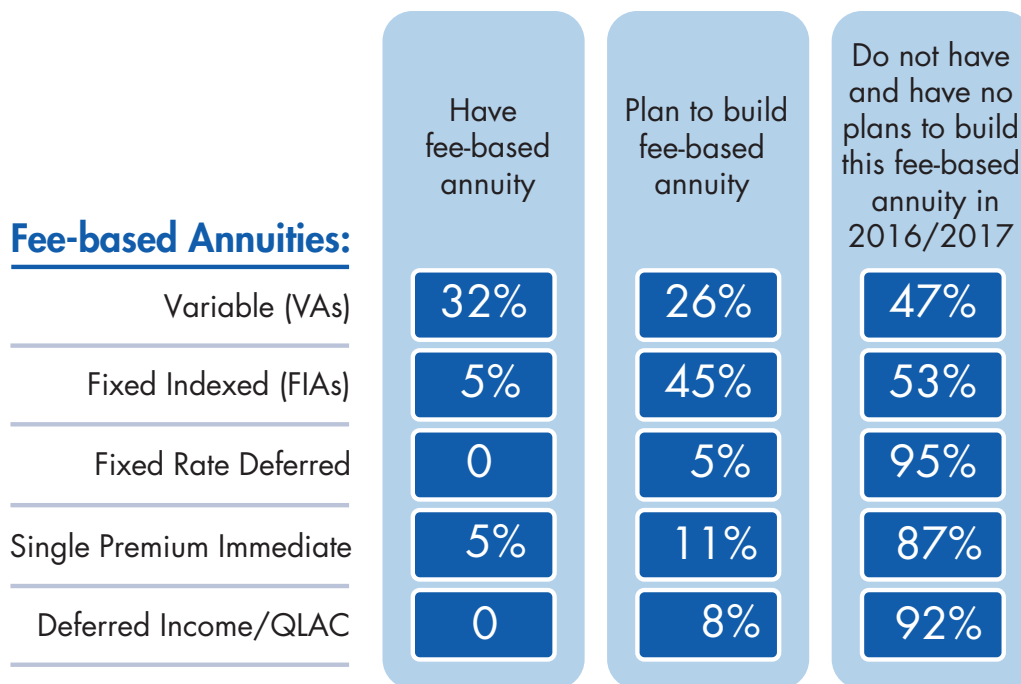


Companies have had time to assess the implications of the Department of Labor's fiduciary rule and how they will likely respond. The LIMRA Secure Retirement Institute surveyed members in September 2016 to gain insights.

OVERALL, 3 IN 4 ANNUITY MANUFACTURERS HAVE OR PLAN TO BUILD FEE-BASED ANNUITIES

Type of fee-based annuities companies have or plan to build in 2016 or 2017



- **ROUGHLY HALF OF THE COMPANIES HAVE AND/OR PLAN TO BUILD FEE-BASED VAs AND/OR FIAs**
- **FEE-BASED VA AND FIA PRODUCTS ARE EXPECTED TO PROVIDE A MODERATE INCREASE IN 2017 ANNUITY SALES.**

METHODOLOGY

38 companies participated in the survey, representing 84 percent of Q2 2016 year-to-date retail annuity sales.