

# Annuity Industry Estimates

(Dollars in billions)

	Q4 2014	Q4 2013	Pct Chg Q4/Q4	YTD 2014	YTD 2013	Pct Chg 2014/2013
<b>Variable</b>						
<b>Separate accounts</b>	27.5	29.4	-6%	112.3	115.8	-3%
<b>Fixed accounts</b>	6.7	7.0	-4%	27.8	29.6	-6%
<b>Total Variable</b>	<b>34.2</b>	<b>36.4</b>	<b>-6%</b>	<b>140.1</b>	<b>145.4</b>	<b>-4%</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	7.3	8.5	-14%	29.7	29.3	1%
<b>Book value</b>	4.9	6.4	-23%	21.1	21.8	-3%
<b>Market value adjusted</b>	2.4	2.1	14%	8.6	7.5	15%
<b>Indexed</b>	12.2	11.9	3%	48.2	39.3	23%
<b>Fixed deferred</b>	19.5	20.4	-4%	77.9	68.6	14%
<b>Deferred income</b>	0.68	0.71	-4%	2.7	2.2	22%
<b>Fixed immediate</b>	2.3	2.6	-12%	9.7	8.3	17%
<b>Structured settlements</b>	1.5	1.4	1%	5.4	5.3	3%
<b>Total Fixed</b>	<b>23.9</b>	<b>25.1</b>	<b>-5%</b>	<b>95.7</b>	<b>84.4</b>	<b>13%</b>
<b>Total</b>	<b>\$58.1</b>	<b>\$61.5</b>	<b>-6%</b>	<b>\$235.8</b>	<b>\$229.8</b>	<b>3%</b>

Industry estimates reported for the fourth quarter 2014 based upon data from 60 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2014, 4th quarter)

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