

# Annuity Industry Estimates

(Dollars in billions)

	Q4 2017	Q4 2018	Pct Chg Q4/Q4	YTD 2017	YTD 2018	Pct Chg 2017/2018
<b>Variable</b>						
<b>Separate accounts</b>	19.8	19.0	-4%	75.8	79.5	5%
<b>Fixed accounts</b>	5.7	5.8	-8%	22.4	20.7	-8%
<b>Total Variable</b>	<b>25.5</b>	<b>24.8</b>	<b>-3%</b>	<b>98.2</b>	<b>100.2</b>	<b>2%</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	7.4	13.3	80%	34.2	45.7	34%
<b>Book value</b>	4.9	9.9	102%	21.2	30.9	46%
<b>Market value adjusted</b>	2.5	3.4	36%	13.0	14.8	14%
<b>Indexed</b>	13.9	19.5	40%	55.0	69.6	27%
<b>Fixed deferred</b>	21.3	32.8	54%	89.2	115.3	29%
<b>Deferred income</b>	0.55	0.66	20%	2.2	2.3	4%
<b>Fixed immediate</b>	2.1	2.7	29%	8.3	9.7	17%
<b>Structured settlements</b>	1.4	1.6	14%	5.6	6.2	11%
<b>Total Fixed</b>	<b>25.3</b>	<b>37.8</b>	<b>49%</b>	<b>105.3</b>	<b>133.5</b>	<b>27%</b>
<b>Total</b>	<b>50.8</b>	<b>62.6</b>	<b>23%</b>	<b>203.5</b>	<b>233.7</b>	<b>15%</b>

Industry estimates reported for the fourth quarter 2018 based upon data from 63 companies, representing 94 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2018, 4th quarter)

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