operations to calculate (after tax) net income.

PREMIUM INCOME

Premium receipts - derived from sales of life insurance, health insurance, and annuities - increased 1.8 percent to \$647 billion in 2021 (Table 4.2).

The mix of premiums from life insurance and annuity considerations has changed markedly over time. Prior to 1986, premium receipts from life policies were greater than annuity considerations, but starting in 1986, annuity premiums have exceeded life insurance premiums (Table 4.10). By 2021, life policies accounted for a quarter of premium receipts (25%), while annuity considerations contributed almost a half (45%) (Figure 4.1).

Premiums for life insurance policies totaled \$165 billion in 2021, a 11.2 percent increase from the previous year (Table 4.2). Individual policy premiums accounted for the largest share at \$137 billion, or 83 percent. Most were renewals, representing \$95 billion, or 70 percent, of individual premiums (Table 4.3). Group insurance was the second-largest contributor to life insurance premiums at \$27 billion, or 17 percent of the total (Table 4.2). Again, renewals constituted the largest portion at \$17 billion, or 63 percent, of all group premiums (Table 4.3). Credit life provided \$593 million of all life insurance premiums (Table 4.2). Americans spent 0.91 percent of total disposable (after-tax) personal income on direct individual life insurance in 2021 (Table 4.5).

Annuity considerations decreased 3.6 percent in 2021 to \$291 billion (Table 4.2). Individual annuities provided \$152 billion in premium receipts, increasing 1.3 percent from 2020. Of individual annuity considerations, first-year annuity considerations constitute the largest share of this category at \$76 billion, or 50 percent, while group considerations counted renewals as the largest contributor with \$90 billion, or 65 percent (Table 4.4). Direct individual annuity considerations amounted to 1.32 percent of disposable personal income in 2021 (Table 4.5).

Premiums for accident and health insurance increased 3.1 percent to \$192 billion in 2021 with group premiums being the largest portion at \$127 billion, up 1.1 percent from 2020 (Table 4.2). Individual accident and health premiums increased 7.4 percent to \$64 billion, with the largest share at \$32 billion, or 50 percent, coming from guaranteed renewable contracts (Table 4.6).

INVESTMENT INCOME AND RATE OF RETURN

Net investment income of life insurance companies amounted to \$323 billion in 2021 (Table 4.7). The largest source of investment income was from bonds at \$152 billion, followed by common stock (\$103 billion) and other invested assets (\$32 billion). Gross investment income increased 15.4 percent in 2021 to \$338 billion. Investment expenses, taxes, and deductions totaled \$16 billion, increasing 2.7 percent from the previous year.

As a way of tracking investment performance, life insurers routinely calculate their net rate of return on invested assets. The net rate of return on invested assets is determined by dividing net investment income by the two-year average of the net invested assets. The

gross rate of return on total fixed income assets is calculated by dividing the gross investment income on bonds by the average net investment in bonds.

In 2021, life insurers' net rate of return on total assets was 4.28 percent, up from 3.93 a year earlier (Table 4.8). This net rate is an annual average based on aggregates of all U.S. life insurance companies after investment expenses, but before federal income taxes. Excluding separate accounts, the portfolio net rate of return on general account assets was 4.40 percent in 2021, up from 4.28 percent in 2020.

The gross rate of return on fixed-income assets measures the return on bonds, preferred stocks, and mortgages. It does not account for depreciation or investment expenses and excludes equity investments (other than preferred stocks), avoiding the uneven treatment of gains in the numerator and denominator of net rate data.

Gross rate data apply to fixed-income assets of both general and separate accounts. The industry's gross rate on total fixed-income assets was 3.94 percent in 2021, down from 4.15 percent in 2020.

NET GAIN FROM OPERATIONS

Statutory accounting calculates net gain from (insurance) operations as gross income minus operating expenses, policyholder dividends, and federal income taxes (not including tax on capital gains, since capital gains are not included in gain from operations). Net gain from operations after federal income taxes increased 36.5 percent in 2021 to \$54 billion (Table 4.9). Net gains can be calculated separately for each major line of business. Net gains from annuities increased to \$39 billion while net gain from life insurance fell to negative \$8 billion.

Table 4.1

Income of Life Insurers

	Millions			Average annual percent change	
	2011	2020	2021	2011/2021	2020/2021
Net Premiums and considerations					
Life insurance premiums	\$127,455	\$147,965	\$164,604	2.6	11.2
Annuity considerations	334,895	301,341	290,632	-1.4	-3.6
Health insurance premiums	171,647	186,336	192,035	1.1	3.1
Total	633,997	635,643	647,271	0.2	1.8
Investment income	221,007	293,154	338,312	4.3	15.4
Other income¹	60,332	91,413	100,902	5.3	10.4
Aggregate total	915,336	1,020,211	1,086,485	1.7	6.5

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies.

¹ Includes commissions and expense allowance on reinsurance ceded. Also, includes amortization of interest maintenance reserve. Premiums are net of reinsurance business and fluctuate with reinsurance activities as well as sale changes. Please see Chapter 6 for reinsurance business.

Table 4.2

Premium Receipts of Life Insurers

	Millions			Average annual percent change	
	2011	2020	2021	2011/2021	2020/2021
NET BUSINESS					
Life insurance premiums					
Individual	\$100,763	\$120,706	\$136,651	3.1	13.2
Group	25,819	26,711	27,360	0.6	2.4
Credit	873	548	593	-3.8	8.2
Total	127,455	147,965	164,604	2.6	11.2
Annuity considerations					
Individual	217,837	150,086	152,071	-3.5	1.3
Group	117,058	151,255	138,561	1.7	-8.4
Total	334,895	301,341	290,632	-1.4	-3.6
Health insurance premiums					
Individual	80,785	59,863	64,263	-2.3	7.4
Group	90,152	125,809	127,140	3.5	1.1
Credit	710	665	633	-1.2	-4.9
Total	171,647	186,336	192,035	1.1	3.1
Aggregate total	633,997	635,643	647,271	0.2	1.8
DIRECT BUSINESS					
Life insurance premiums					
Individual	\$135,174	\$152,832	\$168,900	2.3	10.5
Group	31,512	39,210	41,986	2.9	7.1
Credit	1,225	687	744	-4.9	8.3
Total	167,910	192,729	211,630	2.3	9.8
Annuity considerations					
Individual	220,349	213,742	245,141	1.1	14.7
Group	122,454	163,163	160,212	2.7	-1.8
Total	342,802	376,905	405,353	1.7	7.5
Health insurance premiums					
Individual	84,601	68,784	71,910	-1.6	4.5
Group	93,007	140,946	144,355	4.5	2.4
Credit	929	725	761	-2.0	5.0
Total	178,538	210,455	217,027	2.0	3.1
Aggregate total	689,250	780,089	834,009	1.9	6.9

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies. Differences between net and direct premiums are caused by reinsurance activities, as reported in Chapter 6.

Table 4.3

Individual and Group Life Insurance Net Premium Receipts, 2021 (millions)

	Individual	Percent distribution	Group	Percent distribution	Total	Percent distribution
First-year	\$20,799	15.2	\$5,198	19.0	\$25,997	15.9
Single¹	20,673	15.1	4,896	17.9	25,570	15.6
Renewal	95,178	69.7	17,266	63.1	112,444	68.6
Aggregate total	136,651	100.0	27,360	100.0	164,011	100.0

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Credit life premiums on loans of 10 years' or less duration are excluded. Data represent U.S. life insurers and fraternal benefit societies.

¹ Includes dividend additions, excess premiums beyond planned periodic premiums, and single-premium riders.

Premiums are net of reinsurance business and fluctuate with reinsurance activities as well as sale changes. Please see Chapter 6 for reinsurance business.

Table 4.4

Individual and Group Annuity Considerations, 2021 (millions)

	Individual	Percent distribution	Group ¹	Percent distribution	Total	Percent distribution
First-year	\$75,766	49.8	\$9,963	7.2	\$85,729	29.5
Single²	49,281	32.4	38,550	27.8	87,831	30.2
Renewal	27,023	17.8	90,049	65.0	117,072	40.3
Total	152,071	100.0	138,561	100.0	290,632	100.0

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies.

¹ Excludes certain deposit-type funds from income due to codification, and includes supplementary contracts with life contingencies. Also excludes reserves for supplementary contracts without life contingencies and annuities certain, lottery payouts, structured settlements, and income payout options.

² Includes supplementary contracts with life contingencies for individual annuity considerations.

Premiums are net of reinsurance business and fluctuate with reinsurance activities as well as sale changes. Please see Chapter 6 for reinsurance business.

Table 4.5

Individual Life Premiums and Annuity Considerations as Percentage of Disposable Personal Income

	Percent		
	2011	2020	2021
Individual			
Life premiums	1.14	0.88	0.91
Annuity considerations ¹	1.85	1.23	1.32
Total	2.99	2.10	2.24

Sources: U.S. Department of Commerce; ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies. U.S. Department of Commerce data from past years may be revised.

¹ Excludes certain deposit-type funds from income due to codification, and includes supplementary contracts with life contingencies. Also excludes reserves for supplementary contracts without life contingencies and annuities certain, lottery payouts, structured settlements, and income payout options.

Beginning with 2017 edition of Fact Book, data used in this table represent direct business. Prior editions of Fact Book used net business.

Table 4.6

Accident and Health Insurance Net Premium Receipts

	Millions			Average annual percent change	
	2011	2020	2021	2011/2021	2020/2021
Group	\$90,152	\$125,809	\$127,140	3.5	1.1
Credit	710	665	633	-1.2	-4.9
Individual					
Collectively renewable	27	11	8	-11.1	-26.6
Noncancelable	7,705	1,531	2,286	-11.4	49.4
Guaranteed renewable	36,694	31,137	32,398	-1.2	4.1
Nonrenewable	5,529	1,566	1,725	-11.0	10.2
Other accident	12,648	5,849	5,245	-8.4	-10.3
All other	18,182	19,769	22,600	2.2	14.3
Total	80,785	59,863	64,263	-2.3	7.4
Aggregate total	171,647	186,336	192,035	1.1	3.1

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Premium receipts are net of reinsurance. Data represent U.S. life insurers and fraternal benefit societies.

Premiums are net of reinsurance business and fluctuate with reinsurance activities as well as sale changes. Please see Chapter 6 for reinsurance business.

Table 4.7

Net Investment Income

	Millions			Average annual percent change	
	2011	2020	2021	2011/2021	2020/2021
Gross investment income					
Bonds	\$147,105	\$151,232	\$152,149	0.3	0.6
Preferred stock	554	791	924	5.2	16.8
Common stock	29,895	76,056	103,358	13.2	35.9
Mortgage loans	20,006	27,628	28,982	3.8	4.9
Real estate	3,908	4,524	4,282	0.9	-5.3
Contract loans	8,028	8,175	8,087	0.1	-1.1
Cash/Short-term investments	352	1,659	768	8.1	-53.7
Other invested assets	9,389	17,553	31,534	12.9	79.7
Derivative instruments	1,582	4,915	7,572	16.9	54.1
Other write-ins	188	622	655	13.3	5.4
Total	221,007	293,154	338,312	4.3	15.4
Expenses, taxes, and deductions					
	11,050	15,143	15,547	3.5	2.7
Net investment income	209,956	278,011	322,765	4.4	16.1

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: Data represent U.S. life insurers and fraternal benefit societies. NAIC does not endorse any analysis or conclusions based on use of its data.

Table 4.8

Rates of Return on Invested Assets of Life Insurers

	Percent		
	2011	2020	2021
Net rate			
Total assets	4.35	3.93	4.28
General account only	5.29	4.28	4.40
Gross rate			
Total fixed-income assets	5.73	4.15	3.94

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies.

Table 4.9

Net Gain From Operations After Federal Income Taxes

	Millions		
	2011	2020	2021
Life insurance			
Individual	\$4,378	-\$2,172	-\$5,563
Group	1,382	115	-2,504
Credit	171	41	-53
Total	5,930	-2,016	-8,120
Annuities¹			
Individual	1,401	16,916	33,749
Group	5,406	2,782	5,256
Total	6,807	19,698	39,005
Accident and health			
Total	9,722	17,674	16,700
Other²			
	5,124	4,295	6,551
Aggregate total	27,583	39,651	54,137

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Net gain is calculated after dividends to policyholders and federal income taxes are deducted and before realized capitals gains or (losses) are added. Data represent U.S. life insurers and fraternal benefit societies.

¹Excludes certain deposit-type funds from income due to codification, and includes supplementary contracts with life contingencies. Also excludes reserves for supplementary contracts without life contingencies and annuities certain, lottery payouts, structured settlements, and income payout options.

²Includes lines of business other than life (e.g. workers compensation, aviation insurance, etc.).

Table 4.10

Income of Life Insurers, by Year (millions)

Year	Net Premium receipts				Investment income ¹	Other income ²	Total income
	Life insurance premiums	Annuity considerations	Health insurance premiums	Total premium receipts			
1911	\$626	\$4	--	\$630	\$182	\$24	\$836
1915	776	6	--	782	241	20	1,043
1920	1,374	7	--	1,381	341	42	1,764
1925	2,340	38	--	2,378	551	89	3,018
1930	3,416	101	--	3,517	891	186	4,594
1935	3,182	491	--	3,673	1,013	386	5,072
1940	3,501	386	--	3,887	1,231	540	5,658
1945	4,589	570	--	5,159	1,445	1,070	7,674
1950	6,249	939	\$1,001	8,189	2,075	1,073	11,337
1955	8,903	1,288	2,355	12,546	2,801	1,197	16,544
1960	11,998	1,341	4,026	17,365	4,304	1,338	23,007
1965	16,083	2,260	6,261	24,604	6,778	1,785	33,167
1970	21,679	3,721	11,367	36,767	10,144	2,143	49,054
1975	29,336	10,165	19,074	58,575	16,488	2,959	78,022
1980	40,829	22,429	29,366	92,624	33,928	4,336	130,888
1985	60,127	53,899	41,837	155,863	67,952	10,212	234,027
1990	76,692	129,064	58,254	264,010	111,853	26,337	402,200
1995	102,766	158,389	90,038	351,193	143,967	32,894	528,054
1996	107,598	178,416	92,183	378,197	152,700	30,190	561,087
1997	115,039	197,529	92,737	405,305	170,713	34,628	610,646
1998	119,897	229,493	94,881	444,271	176,801	42,311	663,383
1999	120,274	270,212	100,049	490,535	186,563	49,830	726,928
2000	130,616	306,693	105,619	542,928	220,862	47,679	811,469
2001	125,314	251,255 [^]	103,413	479,982	203,399	41,068	724,448
2002	134,483	269,296	108,703	512,482	180,855	40,676	734,013
2003	127,320	268,558	115,827	511,705	179,744	35,558	727,007
2004	139,691	276,677	125,752	542,120	186,827	27,863	756,810
2005	142,261	277,117	118,267	537,645	206,859	34,521	779,024
2006	149,223	302,727	141,198	593,149	239,669	50,779	883,597
2007	142,661	314,225	151,462	608,348	267,394	74,624	950,366
2008	147,182	328,135	165,034	640,350	260,123	40,166	940,638
2009	124,564	231,580	166,164	522,308	211,650	47,468	781,426
2010	104,648	293,622	172,717	570,987	212,841	78,741	862,570

Table 4.10, continued

Income of Life Insurers, by Year (millions), continued

Year	Net Premium receipts				Investment income ¹	Other income ²	Total income
	Life insurance premiums	Annuity considerations	Health insurance premiums	Total premium receipts			
2011	\$127,455	\$334,895	\$171,647	\$633,997	\$221,007	\$60,332	\$915,336
2012	135,392	348,095	172,300	655,788	228,084	68,483	952,355
2013	130,582	287,669	175,084	593,335	237,995	75,397	906,727
2014	138,308	361,586	158,391	658,285	267,486	73,579	999,351
2015	155,866	333,016	159,855	648,737	289,894	126,080	1,064,712
2016	119,334	326,795	164,002	610,131	279,101	96,614	985,845
2017	141,794	294,861	170,498	607,152	280,764	85,522	973,438
2018	150,192	279,298	185,446	614,935	312,524	80,763	1,008,222
2019	156,623	347,494	188,088	692,205	314,493	87,660	1,094,358
2020	147,965	301,341	186,336	635,643	293,154	91,413	1,020,211
2021	164,604	290,632	192,035	647,271	338,312	100,902	1,086,485

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Codification effective with 2001 Annual Statement filings changed the reporting of certain lines of business, particularly deposit-type contracts, as explained in footnotes. Beginning in 1986, unusually large increase due to NAIC-mandated change in reporting method for group annuity considerations. Prior to 1947, the business of health insurance departments of life insurers was not included in this series. Data represent U.S. life insurers and, as of 2003, fraternal benefit societies.

[^]Beginning in 2001, excludes certain deposit-type funds from income due to codification.

¹Beginning in 2000, represents gross investment income. Prior to 2000, figures are net of investment expenses.

²Beginning in 1975, includes commissions and expense allowance on reinsurance ceded. Beginning in 1992, includes amortization of the interest maintenance reserve.

Premiums are net of reinsurance business and fluctuate with reinsurance activities as well as sale changes. Please see Chapter 6 for reinsurance business.

Table 4.11

Individual Life Insurance Premium Receipts, by Year (millions)

Year	First-year	Single¹	Renewal	Total
1970	\$1,869	\$1,114	\$14,033	\$17,016
1975	2,705	1,505	18,125	22,335
1980	4,520	2,448	23,818	30,786
1981	5,927	2,486	27,283	35,696
1982	5,948	3,232	30,675	39,855
1983	6,910	4,221	27,913	39,044
1984	8,794	4,735	26,204	39,733
1985	10,858	6,941	29,202	47,001
1986	11,524	9,901	30,980	52,405
1987	12,484	15,610	34,584	62,678
1988	10,670	11,893	36,150	58,713
1989	10,658	8,800	38,716	58,174
1990	11,249	8,261	41,055	60,565
1991	11,398	8,445	43,521	63,364
1992	11,141	9,389	45,739	66,269
1993	13,314	11,447	50,570	75,331
1994	14,081	8,820	53,153	76,054
1995	12,081	9,945	56,453	78,479
1996	12,041	10,799	60,001	82,841
1997	14,592	11,999	60,846	87,437
1998	17,353	15,802	60,396	93,550
1999	16,784	13,540	63,029	93,354
2000	17,881	16,565	68,047	102,493
2001	17,849	19,145	58,432	95,426
2002	15,934	21,768	68,454	106,156
2003	14,650	20,463	62,795	97,907
2004	16,098	23,550	71,207	110,855
2005	16,680	25,363	69,873	111,915
2006	14,578	29,774	69,612	113,964
2007	14,145	40,291	49,044	103,479
2008	14,460	34,068	68,871	117,399
2009	12,395	17,930	68,253	98,579
2010	10,723	20,749	48,148	79,621
2011	18,150	19,740	62,874	100,763
2012	21,272	20,084	64,995	106,352
2013	17,796	13,244	72,171	103,210

Table 4.11, continued

Individual Life Insurance Premium Receipts, by Year (millions), continued				
Year	First-year	Single¹	Renewal	Total
2014	\$17,373	\$19,708	\$72,589	\$109,670
2015	16,359	19,815	88,327	124,501
2016	17,390	19,597	53,120	90,107
2017	16,984	19,584	75,507	112,075
2018	17,955	17,846	82,161	117,962
2019	19,200	19,437	86,964	125,600
2020	18,372	18,261	84,072	120,706
2021	20,799	20,673	95,178	136,651

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. 1969-72 data include credit life insurance premiums. Beginning with 1973, credit life premiums on loans of 10 years' or less in duration are excluded. Data represent U.S. life insurers and, as of 2003, fraternal benefit societies.

¹ Includes dividend additions, excess premiums beyond planned periodic premiums, and single-premium riders.

Premiums are net of reinsurance business and fluctuate with reinsurance activities as well as sale changes. Please see Chapter 6 for reinsurance business.

Table 4.12

Individual Annuity Considerations, by Year (millions)

Year	First-year	Single	Renewal	Deposit-type funds ¹	Total
1970	\$183	\$230	\$547	-	\$960
1975	728	808	1,128	-	2,664
1980	839	3,033	2,424	NA	6,296
1981	1,240	6,100	2,950	NA	10,290
1982	2,863	8,769	3,564	NA	15,196
1983	2,211	7,842	3,950	NA	14,003
1984	2,385	8,673	4,648	NA	15,706
1985	3,390	11,095	6,406	NA	20,891
1986	4,683	13,281	8,153	NA	26,117
1987	6,238	18,578	8,948	NA	33,764
1988	7,875	28,053	7,856	NA	43,784
1989	5,597	20,970	6,437	\$16,403	49,407
1990	6,080	22,777	6,992	17,817	53,665
1991	5,854	21,930	6,732	17,154	51,670
1992	6,775	21,964	7,378	25,232	61,348
1993	8,793	23,393	6,513	38,288	76,987
1994	8,263	22,901	6,448	43,221	80,832
1995	7,913	22,898	8,725	37,834	77,370
1996	9,727	19,802	6,461	48,077	84,067
1997	10,806	22,441	6,781	50,145	90,174
1998	11,092	17,129	7,179	60,047	95,446
1999	14,599	19,470	6,784	74,767	115,621
2000	15,050	27,022	7,480	90,099	139,651
2001*	51,576	63,078	27,002	NA	141,656
2002	64,731	75,412	28,291	NA	168,434
2003	61,439	75,410	24,855	NA	161,704
2004	60,568	86,383	25,188	NA	172,140
2005	66,771	78,354	21,907	NA	167,032
2006	81,923	77,193	27,967	NA	187,083
2007	92,395	71,268	28,841	NA	192,503
2008	89,758	94,111	25,097	NA	208,965
2009	93,919	19,331	15,603	NA	128,853
2010	100,286	61,164	28,496	NA	189,946
2011	120,303	60,168	37,366	NA	217,837
2012	107,865	53,941	27,452	NA	189,258
2013	110,625	61,068	7,885	NA	179,578

Table 4.12, continued

Individual Annuity Considerations, by Year (millions), continued

Year	First-year	Single	Renewal	Deposit-type funds¹	Total
2014	\$106,198	\$109,161	\$32,067	NA	\$247,426
2015	99,914	69,903	39,096	NA	208,913
2016	84,440	74,089	43,783	NA	202,312
2017	79,375	67,178	18,237	NA	164,790
2018	91,891	47,113	15,656	NA	154,660
2019	95,691	79,758	28,860	NA	204,309
2020	88,856	67,017	-5,787	NA	150,086
2021	75,766	49,281	27,023	NA	152,071

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Codification effective with 2001 Annual Statement filings changed the reporting of certain lines of business, particularly deposit-type contracts, as explained in footnotes. Data represent U.S. life insurers and, as of 2003, fraternal benefit societies.

NA: Not available.

*Certain deposit-type funds are excluded from income under codification, making data after 2000 incomparable.

¹First included in annual statements for 1978 and divided into first-year, single, and renewal annuity considerations through 1988.

Premiums are net of reinsurance business and fluctuate with reinsurance activities as well as sale changes. Please see Chapter 6 for reinsurance business.

Table 4.13

Rates of Return on Invested Assets of Life Insurers, by Year (percent)

Year	Net rate		Gross rate
	Total assets	General account only	Total fixed-income assets
1920	4.83	NA	NA
1925	5.11	NA	NA
1930	5.05	NA	NA
1935	3.70	NA	NA
1940	3.45	NA	NA
1945	3.11	NA	NA
1950	3.13	NA	NA
1955	3.51	NA	NA
1960	4.11	NA	NA
1965	4.61	4.61	NA
1970	5.30	5.34	5.85
1975	6.36	6.44	7.37
1980	8.02	8.06	9.26
1985	9.63	9.87	12.23
1990	8.89	9.31	10.34
1991	8.63	9.09	10.05
1992	8.08	8.58	9.44
1993	7.52	8.04	8.71
1994	7.14	7.63	8.22
1995	7.41	7.90	8.43
1996	7.25	7.75	8.17
1997	7.35	7.86	8.08
1998	6.95	7.58	8.00
1999	6.71	7.49	7.93
2000	7.05	7.40	7.91
2001	6.31	7.13	7.62
2002	5.38	6.64	7.13
2003	5.03	6.17	6.44
2004	4.80	5.93	6.03
2005	4.90	5.88	5.96
2006	5.35	5.95	5.99
2007	5.71	6.01	6.10
2008	5.70	5.63	6.01
2009	4.60	5.25	5.91
2010	4.33	5.37	5.68

Table 4.13, continued

Rates of Return on Invested Assets of Life Insurers, by Year (percent), continued

Year	Net rate		Gross rate
	Total assets	General account only	Total fixed-income assets
2011	4.35	5.29	5.73
2012	4.25	5.07	5.30
2013	4.20	5.09	4.91
2014	4.61	5.19	4.80
2015	4.81	4.91	4.64
2016	4.50	4.86	4.56
2017	4.28	4.80	4.43
2018	4.72	4.75	4.40
2019	4.57	4.58	4.43
2020	3.93	4.28	4.15
2021	4.28	4.40	3.94

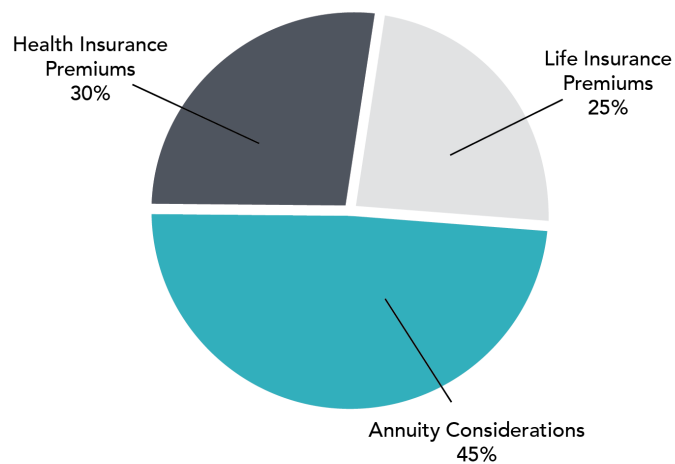
Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Before 1940, some federal income taxes were deducted from net investment income; beginning with 1940, rates are calculated before deducting any federal income taxes. Beginning in 1994, rates include amortization of the interest maintenance reserve. Data represent U.S. life insurers and, as of 2003, fraternal benefit societies.

NA: Not available.

Figure 4.1

Distribution of Life Insurers' Net Premium Receipts, 2021



Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission. NAIC does not endorse any analysis or conclusions based on use of its data.

Note: Data represent U.S. life insurers and fraternal benefit societies.