



Q4 2016

TIAA: Created to Serve. Built to Perform.

Our family of businesses further strengthens our position as a leading financial services provider:

- Churchill Asset Management
- Covariance
- Envisage
- Greenwood Resources
- Kaspick
- MyVest
- Nuveen Investments
- TIAA-CREF Life Insurance Company (TIAA Life)
- TIAA Direct®
- TH Real Estate
- TIAA-CREF Tuition Financing, Inc.
- Westchester Group

For more information visit TIAA.org.

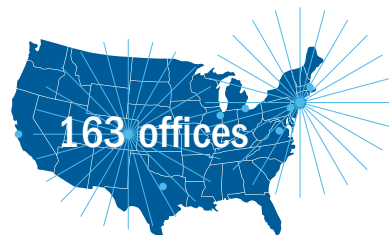
TIAA is a Fortune 100 financial services organization dedicated to helping our clients achieve financial well-being.

We were founded nearly a century ago as the vision of one of history's great philanthropists, Andrew Carnegie, to make a difference in the lives of teachers. Since then, we have helped millions at academic, medical, research and cultural organizations—the people whose work makes the world a better place—retire with financial security.

Today, we are a global asset manager with award-winning performance and \$907 billion in assets under management. Our investment model and long-term approach aim to benefit the 5 million people and more than 16,000 institutions we serve.

As we pursue powerful performance that drives better outcomes for our clients, we are committed to growing, innovating, continually improving and building on our proud history of diversity and inclusion.

By the numbers



founded in **1918** | over **13,000** employees¹



More than **830** financial advisors

Our customers

 **5M** individuals

 more than **16,000** institutions²

- TIAA is the not-for-profit retirement market leader.³
- Paid **\$4.8 billion** to retired clients in 2015, including **31,000 annuitants** over the age of 90
- TIAA is the largest manager of qualified plan stable value assets with \$158 billion in stable value accumulation values.⁴
- TIAA Traditional has credited interest rates higher than the guaranteed minimum under one or more contracts every year since 1948.⁵
- On average, we estimate that participants have been on track to replace an estimated 90% of their income at retirement.⁶

BUILT TO PERFORM.

CREATED TO SERVE.



67% of TIAA-CREF mutual funds and CREF variable annuities received an overall Morningstar rating of 4 or 5 stars across all asset classes; conversely, only 4% of TIAA-CREF funds and CREF accounts have less than a 3-star rating, which speaks to the overall strength of our platform. (45% 4 stars and 21% 5 stars).⁹

Assets, investment performance and ratings

over
\$431B

in benefits paid since 1918⁷

\$907B

in assets under management with holdings in more than 50 countries⁸

99%

of TIAA-CREF mutual funds and CREF variable annuities have expense ratios below the median of their respective Morningstar categories¹⁰

1st

Largest global agricultural investor¹²

2nd

Largest grower of wine grapes by acreage in the United States¹³

3rd

Largest commercial real estate manager in the world¹⁴



TIAA is among the highest rated insurance companies in the U.S. by the four leading insurance company rating agencies: A.M. Best, Fitch, Moody's Investors Service and Standard & Poor's¹⁵

Awards and recognition



100 Best Companies for Working Mothers by *Working Mother* 2011-2016



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



THOMSON REUTERS LIPPER FUND AWARDS
2013-2016
BEST OVERALL
LARGE FUND COMPANY
4 CONSECUTIVE YEARS

The Thomson Reuters Lipper Fund Awards are based on a review of 36 companies 2012 and 48 companies 2013, 2014 and 37 companies 2015 risk-adjusted performance.²¹



DALBAR ranks our websites at the top¹⁶

- #1 Plan Sponsor
- #1 Life Insurance
- #5 Mutual Funds
- #1 Participant



Elite 100 InformationWeek, 2016



Top 10 Companies for Executive Women
National Association of Female Executives, 2016



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

1. Includes TIAA affiliate companies.
2. Includes both unique institutional clients with retirement plans in TIAA and Nuveen Investments, and those with Keogh plans.
3. Source: LIMRA Secure Retirement Institute, Not-for-Profit Market Survey, third-quarter 2016 results. Based on a survey of 26 companies. TIAA ranked first in total assets. Ranking does not reflect investment performance.
4. Source: LIMRA 1Q2Q 2016 Stable Value and Funding Agreement Product Survey. Based on a survey of 16 insurance companies and 5 banks reporting \$671.0 billion in stable value amounts associated with both qualified plan arrangements and non-qualified arrangements. TIAA, with TC Life, ranked first in total values.
5. Guarantees are subject to TIAA's claims-paying ability.
6. Please note: an individual's income replacement ratio will vary from the study's estimated rate based on a number of unique individual factors. Study results are not intended to project an individual's actual ratio. The TIAA Retirement Income Index data is as of 12/31/2015 and it is based on 641,895 actively contributing participants from 450 TIAA record-kept plans. Using the participant's current salary, age, contribution rates (employer/employee), asset allocation, and an assumed retirement age of 67, TIAA leverages the advice engine from Morningstar Investment Management, LLC, an independent expert retained by TIAA, to calculate the projected retirement income stream (including estimated Social Security benefits) in current dollars as a percentage of current salaries using Monte Carlo analysis (500 total simulations). The results indicate the participant's 70% probability of achieving the retirement goal. A lower probability of success is associated with better (and less likely) estimated income; a higher probability is associated with lower estimated income. Please note the median income replacement ratio based on the analysis above is 87%. The Morningstar tool's advice is based on statistical projections of the likelihood that an individual will achieve their retirement goals. The projections rely on financial and economic assumptions of historical rates of return of various asset classes that may not reoccur in the future, volatility measures and other facts, as well as information the individual provides. IMPORTANT: Projections, and other information generated through the Retirement Income Index and the Morningstar tool regarding the likelihood of various investment outcomes, are hypothetical, do not reflect actual investment results, and are not a guarantee of future results. Results may vary with each use and over time.
7. Through December 31, 2015. Other benefits from TIAA and CREF include: Additional amounts paid on TIAA Traditional annuity contracts above the guaranteed rate, surrender benefits and other withdrawals, death benefits, health insurance and disability insurance benefits, and all other policy proceeds paid.
8. Based on assets under management across Nuveen, Kaspick, Covariance and TIAA-CREF Trust Co. as of December 31, 2016.
9. 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. For a fund or account with multiple share classes and the same pricing, the share class with the longest performance history is used. 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, 2016. 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.
10. Based on Morningstar Direct (as of 12/31/16) expense comparisons by category, excluding Money Market products. Actual percentage is 99.38%. 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.
11. 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, 11/30/13, 11/30/14 and 11/30/15 respectively. TIAA was ranked among 36 fund companies in 2012 48 fund companies in 2013 and 2014 and 37 fund companies in 2015 with at least five equity, five bond, or three mixed-asset portfolios. Classification averages are calculated with all eligible share classes for each eligible classification. The calculation periods extend over 36, 60, and 120 months. The highest Lipper Leader for Consistent Return (Effective Return) value within each eligible classification determines the fund classification winner over three, five, or ten years. A detailed awards methodology can be found at <http://excellence.thomsonreuters.com/award/lipper>. From Thomson Reuters Lipper Awards, ©2016 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. For current performance and rankings, please visit the Research and Performance section on TIAA.org. Past performance does not guarantee future results.
12. *Pensions & Investments*, October 1, 2016. Rankings based on worldwide farmland assets under management as of June 30, 2016 reported by each responding asset manager.
13. 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.
14. *Pensions & Investments*, October 3, 2016. Rankings based on total worldwide real estate assets under management, net of leverage, as of June 30, 2016 reported by each responding asset manager.
15. 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 August 2016)**, **Fitch (AAA rating affirmed as of August 2016)** and **Standard & Poor's (AA+ rating affirmed as of November 2016)** and the second highest possible rating from **Moody's Investors Service (Aa1 rating affirmed as of August 2016)**. 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, which will fluctuate in value.
16. 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.



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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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