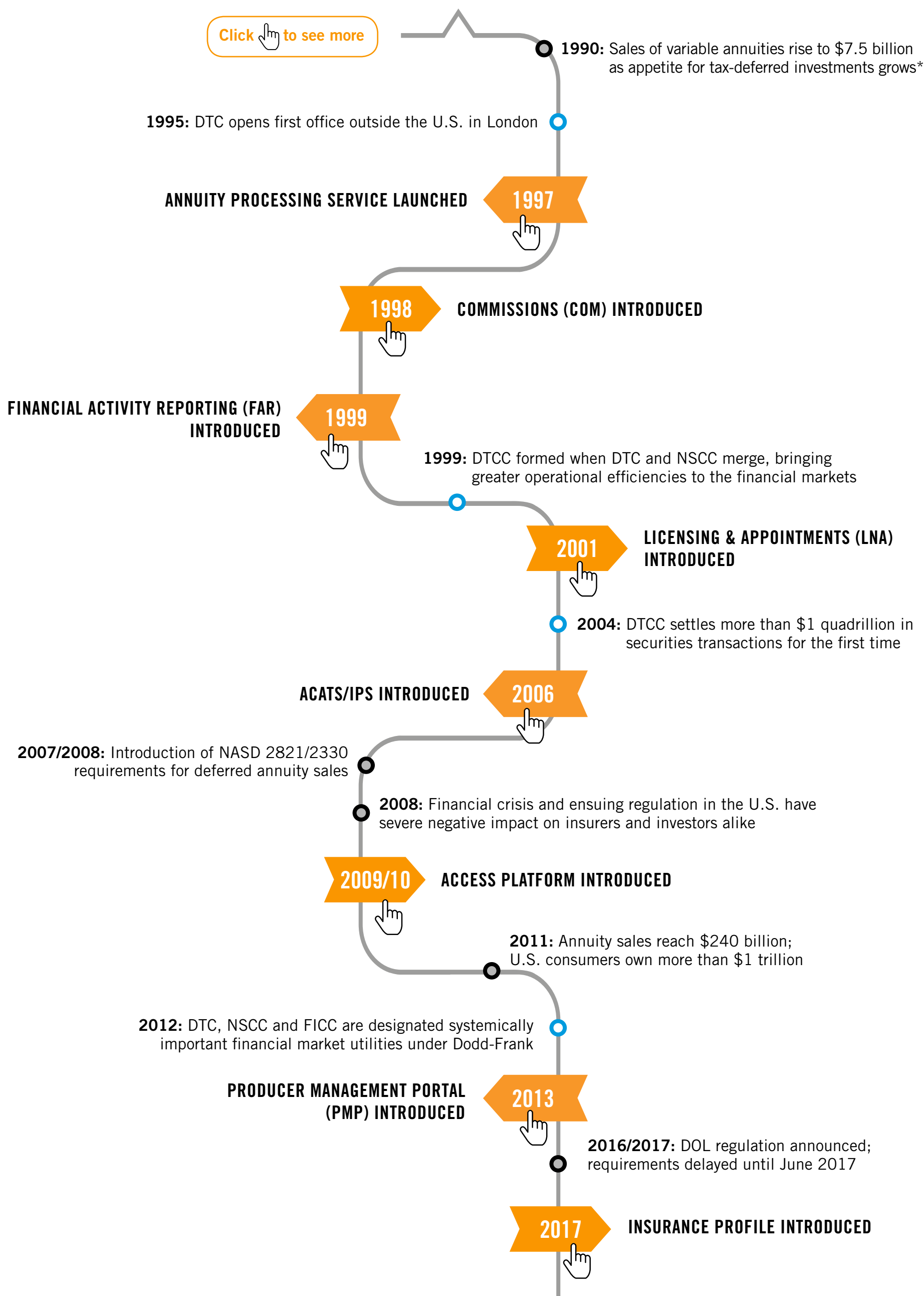


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*Source: NY Times

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1990: Sales of variable annuities rise to \$7.5 billion as appetite for tax-deferred investments grows*

1995: DTC opens first office outside the U.S. in London

ANNUITY PROCESSING SERVICE LAUNCHED **1997**

1997: ANNUITY PROCESSING SERVICE LAUNCHED

Established the first automated and centralized platform linking carriers with their distribution partners to exchange annuities data. This was later renamed Insurance Processing Services (IPS) and, finally, became today's Insurance & Retirement Services (I&RS) in 2006.

1999: DTCC formed when DTC and NSCC merge, bringing clearing and settlement services to the financial markets

2001: LICENSING & APPOINTMENTS (LNA) INTRODUCED

2004: DTCC settles more than \$1 quadrillion in securities transactions for the first time

ACATS/IPS INTRODUCED **2006**

2007/2008: Introduction of NASD 2821/2330 requirements for deferred annuity sales

2008: Financial crisis and ensuing regulation in the U.S. have severe negative impact on insurers and investors alike

2009/10 **ACCESS PLATFORM INTRODUCED**

2011: Annuity sales reach \$240 billion; U.S. consumers own more than \$1 trillion

2012: DTC, NSCC and FICC are designated systemically important financial market utilities under Dodd-Frank

PRODUCER MANAGEMENT PORTAL (PMP) INTRODUCED **2013**

2016/2017: DOL regulation announced; requirements delayed until June 2017

2017 **INSURANCE PROFILE INTRODUCED**

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ANNUITY PROCESSING SERVICE LAUNCHED **1997**

1998 **COMMISSIONS (COM) INTRODUCED**

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Automated the settlement of commissions and compensation transactions, reducing processing time and enabling the inclusion of commissions in net settlement.

2004: DTCC settles more than \$1 quadrillion in securities transactions for the first time

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Offered carriers a way to provide comprehensive details of financial transactions to their clients.

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2001 LICENSING & APPOINTMENTS (LNA) INTRODUCED

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Provided a standardized platform for the insurance market to exchange producer data and more efficiently manage NAIC model regulations.

2007/2008: Introduction of NASD 2821/2330 requirements for insurance producers

2009/10 ACCESS PLATFORM INTRODUCED

2011: Annuity sales reach \$240 billion; U.S. consumers own more than \$1 trillion

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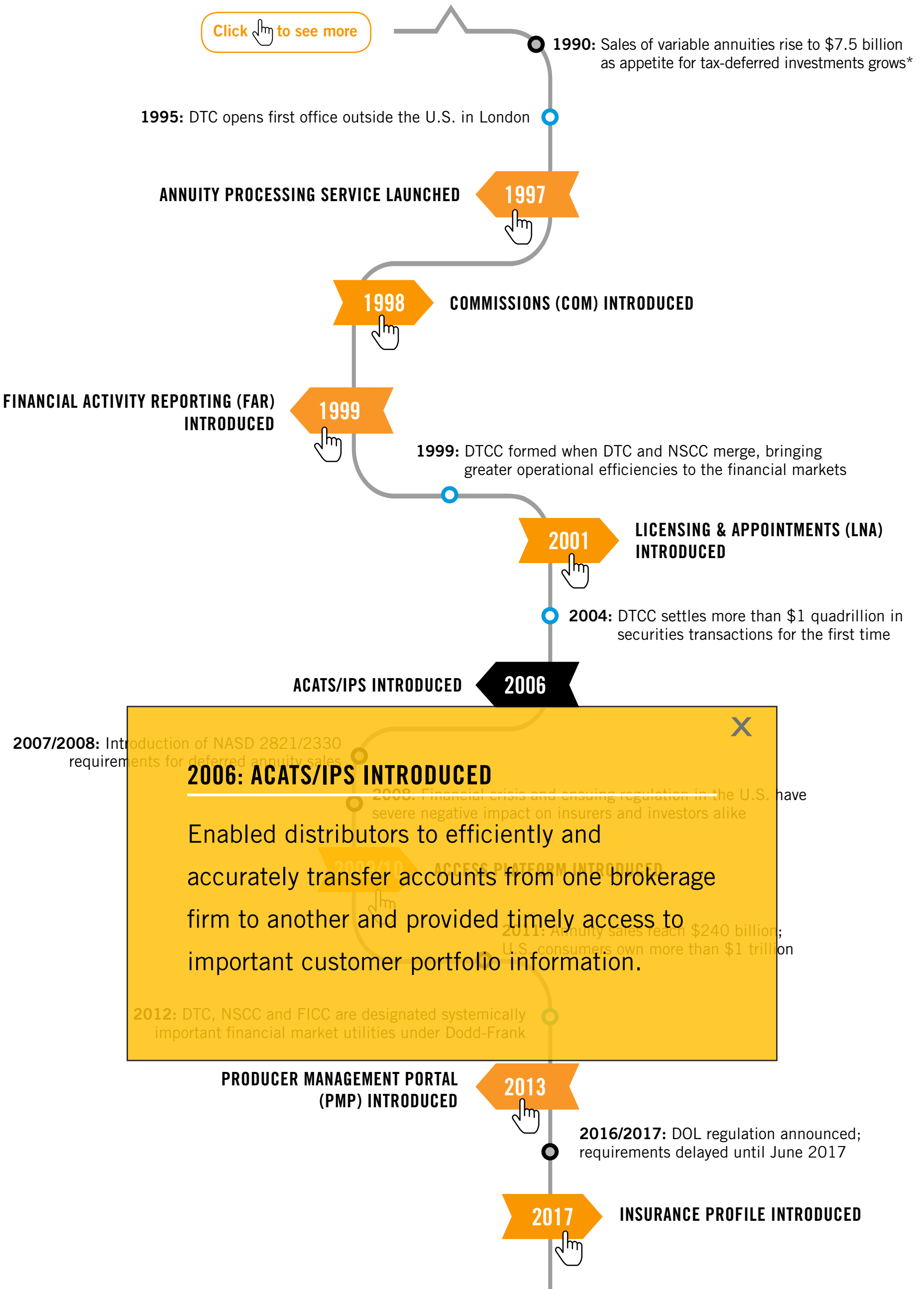
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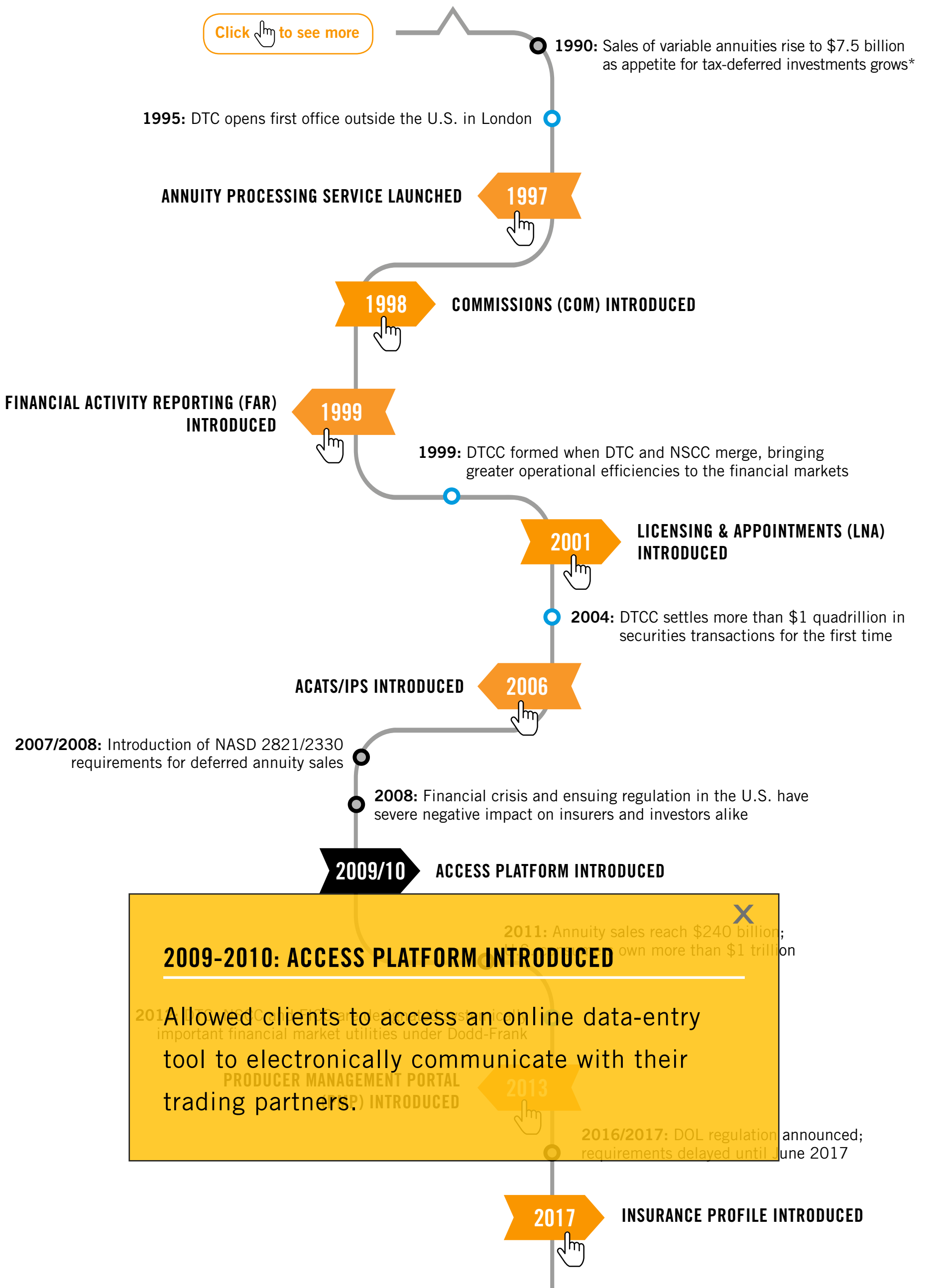


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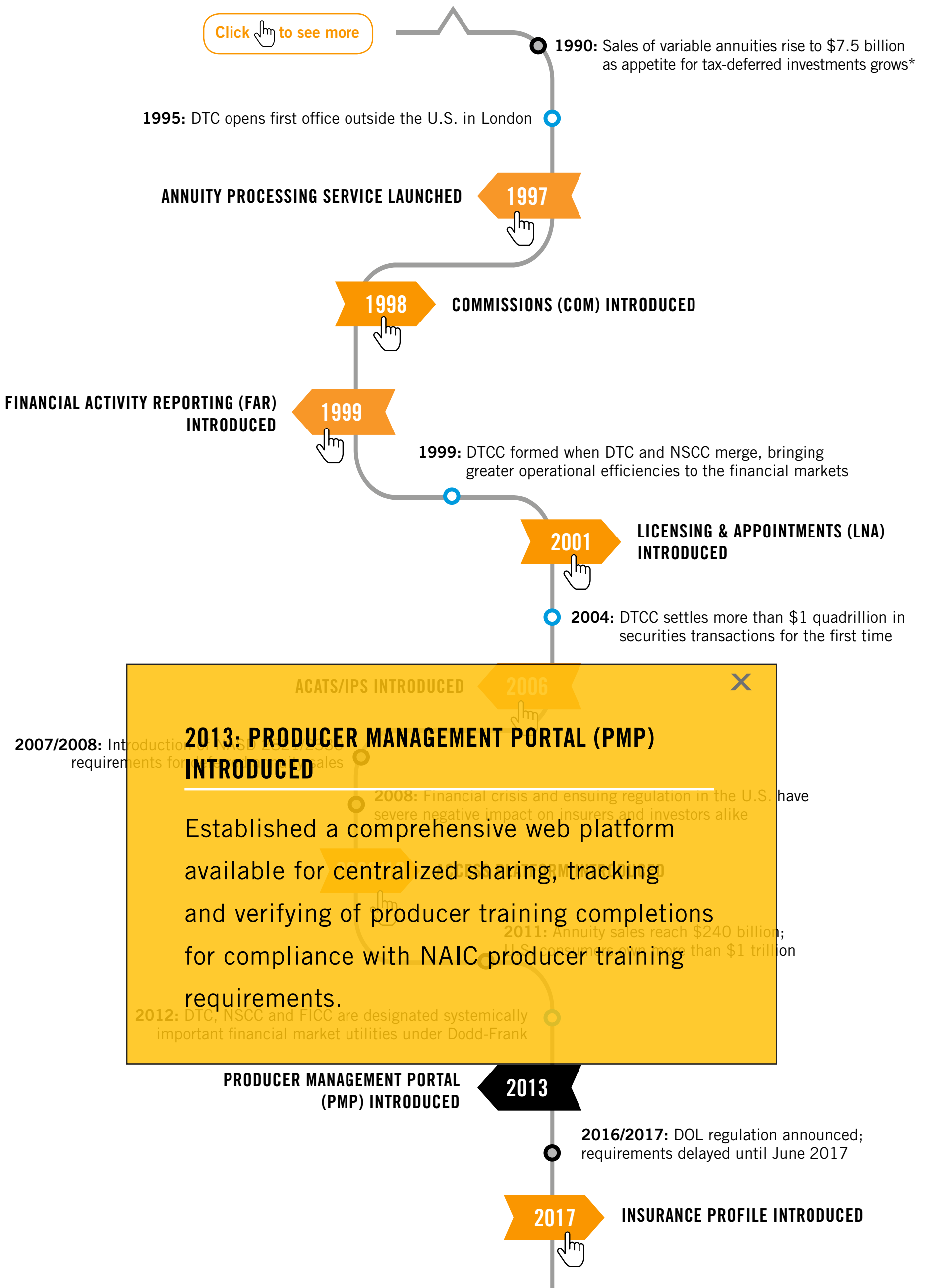
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2013: PRODUCER MANAGEMENT PORTAL (PMP) INTRODUCED

Established a comprehensive web platform available for centralized sharing, tracking and verifying of producer training completions for compliance with NAIC producer training requirements.

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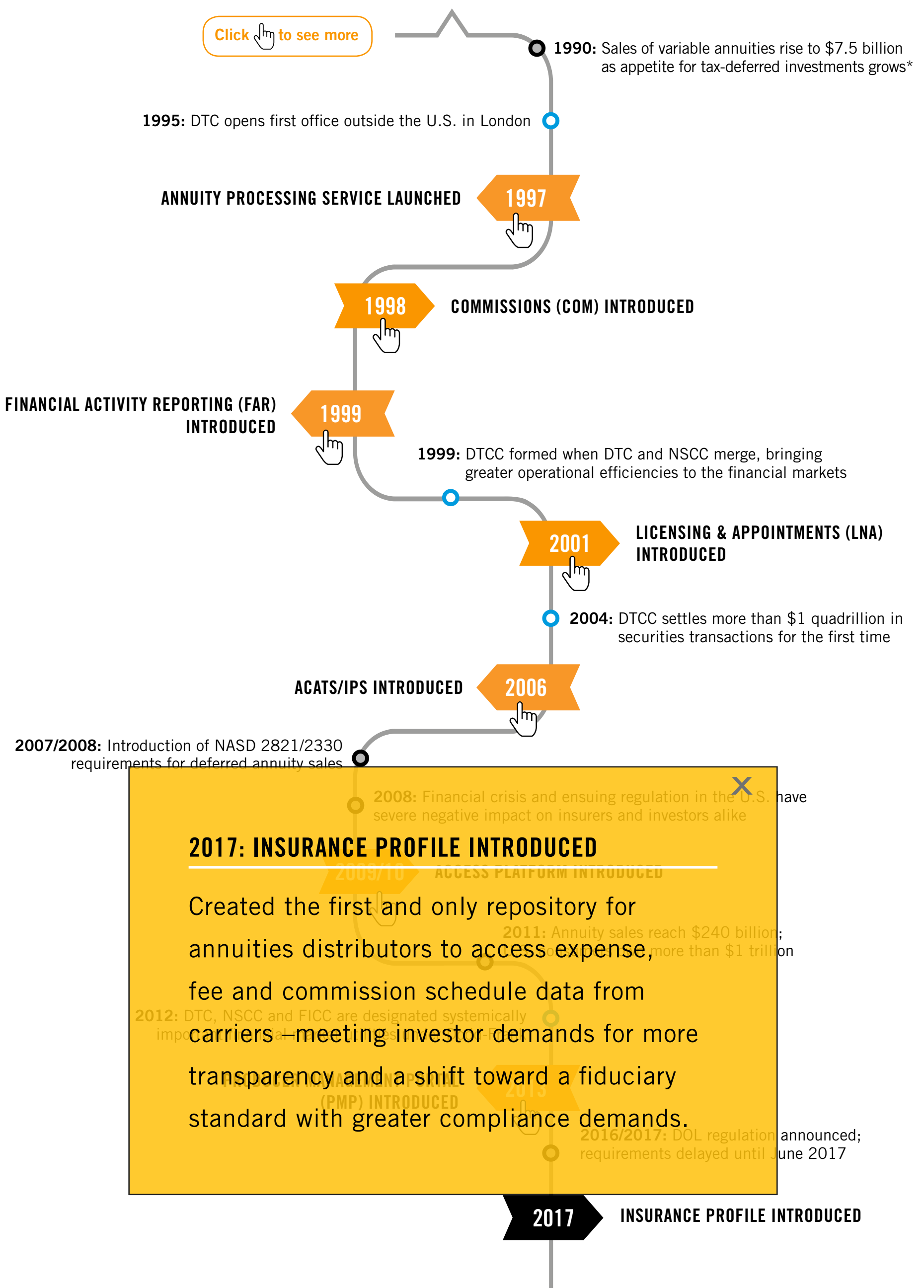


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