

Annuity Industry Estimates

(Dollars in billions)

| | Q3 2016 | Q3 2017 | Pct Chg Q3/Q3 | YTD 2016 | YTD 2017 | Pct Chg 2016/2017 |
|-------------------------------|-------------|-------------|------------------|--------------|--------------|----------------------|
| Variable | | | | | | |
| Separate accounts | 19.2 | 17.0 | -11% | 59.6 | 54.8 | -8% |
| Fixed accounts | 6.7 | 4.8 | -28% | 19.8 | 16.1 | -19% |
| Total Variable | 25.9 | 21.8 | -16% | 79.4 | 70.9 | -11% |
| Fixed | | | | | | |
| Fixed-rate deferred | 8.5 | 7.4 | -13% | 31.0 | 26.8 | -14% |
| Book value | 4.6 | 4.6 | -0% | 17.4 | 16.3 | -6% |
| Market value adjusted | 3.9 | 2.8 | -28% | 13.6 | 10.5 | -23% |
| Indexed | 15.0 | 13.7 | -9% | 46.9 | 42.9 | -9% |
| Fixed deferred | 23.5 | 21.1 | -10% | 77.9 | 69.7 | -11% |
| Deferred income | 0.61 | 0.52 | -14% | 2.2 | 1.7 | -25% |
| Fixed immediate | 2.2 | 2.0 | -9% | 7.2 | 6.2 | -14% |
| Structured settlements | 1.6 | 1.4 | -13% | 4.4 | 4.2 | -5% |
| Total Fixed | 27.9 | 25.0 | -10% | 91.7 | 81.8 | -11% |
| Total | 53.8 | 46.8 | -13% | 171.1 | 152.7 | -11% |

Industry estimates reported for the third quarter 2017 based upon data from 64 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2017, 3rd quarter)

Please attribute any reference to this material to LIMRA Secure Retirement Institute.

