

Annuity Industry Estimates

(Dollars in billions)

	Q3 2015	Q3 2016	Pct Chg Q3/Q3	YTD 2015	YTD 2016	Pct Chg 2016/2015
Variable						
Separate accounts	25.9	19.3	-25%	80.3	59.7	-26%
Fixed accounts	7.0	6.6	-6%	21.0	19.7	-6%
Total Variable	32.9	25.9	-21%	101.3	79.4	-22%
Fixed						
Fixed-rate deferred	8.9	8.5	-4%	22.4	31.0	38%
Book value	5.5	4.6	-16%	14.4	17.4	21%
Market value adjusted	3.4	3.9	15%	8.0	13.6	70%
Indexed	14.3	15.0	5%	38.4	46.9	22%
Fixed deferred	23.2	23.5	1%	60.8	77.9	28%
Deferred income	0.68	0.61	-11%	1.9	2.2	19%
Fixed immediate	2.3	2.2	-4%	6.5	7.2	11%
Structured settlements	1.3	1.4	8%	4.1	4.2	2%
Total Fixed	27.5	27.7	1%	73.3	91.5	25%
Total	60.4	53.6	-11%	174.6	170.9	-2%

Industry estimates reported for the third quarter 2016 based upon data from 63 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2016, 3rd quarter)

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