

# Annuity Industry Estimates

(Dollars in billions)

	Q4 2016	Q4 2017	Pct Chg Q4/Q4	YTD 2016	YTD 2017	Pct Chg 2016/2017
<b>Variable</b>						
Separate accounts	18.9	18.4	-3%	78.5	73.2	-7%
Fixed accounts	6.4	6.3	-2%	26.2	22.4	-15%
<b>Total Variable</b>	<b>25.3</b>	<b>24.7</b>	<b>-2%</b>	<b>104.7</b>	<b>95.6</b>	<b>-9%</b>
<b>Fixed</b>						
Fixed-rate deferred	7.7	7.4	-4%	38.7	34.2	-12%
Book value	4.4	4.9	11%	21.8	21.2	-3%
Market value adjusted	3.3	2.5	-24%	16.9	13.0	-23%
Indexed	14.0	14.7	5%	60.9	57.6	-5%
Fixed deferred	21.7	22.1	2%	99.3	91.8	-8%
Deferred income	0.58	0.55	-5%	2.8	2.2	-21%
Fixed immediate	2.0	2.1	5%	9.2	8.3	-10%
Structured settlements	1.4	1.4	0%	5.8	5.6	-3%
<b>Total Fixed</b>	<b>25.7</b>	<b>26.1</b>	<b>-2%</b>	<b>117.4</b>	<b>107.9</b>	<b>-8%</b>
<b>Total</b>	<b>51.0</b>	<b>50.8</b>	<b>0%</b>	<b>222.1</b>	<b>203.5</b>	<b>-8%</b>

Industry estimates reported for the third quarter 2017 based upon data from 64 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2017, 4th quarter)

Please attribute any reference to this material to LIMRA Secure Retirement Institute.

