

## Annuity Industry Estimates

(Dollars in billions)

	Q1 2012	Q1 2011	Pct Chg Q1/Q1
<b>Variable</b>			
<b>Separate accounts</b>	29.1	\$32.0	-9
<b>Fixed accounts</b>	7.7	\$7.5	3
<b>Total Variable</b>	<b>\$36.8</b>	<b>\$39.5</b>	<b>-7%</b>
<b>Fixed</b>			
<b>Fixed-rate deferred</b>	7.1	\$9.9	-28%
<b>Book value</b>	5.8	\$8.5	-32%
<b>Market value adjusted</b>	1.3	\$1.4	-7%
<b>Indexed</b>	8.1	\$7.1	14%
<b>Fixed deferred</b>	15.2	\$17.0	-11%
<b>Fixed immediate</b>	1.8	\$1.8	0%
<b>Structured settlements</b>	1.0	\$1.2	-17%
<b>Total Fixed</b>	<b>18.0</b>	<b>\$20.0</b>	<b>-10%</b>
<b>Total</b>	<b>\$54.8</b>	<b>\$59.5</b>	<b>-8%</b>
Industry estimates reported for the first quarter 2012 based upon data from 58 companies, representing 94 percent of total sales.			

Source: U.S. Individual Annuities (2012, 1st quarter)

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