## **Portfolio diversification**

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## ALLOCATING ACROSS MULTIPLE ASSET CLASSES CAN HELP ADDRESS MARKET UNCERTAINTY.

2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EM	EM	EM	EM	Fixed	EM	Small	Fixed	EM	Small	Large	Large	Small	EM	Fixed	Large	Large	Large	High	Large
Equity	Equity	Equity	Equity	Income	Equity	Cap	Income	Equity	Cap	Cap	Cap	Cap	Equity	Income	Cap	Cap	Cap	Yield	Cap
25.4%	34.6%	35.7%	39.1%	5.2%	83.4%	28.4%	7.8%	19.4%	37.9%	13.6%	1.8%	20.3%	35.5%	0.0%	31.8%	21.7%	27.2%	-11.2%	29.8%
Int'l	Int'l	Int'l	Int'l	EM Fixed	High	EM	EM Fixed	EM Fixed	Large	Small	EM Fixed	High	Int'l	High	Small	EM	Small	Fixed	Small
Equity	Equity	Equity	Equity	Income	Yield	Equity	Income	Income	Cap	Cap	Income	Yield	Equity	Yield	Cap	Equity	Cap	Income	Cap
21.3%	15.6%	26.2%	12.4%	-14.7%	58.2%	21.6%	7.0%	17.9%	31.8%	6.9%	1.3%	17.1%	24.9%	-2.1%	26.0%	18.4%	16.2%	-13.0%	20.6%
Small	EM Fixed	EW	EW	High	EW	EW	High	Int'l	Int'l	Fixed	Fixed	Large	Large	EM Fixed	Int'l	Small	Int'l	Int'l	Int'l
Cap	Income	Blend	Blend	Yield	Blend	Blend	Yield	Equity	Equity	Income	Income	Cap	Cap	Income	Equity	Cap	Equity	Equity	Equity
20.4%	12.3%	17.2%	9.9%	-26.2%	39.3%	15.9%	5.0%	16.9%	21.5%	6.0%	0.5%	11.2%	22.7%	-2.5%	22.8%	16.4%	12.2%	-15.3%	17.2%
EW	EW	Small	Fixed	EW	Small	High	Large	Small	EW	EM Fixed	Int'l	EM	EW	Large	EW	EW	EW	EM Fixed	EW
Blend	Blend	Cap	Income	Blend	Cap	Yield	Cap	Cap	Blend	Income	Equity	Equity	Blend	Cap	Blend	Blend	Blend	Income	Blend
14.9%	11.0%	17.0%	7.0%	-30.7%	37.7%	15.1%	2.6%	16.5%	12.0%	4.8%	-1.8%	11.0%	16.4%	-3.4%	19.3%	13.0%	8.0%	-15.3%	15.4%
EM Fixed	Small	Large	Large	Small	Int'l	Large	EW	Large	High	EW	EW	EW	Small	EW	EM	Int'l	High	EW	High
Income	Cap	Cap	Cap	Cap	Equity	Cap	Blend	Cap	Yield	Blend	Blend	Blend	Cap	Blend	Equity	Equity	Yield	Blend	Yield
11.9%	5.8%	15.9%	6.7%	-36.1%	35.4%	13.4%	-1.6%	16.0%	7.4%	4.1%	-2.8%	10.9%	15.0%	-6.7%	18.1%	8.4%	5.3%	-15.7%	13.4%
High	Large	High	EM Fixed	Large	EM Fixed	EM Fixed	Small	High	Fixed	High	High	EM Fixed	EM Fixed	Small	High	Fixed	EM	EM	EM
Yield	Cap	Yield	Income	Cap	Income	Income	Cap	Yield	Income	Yield	Yield	Income	Income	Cap	Yield	Income	Equity	Equity	Equity
11.1%	4.9%	11.8%	5.2%	-36.2%	34.2%	12.8%	-2.6%	15.8%	-2.0%	2.5%	-4.5%	9.9%	8.2%	-12.1%	14.3%	7.5%	-0.3%	-18.3%	11.5%
Large Cap 9.5%	High Yield 2.7%	EM Fixed Income 10.0%	High Yield 1.9%	Int'l Equity -43.2%	Large Cap 24.8%	Int'l Equity 10.9%	Int'l Equity -12.3%	EW Blend 15.4%	EM Equity -2.1%	EM Equity -1.0%	Small Cap -4.9%	Int'l Equity 2.8%	High Yield 7.5%	EM Equity -13.5%	EM Fixed Income 13.1%	High Yield 7.1%	Fixed Income -1.5%	Small Cap -18.5%	EM Fixed Income 9.1%
Fixed	Fixed	Fixed	Small	EM	Fixed	Fixed	EM	Fixed	EM Fixed	Int'l	EM	Fixed	Fixed	Int'l	Fixed	EM Fixed	EM Fixed	Large	Fixed
Income	Income	Income	Cap	Equity	Income	Income	Equity	Income	Income	Equity	Equity	Income	Income	Equity	Income	Income	Income	Cap	Income
4.3%	2.4%	4.3%	-0.7%	-53.9%	5.9%	6.5%	-18.8%	4.2%	-4.1%	-4.3%	-13.5%	2.6%	3.5%	-14.4%	8.7%	6.5%	-1.7%	-20.4%	5.5%

Source: Lipper, a Thomson Reuters Company, as of December 31, 2023. All index returns portray total return data.

Diversification does not assure a profit or protect against loss in a declining market.

Past performance is no guarantee of future results. Indices are unmanaged and not available for direct investment. Additionally, their performance does not reflect the various fees and charges associated with variable annuities. If these fees and charges were reflected, the performance shown would be less. Variable annuities involve investment risks and may lose value. Total return includes reinvestment of dividends and capital gains.

- **Emerging market equity—Morningstar Emerging Market Index.** The index measures the performance of emerging markets targeting the top 97% of stocks by market capitalization. This index does not incorporate Environmental, Social, or Governance (ESG) criteria.
- Emerging market fixed income—Bloomberg Emerging Markets USD Aggregate Bond Index. The index measures the performance of hard currency Emerging Markets debt, including fixed and floating-rate US dollar-denominated debt issued from sovereign, quasi-sovereign, and corporate EM issuers. Country eligibility and classification as Emerging Markets is rules-based and reviewed annually using World Bank income group and International Monetary Fund (IMF) country classifications.
- **Equal weighted blend**—The index measures the aggregate performance of the indexes on an equal weighted basis, rebalanced monthly.
- **Fixed income—Bloomberg US Aggregate Bond Index.** The index measures the performance of investment grade, U.S. dollar-denominated, fixed-rate taxable bond market, including Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM passthroughs), ABS, and CMBS. It rolls up into other Bloomberg flagship indexes, such as the multi-currency Global Aggregate Index and the U.S. Universal Index, which include high yield and emerging markets debt.

- **High Yield—Bloomberg US Corporate High Yield Index.** The index measures the performance of U.S. dollar-denominated, non-investment grade, fixed-rate, taxable corporate bonds, including corporate bonds; fixed-rate bullet, putable, and callable bonds; SEC Rule 144A securities; original issue zeros; pay-in-kind (PIK) bonds; fixed-rate; and fixed-to-floating capital securities.
- International Equity—Morningstar Developed Markets Index. The index measures the performance of developed markets ex-US targeting the top 97% of stocks by market capitalization. This index does not incorporate Environmental, Social, or Governance (ESG) criteria.
- Large Cap Equity—Morningstar US Large Cap Index. The index measures the performance of US large-cap stocks. These stocks represent the largest 70% capitalization of the investable universe. This index does not incorporate Environmental, Social, or Governance (ESG) criteria.
- Small Cap Equity—Morningstar US Small Cap Index. The index measures the performance of US small-cap stocks. These stocks fall between the 90th and 97th percentile in market capitalization of the investable universe. In aggregate, the Small Cap Index represents 7% of the investable universe. This index does not incorporate Environmental, Social, or Governance (ESG) criteria.

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You can invest your assets in a way that balances potential growth and risk-this is called asset allocation. It won't eliminate the chance of loss or guarantee a profit, but it can help you stay within the level of market risk you're comfortable taking. This chart shows the benefits of buying and holding your investments and rebalancing each year to be sure you have the mix you want.

Average annual returns as of 12/31/2023	1 Year	3 Years	5 Years	10 Years	20 Years	20-Year standard deviation*
S&P 500	26.29%	10.00%	15.69%	12.03%	9.69%	14.89%
Morningstar Developed Markets ex-US Index <sup>sm</sup>	17.25%	3.68%	8.21%	4.36%	6.04%	16.77%
Bloomberg U.S. Aggregate Bond	5.53%	-3.31%	1.10%	1.81%	3.17%	4.14%

Source: Lipper, a Thomson Reuters Company, as of December 31, 2023. All index returns portray total return data.

Past performance is no guarantee of future results. Diversification, asset allocation, and rebalancing can reduce risk but do not guarantee against a loss. Diversification does not assure a profit or protect against loss in a declining market. The historical performance of each index cited in this material is provided to illustrate market trends and the potential benefits of diversification and a buy-and-hold strategy. It does not represent the performance of any particular investment product. The indexes represent asset types, which are subject to risk, including loss of principal. Investments in small-capitalization companies can have a greater volatility because they are more liable to be dependent upon a single product or market. Additionally, mid-capitalization company stocks entail greater risk and are usually more volatile than stocks of larger companies. International investing involves special risks, such as exposure to potentially adverse local, political, and economic developments, nationalization, and exchange controls; potentially reduced liquidity and greater volatility; possible problems arising from accounting, disclosure, settlement, and regulatory practices that differ from U.S. standards; and the chance that fluctuations in foreign exchange rates will decrease the investment's value.

Please remember that the above-referenced indexes are unmanaged and not available for direct investment. Additionally, their performance does not reflect the various fees and charges associated with variable annuities. If these fees and charges were reflected, the performance shown would be reduced. Also, the portfolios of the investment options found within a variable product may differ significantly from the securities held in the indexes. Variable products involve investment risks and may lose value. The table of investment returns is not a guarantee and should not be viewed as indicative of the past performance or future results of any particular investment. Total return includes reinvestment of dividends and capital gains.

\*Standard deviation is a historical measure of the variability of returns relative to the average annual return. A high standard deviation indicates returns have been volatile. A low standard deviation indicates returns have been less volatile.

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