

Annuity Industry Estimates

(Dollars in billions)

	Q4 2015	Q4 2014	Pct Chg Q4/Q4	YTD 2015	YTD 2014	Pct Chg 2015/2014
Variable						
Separate accounts	24.7	27.5	-10%	105.0	112.3	-7%
Fixed accounts	7.0	6.7	4%	28.0	27.8	1%
Total Variable	31.7	34.2	-7%	133.0	140.1	-5%
Fixed						
Fixed-rate deferred	8.8	7.6	16%	31.9	30.8	4%
Book value	5.8	4.7	23%	21.3	20.9	2%
Market value adjusted	3.0	2.9	3%	10.6	9.9	7%
Indexed	16.1	12.2	32%	54.5	48.2	13%
Fixed deferred	24.9	19.8	26%	86.4	79.0	9%
Deferred income	0.82	0.68	21%	2.7	2.7	0%
Fixed immediate	2.6	2.3	13%	9.1	9.7	-6%
Structured settlements	1.4	1.5	-3%	5.5	5.4	1%
Total Fixed	29.7	24.2	23%	103.7	96.8	7%
Total	61.4	58.4	5%	236.7	236.9	0%

Industry estimates reported for the fourth quarter 2015 based upon data from 62 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2015, 4th quarter)

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