Investing for retirement requires a lot of thought. TIAA has spent more than 100 years thinking about it for you.

Investing to achieve your personal financial goals can often present daunting challenges. At TIAA, we believe that well-thought-out retirement and financial planning can help minimize many of those challenges.

That we’re always thinking ahead is just one of the many important reasons 5 million* of your colleagues in the academic, medical, cultural and research fields have chosen TIAA for their retirement investments. Here are a few more.

What’s different about TIAA?

Following the fundamentals
TIAA believes a central challenge of investing is to grow money consistently over time while avoiding unintended risks. Our approach is built on these fundamentals:

1. Stick to investment objectives
2. Maintain a diversified portfolio
3. Understand market trends
4. Control expenses
5. Manage risk

*As of 12/31/18
Investments for your long-term goals

We’re known for our retirement plans, and we also offer a variety of additional investment options to help you create a diversified portfolio:

- Launched in 1918, TIAA Traditional, a fixed annuity, offers participants safety and stability, competitive interest rates and the option to receive guaranteed income in retirement.
- TIAA invented variable annuities in 1952, pioneering the use of variable annuities in funding retirement investing and generating income in retirement.
- TIAA is a global leader in socially responsible investing and advocating for sound governing practices at companies in which it invests.
- Mutual funds: A diversified family of mutual funds designed to help meet a wide variety of investment goals and risk levels.
  - 68% of TIAA-CREF’s funds and variable annuity accounts received a Morningstar overall rating of 4 or 5 stars (39.51% 4 stars and 28.40% 5 stars), based on risk-adjusted returns as of June 30, 2019.

TIAA in North Carolina (as of 12/31/18)
- TIAA manages over $15.95 billion in assets for more than 102,595 North Carolina residents.
- TIAA provided $76 million in financing for fruit, vegetable and nutrition research in North Carolina.
- TIAA employs more than 4,314 individuals throughout the state of North Carolina.
- TIAA’s real estate and securities investments in North Carolina exceed $10.8 billion.

Low fees

We strive to keep our fees low to ensure more of your money is working hard for you.

- 76% of our mutual funds and variable annuities have expense ratios that are in the bottom quartile (or 97.86% below the median) of their respective Morningstar categories. Based on Morningstar Direct data (as of 06/30/2019). That means more of your savings may compound over time.

The Lipper Mixed-Assets Large Fund Award is given to the group with the lowest average decile ranking of three years’ Consistent Return for eligible funds over the three-year period. Note this award pertains to mixed-assets mutual funds within the TIAA-CREF group of mutual funds; other funds distributed by Nuveen Securities were not included. From Thomson Reuters Lipper Awards. ©2019 Thomson Reuters. All rights reserved. Used by permission and protected by the Copyright Laws of the United States. The printing, copying, redistribution, or retransmission of this Content without express written permission is prohibited. Certain funds have fee waivers in effect. Without such waivers ratings could be lower. Past performance does not guarantee future results. For current performance, rankings and prospectuses, please visit the Research and Performance section on TIAA.org. The investment advisory services, strategies and expertise of TIAA Investments, a division of Nuveen, are provided by Teachers Advisors, LLC and TIAA-CREF Investment Management, LLC. TIAA-CREF Individual & Institutional Services, LLC, Teachers Personal Investors Services, Inc., and Nuveen Securities, LLC, Members FINRA, distribute securities products.
TIAA’s high ratings
TIAA is one of only three insurance groups in the United States to currently hold the highest possible rating from three of the four leading insurance company rating agencies for its stability, claims-paying ability and overall financial strength.5

Long-term commitment to nonprofits
For more than a century, TIAA has served those who serve others in the academic, medical, cultural and research fields. Our full focus is on your financial well-being.

One-on-one personalized advice
TIAA financial consultants can offer you one-on-one planning, available at no additional cost to you,6 to help you create a personalized retirement portfolio, based on your goals and your plan’s investment options.
- If you work with a third-party Registered Investment Adviser, we have the services and support to help your adviser manage your TIAA accounts.

Customized retirement income strategy
Our retirement income options allow our financial consultants to offer targeted education to help illustrate a variety of options to aid you in planning for a retirement aligned with your budget and income needs.

Wherever you are, we’re there.
In person, by phone and online. We look at your whole financial picture—where you are today, what’s important to you and where you want to be at retirement—to assist you in developing a course of action to help reach your goals.
- Knowledgeable TIAA financial consultants are available to meet with you face-to-face or by phone, and to conduct retirement planning workshops at your location.
- **24/7 web-based tools** and information at [TIAA.org](https://www.tiaa.org) give you access to:
  - Retirement Advisor, a do-it-yourself advice tool
  - Retirement Income Planner to explore your income options
  - 360° Financial View to see all your TIAA and other financial accounts in one place
  - Myretirement.org, an online community for retirees
  - TIAA.org/webinars to register for upcoming live webinars

Learn more about what makes TIAA different at [https://www.tiaa.org/public/why-tiaa/why-we-are-different](https://www.tiaa.org/public/why-tiaa/why-we-are-different)
1 TIAA retirement plans are not available to the general public but instead are offered through employers who have selected TIAA as a retirement plan provider. Depending on your employer’s plan, not all products may be available to participants.

2 Subject to TIAA’s claims-paying ability. TIAA Traditional is a guaranteed insurance contract and not an investment for federal securities law purposes.

3 Morningstar ratings are based on each mutual fund or variable annuity account’s lowest-cost share class and include U.S. open-end mutual funds, CREF Variable Accounts and the Life Funds. The Morningstar Rating™ - or “star rating” - is calculated for managed products (including mutual funds, variable annuity and variable life subaccounts, exchange-traded funds, closed-end funds and separate accounts) with at least a three-year history. Exchange-traded funds and open-ended mutual funds are considered a single population for comparative purposes. The rating is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product’s monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. Morningstar ratings may be higher or lower on a monthly basis. The top 10% of funds or accounts in each product category receive five stars, the next 22.5% receive four stars and the next 35% receive three stars. The overall star ratings are Morningstar’s published ratings, which are derived from weighted averages of the performance figures associated with the three-, five-, and 10-year (if applicable) Morningstar rating metrics for the period ended June 30, 2019. Morningstar is an independent service that rates mutual funds. Past performance cannot guarantee future results. For current performance and ratings, please visit TIAA.org/public/tcfpi/InvestResearch.

4 Source: Morningstar Direct, June 30, 2019. Excludes the class W shares, which are not available for purchase by retail investors.

5 For its stability, claims-paying ability and overall financial strength, Teachers Insurance and Annuity Association of America (TIAA) is a member of one of only three insurance groups in the United States to currently hold the highest rating available to U.S. insurers from three of the four leading insurance company rating agencies: A.M. Best (A++ as of 6/19), Fitch (AAA as of 05/19) and Standard & Poor’s (AA+ as of 8/19), and the second highest possible rating from Moody’s Investors Service (Aa1 as of 8/19). There is no guarantee that current ratings will be maintained. The financial strength ratings represent a company’s ability to meet policyholders’ obligations and do not apply to variable annuities or any other product or service not fully backed by TIAA’s claims-paying ability. The ratings also do not apply to the safety or the performance of the variable accounts, which will fluctuate in value.

6 Advice is provided on retirement plan assets using a third-party tool from Morningstar Investment Management, LLC.

This material is for informational or educational purposes only and does not constitute investment advice under ERISA. This material does not take into account any specific objectives or circumstances of any particular investor, or suggest any specific course of action. Investment decisions should be made based on the investor’s own objectives and circumstances.

You should consider the investment objectives, risks, charges and expenses carefully before investing. Please call 877-518-9161 for current product and fund prospectuses that contain this and other information. Please read the prospectuses carefully before investing.

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

Investment products may be subject to market and other risk factors. See the applicable product literature, or visit TIAA.org for details.

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