



Competition corner

John Hancock Accumulation IUL vs Symetra Accumulator Ascent IUL 2.0

A deeper look at the sources of IUL illustrated performance

During your next indexed universal life (IUL) sale, you can offer your clients a significant advantage by looking beyond each product’s initial income solve to understand how the corresponding account offerings work — and the real growth potential they offer. For example, let’s compare John Hancock’s Accumulation IUL with Symetra Accumulator Ascent IUL 2.0.

Symetra’s illustrated performance largely rests on two factors: 1) a volatility-controlled index called the Putnam Low Volatility Excess Return Index and 2) large, non-guaranteed bonuses and participation rates.

Comparing index performance

Let’s compare the historical performance of the Putnam Dynamic Low Volatility Excess Return Index against two options available with Accumulation IUL: the High Capped Indexed Account and the Barclays Global MA Index.

- The Putnam Index average return is 5.42%, which is **55 basis points lower** than the maximum illustrated rate for its Bonus account.
- Accumulation IUL’s High Capped Account rate is **30 basis points higher** than its maximum illustrated rate and
- Accumulation IUL Barclays Global MA Index return is **339 basis points higher** than the Bonus account maximum illustrated rate!

Year	Putnam	High Capped	Barclays Global MA
2007	2.57%	2.98%	6.66%
2008	0.00%	0.00%	0.00%
2009	5.77%	10.00%	12.83%
2010	8.00%	10.00%	12.63%
2011	9.38%	0.00%	11.93%
2012	8.02%	10.00%	10.39%
2013	7.60%	10.00%	15.20%
2014	9.74%	10.00%	13.97%
2015	1.11%	0.98%	0.00%
2016	4.21%	10.00%	7.77%
2017	12.81%	10.00%	11.60%
2018	0.00%	0.00%	0.00%
2019	11.62%	10.00%	17.69%
2020	4.04%	10.00%	8.43%
2021	3.13%	10.00%	2.60%
2022	0.00%	0.00%	0.00%
Average return	5.42%	6.40%	8.07%

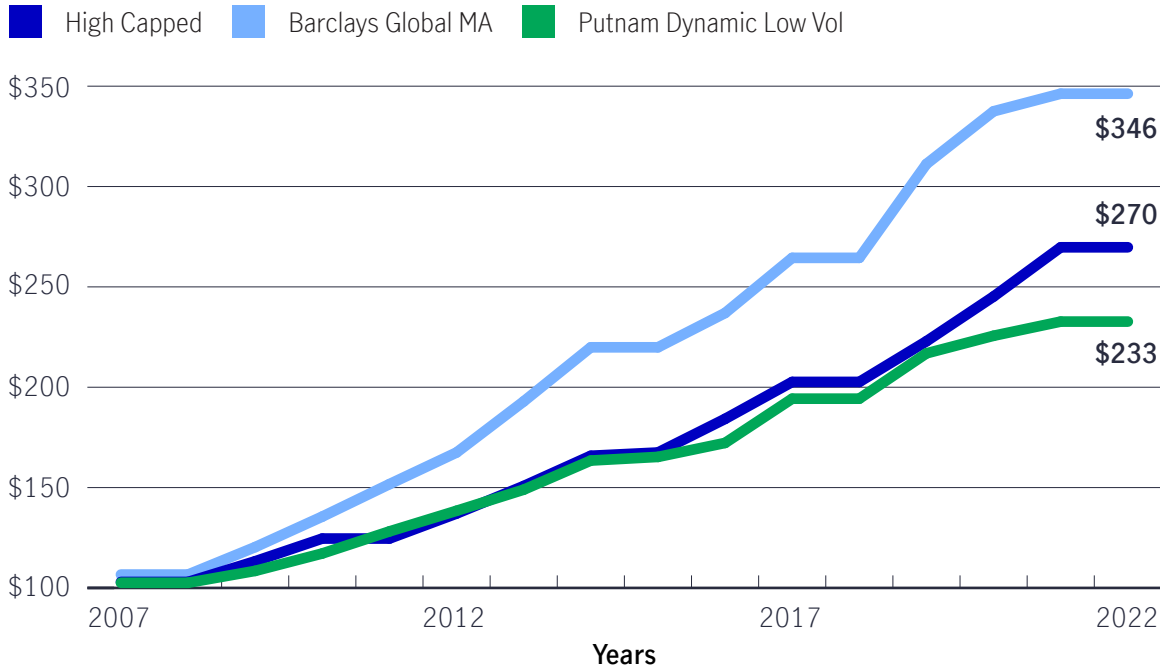
The chart above shows historical performance since 2007 (the earliest date for Barclays performance), after caps and floors are applied but before any charges, multipliers, participation rates or bonuses. Past performance is not a guarantee of future results. The above table shows hypothetical index change in the Barclays Global MA Index because the Index was created in 2021. The hypothetical values of the Barclays Global MA Index are prepared with the benefit of hindsight. There can be no assurances that the Barclays Global MA Index values will actually perform in the same manner as the hypothetical values.

PDLV5E Index levels are calculated by S&P Dow Jones Indices. PDLV5E performance is based on hypothetical back-tested data prior to the actual launch of the Index: The PDLV5E Index back-test inception is 12/29/89. The live date of the Index was 6/24/20. The PDLV5E Index levels represent performance in excess of the U.S. Treasury 13-Week Bill High Discount Rate. The PDLV5E Index levels reflect the daily deduction of a fee at a rate of 0.50% per annum.

When comparing back-tested performance, Accumulation IUL outperforms Symetra's Putnam Dynamic Low Vol, as demonstrated below

Comparing growth potential

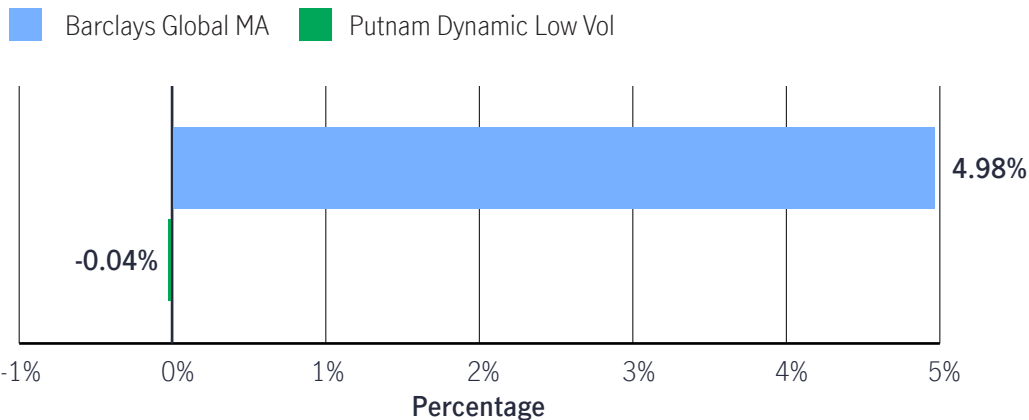
See how much \$100 would grow over 16 years:



This example is based on the yearly return numbers reflected on previous page. Past performance is not a guarantee of future results. The above table shows hypothetical index change in the Barclays Global MA Index because the Index was created in 2021. The hypothetical values of the Barclays Global MA Index are prepared with the benefit of hindsight. There can be no assurances that the Barclays Global MA Index values will actually perform in the same manner as the hypothetical values.

Comparing YTD returns

And when we compare year-to-date performance (through May 31, 2023) the Barclays Global MA Index return of 4.98% outperforms Putnam's -0.04%



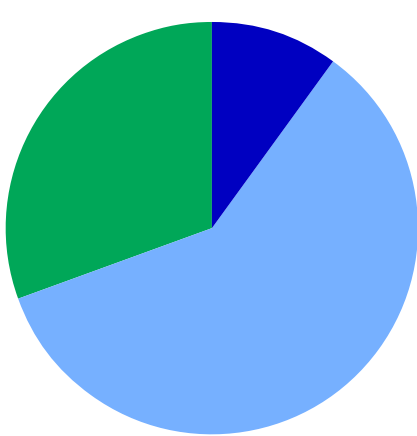
Summary

When you're looking at the income solves for Symetra's Accumulation Ascent IUL 2.0, you are left with two key questions:

- Can you be confident with the performance of the underlying Putman Index?
- Are the large, non-guaranteed bonuses reflected in the illustration sustainable?

As we have seen, the managed volatility account options offered with Accumulation IUL can give your clients more confidence in achieving the growth potential, including:

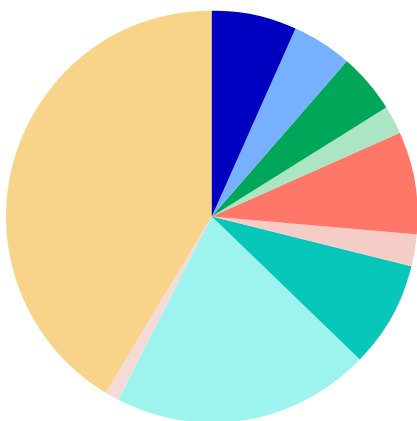
- **Much higher back-tested performance** — 8.07% vs. 5.42% since 2007
- **A higher volatility threshold** — 7% vs. 5%
- **More underlying asset components** — 12 for Barclays Global MA, including global equity diversification, compared to just three for Putnam (US stocks, US bonds and cash) as shown below:



Putnam allocation through May 31, 2023

Current exposure 100%

- US Equities – 10.02%
- US Bonds – 59.44%
- Cash – 30.54%



Barclays Global MA allocation through May 31, 2023

Current exposure over 100%

- US Equities – 9.95%
- US Tech Equities – 6.63%
- Europe Equities – 6.55%
- Germany Equities – 3.28%
- Japan Equities – 11.76%
- Emerging Market Equities – 3.31%
- Gold – 12.13%
- US 5 Year Bonds – 28.98%
- Germany 5 Year Bonds – 0.63%
- Japan 10 Year Bonds – 60.15%
- Germany 10 Year Bonds - 0%
- US 10 Year Bonds - 0%

For more information, contact your local John Hancock representative or call National Sales Support at **888-266-7498, option 2**

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Competitor information in this flyer is current and accurate to the best of our knowledge as of June 2023.

There is risk as the performance of the underlying index may result in low segment interest credits that would require increase in premium payments in order to keep the policy in force.

The policy does not directly participate in any stock or equity investments.

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Please see the Accumulation IUL producer guide to see which Indexed account options are available in New York.

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