

Helping customers pursue financial well-being

Founded 100 years ago by one of history's great philanthropists, Andrew Carnegie, TIAA is committed to helping institutions and individuals pursue positive outcomes through an array of global, diversified financial services and a long-term investment perspective.

Having grown into a Fortune 100 financial services organization, we are grounded by our core values, committed to responsible investing and dedicated to being a force for good, building on our legacy of serving the broad financial needs of those who make a difference in the world.

By the numbers

<p>FOUNDED IN 1918</p>		<p>397 offices in 19 countries</p>	<p>More than 16,500 employees¹</p>
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<p>Our customers</p>	<p>5M individuals</p>	<p>More than 15,000 institutions serviced by TIAA²</p>
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<p>\$1T in assets under management with holdings in more than 50 countries³</p>	<p>1,050 More than 1,050 financial advisors⁴</p>	<p>More than \$394B in benefits paid since 1918⁵</p>
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- According to a recent survey of 18 providers, TIAA is the largest manager of qualified plan stable value assets with **\$163.5 billion** in stable value accumulation values.⁶
- TIAA is the #1 not-for-profit retirement market provider in assets and participant accounts.⁷
- Paid **\$4.8 billion to retired clients** in 2016, including 31,000 annuitants over the age of 90.
- TIAA Traditional has credited interest rates higher than the guaranteed minimum under one or more contracts every year since 1948.⁸

Investment performance and ratings

98%

of TIAA-CREF mutual funds and CREF variable annuities have **expense ratios below the median of their respective Morningstar categories**⁹

- **72%** of TIAA-CREF mutual funds and CREF variable annuities received an overall Morningstar rating of **4 or 5 stars** across all asset classes, (40% 4 stars and 32% 5 stars).¹³
- Among the highest rated insurance companies in the U.S. by the four leading rating agencies: A.M. Best, Fitch, Moody's Investors Service and Standard & Poor's¹⁴

1st 

Largest global agricultural investor¹⁰

2nd 

Largest grower of wine grapes by acreage in the United States¹¹

3rd 

Largest commercial real estate manager in the world¹²

Diversity and inclusion, community service, awards and recognition

100 BEST 

Companies for Working Mothers by Working Mother, 2011-2017

Top **10** 

Not-for-Profit Companies for Executive Women National Association of Female Executives, 2017



One of DiversityInc's **Top 50 Companies for the fifth year in a row**

100% rating on the **Human Rights Campaign's Corporate Equality Index**



16,000

hours volunteered by employees in local communities¹⁵



THOMSON REUTERS
LIPPER FUND AWARDS

**2013-2017
BEST OVERALL
LARGE FUND COMPANY**

5 CONSECUTIVE YEARS¹⁶

2017 **WORLD'S MOST ETHICAL COMPANIES™**
WWW.ETHISPHERE.COM



DALBAR ranks our websites at the top¹⁷

- **#1** Plan Sponsor
- **#1** Life Insurance
- **#4** Mutual Funds
- **#1** Participant

The Thomson Reuters Lipper Large Fund Awards are based on a review of 36 companies 2012, 48 companies 2013 and 2014, 37 companies 2015, and 34 companies 2016 risk-adjusted performance.

1. Includes TIAA affiliate companies.
2. Includes unique institutional clients serviced by TIAA for either retirement or Keogh plans (prior versions of this fact-sheet utilized a more broadly inclusive definition of "institutions").
3. Based on assets under management across Nuveen Investments affiliates and TIAA investment management teams as of December 31, 2017.
4. Includes all Wealth Management Advisors and Financial Consultants
5. As of December 31, 2016. Other benefits from TIAA include: Surrender benefits and other withdrawals, death benefits, health insurance and disability insurance benefits, and all other policy proceeds paid.
6. Source: LIMRA1Q2Q 2017 Stable Value and Funding Agreement Product Survey. Based on a survey of 15 insurance companies and 3 banks reporting \$637.0 billion in stable value amounts associated with qualified stable value assets. TIAA ranked first in total values.
7. Based on data from 55 providers in PLANSPONSOR magazine's 2017 DC Recordkeeping Survey, combined 457, 403(b) and money purchase plan data as of 12/31/16.
8. Past performance is no guarantee of future results. Any guarantees under annuities issued by TIAA are subject to TIAA's claims-paying ability. TIAA Traditional is a guaranteed insurance contract and not an investment for federal securities law purposes.
9. Based on Morningstar Direct (as of 12/31/17) expense comparisons by category, excluding Money Market products. Actual percentage is 98.14%. TIAA-CREF mutual fund and CREF variable annuity products are subject to various fees and expenses, including but not limited to management, administrative, and distribution fees; our variable annuity products have an additional mortality and expense risk charge.
10. Pensions & Investments, October 16, 2017. Rankings based on worldwide farmland assets under management as of June 30, 2017, reported by each responding asset manager.
11. American/Western Fruit Grower's annual Top 100 Growers report, September 13, 2014. Rankings are according to 2013 acreage; farms must be owned or leased by one company that is responsible for maintaining it. Acreage information is compiled based on grower feedback, industry analysis, and estimates based on past production.
12. Pensions & Investments, October 16, 2017. Rankings based on total worldwide real estate assets under management, net of leverage, as of June 30, 2017 reported by each responding asset manager.
13. Morningstar ratings are based on each mutual fund (institutional share class) or variable annuity account's (lowest cost) share class and include U.S. open-end mutual funds, CREF Variable Accounts and the Life Funds. Actual percentages are 40.5% 4 stars and 31.6% 5 stars. 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 December 31, 2017. 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/investment-performance.
14. For stability, claims-paying ability and overall financial strength, Teachers Insurance and Annuity Association of America (TIAA) and TIAA-CREF Life Insurance Company (TIAA Life) are 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: A.M. Best (A++ rating affirmed as of June 2017), Fitch (AAA rating affirmed as of November 2017) and Standard & Poor's (AA+ rating affirmed as of August 2017) and the second-highest possible rating from Moody's Investors Service (Aa1 rating affirmed as of August 2017). There is no guarantee that current ratings will be maintained. Ratings represent a company's ability to meet policyholders' obligations and do not apply to any product or service not fully backed by the issuer's claims-paying ability. The ratings also do not apply to the safety or the performance of the variable accounts or mutual funds, which will fluctuate in value.
15. As of December 31, 2017.
16. The Lipper 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 ended 11/30/12 (36 fund companies), 11/30/13 (48), 11/30/14 (48), 11/30/15 (37) and 11/30/16 (34) with at least five equity, five bond or three mixed-asset portfolios. For the Mixed-Assets category TIAA ranked against 39 and 36 fund families for the three-year period ended 11/30/15 and 11/30/16, respectively. Note these funds pertain to mutual funds within the TIAA-CREF group of mutual funds; other funds distributed by Nuveen Securities were not included. From Thomson Reuters Lipper Awards, ©2017 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. Past performance does not guarantee future results. Certain funds have fee waivers in effect. Without such waivers ratings could be lower. For current performance and rankings, please visit the Research and Performance section on TIAA.org.
17. DALBAR's WebMonitor program continuously analyzes financial services websites to evaluate their effectiveness in maximizing their online presence by incorporating content and functionality in a consistent, appealing and user-friendly manner. DALBAR regularly publishes key findings of competitive intelligence and benchmarking data, spotlighting notable trends, best practices, and industry leaders as of 9/30/17.

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

You should consider the investment objectives, risks, charges, and expenses carefully before investing. Please call 877-518-9161 or go to TIAA.org/prospectuses for a current prospectus that contains this and other information. Please read the prospectus carefully before investing.

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