

Annuity Industry Estimates
(Dollars in billions)

| | Q3 2011 | Q3 2010 | Pct Chg Q3/Q3 | YTD 2011 | YTD 2010 | Pct Chg YTD |
|------------------------|---------------|---------------|------------------|----------------|----------------|----------------|
| Variable | | | | | | |
| Separate accounts | 31.0 | 26.7 | 16% | 95.6 | 78.6 | 22% |
| Fixed accounts | 9.2 | 7.9 | 16% | 25.3 | 23.4 | 8% |
| Total Variable | 40.2 | 34.6 | 16% | 120.9 | 102.0 | 18% |
| Fixed | | | | | | |
| Fixed-rate deferred | 8.1 | 9.2 | -12% | 28.1 | 28.4 | -1% |
| Book value | 6.9 | 7.4 | -7% | 24.1 | 23.7 | 2% |
| Market value adjusted | 1.2 | 1.8 | -33% | 4.0 | 4.7 | -15% |
| Indexed | 8.7 | 8.7 | 0% | 23.9 | 23.9 | 0% |
| Fixed deferred | 16.8 | 17.9 | -6% | 52.0 | 52.3 | -1% |
| Fixed immediate | 2.2 | 2.0 | 10% | 6.2 | 5.8 | 7% |
| Structured settlements | 1.2 | 1.5 | -20% | 3.7 | 4.4 | -16% |
| Total Fixed | 20.2 | 21.4 | -6% | 61.9 | 62.5 | -1% |
| Total | \$60.4 | \$56.0 | 8% | \$182.8 | \$164.5 | 11% |

Industry estimates reported for the third quarter 2011 based upon data from 58 companies,
representing 95 percent of total sales.

Source: U.S. Individual Annuities (2011, 3rd quarter)

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