

Annuity Industry Estimates

(Dollars in billions)

	Q2 2016	Q2 2017	Pct Chg Q2/Q2	YTD 2016	YTD 2017	Pct Chg 2016/2017
Variable						
Separate accounts	20.3	19.1	-6%	40.4	37.8	-6%
Fixed accounts	6.6	5.6	-15%	13.1	11.3	-14%
Total Variable	26.9	24.7	-8%	53.5	49.1	-8%
Fixed						
Fixed-rate deferred	10.5	9.3	-11%	22.5	19.4	-14%
Book value	6.1	5.8	-5%	12.8	11.7	-9%
Market value adjusted	4.4	3.5	-20%	9.7	7.7	-21%
Indexed	16.2	15.6	-4%	31.9	29.2	-8%
Fixed deferred	26.7	24.9	-7%	54.4	48.6	-11%
Deferred income	0.87	0.60	-31%	1.6	1.1	-29%
Fixed immediate	2.5	2.2	-12%	5.0	4.2	-16%
Structured settlements	1.4	1.5	4%	2.8	2.8	0%
Total Fixed	31.5	29.2	-7%	63.8	56.7	-11%
Total	58.4	53.9	-8%	117.3	105.8	-10%

Industry estimates reported for the second quarter 2017 based upon data from 64 companies, representing 97 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2017, 2nd quarter)

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