

# Help your clients optimize their retirement income path with PrimePath® Pro 12 fixed index annuity



## Annuity

Issued by North American Company for Life and Health Insurance®

### Check out these performance scenarios

PrimePath® Pro includes innovative features that can help unlock upside potential without downside market risk, and flexible options for lifetime income and legacy protection. Access diversification options with **PrimePath Pro 12:**

- ▶ **15 uncapped index strategies** (subject to a participation rate or index margin)
- ▶ **Enhanced participation rates up to 260%** (includes charge<sup>1</sup>)
- ▶ **Index availability from leading financial brands: S&P and Morgan Stanley**

**Assumptions:** Assumes PrimePath Pro 12, non-qualified contract, rates effective as of 11/10/2022, applied to each year of each policy. Premium \$100,000.

Hypothetical examples are for illustrative and educational purposes only and not intended to predict future performance. The use of alternate assumptions could produce significantly different results.

S&P Maestro = S&P Maestro 5 Index Excess Return MSDG = Morgan Stanley Dynamic Global Index MARC 5% = S&P Multi-Asset Risk Control 5% Excess Return Index. Low Vol 5% = S&P 500 Low Volatility Daily Risk Control 5% Index. Par = Participation. APP = Annual Point-to-Point . PP = Point-to-Point

	Diversification scenario #1	Diversification scenario #2
	Funds diversified among 6 enhanced interest crediting strategies plus fixed account	Funds diversified among 11 different interest crediting strategies with no strategy charge plus fixed account
Net* annual effective rate most recent <sup>2</sup>	<b>9.54%</b>	<b>7.28%</b>
Net* annual effective rate highest <sup>3</sup>	<b>12.69%</b>	<b>9.58%</b>
Net* annual effective rate lowest <sup>4</sup>	<b>9.54%</b>	<b>6.59%</b>
Number of years with 0% credited rate (lowest ten)	<b>0</b>	<b>0</b>

\* Net rates after strategy charge for enhanced crediting methods.

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While we are featuring these indexes and crediting methods, there are other indexes and crediting methods beside the presented ones and this should not be viewed as allocation advice.

These hypothetical examples assumes the indexes will repeat historical performance and that the annuity's current non-guaranteed elements, such as index caps, index margins, participation rates or other interest crediting adjustments, will not change. It is likely that the indexes will not repeat historical performance, the non-guaranteed elements will change, and actual values will be higher or lower than those in these examples but will not be less than the minimum guarantees. The values in these examples are not guarantees or even estimates of the amounts a client can expect from their annuity. Interest crediting strategies availability varies by state and product.

1. Known as a strategy fee annual percentage in the contract. In exchange for the charge, an enhanced participation rate is received. The charge is multiplied by the number of years in the crediting term and is deducted once each term from the accumulated value allocated to the enhanced participation rate method. The charge will be deducted once each term at the earliest of any partial withdrawal that exceeds the penalty-free amount, a full surrender or the end of the term. The strategy charge will be deducted regardless of the interest credited to the contract and can lead to loss of premium in certain scenarios. Strategy charges are considered a partial surrender outside of the available penalty-free amount and for purposes of the return of premium feature will reduce the net premium accordingly.

2. Based on hypothetical projected illustrated rates, last 10 years

3. Based on hypothetical projected illustrated rates using historical index performance for the 10 year period out of the last 20 years that resulted in the highest index growth for each index

4. Based on hypothetical projected illustrated rates using historical index performance for the 10 year period out of the last 20 years that resulted in the lowest index growth for each index

**PrimePath® Pro** is a fixed index annuity issued on base contract form NAI008A/ICC16-NAI008A.MVA or appropriate state variation including all applicable endorsements and riders. This product and features may not be available in all states or appropriate for all clients.

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The S&P MARC 5% ER Index is managed to a volatility target, and as a result the index performance will not match the performance of any other index or the markets in general since volatility control tends to reduce both the rate of negative performance and positive performance of the underlying index, thereby creating more stabilized performance. The S&P MARC 5% ER Index has been in existence since Mar. 27, 2017. Ending Values in years prior to inception are determined by S&P Dow Jones Indices LLC or its affiliates ("SPDJI") using the same methodology as used currently.

S&P Maestro 5 Index ER is managed to a volatility target, and as a result the Index performance will not match the performance of any other index or the markets in general since volatility control tends to reduce both the rate of negative performance and positive performance of the underlying index, thereby creating more stabilized performance. This index has been in existence since 2/22/2021. Ending values in years prior to inception are determined by S&P Dow Jones Indices LLC or its affiliates ("SPDJI") using the same methodology as used currently.

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In calculating the performance of the index, Morgan Stanley deducts, on a daily basis, a servicing cost of 0.50% per annum. This reduces the positive change or increase the negative change in the index level and thus decreases the return of any product linked to the index. The volatility control calculation applied by Morgan Stanley as part of the index's methodology may decrease the index's performance and thus the return of any product linked to the index. In addition, because the volatility control calculation is expected to reduce the overall volatility of the index, it will also reduce the cost of hedging certain products linked to the index.

NOTE ON SIMULATED RETURNS: Back-testing and other statistical analyses provided herein use simulated analysis and hypothetical circumstances to estimate how the Index may have performed between April 3, 2007 and March 17, 2022, prior to its actual existence. The results obtained from such "back-testing" should not be considered indicative of the actual results that might be obtained from an investment in the Index. The actual performance of the Index may vary significantly from the results obtained from back-testing. Unlike an actual performance record, simulated results are achieved by means of the retroactive application of a back-tested model itself designed with the benefit of hindsight and knowledge of factors that may have possibly affected its performance. Morgan Stanley provides no assurance or guarantee that any product linked to the Index will operate or would have operated in the past in a manner consistent with these materials. Calculation based on simulated performance is purely hypothetical and may not be an accurate or meaningful comparison. Past performance (actual or simulated) is not necessarily indicative of future results.

#### Risk Factors:

- The level of the Index can go down. The Index components are exposed to various risks and their market price may be influenced by many unpredictable factors including risks associated with global equities markets, currency exchange rates, interest rates, commodities, and precious metals.
- There are risks relating to the volatility target mechanism. The Index's volatility target mechanism is applied to target an overall level of realized volatility equal to 5% but the realized volatility may be less than or greater than 5% and the volatility target may adversely affect Index performance.
- There are risks associated with leverage. The Index rules contemplate the possibility of leverage within the Index to achieve the 5% volatility target, which is expected to magnify declines.
- The Index has a limited performance history and past performance is no indication of future performance.
- The Index has embedded costs. The components that are used in constructing the Index include adjustments for costs associated with trading within and between various components, as applicable. The return of such components and, as a result, the return of the Index will be lower than if there were no associated costs.
- Purchasers of products linked to the Index will have no access to the assets underlying the Index.
- The Index methodology is fixed subject to certain adjustments and will not change over time even if the Index underperforms a relevant benchmark
- Morgan Stanley and its affiliates may from time to time engage in transactions involving the components of the Index, which may negatively impact the level of the Index