

## Annuity Industry Estimates

(Dollars in billions)

	Q2 2013	Q2 2012	Pct Chg Q2/Q2	YTD 2013	YTD 2012	Pct Chg 2013/2012
<b>Variable</b>						
<b>Separate accounts</b>	30.1	31.0	-3%	58.7	60.2	-2%
<b>Fixed accounts</b>	8.1	7.7	5%	15.0	15.4	-3%
<b>Total Variable</b>	<b>38.2</b>	<b>38.7</b>	<b>-1%</b>	<b>73.7</b>	<b>75.6</b>	<b>-3%</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	5.5	6.5	-15%	10.7	13.4	-20%
<b>Book value</b>	4.3	5.3	-19%	8.5	10.9	-22%
<b>Market value adjusted</b>	1.2	1.2	0%	2.2	2.5	-12%
<b>Indexed</b>	9.0	8.6	5%	16.8	16.7	1%
<b>Fixed deferred</b>	14.5	15.1	-4%	27.5	30.1	-9%
<b>Deferred income</b>	0.54	0.21	155%	0.94	0.37	151%
<b>Fixed immediate</b>	1.9	1.9	0%	3.6	3.7	-3%
<b>Structured settlements</b>	1.4	1.4	0%	2.5	2.5	0%
<b>Total Fixed</b>	<b>18.3</b>	<b>18.6</b>	<b>-1%</b>	<b>34.5</b>	<b>36.7</b>	<b>-6%</b>
<b>Total</b>	<b>\$56.5</b>	<b>\$57.3</b>	<b>-1%</b>	<b>\$108.2</b>	<b>\$112.3</b>	<b>-4%</b>

Industry estimates reported for the second quarter 2013 based upon data from 58 companies, representing 95 percent of total sales.

Source: U.S. Individual Annuities (2013, 2nd quarter)

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