

Annuity Industry Estimates

(Dollars in billions)

	Q3 2013	Q3 2012	Pct Chg Q3/Q3	YTD 2013	YTD 2012	Pct Chg 2013/2012
Variable						
Separate accounts	28.0	29.7	-6%	86.7	89.9	-4%
Fixed accounts	7.9	7.1	11%	22.9	22.5	2%
Total Variable	35.9	36.8	-2%	109.6	112.4	-2%
Fixed						
Fixed-rate deferred	9.5	5.7	66%	20.2	19.1	5%
Book value	7.4	4.7	56%	15.9	15.7	2%
Market value adjusted	2.1	1.0	110%	4.3	3.5	23%
Indexed	10.0	8.7	15%	26.8	25.4	6%
Fixed deferred	19.5	14.4	35%	47.0	44.6	5%
Deferred income	0.55	0.27	106%	1.48	0.64	132%
Fixed immediate	2.1	2.0	5%	5.7	5.7	0%
Structured settlements	1.4	1.2	13%	3.9	3.7	4%
Total Fixed	23.5	17.9	31%	58.0	54.6	6%
Total	\$59.4	\$54.7	9%	\$167.6	\$167.0	0%

Industry estimates reported for the third quarter 2013 based upon data from 59 companies, representing 95 percent of total sales.

Source: U.S. Individual Annuities (2013, 3rd quarter)

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