

4

INCOME

The gross income of life insurance companies comes from two main sources: premiums paid by policyholders and earnings on investments. In 2023, total income of all U.S. life insurers decreased 3.5 percent to \$1.1 trillion (Table 4.1). Insurance premiums and annuity considerations contributed 61 percent of total income. Investment earnings contributed 29 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 - decreased 3.5 percent to \$686 billion in 2023 (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 2023, life policies accounted for 18% of premium receipts, while annuity considerations contributed more than a half (53%) (Figure 4.1).

Premiums for life insurance policies totaled \$122 billion in 2023, a 28.2 percent decrease from the previous year (Table 4.2). Individual policy premiums accounted for the largest share at \$90 billion, or 74 percent. Most were renewals, representing \$56 billion, or 62 percent, of individual premiums (Table 4.3). Group insurance was the second-largest contributor to life insurance premiums at \$31 billion, or 26 percent of the total (Table 4.2). Again, renewals constituted the largest portion at \$25 billion, or 78 percent, of all group premiums (Table 4.3). Credit life provided \$555 million of all life insurance premiums (Table 4.2). Americans spent 0.83 percent of total disposable (after-tax) personal income on direct individual life insurance in 2023 (Table 4.5).

Annuity considerations increased 2.9 percent in 2023 to \$361 billion (Table 4.2). Individual annuities provided \$244 billion in premium receipts, increasing 46.3 percent from 2022. Of individual annuity considerations, single annuity considerations constitute the largest share of this category at \$148 billion, or 60 percent, while group considerations counted renewals as the largest contributor with \$64 billion, or 55 percent (Table 4.4). Direct individual annuity considerations amounted to 1.74 percent of disposable personal income in 2023 (Table 4.5).

Premiums for accident and health insurance increased 6.8 percent to \$203 billion in 2023 (Table 4.2). Over the last ten years accident and health insurance premiums had an average annual increase of 1.5 percent.

INVESTMENT INCOME AND RATE OF RETURN

Net investment income of life insurance companies amounted to \$308 billion in 2023 (Table 4.7). The largest source of investment income was from bonds at \$184 billion, followed by common stock (\$64 billion) and mortgage loans (\$36 billion). Gross investment income decreased 8.7 percent in 2023 to \$331 billion. Investment expenses, taxes, and deductions totaled \$23 billion, increasing 11.9 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 2023, life insurers' net rate of return on total assets was 4.12 percent, down from 4.52 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 4.43 percent in 2023, up from 4.22 percent in 2022.

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 4.61 percent in 2023, up from 4.03 percent in 2022.

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 1.2 percent in 2023 to \$60 billion (Table 4.9). Net gains can be calculated separately for each major line of business. Net gains from annuities decreased to \$25 billion while net gain from life insurance increased to \$9 billion.

Table 4.1

Income of Life Insurers

	Millions			Average annual percent change	
	2013	2022	2023	2013/2023	2022/2023
Net Premiums and considerations					
Life insurance premiums	\$130,582	\$170,192	\$122,181	-0.7	-28.2
Annuity considerations	287,669	350,808	360,864	2.3	2.9
Health insurance premiums	175,084	189,882	202,874	1.5	6.8
Total	593,335	710,882	685,920	1.5	-3.5
Investment income	237,995	362,150	330,596	3.3	-8.7
Other income¹	75,397	90,715	106,712	3.5	17.6
Aggregate total	906,727	1,163,747	1,123,228	2.2	-3.5

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	
	2013	2022	2023	2013/2023	2022/2023
NET BUSINESS					
Life insurance premiums					
Individual	\$103,210	\$138,607	\$90,248	-1.3	-34.9
Group	26,652	30,994	31,379	1.6	1.2
Credit	720	591	555	-2.6	-6.1
Total	130,582	170,192	122,181	-0.7	-28.2
Annuity considerations					
Individual	179,578	167,099	244,429	3.1	46.3
Group	108,091	183,709	116,435	0.7	-36.6
Total	287,669	350,808	360,864	2.3	2.9
Health insurance premiums					
Total	175,084	189,882	202,874	1.5	6.8
Aggregate total	593,335	710,882	685,920	1.5	-3.5
DIRECT BUSINESS					
Life insurance premiums					
Individual	\$134,152	\$168,873	\$168,684	2.3	-0.1
Group	33,575	44,915	45,863	3.2	2.1
Total	167,727	213,789	214,547	2.5	0.4
Annuity considerations					
Individual	207,136	287,886	350,831	5.4	21.9
Group	120,091	176,707	150,840	2.3	-14.6
Total	327,227	464,593	501,671	4.4	8.0
Health insurance premiums					
Total	184,391	213,468	229,092	2.2	7.3
Aggregate total	679,345	891,850	945,310	3.4	6.0

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. 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, 2023 (millions)						
	Individual	Percent distribution	Group	Percent distribution	Total	Percent distribution
First-year	\$14,393	15.9	\$4,835	15.4	\$19,229	15.8
Single¹	20,278	22.5	1,918	6.1	22,196	18.2
Renewal	55,576	61.6	24,625	78.5	80,201	65.9
Aggregate total	90,248	100.0	31,379	100.0	121,627	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, 2023 (millions)						
	Individual	Percent distribution	Group ¹	Percent distribution	Total	Percent distribution
First-year	\$84,968	34.8	\$12,995	11.2	\$97,962	27.1
Single²	147,779	60.5	38,961	33.5	186,739	51.7
Renewal	11,683	4.8	64,480	55.4	76,162	21.1
Total	244,429	100.0	116,435	100.0	360,864	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.

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 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		
	2013	2022	2023
Individual			
Life premiums	1.08	0.90	0.83
Annuity considerations ¹	1.67	1.54	1.74
Total	2.75	2.44	2.57

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, by Line of Business			
	Millions		Average annual percent change
	2022	2023	2022/2023
Comprehensive	\$46,154	\$49,706	7.7
Medicare/Medicaid	48,723	54,463	11.8
Dental only	14,333	14,843	3.6
Vision only	1,907	1,952	2.3
Disability income	31,698	32,955	4.0
Long-term care	9,005	9,343	3.7
Credit	642	623	-3.0
Other	37,419	38,991	4.2
Total	189,882	202,874	6.8

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	
	2013	2022	2023	2013/2023	2022/2023
Gross investment income					
Bonds	\$140,815	\$158,781	\$183,748	2.7	15.7
Preferred stock	530	1,029	1,007	6.6	-2.1
Common stock	46,967	121,831	63,806	3.1	-47.6
Mortgage loans	20,495	30,936	36,360	5.9	17.5
Real estate	3,917	4,242	4,415	1.2	4.1
Contract loans	7,896	7,938	8,277	0.5	4.3
Cash/Short-term investments	510	3,449	10,059	34.7	191.6
Other invested assets	11,870	27,806	26,229	8.3	-5.7
Derivative instruments	4,827	5,191	-5,968	NC	NC
Other write-ins	166	948	2,663	31.9	181.0
Total	237,995	362,150	330,596	3.3	-8.7
Expenses, taxes, and deductions	11,506	20,627	23,087	7.2	11.9
Net investment income	226,489	341,524	307,509	3.1	-10.0

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.

NC: Not calculated.

Table 4.8

Rates of Return on Invested Assets of Life Insurers			
	Percent		
	2013	2022	2023
Net rate			
Total assets	4.20	4.52	4.12
General account only	5.09	4.22	4.43
Gross rate			
Total fixed-income assets	4.91	4.03	4.61

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		
	2013	2022	2023
Life insurance			
Individual	\$6,578	\$2,459	\$6,916
Group	1,160	-568	1,528
Credit	100	10	65
Total	7,838	1,902	8,509
Annuities¹			
Individual	23,560	23,884	15,515
Group	9,800	7,520	9,731
Total	33,360	31,404	25,246
Accident and health			
Total	9,734	17,967	18,685
Other²	11,658	7,604	7,155
Aggregate total	62,590	58,876	59,595

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
2022	170,192	350,808	189,882	710,882	362,150	90,715	1,163,747
2023	122,181	360,864	202,874	685,920	330,596	106,712	1,123,228

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	Single ¹	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	Single ¹	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
2022	19,190	21,677	97,741	138,607
2023	14,393	20,278	55,576	90,248

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 funds ¹	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
2022	58,996	95,961	12,142	NA	167,099
2023	84,968	147,779	11,683	NA	244,429

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

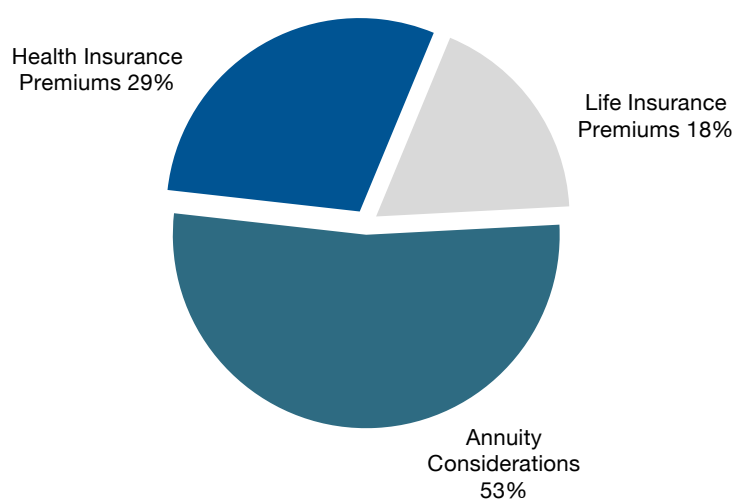
Year	Net rate		Gross rate
	Total assets	General account only	Total fixed-income assets
2011	4.35	5.29	5.73
2012	4.25	5.07	5.30
2013	4.20	5.09	4.91
2014	4.61	5.19	4.80
2015	4.81	4.91	4.64
2016	4.50	4.86	4.56
2017	4.28	4.80	4.43
2018	4.72	4.75	4.40
2019	4.57	4.58	4.43
2020	3.93	4.28	4.15
2021	4.28	4.40	3.94
2022	4.52	4.22	4.03
2023	4.12	4.43	4.61

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, 2023

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.

