

# Annuity Industry Estimates

(Dollars in billions)

	Q3 2014	Q3 2013	Pct Chg Q3/Q3	YTD 2014	YTD 2013	Pct Chg 2014/2013
<b>Variable</b>						
<b>Separate accounts</b>	28.4	28.0	1%	84.8	86.4	-2%
<b>Fixed accounts</b>	7.1	7.7	-8%	21.1	22.6	-7%
<b>Total Variable</b>	<b>35.5</b>	<b>35.7</b>	<b>-1%</b>	<b>105.9</b>	<b>109.0</b>	<b>-3%</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	6.6	9.7	-32%	22.4	20.8	8%
<b>Book value</b>	4.7	7.2	-35%	15.9	15.4	3%
<b>Market value adjusted</b>	1.9	2.5	-24%	6.5	5.4	20%
<b>Indexed</b>	11.7	10.2	15%	36.0	27.4	31%
<b>Fixed deferred</b>	18.3	19.9	-8%	58.4	48.2	21%
<b>Deferred income</b>	0.67	0.56	21%	2.0	1.5	35%
<b>Fixed immediate</b>	2.3	2.1	10%	7.4	5.7	30%
<b>Structured settlements</b>	1.4	1.4	4%	4.0	3.9	4%
<b>Total Fixed</b>	<b>22.7</b>	<b>23.9</b>	<b>-5%</b>	<b>71.8</b>	<b>59.2</b>	<b>21%</b>
<b>Total</b>	<b>\$58.2</b>	<b>\$59.6</b>	<b>-2%</b>	<b>\$177.7</b>	<b>\$168.2</b>	<b>6%</b>

Industry estimates reported for the third quarter 2014 based upon data from 59 companies, representing 94 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2014, 3rd quarter)

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