

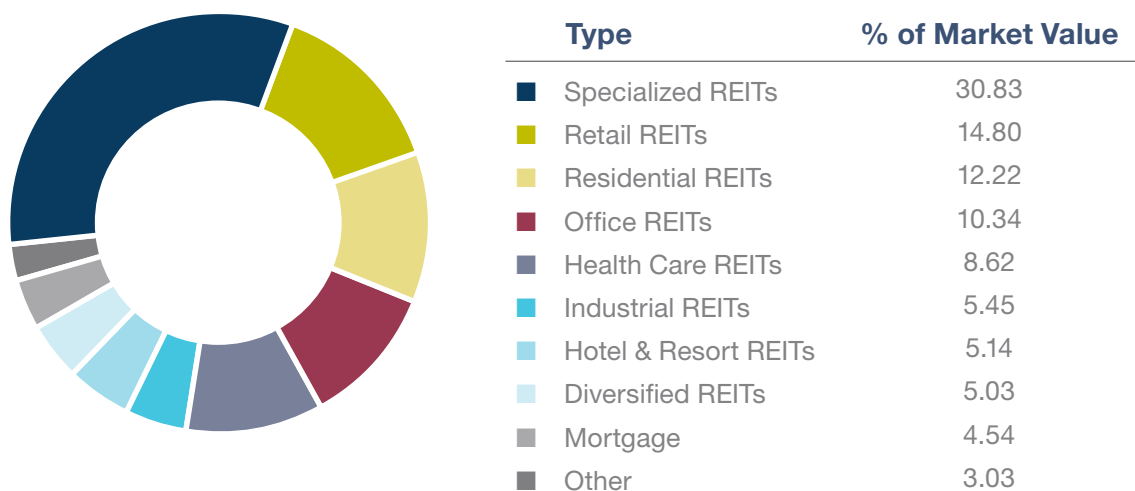
# Understanding the iShares U.S. Real Estate ETF

When your clients purchase a fixed-indexed annuity from Great American Life Insurance Company®, they may have the opportunity to allocate funds to an indexed strategy that earns interest based in part on positive changes in the iShares U.S. Real Estate Exchange Traded Fund (ETF).

The iShares U.S. Real Estate ETF seeks to track the performance the Dow Jones U.S. Real Estate Index, which is composed primarily of real estate investment trusts (REITs). Those who invest in this ETF are often looking to diversify their portfolio, seek income or express a sector view.

## Exposure breakdown

The iShares U.S. Real Estate ETF provides exposure to U.S. real estate companies and REITs, which invest in real estate directly and trade like stocks. The pie chart below breaks down the market exposure of the iShares U.S. Real Estate ETF as of January 22, 2018.



### 3 Things To Know About This ETF:

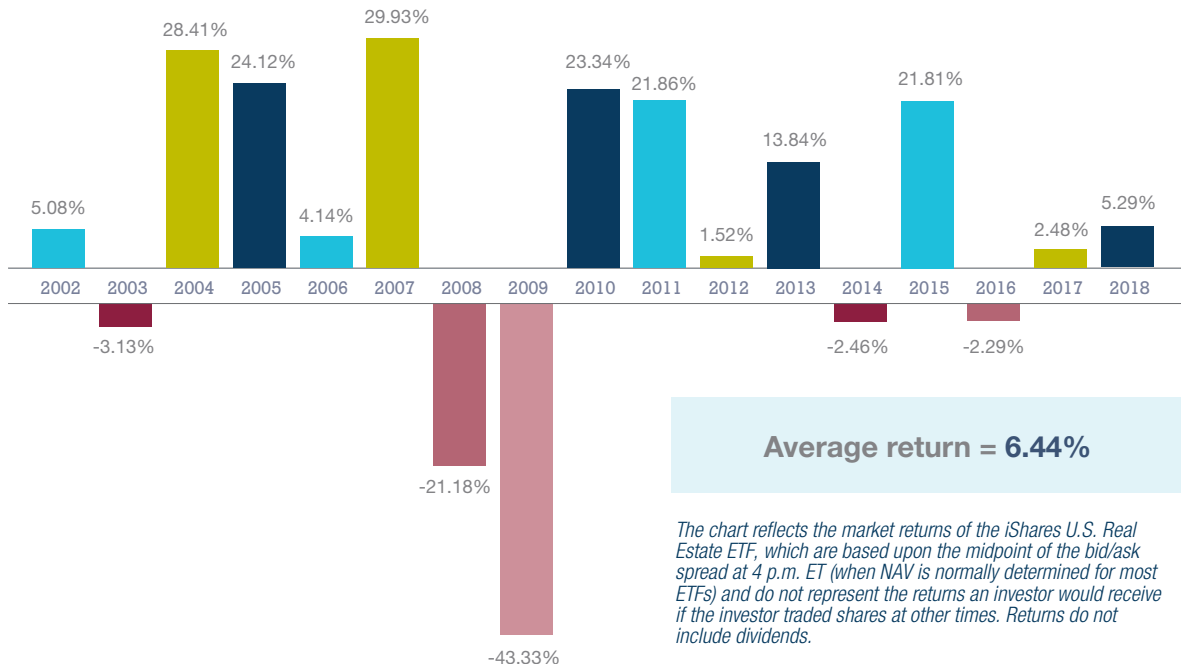
- Measures the performance of the real estate sector of the U.S. equity market
- Traded on the NYSE Arca under the symbol IYR
- Share prices can be obtained by visiting [finance.yahoo.com/quote/IYR/history](https://finance.yahoo.com/quote/IYR/history).

*The market price for a share of the iShares U.S. Real Estate ETF may be different from its most recent net asset value (NAV).*

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## Historical index performance

The chart below illustrates the performance of the iShares U.S. Real Estate ETF since 2002.



## Strategy Returns using rolling periods and hypothetical caps

Using one-year rolling returns from June 20, 2001 through December 31, 2017, you can see how an iShares U.S. Real Estate point-to-point strategy with a 7.00% cap would have performed compared to an S&P 500® point-to-point strategy with a 6.00% cap. The following analysis includes more than 4,100 observations.

	S&P 500® Annual Point-to-Point with 6.00% Cap		iShares U.S. Real Estate Annual Point-to-Point with 7.00% Cap
Maximum Return	6.00%	Maximum Return	7.00%
Average Return	4.16%	Average Return	5.15%

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

Past performance does not guarantee future results.



The launch date of the iShares U.S. Real Estate ETF was June 12, 2000. Historical index returns are not indicative of the interest that would have been credited to a fixed-indexed annuity during the same time period. Strategy returns may be significantly less than the index returns.

Maximum and average rolling returns shown for the indexed strategies are reflective of the data that was available to us when this flier was created. The rolling returns do not represent the returns of the corresponding indexed strategy for any given term. Indexed interest rates for a strategy are based on changes in the applicable index over one-year terms, which begin on the 6th and 20th of a month. The information presented above reflects hypothetical caps, which are not guaranteed rates and may vary by term and product. The actual caps that we might have applied during this period would have been different and might have been significantly lower.

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