

TABLE 1

## Annuity Sales (\$ in Billions)

YEAR	VA	EIA
1994	50.20	
1995	51.30	0.50
1996	74.30	2.00
1997	88.20	3.00
1998	99.80	4.00
1999	123.00	5.20
2000	137.30	5.40
2001	113.30	6.40
2002	115.00	11.00
2003	126.40	14.00
2004 (3Q)	98.40	16.50

*\*Source: NAVA's 2004 Annuity Fact Book, Advantage Compendium*