

Annuity Industry Estimates

(Dollars in billions)

	Q4 2013	Q4 2012	Pct Chg Q4/Q4	YTD 2013	YTD 2012	Pct Chg 2013/2012
Variable						
Separate accounts	29.3	28.0	5%	115.7	117.9	-2%
Fixed accounts	7.0	7.0	0	29.6	29.5	0
Total Variable	36.3	35.0	4%	145.3	147.4	-1%
Fixed						
Fixed-rate deferred	8.5	5.5	54%	29.3	24.7	19%
Book value	6.6	4.5	46%	22.4	20.2	11%
Market value adjusted	1.9	1.0	90%	6.9	4.5	53%
Indexed	11.9	8.5	40%	39.3	33.9	16%
Fixed deferred	20.4	14.0	46%	68.6	58.6	17%
Deferred income	0.71	0.39	82%	2.2	1.0	113%
Fixed immediate	2.6	2.0	30%	8.3	7.7	8%
Structured settlements	1.9	1.3	46%	5.8	5.0	15%
Total Fixed	25.6	17.7	45%	84.8	72.3	17%
Total	\$61.9	\$52.7	17%	\$230.1	\$219.7	5%

Industry estimates reported for the fourth quarter 2013 based upon data from 60 companies, representing 95 percent of total sales.

Source: LIMRA SRI, U.S. Individual Annuity Sales Survey (2013, 4th quarter)

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