

INDEX ANNUITIES

A Historical Look at Diversification – By Index and Crediting Strategy

Index annuities generally offer a wide variety of accounts linked to a stock-market index – and for good reason: not all perform consistently through varying market cycles. A point-to-point cap strategy linked to the S&P 500® tends to perform well during stable growth, while an Averaging strategy may stand out when stocks are more volatile.

EquiTrust index-annuity buyers also benefit from growth achieved in other asset classes, with protection against sustained periods of declining stock values. Broad diversification is achieved through accounts linked to volatility-controlled indices: Barclays Focus50 Index and S&P MARC 5% Excess Return Index.

MarketTen Bonus Index

This table ranks annual index strategy performance from 2010 to 2021, assuming rates in effect 11/09/2022.

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
S&P 500 12.78%	S&P 500 0.00%	S&P 500 13.41%	S&P 500 29.60%	S&P 500 11.39%	S&P 500 -0.73%	S&P 500 9.54%	S&P 500 19.42%	S&P 500 -6.24%	S&P 500 28.88%	S&P 500 16.26%	S&P 500 26.89%
S&P MARC5 23.05%	S&P MARC5 19.57%	Barclays Focus50 11.00%	Mthly Cap 19.22%	Barclays Focus50 13.75%		Pt to Pt Cap 8.00%	Barclays Focus50 19.56%	Mthly Avg Cap 2.42%	S&P MARC5 23.98%	S&P MARC5 14.49%	Mthly Cap 14.70%
Barclays Focus50 16.18%	Barclays Focus50 15.21%	S&P MARC5 10.42%	Barclays Focus50 18.45%	S&P MARC5 11.35%		S&P MARC5 7.56%	S&P MARC5 18.74%	Mthly Avg Par 1.33%	Barclays Focus50 18.55%	Pt to Pt Cap 8.00%	Mthly Avg Cap 8.50%
Pt to Pt Cap 8.00%	Mthly Avg Cap 1.84%	Mthly Cap 8.66%	Mthly Avg Par 8.72%	Mthly Cap 8.56%		Barclays Focus50 7.32%	Mthly Cap 16.92%	Barclays Focus50 0.00%	Mthly Cap 14.98%	Barclays Focus50 3.97%	Pt to Pt Cap 8.00%
Mthly Avg Cap 1.40%	Mthly Avg Par 1.01%	Mthly Avg Cap 8.50%	Mthly Avg Cap 8.50%	Pt to Pt Cap 8.00%		Mthly Cap 4.29%	Mthly Avg Cap 8.50%	Pt to Pt Cap 0.00%	Mthly Avg Par 9.46%	Mthly Cap 0.00%	Mthly Avg Par 7.65%
Mthly Avg Par 0.77%	Pt to Pt Cap 0.00%	Pt to Pt Cap 8.00%	Pt to Pt Cap 8.00%	Mthly Avg Cap 5.20%		Mthly Avg Cap 3.03%	Pt to Pt Cap 8.00%	Mthly Cap 0.00%	Mthly Avg Cap 8.50%	Mthly Avg Cap 0.00%	Barclays Focus50 6.05%
Mthly Cap 0.00%	Mthly Cap 0.00%	Mthly Avg Par 5.64%	S&P MARC5 0.00%	Mthly Avg Par 2.86%		Mthly Avg Par 1.67%	Mthly Avg Par 5.56%	S&P MARC5 0.00%	Pt to Pt Cap 8.00%	Mthly Avg Par 0.00%	S&P MARC5 0.49%

- **Five of the six** strategies earned a top ranking in at least one year
- In years of negative or zero S&P 500 index change, **only one year resulted in zero credits** among all strategies
- Volatility-control index options assumed **first and second rankings** in six of the last 12 years

By diversifying premium among a variety of strategies – and among indices – your clients may realize more consistent overall performance than going “all in” on a single strategy – and reduces the temptation to chase past results by reallocating.

Index Annuity for All Seasons

MarketTen Bonus Index features a 10-year design, eight index-linked strategies with competitive rates, and a history of strong renewal rates. Three account options are linked to the Focus50 index or MARC 5% indices.

For illustrative purposes only. Past performance does not assure future results. The annual returns for the index strategies assume the current cap or participation rate applied consistently for the example period, and may not reflect actual rates Available during the example period. Cap and participation rates can change annually; some two-year accounts are offered but not included in this example. Contract issued on Form Series ICC18-ET-MTB-2000(06-18) or ET-MTB-2000(06-07). This material is not intended to provide investment advice to you or to your specific situation. EquiTrust does not offer investment advice to any individual and this material should not be construed as investment advice. Products underwritten and issued by EquiTrust Life Insurance Company, West Des Moines, Iowa. Products distributed by EquiTrust Insurance Marketing Services; in California doing business as EQT Insurance Marketing Services. For Producer Use Only.

