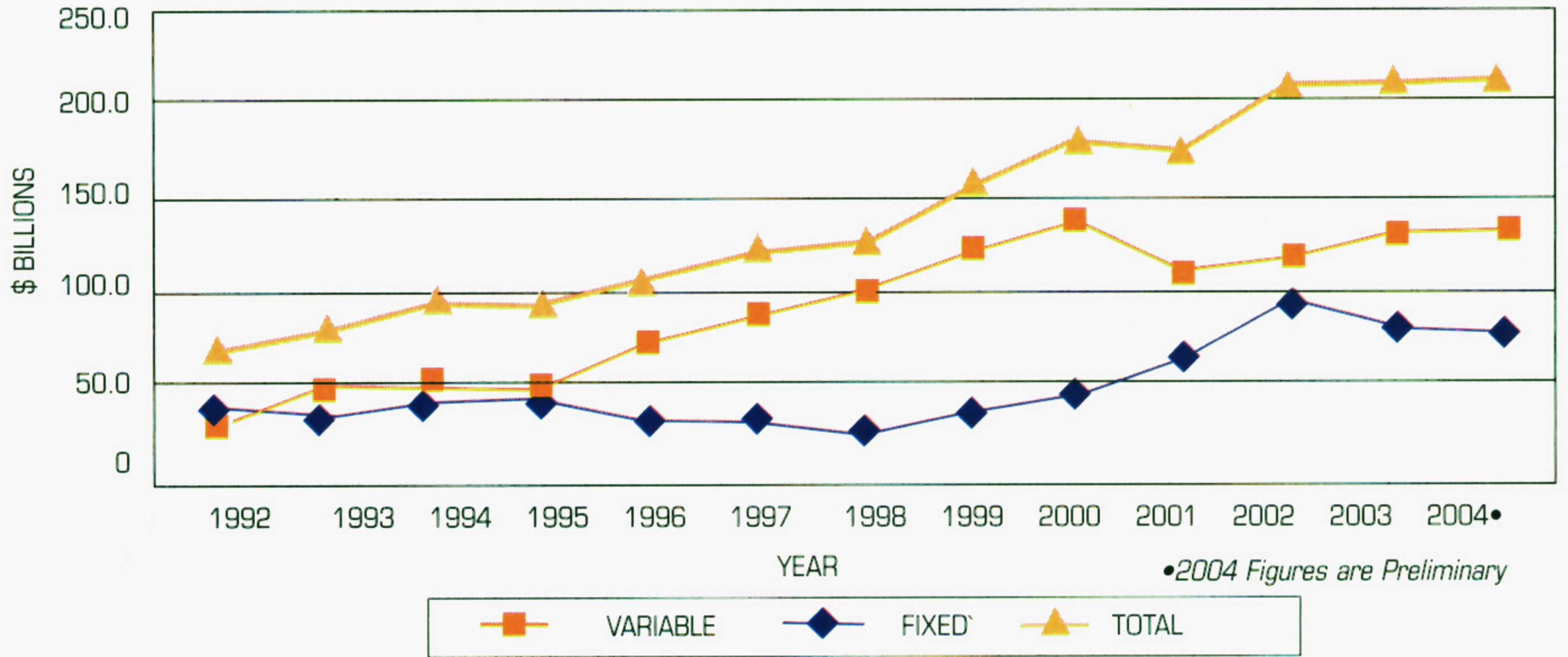


GRAPH 1

INDIVIDUAL DEFERRED ANNUITY SALES



\* Source: LIMRA