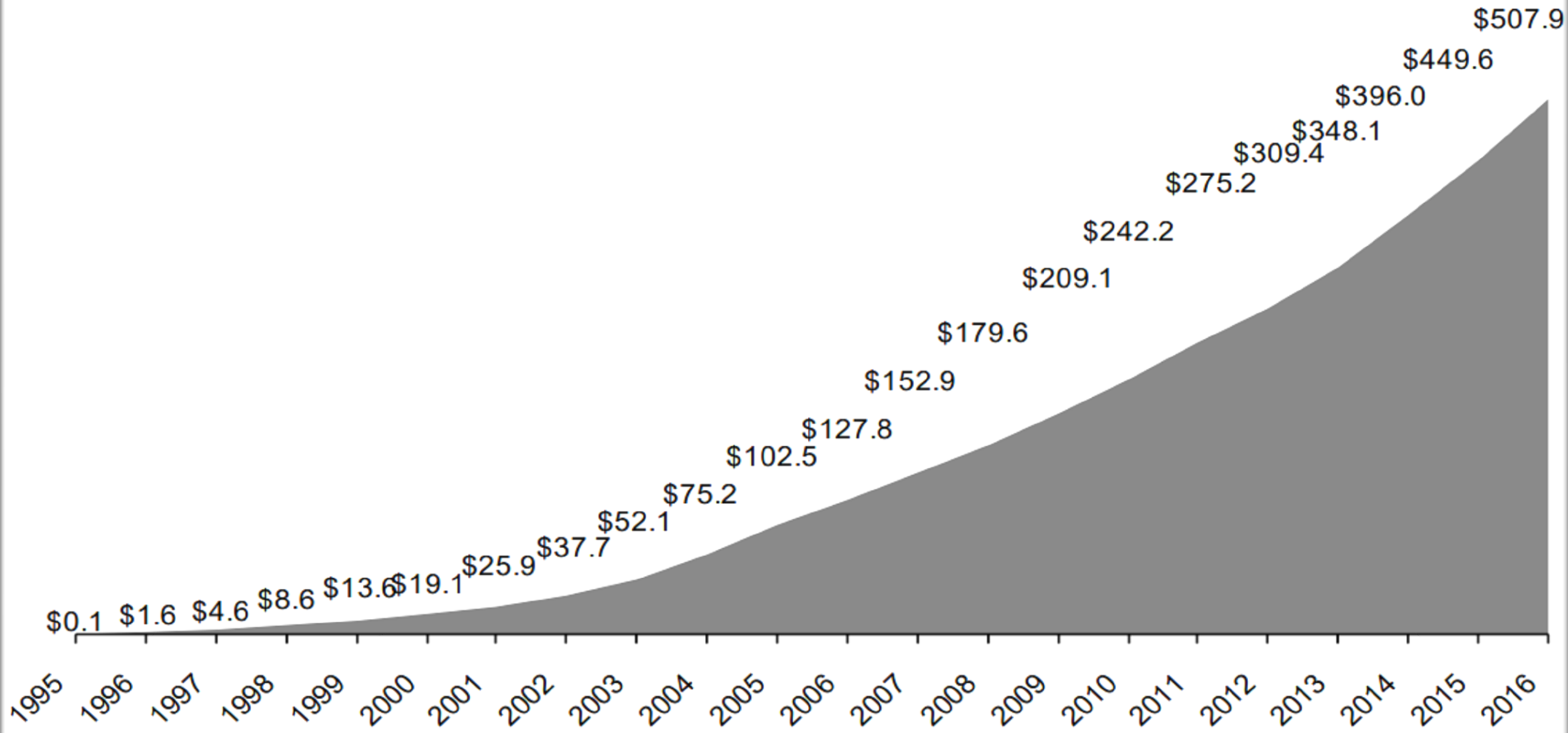


# Cumulative Index Annuity Sales (in billions)



Source: 1995-2006 Advantage Compendium, 2007-2016 Beacon Research Fixed Annuity Premium Study