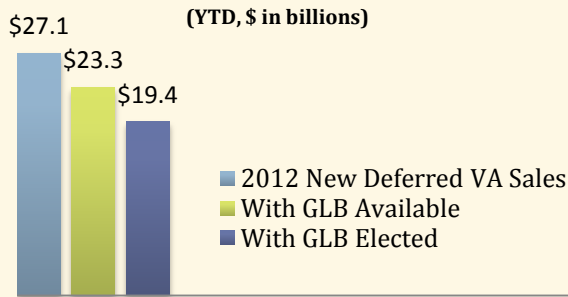


## VA GLB Election Tracking Survey

First Quarter 2013

Participating companies represent 94% of industry variable annuity (VA) sales with guaranteed living benefits (GLB) elected.

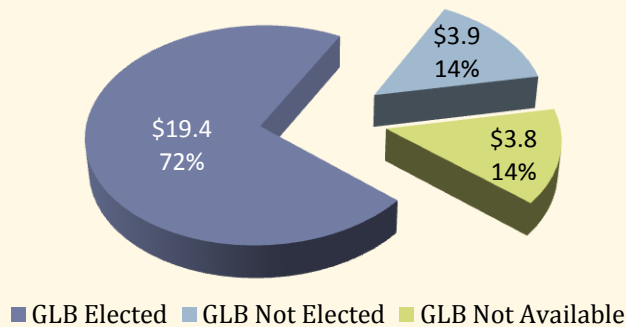
### INDUSTRY ESTIMATES



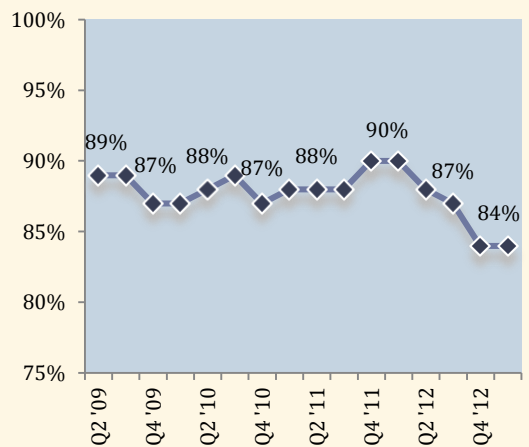
### NOTABLES

- The first quarter 2013 rate of election for guaranteed living benefits (GLBs) was 84%, no change from the fourth quarter 2012, when any GLBs are available.
- The GLWB election rate rose 3 percent when compared to the fourth quarter. The GMIB and GMWB election rate fell by 2 percent and 1 percent respectively. The GMAB and Hybrid election rates had no change.
- VA assets with GLB increased during the first quarter from \$661 billion to \$707 billion.

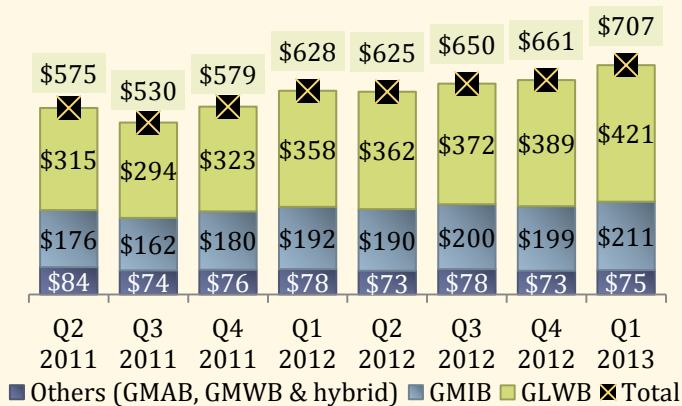
### First Quarter 2013



### Election Rate Trend, Any GLB (Participant Summary)



### VA Assets With GLB Elected By Type

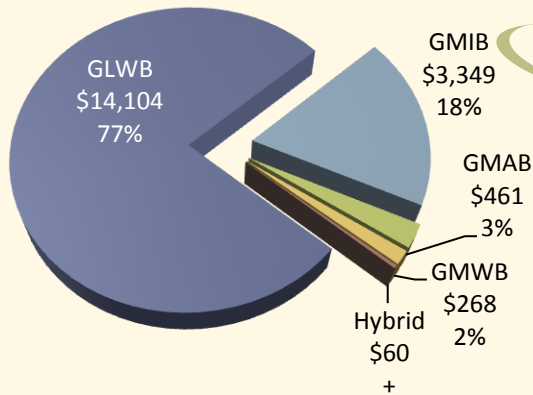


Election rates are based on the percentage of new premium that elected a GLB when a GLB is available.

## Participant Summary – VA GLB Elections

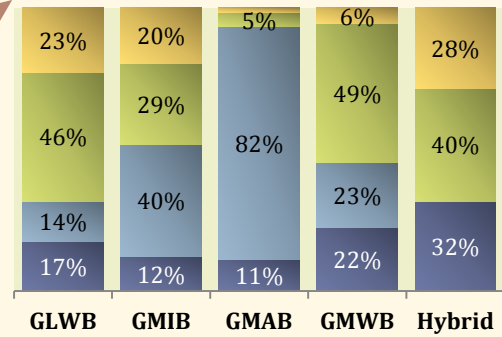
First Quarter 2013

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



+ Less than 1/2 of 1 percent

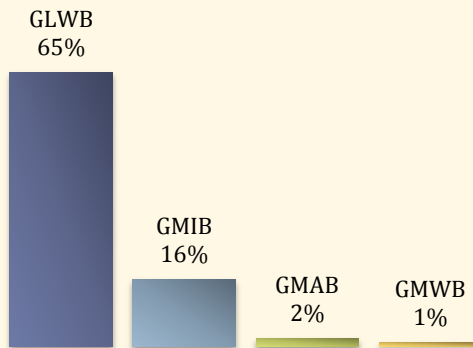
**GLB Market Share by Channels (When elected)**



Wirehouse/Regional Independent  
Career Banks

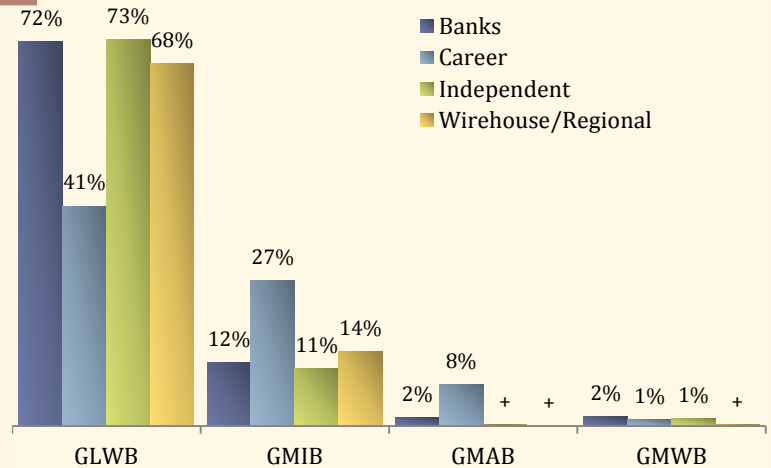
Note: 2% of GLWB reported through "Other."

**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.