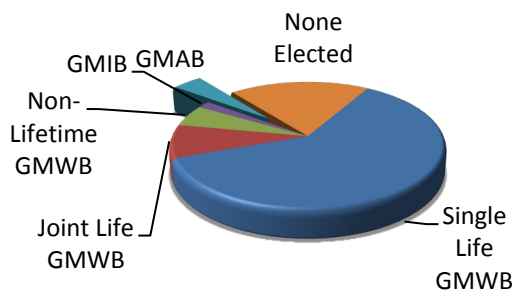


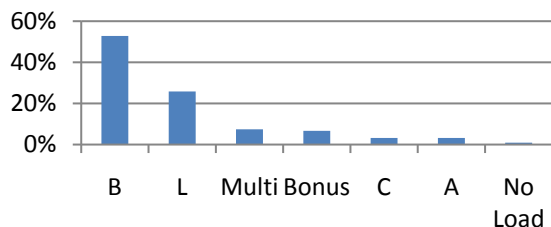
### Election Rates – Living Benefits



Benefit Type	\$'s (millions)	% of Sales
Single Life GMWB	\$4,422.57	61.2%
Joint Life GMWB	609.91	8.4%
Non-Lifetime GMWB	392.52	5.4%
GMAB	302.34	4.2%
GMIB	129.00	1.8%
None Elected	1,372.37	19.0%

12 carriers provided benefit election rates

### Sales by Share Class



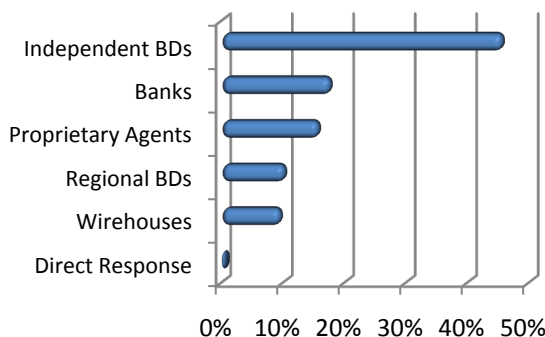
Share Class	\$'s (millions)	% of Sales
B-Share	\$5,466.3	52.8%
L-Share	2,670.4	25.8%
Multi Total	764.1	7.4%
Bonus Total	689.5	6.7%
C-Share	330.5	3.2%
A-Share	329.3	3.2%
No Load	94.2	0.9%

### Average Cost by Share Class\*

Share Class	M&E	Admin	Dist	Total
B-Share	1.08%	0.17%	0.03%	1.28%
L-Share	1.50%	0.18%	0.02%	1.70%
Bonus	1.43%	0.12%	0.08%	1.64%
A-Share	0.63%	0.15%	0.00%	0.78%
C-Share	1.49%	0.17%	0.04%	1.69%
No Load	0.30%	0.17%	0.06%	0.53%

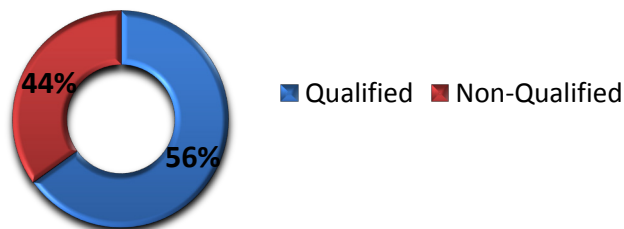
\* Of the 341 active contracts in the Annuity Intelligence Report®

### Sales by Distribution Channel for the Quarter



Channel	\$'s (millions)	% of Sales
Independent BDs	\$4,730.7	45.7%
Banks	1,834.0	17.7%
Proprietary Agents	1,634.7	15.8%
Regional BDs	1,069.1	10.3%
Wirehouses	995.4	9.6%
Direct Response	80.1	0.8%

### Sales by Tax Status



### Carrier Ranking by \$'s for Current Quarter (millions)

Rank	Carrier Name	Total Sales
1	Jackson National	\$3,134.1
2	AXA Financial	1,520.9
3	Nationwide	1,113.3
4	Aegon/Transamerica	815.7
5	Pacific Life	747.5
6	John Hancock	702.0
7	Allianz	685.7
8	Hartford	459.5
9	Protective	349.6
10	Penn Mutual	177.9
11	Guardian	173.1
12	Mass Mutual	163.0
13	Principal	158.9
14	CUNA	54.3
15	UNIFI Companies	49.1
16	Symetra	24.7
17	Integrity	14.9
<b>Total</b>		<b>\$10,344.07</b>

The information and analysis in this report covers those companies who have elected to report data to ASMC. For the current quarter, thirteen carriers have reported flow data.