

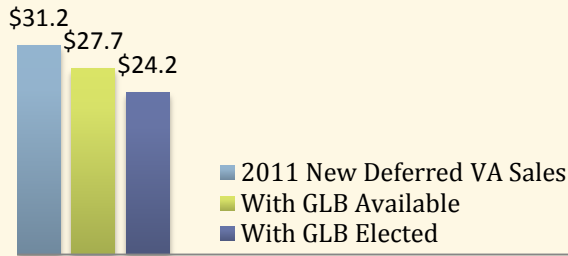
VA GLB Election Tracking Survey

Second Quarter 2011

Participating companies represent 96% of industry variable annuity (VA) sales with guaranteed living benefits (GLB) elected.

INDUSTRY ESTIMATES

(\$ in billions)

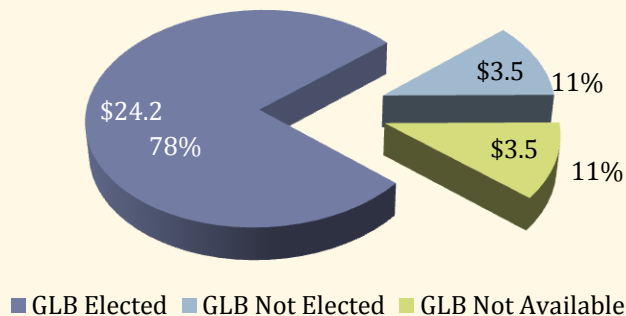


NOTABLES

- The second quarter 2011 rate of election for guaranteed living benefits (GLBs) matched the 88 percent in the first quarter 2011, when any GLBs are available. The first quarter election rate reflects revised Q1 data.
- The GMIB election rate increased 5 percentage points largely at the expense of the GLWB election rate, which dropped 4 percentage points in the second quarter. The GMWB election rate dropped one percentage point.
- VA assets with GLB increased 3 percent during the second quarter from \$558 billion to \$575 billion.

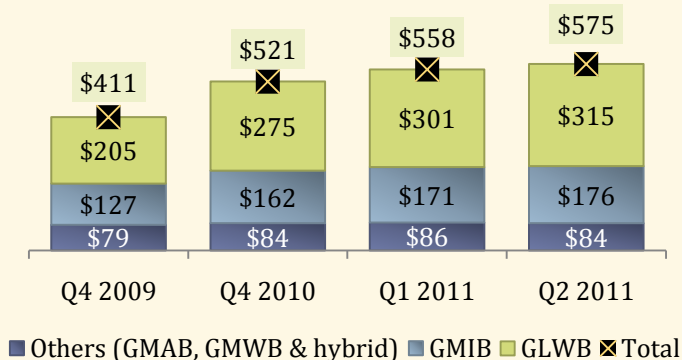
Second Quarter 2011

(\$ in billions)

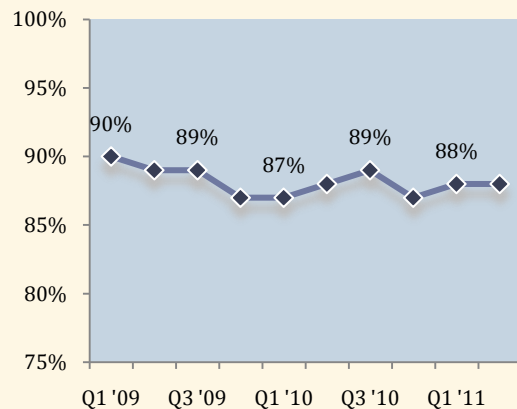


VA Assets With GLB Elected By Type

(\$ in billions)



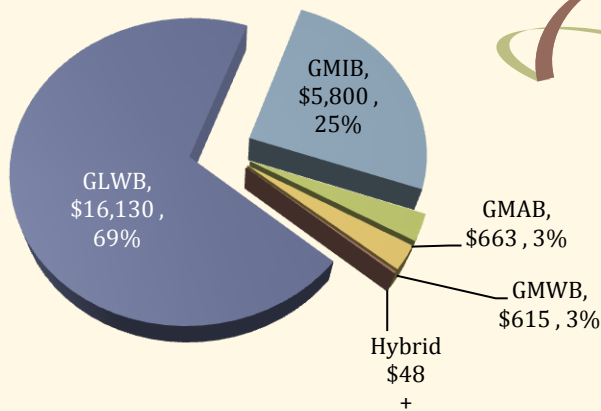
Election Rate Trend, Any GLB (Participant Summary)



Participant Summary – VA GLB Elections

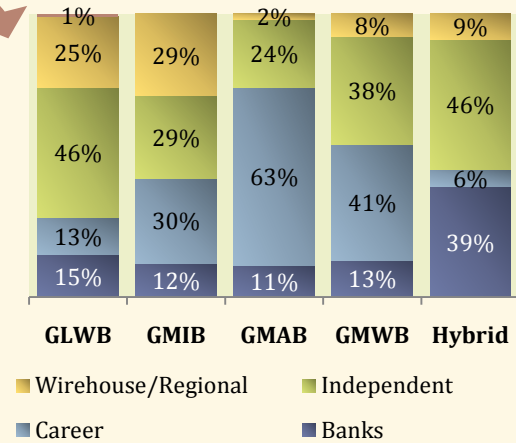
Second Quarter 2011

GLB Dollar and Market Share (When elected)
\$in millions



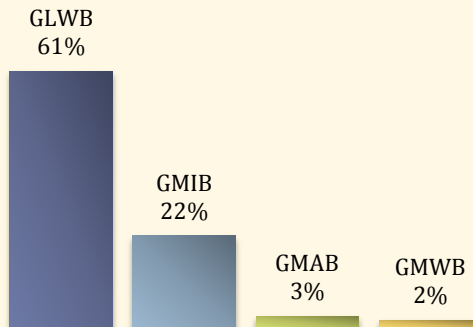
+ Less than 1/2 of 1 percent

GLB Market Share by Channels (When elected)



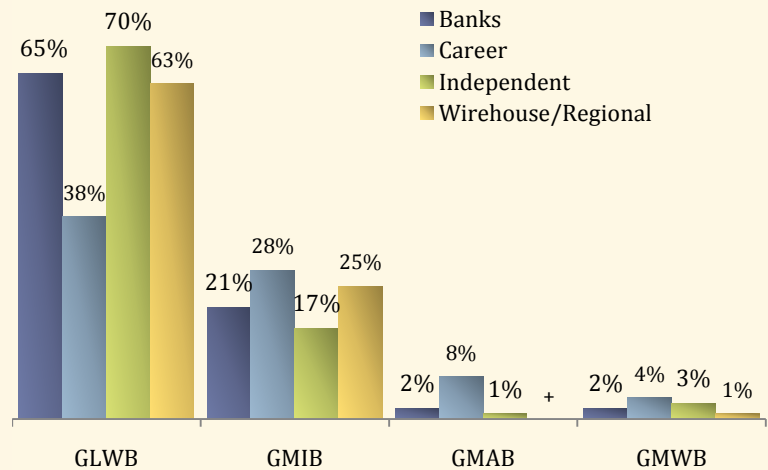
Note: 1% of GLWB reported through "Other."

GLB Election Rates (When any GLB available)



Note: Hybrid election rate less than 1/2 of 1 percent.

GLB Election Rates by Channels (When any GLB available)



Note: Bank Hybrid rate 1 percent, else less than 1/2 of 1 percent.
+ Less than 1/2 of 1 percent.