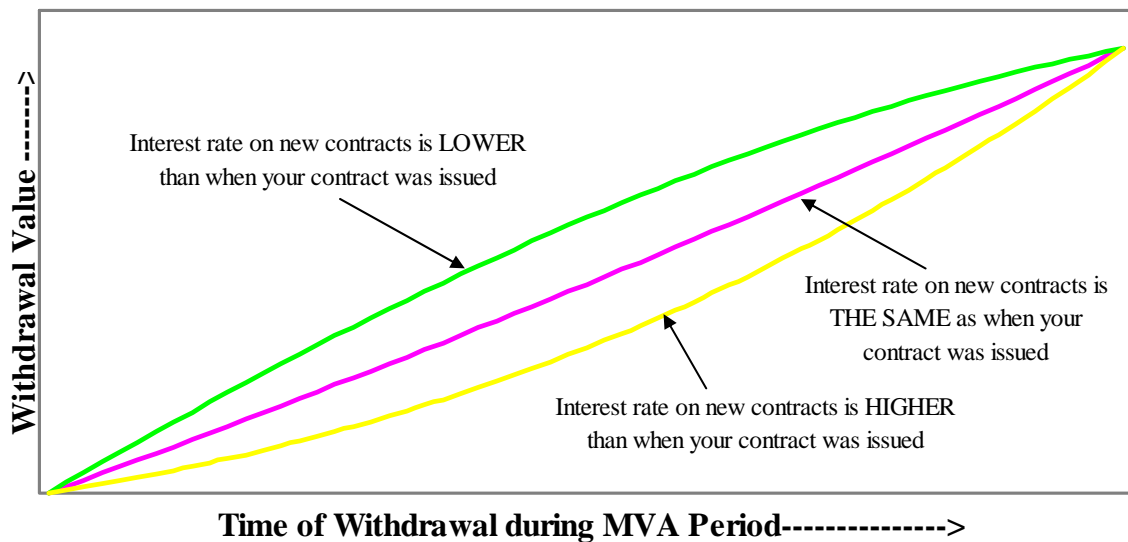


MVA Explanation for Buyer's Guide to Fixed Deferred Annuities

Some annuities have a Market Value Adjustment (MVA) feature that is based on a formula in the contract. An MVA could increase or decrease the value of a withdrawal during the period the MVA feature is in effect. If the initial guaranteed interest rate on new contracts is LOWER when you make a withdrawal than when your contract was issued, the MVA feature will generally INCREASE the amount of your withdrawal. If the initial guaranteed interest rate on new contracts is HIGHER when you make a withdrawal than when the contract was issued, the MVA feature will generally DECREASE the amount of your withdrawal. The following graph shows how the MVA feature generally affects the contract value under different interest rate scenarios.



Note that this is similar to the way that the market value of a bond responds to changes in interest rates. Every MVA calculation is different, however, so check your contract and disclosure for details.