

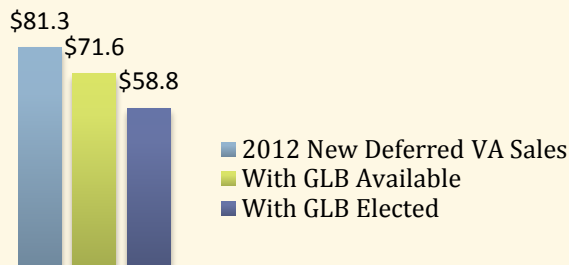
## VA GLB Election Tracking Survey

Third Quarter 2013

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

### INDUSTRY ESTIMATES

(YTD, \$ in billions)

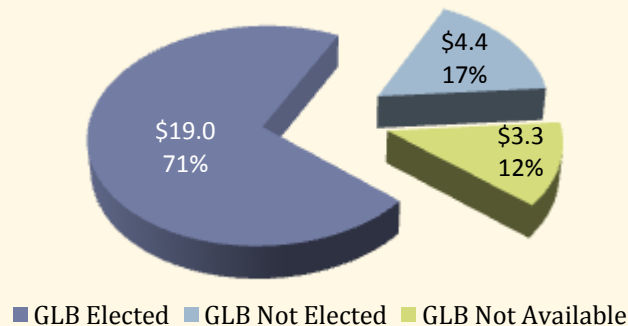


### NOTABLES

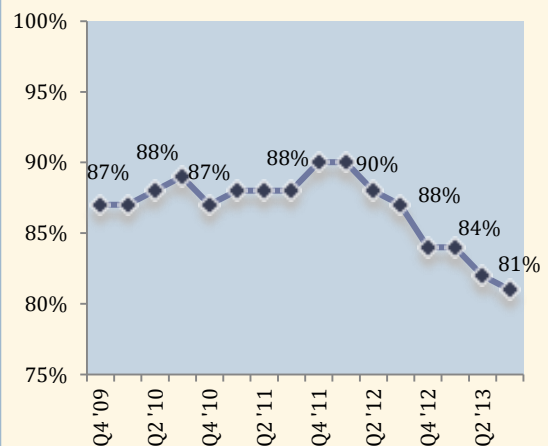
- The third quarter 2013 rate of election for guaranteed living benefits (GLBs) was 81%, down 1% from the second quarter 2013, when any GLBs are available.
- The third quarter GLWB, GMIB, and GMAB election rates did not change compared to the second quarter, while the GMWB election rate fell by 1 percent
- VA assets with GLBs increased during the third quarter from \$712 billion to \$750 billion.

### Third Quarter 2013

(\$ in billions)

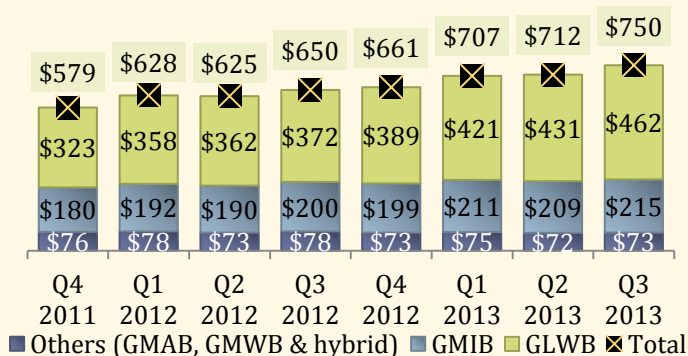


### Election Rate Trend, Any GLB (Participant Summary)



### VA Assets With GLB Elected By Type

(\$ in billions)

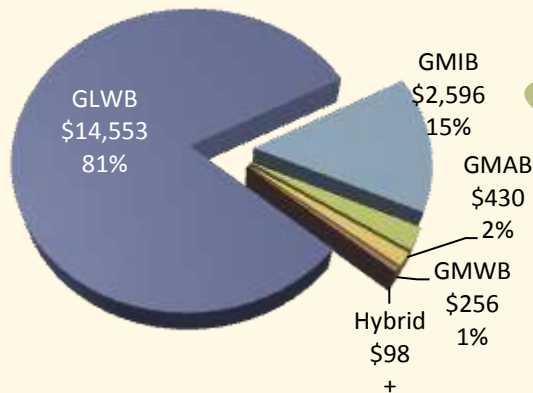


Election rates are based on the percentage of new premium that elected a GLB when a GLB is available.

## Participant Summary — VA GLB Elections

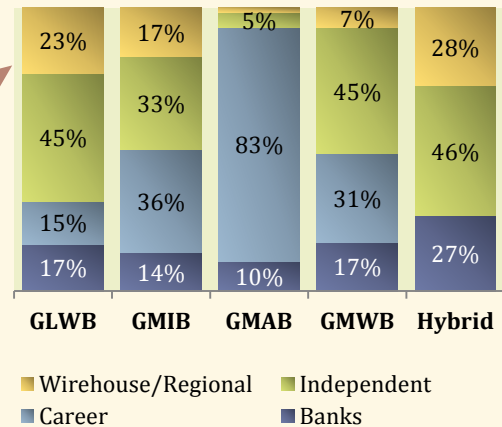
Third Quarter 2013

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



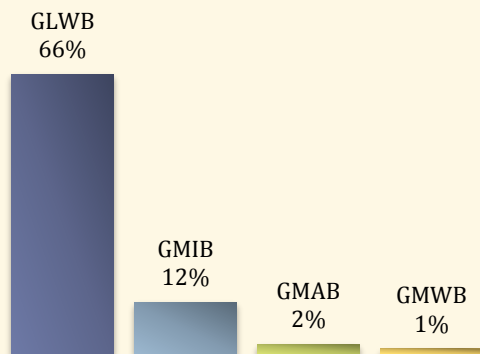
+ Less than 1/2 of 1 percent

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



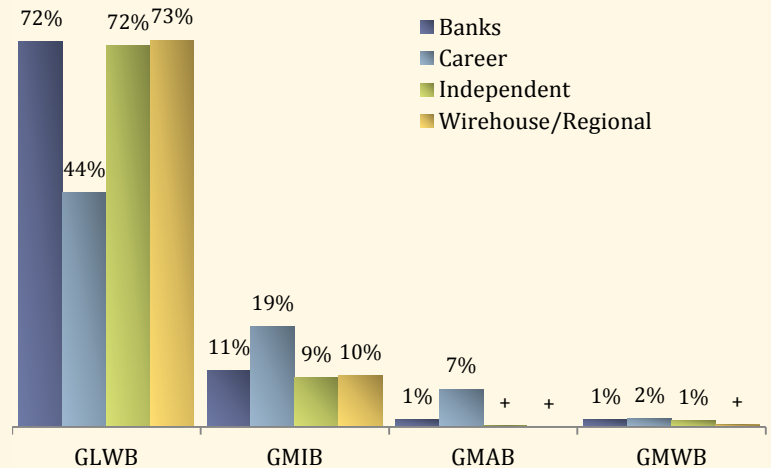
Note: 2% of GLWB reported through "Other."

**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.