

Annuity Industry Estimates

(Dollars in billions)

	Q1 2014	Q1 2013	Pct Chg Q1/Q1
Variable			
Separate accounts	27.3	28.3	-4%
Fixed accounts	6.9	7.0	-1%
Total Variable	\$34.2	\$35.3	-3%
Fixed			
Fixed-rate deferred	8.0	5.4	48%
Book value	5.5	4.3	28%
Market value adjusted	2.5	1.1	127%
Indexed	11.3	7.9	43%
Fixed deferred	19.3	13.3	45%
Deferred income	0.62	0.40	57%
Fixed immediate	2.5	1.7	47%
Structured settlements	1.1	1.1	0%
Total Fixed	23.5	16.5	43%
Total	\$57.7	\$51.8	11%

Industry estimates reported for the first quarter 2014 based upon data from 60 companies, representing 95 percent of total sales.

Source: LIMRA SRI, U.S. Individual Annuity Sales Survey (2014, 1st quarter)

Please attribute any reference to this material to LIMRA SRI.

