

Lincoln Financial's Retirement Plan Services Business Teams with Drinker Biddle to Highlight for Plan Sponsors the Value of In-Plan Guarantees

Lincoln Financial Group's (NYSE:LNC) Retirement Plan Services business has engaged the Retirement Income Team of law firm Drinker Biddle & Reath LLP to create resources designed to help plan sponsors better understand and assess the value in-plan guarantees can add to employer-sponsored retirement plan programs.

Fred Reish, a partner at Drinker Biddle and well-known thought leader in the retirement industry, will direct efforts with Lincoln to highlight for plan sponsors the critical role in-plan guarantees can play in addressing a growing need in the industry: helping to make sure people have enough income throughout their retirement years. Lincoln and Drinker Biddle will also work together to provide plan sponsors with a better understanding of the fiduciary responsibilities associated with evaluating in-plan guarantee products and adding them to a plan's line-up.

"As participant savings goals shift to strategies that will take them **to** and **through** retirement, plan sponsors are looking for ways to address this need," said Chuck Cornelio, president, Retirement Plan Services, Lincoln Financial Group. "Some of the plan features becoming more prevalent include guaranteed withdrawal benefits, lifetime income options and principal protection strategies within plans. We're confident that working with Drinker Biddle will strengthen our offering and help plan sponsors better navigate their fiduciary responsibilities in choosing an in-plan guarantee to help create better retirement outcomes for participants."

Drinker Biddle's Retirement Income Team was formed to provide financial services companies with guidance on retirement income solutions. The team brings together lawyers and professionals across multiple disciplines of the firm including employee benefits, investment management, securities, insurance, income taxation and government relations. With such broad expertise, the team is positioned to counsel clients on all aspects of retirement income solutions, including in-plan guarantees.

"The popularity of defined contribution plans, combined with the aging of the baby boomers, has heightened the need for sustainable lifelong income for retirees," said Fred Reish. "Concerned plan sponsors will want to help their employees find effective and reasonably priced solutions by offering products, such as in-plan guarantees, as part of their defined contribution plans. Insurance companies are uniquely experienced and qualified at managing risk and providing guarantees as viable solutions within retirement plans. Lincoln and Drinker Biddle share a common goal of helping participants have greater confidence in their income in retirement."

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 \$178 billion as of December 31, 2012. Through its affiliated companies, Lincoln Financial Group offers: annuities; life, group life, disability and dental insurance; 401(k) and 403(b) 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 Drinker Biddle & Reath LLP

Drinker Biddle & Reath LLP is a national law firm with 650 lawyers in 11 offices providing client service in areas such as commercial litigation, intellectual property, communications litigation, corporate and securities, corporate restructuring, employee benefits and executive compensation, environment and energy, government and regulatory affairs, health care, insurance coverage, investment management, labor and employment, life insurance and annuities, products liability and mass tort litigation, private client services, and real estate.