

# iShares U.S. Real Estate ETF

## 1-Year Term with Participation Rate

### Index Summit 6<sup>SM</sup> Variable-Indexed Annuity Strategy Analysis

#### Consider diversifying with the iShares U.S. Real Estate 1-Year Term with Participation Rate Indexed Strategy

Allocating money to an iShares U.S. Real Estate 1-year Term with Participation Rate strategy provides the opportunity for clients to diversify their portfolios with exposure to upside in the real estate sector with limited downside risk.

#### Returns using rolling periods

Using one-year rolling returns from December 31, 2001 through December 31, 2018, you can see how an iShares U.S. Real Estate 1-year Term with Participation Rate strategy with a 95% upside participation rate would have performed compared to an S&P 500® 1-year Term with Participation Rate strategy with a 75% upside participation rate. Both strategies offered a 50% downside participation rate each term. The following strategy analysis includes 4,029 observations.

	S&P 500 1-year Term with Participation Rate Strategy with 75% Upside Participation Rate		iShares U.S. Real Estate 1-year Term with Participation Rate Strategy with 95% Upside Participation Rate
Maximum Return	51.43%	Maximum Return	110.44%
Average Return	6.78%	Average Return	8.82%
Minimum Return	-24.41%	Minimum Return	-32.05%

#### Returns over last 10 years

The tables below show how a \$100,000 purchase payment would have grown over the last 10 years using the S&P 500® 1-year Term with Participation Rate strategy compared to the iShares U.S. Real Estate 1-year Term with Participation Rate strategy.

Year	S&P 500 1-year Term with Participation Rate Strategy			Year	iShares U.S. Real Estate 1-year Term with Participation Rate Strategy		
	Index Change	Strategy Return with 75% Upside Participation Rate	Account Value		Index Change	Strategy Return with 95% Upside Participation Rate	Account Value
2009	23.45%	17.59%	\$117,591	2009	23.34%	19.84%	\$119,840
2010	12.78%	9.59%	\$128,864	2010	21.86%	18.58%	\$142,112
2011	0.00%	0.00%	\$128,862	2011	1.52%	1.29%	\$143,947
2012	13.41%	10.05%	\$141,818	2012	13.84%	11.76%	\$160,875
2013	29.60%	22.20%	\$173,303	2013	-2.46%	-1.23%	\$158,898
2014	11.39%	8.54%	\$188,108	2014	21.81%	18.54%	\$188,360
2015	-0.73%	-0.36%	\$187,425	2015	-2.29%	-1.15%	\$186,202
2016	9.54%	7.15%	\$200,828	2016	2.48%	2.11%	\$190,123
2017	19.42%	14.56%	\$230,079	2017	5.29%	4.50%	\$198,672
2018	-6.24%	-3.12%	\$222,904	2018	-7.49%	-3.75%	\$191,229
<b>Average</b>	<b>11.26%</b>	<b>8.62%</b>	<b>\$222,904</b>	<b>Average</b>	<b>7.79%</b>	<b>7.05%</b>	<b>\$191,229</b>

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Maximum and average rolling returns are reflective of the data that was available to us when this filer was created. Returns for last 10 years assume that, for the entire 10-year period, clients held a Great American Life® variable-indexed annuity, allocated 100% of their funds to applicable strategy for each one-year term and terms coincided with calendar years. Strategy returns are based on changes in the index over one-year terms, which are not based on calendar years but begin on the 6th and 20th of a month. The information presented above reflects hypothetical upside participation rates, which are not guaranteed. The actual upside participation rates that we might have applied during this period would have been different and might have been significantly lower. This example assumes no withdrawals are taken from the annuity. Early withdrawal charges will apply if money is withdrawn during the early withdrawal charge period. Any withdrawal will reduce contract values. In addition, a withdrawal before the end of a term may have a positive or negative impact on the strategy value at the end of the term, which may be significant.



It pays to keep things simple.®

**To learn more about the iShares U.S. Real Estate ETF, visit [iShares.com](https://www.ishares.com) and search ticker symbol IYR.**

Historical values of the S&P 500 are based on the S&P 500 Price Return Index (SPX). This index does not include dividends paid on any of the stocks included in the index. Historical values of the iShares U.S. Real Estate are based on the closing share prices of the iShares U.S. Real Estate ETF (IYR). The closing price of this fund does not reflect dividends paid by the fund.

The launch date of the iShares U.S. Real Estate ETF was June 12, 2000.

Past performance does not guarantee future results. Historical index changes are not indicative of the amounts that would have been credited to a variable-indexed annuity during the same time period.

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