

Lincoln Financial Group Announces \$2.5 Billion Milestone for its Ibbotson LifeSpan® Custom Portfolio Services for Employer-Sponsored Retirement Plans

RADNOR, Pa.--(BUSINESS WIRE)--Lincoln Financial Group's Retirement Plan Services business announces that its Ibbotson *LifeSpan*® Custom Portfolio Service with ERISA 3(38) coverage reached a milestone of \$2.5 billion in assets under management in approximately two years since launching in April 2012. The service allows plan sponsors to engage with Ibbotson Associates, Inc., part of the Morningstar Investment Management group, to provide discretionarily managed custom portfolios with ERISA 3(38) coverage. The portfolios can also be used as a plan's qualified default investment alternative (QDIA).

"With such significant growth in just two years, this offering is quickly gaining momentum as a valuable resource to plans and their advisors," said Chuck Cornelio, president of Retirement Plan Services. "The custom portfolio solution gives an alternative to traditional off-the-shelf target date funds and helps participants achieve retirement readiness, all while delegating fiduciary responsibility for the investment decisions on the portfolios to Ibbotson."

Ibbotson Associates creates a broad array of custom portfolios, available to all Lincoln Alliance® plans, including target date, target risk, retirement income and a combination of target risk and date portfolios, offering participants a choice of conservative, moderate or aggressive glidepaths based on their years to retirement and risk preference. Ibbotson uses the plan line-ups existing investment options to implement the diversified custom portfolios and has the flexibility to include leading fund managers from all asset classes within the portfolios. The solution amplifies the expertise of the intermediary who typically designs and selects the plan's investment line-up. The solution also affords sponsors a customized QDIA that addresses employee demographics and provides fiduciary coverage on all custom portfolio assets.

The LifeSpan solution also affords advisors the flexibility to develop custom portfolios for their Lincoln plan sponsor clients and a choice to act as an investment advice or investment management fiduciary to their clients' plan(s). This service is available to ERISA or non-ERISA covered plans.

About Lincoln Financial Group's Retirement Plan Services:

For more than 60 years, Lincoln Financial's Retirement Plan Services (RPS) business has been helping savers boost their retirement readiness through employer-sponsored plans. Our distribution force of more than 400 professionals, including institutional and wholesale distribution channels and advisor-based sales teams, work to provide plan sponsors with retirement plans that not only meet the unique needs of their plan participants but also align with sponsors' total rewards strategies and help recruit and retain top talent. RPS Retirement Consultants, available onsite, online and by phone, develop long-term one-on-one relationships with savers to help motivate them to take actions that lead to better retirement outcomes. RPS offers personalized services, solutions and education to help plan participants get to and through retirement. The business serves approximately 1.4 million participants through 22,000 plan sponsors with \$52 billion in assets under management as of March 31, 2014.

About Lincoln Financial Group

Lincoln Financial Group is the marketing name for Lincoln National Corporation (NYSE:LNC) and its affiliates. With headquarters in the Philadelphia region, the companies of Lincoln Financial Group had assets under management of \$209 billion as of March 31, 2014. Through its affiliated companies, Lincoln Financial Group offers: annuities; life, group life, disability and dental insurance; employer-sponsored retirement plans; savings plans; and comprehensive financial planning and advisory services. For more information, including a copy of our most recent SEC reports containing our balance sheets, please visit www.LincolnFinancial.com.

About Ibbotson Associates

Ibbotson Associates, Inc. is a registered investment advisor and wholly owned subsidiary of Morningstar, Inc. It is part of the Morningstar Investment Management group, which creates custom investment solutions that combine award-winning research and global resources with proprietary Morningstar data. With approximately \$164 billion in assets under advisement and management as of March 31, 2014, Morningstar Investment Management provides comprehensive retirement, investment advisory, and portfolio management services for financial institutions, plan sponsors, and advisors.

around the world.

LifeSpan® retirement income portfolios are illustrations only and are not intended as investment advice or recommendations for any individual. The portfolios have been developed as general examples for investors with various risk profiles. A participant's own portfolio selection may vary depending on personal objectives, other assets held outside of the plan, time horizon, and risk tolerance. The final decision regarding investment choices is the participant's, based on his or her individual situation, which may include factors and circumstances beyond the scope of these portfolios and evaluation tools. The principal value of the investments is not guaranteed at any time, including the intended year of distribution.

Mutual funds in the Lincoln Alliance® program are sold by prospectus. An investor should carefully consider the investment objectives, risks, and charges and expenses of the investment company before investing. The prospectus contains this and other important information and should be read carefully before investing or sending money. Investment values will fluctuate with changes in market conditions, so that upon withdrawal, your investment may be worth more or less than the amount originally invested. Prospectuses for any of the mutual funds in the programs are available at 800-234-3500.

Ibbotson Associates, Inc. is not an affiliate of Lincoln Financial Group. Services offered through Ibbotson Associates, a nationally known registered investment advisor, are independent of those offered through Lincoln Financial Advisors Corp. The Lincoln Alliance® program includes certain services provided by Lincoln Financial Advisors Corp. (LFA), a broker-dealer (member FINRA) and an affiliate of Lincoln Financial Group, 1300 S. Clinton St., Fort Wayne, IN 46802. Unaffiliated broker-dealer also may provide services to customers.