

Annuity Industry Estimates

(Dollars in billions)

	Q3 2015	Q3 2014	Pct Chg Q3/Q3	YTD 2015	YTD 2014	Pct Chg 2015/2014
Variable						
Separate accounts	25.9	28.4	-9%	80.3	84.8	-5%
Fixed accounts	7.0	7.1	-1%	21.0	21.1	0%
Total Variable	32.9	35.5	-7%	101.3	105.9	-4%
Fixed						
Fixed-rate deferred	9.1	6.9	32%	23.1	23.2	0%
Book value	5.9	4.7	26%	15.5	16.2	-4%
Market value adjusted	3.2	2.2	45%	7.6	7.0	9%
Indexed	14.3	11.7	22%	38.4	36.0	7%
Fixed deferred	23.4	18.6	26%	61.5	59.2	4%
Deferred income	0.68	0.67	2%	1.9	2.0	-7%
Fixed immediate	2.3	2.3	0%	6.5	7.4	-12%
Structured settlements	1.3	1.4	-7%	4.1	4.0	3%
Total Fixed	27.7	23.0	21%	74.0	72.6	2%
Total	60.6	58.5	4%	175.3	178.5	-2%

Industry estimates reported for the third quarter 2015 based upon data from 62 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2015, 3rd quarter)

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