

## Annuity Industry Estimates

(Dollars in billions)

	Q2 2012	Q2 2011	Pct Chg Q2/Q2	YTD 2012	YTD 2011	Pct Chg 2012/2011
<b>Variable</b>						
<b>Separate accounts</b>	30.5	32.2	-5%	59.6	64.2	-7%
<b>Fixed accounts</b>	8.1	8.4	-4%	15.8	15.9	-1%
<b>Total Variable</b>	<b>38.6</b>	<b>40.6</b>	<b>-5%</b>	<b>75.4</b>	<b>80.1</b>	<b>-6%</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	6.7	9.7	-31%	13.8	19.6	-30%
<b>Book value</b>	5.5	8.3	-34%	11.3	16.8	-33%
<b>Market value adjusted</b>	1.2	1.4	-14%	2.5	2.8	-11%
<b>Indexed</b>	8.6	8.1	6%	16.7	15.2	10%
<b>Fixed deferred</b>	15.3	17.8	-14%	30.5	34.8	-12%
<b>Fixed immediate</b>	1.9	2.2	-14%	3.7	4.0	-8%
<b>Structured settlements</b>	1.2	1.3	-8%	2.2	2.5	-12%
<b>Total Fixed</b>	<b>18.4</b>	<b>21.3</b>	<b>-14%</b>	<b>36.4</b>	<b>41.3</b>	<b>-12%</b>
<b>Total</b>	<b>\$57.0</b>	<b>\$61.9</b>	<b>-8%</b>	<b>\$111.8</b>	<b>\$121.4</b>	<b>-8%</b>

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

Source: U.S. Individual Annuities (2012, 2<sup>nd</sup> quarter)

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