

# Annuity Industry Estimates

(Dollars in billions)

	Q3 2012	Q3 2011	Pct Chg Q3/Q3	YTD 2012	YTD 2011	Pct Chg 2012/2011
<b>Variable</b>						
<b>Separate accounts</b>	29.5	30.4	-3	89.5	94.6	-5
<b>Fixed accounts</b>	7.1	9.4	-24	22.5	25.3	-11
<b>Total Variable</b>	<b>36.6</b>	<b>39.8</b>	<b>-8</b>	<b>112.0</b>	<b>119.9</b>	<b>-7</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	6.0	8.1	-26	19.8	27.7	-29
<b>Book value</b>	5.0	6.9	-28	16.3	23.7	-31
<b>Market value adjusted</b>	1.0	1.2	-17	3.5	4.0	-13
<b>Indexed</b>	8.7	8.7	0	25.4	23.9	6
<b>Fixed deferred</b>	14.7	16.8	-13	45.2	51.6	-12
<b>Fixed immediate</b>	2.0	2.2	-9	5.7	6.2	-8
<b>Structured settlements</b>	1.0	1.3	-23	3.2	3.8	-16
<b>Total Fixed</b>	<b>17.7</b>	<b>20.3</b>	<b>-13</b>	<b>54.1</b>	<b>61.6</b>	<b>-12</b>
<b>Total</b>	<b>\$54.3</b>	<b>\$60.1</b>	<b>-10</b>	<b>\$166.1</b>	<b>\$181.5</b>	<b>-8</b>

Industry estimates reported for the third quarter 2012 based upon data from 57 companies, representing 95 percent of total sales.

Source: U.S. Individual Annuities (2012, 3<sup>rd</sup> quarter)

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