

Annuity Industry Estimates

(Dollars in billions)

	Q2 2015	Q2 2014	Pct Chg Q2/Q2	YTD 2015	YTD 2014	Pct Chg 2015/2014
Variable						
Separate accounts	28.7	29.1	-1%	54.4	56.4	-4%
Fixed accounts	7.3	7.1	3%	14.0	14.0	0
Total Variable	36.0	36.2	-1%	68.4	70.4	-3%
Fixed						
Fixed-rate deferred	7.5	7.9	-5%	14.0	16.3	-14%
Book value	5.0	5.7	-12%	9.6	11.5	-17%
Market value adjusted	2.5	2.2	14%	4.4	4.8	-8%
Indexed	12.5	13.0	-4%	24.1	24.3	-1%
Fixed deferred	20.0	20.9	-4%	38.1	40.6	-6%
Deferred income	0.55	0.71	-23%	1.12	1.33	-16%
Fixed immediate	2.2	2.6	-15%	4.2	5.1	-18%
Structured settlements	1.4	1.5	-3%	2.8	2.6	8%
Total Fixed	24.2	25.7	-6%	46.2	49.6	-7%
Total	60.2	61.9	-3%	114.6	120.0	-5%

Industry estimates reported for the second quarter 2015 based upon data from 62 companies, representing 97 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2015, 2nd quarter)

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