

## **Retirement Plan Review**

# 1st Quarter 2016

State of Rhode Island

Presented by: David Iden

Larry Brown





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#### **David Iden**

Relationship Manager, Institutional Relationships

### **Larry Brown**

Director, Investment Product & Strategy

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# Plan Data Summary - All Plans

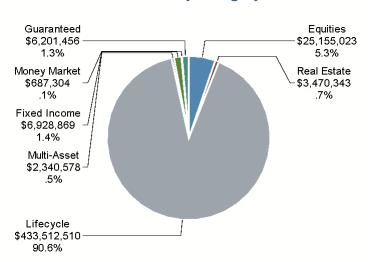
**BUILT TO PERFORM.** 

## **Summary of All Plans**



### Roughly 91% of assets are in Vanguard Lifecycle Trusts

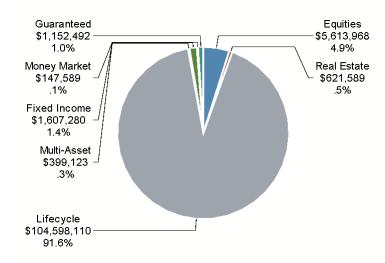
#### **Plan Assets - By Category Class**



**Total Plan Assets: \$478,296,084** 

Forfeiture plan assets of \$68,455.09 are included in the total above.

#### **Contributions - By Category Class**



**Total Contributions:** \$114,140,153

(rolling 12 months)



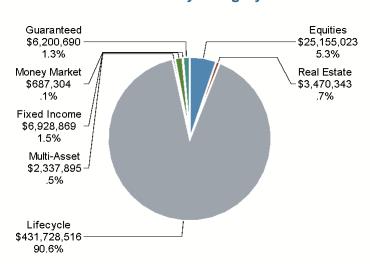
Plan Data Summary – 401(a) Defined Contribution Plan

## **Summary of Defined Contribution Plan**



### Roughly 91% of assets are in Vanguard Lifecycle Trusts

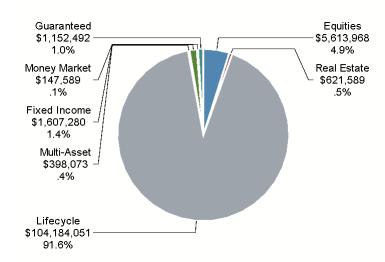
#### Plan Assets - By Category Class



**Total Plan Assets: \$476,508,641** 

Forfeiture plan assets of \$68,455.09 are included in the total above.

#### **Contributions - By Category Class**



**Total Contributions: \$113,725,044** 

(rolling 12 months)

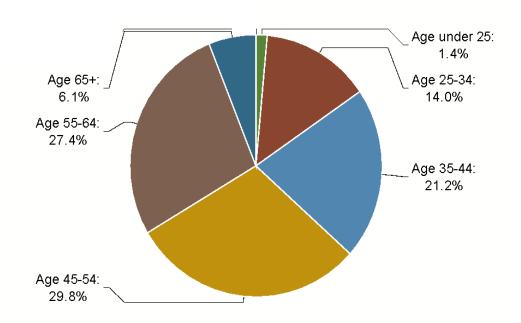
# Participant Demographics Participant Count – By Age



## 57% of your participants are between mid-career and retirement age

| Under 25:    | 472    |
|--------------|--------|
| 25 to 34:    | 4,715  |
| 35 to 44:    | 7,142  |
| 45 to 54:    | 10,038 |
| 55 to 64:    | 9,228  |
| 65 and over: | 2,047  |
|              |        |

| Average Age*: | 48 |
|---------------|----|



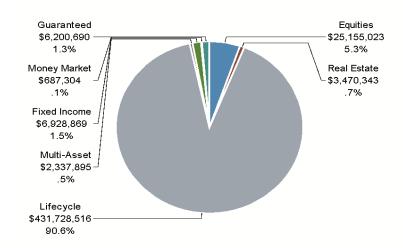
# Plan Assets By Category Class

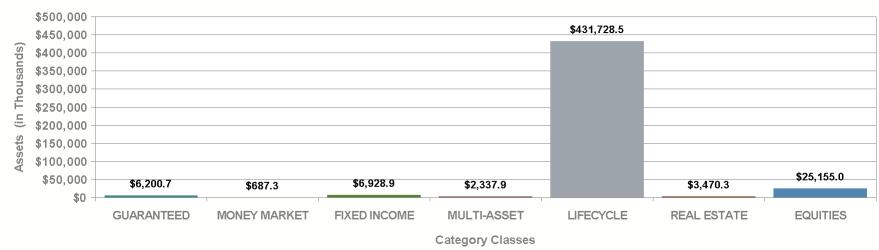


Total Plan Assets: \$476,508,641

Average Account Balance: \$14,162

Default Fund: VANGUARD TGT RET 2010 TRUST II





Forfeiture plan assets of \$68,455.09 are included in the total above.

Data as of 3/31/2016

# Plan Assets by Investment Option Where Those Contributions are Invested



| FUNDAGGGUNT                    | 100570       | PERCENTAGE |
|--------------------------------|--------------|------------|
| FUND/ACCOUNT Guaranteed        | ASSETS       | of TOTAL   |
|                                |              |            |
| TIAA STABLE VALUE              | \$6,200,690  | 1.30%      |
| Guaranteed Total               | \$6,200,690  | 1.30%      |
| Money Market                   |              |            |
| VANGUARD PRIME MM INV          | \$687,304    | .14%       |
| Money Market<br>Total          | \$687,304    | .14%       |
| Fixed Income                   |              |            |
| PIMCO REAL RETURN INST CLASS   | \$3,605,628  | .76%       |
| VAN TOTAL BOND MKT IDX ADMIRAL | \$3,323,241  | .70%       |
| Fixed Income<br>Total          | \$6,928,869  | 1.45%      |
| Multi-Asset                    |              |            |
| VANGUARD TGT RET INC TRUST II  | \$2,337,895  | .49%       |
| Multi-Asset Total              | \$2,337,895  | .49%       |
| Lifecycle                      |              |            |
| VANGUARD TGT RET 2010 TRUST II | \$7,654,229  | 1.61%      |
| VANGUARD TGT RET 2015 TRUST II | \$32,297,065 | 6.78%      |
| VANGUARD TGT RET 2020 TRUST II | \$62,945,100 | 13.21%     |
| VANGUARD TGT RET 2025 TRUST II | \$69,295,618 | 14.54%     |
| VANGUARD TGT RET 2030 TRUST II | \$70,165,380 | 14.72%     |
| VANGUARD TGT RET 2035 TRUST II | \$68,091,037 | 14.29%     |
| VANGUARD TGT RET 2040 TRUST II | \$53,340,315 | 11.19%     |
| VANGUARD TGT RET 2045 TRUST II | \$39,468,809 | 8.28%      |
| VANGUARD TGT RET 2050 TRUST II | \$21,743,920 | 4.56%      |
| VANGUARD TGT RET 2055 TRUST II | \$6,253,523  | 1.31%      |
| VANGUARD TGT RET 2060 TRUST II | \$473,519    | .10%       |

| FUND/ACCOUNT                   | ASSETS        | PERCENTAGE<br>of TOTAL |
|--------------------------------|---------------|------------------------|
| Lifecycle (cont'd)             |               |                        |
| Lifecycle Total                | \$431,728,516 | 90.60%                 |
| Real Estate                    |               |                        |
| TIAA REAL ESTATE               | \$3,470,343   | .73%                   |
| Real Estate Total              | \$3,470,343   | .73%                   |
| Equities                       |               |                        |
| TIAA-CREF INTL EQ IDX-INST     | \$2,565,301   | .54%                   |
| TIAA-CREF SOCIAL CH EQ-INST    | \$450,671     | .09%                   |
| VAN MID CAPTALIZTN IDX ADMIRAL | \$4,842,890   | 1.02%                  |
| VAN SMALL CAP INDEX ADMIRAL    | \$4,109,062   | .86%                   |
| VANGUARD EMERG MKTS STK ID ADM | \$1,979,073   | .42%                   |
| VANGUARD INSTITUTIONAL INDEX I | \$11,208,025  | 2.35%                  |
| Equities Total                 | \$25,155,023  | 5.28%                  |
| Total                          | \$476,508,641 | 100%                   |

Forfeiture plan assets of \$68,455.09 are included in the total above.

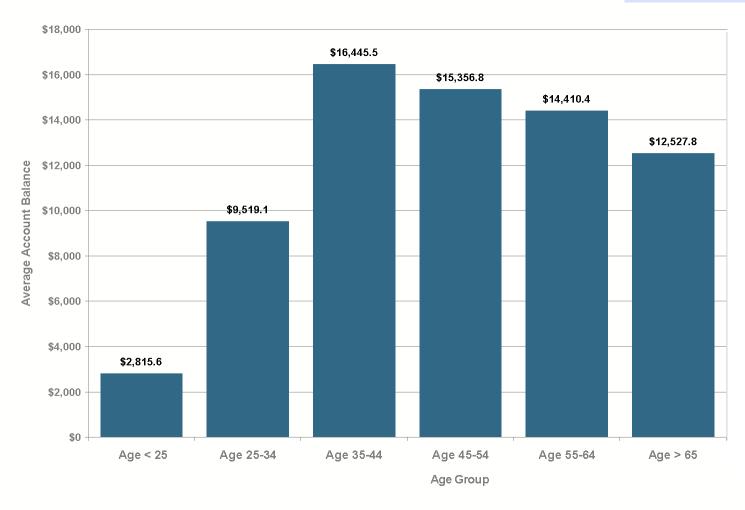
Data as of 3/31/2016

## Participant Demographics Average Asset Balance by Age Group



**Average Account Balance:** 

\$14,162



#### A Look Back

## **Communication & Education Highlights: 2016**



#### **TIAA-CREF Financial Essentials Seminars**

TIAA-CREF's comprehensive, financial education program is designed to help every employee address their financial needs.

- Focus on education for individuals financial well-being is defined by them
- Offer material relevant to where they are in life/career
- Give them the confidence to help take control of their financial future

| Q1 2016 Benefits Fairs, Seminars and WorkshopsAttendeesERSRI Meeting held at Ferri Middle School62ERSRI Meeting held at the Department of Health100ERSRI Meeting; RI Laborers' District Council20ERSRI Meeting held for RIDOT35Rhode Leagues of Cities and Towns EXPO300ERSRI Meeting held at the Mt. Hope High School for the Bristol/Warren Teachers65ERSRI Meeting at West Warwick High School50Dept. of Health Retirement Planning /R2R plan Presentation15RI Military Staff/Emergency Mgmt Agency Group Presentation8 |  |           |
|--|--|-----------|
| ERSRI Meeting held at the Department of Health  100  ERSRI Meeting; RI Laborers' District Council  20  ERSRI Meeting held for RIDOT  35  Rhode Leagues of Cities and Towns EXPO  300  ERSRI Meeting held at the Mt. Hope High School for the Bristol/Warren Teachers  ERSRI Meeting at West Warwick High School  50  Dept. of Health Retirement Planning /R2R plan Presentation  15  | Q1 2016 Benefits Fairs, Seminars and Workshops             | Attendees |
| ERSRI Meeting; RI Laborers' District Council  20  ERSRI Meeting held for RIDOT  35  Rhode Leagues of Cities and Towns EXPO  300  ERSRI Meeting held at the Mt. Hope High School for the Bristol/Warren Teachers  ERSRI Meeting at West Warwick High School  Dept. of Health Retirement Planning /R2R plan Presentation  15   | ERSRI Meeting held at Ferri Middle School                  | 62        |
| ERSRI Meeting held for RIDOT  Rhode Leagues of Cities and Towns EXPO  300  ERSRI Meeting held at the Mt. Hope High School for the Bristol/Warren Teachers  ERSRI Meeting at West Warwick High School  Dept. of Health Retirement Planning /R2R plan Presentation  15   | ERSRI Meeting held at the Department of Health             | 100       |
| Rhode Leagues of Cities and Towns EXPO 300  ERSRI Meeting held at the Mt. Hope High School for the Bristol/Warren Teachers 65  ERSRI Meeting at West Warwick High School 50  Dept. of Health Retirement Planning /R2R plan Presentation 15   | ERSRI Meeting; RI Laborers' District Council               | 20        |
| ERSRI Meeting held at the Mt. Hope High School for the Bristol/Warren Teachers  ERSRI Meeting at West Warwick High School  Dept. of Health Retirement Planning /R2R plan Presentation  15  | ERSRI Meeting held for RIDOT                               | 35        |
| Bristol/Warren Teachers  ERSRI Meeting at West Warwick High School  Dept. of Health Retirement Planning /R2R plan Presentation  15   | Rhode Leagues of Cities and Towns EXPO                     | 300       |
| Dept. of Health Retirement Planning /R2R plan Presentation 15  | ·  | 65        |
|  | ERSRI Meeting at West Warwick High School                  | 50        |
| RI Military Staff/Emergency Mgmt Agency Group Presentation 8   | Dept. of Health Retirement Planning /R2R plan Presentation | 15        |
|  | RI Military Staff/Emergency Mgmt Agency Group Presentation | 8         |

Interactive webinars keep you up-to-date on topics to help you fulfill fiduciary responsibilities, enhance plan administration and engage your employees.

## **Webinars**

#### Benefits Fairs, Seminars and Workshops

| Year    | Attendees |
|---------|-----------|
| 2013    | 1785      |
| 2014    | 402       |
| 2015    | 718       |
| Q1 2016 | 655       |

#### Other Resources

- Retirement Readiness Center
- Annuities 101

#### Additional Communications & Resources

- PlanFocus® Matters Quarterly e-newsletter
- Top Picks: Monthly Administrator Bulletin
- Monthly Webinar invitation
- Highlights from the TIAA-CREF Institute Research
- Employee engagement checklist

#### For the most current list go to

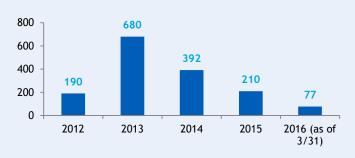
https://www.tiaa-cref.org/public/plansponsors/news/webinars/index.html

# **Employee Engagement In-person Interactions with Plan Participants as of 3/31/16**



#### Individual Session Breakdown

Individual Sessions<sup>1</sup> (Field Consulting Group)



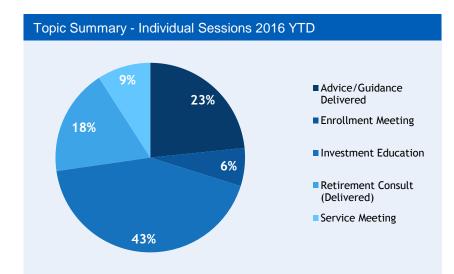
<sup>&</sup>lt;sup>1</sup> Numbers show total sessions held and may include employees who had multiple sessions.

#### **Employees Participating in Sessions 2016**

| Gender  | Count <sup>2</sup> | Average Age | Average Balance <sup>3</sup> |
|---------|--------------------|-------------|------------------------------|
| Female  | 49                 | 51.8        | \$35,767                     |
| Male    | 26                 | 55.1        | \$38,058                     |
| Unknown | 0                  | 0.0         | \$0                          |
| Overall | 75                 | 52.9        | \$36,561                     |

<sup>&</sup>lt;sup>2</sup> Employees who had multiple sessions are only counted once.

<sup>&</sup>lt;sup>3</sup> Reflects employee's total TIAA-CREF balance.



#### Results YTD through December 31, 2015\*

97% AGREED

#### Objectivity & Integrity

Employees responding to surveys agreed/strongly agreed that the Consultant put their interests first.

93% AGREED

#### **Overall Client Experience**

Composite score, based on employees' responses to 5 attribute questions. Respondents strongly agreed/agreed that the consultant:

- 1. Put their interests first
- 2. Provided quality advice
- Understood their needs and goals
- 4. Exhibited financial expertise
- 5. Anticipated additional financial issues and brought them to attention

\*Source: Customer Insights Corporate Scorecard

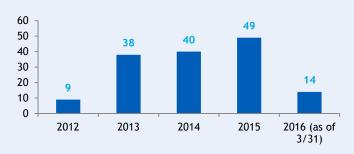
These statistics are meant to reflect customer satisfaction with services provided through TIAA-CREF Financial Consultants. Results experienced may not be typical of all participants, and are not indicative of future performance or success. Individual results will vary

## **Employee Engagement Individual Advisory Services as of 3/31/16**



#### Financial Planning Session Breakdown

#### Meetings<sup>1</sup> Held (Individual Advisory Services)

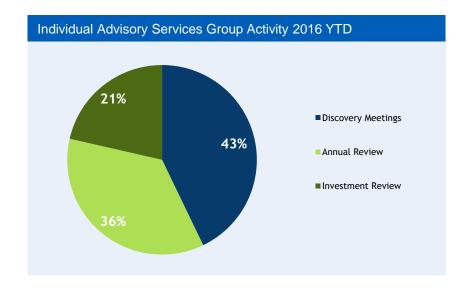


<sup>&</sup>lt;sup>1</sup> Numbers show total meetings held and may include employees who had multiple meetings.

#### Employees Participating in Meetings in 2016

| Gender  | Count <sup>2</sup> | Average Age | Average Balance <sup>3</sup> |
|---------|--------------------|-------------|------------------------------|
| Female  | 7                  | 60.2        | \$175,674                    |
| Male    | 4                  | 60.7        | \$300,498                    |
| Overall | 11                 | 60.4        | \$221,064                    |

<sup>&</sup>lt;sup>3</sup> Reflects employee's total TIAA-CREF balance.



#### Results YTD through December 31, 2015\*

95% **AGREED** 

#### **Considers Employee's Interests First**

Agreed/strong agreed that advisor considers employee's interests first.

\*Customer Insights Corporate Scorecard

#### **Executive Financial Planning Service Offerings**

- Investment Management & Planning
- Estate and Gift Planning
- Charitable Planning
- Education Planning
- Cash Flow Analysis
- Stock Options Review
- Asset Protection Planning

- Investment Review
- Executive Compensation & Benefits Analysis
- Life Insurance Analysis
- Career Transition Financial
- Planning Mobile capabilities providing direct linkage to advisors

TIAA-CREF and its employees do not offer tax or legal advice, or create and prepare legal documents associated with estate plans

<sup>&</sup>lt;sup>2</sup> Employees who had multiple meetings are only counted once.



# Plan Data Summary – FICA Alternative Retirement Income Security Program

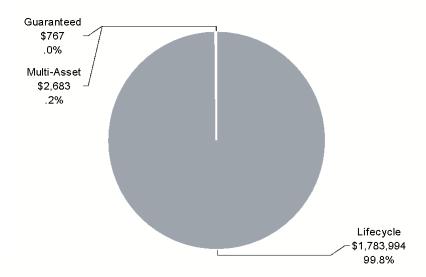
# Plan Assets By Category Class

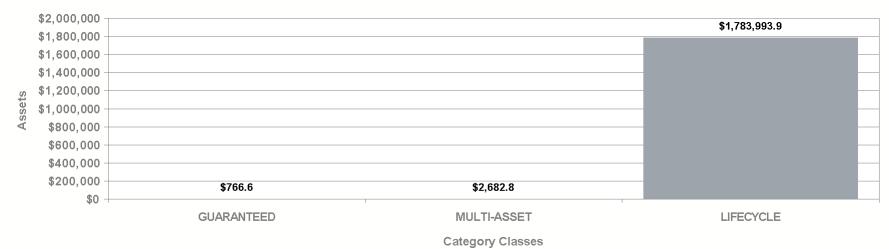


Total Plan Assets: \$1,787,443

Average Account Balance: \$1,496

Default Fund: VANGUARD TGT RET 2010 TRUST II





# Plan Assets by Investment Option Where Those Contributions are Invested

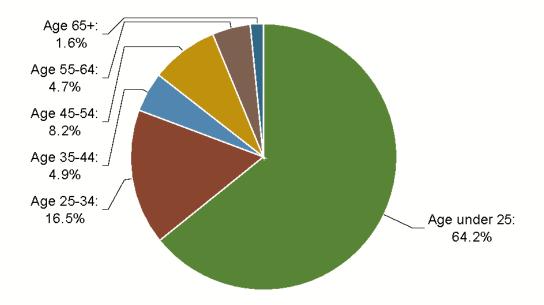


| FUND/ACCOUNT                   | ASSETS      | PERCENTAGE<br>of TOTAL |
|--------------------------------|-------------|------------------------|
| Guaranteed                     |             |                        |
| TIAA STABLE VALUE              | \$767       | .04%                   |
| Guaranteed Total               | \$767       | .04%                   |
| Multi-Asset                    |             |                        |
| VANGUARD TGT RET INC TRUST II  | \$2,683     | .15%                   |
| Multi-Asset Total              | \$2,683     | .15%                   |
| Lifecycle                      |             |                        |
| VANGUARD TGT RET 2010 TRUST II | \$6,928     | .39%                   |
| VANGUARD TGT RET 2015 TRUST II | \$8,850     | .50%                   |
| VANGUARD TGT RET 2020 TRUST II | \$1,135,510 | 63.53%                 |
| VANGUARD TGT RET 2025 TRUST II | \$55,589    | 3.11%                  |
| VANGUARD TGT RET 2030 TRUST II | \$71,272    | 3.99%                  |
| VANGUARD TGT RET 2035 TRUST II | \$43,733    | 2.45%                  |
| VANGUARD TGT RET 2040 TRUST II | \$26,612    | 1.49%                  |
| VANGUARD TGT RET 2045 TRUST II | \$38,125    | 2.13%                  |
| VANGUARD TGT RET 2050 TRUST II | \$50,784    | 2.84%                  |
| VANGUARD TGT RET 2055 TRUST II | \$129,618   | 7.25%                  |
| VANGUARD TGT RET 2060 TRUST II | \$216,972   | 12.14%                 |
| Lifecycle Total                | \$1,783,994 | 99.81%                 |
| Total                          | \$1,787,443 | 100%                   |

## Participant Demographics Participant Count – By Age

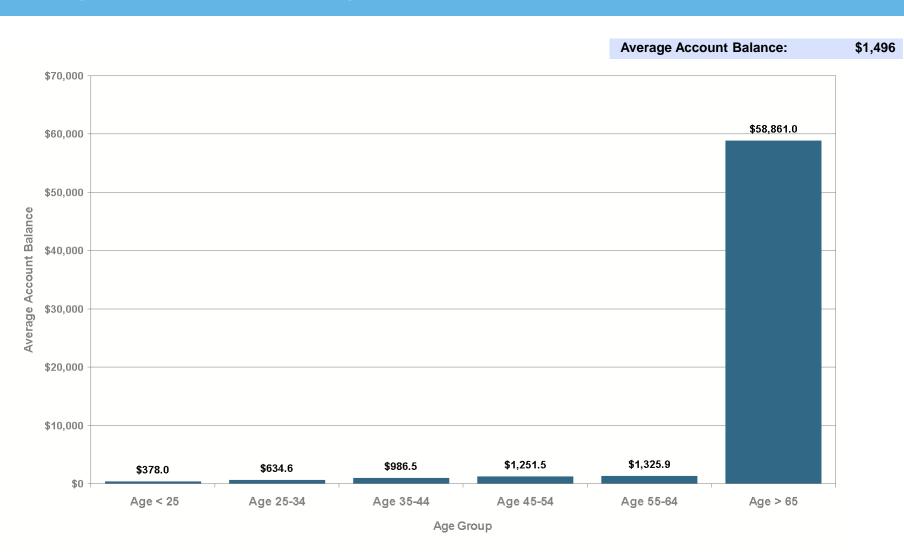


| Under 25:    | 767 |
|--------------|-----|
| 25 to 34:    | 197 |
| 35 to 44:    | 58  |
| 45 to 54:    | 98  |
| 55 to 64:    | 56  |
| 65 and over: | 19  |
| Average Age: | 28  |



# Participant Demographics Average Asset Balance by Age Group





Data as of 3/31/2016



## **Investment performance**



| (A)   | (B)               | (C)         | (D)         | (E)   | (F)   | (G)   | (H)   | (I)     | (J)     | (K)    | (L)   | (M)     | (N)      | (0)       | (P)       | (Q)       | (R)   | (S)    | (T)      | (U)      | (V)   | (W)      | (X)   | (Y)<br>Tracking |
|---|-------------------|-------------|-------------|-------|-------|-------|-------|---------|---------|--------|-------|---------|----------|-----------|-----------|-----------|-------|--------|----------|----------|-------|----------|-------|-----------------|
| TIAA-CREF                                   | ı                 | Manager     | AUM         | Gross | Net   | Net   | Rev   | Recent  | Returns |        |       | Annuali | zed Tota | al Return | s as of 3 | 3/31/2016 |       | Since  | Incep.   | Sharpe F | Ratio | Std. Dev |       | Error           |
| As of 3/31/16                               | Ticker            | Tenure      | \$ Millions | ER    | ER    | %-ile | Share | 1 Month | YTD     | 1 Year | %-ile | 3 Year  | %-ile    | 5 Year    | %-ile     | 10 Year   | %-ile | Incep. | Date     | 3 Year   | %-ile | 3 Year   | %-ile | 3 Year          |
| Stable Value/Guaranteed & Money Market      |                   |             |             |       |       |       |       |         |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| Stable Value/Guaranteed                     |                   |             |             |       |       |       |       |         |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| TIAA Stable Value****                       | Current crediting | g rate = 1. | 80          |       |       |       |       | 0.47    | 0.47    | 1.85   |       | 1.86    |          |           |           |           |       | 1.87   | 03/31/12 |          |       |          |       |                 |
| Money Market                                |                   |             |             |       |       |       |       |         |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| Vanguard Prime Money Market Inv             | VMMXX             | 12.75       | 139,004.32  | 0.16  | 0.16  |       | 0.00  | 0.03    | 0.09    | 0.14   |       | 0.06    |          | 0.05      |           | 1.24      |       | 5.21   | 06/04/75 | (0.81)   |       | 0.03     |       | 0.02            |
| Current 7-day Yield: 0.01                   |                   |             |             |       |       |       |       |         |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| Citi 3-Month Treasury Bill                  |                   |             |             |       |       |       |       |         | 0.07    | 0.12   |       | 0.07    |          | 0.07      |           | 1.07      |       |        |          |          |       |          |       |                 |
| FIXED INCOME                                |                   |             |             |       |       |       |       |         |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| Intermediate-Term Bond                      |                   |             |             |       |       |       |       |         |         |        |       |         |          |           |           |           |       |        |          | ,        |       |          |       |                 |
| Vanguard Total Bond Market Index Adm        | VBTLX             | 3.17        | 157,966.22  | 0.07  | 0.07  | 1     | 0.00  | 0.95    | 3.09    | 1.82   | 13    | 2.38    | 24       | 3.71      | 41        | 4.86      | 39    | 4.50   | 11/12/01 | 0.75     | 27    | 3.11     | 52    | 0.27            |
| Barclays U.S. Aggregate Float Adjusted Inde | ex                |             |             |       |       |       |       | 0.98    | 3.03    | 1.96   |       | 2.50    |          | 3.78      |           | 4.90      |       |        |          | 0.82     |       | 3.00     |       |                 |
| Intermediate-Term Bond Median               |                   |             |             | 0.86  | 0.76  |       |       | 1.25    | 2.61    | 0.90   |       | 1.98    |          | 3.63      |           | 4.71      |       |        |          | 0.63     |       | 3.10     |       | 0.95            |
| Intermediate-Term Bond Number of Funds      |                   |             |             | 1,117 | 1,117 |       |       |         |         |        | 1085  |         | 1043     |           | 994       |           | 867   |        |          |          | 1044  |          | 1044  |                 |
| Inflation-Linked Bond                       |                   |             |             |       |       |       |       |         |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| PIMCO Real Return Instl                     | PRRIX             | 8.33        | 10,944.88   | 0.50  | 0.45  | 20    | 0.00  | 2.61    | 4.12    | (0.30) | 68    | (1.65)  | 57       | 2.65      | 11        | 4.76      | 2     |        | 01/29/97 | (0.25)   | 42    | 6.24     | 95    | 1.50            |
| Barclays US Treasury US TIPS TR USD         |                   |             |             |       |       |       |       | 1.80    | 4.46    | 1.51   |       | (0.71)  |          | 3.02      |           | 4.62      |       |        |          | (0.12)   |       | 5.31     |       |                 |
| Inflation-Protected Bond Median             |                   |             |             | 0.86  | 0.75  |       |       | 1.78    | 3.82    | 0.40   |       | (1.44)  |          | 2.06      |           | 3.92      |       |        |          | (0.27)   |       | 5.16     |       | 0.91            |
| Inflation-Protected Bond Number of Funds    |                   |             |             | 256   | 256   |       |       |         |         |        | 249   |         | 237      |           | 195       |           | 146   |        |          |          | 237   |          | 237   |                 |



| (A)                                  | (B)    | (C)     | (D)         | /E\   | (F)   | (G)   | /U\   | (I)      | (1)     | (K)    | (L)   | (M)     | (NI)     | (0)       | /D\       | (0)       | /D\   | (8)    | (T)      | (11)     | ΛΛ    | (W)      | (X)   | (V)             |
|--------------------------------------|--------|---------|-------------|-------|-------|-------|-------|----------|---------|--------|-------|---------|----------|-----------|-----------|-----------|-------|--------|----------|----------|-------|----------|-------|-----------------|
| (A)                                  | (D)    | (C)     | (D)         | (E)   | (F)   | (G)   | (H)   | (1)      | (J)     | (K)    | (L)   | (IVI)   | (N)      | (0)       | (P)       | (Q)       | (R)   | (S)    | (1)      | (U)      | (V)   | (VV)     |       | (Y)<br>Tracking |
| TIAA-CREF                            | M      | lanager | AUM         | Gross | Net   | Net   | Rev   | Recent F | Returns |        |       | Annuali | zed Tota | al Return | s as of 3 | 3/31/2016 |       | Since  | Incep.   | Sharpe R | atio  | Std. Dev |       | Error           |
| As of 3/31/16                        | Ticker | Tenure  | \$ Millions | ER    | ER    | %-ile | Share | 1 Month  | YTD     | 1 Year | %-ile | 3 Year  | %-ile    | 5 Year    | %-ile     | 10 Year   | %-ile | Incep. | Date     | 3 Year   | %-ile | 3 Year   | %-ile | 3 Year          |
| Equity                               |        |         |             |       |       |       |       |          |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| Large Cap Blend                      |        |         |             |       |       |       |       |          |         |        |       |         |          |           |           |           |       |        |          | ,        |       |          |       |                 |
| Vanguard Institutional Index I       | VINIX  | 15.33   | 199,079.28  | 0.04  | 0.04  | 1     | 0.00  | 6.78     | 1.34    | 1.77   | 13    | 11.79   | 10       | 11.55     | 9         | 7.01      | 16    | 9.37   | 07/31/90 | 1.04     | 8     | 11.35    | 31    | 0.01            |
| S&P 500 TR USD                       |        |         |             |       |       |       |       | 6.78     | 1.35    | 1.78   |       | 11.82   |          | 11.58     |           | 7.01      |       |        |          | 1.04     |       | 11.36    |       |                 |
| TIAA-CREF Social Choice Eq Instl     | TISCX  | 10.33   | 2,644.79    | 0.18  | 0.18  | 4     | 0.00  | 7.27     | 1.68    | (1.52) | 49    | 9.44    | 62       | 10.05     | 49        | 6.50      | 34    |        | 07/01/99 | 0.83     | 58    | 11.61    | 53    | 0.99            |
| Russell 3000 TR USD                  |        |         |             |       |       |       |       | 7.04     | 0.97    | (0.34) |       | 11.15   |          | 11.01     |           | 6.90      |       |        |          | 0.97     |       | 11.56    |       |                 |
| Large Blend Median                   |        |         |             | 1.13  | 1.02  |       |       | 6.59     | 0.41    | (1.59) |       | 10.12   |          | 10.01     |           | 6.14      |       |        |          | 0.88     |       | 11.56    |       | 2.37            |
| Large Blend Number of Funds          |        |         |             | 1,681 | 1,681 |       |       |          |         |        | 1,626 |         | 1,517    |           | 1,403     |           | 1,225 |        |          |          | 1,523 |          | 1,523 |                 |
| Mid Cap Blend                        |        |         |             |       |       |       |       |          |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| Vanguard Mid Cap Index Adm           | VIMAX  | 17.92   | 67,296.86   | 0.09  | 0.09  | 3     | 0.00  | 7.97     | 1.17    | (4.29) | 38    | 10.78   | 8        | 10.03     | 12        | 7.24      | 26    | 9.49   | 11/12/01 | 0.90     | 10    | 12.07    | 30    | 0.03            |
| Spliced Mid Cap Index *              |        |         |             |       |       |       |       | 7.98     | 1.16    | (4.27) |       | 10.84   |          | 10.08     |           | 7.28      |       |        |          |          |       |          |       |                 |
| CRSP US Mid Cap TR USD               |        |         |             |       |       |       |       | 7.98     | 1.16    | (4.27) |       | 10.84   |          | 10.37     |           | 7.35      |       |        |          | 0.91     |       | 12.08    |       |                 |
| Mid-Cap Blend Median                 |        |         |             | 1.26  | 1.17  |       |       | 7.70     | 1.81    | (5.33) |       | 8.46    |          | 8.28      |           | 6.33      |       |        |          | 0.70     |       | 12.53    |       | 3.56            |
| Mid-Cap Blend Number of Funds        |        |         |             | 470   | 470   |       |       |          |         |        | 439   |         | 414      |           | 373       |           | 305   |        |          |          | 415   |          | 415   |                 |
| Small Cap Blend                      |        |         |             |       |       |       |       |          |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| Vanguard Small Cap Index Adm         | VSMAX  | 24.33   | 55,192.14   | 0.09  | 0.09  | 1     | 0.00  | 8.37     | 1.00    | (7.14) | 42    | 8.51    | 25       | 8.80      | 21        | 6.81      | 13    | 8.34   | 11/13/00 | 0.66     | 17    | 13.76    | 23    | 0.04            |
| Spliced Small Cap Index **           |        |         |             |       |       |       |       | 8.39     | 1.01    | (7.16) |       | 8.51    |          | 8.77      |           | 6.75      |       |        |          |          |       |          |       |                 |
| CRSP US Small Cap TR USD             |        |         |             |       |       |       |       | 8.39     | 1.01    | (7.16) |       | 8.51    |          | 9.03      |           | 7.33      |       |        |          | 0.66     |       | 13.76    |       |                 |
| Small Blend Median                   |        |         |             | 1.36  | 1.24  |       |       | 7.80     | 0.30    | (8.02) |       | 7.05    |          | 7.26      |           | 5.11      |       |        |          | 0.54     |       | 14.49    |       | 3.65            |
| Small Blend Number of Funds          |        |         |             | 854   | 854   |       |       |          |         |        | 804   |         | 725      |           | 671       |           | 563   |        |          |          | 726   |          | 726   |                 |
| Foreign Large Blend                  |        |         |             |       |       |       |       |          |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| TIAA-CREF International Eq Idx Instl | TCIEX  | 10.67   | 6,612.55    | 0.06  | 0.06  | -     | 0.00  | 6.64     | (2.73)  | (8.21) | 47    | 2.24    | 40       | 2.44      | 30        | 1.91      | 35    |        | 10/01/02 | 0.23     | 41    | 13.35    | 74    | 1.96            |
| MSCI EAFE NR USD                     |        |         |             |       |       |       |       | 6.51     | (3.01)  | (8.27) |       | 2.23    |          | 2.29      |           | 1.80      |       |        |          | 0.22     |       | 13.61    |       |                 |
| Foreign Large Blend Median           |        |         |             | 1.33  | 1.16  |       |       | 6.83     | (2.30)  | (8.35) |       | 1.89    |          | 1.73      |           | 1.44      |       |        |          | 0.20     |       | 12.93    |       | 3.39            |
| Foreign Large Blend Number of Funds  |        |         |             | 916   | 916   |       |       |          |         |        | 820   |         | 783      |           | 720       |           | 532   |        |          |          | 783   |          | 783   |                 |



| (A)                                 | (B)        | (C)     | (D)         | (E)   | (F)  | (G)   | (H)   | (I)      | (J)  | (K)     | (L)   | (M)    | (N)   | (O)       | (P)   | (Q)     | (R)   | (S)    | (T)      | (U)      | (V)   | (W)      | (X)   | (Y)      |  |
|-------------------------------------|------------|---------|-------------|-------|------|-------|-------|----------|------|---------|-------|--------|-------|-----------|-------|---------|-------|--------|----------|----------|-------|----------|-------|----------|--|
| TIAA ODEE                           |            |         |             |       |      |       |       |          |      |         |       |        |       |           |       |         |       |        |          |          | ,     |          |       | Tracking |  |
| TIAA-CREF                           |            | Manager | AUM         | Gross | Net  | Net   | Rev   | Recent F |      |         |       |        |       | al Return |       |         |       | Since  |          | Sharpe F |       | Std. Dev |       | Error    |  |
| As of 3/31/16                       | Ticker     | Tenure  | \$ Millions | ER    | ER   | %-ile | Share | 1 Month  | YTD  | 1 Year  | %-ile | 3 Year | %-ile | 5 Year    | %-ile | 10 Year | %-ile | Incep. | Date     | 3 Year   | %-ile | 3 Year   | %-ile | 3 Year   |  |
| Diversified Emerging Markets        |            |         |             |       |      |       |       |          |      |         |       |        |       |           |       |         |       |        |          |          |       |          |       |          |  |
| Vanguard Emerging Mkts Stock I      | VEMAX      | 7.67    | 51,516.57   | 0.15  | 0.15 | •     | 0.00  | 13.03    | 5.33 | (12.67) | 66    | (4.36) | 46    | (4.16)    | 54    | 2.82    | 41    | 4.05   | 06/23/06 | (0.19)   | 38    | 16.90    | 86    |          |  |
| Spliced Emerging Markets Index ***  |            |         |             |       |      |       |       | 13.11    | 5.44 | (12.45) |       | (4.16) |       | (3.96)    |       |         |       |        |          |          |       |          |       |          |  |
| FTSE Emerging NR USD                |            |         |             |       |      |       |       | 13.40    | 6.06 | (12.04) |       | (3.93) |       | (3.88)    |       | 3.43    |       |        |          | (0.16)   |       | 17.00    |       |          |  |
| MSCI EM NR USD                      |            |         |             |       |      |       |       | 13.23    | 5.71 | (12.03) |       | (4.50) |       | (4.13)    |       | 3.02    |       |        |          | (0.20)   |       | 16.66    |       |          |  |
| Diversified Emerging Mkts Median    |            |         |             | 1.81  | 1.50 |       |       | 11.42    | 3.55 | (11.51) |       | (4.68) |       | (3.94)    |       | 2.44    |       |        |          | (0.23)   |       | 15.59    |       | 4.79     |  |
| Diversified Emerging Mkts Number of | Funds      |         |             | 939   | 939  |       |       |          |      |         | 870   |        | 655   |           | 494   |         | 270   |        |          |          | 665   |          | 665   |          |  |
| Miscellaneous Sector                |            |         |             |       |      |       |       |          |      |         |       |        |       |           |       |         |       |        |          |          |       |          |       |          |  |
| TIAA Real Estate Account            | V. Annuity | 11.33   | 23,020.63   | 0.87  | 0.87 |       | 0.24  | 0.77     | 1.89 | 7.02    |       | 10.00  |       | 10.27     |       | 4.09    |       |        | 10/02/95 | 6.44     |       | 1.47     |       |          |  |
| Lifecycle                           |            |         |             |       |      |       |       |          |      |         |       |        |       |           |       |         |       |        |          |          |       |          |       |          |  |
| Vanguard Target Retirment Income    | e Trust II |         |             | 0.08  | 0.08 |       | 0.00  | 2.91     | 2.32 | 0.40    |       | 3.70   |       | 5.01      |       |         |       | 4.80   | 02/29/08 |          |       |          |       |          |  |
| Vanguard Target Retirement Income ( | Compos. Lx |         |             |       |      |       |       | 2.89     | 2.25 | 0.59    |       | 3.86   |       | 5.10      |       |         |       |        |          |          |       |          |       |          |  |
| Retirement Income Median            |            |         |             | 1.09  | 0.84 |       |       |          | 1.77 | (1.17)  |       | 2.40   |       | 3.60      |       | 3.92    |       |        |          | 0.57     |       | 4.90     |       | 2.14     |  |
| Retirement Income Number of Funds   |            |         |             | 192   | 192  |       |       |          |      |         | 183   |        | 162   |           | 148   |         | 81    |        |          |          | 162   |          | 162   |          |  |
| Vanguard Target Retirment 2010 Tr   | ust II     |         |             | 0.08  | 0.08 |       | 0.00  | 3.12     | 2.22 | 0.14    |       | 4.47   |       | 5.48      |       |         |       | 4.97   | 02/29/08 |          |       |          |       |          |  |
| Vanguard Target Retirement 2010 Cor | mpos. Lx   |         |             |       |      |       |       | 3.12     | 2.18 | 0.34    |       | 4.63   |       | 5.56      |       |         |       |        |          |          |       |          |       |          |  |
| Target Date 2000-2010 Median        |            |         |             | 1.02  | 0.79 |       |       |          | 1.58 | (1.22)  |       | 3.54   |       | 4.46      |       | 3.81    |       |        |          | 0.64     |       | 5.72     |       | 1.20     |  |
| Target Date 2000-2010 Number of Fu  | nds        |         |             | 139   | 139  |       |       |          |      |         | 134   |        | 112   |           | 106   |         | 52    |        |          |          | 116   |          | 116   |          |  |
| Vanguard Target Retirment 2015 Tr   | ust II     |         |             | 0.08  | 0.08 |       | 0.00  | 4.06     | 1.97 | (0.50)  |       | 5.38   |       | 6.07      |       |         |       | 5.29   | 02/29/08 |          |       |          |       |          |  |
| Vanguard Target Retirement 2015 Cor | mpos. Lx   |         |             |       |      |       |       | 4.06     | 1.90 | (0.36)  |       | 5.52   |       | 6.14      |       |         |       |        |          |          |       |          |       |          |  |
| Target Date 2011-2015 Median        |            |         |             | 1.07  | 0.84 |       |       |          | 1.63 | (1.38)  |       | 3.75   |       | 4.65      |       | 4.51    |       |        |          | 0.63     |       | 6.31     |       | 1.32     |  |
| Target Date 2011-2015 Number of Fu  | nds        |         |             | 183   | 183  |       |       |          |      |         | 170   |        | 142   |           | 124   |         | 17    |        |          |          | 142   |          | 142   |          |  |



| (A)                                   | (B)           | (C) | (D)         | (E)   | (F)  | (G)   | (H)   | (I)             | (J)  | (K)    | (L)   | (M)     | (N)                     | (O)    | (P)   | (Q)             | (R)   | (S)    | (T)             | (U)    | (V)  | (W)            | (X) | (Y)     |
|---------------------------------------|---------------|-----|-------------|-------|------|-------|-------|-----------------|------|--------|-------|---------|-------------------------|--------|-------|-----------------|-------|--------|-----------------|--------|------|----------------|-----|---------|
| TAA-CREF                              | Manager       |     | AUM         | Gross | Net  | Net   | Rev   | Rev Recent Retu |      |        |       | Annuali | nnualized Total Returns |        |       | as of 3/31/2016 |       | Since  | Incep. Sharpe R |        | atio | Std. Deviation |     | Trackii |
| As of 3/31/16                         |               | •   | \$ Millions |       | ER   | %-ile | Share | 1 Month         | YTD  | 1 Year | %-ile | 3 Year  | %-ile                   | 5 Year | %-ile | 10 Year         | %-ile | Incep. |                 | 3 Year |      |                |     |         |
| ifecycle                              |               |     |             |       |      |       |       |                 |      |        |       |         |                         |        |       |                 | _     |        |                 |        |      |                |     |         |
| Vanguard Target Retirment 2020 Trust  | II            |     |             | 0.08  | 0.08 |       | 0.00  | 4.78            | 1.78 | (1.05) |       | 6.07    |                         | 6.50   |       |                 |       | 5.43   | 02/29/08        |        |      |                |     |         |
| Vanguard Target Retirement 2020 Compo |               |     |             |       |      |       |       | 4.75            | 1.72 | (0.86) |       | 6.23    |                         | 6.71   |       |                 |       |        |                 |        |      |                |     |         |
| Target Date 2016-2020 Median          | o, <u>-</u> , |     |             | 1.11  | 0.87 |       |       |                 | 1.50 | (2.01) |       | 4.22    |                         | 4.80   |       | 3.99            |       |        |                 | 0.64   |      | 6.93           |     | 1.3     |
| Target Date 2016-2020 Number of Funds |               |     |             | 262   | 262  |       |       |                 |      | (=.0.) | 249   |         | 210                     |        | 184   | 0.00            | 81    |        |                 |        | 214  | 0.00           | 214 |         |
| Vanguard Target Retirment 2025 Trust  | II            |     |             | 0.08  | 0.08 |       | 0.00  | 5.27            | 1.55 | (1.43) |       | 6.43    |                         | 6.76   |       |                 |       | 5.47   | 02/29/08        |        |      |                |     |         |
| Vanguard Target Retirement 2025 Compo |               |     |             |       |      |       |       | 5.28            | 1.52 | (1.28) |       | 6.60    |                         | 6.96   |       |                 |       | •      |                 |        |      |                |     |         |
| Target Date 2021-2025 Median          |               |     |             | 1.10  | 0.89 |       |       |                 | 1.33 | (2.44) |       | 4.94    |                         | 5.35   |       | 4.25            |       |        |                 | 0.65   |      | 8.05           |     | 1.      |
| Target Date 2021-2025 Number of Funds |               |     |             | 233   | 233  |       |       |                 |      | , ,    | 220   |         | 187                     |        | 150   |                 | 35    |        |                 |        | 187  |                | 187 |         |
| Vanguard Target Retirment 2030 Trust  | II            |     |             | 0.08  | 0.08 |       | 0.00  | 5.76            | 1.32 | (1.92) |       | 6.76    |                         | 6.99   |       |                 |       | 5.47   | 02/29/08        |        |      |                |     |         |
| Vanguard Target Retirement 2030 Compo | site Lx       |     |             |       |      |       |       | 5.78            | 1.31 | (1.74) |       | 6.94    |                         | 7.20   |       |                 |       |        |                 |        |      |                |     |         |
| Target Date 2026-2030 Median          |               |     |             | 1.16  | 0.93 |       |       |                 | 1.03 | (2.96) |       | 5.27    |                         | 5.50   |       | 3.85            |       |        |                 | 0.61   |      | 8.91           |     | 1.      |
| Target Date 2026-2030 Number of Funds |               |     |             | 262   | 262  |       |       |                 |      |        | 249   |         | 210                     |        | 184   |                 | 81    |        |                 |        | 214  |                | 214 |         |
| Vanguard Target Retirment 2035 Trust  | II            |     |             | 0.08  | 0.08 |       | 0.00  | 6.26            | 1.13 | (2.33) | 7     | 7.21    |                         | 7.21   |       |                 |       | 5.60   | 02/29/08        |        |      |                |     |         |
| Vanguard Target Retirement 2035 Compo | site Lx       |     |             |       |      |       |       | 6.28            | 1.10 | (2.20) |       | 7.28    |                         | 7.42   |       |                 |       |        |                 |        |      |                |     |         |
| Target Date 2031-2035 Median          |               |     |             | 1.14  | 0.93 |       |       |                 | 0.66 | (3.52) |       | 5.71    |                         | 5.90   |       | 4.25            |       |        |                 | 0.62   |      | 9.86           |     | 1.8     |
| Target Date 2031-2035 Number of Funds |               |     |             | 233   | 233  |       |       |                 |      |        | 220   |         | 187                     |        | 150   |                 | 35    |        |                 |        | 187  |                | 187 |         |
| Vanguard Target Retirment 2040 Trust  | II            |     |             | 0.08  | 0.08 |       | 0.00  | 6.74            | 0.88 | (2.95) |       | 7.20    |                         | 7.36   |       |                 |       | 5.73   | 02/29/08        |        |      |                |     |         |
| Vanguard Target Retirement 2040 Compo | site Lx       |     |             |       |      |       |       | 6.78            | 0.88 | (2.68) |       | 7.45    |                         | 7.60   |       |                 |       |        |                 |        |      |                |     |         |
| Target Date 2036-2040 Median          |               |     |             | 1.22  | 0.95 |       |       |                 | 0.56 | (3.93) |       | 5.88    |                         | 5.87   |       | 3.97            |       |        |                 | 0.60   |      | 10.34          |     | 1.7     |
| Target Date 2036-2040 Number of Funds |               |     |             | 262   | 262  |       |       |                 |      |        | 249   |         | 210                     |        | 184   |                 | 81    |        |                 |        | 214  |                | 214 |         |



| (A)                                 | (B)             | (C)        | (D)         | (E)   | (F)  | (G)   | (H)   | (l)     | (J)     | (K)    | (L)   | (M)     | (N)      | (O)       | (P)       | (Q)       | (R)   | (S)    | (T)      | (U)      | (V)   | (W)      | (X)   | (Y)<br>Tracking |
|-------------------------------------|-----------------|------------|-------------|-------|------|-------|-------|---------|---------|--------|-------|---------|----------|-----------|-----------|-----------|-------|--------|----------|----------|-------|----------|-------|-----------------|
| TIAA-CREF                           | AA-CREF Manager |            | AUM         | Gross | Net  | Net   | Rev   | Recent  | Returns |        |       | Annuali | zed Tota | al Return | s as of 3 | 3/31/2016 |       | Since  | Incep.   | Sharpe R | atio  | Std. Dev |       | Error           |
| As of 3/31/16                       | Tic             | ker Tenure | \$ Millions | ER    | ER   | %-ile | Share | 1 Month | YTD     | 1 Year | %-ile | 3 Year  | %-ile    | 5 Year    | %-ile     | 10 Year   | %-ile | Incep. | Date     | 3 Year   | %-ile | 3 Year   | %-ile | 3 Year          |
| Lifecycle                           |                 |            |             |       |      |       |       |         |         |        |       |         |          |           |           |           |       |        |          |          |       |          |       |                 |
| Vanguard Target Retirment 2045 Tru  | ıst II          |            |             | 0.08  | 0.08 |       | 0.00  | 6.83    | 0.84    | (2.99) |       | 7.19    |          | 7.36      |           |           |       | 5.70   | 02/29/08 |          |       |          |       |                 |
| Vanguard Target Retirement 2045 Com | posite Lx       |            |             |       |      |       |       | 6.86    | 0.84    | (2.71) |       | 7.43    |          | 7.59      |           |           |       |        |          |          |       |          |       |                 |
| Target Date 2041-2045 Median        |                 |            |             | 1.22  | 0.94 |       |       |         | 0.43    | (3.92) |       | 6.11    |          | 6.18      |           | 4.36      |       |        |          | 0.61     |       | 10.61    |       | 1.58            |
| Target Date 2041-2045 Number of Fun | ds              |            |             | 233   | 233  |       |       |         |         |        | 220   |         | 187      |           | 149       |           | 22    |        |          |          | 187   |          | 187   |                 |
| Vanguard Target Retirment 2050 Tru  | ıst II          |            |             | 0.08  | 0.08 |       | 0.00  | 6.85    | 0.84    | (3.05) |       | 7.16    |          | 7.32      |           |           |       | 5.71   | 02/29/08 |          |       |          |       |                 |
| Vanguard Target Retirement 2050 Com | posite Lx       |            |             |       |      |       |       | 6.86    | 0.84    | (2.71) |       | 7.43    |          | 7.59      |           |           |       |        |          |          |       |          |       |                 |
| Target Date 2046-2050 Median        |                 |            |             | 1.35  | 0.96 |       |       |         | 0.41    | (4.10) |       | 6.08    |          | 6.13      |           | 4.25      |       |        |          | 0.60     |       | 10.69    |       | 1.54            |
| Target Date 2046-2050 Number of Fun | ds              |            |             | 251   | 251  |       |       |         |         |        | 238   |         | 199      |           | 155       |           | 16    |        |          |          | 203   |          | 203   |                 |
| Vanguard Target Retirment 2055 Tru  | ıst II          |            |             | 0.08  | 0.08 |       | 0.00  | 6.84    | 0.86    | (3.13) |       | 7.11    |          |           |           |           |       | 10.87  | 08/31/10 |          |       |          |       |                 |
| Vanguard Target Retirement 2055 Com | posite Lx       |            |             |       |      |       |       | 6.86    | 0.84    | (2.71) |       | 7.43    |          |           |           |           |       |        |          |          |       |          |       |                 |
| Vanguard Target Retirment 2060 Tru  | ıst II          |            |             | 0.08  | 0.08 |       | 0.00  | 6.83    | 0.83    | (3.13) |       | 7.15    |          |           |           |           |       | 8.44   | 03/01/12 |          |       |          |       |                 |
| Vanguard Target Retirement 2060 Com | posite Lx       |            |             |       |      |       |       | 6.86    | 0.84    | (2.71) |       | 7.43    |          |           |           |           |       |        |          |          |       |          |       |                 |
| Target Date 2051+ Median            |                 |            |             | 1.60  | 0.93 |       |       |         | 0.31    | (3.89) |       | 6.32    |          | 6.42      |           |           |       |        |          | 0.62     |       | 10.71    |       | 1.48            |
| Target Date 2051+ Number of Funds   |                 |            |             | 378   | 378  |       |       |         |         |        | 279   |         | 152      |           | 76        |           | 0     |        |          |          | 152   |          | 152   |                 |

Source: Morningstar & TIAA-CREF

Since Incep. = Since Inception Date Incep. Date = Inception Date

<sup>-</sup>Tracking error calculated using "Morningstar Analyst Assigned Benchmark"



Vanguard Index Information from available at http://www.vanguard.com

\* = S&P MidCap 400 Index through May 16, 2003; the MSCI US Mid Cap 450 Index through January 30, 2013; and the CRSP US Mid Cap Index thereafter

\*\* = Russell 2000 Index through May 16, 2003; the MSCI US Small Cap 1750 Index through January 30, 2013; and the CRSP US Small Cap Index thereafter

\*\*\* = Spliced Emerging Markets Index reflects performance of the Select Emerging Markets Index through August 23, 2006; the MSCI Emerging Markets Index through January 9, 2013; FTSE Emerging Transition Index through June 27, 2013; FTSE Emerging Index; As of November 2, 2105 FTSE Emerging Markets ALL Cap China A Transition Index thereafter.

\*\*\*\* = The TIAA Stable Value Inception Date represents the date that the plan's TIAA Stable Value record was initiated on TIAA-CREF's recordkeeping system which may be earlier than the date of first deposit to the contract.

"Since Inception" performance is calculated from this date.

\*\*\*\*\* = For definitions please visit www.tiaa-cref.org/public/assetmanagement



Note: Rankings shown for returns are calculated by Morningstar. Rankings for expense ratio, Sharpe ratio and standard deviation are calculated by TIAA-CREF and may differ based on calculation methods

Fee Disclosures: 1 The net expense ratio reflects total annual fund operating expenses excluding interest expense. If interest expense was included, returns would have been lower.

2 Accumulations in mutual funds not managed by TIAA-CREF may be subject to administrative charges. These charges are subject to change. Please review current documents related to your plan.



%-ile --> Percentile Ranking in Morningstar Category.

The performance data quoted represents past performance and is no guarantee of future results. Your returns and the principal value of your investments will fluctuate so that your shares or accumulation units, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than the performance quoted below. For performance current to the most recent month-end, visit the TIAA- CREF Website at www.tiaa-cref.org, or call 877 518-9161.

Annuity account options are available through annuity contracts issued by TIAA or CREF. These contracts are designed for retirement or other long- term goals, and offer a variety of income options, including lifetime income. Payments from the variable annuity accounts are not guaranteed and will rise or fall based on investment performance.

For the variable annuity accounts, we estimate expenses for the plan year based on projected expense and asset levels. Differences between estimated and actual expenses are adjusted quarterly and reflected in current investment results. Historically, the adjusting payments have resulted in both upward and downward adjustments.

Investing in non-investment grade securities presents special risks, including significantly higher interest-rate and credit risk.

Small-cap and mid-cap stocks may have limited marketability and may be subject to more abrupt or erratic market movements than large-cap stocks.

The risks associated with foreign investments are often magnified in emerging markets where there is greater potential for political, currency, and economic volatility.

Funds that invest in fixed-income securities are not guaranteed and are subject to interest-rate, inflation and credit risks.



Funds that invest in foreign securities are subject to special risks, including currency fluctuation and political and economic instability.

Real estate securities are subject to various risks, including fluctuations in property values, higher expenses or lower income than expected, and potential environmental problems and liability.

Any guarantees under annuities issued by TIAA are subject to TIAA's claims-paying ability. TIAA Stable Value is guaranteed insurance contract and not an investment for Federal Securities Law purposes.

Target Date Funds share the risks associated with the types of securities held by each of the underlying funds in which they invest. In addition to the fees and expenses associated with the Target Date Funds, there is exposure to the fees and expenses associated with the underlying mutual funds as well.

TIAA-CREF Individual & Institutional Services, LLC, Teachers Personal Investors Services, Inc., and Nuveen Securities, LLC, Members FINRA and SIPC, distribute securities products. Annuity contracts and certificates are issued by Teachers Insurance and Annuity Association of America (TIAA) and College Retirement Equities Fund (CREF), New York, NY. Each is solely responsible for its own financial condition and contractual obligations.

Investment, insurance and annuity products are not FDIC insured, are not bank guaranteed, are not deposits, are not insured by any federal government agency, are not a condition to any banking service or activity, and may lose value.

You should consider the investment objectives, risks, charges and expenses carefully before investing. Please call 877 518-9161 or log on to tiaacref.org for product and fund prospectuses that contains this and other information. Please read the prospectuses carefully before investing.



Morningstar is an independent service that rates mutual funds and variable annuities, based on risk-adjusted returns. Although Morningstar data is gathered from reliable sources, neither Morningstar nor TIAA-CREF can guarantee its completeness and accuracy. Morningstar does not rate money market accounts, and the other TIAA-CREF mutual fund accounts are too new to be rated. Past performance does not guarantee future results.

Accumulation net asset values and returns will vary.

For each fund/account with at least a three-year history, Morningstar calculates a Morningstar Rating™ based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a fund's/account's monthly performance (including the effects of sales charges, loads, and redemption fees), placing more emphasis on downward variations and rewarding consistent performance. Where applicable, Morningstar's performance rankings are based on linked performance that considers the differences in expense ratios, while actual performance data shown does not reflect such differences. The top 10 percent of funds/accounts in a category receive five stars, the next 22.5 percent receive four stars, and the next 35 percent receive three stars, the next 22.5 percent receive two stars and the bottom 10 percent receive one star. (Each share class is counted as a fraction of one fund/account within this scale and rated separately, which may cause slight variations in the distribution percentages.) Morningstar proprietary ratings on U.S.-domiciled funds/accounts reflect historical risk-adjusted performance, are subject to change every month. They are derived from a weighted average of the performance figures associated with its three-, five- and ten-year (if applicable) Morningstar Rating metrics. Please note, Morningstar now rates group variable annuities within the open-end mutual fund universe.



#### **Prospectus Gross Expense Ratio**

The percentage of fund assets used to pay for operating expenses and management fees, including 12b-1 fees, administrative fees, and all other asset-based costs incurred by the fund, except brokerage costs. Fund expenses are reflected in the fund's NAV. Sales charges are not included in the expense ratio.

- --The expense ratio for fund of funds is the aggregate expense ratio as defined as the sum of the wrap or sponsor fees plus the estimated weighted average of the underlying fund fees.
- --Often referred to as the Annual Operating Expense, the Prospectus Gross Expense Ratio is collected annually from a fund's prospectus.

#### **Prospectus Net Expense Ratio**

The percentage of fund assets, net of reimbursements, used to pay for operating expenses and management fees, including 12b-1 fees, administrative fees, and all other asset-based costs incurred by the fund, except brokerage costs. Fund expenses are reflected in the fund's NAV. Sales charges are not included in the expense ratio.

- --The expense ratio for fund of funds is the aggregate expense ratio as defined as the sum of the wrap or sponsor fees plus the estimated weighted average of the underlying fund fees.
- --Net reimbursements, the Prospectus Net Expense Ratio is collected annually from a fund's prospectus.
- --TIAA-CREF, unless noted, does not charge additional fees for record keeping a fund. 12b-1, revenue share and admin fees are all included in the Prospectus fees.
- -- Prospectus Net Expense Ratio % ile rank is the percentile rank for the fund. The better the expense ratio (lower) the lower the ranking out of 100.

#### **Sharpe Ratio (Source: Morningstar Direct)**

A risk-adjusted measure developed by Nobel Laureate William Sharpe. It is calculated by using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe Ratio, the better the portfolio's historical risk-adjusted performance. The Sharpe Ratio can be used to compare two portfolios directly with regard to how much excess return each portfolio achieved for a certain level of risk. Morningstar first calculates a monthly Sharpe Ratio and then annualizes it to put the number in a more useful one-year context.



**Standard Deviation** (Source: Morningstar Direct) The statistical measurement of dispersion about an average, which depicts how widely a stock or portfolio's returns varied over a certain period of time. Investors use the standard deviation of historical performance to try to predict the range of returns that is most likely for a given investment. When a stock or portfolio has a high standard deviation, the predicted range of performance is wide, implying greater volatility.

Information Ratio (Source: Morningstar Direct) Benchmark Specific

Information ratio is a risk-adjusted performance measure. The information ratio is a special version of the Sharpe Ratio in that the benchmark doesn't have to be the risk-free rate.

Tracking Error (Source: Morningstar Direct) Benchmark Specific

Tracking error is a measure of the volatility of excess returns relative to a benchmark.

You cannot invest directly in index.

TIAA-CREF reported performance may differ from Morningstar source returns for the same option over the same time period. We would expect an occasional one to two basis point difference. Morningstar Direct calculates returns by one share owned by a hypothetical investor over the requested time period. So the return for one year is calculated using the same formula as one month. TIAA-CREF calculates returns by \$1,000 owned by hypothetical investor for one month then links returns for requested time period. Both set of returns include dividends and capital gains.

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