

Annuity Industry Estimates

(Dollars in billions)

	Q3 2017	Q3 2018	Pct Chg Q3/Q3	YTD 2017	YTD 2018	Pct Chg 2018/2017
Variable						
Separate accounts	17.7	20.8	18%	56.7	60.9	7%
Fixed accounts	4.8	4.2	-13%	16.0	14.5	-9%
Total Variable	22.5	25.0	11%	72.7	75.4	4%
Fixed						
Fixed-rate deferred	7.4	11.2	51%	26.8	31.3	17%
Book value	4.6	7.3	59%	16.3	19.9	22%
Market value adjusted	2.8	3.9	39%	10.5	11.4	9%
Indexed	13.0	18.0	38%	41.1	50.1	22%
Fixed deferred	20.4	29.2	43%	67.9	81.4	20%
Deferred income	0.52	0.55	6%	1.7	1.6	-2%
Fixed immediate	2.0	2.4	20%	6.2	7.0	13%
Structured settlements	1.4	1.6	14%	4.2	4.6	10%
Total Fixed	24.3	33.8	39%	80.0	94.6	18%
Total	46.8	58.8	25%	152.7	170.0	11%

Industry estimates reported for the second quarter 2018 based upon data from 62 companies, representing 95 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2018, 3rd quarter)

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