

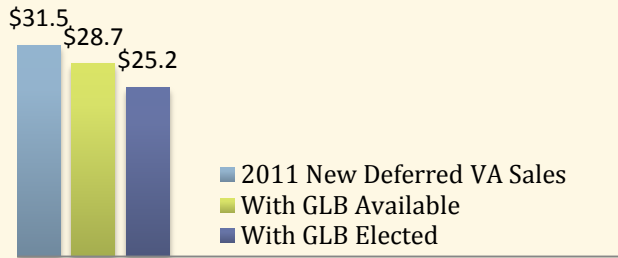
VA GLB Election Tracking Survey

Third Quarter 2011

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

INDUSTRY ESTIMATES

(\$ in billions)

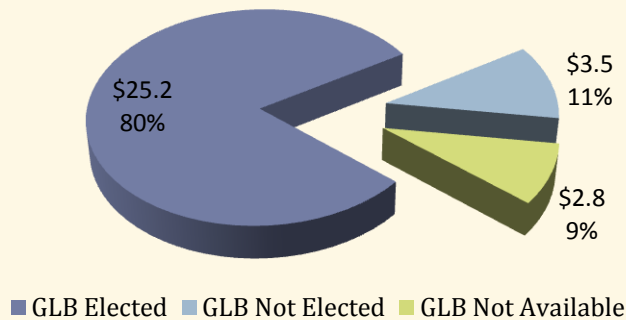


NOTABLES

- The third quarter 2011 rate of election for guaranteed living benefits (GLBs) matched the 88 percent in the second quarter 2011, when any GLBs are available.
- The GMIB election rate increased 5 percentage points largely at the expense of the GLWB election rate, which dropped 4 percentage points in the third quarter. The GMAB election rate dropped one percentage point.
- VA assets with GLB decreased 8 percent during the third quarter from \$575 billion to \$530 billion.

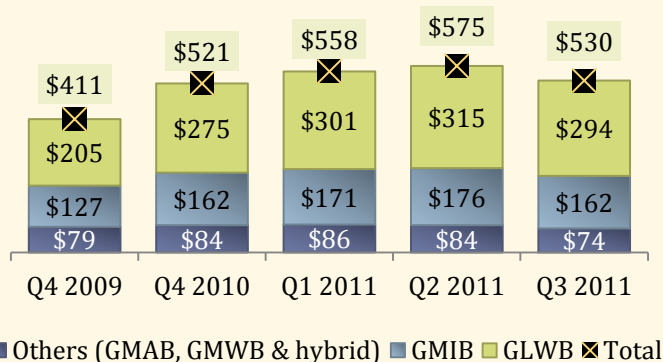
Third Quarter 2011

(\$ in billions)

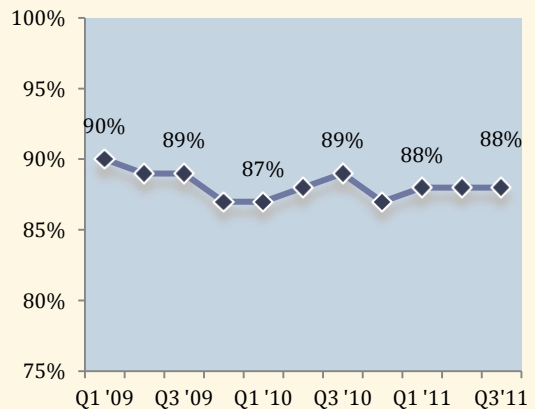


VA Assets With GLB Elected By Type

(\$ in billions)



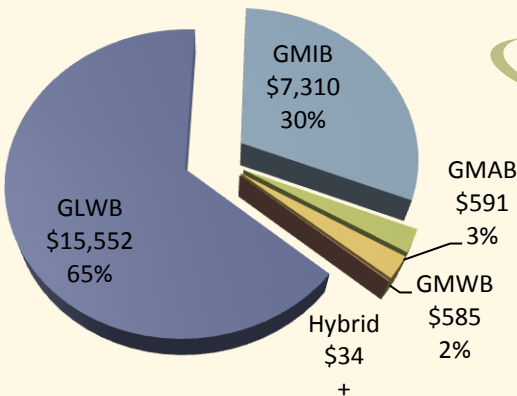
Election Rate Trend, Any GLB (Participant Summary)



Participant Summary – VA GLB Elections

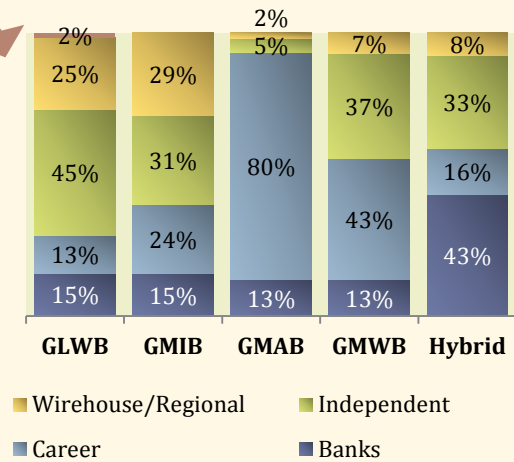
Third Quarter 2011

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



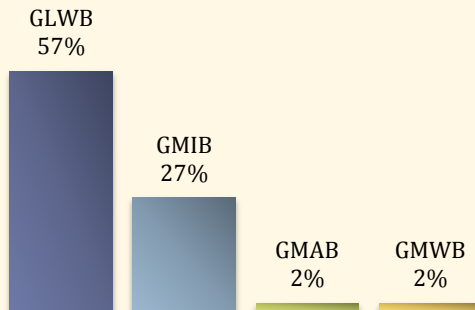
+ Less than 1/2 of 1 percent

GLB Market Share by Channels (When elected)



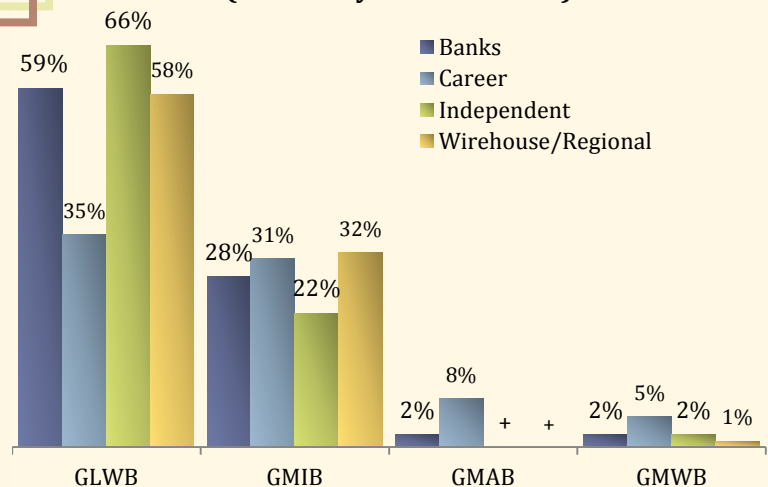
Note: 2% of GLWB reported through "Other."

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.

To view the full summary report, go to: <http://www.limra.com/abstracts/abstract.aspx?fid=11012>