

Annuity Industry Estimates

(Dollars in billions)

| | Q4 2012 | Q4 2011 | Pct Chg Q4/Q4 | YTD 2012 | YTD 2011 | Pct Chg 2012/2011 |
|------------------------|---------------|---------------|---------------|--------------|--------------|-------------------|
| Variable | | | | | | |
| Separate accounts | 28.0 | 29.5 | -5% | 117.9 | 124.1 | -5% |
| Fixed accounts | 7.0 | 8.5 | -18% | 29.5 | 33.8 | -13% |
| Total Variable | 35.0 | 38.0 | -8% | 147.4 | 157.9 | -7% |
| Fixed | | | | | | |
| Fixed-rate deferred | 5.9 | 7.4 | -20% | 25.7 | 35.1 | -27% |
| Book value | 4.9 | 6.2 | -21% | 21.2 | 29.9 | -29% |
| Market value adjusted | 1.0 | 1.2 | -17% | 4.5 | 5.2 | -13% |
| Indexed | 8.5 | 8.3 | 2% | 33.9 | 32.2 | 5% |
| Fixed deferred | 14.4 | 15.7 | -8% | 59.6 | 67.3 | -11% |
| Fixed immediate | 2.0 | 1.9 | 5% | 7.7 | 8.1 | -5% |
| Structured settlements | 1.2 | 1.3 | -8% | 4.7 | 5.1 | -8% |
| Total Fixed | 17.6 | 18.9 | -7% | 72.0 | 80.5 | -11% |
| Total | \$52.6 | \$56.9 | -8% | 219.4 | 238.4 | -8% |

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

Please attribute any reference to this material to LIMRA.

