IRI Baseline Values

These values are updated quarterly and are provided to help simplify the modeling of deferred annuity products within financial planning tools & processes for an initial, directional result. Please refer to the **IRI Baseline Values Reference Guide** for an explanation of the underlying methodology for these benchmarks.

A. INPUTS: PROTECTED GROWTH ONLY		FIXED	FIXED INDEX-LINKED	VARIABLE INDEX-LINKED	VARIABLE
	Tax Status	Q or NQ	Q or NQ	Q or NQ	Q or NQ
Outcome - Returns:	Guaranteed				Use Mutual Funds as Proxy
	Good Forecast	n/a			
	Moderate Forecast	n/a			
	Bad Forecast				
Crediting Configuration:	Index / Market	n/a	S&P 500	S&P 500	Use Mutual Funds as Proxy
	Crediting Method	Fixed Rate	Point to Point	Point to Point	
	Crediting Frequency	*Daily*	*Annual*	*Annual*	
	Term Alignment	*5 Year*	*7 Year*	*6 Year*	
Index-Linked Inputs:	Spread	n/a			n/a
	Cap				
	Participation				
	Floor				
	Buffer				
Fees:	Base Contract Fee	**None**	**None**	**None**	

+	+	+	+

B. INPUTS: PROTECTED INCOME ADD-ON		+ INCOME BENEFIT RIDER	+ INCOME BENEFIT RIDER	+ INCOME BENEFIT RIDER	+ INCOME BENEFIT RIDER
	Annuity Type	Single Life	Single Life	Single Life	Single Life
Outcome - Withdrawal Rates:	Income Start @ 65				
	Income Start @ 70				
	Income Type	Level Income	Level Income	Level Income	Level Income
	Income Growth Rate	0.00%	0.00%	0.00%	0.00%
Benefit Base Growth:	Roll-Up Rate				
	Roll-Up Type	Simple	Simple	Simple	Simple
	Roll-Up Duration	10 Years	10 Years	10 Years	10 Years
	Step-Up	None	None	None	None
Additional Fees:	GLWB Fee				

Total Fees: Protected Growth + Protected Income				

Updated Value

Updated:

NOTES & DISCLOSURES

A. Inputs for Protected Growth Only

There are four (4) deferred annuity contract options provided which correspond to the primary investment categories available in the marketplace that can align with the risk tolerance of the investor.

1. Tax Status
- Tax deferral of account growth can be modelled for either qualified or non-qualified assets with any of the four (4) deferred annuity contract options.

2. Fixed Returns (MYGA)
- The guaranteed rate of return is aligned with a 5 year term product – which is one of the more popular options in the market. This rate can be used as a general proxy for various durations for a directional result.

3. Fixed & Variable Index-Linked Returns (FIA & RILA)
- The index-linked input values align with the simplest and most common crediting strategies available in the market – an annual Point-to-Point calculation linked to the S&P 500 index. Similar to the fixed return option, these values can be used for various durations.
- The hypothetical returns (i.e., hypothetical forecasts) listed provide a comparative indication of potential performance relative to the guaranteed fixed return option.

4. Variable Returns (VA)
- Use any mutual fund asset or asset class available to you within the planning tool as a proxy for growth performance.
- Ensure that the explicit Variable contract fee listed is used in addition to the fees (expense ratios) of the applicable funds deployed in the modeling process.
- Principal protection for a Variable contract may come in the form of a Return of Premium (ROP) death benefit rather than any guarantees associated with the underlying assets.
- Another form of protection commonly deployed with "investment only" Variable contracts is the tax deferral of non-qualified assets.

B. Additional Inputs for an Income Benefit Rider (Protected Income)

The Income Benefit Rider is a Guaranteed Lifetime Withdrawal Benefit (GLWB). The inputs listed for protected growth should be used in addition to what is provided for protected income.

1. Annuity Type
- In order to simplify the modelling process, the values provided are associated with a Single Life contract with the objective of providing a directional result for protected income. A Joint Life contract would produce a lower result.

2. Withdrawal Rates & Benefit Base Growth
- There are two (2) withdrawal rates provided for each type of contract – one for income starting at age 65 and the other for age 70. Use the withdrawal rate that is nearest to the "income start age" of the investor.
- If the investor is looking to start receiving income immediately (i.e., within the next 12 months), then ensure that their "income start age" is equal to their "current age". Otherwise, choose a "future age" (or a deferral period > 12 months) for when they would like to begin receiving income from the contract.
- The Withdrawal Rates & Benefit Base Growth Rates provided align with the most commonly available Income Rider design in the market – Level income supported by a "simple interest" 10 year growth rate during the deferral period before income start, if any.

C. Total Fees
- When modeling an Income Benefit Rider that is added to a Base Contract (i.e., Section A + Section B) ensure that all fees are accounted for in terms of the total cost of the annuity.