

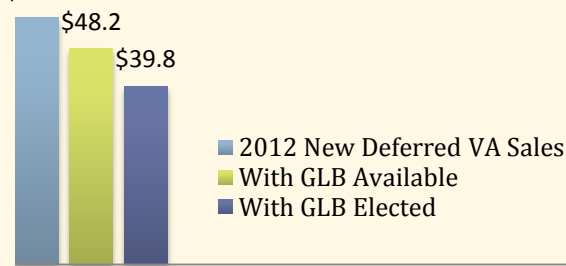
VA GLB Election Tracking Survey

Second Quarter 2013

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

INDUSTRY ESTIMATES

(YTD, \$ in billions)

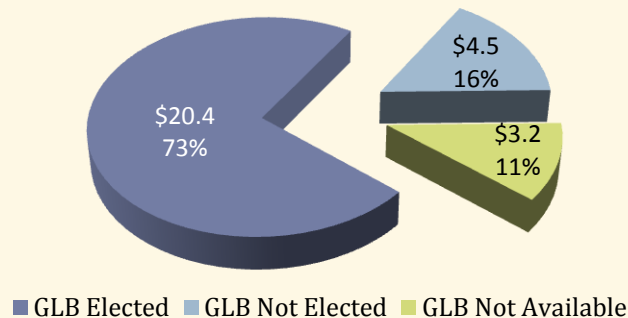


NOTABLES

- The second quarter 2013 rate of election for guaranteed living benefits (GLBs) was 82%, down 2% from the first quarter 2013, when any GLBs are available.
- The GLWB and GMWB election rates each rose 1 percent when compared to the first quarter, while the GMIB election rate fell by 4 percent. The GMAB and Hybrid election rates had no change.
- VA assets with GLBs increased during the second quarter from \$707 billion to \$712 billion.

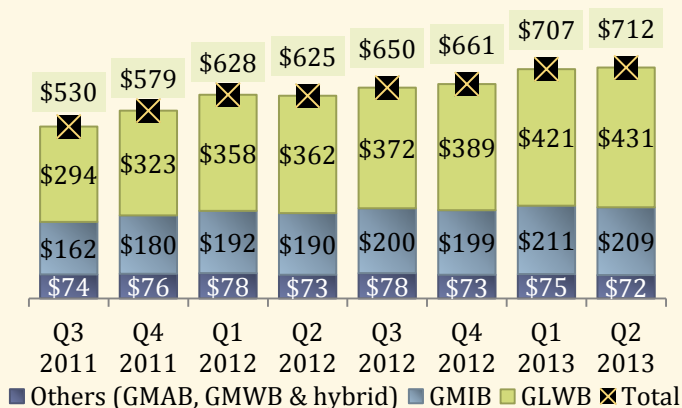
Second Quarter 2013

(\$ in billions)

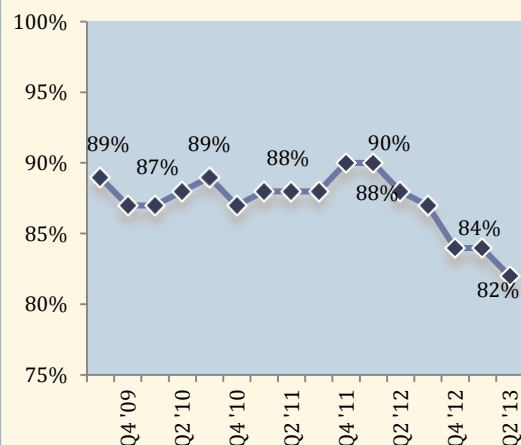


VA Assets With GLB Elected By Type

(\$ in billions)



Election Rate Trend, Any GLB (Participant Summary)

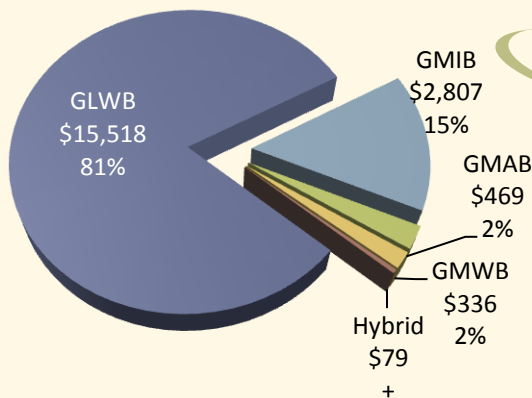


Election rates are based on the percentage of new premium that elected a GLB when a GLB is available.

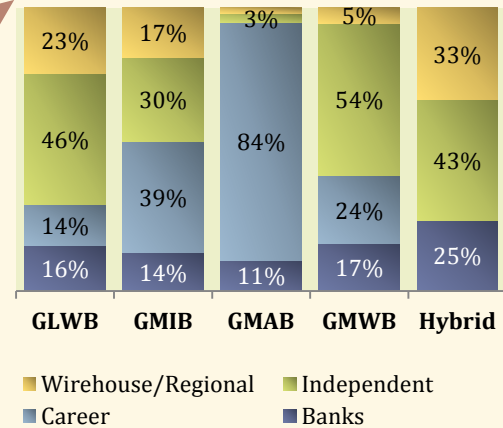
Participant Summary — VA GLB Elections

Second Quarter 2013

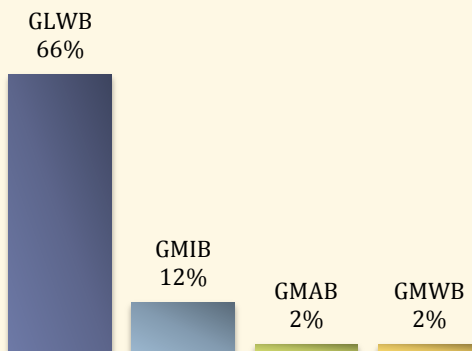
**GLB Dollar and Market Share
(When elected)**
\$in millions



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



**GLB Election Rates
(When any GLB available)**



**GLB Election Rates by Channels
(When any GLB available)**

