

Annuity Industry Estimates						
(Dollars in billions)						
	4Q 2007	4Q 2006	Pct Chg Q4/Q4	Q4 YTD 2007	Q4 YTD 2006	Pct Chg 07/06
Variable						
Separate accounts	\$39.5	\$34.1	16%	\$151.2	\$130.4	16%
Fixed accounts	8.7	7.2	21	33.0	30.0	10
Total Variable	48.2	41.3	17	184.2	160.4	15
Fixed						
Book value	7.8	7.1	10	27.7	32.3	-14
Equity indexed	6.3	5.9	7	24.8	25.4	-2
Market value adjusted	1.9	2.1	-10	7.8	8.6	-9
Fixed deferred	16.0	15.1	-6	60.3	66.3	-9
Fixed immediate	1.9	1.6	19	6.8	6.1	11
Structured settlements	1.6	1.6	0	6.1	5.9	3
Total Fixed	19.5	18.3	7	73.2	78.3	-7
Total	\$67.7	\$59.6	14%	\$257.4	\$238.7	8%

Industry estimates reported for 2007 based upon data from 60 companies, representing 96 percent of total sales.

Source: U.S. Individual Annuities (2007, 4th quarter)

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