

Annuity Industry Estimates

(Dollars in billions)

	Q2 2014	Q2 2013	Pct Chg Q2/Q2	YTD 2014	YTD 2013	Pct Chg 2013/2012
Variable						
Separate accounts	28.0	30.1	-7%	55.3	58.4	-5%
Fixed accounts	8.2	7.9	4%	15.1	14.9	1%
Total Variable	36.2	38.0	-5%	70.4	73.3	-4%
Fixed						
Fixed-rate deferred	7.4	5.7	30%	15.8	11.1	42%
Book value	5.5	4.1	34%	11.2	8.2	37%
Market value adjusted	1.9	1.6	19%	4.6	2.9	59%
Indexed	13.0	9.3	40%	24.3	17.2	41%
Fixed deferred	20.4	15.0	36%	40.1	28.3	42%
Deferred income	0.71	0.54	33%	1.33	0.93	43%
Fixed immediate	2.6	1.9	37%	5.1	3.6	42%
Structured settlements	1.5	1.3	9%	2.6	2.5	4%
Total Fixed	25.2	18.8	34%	49.1	35.3	39%
Total	\$61.4	\$56.8	8%	\$119.5	\$108.6	10%

Industry estimates reported for the second quarter 2014 based upon data from 60 companies, representing 94 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2014, 2nd quarter)

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

