

Annuity Industry Estimates

(Dollars in billions)

	Q1 2014	Q1 2015	Pct Chg Q1/Q1
Variable			
Separate accounts	27.3	25.7	-6%
Fixed accounts	6.9	6.7	-3%
Total Variable	\$34.2	\$32.4	-5%
Fixed			
Fixed-rate deferred	8.4	6.4	-24%
Book value	5.8	4.7	-19%
Market value adjusted	2.6	1.7	-35%
Indexed	11.3	11.6	3%
Fixed deferred	19.7	18.0	-9%
Deferred income	0.62	0.56	-10%
Fixed immediate	2.5	2.0	-20%
Structured settlements	1.1	1.4	23%
Total Fixed	24.0	22.0	-8%
Total	\$58.2	\$54.4	-7%

Industry estimates reported for the first quarter 2015 based upon data from 60 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2015, 1st quarter)

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

