

**Annuity Industry Estimates**  
(Dollars in billions)

	Q2 2011	2Q 2010	Pct Chg Q2/Q2	YTD 2011	YTD 2010	Pct Chg YTD
<b>Variable</b>						
Separate accounts	32.4	\$27.1	20%	64.6	51.9	24%
Fixed accounts	8.5	\$8.1	5%	16.1	15.5	4%
<b>Total Variable</b>	<b>40.9</b>	<b>35.2</b>	<b>16%</b>	<b>80.7</b>	<b>67.4</b>	<b>20%</b>
<b>Fixed</b>						
Fixed-rate deferred	9.9	10.0	-1%	20.0	19.2	4%
Book value	8.5	8.4	1	17.2	16.3	6%
Market value adjusted	1.4	1.6	-13	2.8	2.9	-3%
Indexed	8.1	8.2	-1	15.2	15.2	0%
Fixed deferred	18.0	18.2	-1	35.2	34.4	2%
Fixed immediate	2.2	2.1	5	4.0	3.8	5%
Structured settlements	1.3	1.5	-13	2.5	2.9	-14%
<b>Total Fixed</b>	<b>21.5</b>	<b>21.8</b>	<b>-1</b>	<b>41.7</b>	<b>41.1</b>	<b>1%</b>
<b>Total</b>	<b>\$62.4</b>	<b>\$57.0</b>	<b>9%</b>	<b>\$122.4</b>	<b>\$108.5</b>	<b>13%</b>

Industry estimates reported for the second quarter 2011 based upon data from 58 companies, representing 94 percent of total sales.

Source: U.S. Individual Annuities (2011, 2nd quarter)

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