

## Annuity Industry Estimates

(Dollars in billions)

	Q1 2013	Q1 2012	Pct Chg Q1/Q1
<b>Variable</b>			
<b>Separate accounts</b>	28.6	29.2	-2%
<b>Fixed accounts</b>	6.9	7.7	-10%
<b>Total Variable</b>	<b>\$35.5</b>	<b>\$36.9</b>	-4%
<b>Fixed</b>			
<b>Fixed-rate deferred</b>	5.2	6.9	-25%
<b>Book value</b>	4.2	5.6	-26%
<b>Market value adjusted</b>	1.0	1.3	-23%
<b>Indexed</b>	7.8	8.1	-4%
<b>Fixed deferred</b>	13.0	15.0	-14%
<b>Deferred income</b>	0.40	0.16	147%
<b>Fixed immediate</b>	1.7	1.8	-6%
<b>Structured settlements</b>	1.1	1.1	0%
<b>Total Fixed</b>	<b>16.2</b>	<b>18.1</b>	-11%
<b>Total</b>	<b>\$51.7</b>	<b>\$55.0</b>	-6%

Industry estimates reported for the first quarter 2013 based upon data from 58 companies, representing 94 percent of total sales.

Source: U.S. Individual Annuities (2013, 1st quarter)

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