

Annuity Industry Estimates

(Dollars in billions)

	Q4 2011	Q4 2010	Pct Chg Q4/Q4	YTD 2011	YTD 2010	Pct Chg YTD
Variable						
Separate accounts	29.8	29.7	0	125.1	108.3	15%
Fixed accounts	8.6	8.8	-2%	34.2	32.2	6%
Total Variable	38.4	38.5	0	159.3	140.5	13%
Fixed						
Fixed-rate deferred	7.5	8.0	-6%	35.6	36.4	-2%
Book value	6.3	6.6	-5%	30.4	30.3	0
Market value adjusted	1.2	1.4	-14%	5.2	6.1	-15%
Indexed	8.3	8.2	1%	32.2	32.1	0
Fixed deferred	15.8	16.2	-2%	67.8	68.5	-1%
Fixed immediate	1.9	1.8	6%	8.1	7.6	7%
Structured settlements	1.3	1.4	-7%	5.1	5.8	-12%
Total Fixed	19.0	19.4	-3%	81.0	81.9	-1%
Total	\$57.4	\$57.9	-1%	\$240.3	\$222.4	8%

Industry estimates reported for the fourth quarter 2011 based upon data from 60 companies, representing 94 percent of total sales.

Source: U.S. Individual Annuities (2011, 4th quarter)

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