

Annuity Industry Estimates

(Dollars in billions)

| | Q1 2015 | Q1 2016 | Pct Chg Q1/Q1 |
|------------------------|---------------|---------------|---------------|
| Variable | | | |
| Separate accounts | 25.7 | 20.1 | -22% |
| Fixed accounts | 6.7 | 6.5 | -3% |
| Total Variable | \$32.4 | \$26.6 | -18% |
| Fixed | | | |
| Fixed-rate deferred | 6.3 | 12.0 | 90% |
| Book value | 4.3 | 6.7 | 56% |
| Market value adjusted | 2.0 | 5.3 | 165% |
| Indexed | 11.6 | 15.7 | 35% |
| Fixed deferred | 17.9 | 27.7 | 55% |
| Deferred income | 0.57 | 0.73 | 29% |
| Fixed immediate | 2.0 | 2.5 | 25% |
| Structured settlements | 1.4 | 1.4 | 0% |
| Total Fixed | 21.9 | 32.3 | 48% |
| Total | \$54.3 | \$58.9 | 9% |

Industry estimates reported for the first quarter 2016 based upon data from 64 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2016, 1st quarter)

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

