

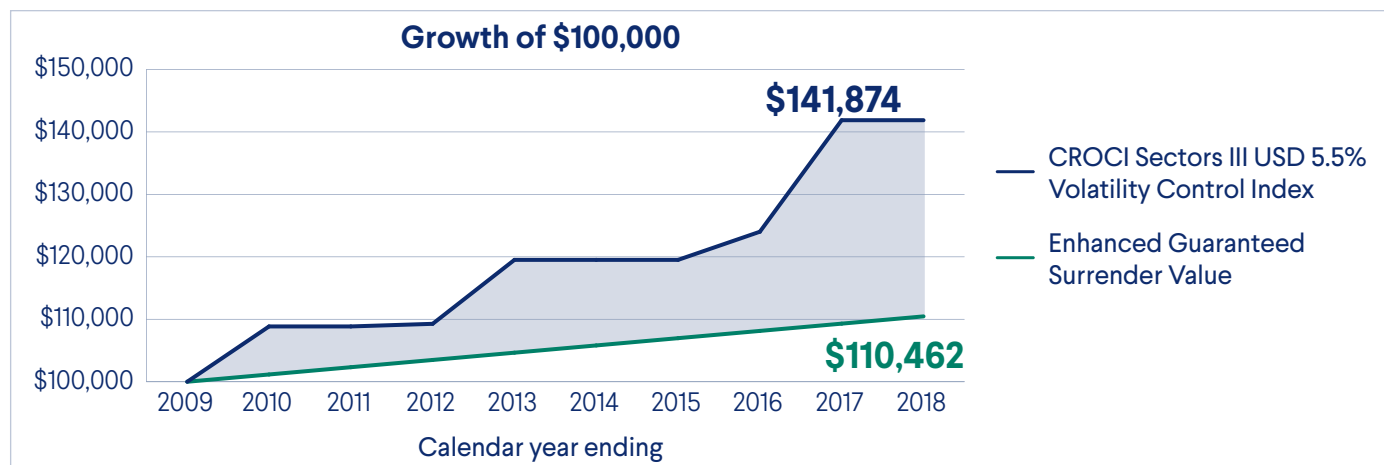
# Peace of mind with Enhanced Guaranteed Surrender Value

## What is the Enhanced Guaranteed Surrender Value (EGSV)?

An EGSV provides a guaranteed rate of return, no matter how the market index in your annuity is performing. Delaware Life's Retirement Stages 7® Fixed Index Annuity comes with an EGSV that is equal to 100% of premium payments, plus interest credited at 1% (compounded annually).<sup>1</sup>

### Peace of mind

EGSV provides protection from market-related loss and guaranteed account value growth of 1% compounding.<sup>1</sup> In the example below, a client begins with a premium of \$100,000 in Retirement Stages 7® and elects CROCI Sectors III USD 5.5% Volatility Control Index ("Index") with 1-year point-to-point with spread crediting strategy. At the end of 10 years, even if the Index does poorly and produces no interest, the contract could grow to \$110,462. If the Index does well, the contract could grow to \$141,874 or more.<sup>2</sup>



Your clients can rest assured, knowing that their purchase premiums will grow by at least by 1% annually,<sup>1</sup> with the potential for greater accumulation based on their choice of indexes and crediting strategies.

**For more information on Retirement Stages 7® and its Enhanced Guaranteed Surrender Value (EGSV), call your wholesaler or visit [delawarelife.com](http://delawarelife.com).**

<sup>1</sup> Less any withdrawals and applicable withdrawal assessments.

<sup>2</sup> The graph is hypothetical and is not meant to illustrate past or future performance of any index. The \$141,874 is meant to represent back-tested CROCI Sectors III USD 5.5% Volatility Control Index performance from 1/1/2008-12/31/2017 with a 1.95% spread. The Volatility Control Index has been calculated by Deutsche Bank AG, London Branch (the "Index Calculation Agent") on a live basis since March 13, 2015 (the "Index Live Date") and has been retrospectively calculated using historical data and the same methodology since April 4, 1996 (the "Index Commencement Date"). Therefore, the Volatility Control Index has very limited performance history and no actual investment which allowed tracking of the performance of the Volatility Control Index was possible before the Index Live Date. Furthermore, the index methodology of the Volatility Control Index was designed, constructed and tested using historical market data and based on knowledge of factors that may have affected its performance. Any returns prior to the Index Live Date were achieved by means of a retroactive application of the back-tested index methodology designed with the benefit of hindsight. The actual performance of the Volatility Control Index may bear little relation to the retrospectively calculated performance of the Volatility Control Index if the market behaves differently than it has in the past.

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The CROCI Sectors III USD 5.5% Volatility Control Index has been built on the premise that the CROCI Economic P/E is an effective indicator of inherent value. This premise may not be correct, and prospective investors must form their own view of the CROCI methodology and evaluate whether CROCI is appropriate for them.

Please see the Disclosure Statements and Annuity Illustrations for more information about the Deutsche Bank Indexes and the Products.

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