

# Winning together

## Business overview

- The second-largest retirement provider in the country<sup>1</sup>
- Trusted by more than 9.4 million individuals<sup>2</sup>
- Size and scale through more than 39,000 plans and \$686.5 billion in assets<sup>2,3</sup>
- Providing service excellence focused on results

## Fiduciary services

Our on-site retirement plan advisors offer 1:1 service and deliver fund and savings rate recommendations while serving as fiduciaries to your employees.

## Awards

- Top 3 in Newsweek's 2019 America's Best Companies for Service<sup>4</sup>
- 84 PLANSPONSOR honors<sup>5</sup>
- Number 1 choice of industry professionals<sup>6</sup>
- 6 NAGDCA Leadership Awards<sup>7</sup>

## Our vision is to transform the retirement industry — and help people prepare for the retirement they deserve

As the nation's largest provider of governmental deferred compensation plans,<sup>8</sup> we provide retirement services for more than 2.6 million government workers.<sup>9</sup> Empower Retirement can bring proven ideas and innovations to your organization that help deliver measurable results.

Market	Plans	Participants	AUA (\$B)
Government <sup>2</sup>	1,293	2,692,592	\$123.8
Core 401(k)	23,475	1,959,482	\$114.6
Large 401(k)	543	810,177	\$65.0
Mega 401(k)	234	1,928,679	\$230.5
Not-for-profit/403(b)	2,514	874,349	\$45.6
Institutional	11,020	979,244	\$66.8

As of December 31, 2019.

## Our values drive our success, define what we believe, and guide how we work now and in the future

### We serve our customers

#### OUR CULTURE

#### OUR VALUES

- |                      |   |                       |
|----------------------|---|-----------------------|
| Customer obsessed    | ▶ | We do the right thing |
| Accountable          | ▶ | We own it             |
| Growth mindset       | ▶ | We lead               |
| Constantly improving | ▶ | We simplify           |
| Inclusive            | ▶ | We collaborate        |

## Experience matters

Empower is a leader of innovative technology that allows for simple, quick enrollment; can generate increased contributions; and helps increase income replacement.

### Simpler enrollment<sup>10</sup>

**1 minute and 24 seconds**

Average time to complete quick enrollment via smartphone



### Increased savings<sup>11</sup>

**45% of participants change their deferral rate**

**43% is the average deferral rate increase**

Our experience has delivered immediate and tangible results

### Income replacement<sup>12</sup>

**16% increase in estimated income replacement**

Our unique experience and personalized engagement have helped to increase income replacement



1 Information refers to the retirement business of Great-West Life & Annuity Insurance Company and its subsidiaries and affiliates, including Great-West Life & Annuity Insurance Company of New York, marketed under the Empower Retirement brand. Ranking based on total participants as of April 2019. Source: Pension & Investments 2019 Defined Contribution Survey Ranking as of April 2019.

2 As of December 31, 2019. Information refers to all retirement business of GWL&A and its subsidiaries and affiliates, including GWL&A of NY, marketed under the Empower Retirement brand.

3 As of December 31, 2019. Information refers to the business of Great-West Life & Annuity Insurance Company and its subsidiaries, including Great-West Life & Annuity Insurance Company of New York. Of the total \$665B 686.5B assets under administration, \$19.6B represents the AUA of GWLANY. AUA do not reflect the financial stability or strength of a company. GWLA assets total \$48.8B and liabilities total \$47.3B. GWLANY assets total \$1.6B and liabilities total \$1.5B.

4 2019 Newsweek America's Best Service survey.

5 2019 PLANSPONSOR client satisfaction survey.

6 Based on top finishes in multiple categories from PLANADVISER retirement plan adviser survey, October 2019.

7 2019 NAGDCA Awards

8 2019 PLANSPONSOR Recordkeeping Survey.

9 As of December 31, 2019.

10 Based on enrollment data for the period January 1, 2018, through December 31, 2018.

11 Based on participant website usage data for the period January 1, 2018, through December 31, 2018. Users are defined as participants who logged on to the website and moved the deferral rate slider at least once.

12 Includes time period December 2010 to December 2017; reflects over 8 million web visits, 419 plans, 201,840 participants and over 130,000 deferral changes.

**We work together to win together — and help our clients and partners reach their goals**

#### Securities offered by GWFS Equities, Inc., Member FINRA/SIPC, marketed under the Empower brand.

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