

VA GLB Election Tracking Survey

First Quarter 2012

Participating companies represent 95% of industry variable annuity (VA) sales with guaranteed living benefits (GLB) elected.

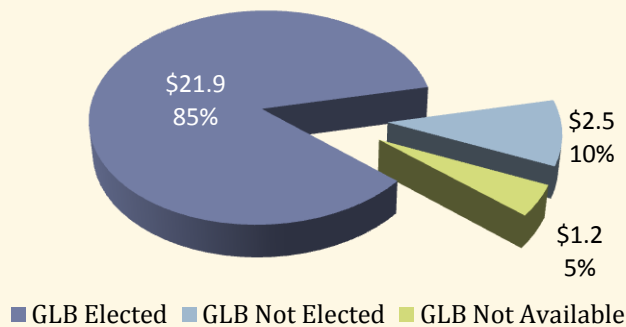
INDUSTRY ESTIMATES



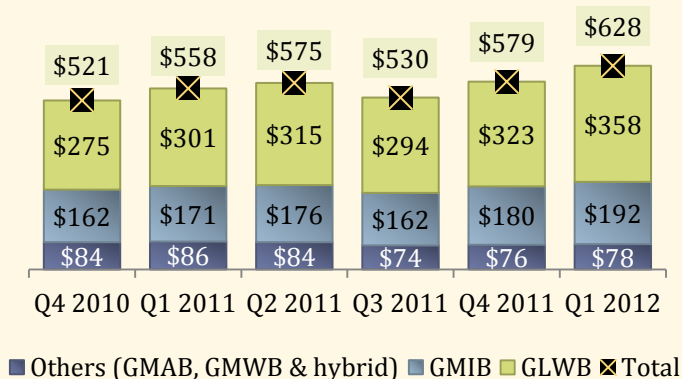
NOTABLES

- The first quarter 2012 rate of election for guaranteed living benefits (GLBs) remained unchanged from fourth quarter 2011, at 90 percent, when any GLBs are available.
- The GMIB and GMAB election rates in the first quarter 2012 both decreased three and one percentage points, respectively, whereas GLWB election rates increased four percentage points, when compared with the fourth quarter 2011.
- VA assets with GLB grew eight percent during the first quarter from \$579 billion to \$628 billion.

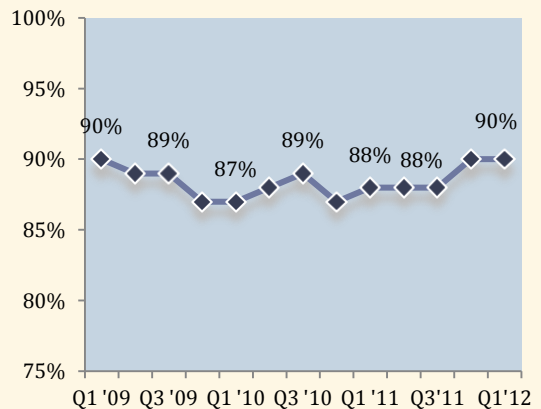
First Quarter 2012



VA Assets With GLB Elected By Type



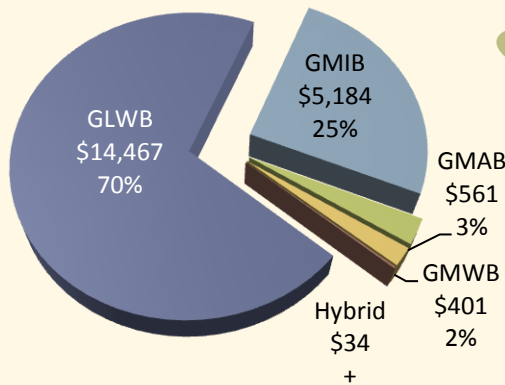
Election Rate Trend, Any GLB (Participant Summary)



Participant Summary – VA GLB Elections

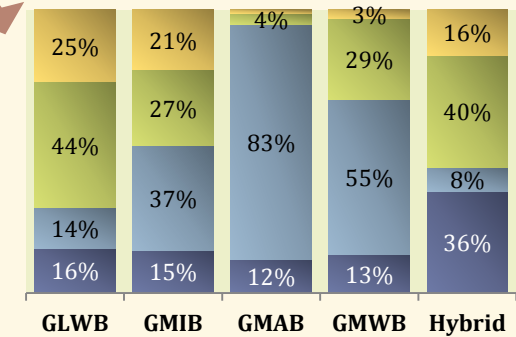
First Quarter 2012

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



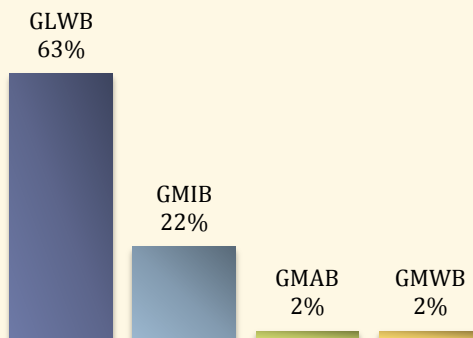
+ Less than 1/2 of 1 percent

GLB Market Share by Channels (When elected)



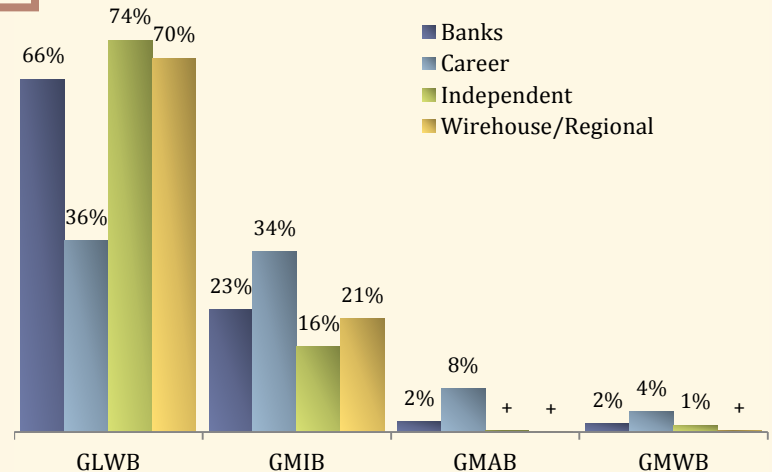
Legend: Wirehouse/Regional, Independent, Career, Banks
Note: 2% of GLWB reported through "Other."

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: Hybrid rate less than 1/2 of 1 percent in each channel.
+ Less than 1/2 of 1 percent.