

Annuity Industry Estimates

(Dollars in billions)

| | Q1 2017 | Q1 2018 | Pct Chg Q1/Q1 |
|------------------------|---------------|---------------|---------------|
| Variable | | | |
| Separate accounts | 19.1 | 19.7 | 3% |
| Fixed accounts | 5.8 | 4.9 | -16% |
| Total Variable | \$24.9 | \$24.6 | -1% |
| Fixed | | | |
| Fixed-rate deferred | 10.1 | 8.7 | -14% |
| Book value | 5.9 | 5.4 | -8% |
| Market value adjusted | 4.2 | 3.3 | -21% |
| Indexed | 13.1 | 14.5 | 11% |
| Fixed deferred | 23.2 | 23.2 | 0% |
| Deferred income | 0.55 | 0.52 | -6% |
| Fixed immediate | 2.0 | 2.1 | 5% |
| Structured settlements | 1.4 | 1.4 | 4% |
| Total Fixed | 27.1 | 27.2 | 0% |
| Total | \$52.0 | \$51.8 | 0% |

Industry estimates reported for the first quarter 2017 based upon data from 63 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2018, 1st quarter)

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

