## City of Sacramento

3Q2020: Board Report



## Table of Contents

Section 1: Administration
Section 2: Plan Demographics
Section 3: Participant Experience
Section 4: Service Recap
Section 5: Explicit Asset Fee Summary
Section 6: Fee Normalization Calculation
Section 7: Service Level Agreements
Section 8: Schwab
Section 9: Your Dedicated Team

Administration Report

## 3Q20: Balance Sheet

|  | 457 |  | 401(a) <br> Management |  | $\begin{gathered} \text { 401(a) } \\ \text { WCOE, L39 Supv } \\ \hline \end{gathered}$ |  | 401(a) <br> City Council |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Balance as of 07/01/2020 | \$ | 428,431,598.25 | \$ | 101,347,318.84 | \$ | 14,025,861.12 | \$ | 680,312.04 | \$ | 544,485,090.25 |
| RECEIPTS: |  |  |  |  |  |  |  |  |  |  |
| Contribs/Loans/Roll-ins | \$ | 7,797,704.18 | \$ | 2,222,152.20 | \$ | 317,514.10 | \$ | 21,132.09 | \$ | 10,358,502.57 |
| Int/Dividend | \$ | 1,892,252.59 | \$ | 742,804.88 | \$ | 62,225.87 | \$ | 13,436.62 | \$ | 2,710,719.96 |
| Fees | \$ | (176,796.22) | \$ | (43,430.13) | \$ | (7,749.42) | \$ | (230.17) | \$ | $(228,205.94)$ |
|  | \$ | 9,513,160.55 | \$ | 2,921,526.95 | \$ | 371,990.55 | \$ | 34,338.54 | \$ | 12,841,016.59 |
| DISTRIBUTIONS: |  |  |  |  |  |  |  |  |  |  |
| Distributions/Loans/Roll-outs | \$ | 6,898,027.46 | \$ | 831,295.04 | \$ | 98,748.87 | \$ | - | \$ | 7,828,071.37 |
|  | \$ | 6,898,027.46 | \$ | 831,295.04 | \$ | 98,748.87 | \$ | - | \$ | 7,828,071.37 |
|  |  |  |  |  |  |  |  |  |  |  |
| Gain/Loss | \$ | 23,907,233.06 | \$ | 5,416,599.62 | \$ | 775,507.90 | \$ | 28,598.20 | \$ | 30,127,938.78 |
|  |  |  |  |  |  |  |  |  |  |  |
| Schwab PCRA | \$ | 2,161,676.53 | \$ | 315,815.79 | \$ | - | \$ | - | \$ | 2,477,492.32 |
| Loan Balance | \$ | 6,118,721.99 | \$ | 1,514,611.94 | \$ | 210,321.86 | \$ | - | \$ | 7,843,655.79 |
| Total Balance as of 09/30/2020 | \$ | 463,234,362.92 | \$ | 110,684,578.10 | \$ | 15,284,932.56 | \$ | 743,248.78 | \$ | 589,947,122.36 |

## Historical Growth



457(b): Asset Growth*

*Does not include Loans and Schwab

## 457(b): Contributions \& Distributions


*Rolling 5 quarter average

## 457(b): Contributions Breakdown



457(b): Distribution Breakdown Dollar Amount*

*Does not include loans or internal plan to plan rollovers/transfers
City of Sacramento

## 457(b): Distribution Breakdown Transaction Amount


*Does not include loans or internal plan to plan rollovers/transfers
City of Sacramento

## 457 (b) Loan Activity




## 457(b) Loans Activity Summary



## Plan Demographics

## 457(b) Participation Summary


"Inactive" refers to a participant who is not contributing but not in payout

## 457(b) Participant Count by Age Group



## 457(b) Average Account Balance by Age Group


*Includes Loan Principal Amount and Loan Default Principal Amount

## 457(b) Average Annualized Participant Contribution by Age Group



## 457(b) Assets by Asset Class



## 457(b) Contributions by Asset Class


*Does not include Loans and Rollovers In

## Participant Experience

## 457(b) Participant Website Usage



## 457(b) Website Device Usage



## 457(b) Participant Call Center



## Service Recap

## CITY OF SACRAMENTO SERVICE RECAP

NATIONWIDE RETIREMENT SOLUTIONS

## 09/30/2020

## Quick Plan Facts

|  | As of 9/30/2020 |
| :--- | :---: |
| Total Participant Count | 4756 |
| New Enrollments YTD | 203 |
| Transfers/Rollovers into Plan YTD | $67=\$ 1,795,204$ |

## 3nd Quarter Consultations, Meetings, and Site Visits

| Activity | Result |
| :--- | :--- |
| Individual Consultations | 414 |
| Online Scheduling Appointments | 199 |
| Phone Appointments (Switched from <br> in person to virtual because of <br> Shelter in Place) 3/17-3/31 | 414 (same as Individual Consultations) |
| Group Meetings | 13 Meetings with 263 Attendees *(See Note Below) |
| Unique Locations Visited | 0 |
| Site Visits | 0 |
| Retirement Readiness Reports | 80 |

## Education Campaigns/Flyers/Calls/Emails

No Beneficiary on File
No Beneficiary on File
Have 401 but no 457
Appointment Reminder
Welcome New PD Officers

EMAILED 369
CALLS 112
EMAILED 114
EMAILED 4700
EMAILED 25
*WEBINAR SERIES: The NorCal Retirement Specialist Team hosted two sets of webinars over the third quarter. One per week for 5 weeks. Then, again a few weeks later.
Topics were:
Retirement 101 // Retirement Myths // Women \& Retirement // Risk vs Reward // Online Planning Tools

## Local Nationwide Service Team

Rick Watson- Retirement Specialist/916-633-0010/ rick.watson@nationwide.com
John Steggell - Managing Director/310-245-7436/ steggj2@nationwide.com
Jake Sours - Program Director/916-708-1320/soursj1@nationwide.com

## Explicit Asset Fee Summary

## 1079 - Explicit Asset Fee Report

| Accounting Group: | 21 |
| :--- | :--- |
| Plan Sponsor Name: | CITY OF SACRAMENTO |
| Plan Name: | CITY OF SACRAMENTO |
| Plan ID: | $0055515-001 / 0055516-001 / 0055517-001 / 0055518-001$ |
| IRS Code: | Summary of all plans |
| Payee: | NRS |


|  | NRS Fee Amount |
| :---: | :---: |
| July 457 | \$11,401.31 |
| July Management 401A | \$2,702.25 |
| July City Council 401A | \$18.28 |
| July WCOE 401A | \$370.07 |
| July Total | \$14,491.91 |
|  |  |
| August 457 | \$11,816.12 |
| August Management 401A | \$2,814.44 |
| August City Council 401A | \$19.12 |
| August WCOE 401A | \$386.69 |
| August Total | \$15,036.37 |
|  |  |
| September 457 | \$11,234.74 |
| September Management 401A | \$2,683.64 |
| September City Council 401A | \$18.29 |
| September WCOE 401A | \$368.53 |
| September Total | \$14,305.20 |
|  |  |
| Q3 2020 Revenue Total | \$43,833.48 |

Fee Normalization Calculation

RS Code: 457
Report Period: 01-Jul-2020 to 30-Sep-2020

| Fund Name | Fund | Ticker | $07 / 31 / 2020$ <br> Account Value | 08/31/2020 <br> Account Value | 09/30/2020 Account Value | $\begin{gathered} \text { Jul-2020 } \\ \text { Annual Fund } \\ \text { Srvc Fee Rate } \end{gathered}$ | Aug-2020 Annual Fund Srvc Fee Rate | Sep-2020 Annual Fund Srvc Fee Rate | 3 Q2020 Fund Service Fee Payment Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| American Century Investments One Choice 2020 Portfolio - Class R6 | NTV399 | ARBDX | \$7,074,988 | \$7,058,660 | \$6,712,175 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2025 Portfolio - Class R6 | NTV400 | ARW DX | \$8,258,975 | \$8,119,325 | \$7,999,479 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2030 Portfolio - Class R6 | NTV401 | ARCUX | \$11,447,575 | \$11,298,127 | \$11,363,572 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2035 Portfolio - Class R6 | NTV402 | ARLDX | \$6,927,421 | \$7,194,495 | \$7,065,887 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2040 Portfolio - Class R6 | NTV403 | ARDUX | \$7,586,424 | \$7,729,771 | \$7,619,084 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2045 Portfolio - Class R6 | NTV404 | ARDOX | \$2,034,764 | \$2,131,922 | \$2,066,696 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2050 Portfolio - Class R6 | NTV405 | ARFEX | \$1,966,133 | \$2,068,847 | \$2,061,204 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2055 Portfolio - Class R6 | NTV406 | AREUX | \$1,353,760 | \$1,350,878 | \$1,370,053 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2060 Portfolio - Class R6 | NTV407 | ARGDX | \$1,404,518 | \$1,461,494 | \$1,471,380 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice In Retirement Portfolio - Class R6 | NTV408 | ARDTX | \$9,268,279 | \$9,475,506 | \$8,807,686 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Mid Cap Value Fund - Class R6 | NTV398 | AMDVX | \$11,762,895 | \$12,017,501 | \$11,743,406 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| BlackRock Global Allocation Fund - Institutional Class | NTV390 | MALOX | \$176,976 | \$184,329 | \$207,452 | 0.250\% | 0.250\% | 0.250\% | \$119 |
| Columbia High Yield Bond Fund Class R5 | NTV391 | RSHRX | \$8,076,277 | \$8,380,420 | \$8,264,117 | 0.100\% | 0.100\% | 0.100\% | \$2,071 |
| Fidelity Contrafund K6 | NTV789 | FLCNX | \$57,012,987 | \$61,395,509 | \$58,089,747 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Goldman Sachs Global Core Fixed Income Fund - Institutional Class | NTV393 | GSGLX | \$556,583 | \$593,936 | \$624,924 | 0.050\% | 0.050\% | 0.050\% | \$74 |
| Goldman Sachs Large Cap Growth Insights Fund - Institutional Class | NTV392 | GCGIX | \$22,124,115 | \$23,695,152 | \$22,663,835 | 0.150\% | 0.150\% | 0.150\% | \$8,608 |
| Invesco Developing Markets Fund - Class R6 | NTV08X | ODVIX | \$8,262,910 | \$8,103,567 | \$8,056,456 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Invesco Discovery Fund - Class R6 | NTV412 | ODIIX | \$9,934,499 | \$10,381,904 | \$10,266,661 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Invesco Oppenheimer International Growth Fund - Class R6 | NTV01X | OIGIX | \$20,113,725 | \$20,229,973 | \$20,448,037 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| iShares MSCI EAFE International Index Fund - Institutional Shares | NTV409 | MAIIX | \$14,070,697 | \$14,509,730 | \$14,183,098 | 0.050\% | 0.050\% | 0.050\% | \$1,792 |
| JPMorgan Small Cap Equity R5 | NTV09X | JSERX | \$10,667,621 | \$10,920,030 | \$10,432,207 | 0.100\% | 0.100\% | 0.100\% | \$2,684 |
| Loan | LXM001 |  | \$6,312,683 | \$6,299,080 | \$6,146,370 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| MFS Mid Cap Growth Fund - Class R6 | NTV411 | OTCKX | \$19,072,193 | \$19,505,513 | \$19,053,930 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| MFS Value Fund - Class R6 | NTV442 | MEIKX | \$22,393,865 | \$23,140,617 | \$22,774,948 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Nationwide Bailard International Equities Fund - R6 Class | NTV07U | NWHMX | \$1,398,346 | \$1,429,112 | \$1,380,064 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Nationwide Fixed Fund | NWG272 |  | \$97,228,242 | \$100,280,638 | \$101,725,501 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| PGIM Total Return Bond Fund - Class Z | NTV395 | PDBZX | \$20,736,705 | \$22,010,059 | \$22,390,711 | 0.250\% | 0.250\% | 0.250\% | \$13,640 |
| PIMCO Income Fund: Institutional Class | NTV394 | PIMIX | \$5,692,989 | \$6,002,103 | \$6,106,904 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Schwab Personal Choice Retirement Account | SDM001 |  | \$1,931,118 | \$2,265,105 | \$2,173,618 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| TIAA-CREF Real Estate Securities Fund - Institutional Class | NTV396 | TIREX | \$10,252,760 | \$10,171,022 | \$9,914,158 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard 500 Index Fund - Admiral Shares | NTV135 | VFIAX | \$37,143,330 | \$38,994,264 | \$37,341,150 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard Mid-Cap Index Fund - Admiral Shares | NTV154 | VIMAX | \$10,721,149 | \$10,796,760 | \$10,557,199 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard(R) Small-Cap Value Index Fund - Institutional Shares | NTV397 | VSIIX | \$2,258,577 | \$2,340,087 | \$2,192,241 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Total |  |  | \$455,224,078 | \$471,535,438 | \$463,273,953 |  |  |  | \$28,987 |

The information contained on this report is confidential and proprietary to Nationwide Retirement Solutions. It is therefore not subject to disclosure to a third party via the Freedom of Information Act or any other means

Fee Normalization Calculation
Plan Sponsor Name: CITY OF SACRAMENTO MANAGEMENT 401A
Plan ID: 005551600
IRS Code: 401A
Report Period: 01-Jul-2020 to 30-Sep-2020

| Fund Name | Fund | Ticker | 07/31/2020 <br> Account <br> Value | 08/31/2020 <br> Account <br> Value | $09 / 30 / 2020$ <br> Account Value | $\begin{gathered} \text { Jul-2020 } \\ \text { Annual Fund } \\ \text { Srvc Fee Rate } \end{gathered}$ | Aug-2020 Annual Fund Srvc Fee Rate | Sep-2020 Annual Fund Srvc Fee Rate | 3Q2020 Fund Service Fee Payment Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| American Century Investments One Choice 2020 Portfolio - Class R6 | NTV399 | ARBDX | \$3,674,080 | \$3,770,722 | \$3,711,300 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2025 Portfolio - Class R6 | NTV400 | ARW DX | \$2,669,234 | \$2,695,156 | \$2,934,367 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2030 Portfolio - Class R6 | NTV401 | ARCUX | \$3,379,507 | \$3,420,737 | \$3,397,519 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2035 Portfolio - Class R6 | NTV402 | ARLDX | \$2,510,960 | \$2,609,475 | \$2,596,432 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2040 Portfolio - Class R6 | NTV403 | ARDUX | \$1,751,022 | \$1,849,883 | \$1,772,365 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2045 Portfolio - Class R6 | NTV404 | ARDOX | \$859,192 | \$896,203 | \$898,082 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2050 Portfolio - Class R6 | NTV405 | ARFEX | \$1,084,894 | \$1,149,687 | \$1,162,953 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2055 Portfolio - Class R6 | NTV406 | AREUX | \$644,179 | \$693,546 | \$697,294 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2060 Portfolio - Class R6 | NTV407 | ARGDX | \$157,193 | \$119,848 | \$123,769 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice In Retirement Portfolio - Class R6 | NTV408 | ARDTX | \$3,314,301 | \$3,392,332 | \$3,349,798 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Mid Cap Value Fund - Class R6 | NTV398 | AMDVX | \$2,772,002 | \$2,798,236 | \$2,763,053 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| BlackRock Global Allocation Fund - Institutional Class | NTV390 | MALOX | \$69,110 | \$76,644 | \$84,487 | 0.250\% | 0.250\% | 0.250\% | \$48 |
| Columbia High Yield Bond Fund Class R5 | NTV391 | RSHRX | \$2,081,247 | \$2,157,947 | \$2,175,408 | 0.100\% | 0.100\% | 0.100\% | \$537 |
| Fidelity Contrafund K6 | NTV789 | FLCNX | \$9,183,390 | \$9,977,530 | \$9,526,614 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Goldman Sachs Global Core Fixed Income Fund - Institutional Class | NTV393 | GSGLX | \$224,738 | \$243,218 | \$244,145 | 0.050\% | 0.050\% | 0.050\% | \$30 |
| Goldman Sachs Large Cap Growth Insights Fund - Institutional Class | NTV392 | GCGIX | \$6,200,989 | \$6,745,833 | \$6,226,661 | 0.150\% | 0.150\% | 0.150\% | \$2,410 |
| Invesco Developing Markets Fund - Class R6 | NTV08X | ODVIX | \$2,175,349 | \$2,150,417 | \$2,151,390 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Invesco Discovery Fund - Class R6 | NTV412 | ODIIX | \$1,941,785 | \$1,942,305 | \$1,955,345 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Invesco Oppenheimer International Growth Fund - Class R6 | NTV01X | OIGIX | \$4,489,488 | \$4,505,333 | \$4,639,323 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| iShares MSCI EAFE International Index Fund - Institutional Shares | NTV409 | MAIIX | \$3,443,295 | \$3,563,340 | \$3,498,253 | 0.050\% | 0.050\% | 0.050\% | \$440 |
| JPMorgan Small Cap Equity R5 | NTV09X | JSERX | \$2,649,095 | \$2,747,828 | \$2,636,985 | 0.100\% | 0.100\% | 0.100\% | \$673 |
| Loan | LXM001 |  | \$1,560,134 | \$1,537,803 | \$1,514,612 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| MFS Mid Cap Growth Fund - Class R6 | NTV411 | OTCKX | \$3,703,670 | \$3,799,235 | \$3,647,004 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| MFS Value Fund - Class R6 | NTV442 | MEIKX | \$5,042,322 | \$5,255,039 | \$5,246,917 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Nationwide Bailard International Equities Fund - R6 Class | NTV07U | NWHMX | \$373,589 | \$392,639 | \$386,612 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Nationwide Fixed Fund | NWG272 |  | \$16,663,500 | \$17,442,767 | \$17,578,215 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| PGIM Total Return Bond Fund - Class Z | NTV395 | PDBZX | \$5,330,610 | \$5,772,693 | \$5,720,366 | 0.250\% | 0.250\% | 0.250\% | \$3,523 |
| PIMCO Income Fund: Institutional Class | NTV394 | PIMIX | \$1,906,138 | \$1,967,295 | \$1,993,984 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Schwab Personal Choice Retirement Account | SDM001 |  | \$311,354 | \$325,747 | \$319,324 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| TIAA-CREF Real Estate Securities Fund - Institutional Class | NTV396 | TIREX | \$2,884,343 | \$2,887,054 | \$2,844,884 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard 500 Index Fund - Admiral Shares | NTV135 | VFIAX | \$11,368,984 | \$11,885,814 | \$11,365,456 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard Mid-Cap Index Fund - Admiral Shares | NTV154 | VIMAX | \$2,775,325 | \$2,786,077 | \$2,794,689 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard(R) Small-Cap Value Index Fund - Institutional Shares | NTV397 | VSIIX | \$725,613 | \$736,437 | \$730,478 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Total |  |  | \$107,920,634 | \$112,294,817 | \$110,688,086 |  |  |  | \$7,663 |

The information contained on this report is confidential and proprietary to Nationwide Retirement Solutions. It is therefore not subject to disclosure to a third party via the Freedom of Information Act or any other means

## Fee Normalization Calculation

Plan Sponsor Name: CITY OF SACRAMENTO CITY COUNCIL 401A

## Plan ID: 005551700

IRS Code: 401A
Report Period: 01-Jul-2020 to 30-Sep-2020

| Fund Name | Fund | Ticker | 07/31/2020 Account Value | 08/31/2020 <br> Account Value | 0913012020 Account Value | Jul-2020 <br> Annual Fund <br> Srvc Fee Rate | Aug-2020 Annual Fund Srvc Fee Rate | Sep-2020 <br> Annual Fund <br> Srvc Fee Rate | 3 Q2020 Fund Service Fee Payment Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| American Century Investments One Choice 2020 Portfolio - Class R6 | NTV399 | ARBDX | \$78,984 | \$81,603 | \$81,124 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2025 Portfolio - Class R6 | NTV400 | ARW DX | \$91,983 | \$96,119 | \$96,290 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2035 Portfolio - Class R6 | NTV402 | ARLDX | \$56,169 | \$58,723 | \$58,370 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2040 Portfolio - Class R6 | NTV403 | ARDUX | \$56,957 | \$59,680 | \$59,268 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice In Retirement Portfolio - Class R6 | NTV408 | ARDTX | \$90,674 | \$94,161 | \$94,194 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Mid Cap Value Fund - Class R6 | NTV398 | AMDVX | \$20,344 | \$20,858 | \$20,477 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Columbia High Yield Bond Fund Class R5 | NTV391 | RSHRX | \$7,781 | \$8,224 | \$8,119 | 0.100\% | 0.100\% | 0.100\% | \$2 |
| Fidelity Contrafund K6 | NTV789 | FLCNX | \$116,916 | \$127,441 | \$121,616 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Goldman Sachs Large Cap Growth Insights Fund - Institutional Class | NTV392 | GCGIX | \$6,684 | \$6,627 | \$6,319 | 0.150\% | 0.150\% | 0.150\% | \$2 |
| Invesco Developing Markets Fund - Class R6 | NTV08X | ODVIX | \$8,448 | \$8,101 | \$7,929 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Invesco Discovery Fund - Class R6 | NTV412 | ODIIX | \$6,766 | \$6,573 | \$6,471 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Invesco Oppenheimer International Growth Fund - Class R6 | NTV01X | OIGIX | \$16,860 | \$16,386 | \$16,435 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| iShares MSCI EAFE International Index Fund - Institutional Shares | NTV409 | MAIIX | \$14,915 | \$15,311 | \$15,038 | 0.050\% | 0.050\% | 0.050\% | \$2 |
| JPMorgan Small Cap Equity R5 | NTV09X | JSERX | \$11,883 | \$12,160 | \$11,824 | 0.100\% | 0.100\% | 0.100\% | \$3 |
| MFS Value Fund - Class R6 | NTV442 | MEIKX | \$11,037 | \$11,429 | \$11,225 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Nationwide Fixed Fund | NWG272 |  | \$18,446 | \$21,378 | \$21,416 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| PGIM Total Return Bond Fund - Class Z | NTV395 | PDBZX | \$20,973 | \$23,082 | \$23,074 | 0.250\% | 0.250\% | 0.250\% | \$14 |
| PIMCO Income Fund: Institutional Class | NTV394 | PIMIX | \$4,475 | \$4,937 | \$4,941 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| TIAA-CREF Real Estate Securities Fund - Institutional Class | NTV396 | TIREX | \$24,190 | \$24,235 | \$23,787 | 0.000\% | 0.000\% | 0.000\% | $\$ 0$ |
| Vanguard 500 Index Fund - Admiral Shares | NTV135 | VFIAX | \$24,878 | \$26,197 | \$25,393 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard Mid-Cap Index Fund - Admiral Shares | NTV154 | VIMAX | \$19,328 | \$19,768 | \$19,625 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard(R) Small-Cap Value Index Fund - Institutional Shares | NTV397 | VSIIX | \$9,869 | \$10,515 | \$10,315 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Total |  |  | \$718,560 | \$753,510 | \$743,249 |  |  |  | \$23 |

The information contained on this report is confidential and proprietary to Nationwide Retirement Solutions. It is therefore not subject to disclosure to a third party via the Freedom of Information Act or any other means

| Fund Name | Fund | Ticker | 07/31/2020 <br> Account Value | 08/31/2020 <br> Account Value | 09/30/2020 <br> Account Value | Jul-2020 <br> Annual Fund <br> Srvc Fee Rate | Aug-2020 Annual Fund Srvc Fee Rate | Sep-2020 Annual Fund Srvc Fee Rate | 3 Q2020 Fund Service Fee Payment Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| American Century Investments One Choice 2020 Portfolio - Class R6 | NTV399 | ARBDX | \$196,208 | \$187,054 | \$185,851 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2025 Portfolio - Class R6 | NTV400 | ARW DX | \$360,068 | \$370,406 | \$359,438 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2030 Portfolio - Class R6 | NTV401 | ARCUX | \$640,475 | \$666,827 | \$663,058 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2035 Portfolio - Class R6 | NTV402 | ARLDX | \$722,167 | \$756,119 | \$741,857 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2040 Portfolio - Class R6 | NTV403 | ARDUX | \$306,971 | \$319,613 | \$317,294 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2045 Portfolio - Class R6 | NTV404 | ARDOX | \$164,102 | \$179,068 | \$180,787 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2050 Portfolio - Class R6 | NTV405 | ARFEX | \$258,317 | \$275,924 | \$276,739 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2055 Portfolio - Class R6 | NTV406 | AREUX | \$240,868 | \$250,771 | \$250,938 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice 2060 Portfolio - Class R6 | NTV407 | ARGDX | \$61,879 | \$67,462 | \$67,789 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Investments One Choice In Retirement Portfolio - Class R6 | NTV408 | ARDTX | \$341,445 | \$349,997 | \$348,774 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| American Century Mid Cap Value Fund - Class R6 | NTV398 | AMDVX | \$431,201 | \$438,237 | \$426,824 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| BlackRock Global Allocation Fund - Institutional Class | NTV390 | MALOX | \$0 | \$0 | \$2,564 | 0.000\% | 0.000\% | 0.250\% | \$1 |
| Columbia High Yield Bond Fund Class R5 | NTV391 | RSHRX | \$259,811 | \$268,784 | \$265,122 | 0.100\% | 0.100\% | 0.100\% | \$67 |
| Fidelity Contrafund K6 | NTV789 | FLCNX | \$1,161,419 | \$1,258,142 | \$1,210,500 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Goldman Sachs Global Core Fixed Income Fund - Institutional Class | NTV393 | GSGLX | \$8,658 | \$8,713 | \$8,119 | 0.050\% | 0.050\% | 0.050\% | \$1 |
| Goldman Sachs Large Cap Growth Insights Fund - Institutional Class | NTV392 | GCGIX | \$629,293 | \$675,023 | \$648,557 | 0.150\% | 0.150\% | 0.150\% | \$245 |
| Invesco Developing Markets Fund - Class R6 | NTV08X | ODVIX | \$302,505 | \$296,947 | \$289,620 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Invesco Discovery Fund - Class R6 | NTV412 | ODIIX | \$256,489 | \$260,715 | \$261,113 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Invesco Oppenheimer International Growth Fund - Class R6 | NTV01X | OIGIX | \$920,383 | \$922,526 | \$928,175 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| iShares MSCI EAFE International Index Fund - Institutional Shares | NTV409 | MAIIX | \$475,653 | \$489,290 | \$477,288 | 0.050\% | 0.050\% | 0.050\% | \$60 |
| JPMorgan Small Cap Equity R5 | NTV09X | JSERX | \$477,410 | \$492,892 | \$475,592 | 0.100\% | 0.100\% | 0.100\% | \$121 |
| Loan | LXM001 |  | \$217,632 | \$213,323 | \$210,322 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| MFS Mid Cap Growth Fund - Class R6 | NTV411 | OTCKX | \$250,505 | \$258,986 | \$266,690 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| MFS Value Fund - Class R6 | NTV442 | MEIKX | \$798,111 | \$829,166 | \$820,040 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Nationwide Bailard International Equities Fund - R6 Class | NTV07U | NWHMX | \$93,630 | \$98,426 | \$99,608 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Nationwide Fixed Fund | NWG272 |  | \$2,423,587 | \$2,557,830 | \$2,541,344 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| PGIM Total Return Bond Fund - Class Z | NTV395 | PDBZX | \$689,213 | \$723,702 | \$718,043 | 0.250\% | 0.250\% | 0.250\% | \$446 |
| PIMCO Income Fund: Institutional Class | NTV394 | PIMIX | \$140,047 | \$149,571 | \$155,210 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| TIAA-CREF Real Estate Securities Fund - Institutional Class | NTV396 | TIREX | \$306,322 | \$304,985 | \$296,547 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard 500 Index Fund - Admiral Shares | NTV135 | VFIAX | \$1,296,261 | \$1,373,202 | \$1,324,217 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard Mid-Cap Index Fund - Admiral Shares | NTV154 | VIMAX | \$385,396 | \$396,129 | \$397,725 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Vanguard(R) Small-Cap Value Index Fund - Institutional Shares | NTV397 | VSIIX | \$62,486 | \$64,128 | \$69,189 | 0.000\% | 0.000\% | 0.000\% | \$0 |
| Total |  |  | \$14,878,511 | \$15,503,960 | \$15,284,933 |  |  |  | \$941 |

Summary of all Plans

| $07 / 31 / 2020$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Account |
| Value | | 08/31/2020 |
| :---: |
| Account |
| Value |$\quad$| 09/30/2020 |
| :---: |
| Account |
| Value |$\quad$| 3Q2020 Fund |
| :---: |
| Service Fee |
| Payment Amount |

The information contained on this report is confidential and proprietary to Nationwide Retirement Solutions. It is therefore not subject to disclosure to a third party via the Freedom of Information Act or any other means

## Service Level Agreements

City of Sa cramento

## Plan Administrator: Kim Lovell

| Deliverable: | Senvice Level Agreement | Penalty: | Frequency: | Q3: <br> Met/Failed | Q3: Penalty | Q3: Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Annual Satisfaction Survey | Nationwide will conduct an a nnual partic ipa nt satisfaction survey | \$2,500 1st year / \$5,000 a nnually for subsequent years | Annual | Met | \$0 | Survey scheduled for Q4 |
| Annual Satisfaction Survey Results | Nationwide will a nalyze survey results, provide executive summary and recommended actions annua lly. | \$2,500 1st year / \$4,000 for subsequent years | Annual | Met | \$0 | Survey scheduled for Q4 |
| On-Site Group Meetings | Nationwide will conduct 50 group meetings a nnually for Plan's employees. The 50 meeting count will be revisited a nnually with the Plan to determine a ppropriateness. | \$2,500 1st year / \$4,000 for subsequent years | Annual | Met | \$0 | Annual Requirement: 13 group meetings in Q3 |
| Individual Meetings | Nationwide will conduct 1,000 individual meetings a nnually for Plan's employees. The 1,000 meeting count will be revisited a nnually with the Plan to determine appropriateness. | \$2,500 1st year / \$4,000 for subsequent years | Annual | Met | \$0 | Annual Requirement: 414 individual meetings in Q3 |
| New Hire Enrollments | Nationwide will commit to enroll $50 \%$ of new hires into the 457(b) plan a nnually. This deliverable is contingent upon receiving new hire census data from the Plan in order to track and measure. | \$2,500 1st year / \$4,000 for subsequent years | Annual | Met | \$0 | Annual requirement; NRS has met this standard for 3Q 2020 |


| Total Enrollments (new hires and existing employees) | Nationwide will commit to increase new enrollments into the 457(b) plan to 185 a nnually. The 185 enrollment threshold is based on historic Plan data provided by the Plan and will be revisited annually with the Plan based on hining trends within the City. | \$2,500 1st year / \$4,000 for subsequent years | Annual | Met | \$0 | Annual requirement; NRS has met this standard for 3Q 2020 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Partic ipa nt Services | Nationwide will answer 75\% of partic ipant calls to the service center within 20 seconds a nnually. | \$2,500 1st year / \$5,000 for subsequent years | Annual | Met | \$0 | 86.06\% |
| Plan Sponsor Services | Managing Director, Program Director and/or Relationship Consultant will respond to Plan Sponsorcalls and retum calls within one business day. | \$2,500 1st year / \$4,000 for subsequent years | Annual | Met | \$0 | Annual requirement; NRS has met this standard for 3Q 2020 |
| Partic ipant Statements- Online | Nationwide will post quarterly partic ipant sta tements to the website within 15 business days of the quarter end date. | Up to \$2,500 1st year (\$625 a quarter) / \$4,000 for subsequent years (\$1,000 a quarter) paid annually | Quarterly | Met | \$0 | 10/6/2020 |
| Partic ipant <br> Statements - Mail | Nationwide will mail quarterly partic ipant sta tements (not enrolled in e-Delivery) within 15 business days of the quarter end date. | Up to $\$ 2,500$ 1st year ( $\$ 625$ a quarter) / \$4,000 for subsequent years (\$1,000 a quarter) paid annually | Quarterly | Met | \$0 | 10/6/2020 |
| Plan Sponsor <br> Statements - O nline | Nationwide will post quarterly Plan Sponsorstatements to the website within 30 business days of the quarterend date. | Up to $\$ 2,500$ 1st year (\$625 a quarter) / \$4,000 for subsequent years (\$1,000 a quarter) paid annually | Quarterly | Met | \$0 | 10/6/2020 |
| Plan Reports | Nationwide will provide quarterly reports to the Plan within 45 business days of the quarter end date. | Up to $\$ 2,500$ 1st year (\$625 a quarter) / \$4,000 for subsequent years (\$1,000 a quarter) paid annually | Quarterly | Met | \$0 | Confimed NRS hasmet this standard for 3Q 2020 |
|  |  |  |  | Total Q3 | \$0 |  |

## Schwab

## CITY OF SACRAMENTO 457

## Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

As of 9/30/2020

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 9/30/2020

| Plan Profile Information | 457 B |
| :--- | ---: |
| Plan Type | $\$ 2,173,618$ |
| Total PCRA Assets | 27 |
| Total Funded PCRA Accounts | $\mathrm{N} / \mathrm{A}$ |
| Total Roth Assets | $\mathrm{N} / \mathrm{A}$ |
| Total Funded Roth Accounts | $\$ 413,224$ |
| Total Advisor Managed PCRA Assets | 2 |
| Total Advisor Managed Funded PCRA Accounts | 5 |
| PCRA Accounts Opened This Quarter | $\$ 207,096$ |
| PCRA Assets In and Out This Quarter* | $\$ 80,504$ |



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## PCRA Participant Profile Information

Average Participant Age ..... 56
Percent Male Participants ..... 79\%
Percent Female Participants
Percent Female Participants ..... 21\% ..... 21\%
Total Assets by Category
Equities ..... \$688,579
ETFs ..... \$0
Mutual Funds ..... \$0
Average Positions Per Account
Cash Investments ..... 1.0
Equities ..... 1.3
ETFs ..... 1.4
Fixed Income ..... 0.0
Mutual Funds ..... 1.1
Other ..... 0.0
Total ..... 4.7
Average Trades Per Account
Equities ..... 2.4
ETFs ..... 3.3
Fixed Income ..... 0.0
Mutual Funds ..... 0.6
Other ..... 0.0
Total ..... 6.3

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 9/30/2020

| Top 10 Mutual Fund Holdings** |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Category | Symbol | OS* | \$MF Assets | \%MF Assets |
| T. ROWE PRICE BLUE CHIP GROWTH | Large Capitalization Stock Funds | TRBCX | Y | \$59,510 | 12.55\% |
| VANGUARD DIVIDEND GROWTH INV | Large Capitalization Stock Funds | VDIGX | N | \$50,999 | 10.75\% |
| SPROTT GOLD EQUITY INVESTOR | Specialized Funds | SGDLX | Y | \$40,183 | 8.47\% |
| LAUDUS U.S. LARGE CAP GROWTH FUND | Large Capitalization Stock Funds | LGILX | Y | \$34,031 | 7.18\% |
| PFG AMERICAN FUNDS GROWTH STRATEGY R | Large Capitalization Stock Funds | PFGGX | r | \$24,998 | 5.27\% |
| SCHWAB S\&P 500 INDEX FD | Large Capitalization Stock Funds | SWPPX | Y | \$24,555 | 5.18\% |
| AMERICAN CENTURY SELECT INV | Large Capitalization Stock Funds | TWCIX | Y | \$21,820 | 4.60\% |
| AMG YACKTMAN FOCUSED $N$ | Large Capitalization Stock Funds | YAFFX | Y | \$19,326 | 4.08\% |
| TCW SELECT EQUITIES $N$ | Large Capitalization Stock Funds | TGCNX | Y | \$16,186 | 3.41\% |
| BROWN ADVISORY SUSTAINABLE GROWTH INV | Large Capitalization Stock Funds | BIAWX | Y | \$15,693 | 3.31\% |
| Top 10 Fund Families |  |  |  |  |  |
| Name | \$MF Assets |  |  |  | \%MF Assets |
| VANGUARD | \$74,516 |  |  |  | 15.71\% |
| t Rowe price | \$72,279 |  |  |  | 15.24\% |
| LAUDUS FUNDS | \$34,031 |  |  |  | 7.18\% |
| SCHWAB | \$32,948 |  |  |  | 6.95\% |
| AMERICAN CENTURY | \$21,820 |  |  |  | 4.60\% |
| AMG FUNDS | \$19,326 |  |  |  | 4.08\% |
| TCW | \$16,186 |  |  |  | 3.41\% |
| BROWN/IA | \$15,693 |  |  |  | 3.31\% |
| FRANKLIN TEMPLETON | \$13,303 |  |  |  | 2.81\% |
| FIDELITY | \$6,240 |  |  |  | 1.32\% |

[^1]
## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of $9 / 30 / 2020$



## Top 10 ETF Holdings

| Name | Category | Symbol | OS* | \$ETF Assets | \%ETF Assets |
| :---: | :---: | :---: | :---: | :---: | :---: |
| VANGUARD INTERMEDIATE TERM CO ETF IV | US FI | VCIT | N | \$100,877 | 14.38\% |
| VANGUARD DIVIDEND APPRECIATION ETF | US Equity | VIG | N | \$51,467 | 7.34\% |
| INVESCO QQQ TRUST | US Equity | QQQ | N | \$50,504 | 7.20\% |
| FIDELITY MSCI INFOR TECHINDX ETF | Sector | FTEC | N | \$45,386 | 6.47\% |
| VANGUARD FTSE ALL WORLD EX US ETF | International Equity | VEU | N | \$44,841 | 6.39\% |
| SPDR S\&P 500 ETF | US Equity | SPY | N | \$33,489 | 4.78\% |
| SCHWAB US TIPS ETF | US FI | SCHP | N | \$30,815 | 4.39\% |
| SCHWAB US DIVIDEND EQUITY ETF | US Equity | SCHD | N | \$24,885 | 3.55\% |
| VANGUARD HIGH DIVIDEND YIELD ETF | US Equity | VYM | N | \$24,632 | 3.51\% |
| ARK INNOVATION ETF | US Equity | ARKK | N | \$22,080 | 3.15\% |

[^2]
## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 9/30/2020

Market Value Allocation - All Assets (Quarter over Quarter)

9/30/2020


6/30/2020


The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.
Net Flow - All Non-Cash Assets (3-Month Period Ending 9/30/2020)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 9/30/2020

Market Value Allocation - Mutual Funds (Quarter over Quarter)

6/30/2020



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.
Net Flow by Sector - Mutual Funds (3-Month Period Ending 9/30/2020)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 9/30/2020

Market Value Allocation - Equities (Quarter over Quarter)

9/30/2020


6/30/2020


The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.

## Net Flow by Sector - Equities (3-Month Period Ending 9/30/2020)



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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 9/30/2020

Market Value Allocation - ETF (Quarter over Quarter)

9/30/2020


6/30/2020


The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.
Net Flow by Sector - ETF (3-Month Period Ending 9/30/2020)


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The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 9/30/2020

Average Monthly Trades Per Account (3-Month Period Ending 9/30/2020)


Trading Channel Mix (Month over Month)


## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 9/30/2020

Important Disclosures
Schwab Personal Choice Retirement Account (PCRA) is offered through Charles Schwab \& Co., Inc. (Member SIPC), the registered broker/dealer, which also provides other brokerage and custody services to its customers.

For participants who utilize the Personal Choice Retirement Account (PCRA), the following fees and conditions may apply: Schwab's shortterm redemption fee of $\$ 49.95$ will be charged on redemption of funds purchased through Schwab's Mutual Fund OneSource $®$ service (and certain other funds with no transaction fee) and held for 90 days or less. Schwab reserves the right to exempt certain funds from this fee, including Schwab Funds®, which may charge a separate redemption fee, and funds that accommodate short-term trading.

Trades in no-load mutual funds available through Mutual Funds OneSource service (including Schwab Funds) as well as certain other funds, are available without transaction fees when placed through schwab.com or our automated phone channels. Schwab reserves the right to change the funds we make available without transaction fees and to reinstate fees on any funds. Funds are also subject to management fees and expenses.

Charles Schwab \& Co., Inc., member SIPC, receives remuneration from fund companies for record keeping, shareholder services and other administrative services for shares purchased through its Mutual Fund OneSource service. Schwab also may receive remuneration from transaction fee fund companies for certain administrative services.

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The information contained herein is obtained from third-party sources and believed to be reliable, but its accuracy or completeness is not guaranteed. This report is for informational purposes only and is not a solicitation, or a recommendation that any particular investor should purchase or sell any particular security.

# CITY OF SACRAMENTO MGMT 401A 

## Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

As of 9/30/2020

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 9/30/2020

| Plan Profile Information |  |
| :--- | ---: |
| Plan Type | Money Purchase |
| Total PCRA Assets | $\$ 319,324$ |
| Total Funded PCRA Accounts | 7 |
| Total Roth Assets | N/A |
| Total Funded Roth Accounts | N/A |
| Total Advisor Managed PCRA Assets | $\$ 0$ |
| Total Advisor Managed Funded PCRA Accounts | 0 |
| PCRA Accounts Opened This Quarter | 1 |
| PCRA Assets In and Out This Quarter* | $\$ 3,000$ |
| Average PCRA Account Balance | $\$ 45,618$ |

Plan Profile Information


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Compliance number: 0517-ZGX6

## PCRA Participant Profile Information

Average Participant Age ..... 56
Percent Male Participants ..... 86\%
Percent Female Participants ..... 14\% ..... 14\%
Total Assets by Category
Cash Investments ..... \$116,397
Equities ..... \$47,531
Fixed Income ..... \$0 ..... \$0
Average Positions Per Account
Cash Investments ..... 1.0
Equities ..... 0.9
ETFs ..... 0.6
Fixed Income ..... 0.0
Mutual Funds ..... 0.4
Other ..... 0.0
Total ..... 2.9
Average Trades Per Account
Equities ..... 1.1
ETFs ..... 8.4
Fixed Income ..... 0.0
Mutual Funds ..... 0.9
Other ..... 0.0
Total ..... 10.4

# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 9/30/2020 

## Top 10 Mutual Fund Holdings**

| Name | Category | Symbol | OS* | \$MF Assets | \%MF Assets |
| :--- | :--- | :---: | :---: | :---: | :---: |
| TIAA-CREF EQUITY INDEX RETAIL | Large Capitalization Stock Funds | TINRX | Y | $\$ 44,565$ | $89.50 \%$ |
| VANGUARD ENERGY INV | Specialized Funds | VGENX | N | $\$ 5,227$ | $10.50 \%$ |

Top 10 Fund Families

Name
TIAA-CREF
VANGUARD

## \$MF Assets

\$44,565
\$5,227
\%MF Assets
89.50\%
10.50\%

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 9/30/2020

| Top 10 Equity Holdings |  |  |  |  |
| :--- | :--- | :--- | ---: | ---: |
| Name | Category | Symbol | \$EQ Assets | \%EQ Assets |
| APPLE INC | Information Technology | AAPL | $\$ 23,668$ | $49.79 \%$ |
| NEW RESIDENTIAL INVE | REIT | Financials | NRZ | $\$ 14,477$ |
| COSTCO WHOLESALE CO | Consumer Staples | COST | $30.46 \%$ |  |
| MAIN STREET CAPITAL | Financials | MAIN | $\$ 4,970$ | $10.46 \%$ |
| COHEN AND STEERS INFRAST | Other | UTF | $\$ 2,040$ | $4.29 \%$ |
| GAMING \& LEISURE PPT REIT | Real Estate | GLPI | $\$ 1,601$ | $3.37 \%$ |
|  |  |  | $\$ 776$ | $1.63 \%$ |

## Top 10 ETF Holdings

Name
ARK INNOVATION ETF
SPDR FUND MATERIALS SELECT SE ETF IV

| ISHARES NASDAQ BIOTECHNOLOGY ETF |
| :--- | :--- |
| ISHARES SILVER TRUST ETF |

Category
US Equity
Sector
Sector
Commodity

| Symbol | OS* | \$ETF Assets | \%ETF Assets |
| :---: | :---: | ---: | ---: |
| ARKK | N | $\$ 40,388$ | $93.53 \%$ |
| XLB | N | $\$ 1,023$ | $2.37 \%$ |
| IBB | N | $\$ 948$ | $2.20 \%$ |
| SLV | N | $\$ 822$ | $1.90 \%$ |

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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 9/30/2020

Market Value Allocation - All Assets (Quarter over Quarter)

9/30/2020


6/30/2020


The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.
Net Flow - All Non-Cash Assets (3-Month Period Ending 9/30/2020)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 9/30/2020

Market Value Allocation - Mutual Funds (Quarter over Quarter)

9/30/2020


6/30/2020


The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.
Net Flow by Sector - Mutual Funds (3-Month Period Ending 9/30/2020)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 9/30/2020



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.
Net Flow by Sector - Equities (3-Month Period Ending 9/30/2020)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

 CITY OF SACRAMENTO MGMT 401A as of 9/30/2020Market Value Allocation - ETF (Quarter over Quarter)

9/30/2020


6/30/2020


The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.
Net Flow by Sector - ETF (3-Month Period Ending 9/30/2020)


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Important Disclosures
Schwab Personal Choice Retirement Account (PCRA) is offered through Charles Schwab \& Co., Inc. (Member SIPC), the registered broker/dealer, which also provides other brokerage and custody services to its customers.

For participants who utilize the Personal Choice Retirement Account (PCRA), the following fees and conditions may apply: Schwab's shortterm redemption fee of $\$ 49.95$ will be charged on redemption of funds purchased through Schwab's Mutual Fund OneSource® service (and certain other funds with no transaction fee) and held for 90 days or less. Schwab reserves the right to exempt certain funds from this fee, including Schwab Funds®, which may charge a separate redemption fee, and funds that accommodate short-term trading.

Trades in no-load mutual funds available through Mutual Funds OneSource service (including Schwab Funds) as well as certain other funds, are available without transaction fees when placed through schwab.com or our automated phone channels. Schwab reserves the right to change the funds we make available without transaction fees and to reinstate fees on any funds. Funds are also subject to management fees and expenses.

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## Your Dedicated Team

## Your Dedicated Team

## Plan Sponsor Experience



## Participant Experience

Rick Watson,
Retirement Specialist rick.watson@nationwide.com 916-633-0010


Nationwide

# PLAN HEALTH REPORT CITY OF SACRAMENTO 457 

as of 09/30/2020



We value your partnership and the opportunity to offer a competitive, effective retirement plan to your participants. Through diligent work and thought leadership, we'll help you grow your plan and help your participants prepare for and live in retirement. This report includes balance information, participant demographics, contribution highlights and retirement readiness numbers. Together, we can use this information to help your participants achieve greater financial wellness.

Our goal is to help you objectively evaluate your Plan's performance and how it performs against other plans like yours. Since Nationwide Retirement Solutions is one of the largest retirement plan providers in the industry, we are uniquely positioned to compare your Plan to many others of similar asset size. By comparing the current year information to previous years, you can see how your Plan is performing, where your educational efforts are working and what areas offer opportunities for improvement. The "Peer Group" comparisons used in this report are based on cases with assets of: $\$ 100$ million - $\$ 1$ billion.

Thank you for your valued business. We look forward to helping improve retirement readiness for your participants.

## TABLE OF CONTENTS

Welcome ..... 2
Executive summary ..... 3
Participant demographics ..... 5
Contributions \& investments ..... 7
Retirement readiness ..... 9
Assets \& fund details ..... 10
Balance details ..... 13
Opportunities ..... 17

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Nationwide Retirement Solutions, Inc. and Nationwide Life Insurance Company (collectively "Nationwide") have endorsement relationships with the National Association of Counties, the International Association of Fire Fighters-Financial Corporation and the National Association of Police Organizations. More information about the endorsement relationships may be found online at www.nrsforu.com.

## EXECUTIVE SUMMARY

Quick plan facts
(as of 09/30/2020)

| Metric | Current value | \%Change from <br> last quarter | \%Change from <br> last year |
| :--- | ---: | ---: | ---: |
| Participant Core Assets | $\$ 454,953,964$ | $6.00 \%$ | $11.00 \%$ |$|$| ( |
| :--- |

## EXECUTIVE SUMMARY

## 457 Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 09/30/2020)
\$463,234,363


How many are participating?

ENROLLED PARTICIPANTS
(as of 09/30/2020)
4,756


NEW ENROLLMENTS
■
(Calendar year to date)
203

How are they saving \& investing?
WHAT YOUR PARTICIPANTS ARE
CONTRIBUTING
(as of 09/30/2020)

AVERAGE ACCOUNT BALANCE
\$97,157

AVERAGE CONTRIBUTION
\$228


How many participants are prepared for retirement

Online engagement
(as of 09/30/2020)

TOTAL ENROLLED PARTICIPANTS

4,756

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

3,244

Retirement readiness
(as of 09/30/2020)

PARTICIPANTS WITH A RETIREMENT GOAL

2,334

PARTICIPANTS 'ON TRACK' FOR RETIREMENT


## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

NEW ENROLLMENTS ${ }^{2}$
ONLINE ENROLLMENTS ${ }^{3}$
(Calendar year to date)
203
(Calendar year to date)
33 out of 203

ENROLLMENT TRENDS (BY QUARTER) ${ }^{4}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{4}$


[^13]
## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

Enrolled participant data ${ }^{5}$
(as of 09/30/2020)


|  | Actively Deferring2,836 |  |  | Inactive$1,611$ |  |  | $\begin{gathered} \text { Payout } \\ 309 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Unknown | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | 134 | 49 | 171 | 28 | 15 | 20 | 1 | 0 | 0 |
| 30-39 | 406 | 168 | 205 | 116 | 70 | 30 | 0 | 1 | 0 |
| 40-49 | 593 | 189 | 83 | 157 | 123 | 22 | 1 | 1 | 0 |
| 50-59 | 433 | 179 | 51 | 283 | 166 | 8 | 18 | 14 | 0 |
| 60+ | 99 | 59 | 17 | 377 | 191 | 5 | 181 | 90 | 2 |

[^14]
## What your participants are contributing

| AVERAGE ACCOUNT ${ }^{1}$ BALANCE <br> (as of 09/30/2020) $\$ 97,157$ |  | AVERAGE ACCOUNT BALANCE BY YEAR |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| YOUR PLAN$\$ 97,157$ |  | ' |  | ¢ ¢0. |  | ¢oso |
|  |  | 2015 | 2016 | 2017 | 2018 | 2019 |
| PEER AVERAGE$\$ 74,103$ |  |  |  |  |  |  |

AVERAGE CONTRIBUTION ${ }^{1}$ PER PAY
(as of 09/30/2020)
\$228


## AVERAGE CONTRIBUTION BY YEAR

2015201620172019

Balances \& contributions by age \& gender
(as of 09/30/2020)

|  | Average account balance |  |  | Average annualized contributions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | \$13,121 | \$10,070 | \$8,042 | \$7,235 | \$4,850 | \$4,817 |
| 30-39 | \$30,925 | \$29,114 | \$9,704 | \$6,542 | \$4,251 | \$4,009 |
| 40-49 | \$116,437 | \$70,022 | \$23,981 | \$7,850 | \$4,613 | \$5,722 |
| 50-59 | \$167,526 | \$132,550 | \$34,848 | \$7,970 | \$5,616 | \$5,451 |
| 60+ | \$156,278 | \$127,129 | \$83,109 | \$3,981 | \$3,775 | \$11,340 |

${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with $\$ 100$ million - $\$ 1$ billion.

## What your participants are contributing

5\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

## 1\% PARTICIPANTS WITH AUTOMATIC CONTRIBUTION INCREASE <br> (Calendar year to date)

2020 IRS limits
Regular Limit \$19,500
50+ Catch Up \$6,500
3-Year Catch Up \$19,500

## How your participants are invested

| ASSET ALLOCATION ${ }^{1}$ <br> (as of 09/30/2020) |  |
| :---: | :---: |
| number of Asset classes |  |
| $\square 1$ | 13.5\% |
| $\square 2$ | 4.5\% |
| $\square$ | 4.6\% |
| $\square 4$ | 4.3\% |
| $\square 5+$ | 73.1\% |

```
ASSET DIVERSIFICATION 2
(as of 09/30/2020)
```

AVG. \# ASSET CLASSES
5.2

PEER GROUP
4.4

RECOMMENDED
5

## ProAccount

(as of 09/30/2020)

TOTAL PROACCOUNT BALANCE \$130,298,456

PARTICIPANTS WITH PROACCOUNT
1,598
out of 4,756 total enrolled participants

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$81,538

## Schwab Personal Choice Retirement Account

(as of 09/30/2020)

[^15]
## How many participants are prepared for retirement



Online engagement
(as of 09/30/2020)

TOTAL ENROLLED
PARTICIPANTS
4,756

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
3,244


## Retirement readiness

(as of 09/30/2020)

$$
\begin{aligned}
& \text { PARTICIPANTS WITH A } \\
& \text { RETIREMENT GOAL } 1 \\
& 2,334
\end{aligned}
$$

PARTICIPANTS 'ON TRACK' FOR RETIREMENT ${ }^{2}$


Participants who actively review their online account and use their retirement outlook tools are 4 times more likely to take action and save more for retirement.

## Q Peer comparison

Retirement readiness peer comparison


## NRM-17390AO

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2018 | 2019 | 2020 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$28,818,485.70 | \$38,436,374.42 | \$41,354,535.65 | 8.9\% |
| Large cap | \$104,035,438.27 | \$128,544,590.87 | \$140,869,680.91 | 30.4\% |
| Bonds | \$28,195,103.70 | \$35,428,288.58 | \$37,386,656.12 | 8.1\% |
| SDO | \$1,168,291.51 | \$1,698,826.66 | \$2,161,676.53 | 0.5\% |
| Specialty | \$5,717,428.38 | \$10,088,923.60 | \$9,914,157.54 | 2.1\% |
| Loan | \$3,997,670.04 | \$5,430,468.01 | \$6,118,721.99 | 1.3\% |
| Asset allocation | \$50,818,354.62 | \$57,937,035.30 | \$56,744,667.91 | 12.2\% |
| International | \$33,302,749.99 | \$44,464,367.86 | \$44,067,655.54 | 9.5\% |
| Small cap | \$19,740,486.06 | \$24,351,248.85 | \$22,891,109.41 | 4.9\% |
| Fixed assets and cash | \$87,404,133.05 | \$92,898,049.95 | \$101,725,501.32 | 22.0\% |
| Total | \$363,198,141.32 | \$439,278,174.10 | \$463,234,362.92 | 100\% |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2018 | 2019 | 2020 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$1,875,698.46 | \$2,090,294.67 | \$1,714,064.71 | 9.1\% |
| Large cap | \$5,164,362.78 | \$6,038,627.12 | \$4,810,414.96 | 25.4\% |
| Bonds | \$1,315,464.48 | \$1,510,744.32 | \$1,179,381.61 | 6.2\% |
| Specialty | \$363,826.25 | \$526,735.17 | \$487,808.58 | 2.6\% |
| Asset allocation | \$5,267,031.08 | \$5,350,438.64 | \$4,582,404.91 | 24.2\% |
| International | \$2,931,686.92 | \$3,318,994.43 | \$2,652,054.75 | 14.0\% |
| Small cap | \$1,206,691.13 | \$1,475,329.69 | \$1,114,251.72 | 5.9\% |
| Fixed assets and cash | \$3,025,896.18 | \$2,787,867.13 | \$2,375,306.66 | 12.6\% |
| Total | \$21,150,657.28 | \$23,099,031.17 | \$18,915,687.90 | 100\% |

## ASSET \& FUND DETAILS

## 2020

## $\bullet$ <br> Asset allocation

(as of 09/30/2020)

|  | ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :---: | :---: | :---: | :---: | :---: |
|  | - Mid cap | 8.9\% | 4.8\% | 4.2\% |
|  | Large cap | 30.4\% | 19.8\% | 10.6\% |
|  | - Balanced | 0.0\% | 1.6\% | 0.0\% |
|  | $\square$ Bonds | 8.1\% | 4.3\% | 3.7\% |
|  | Short term | 0.0\% | 2.2\% | 0.0\% |
|  | $\square$ SDO | 0.5\% | 0.1\% | 0.4\% |
|  | $\square$ Specialty | 2.1\% | 0.5\% | 1.6\% |
|  | $\square$ Loan | 1.3\% | 0.0\% | 1.3\% |
|  | $\square$ Asset allocation | 12.2\% | 13.4\% | -1.1\% |
|  | - International | 9.5\% | 5.3\% | 4.3\% |
|  | - Small cap | 4.9\% | 2.9\% | 2.0\% |
|  | $\square$ Fixed assets and cash | 22.0\% | 45.1\% | -23.1\% |

2019

## (1) Asset allocation

(as of $12 / 31 / 2019$ )


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $8.7 \%$ | $5.0 \%$ | $3.7 \%$ |
| Large cap | $29.3 \%$ | $18.9 \%$ | $10.3 \%$ |
| Balanced | $0.0 \%$ | $1.6 \%$ | $0.0 \%$ |
| Bonds | $8.1 \%$ | $4.1 \%$ | $4.0 \%$ |
| Short term | $0.0 \%$ | $2.1 \%$ | $0.0 \%$ |
| SDO | $0.4 \%$ | $0.1 \%$ | $0.3 \%$ |
| Specialty | $2.3 \%$ | $0.6 \%$ | $1.7 \%$ |
| Loan | $1.2 \%$ | $0.0 \%$ | $1.2 \%$ |
| Asset allocation | $13.2 \%$ | $15.0 \%$ | $-1.8 \%$ |
| International | $10.1 \%$ | $5.5 \%$ | $4.6 \%$ |
| Small cap | $5.5 \%$ | $3.2 \%$ | $2.3 \%$ |
| Fixed assets and cash | $21.1 \%$ | $43.8 \%$ | $-22.6 \%$ |

## BALANCE DETAILS

## \$ Total account balance <br> (as of 09/30/2020)

| Money source | Current value |
| :--- | :---: |
| Participant assets | $\$ 463,234,362.92$ |
| Salary Reduction | $\$ 433,161,011.47$ |
| Rollover (Pre-Tax) | $\$ 14,605,341.30$ |
| Rollover 457 | $\$ 7,187,611.63$ |
| Loan balance | $\$ 6,118,721.99$ |
| SDO balance | $\$ 2,161,676.53$ |
| Total plan assets | $\$ 463,234,362.92$ |

## BALANCE DETAILS

## Loan Details

(as of 09/30/2020)

| Loan type | Number of loans | Principal value |
| :--- | :---: | :---: |
| General purpose loan | 505 | $\$ 5,331,230.15$ |
| Primary residence loan | 46 | $\$ 787,491.84$ |
| Total | $\mathbf{5 5 1}$ | $\mathbf{\$ 6 , 1 1 8 , 7 2 1 . 9 9}$ |

## Contributions and transfers/rollovers-in

(as of 09/30/2020)

| Type | Year to date |
| :--- | :---: |
| Contributions | $\$ 17,253,837.30$ |
| Transfers/Rollovers-In | $\$ 1,661,850.60$ |
| Total | $\mathbf{\$ 1 8 , 9 1 5 , 6 8 7 . 9 0}$ |

(1) Balance activity by quarter

Change in balance from last quarter


## BALANCE DETAILS

## 이 Balance activity by year

Change in balance from last year


|  | 2015 | 2016 | 2017 | 2018 | 2 |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Total balance | --- | $\$ 245,957,936.09$ | $\$ 378,946,318.81$ | $\$ 358,032,179.77$ | $\$ 432,148,879.43$ |

## Top opportunities to improve plan health

## Encourage enrollment

Are you happy with your participation rate? Schedule an enrollment workshop today

## Suggest online account usage

Those who engage in their online account are $4 x$ more likely to save more for retirement

## Propose contribution increases

Anything can help. Talk with your participants about the benefits of saving now for a better tomorrow
Discuss the benefits of Nationwide ProAccount
How participants are invested can play a big role in their retirement health

## Additional opportunities

## How participants are engaged in the plan

- Are your participants in the correct status based on their age?

Check in with participants who may not be in the correct status.

## What your participants are contributing

Starting to save early is one of the best ways to prepare for retirement.Contact your Nationwide representative to schedule a workshop with your participants under the age of 30 to help them understand the benefits of saving more now.

Are your female participants actively contributing?
Host a workshop for women eligible and enrolled in your plan. Nationwide's Women \& Investing tools can help.

- Incremental increases can go a long way.

Let your participants know how having an automatic annual contribution increase can help them reach their retirement goal.
Work with your Nationwide Retirement Specialist to help manage your loans.
Are those closer to retirement aware of catch-up contributions?
Let your participants know that catch-up contributions may help them reach their goal.
How your participants are invested
Are participants diversified enough?
Call your Nationwide retirement specialist and discuss your participants' asset diversification.
How many participants are prepared for retirement
How many participants are getting close to retirement?
Talk with your participants about which payout strategies may benefit them the most.

## PLAN HEALTH REPORT

CITY OF SAC WCOE, L39 SUPV, AND CONF EMPLOYEES as of 09/30/2020


We value your partnership and the opportunity to offer a competitive, effective retirement plan to your participants. Through diligent work and thought leadership, we'll help you grow your plan and help your participants prepare for and live in retirement. This report includes balance information, participant demographics, contribution highlights and retirement readiness numbers. Together, we can use this information to help your participants achieve greater financial wellness.

Our goal is to help you objectively evaluate your Plan's performance and how it performs against other plans like yours. Since Nationwide Retirement Solutions is one of the largest retirement plan providers in the industry, we are uniquely positioned to compare your Plan to many others of similar asset size. By comparing the current year information to previous years, you can see how your Plan is performing, where your educational efforts are working and what areas offer opportunities for improvement. The "Peer Group" comparisons used in this report are based on cases with assets of: \$5 million - $\$ 20$ million.

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## TABLE OF CONTENTS

Welcome ..... 2
Executive summary ..... 3
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Contributions \& investments ..... 7
Retirement readiness ..... 9
Assets \& fund details ..... 10
Balance details ..... 13
Opportunities ..... 17

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## EXECUTIVE SUMMARY

Quick plan facts
(as of 09/30/2020)

| Metric | Current value | \%Change from last quarter | \%Change from last year |
| :---: | :---: | :---: | :---: |
| Participant Core Assets | \$15,074,611 | 7.00\% | 18.00\% |
| Total Participant Count | 703 | 1.01\% | 7.99\% |
| Total New Enrollments YTD Count | 47 | 27.03\% | -20.34\% |
| Total Deferrals YTD | \$874,543 | 51.00\% | 8.00\% |
| Total Rollovers-In YTD | \$24,224 | --- | -85.00\% |
| ProAccount Participant Count | 245 | 1.24\% | -1.21\% |
| ProAccount Assets | \$5,411,916 | 7.00\% | 22.00\% |

## EXECUTIVE SUMMARY

## 401(a) Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 09/30/2020)
\$15,284,933


How are they saving \& investing?


WHAT YOUR PARTICIPANTS ARE
CONTRIBUTING
(as of 09/30/2020)

AVERAGE ACCOUNT BALANCE
\$21,848

AVERAGE CONTRIBUTION
\$118


How many participants are prepared for retirement


Online engagement
(as of 09/30/2020)

TOTAL ENROLLED PARTICIPANTS

703

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

469


## Retirement readiness

(as of 09/30/2020)

PARTICIPANTS WITH A RETIREMENT GOAL

363

PARTICIPANTS 'ON TRACK' FOR RETIREMENT


## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

- NEW ENROLLMENTS ${ }^{2}$
(Calendar year to date)
47

ENROLLMENT TRENDS (BY QUARTER) ${ }^{3}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{3}$


[^16]
## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

## Q Enrolled participant data ${ }^{4}$

(as of 09/30/2020)


|  | Act | y Deff |  |  | active |  |  | ayout |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 348 |  |  | 346 |  |  | 9 |  |
|  | Male | Female | Unknown | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | 6 | 9 | 12 | 5 | 10 | 9 | 0 | 0 | 0 |
| 30-39 | 23 | 23 | 36 | 20 | 39 | 10 | 0 | 0 | 0 |
| 40-49 | 38 | 33 | 24 | 44 | 35 | 7 | 0 | 0 | 0 |
| 50-59 | 43 | 43 | 17 | 44 | 50 | 6 | 0 | 0 | 0 |
| 60+ | 20 | 15 | 6 | 37 | 29 | 1 | 6 | 3 | 0 |

[^17]
## What your participants are contributing




## Balances \& contributions by age \& gender

(as of 09/30/2020)

|  | Average account balance |  |  | Average annualized contributions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | \$4,248 | \$4,965 | \$3,121 | \$2,038 | \$2,656 | \$724 |
| 30-39 | \$10,268 | \$10,058 | \$10,957 | \$3,569 | \$2,534 | \$0 |
| 40-49 | \$28,549 | \$18,831 | \$13,119 | \$3,517 | \$2,822 | \$3,872 |
| 50-59 | \$37,066 | \$29,229 | \$5,481 | \$3,427 | \$3,030 | \$0 |
| 60+ | \$36,561 | \$24,254 | \$6,139 | \$3,350 | \$2,278 | \$5,715 |

[^18]
## What your participants are contributing

0\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

0\% PARTICIPANTS WITH AUTOMATCC CONTRIBUTION INCREASE
(Calendar year to date)

## 2020 IRS limits

Regular Limit \$19,500

## How your participants are invested

```
ASSET ALLOCATION 1
(as of 09/30/2020)
```

ASSET DIVERSIFICATION ${ }^{2}$
(as of 09/30/2020)

AVG. \# ASSET CLASSES
5.3

PEER GROUP
4.1

RECOMMENDED
5

## ProAccount

(as of 09/30/2020)

TOTAL PROACCOUNT BALANCE \$5,411,916

PARTICIPANTS WITH PROACCOUNT

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$22,089
${ }^{1}$ Percentage of participants by number of investment classes.
${ }^{2}$ Average number of asset classes - Average number of asset classes in which participants are invested.
Peer group - Average number of asset classes in which this peer group (cases with $\$ 5$ million - $\$ 20$ million) is invested.
Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.

## How many participants are prepared for retirement



Online engagement
(as of 09/30/2020)
TOTAL ENROLLED
PARTICIPANTS PARTICIPANTS
703
ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
469


## Retirement readiness

(as of 09/30/2020)
PARTICIPANTS WITH A RETIREMENT GOAL ${ }^{1}$
363

PARTICIPANTS 'ON TRACK' FOR RETIREMENT ${ }^{2}$


Participants who actively review their online account and use their retirement outlook tools are 4 times more likely to take action and save more for retirement.

## Q Peer comparison

Retirement readiness peer comparison


## NRM-17390AO

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2018 | 2019 | 2020 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$683,857.96 | \$943,318.45 | \$1,091,238.70 | 7.1\% |
| Large cap | \$2,875,648.04 | \$3,673,303.07 | \$4,003,313.18 | 26.2\% |
| Bonds | \$804,100.94 | \$1,042,015.15 | \$1,146,493.55 | 7.5\% |
| Specialty | \$161,799.65 | \$297,849.99 | \$296,547.30 | 1.9\% |
| Loan | \$140,644.92 | \$206,731.91 | \$210,321.86 | 1.4\% |
| Asset allocation | \$2,049,428.81 | \$3,086,275.22 | \$3,395,088.29 | 22.2\% |
| International | \$1,269,837.11 | \$1,736,267.24 | \$1,794,691.22 | 11.7\% |
| Small cap | \$727,485.50 | \$944,953.72 | \$805,894.55 | 5.3\% |
| Fixed assets and cash | \$1,947,948.11 | \$2,245,333.52 | \$2,541,343.91 | 16.6\% |
| Total | \$10,660,751.04 | \$14,176,048.27 | \$15,284,932.56 | 100\% |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2018 | 2019 | 2020 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$69,100.15 | \$64,346.24 | \$44,499.31 | 5.0\% |
| Large cap | \$192,220.52 | \$181,270.28 | \$200,229.71 | 22.3\% |
| Bonds | \$79,193.90 | \$77,799.99 | \$59,390.47 | 6.6\% |
| Specialty | \$14,498.88 | \$19,741.70 | \$14,814.10 | 1.6\% |
| Asset allocation | \$411,167.02 | \$887,720.87 | \$371,194.04 | 41.3\% |
| International | \$146,287.77 | \$130,915.99 | \$86,354.47 | 9.6\% |
| Small cap | \$56,073.28 | \$62,070.11 | \$48,019.86 | 5.3\% |
| Fixed assets and cash | \$106,675.61 | \$112,673.26 | \$74,264.89 | 8.3\% |
| Total | \$1,075,217.13 | \$1,536,538.44 | \$898,766.85 | 100\% |

## ASSET \& FUND DETAILS

## 2020

## ( Asset allocation

(as of 09/30/2020)


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $7.1 \%$ | $4.3 \%$ | $2.9 \%$ |
| Large cap | $26.2 \%$ | $21.3 \%$ | $4.9 \%$ |
| Balanced | $0.0 \%$ | $1.2 \%$ | $0.0 \%$ |
| Bonds | $7.5 \%$ | $4.7 \%$ | $2.8 \%$ |
| Short term | $0.0 \%$ | $2.4 \%$ | $0.0 \%$ |
| SDO | $0.0 \%$ | $0.5 \%$ | $0.0 \%$ |
| Specialty | $1.9 \%$ | $1.4 \%$ | $0.5 \%$ |
| Loan | $1.4 \%$ | $0.0 \%$ | $1.3 \%$ |
| Asset allocation | $22.2 \%$ | $29.3 \%$ | $-7.1 \%$ |
| International | $11.7 \%$ | $6.0 \%$ | $5.8 \%$ |
| Small cap | $5.3 \%$ | $3.5 \%$ | $1.8 \%$ |
| Fixed assets and cash | $16.6 \%$ | $25.4 \%$ | $-8.8 \%$ |

2019

## (4) Asset allocation

(as of $12 / 31 / 2019$ )


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $6.7 \%$ | $5.1 \%$ | $1.5 \%$ |
| Large cap | $25.9 \%$ | $23.5 \%$ | $2.4 \%$ |
| Balanced | $0.0 \%$ | $1.2 \%$ | $0.0 \%$ |
| Bonds | $7.4 \%$ | $5.7 \%$ | $1.7 \%$ |
| Short term | $0.0 \%$ | $2.5 \%$ | $0.0 \%$ |
| SDO | $0.0 \%$ | $0.4 \%$ | $0.0 \%$ |
| Specialty | $2.1 \%$ | $1.6 \%$ | $0.5 \%$ |
| Loan | $1.5 \%$ | $0.1 \%$ | $1.4 \%$ |
| Asset allocation | $21.8 \%$ | $25.7 \%$ | $-3.9 \%$ |
| International | $12.2 \%$ | $6.9 \%$ | $5.3 \%$ |
| Small cap | $6.7 \%$ | $4.1 \%$ | $2.6 \%$ |
| Fixed assets and cash | $15.8 \%$ | $23.3 \%$ | $-7.5 \%$ |

## BALANCE DETAILS

## \$ Total account balance <br> (as of 09/30/2020)

| Money source | Current value |
| :--- | :---: |
| Participant assets | $\mathbf{\$ 1 5 , 2 8 4 , 9 3 2 . 5 6 ~}$ |
| Rollover (Pre-Tax) | $\$ 1,910,564.49$ |
| Employer Money Purchase | $\$ 6,706,188.03$ |
| Mandatory Employee Pre-Tax | $\$ 6,455,574.32$ |
| After-Tax Contribution | $\$ 2,283.86$ |
| Loan balance | $\$ 210,321.86$ |
| Total plan assets | $\mathbf{\$ 1 5 , 2 8 4 , 9 3 2 . 5 6}$ |

## BALANCE DETAILS

## Loan Details

(as of 09/30/2020)

| Loan type | Number of loans | Principal value |
| :--- | :---: | ---: |
| General purpose loan | 55 | $\$ 198,063.81$ |
| Primary residence loan | 2 | $\$ 12,258.05$ |
| Total | 57 | $\$ 210,321.86$ |

Contributions and transfers/rollovers-in
(as of 09/30/2020)

| Type | Year to date |
| :--- | :---: |
| Contributions | $\$ 874,542.91$ |
| Transfers/Rollovers-In | $\$ 24,223.94$ |
| Total | $\$ 898,766.85$ |

(ㅇ) Balance activity by quarter

Change in balance from last quarter


## BALANCE DETAILS

Balance activity by year

Change in balance from last year


|  | 2015 | 2016 | 2017 | 2018 | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total balance | --- | $\$ 6,910,961.40$ | $\$ 10,679,785.43$ | $\$ 10,520,106.12$ | $\$ 13,969,316.36$ |

## Top opportunities to improve plan health

## Encourage enrollment

Are you happy with your participation rate? Schedule an enrollment workshop today

## Suggest online account usage

Those who engage in their online account are $4 x$ more likely to save more for retirement

## Propose contribution increases

Anything can help. Talk with your participants about the benefits of saving now for a better tomorrow
Discuss the benefits of Nationwide ProAccount
How participants are invested can play a big role in their retirement health

## Additional opportunities

## How participants are engaged in the plan

- Are your participants in the correct status based on their age?

Check in with participants who may not be in the correct status.

## What your participants are contributing

Starting to save early is one of the best ways to prepare for retirement.Contact your Nationwide representative to schedule a workshop with your participants under the age of 30 to help them understand the benefits of saving more now.

Are your female participants actively contributing?
Host a workshop for women eligible and enrolled in your plan. Nationwide's Women \& Investing tools can help.

- Incremental increases can go a long way.

Let your participants know how having an automatic annual contribution increase can help them reach their retirement goal.
Work with your Nationwide Retirement Specialist to help manage your loans.
Are those closer to retirement aware of catch-up contributions?
Let your participants know that catch-up contributions may help them reach their goal.
How your participants are invested
Are participants diversified enough?
Call your Nationwide retirement specialist and discuss your participants' asset diversification.
How many participants are prepared for retirement
How many participants are getting close to retirement?
Talk with your participants about which payout strategies may benefit them the most.

## PLAN HEALTH REPORT

 CITY OF SACRAMENTO MANAGEMENT 401(a)We value your partnership and the opportunity to offer a competitive, effective retirement plan to your participants. Through diligent work and thought leadership, we'll help you grow your plan and help your participants prepare for and live in retirement. This report includes balance information, participant demographics, contribution highlights and retirement readiness numbers. Together, we can use this information to help your participants achieve greater financial wellness.

Our goal is to help you objectively evaluate your Plan's performance and how it performs against other plans like yours. Since Nationwide Retirement Solutions is one of the largest retirement plan providers in the industry, we are uniquely positioned to compare your Plan to many others of similar asset size. By comparing the current year information to previous years, you can see how your Plan is performing, where your educational efforts are working and what areas offer opportunities for improvement. The "Peer Group" comparisons used in this report are based on cases with assets of: $\$ 100$ million - $\$ 1$ billion.

Thank you for your valued business. We look forward to helping improve retirement readiness for your participants.

## TABLE OF CONTENTS

Welcome ..... 2
Executive summary ..... 3
Participant demographics ..... 5
Contributions \& investments ..... 7
Retirement readiness ..... 9
Assets \& fund details ..... 10
Balance details ..... 13
Opportunities ..... 17

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Nationwide Retirement Solutions, Inc. and Nationwide Life Insurance Company (collectively "Nationwide") have endorsement relationships with the National Association of Counties, the International Association of Fire Fighters-Financial Corporation and the National Association of Police Organizations. More information about the endorsement relationships may be found online at www.nrsforu.com.

## EXECUTIVE SUMMARY

Quick plan facts
(as of 09/30/2020)

| Metric | Current value | \%Change from last quarter | \%Change from last year |
| :---: | :---: | :---: | :---: |
| Participant Core Assets | \$108,854,150 | 7.00\% | 14.00\% |
| Total Participant Count | 1,155 | 0.52\% | 3.59\% |
| Total New Enrollments YTD Count | 52 | 30.00\% | -33.33\% |
| Total Deferrals YTD | \$5,255,968 | 58.00\% | -4.00\% |
| Total Rollovers-In YTD | \$422,982 | 44.00\% | -34.00\% |
| ProAccount Participant Count | 352 | 2.62\% | -0.56\% |
| ProAccount Assets | \$31,141,579 | 11.00\% | 24.00\% |

## EXECUTIVE SUMMARY

## 401(a) Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 09/30/2020)
\$110,684,578



How many participants are prepared for retirement

Online engagement
(as of 09/30/2020)

TOTAL ENROLLED PARTICIPANTS

1,155

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

880

Retirement readiness
(as of 09/30/2020)

PARTICIPANTS WITH A RETIREMENT GOAL

618 RETIREMENT

PARTICIPANTS 'ON TRACK' FOR


## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

1,155

## NEW ENROLLMENTS ${ }^{2}$ <br> (Calendar year to date)

52

ENROLLMENT TRENDS (BY QUARTER) ${ }^{3}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{3}$


[^19]
## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

## (4) <br> Enrolled participant data ${ }^{4}$ <br> (as of 09/30/2020)



|  | Actively Deferring |  |  | Inactive |  |  | Payout |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 684 |  |  | 426 |  |  | 45 |  |  |
|  | Male | Female | Unknown | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | 5 | 9 | 16 | 0 | 4 | 1 | 0 | 0 | 0 |
| 30-39 | 42 | 68 | 57 | 9 | 12 | 10 | 0 | 0 | 0 |
| 40-49 | 99 | 76 | 44 | 36 | 36 | 9 | 0 | 0 | 0 |
| 50-59 | 97 | 89 | 34 | 71 | 54 | 4 | 0 | 1 | 0 |
| 60+ | 27 | 19 | 2 | 104 | 74 | 2 | 29 | 15 | 0 |

[^20]
## What your participants are contributing




## Balances \& contributions by age \& gender

(as of 09/30/2020)

|  | Average account balance |  |  | Average annualized contributions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | \$10,495 | \$13,160 | \$10,949 | \$0 | \$5,689 | \$0 |
| 30-39 | \$39,953 | \$37,951 | \$22,791 | \$8,950 | \$8,175 | \$4,644 |
| 40-49 | \$94,144 | \$81,564 | \$24,730 | \$11,536 | \$10,145 | \$9,084 |
| 50-59 | \$162,847 | \$104,230 | \$53,561 | \$11,798 | \$9,971 | \$14,862 |
| 60+ | \$141,156 | \$122,778 | \$35,449 | \$11,499 | \$8,361 | \$0 |

[^21]
## What your participants are contributing

0\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

0\% PARTIIIPANTS WITH AUTOMATIC CONTRIBUTION INCREASE
(Calendar year to date)

## 2020 IRS limits

Regular Limit \$19,500

## How your participants are invested

```
ASSET ALLOCATION 1
(as of 09/30/2020)
```

NUMBER OF ASSET CLASSES

| $\square$ | $10.5 \%$ |
| :---: | :---: |
| 2 | $3.7 \%$ |
| 3 | $4.8 \%$ |
| $\square 4$ | $3.6 \%$ |
| $5+$ | $77.4 \%$ |

ASSET DIVERSIFICATION ${ }^{2}$
(as of 09/30/2020)

AVG. \# ASSET CLASSES
5.3

PEER GROUP
4.6

RECOMMENDED
5

## ProAccount

(as of 09/30/2020)

TOTAL PROACCOUNT BALANCE \$31,141,579

PARTICIPANTS WITH PROACCOUNT 352
out of 1,155 total enrolled participants

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$88,470

Schwab Personal Choice Retirement Account
(as of 09/30/2020)

[^22]
## How many participants are prepared for retirement



Online engagement
(as of 09/30/2020)

## TOTAL ENROLLED PARTICIPANTS

1,155

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

880


Retirement readiness
(as of 09/30/2020)

## PARTICIPANTS WITH A

 RETIREMENT GOAL ${ }^{1}$618

PARTICIPANTS 'ON TRACK' FOR RETIREMENT ${ }^{2}$


Participants who actively review their online account and use their retirement outlook tools are 4 times more likely to take action and save more for retirement.

## Q Peer comparison

Retirement readiness peer comparison


## NRM-17390AO

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2018 | 2019 | 2020 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$6,684,323.12 | \$9,200,315.29 | \$9,204,746.87 | 8.3\% |
| Large cap | \$24,434,995.83 | \$30,532,073.19 | \$32,365,647.94 | 29.2\% |
| Bonds | \$7,503,036.47 | \$9,426,268.07 | \$10,133,902.57 | 9.2\% |
| SDO | \$229,348.25 | \$308,627.95 | \$315,815.79 | 0.3\% |
| Specialty | \$1,637,214.74 | \$2,700,243.78 | \$2,844,884.26 | 2.6\% |
| Loan | \$1,137,546.79 | \$1,456,177.84 | \$1,514,611.94 | 1.4\% |
| Asset allocation | \$15,563,541.12 | \$18,926,975.38 | \$20,728,367.07 | 18.7\% |
| International | \$7,876,192.73 | \$10,477,759.90 | \$10,675,577.98 | 9.6\% |
| Small cap | \$4,944,865.14 | \$6,031,026.80 | \$5,322,808.98 | 4.8\% |
| Fixed assets and cash | \$12,783,135.33 | \$14,476,121.41 | \$17,578,214.70 | 15.9\% |
| Total | \$82,794,199.52 | \$103,535,589.61 | \$110,684,578.10 | 100\% |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2018 | 2019 | 2020 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$646,889.99 | \$641,613.04 | \$431,407.79 | 7.6\% |
| Large cap | \$1,976,751.71 | \$1,724,714.53 | \$1,234,527.82 | 21.7\% |
| Bonds | \$700,862.95 | \$602,296.94 | \$378,177.16 | 6.7\% |
| Specialty | \$151,603.69 | \$186,500.89 | \$137,679.14 | 2.4\% |
| Asset allocation | \$2,245,588.57 | \$2,936,983.00 | \$1,990,945.15 | 35.1\% |
| International | \$1,250,535.69 | \$991,741.13 | \$647,215.59 | 11.4\% |
| Small cap | \$459,810.46 | \$465,134.40 | \$280,857.20 | 4.9\% |
| Fixed assets and cash | \$1,024,883.17 | \$611,653.34 | \$578,140.37 | 10.2\% |
| Total | \$8,456,926.23 | \$8,160,637.27 | \$5,678,950.22 | 100\% |

## ASSET \& FUND DETAILS

## 2020

## $\bullet$ <br> Asset allocation

(as of 09/30/2020)

|  | ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :---: | :---: | :---: | :---: | :---: |
|  | - Mid cap | 8.3\% | 8.1\% | 0.2\% |
|  | Large cap | 29.2\% | 27.4\% | 1.8\% |
|  | - Balanced | 0.0\% | 2.4\% | 0.0\% |
|  | - Bonds | 9.2\% | 4.6\% | 4.6\% |
|  | Short term | 0.0\% | 4.7\% | 0.0\% |
|  | $\square$ SDO | 0.3\% | 2.5\% | -2.2\% |
|  | Specialty | 2.6\% | 0.4\% | 2.1\% |
|  | $\square$ Loan | 1.4\% | 0.3\% | 1.1\% |
|  | $\square$ Asset allocation | 18.7\% | 28.0\% | -9.2\% |
|  | $\square$ International | 9.6\% | 5.2\% | 4.4\% |
|  | $\square$ Small cap | 4.8\% | 5.8\% | -1.0\% |
|  | $\square$ Fixed assets and cash | 15.9\% | 10.5\% | 5.3\% |

2019

## (1) Asset allocation

(as of $12 / 31 / 2019$ )


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $8.9 \%$ | $9.0 \%$ | $-0.1 \%$ |
| Large cap | $29.5 \%$ | $29.5 \%$ | $0.0 \%$ |
| Balanced | $0.0 \%$ | $2.5 \%$ | $0.0 \%$ |
| Bonds | $9.1 \%$ | $4.1 \%$ | $5.1 \%$ |
| Short term | $0.0 \%$ | $4.4 \%$ | $0.0 \%$ |
| SDO | $0.3 \%$ | $2.7 \%$ | $-2.4 \%$ |
| Specialty | $2.6 \%$ | $0.7 \%$ | $1.9 \%$ |
| Loan | $1.4 \%$ | $0.4 \%$ | $1.0 \%$ |
| Asset allocation | $18.3 \%$ | $25.1 \%$ | $-6.8 \%$ |
| International | $10.1 \%$ | $5.7 \%$ | $4.4 \%$ |
| Small cap | $5.8 \%$ | $6.3 \%$ | $-0.5 \%$ |
| Fixed assets and cash | $14.0 \%$ | $9.6 \%$ | $4.4 \%$ |

## BALANCE DETAILS

## \$ <br> Total account balance <br> (as of 09/30/2020)

| Money source | Current value |
| :--- | :---: |
| Participant assets | $\$ 110,684,578.10$ |
| Rollover (Pre-Tax) | $\$ 6,166,502.63$ |
| Rollover 457 | $\$ 253,727.55$ |
| Employer Money Purchase | $\$ 45,501,814.85$ |
| Mandatory Employee Pre-Tax | $\$ 56,262,554.30$ |
| After-Tax Contribution | $\$ 669,339.63$ |
| After-Tax Rollover | $\$ 211.41$ |
| Loan balance | $\$ 1,514,611.94$ |
| SDO balance | $\$ 315,815.79$ |
| Total plan assets | $\$ 110,684,578.10$ |

## BALANCE DETAILS

## Loan Details

(as of 09/30/2020)

| Loan type | Number of loans | Principal value |
| :--- | :---: | :---: |
| General purpose loan | 177 | $\$ 1,277,154.57$ |
| Primary residence loan | 11 | $\$ 237,457.37$ |
| Total | 188 | $\$ 1,514,611.94$ |

Contributions and transfers/rollovers-in
(as of 09/30/2020)

| Type | Year to date |
| :--- | :---: |
| Contributions | $\$ 5,255,968.09$ |
| Transfers/Rollovers-ln | $\$ 422,982.13$ |
| Total | $\$ 5,678,950.22$ |

(ㅇ) Balance activity by quarter

Change in balance from last quarter


## BALANCE DETAILS

Balance activity by year

Change in balance from last year



2016 $\$ 58,798,841.05$

2017
\$83,430,994.67

2018
\$81,427,304.48

2019
\$101,770,783.82

## Top opportunities to improve plan health

## Encourage enrollment

Are you happy with your participation rate? Schedule an enrollment workshop today

## Suggest online account usage

Those who engage in their online account are $4 x$ more likely to save more for retirement

## Propose contribution increases

Anything can help. Talk with your participants about the benefits of saving now for a better tomorrow
Discuss the benefits of Nationwide ProAccount
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## Additional opportunities

## How participants are engaged in the plan

- Are your participants in the correct status based on their age?

Check in with participants who may not be in the correct status.

## What your participants are contributing

Starting to save early is one of the best ways to prepare for retirement.Contact your Nationwide representative to schedule a workshop with your participants under the age of 30 to help them understand the benefits of saving more now.

Are your female participants actively contributing?
Host a workshop for women eligible and enrolled in your plan. Nationwide's Women \& Investing tools can help.

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Work with your Nationwide Retirement Specialist to help manage your loans.
Are those closer to retirement aware of catch-up contributions?
Let your participants know that catch-up contributions may help them reach their goal.
How your participants are invested
Are participants diversified enough?
Call your Nationwide retirement specialist and discuss your participants' asset diversification.
How many participants are prepared for retirement
How many participants are getting close to retirement?
Talk with your participants about which payout strategies may benefit them the most.

# PLAN HEALTH REPORT <br> CITY OF SACRAMENTO CITY COUNCIL 401(a) <br> as of 09/30/2020 



Nationwide

We value your partnership and the opportunity to offer a competitive, effective retirement plan to your participants. Through diligent work and thought leadership, we'll help you grow your plan and help your participants prepare for and live in retirement. This report includes balance information, participant demographics, contribution highlights and retirement readiness numbers. Together, we can use this information to help your participants achieve greater financial wellness.

Our goal is to help you objectively evaluate your Plan's performance and how it performs against other plans like yours. Since Nationwide Retirement Solutions is one of the largest retirement plan providers in the industry, we are uniquely positioned to compare your Plan to many others of similar asset size. By comparing the current year information to previous years, you can see how your Plan is performing, where your educational efforts are working and what areas offer opportunities for improvement. The "Peer Group" comparisons used in this report are based on cases with assets of: $\$ 0.5$ million - $\$ 5$ million.

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## TABLE OF CONTENTS

Welcome ..... 2
Executive summary ..... 3
Participant demographics ..... 5
Contributions \& investments ..... 7
Retirement readiness ..... 9
Assets \& fund details ..... 10
Balance details ..... 13
Opportunities ..... 17

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## EXECUTIVE SUMMARY

Quick plan facts
(as of 09/30/2020)

| Metric | Current value | \%Change from <br> last quarter | \%Change from <br> last year |
| :--- | ---: | ---: | ---: |
| Participant Core Assets | $\$ 743,249$ | $9.00 \%$ | $25.00 \%$ |$|-$| --- |
| :--- |
| Total Participant Count |
| Total New Enrollments YTD Count |

## EXECUTIVE SUMMARY

## 401(a) Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 09/30/2020)
\$743,249


How are they saving \& investing?


WHAT YOUR PARTICIPANTS ARE CONTRIBUTING
(as of 09/30/2020)

AVERAGE ACCOUNT BALANCE \$61,937

AVERAGE CONTRIBUTION
\$328


How many participants are prepared for retirement

Online engagement
(as of 09/30/2020)

TOTAL ENROLLED PARTICIPANTS

12

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

5

Retirement readiness
(as of 09/30/2020)

PARTICIPANTS WITH A RETIREMENT GOAL

4

PARTICIPANTS 'ON TRACK' FOR RETIREMENT
$25 \%$

## How participants are engaged in the plan

12


NEW ENROLLMENTS ${ }^{2}$
(Calendar year to date)
0

ENROLLMENT TRENDS (BY QUARTER) ${ }^{3}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{3}$


[^23]How participants are engaged in the plan

## (8) Enrolled participant data ${ }^{4}$

(as of 09/30/2020)

Actively Deferring
9


Inactive
3


Payout
0


Actively Deferring
9

| Male | Female |
| ---: | ---: |
| 0 | 0 |
| 0 | 0 |
| 2 | 1 |
| 1 | 0 |
| 5 | 0 |

Inactive
3


[^24]
## What your participants are contributing



## Balances \& contributions by age \& gender

(as of 09/30/2020)

|  | Average account balance |  | Average annualized contributions |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Male | Female |
| Under 30 | \$0 | \$0 | \$0 | \$0 |
| 30-39 | \$0 | \$0 | \$0 | \$0 |
| 40-49 | \$50,470 | \$58,370 | \$8,272 | \$8,272 |
| 50-59 | \$97,570 | \$0 | \$5,286 | \$0 |
| 60+ | \$48,538 | \$0 | \$10,341 | \$0 |

[^25]
## What your participants are contributing

0\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

0\% PARTICIPANTS WITH AUTOMATCC CONTRIBUTION INCREASE
(Calendar year to date)

## 2020 IRS limits

Regular Limit \$19,500

## How your participants are invested

```
ASSET ALLOCATION 1
(as of 09/30/2020)
```

NUMBER OF ASSET CLASSES

| 1 | $16.7 \%$ |
| :---: | :---: |
| 2 | $0.0 \%$ |
| 3 | $0.0 \%$ |
| 4 | $16.7 \%$ |
| $5+$ | $66.7 \%$ |

## ASSET DIVERSIFICATION ${ }^{2}$

(as of 09/30/2020)

AVG. \# ASSET CLASSES
4.3

PEER GROUP
3.8

RECOMMENDED
5

## ProAccount

(as of 09/30/2020)

TOTAL PROACCOUNT BALANCE \$161,470

PARTICIPANTS WITH PROACCOUNT
out of 12 total enrolled participants

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$161,470
${ }^{1}$ Percentage of participants by number of investment classes.
${ }^{2}$ Average number of asset classes - Average number of asset classes in which participants are invested.
Peer group - Average number of asset classes in which this peer group (cases with $\$ 0.5$ million - $\$ 5$ million) is invested.
Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.

## How many participants are prepared for retirement



Online engagement
(as of 09/30/2020)
TOTAL ENROLLED PARTICIPANTS
12

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
5


## Retirement readiness

(as of 09/30/2020)

PARTICIPANTS 'ON TRACK' FOR RETIREMENT ${ }^{2}$


Participants who actively review their online account and use their retirement outlook tools are 4 times more likely to take action and save more for retirement.

## Q Peer comparison

Retirement readiness peer comparison


## NRM-17390AO

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2018 | 2019 | 2020 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$25,596.50 | \$36,334.13 | \$40,101.47 | 5.4\% |
| Large cap | \$157,012.36 | \$137,094.13 | \$164,553.30 | 22.1\% |
| Bonds | \$78,948.53 | \$33,642.42 | \$36,134.41 | 4.9\% |
| Specialty | \$13,308.53 | \$22,868.81 | \$23,786.87 | 3.2\% |
| Asset allocation | \$195,648.66 | \$328,665.43 | \$389,245.90 | 52.4\% |
| International | \$34,544.79 | \$41,646.20 | \$39,400.91 | 5.3\% |
| Small cap | \$21,348.08 | \$29,532.94 | \$28,609.83 | 3.8\% |
| Fixed assets and cash | \$17,621.73 | \$19,780.67 | \$21,416.09 | 2.9\% |
| Total | \$544,029.18 | \$649,564.73 | \$743,248.78 | 100\% |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2018 | 2019 | 2020 YTD | \% of total |
| :--- | ---: | ---: | ---: | ---: |
| Mid cap | $\$ 3,387.28$ | $\$ 4,348.38$ | $\$ 3,324.81$ | $5.8 \%$ |
| Large cap | $\$ 9,853.48$ | $\$ 11,059.25$ | $\$ 3,627.29$ | $6.3 \%$ |
| Specialty | $\$ 1,847.56$ | $\$ 2,372.02$ | $\$ 1,813.74$ | $3.2 \%$ |
| Asset allocation | $\$ 42,516.50$ | $\$ 53,793.82$ | $\$ 45,268.07$ | $78.9 \%$ |
| International | $\$ 615.68$ | $\$ 790.46$ | $\$ 604.39$ | $1.1 \%$ |
| Small cap | $\$ 2,771.08$ | $\$ 3,557.64$ | $\$ 2,720.23$ | $4.7 \%$ |
| Total | $\$ 60,991.58$ | $\$ 75,921.57$ | $\$ 57,358.53$ | $100 \%$ |

## ASSET \& FUND DETAILS

## 2020

## (8) <br> Asset allocation

(as of 09/30/2020)


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $5.4 \%$ | $4.8 \%$ | $0.6 \%$ |
| Large cap | $22.1 \%$ | $19.2 \%$ | $2.9 \%$ |
| Balanced | $0.0 \%$ | $1.9 \%$ | $0.0 \%$ |
| Bonds | $4.9 \%$ | $6.3 \%$ | $-1.4 \%$ |
| Short term | $0.0 \%$ | $3.1 \%$ | $0.0 \%$ |
| SDO | $0.0 \%$ | $0.7 \%$ | $0.0 \%$ |
| Specialty | $3.2 \%$ | $1.2 \%$ | $2.0 \%$ |
| Loan | $0.0 \%$ | $0.0 \%$ | $0.0 \%$ |
| Asset allocation | $52.4 \%$ | $23.0 \%$ | $29.3 \%$ |
| International | $5.3 \%$ | $6.2 \%$ | $-0.9 \%$ |
| Small cap | $3.8 \%$ | $3.8 \%$ | $0.1 \%$ |
| Fixed assets and cash | $2.9 \%$ | $29.9 \%$ | $-27.0 \%$ |

2019

## (1) Asset allocation

(as of $12 / 31 / 2019$ )


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $5.6 \%$ | $5.9 \%$ | $-0.3 \%$ |
| Large cap | $21.1 \%$ | $20.2 \%$ | $0.9 \%$ |
| Balanced | $0.0 \%$ | $2.1 \%$ | $0.0 \%$ |
| Bonds | $5.2 \%$ | $5.6 \%$ | $-0.4 \%$ |
| Short term | $0.0 \%$ | $4.6 \%$ | $0.0 \%$ |
| SDO | $0.0 \%$ | $0.7 \%$ | $0.0 \%$ |
| Specialty | $3.5 \%$ | $1.7 \%$ | $1.8 \%$ |
| Loan | $0.0 \%$ | $0.1 \%$ | $0.0 \%$ |
| Asset allocation | $50.6 \%$ | $20.5 \%$ | $30.1 \%$ |
| International | $6.4 \%$ | $7.4 \%$ | $-1.0 \%$ |
| Small cap | $4.5 \%$ | $4.7 \%$ | $-0.2 \%$ |
| Fixed assets and cash | $3.0 \%$ | $26.5 \%$ | $-23.5 \%$ |

## BALANCE DETAILS

## \$ Total account balance <br> (as of 09/30/2020)

| Money source | Current value |
| :--- | ---: |
| Participant assets | $\$ 743,248.78$ |
| Rollover (Pre-Tax) | $\$ 0.00$ |
| Employer Money Purchase | $\$ 358,829.73$ |
| Mandatory Employee Pre-Tax | $\$ 384,419.05$ |
| Total plan assets | $\$ 743,248.78$ |

## BALANCE DETAILS

## Contributions and transfers/rollovers-in

(as of 09/30/2020)

| Type | Year to date |
| :--- | ---: |
| Contributions | $\$ 57,358.53$ |
| Transfers/Rollovers-ln | $\$ 0.00$ |
| Total | $\$ 57,358.53$ |

(ㅇ) Balance activity by quarter

Change in balance from last quarter


## BALANCE DETAILS

## 이 Balance activity by year

Change in balance from last year



2016
\$564,909.28

2017
$\$ 515,635.99$

2018 $\$ 544,029.18$

2019
$\$ 649,564.73$

## Top opportunities to improve plan health

## Encourage enrollment

Are you happy with your participation rate? Schedule an enrollment workshop today

## Suggest online account usage

Those who engage in their online account are $4 x$ more likely to save more for retirement

## Propose contribution increases

Anything can help. Talk with your participants about the benefits of saving now for a better tomorrow
Discuss the benefits of Nationwide ProAccount
How participants are invested can play a big role in their retirement health

## Additional opportunities

## How participants are engaged in the plan

- Are your participants in the correct status based on their age?

Check in with participants who may not be in the correct status.

## What your participants are contributing

Starting to save early is one of the best ways to prepare for retirement.Contact your Nationwide representative to schedule a workshop with your participants under the age of 30 to help them understand the benefits of saving more now.

Are your female participants actively contributing?
Host a workshop for women eligible and enrolled in your plan. Nationwide's Women \& Investing tools can help.

- Incremental increases can go a long way.

Let your participants know how having an automatic annual contribution increase can help them reach their retirement goal.
Work with your Nationwide Retirement Specialist to help manage your loans.
Are those closer to retirement aware of catch-up contributions?
Let your participants know that catch-up contributions may help them reach their goal.
How your participants are invested
Are participants diversified enough?
Call your Nationwide retirement specialist and discuss your participants' asset diversification.
How many participants are prepared for retirement
How many participants are getting close to retirement?
Talk with your participants about which payout strategies may benefit them the most.
is on your side

## Investment Review

Prepared for CITY OF SACRAMENTO 457
As of September 30, 2020

## Contents

1 Important Information
2) Market Overview

3 Plan Snapshot

4 Individual Fund Profiles

## Important Information

This material is prepared for internal or Plan Sponsor use only. This is NOT, and should not be construed as INVESTMENT ADVICE. It may not be reproduced, shown, or quoted to plan participants or to other members of the general public or used in written form as sales literature; any such use would be in violation of the FINRA Conduct Rules. This report is not complete unless all pages are included. All data has been gathered and compiled by Nationwide Financial from publicly available and independent sources thought to be reliable; however no assurances can be made to its accuracy.

## Investing involves risk, including the possible loss of principal.

Investment returns and principal value will fluctuate; redeemed units may be worth more or less than their original cost. Before investing, one should carefully consider the investment objectives, risks, fees, and expenses. The fund prospectus contains this and other important information. Prospectuses can be obtained by contacting your local retirement representative, or Nationwide Financial at 1-877-677-3678. Please read the prospectuses carefully before investing or sending money.

The performance summary does not reflect fees and charges specific to your plan, including, termination charges, plan recordkeeping fees, participant fees or other product charges.

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The use of Morningstar data, or any other investment tool, is not intended as investment advice to the plan. The Plan Sponsor (or other designated investment fiduciary) is solely responsible for evaluating the appropriateness of the investment options available in the plan. When shown, benchmark data is used for comparative purposes only and generally reflects the investment style or risk of the compared menu option.

It is not possible to invest directly in an index.
Nationwide offers a variety of investment options through this contract. The underlying investment options or their affiliates may make payments to Nationwide. For more detail about the payments Nationwide receives, please visit www.nrsforu.com.

Nationwide Retirement Solutions and Nationwide Life Insurance Company (collectively "Nationwide") have endorsement relationships with the National Association of Counties, the United States Conference of Mayors, and the International Association of Fire Fighters-Financial Corporation. More information about the endorsement relationships may be found online at www.nrsforu.com.

The unregistered group variable annuity is issued by Nationwide Life Insurance Company, Columbus, OH. Contract number NRC-O105AO, NRC-O105OR. In Oklahoma only: NRC-0105OK.

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All data as of September 30, 2020 unless otherwise noted.
Data accessed on November 17, 2020.

- Not a deposit • Not FDIC or NCUSIF insured • Not guaranteed by the institution • Not insured by any federal government agency • May lose value


## Investment Risk Disclosures

 may not include all types of funds listed below.

Asset Allocation Funds: These funds are designed to provide diversification and asset allocation across several types of investments and asset classes, primarily by investing in underlying funds. Therefore, in addition to the expenses of these funds, investors are indirectly paying a proportionate share of the applicable fees and expenses of the underlying funds.

Bond Funds: Funds that invest in bonds have the same interest rate, inflation and credit risks associated with the bonds in which the funds invest.


 claims-paying ability of the issuing insurance company.
 entities.

 Increased volatility may reduce the market value of high-yield bonds. They are also subject to the claims paying ability of the issuing company.
 political risk, differences in accounting and the limited availability of information.
 seeks to preserve the value of your investment at $\$ 1.00$ per share, it is possible to lose money by investing in the fund.
 more diversified investment.
 changing demographic patterns and government actions.

 developments and may have more limited resources. Therefore, they generally involve greater risk.
 such as money market funds. Stable Value funds are not FDIC insured and are not guaranteed.

## Investment Risk Disclosures

Target Date Funds: These funds are designed for people who plan to retire or begin taking income during or near a specific year. These funds use a strategy that reallocates equity exposure to a higher percentage of fixed investments over time primarily by investing in underlying funds. Therefore, in addition to the expenses of these funds, investors are indirectly paying a proportionate share of the applicable fees and expenses of the underlying funds. It's important to remember that no strategy can assure a profit or prevent a loss in a declining market; the principal value is not guaranteed at any time including the target date. Investing involves risk, including loss of principal. When redeemed, the amount received may be less than the amount invested. The target date is the approximate date when investors plan to start withdrawals. The Funds offer continuous rebalancing over time to become more conservative as investors approach their planned retirement date. The principal value of the Funds are not guaranteed at any time, including the target date.

All data as of September 30, 2020 unless otherwise noted.

## Product Guidelines

Nationwide Life Insurance Company or its affiliates (Nationwide), as product provider, establishes internal guidelines for its retirement plan products and platforms, which serve as the basis for selecting underlying investment options for its products. These guidelines include product competitiveness, consistency with the purpose of the product, Nationwide's business interests, and general investment criteria. The guidelines are subject to change and Nationwide may select options that do not satisfy all criteria.

## Selected investment criteria may include such items as:

- Fund absolute performance
- Fund relative performance
- Fund expenses
- Fund assets
- Firm ownership structure and personnel changes
- Firm assets under management
- Firm track record
- Portfolio Manager, or management team, tenure and experience


## Changes in the guidelines above may trigger a change to a product's underlying investment options.

Retirement plan sponsors have the sole and absolute discretion to determine whether the investment options offered through Nationwide's product and platforms are suitable and appropriate for their plan. Nationwide has its own business interests, including profit, in selecting which investment option to offer within its products and cannot act with the unconflicted objectivity required of fiduciaries.

Each plan is ultimately responsible for selecting and monitoring its own investment options consistent with its plan documents and investment guidelines/policy statement.

## Returns by Style

U.S. Market

Russell 3000


## International Market

MSCI EAFE


1 Year Return

|  | Value | Blend | Growth |
| :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { ò } \\ & \frac{1}{3} \end{aligned}$ | -3.9\% | 20.3\% | 41.2\% |
| 끛 | -7.3\% | 4.6\% | 23.2\% |
| ¢ | -14.9\% | 0.4\% | 15.7\% |


|  | 1 Year R |  |  |
| :---: | :---: | :---: | :---: |
|  | Value | Blend | Growth |
| $\frac{\text { git }}{\frac{0}{5}}$ | -11.4\% | 0.9\% | 13.8\% |
| $\stackrel{\Sigma}{\bar{\prime}}$ | -7.3\% | 5.6\% | 16.6\% |
|  | $\begin{aligned} & \text { Global } \\ & \text { 11.0\% } \end{aligned}$ |  | $\begin{aligned} & \text { Emerging } \\ & \text { Markets } \\ & \text { 10.9\% } \end{aligned}$ |

5 Year Return

|  | Value | Blend | Growth |
| :---: | :---: | :---: | :---: |
| - | 8.3\% | 15.6\% | 21.4\% |
| 짗 | 6.4\% | 10.1\% | 15.5\% |
| $\stackrel{\text { cos }}{\substack{0}}$ | 4.1\% | 8.0\% | 11.4\% |


| $\begin{aligned} & 8 \\ & \frac{0}{5} \\ & \frac{1}{5} \end{aligned}$ | 5 Year Return |  |  |
| :---: | :---: | :---: | :---: |
|  | Value | Blend | Growth |
|  | 1.7\% | 5.8\% | 9.6\% |
|  | 4.0\% | 7.1\% | 9.5\% |
|  | $\begin{aligned} & \text { Global } \\ & 11.1 \% \end{aligned}$ |  | Emerging Markets 9.4\% |

Source: FactSet
Tables reflect index total returns (including reinvestments of dividends). All returns and annotations reflect total return, including dividends.
PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS.
Data as of September 30, 2020.

## Returns by Style (continued)

## Bond Market

United States Government Bond Yield Curve


|  | 1 Year Return |  |  |  | 5 Year Return |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Short | Medium | Long |  | Short | Medium | Long |
|  | 3.6\% | 6.3\% | 13.5\% | E | 1.8\% | 2.8\% | 6.1\% |
| 茙 흥 | 3.9\% | 7.3\% | 9.3\% | \% \% \% í | 2.7\% | 4.3\% | 8.8\% |
|  | High Yield <br> 3.3\% |  | MultiSector 7.0\% |  | High Yield <br> 6.8\% |  | MultiSector 4.2\% |

## Asset Allocation



Source: FactSet
All calculations, other than the yield curve, are cumulative total return, including dividends reinvested, for the stated period.
For detail on the indices used in these calculations, please see Page 6. For detail on the asset allocation models, please see Page 9.
PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS.
Data as of September 30, 2020.

## Annual Returns of Selected Asset Classes

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 27.95 | 8.28 | 19.70 | 38.82 | 28.03 | 2.83 | 21.31 | 25.03 | 1.87 | 31.49 |  |
| 26.85 | 7.84 | 17.32 | 32.39 | 13.69 | 1.38 | 11.96 | 21.83 | 0.01 | 28.66 |  |
| 15.06 | 5.64 | 16.35 | 22.78 | 5.97 | 0.55 | 8.63 | 14.65 | -1.20 | 25.52 | - Cash |
| 11.77 | 2.11 | 16.00 | 16.86 | 5.97 | 0.18 | 7.58 | 13.13 | -4.04 | 22.01 | - International Stocks <br> - Large Cap Stocks |
| 7.75 | 1.12 | 11.05 | 2.86 | 4.89 | 0.05 | 2.65 | 8.67 | -4.38 | 18.86 | Moderate Portfolio REITs |
| 6.54 | 0.10 | 4.32 | 0.07 | 0.59 | -0.81 | 2.09 | 7.39 | -4.78 | 8.72 | - Small Cap Stocks <br> - US Bonds |
| 5.54 | -4.18 | 4.21 | -2.02 | 0.03 | -3.15 | 1.00 | 3.54 | -11.01 | 6.84 |  |
| 0.13 | -12.14 | 0.11 | -2.60 | -4.90 | -4.41 | 0.33 | 0.86 | -13.79 | 2.28 |  |

[^26]Source: FactSet
All calculations are cumulative total return, including dividends reinvested for the stated period.
For detail on the indices used in these calculations, please see Page 9.
PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS.
Data as of September 30, 2020.

## Returns by Style (continued)

The indices used on the preceding pages are as follows:

## U.S. Market

US Stock Market (price graph): Russell 3000 Index Large Cap Growth: Russell Top 200 Growth Index Large Cap Blend: Russell Top 200 Index
Large Cap Value: Russell Top 200 Value Index
Mid Cap Growth: Russell Mid Cap Growth Index
Mid Cap Blend: Russell Mid Cap Index
Mid Cap Value: Russell Mid Cap Value Index
Small Cap Growth: Russell 2000 Growth Index
Small Cap Blend: Russell 2000 Index
Small Cap Value: Russell 2000 Value Index

## International Market

International Stock Market (price graph): MSCI EAFE Index
International Large Growth: MSCI EAFE Growth Index
International Large Blend: MSCI EAFE Index
International Large Value: MSCI EAFE Value Index
International Small/Mid Growth: MSCI EAFE Small-Mid Cap Growth Index International Small/Mid Blend: MSCI EAFE Small-Mid Cap Index International Small/Mid Value: MSCI EAFE Small-Mid Cap Value Index Global Stocks: MSCI The World Index
Emerging Markets: MSCI Emerging Markets Index

## Bond Market

Short Government: Bloomberg Barclays Capital (BbgBarc) U.S. Treasury 1-3 Year Index
Intermediate Government: BbgBarc U.S. Treasury 3-5 Year Index
Long Government: BbgBarc U.S. Treasury 10-20 Year Index
Short Corporate: BbgBarc U.S. 1-3 Year Credit Index
Intermediate Corporate: BbgBarc U.S. Intermediate Credit Index
Long Corporate: BbgBarc U.S. Long Credit Index
High Yield: BbgBarc U.S. Corporate High Yield Index
Multi-Sector: BbgBarc U.S. Aggregate Index

## Asset Allocation

The asset allocation models have been provided by Ibbotson Associates, Inc. (Ibbotson) to Nationwide. They are comprised of underlying indices and rebalanced on a quarterly basis back to the following allocations. Ibbotson and its affiliates are not related to Nationwide or its affiliates.

Aggressive: 5\% BbgBarc U.S. Aggregate Index, 40\% Standard \& Poor's (S\&P) 500 Index, $30 \%$ MSCI EAFE Index, $15 \%$ S\&P MidCap 400 Index, 10\% Russell 2000 Index

Moderately Aggressive: 5\% Citi Government/Corporate 1-3 Year Index, 15\% BbgBarc U.S. Aggregate Index, $35 \%$ S\&P 500 Index, $25 \%$ MSCI EAFE Index, 15\% S\&P MidCap 400 Index, 5\% Russell 2000 Index

Moderate: 5\% Citi 3-month Treasury Index, 10\% Citi Government/Corporate 1-3 Year Index, 25\% BbgBarc U.S. Aggregate Index, 30\% S\&P 500 Index, 10\% S\&P MidCap 400 Index, 5\% Russell 2000 Index, 15\% MSCI EAFE Index

Moderately Conservative: 10\% Citi 3-month Treasury Index, 15\% Citi Government/Corporate 1-3 Year Index, 35\% BbgBarc U.S. Aggregate Index, 20\% S\&P 500 Index, $10 \%$ S\&P MidCap 400 Index, $10 \%$ MSCI EAFE Index

Conservative: 15\% Citi 3-month Treasury Index, 25\% Citi Government/ Corporate 1-3 Year Index, 40\% BbgBarc U.S. Aggregate Index, 10\% S\&P 500 Index, 5\% S\&P MidCap 400 Index, 5\% MSCI EAFE Index

Annual Return of Selected Asset Classes
Large Cap Stocks: S\&P 500 Index
Small Cap Stocks: Russell 2000 Index
International Stocks: MSCI EAFE Index
US Bonds: Bloomberg Barclays Capital U.S. Aggregate Index
Global Bonds: Bloomberg Barclays Capital Global Aggregate Index REITs: FTSE NAREIT Index
Cash: Bank of America/Merrill Lynch 3-month Treasury Note Index Moderate Portfolio: as above

Investors cannot invest directly in an index. All of these indices are unmanaged and do not bear the fees and expenses of a managed investment product.

## Fund Snapshot

September 30, 2020
Domestic Stock Funds

| Large Cap Value | Large Cap Blend | Large Cap Growth |
| :--- | :--- | :--- |
| MFS Value R6 | Vanguard 500 Index Admiral | Fidelity Contrafund <br> Goldman Sachs Large Cap Gr Insghts Instl |
| Mid Cap Value | Mid Cap Blend | Mid Cap Growth |
| American Century Mid Cap Value R6 | Vanguard Mid Cap Index Admiral | MFS Mid Cap Growth R6 |
| Small Cap Value |  |  |
| Vanguard Small Cap Value Index I | Small Cap Blend | Small Cap Growth |

## International Stock Funds

| International Large Value | International Large Blend | International Large Growth |
| :--- | :--- | :--- |
|  | ishares MSCI EAFE Intl Idx Instl <br> Nationwide Bailard IntI Eqs R6 | Invesco Oppenheimer International Gr R6 |
| International Small/Mid Value | International Small/Mid Blend | International Small/Mid Growth |
|  |  |  |

## Specialty Funds

| Sector Equity |
| :--- |
| TIAA-CREF Real Estate Sec InstI |
|  |
|  |
| Balanced |
| BlackRock Global Allocation Instl |

## Global Equity

## World

## Emerging Markets

Invesco Developing Mkts R6

## Fund Snapshot (continued)

September 30, 2020

## Bond Funds

| Short Government | Intermediate Government | Long Government |
| :--- | :--- | :--- |
|  |  |  |
| Short Investment Grade | Intermediate Investment Grade | Long Investment Grade |
|  | PGIM Total Return Bond Z |  |
| High Yield | World/Emerging Markets Bond | Multi-Sector Bond |
| Columbia High Yield Bond Inst2 | Goldman Sachs Global Core Fxd Inc Instl | PIMCO Income Instl |

## Short Term Options

Cash and Equivalents
NATIONWIDE FIXED FUND

## Asset Allocation Funds

| Target Risk | Target Date |
| :--- | :--- |
|  | American Century One Choice 2020 R6 |
|  | American Century One Choice 2025 R6 |
|  | American Century One Choice 2030 R6 |
|  | American Century One Choice 2035 R6 |
|  | American Century One Choice 2040 R6 |
|  | American Century One Choice 2045 R6 |
|  | American Century One Choice 2050 R6 |
| American Century One Choice 2055 R6 |  |
|  | American Century One Choice 2060 R6 |
|  | American Century One Choice In Ret R6 |

[^27] mentioned categories and the ensuing variety of category classifications, they are broken out separately for consistency's sake.

## Investment Performance and Morningstar Percentiles

 time periods.

 not average weighted. This same approach is taken with each of the corresponding Morningstar Categories of each fund.
 them.



 expense waivers for certain periods since inception, without which returns would have been lower.

 would be 5. The category percentile rankings look at the most recent quarter-ending period. These rankings are color coded as follows:

When the investment option's average total return for any specific quarter-ending calendar period falls within the
first quartile ( $\mathbf{1 \%} \mathbf{- 2 5 \%}$ ) of its Morningstar Category, the investment option is not color coded on the chart.When the investment option's average total return for the period falls within the second quartile (26\% - 50\%), the investment option receives a light blue coding.When the investment option's average total return for the period falls within the third quartile (51\% - 75\%), the investment option receives a gray coding.

When the investment option's average total return for the period falls within the fourth quartile ( $\mathbf{7 6 \%} \mathbf{~ - ~ 1 0 0 \% ) , ~}$ the investment option receives a dark blue coding.

## Investment Performance and Morningstar Percentiles

The $\mathbf{5}$ Year Risk/Return vs. Category box represents a fund's risk/return tradeoff against its Morningstar Category. The 5 year risk/return plot point is in the middle of the box where the lines intersect.

Risk is defined by Standard Deviation: a statistical measure of the volatility of the fund's returns.
The top left quadrant is shaded if a fund has a higher return and lower risk than its Morningstar Category.
The bottom left quadrant is shaded if a fund has a lower return and lower risk than its Morningstar Category.
The top right quadrant is shaded if a fund has a higher return and higher risk than its Morningstar Category.
The bottom right quadrant is shaded if a fund has a lower return and higher risk than its Morningstar Category.
Average Manager Tenure is reported directly from the Morningstar database and represents the average amount of time that the management team for a specific fund has been in place. In the event that there is only one manager for a fund, this number will equal that manager's tenure on the fund. In the event the average manager tenure on any Fund is less than 3 years, that cell is color-coded.

Gross Expense Ratio, also known as Prospectus Gross Expense Ratio, is 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.

## Large Cap Value



## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.
 available in additional share classes.

## Large Cap Blend



## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.
 available in additional share classes.

## Large Cap Growth




Category Average Gross Expense Ratio: 1.34\%

## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.
 it is available in additional share classes.

## Mid Cap



## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.
 available in additional share classes.

## Small Cap




Category Average Gross Expense Ratio: 1.47\%

## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.
 available in additional share classes.

## International Funds



| Fund Name | Ticker | Morningstar Category |  | $\begin{gathered} 1 \\ \text { Year } \end{gathered}$ | $\begin{gathered} 3 \\ \text { Year } \end{gathered}$ | $\begin{gathered} 5 \\ \text { Year } \end{gathered}$ | $\begin{aligned} & 10 \\ & \text { Year } \end{aligned}$ | 5 Year Risk/ Return vs. Category | Average Manager Tenure | Prospectus Gross Expense Ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Invesco Developing Mkts R6 | ODVIX | Diversified Emerging Mkts | Returns | 10.60 | 4.51 | 10.56 | 4.40 |  | 13.3 | 0.83 |
|  |  |  | Peer Ranking | 41 | 21 | 22 | 23 |  |  |  |
|  |  |  | Total Funds per Category | 790 | 695 | 590 | 264 |  |  |  |
| Invesco Oppenheime r <br> International Gr R6 | OIGIX | Foreign Large Growth | Returns | 19.79 | 4.84 | 7.88 | 7.37 |  | 16.5 | 0.69 |
|  |  |  | Peer Ranking | 30 | 71 | 71 | 38 |  |  |  |
|  |  |  | Total Funds per Category | 469 | 420 | 336 | 243 |  |  |  |
| iShares MSCI EAFE Intl Idx Inst\| | MAIIX | FOREIGN LARGE BLEND | Returns | 0.50 | 0.67 | 5.22 | 4.49 |  | 3.5 | 0.08 |
|  |  |  | Peer Ranking | 62 | 51 | 52 | 46 |  |  |  |
|  |  |  | Total Funds per Category | 761 | 647 | 548 | 363 |  |  |  |
| Nationwide Bailard Int\| Eqs R6 | NWHMX | FOREIGN LARGE BLEND | Returns | 2.05 | -1.61 | 3.14 | 4.04 |  | 8.7 | 0.92 |
|  |  |  | Peer Ranking | 46 | 85 | 92 | 71 |  |  |  |
|  |  |  | Total Funds per Category | 761 | 647 | 548 | 363 |  |  |  |

Category Average Gross Expense Ratio: 3.04\%

## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.
 available in additional share classes.

## Bond Funds



| Fund Name | Ticker | Morningstar Category |  | $\begin{gathered} 1 \\ \text { Year } \end{gathered}$ | $\begin{gathered} 3 \\ \text { Year } \end{gathered}$ | $\begin{gathered} 5 \\ \text { Year } \end{gathered}$ | $\begin{aligned} & 10 \\ & \text { Year } \end{aligned}$ | 5 Year Risk/ Return vs. Category | Average Manager Tenure | Prospectus Gross Expense Ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Columbia <br> High Yield Bond Inst2 | RSHRX | $\begin{gathered} \text { HIGH YIELD } \\ \text { BOND } \end{gathered}$ | Returns | 2.90 | 3.87 | 5.89 | 6.31 |  | 6.0 | 0.72 |
|  |  |  | Peer Ranking | 29 | 26 | 27 | 9 |  |  |  |
|  |  |  | Total Funds per Category | 676 | 620 | 534 | 350 |  |  |  |
| Goldman Sachs Global Core Fxd Inc Inst\| | GSGLX | World BondUSD Hedged | Returns | 6.88 | 5.74 | 4.55 | 4.11 |  | 0.7 | 0.79 |
|  |  |  | Peer Ranking | 6 | 15 | 30 | 27 |  |  |  |
|  |  |  | Total Funds per Category | 108 | 91 | 59 | 38 |  |  |  |
| PIMCO Income Instl | PIMIX | MULTISECTOR BOND | Returns | 3.84 | 3.63 | 5.49 | 7.03 |  | 7.7 | 1.09 |
|  |  |  | Peer Ranking | 35 | 36 | 12 | 1 |  |  |  |
|  |  |  | Total Funds per Category | 330 | 292 | 248 | 133 |  |  |  |
| PGIM Total Return Bond Z | PDBZX | Intermediate Core-Plus Bond | Returns | 5.86 | 5.54 | 5.22 | 4.97 |  | 10.8 | 0.53 |
|  |  |  | Peer Ranking | 67 | 20 | 11 | 7 |  |  |  |
|  |  |  | Total Funds per Category | 605 | 537 | 459 | 341 |  |  |  |

Category Average Gross Expense Ratio: 1.92\%

- Plan Category Average Returns
- Morningstar Category Average Returns


## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.
 available in additional share classes.

## Sector Funds

## Asset Allocation - Balanced

| Fund Name | Morningstar |  |  | $\begin{gathered} 1 \\ \text { Year } \end{gathered}$ | $\begin{gathered} 3 \\ \text { Year } \end{gathered}$ | $\begin{gathered} 5 \\ \text { Year } \end{gathered}$ | $\begin{aligned} & 10 \\ & \text { Year } \end{aligned}$ | 5 Year Risk/ Return vs. Category | Average Manager Tenure | Prospectus Gross Expense Ratio | Category Gross Expense Ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BlackRock | MALOX | WORLD <br> ALLOCATION | Returns | 14.64 | 6.48 | 7.46 | 6.21 |  | 2.9 | 0.85 | 1.44 |
| Allocation |  |  | Peer Ranking | 3 | 6 | 8 | 25 |  |  |  |  |
| Inst\| |  |  | Total Funds per Category | 475 | 394 | 338 | 208 |  |  |  |  |

## Specialty



## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.
 available in additional share classes.

## Asset Allocation - Target Date

| Fund Name | Ticker | Morningstar Category |  | $\begin{gathered} 1 \\ \text { Year } \end{gathered}$ | $\begin{gathered} 3 \\ \text { Year } \end{gathered}$ | $\begin{gathered} 5 \\ \text { Year } \end{gathered}$ | $\begin{aligned} & 10 \\ & \text { Year } \end{aligned}$ | 5 Year Risk/ Return vs. Category | Average <br> Manager <br> Tenure | Prospectus Gross Expense Ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| American Century One Choice 2020 R6 | ARBDX | TARGET DATE2020 | Returns | 7.55 | 5.95 | 6.96 | 7.04 |  | 8.2 | 0.54 |
|  |  |  | Peer Ranking | 54 | 43 | 55 | 44 |  |  |  |
|  |  |  | Total Funds per Category | 200 | 171 | 131 | 86 |  |  |  |
| American Century One Choice 2025 R6 | ARWDX | TARGET DATE2025 | Returns | 8.07 | 6.20 | 7.40 | 7.49 |  | 8.5 | 0.56 |
|  |  |  | Peer Ranking | 53 | 49 | 74 | 57 |  |  |  |
|  |  |  | Total Funds per Category | 218 | 186 | 146 | 89 |  |  |  |
| American Century One Choice 2030 R6 | ARCUX | TARGET DATE2030 | Returns | 8.80 | 6.58 | 7.89 | 7.98 |  | 8.2 | 0.58 |
|  |  |  | Peer Ranking | 49 | 43 | 74 | 52 |  |  |  |
|  |  |  | Total Funds per Category | 228 | 194 | 153 | 91 |  |  |  |
| American Century One Choice 2035 R6 | ARLDX | TARGET DATE2035 | Returns | 9.51 | 6.92 | 8.39 | 8.51 |  | 8.5 | 0.60 |
|  |  |  | Peer Ranking | 39 | 37 | 75 | 45 |  |  |  |
|  |  |  | Total Funds per Category | 211 | 183 | 143 | 86 |  |  |  |
| American Century One Choice 2040 R6 | ARDUX | TARGET DATE2040 | Returns | 10.25 | 7.33 | 8.94 | 9.05 |  | 8.2 | 0.62 |
|  |  |  | Peer Ranking | 27 | 16 | 60 | 31 |  |  |  |
|  |  |  | Total Funds per Category | 222 | 194 | 153 | 91 |  |  |  |
| American Century One Choice 2045 R6 | ARDOX | TARGET DATE2045 | Returns | 11.00 | 7.71 | 9.52 | 9.49 |  | 8.5 | 0.63 |
|  |  |  | Peer Ranking | 20 | 11 | 48 | 19 |  |  |  |
|  |  |  | Total Funds per Category | 211 | 183 | 143 | 85 |  |  |  |
| American Century One Choice 2050 R6 | ARFEX | TARGET DATE2050 | Returns | 11.64 | 8.02 | 9.91 | 9.75 |  | 8.2 | 0.65 |
|  |  |  | Peer Ranking | 12 | 9 | 38 | 18 |  |  |  |
|  |  |  | Total Funds per Category | 222 | 194 | 153 | 79 |  |  |  |
| American Century One Choice 2055 R6 | AREUX | TARGET DATE2055 | Returns | 11.88 | 8.08 | 10.10 | - |  | 7.3 | 0.66 |
|  |  |  | Peer Ranking | 9 | 6 | 32 | - |  |  |  |
|  |  |  | Total Funds per Category | 211 | 183 | 140 | 35 |  |  |  |
| American Century One Choice 2060 R6 | ARGDX | TARGET DATE 2060+ | Returns | 11.87 | 8.09 | 10.15 | - |  | 4.4 | 0.66 |
|  |  |  | Peer Ranking | 6 | 9 | 44 | - |  |  |  |
|  |  |  | Total Funds per Category | 244 | 171 | 71 | - |  |  |  |
| American <br> Century One Choice In Ret R6 | ARDTX | TARGET DATE RETIREMENT | Returns | 7.59 | 5.89 | 6.74 | 6.65 |  | 8.5 | 0.54 |
|  |  |  | Peer Ranking | 16 | 11 | 8 | 1 |  |  |  |
|  |  |  | Total Funds per Category | 176 | 150 | 127 | 90 |  |  |  |

## CURRENT PERFORMANCE MAY BE LOWER OR HIGHER THAN THE PAST PERFORMANCE SHOWN, WHICH DOES NOT GUARANTEE FUTURE RESULTS.

 at the back of this document.
Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
Individual fund performance is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.

## Cash \& Cash Equivalents

## ANNUALIZED CREDITING RATES

| NATIONWIDE FIXED FUND |  |
| :--- | :--- |

Please note: Your plan may or may not include all types of instruments listed above.

 General account asset values and rate guarantees are subject to the claims-paying ability of the issuing insurance company.
 investment at $\$ 1.00$ per share, it is possible to lose money by investing in the fund.
 are not FDIC insured and are not guaranteed.

## PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS. CURRENT PERFORMANCE MAY BE LOWER OR HIGHER.

Your plan may have a Nationwide Administrative Fee, which, if reflected, would reduce the performance shown.
The rates listed above do not reflect the Nationwide Administrative Fee.
Performance shown is as of September 30, 2020. For more recent fund performance please see www.nrsforu.com.

## Expense Summary

## For more information about the available investment options including all charges and expenses, please consult a fund prospectus. Fund prospectuses and

 additional information relating to your retirement plan can be obtained by contacting Nationwide at 1-877-677-3678 or visiting www.nrsforu.com. Before investing, carefully consider the fund's investment objectives, risks, charges and expenses. The fund prospectus contains this and other important information. Read the prospectus carefully before investing.Prospectus Gross Expense Ratio represents the total gross expenses (net expenses with waivers added back in) divided by the fund's average net assets. It may not equal the net expense ratio. The gross expense ratio portrays the fund's expenses if the fund has not waived a portion, or all, of its fees. Some waivers have an expiration date; other waivers are in place indefinitely.

Prospectus Net Expense Ratio is the percentage of fund assets, net of reimbursements, used to pay for operating expenses and management fees, including $12 \mathrm{~b}-1$ 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.

Other expenses represents the difference between the Prospectus Net Expense Ratio and the sum of the Fund Management Fee and the $12 \mathrm{~b}-1$ Fee. This column may include expenses such as recordkeeping, custodial services, taxes, legal expenses, and accounting and auditing fees. If this number is negative, that is indicative of an expense waiver or reimbursement. For further information, please consult the Fund prospectus. Data is provided by Morningstar unless otherwise noted. © Morningstar, Inc. All Rights reserved. The Morningstar information contained herein: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information.

Third-party information has been obtained and is based on sources Nationwide Funds Group deems to be reliable.
Nationwide offers a variety of investment options to public sector retirement plans through variable annuity contracts, trust or custodial accounts. Nationwide may receive payments from mutual funds or their affiliates in connection with those investment options. For more detail about the payments Nationwide receives, please visit www.nrsforu.com.

## Expense Summary (continued)

CITY OF SACRAMENTO 457
As of September 30, 2020

| INVESTMENT OPTION | Prospectus gross expense ratio | Fund management fee | 12b-1 fee | Other expenses | Prospectus net expense ratio | Nationwide administrative fee | Total expense to participants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balanced |  |  |  |  |  |  |  |
| BlackRock Global Allocation Instl | 0.85\% | 0.75\% | 0.00\% | 0.05\% | 0.80\% | 0.03\% | 0.83\% |
| Global Equity: Emerging Markets |  |  |  |  |  |  |  |
| Invesco Developing Mkts R6 | 0.83\% | 0.75\% | 0.00\% | 0.08\% | 0.83\% | 0.03\% | 0.86\% |
| High Yield |  |  |  |  |  |  |  |
| Columbia High Yield Bond Inst2 | 0.72\% | 0.63\% | 0.00\% | 0.06\% | 0.69\% | 0.03\% | 0.72\% |
| Intermediate Investment Grade |  |  |  |  |  |  |  |
| PGIM Total Return Bond Z | 0.53\% | 0.39\% | 0.00\% | 0.10\% | 0.49\% | 0.03\% | 0.52\% |
| International Large Core |  |  |  |  |  |  |  |
| iShares MSCI EAFE IntI Idx Instl | 0.08\% | 0.01\% | 0.00\% | 0.07\% | 0.08\% | 0.03\% | 0.11\% |
| Nationwide Bailard Intl Eqs R6 | 0.92\% | 0.75\% | 0.00\% | 0.17\% | 0.92\% | 0.03\% | 0.95\% |
| International Large Growth |  |  |  |  |  |  |  |
| Invesco Oppenheimer International Gr R6 | 0.69\% | 0.64\% | 0.00\% | 0.05\% | 0.69\% | 0.03\% | 0.72\% |
| Large Cap Core |  |  |  |  |  |  |  |
| Vanguard 500 Index Admiral | 0.04\% | 0.03\% | 0.00\% | 0.01\% | 0.04\% | 0.03\% | 0.07\% |
| Large Cap Growth |  |  |  |  |  |  |  |
| Fidelity ${ }^{*}$ Contrafund ${ }^{\text {® }}$ K6 | 0.45\% | 0.45\% | 0.00\% | 0.00\% | 0.45\% | 0.03\% | 0.48\% |
| Goldman Sachs Large Cap Gr Insghts Instl | 0.57\% | 0.49\% | 0.00\% | 0.04\% | 0.53\% | 0.03\% | 0.56\% |
| Large Cap Value |  |  |  |  |  |  |  |
| MFS Value R6 | 0.47\% | 0.46\% | 0.00\% | 0.01\% | 0.47\% | 0.03\% | 0.50\% |
| Mid Cap Core |  |  |  |  |  |  |  |
| Vanguard Mid Cap Index Admiral | 0.05\% | 0.04\% | 0.00\% | 0.01\% | 0.05\% | 0.03\% | 0.08\% |
| Mid Cap Growth |  |  |  |  |  |  |  |
| MFS Mid Cap Growth R6 | 0.74\% | 0.69\% | 0.00\% | 0.05\% | 0.74\% | 0.03\% | 0.77\% |
| Mid Cap Value |  |  |  |  |  |  |  |
| American Century Mid Cap Value R6 | 0.63\% | 0.62\% | 0.00\% | 0.01\% | 0.63\% | 0.03\% | 0.66\% |

Source: Morningstar, Inc. and Nationwide
 affiliates in connection with those investment options. For more detail about the payments Nationwide receives, please visit www.nrsforu.com.

## Expense Summary (continued)

CITY OF SACRAMENTO 457
As of September 30, 2020

| INVESTMENT OPTION | Prospectus gross expense ratio | Fund management fee | 12b-1 fee | Other expenses | Prospectus net expense ratio | Nationwide administrative fee | Total expense to participants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Small Cap Core |  |  |  |  |  |  |  |
| JPMorgan Small Cap Equity R5 | 0.86\% | 0.65\% | 0.00\% | 0.15\% | 0.80\% | 0.03\% | 0.83\% |
| Small Cap Growth |  |  |  |  |  |  |  |
| Invesco Discovery R6 | 0.66\% | 0.62\% | 0.00\% | 0.04\% | 0.66\% | 0.03\% | 0.69\% |
| Small Cap Value |  |  |  |  |  |  |  |
| Vanguard Small Cap Value Index I | 0.06\% | 0.05\% | 0.00\% | 0.01\% | 0.06\% | 0.03\% | 0.09\% |
| Multi-Sector Bond |  |  |  |  |  |  |  |
| PIMCO Income Instl | 1.09\% | 0.50\% | 0.00\% | 0.59\% | 1.09\% | 0.03\% | 1.12\% |
| Specialty |  |  |  |  |  |  |  |
| TIAA-CREF Real Estate Sec Instl | 0.50\% | 0.48\% | 0.00\% | 0.02\% | 0.50\% | 0.03\% | 0.53\% |
| Specialty Fixed Income: World |  |  |  |  |  |  |  |
| Goldman Sachs Global Core Fxd Inc Instl | 0.79\% | 0.65\% | 0.00\% | 0.04\% | 0.69\% | 0.03\% | 0.72\% |
| Target Date |  |  |  |  |  |  |  |
| American Century One Choice 2020 R6 | 0.54\% | 0.51\% | 0.00\% | -0.09\% | 0.42\% | 0.03\% | 0.45\% |
| American Century One Choice 2025 R6 | 0.56\% | 0.53\% | 0.00\% | -0.09\% | 0.44\% | 0.03\% | 0.47\% |
| American Century One Choice 2030 R6 | 0.58\% | 0.55\% | 0.00\% | -0.09\% | 0.46\% | 0.03\% | 0.49\% |
| American Century One Choice 2035 R6 | 0.60\% | 0.58\% | 0.00\% | -0.09\% | 0.49\% | 0.03\% | 0.52\% |
| American Century One Choice 2040 R6 | 0.62\% | 0.59\% | 0.00\% | -0.08\% | 0.51\% | 0.03\% | 0.54\% |
| American Century One Choice 2045 R6 | 0.63\% | 0.60\% | 0.00\% | -0.06\% | 0.54\% | 0.03\% | 0.57\% |
| American Century One Choice 2050 R6 | 0.65\% | 0.62\% | 0.00\% | -0.06\% | 0.56\% | 0.03\% | 0.59\% |
| American Century One Choice 2055 R6 | 0.66\% | 0.63\% | 0.00\% | -0.07\% | 0.56\% | 0.03\% | 0.59\% |
| American Century One Choice 2060 R6 | 0.66\% | 0.63\% | 0.00\% | -0.07\% | 0.56\% | 0.03\% | 0.59\% |
| American Century One Choice In Ret R6 | 0.54\% | 0.51\% | 0.00\% | -0.09\% | 0.42\% | 0.03\% | 0.45\% |
| Cash |  |  |  |  |  |  |  |
| NATIONWIDE FIXED FUND | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.03\% | 0.03\% |

Source: Morningstar, Inc. and Nationwide
 affiliates in connection with those investment options. For more detail about the payments Nationwide receives, please visit www.nrsforu.com.

## Waivers

CITY OF SACRAMENTO 457
As of September 30, 2020

| Fund Name | Waiver | Waiver Type | Waiver Expiration <br> Date |
| :--- | :--- | :--- | :---: |
| BlackRock Global Allocation InstI | $0.05 \%$ | Contractual | $11 / 18 / 2020$ |
| Columbia High Yield Bond Inst2 | $0.03 \%$ | Contractual | $9 / 30 / 2021$ |
| PGIM Total Return Bond Z | $0.04 \%$ | Contractual | $2 / 28 / 2021$ |
| JPMorgan Small Cap Equity R5 | $0.06 \%$ | Contractual | $10 / 31 / 2020$ |
| Goldman Sachs Global Core Fxd Inc Instl | $0.10 \%$ | Contractual | $11 / 23 / 2020$ |

[^28] affiliates in connection with those investment options. For more detail about the payments Nationwide receives, please visit www.nrsforu.com

## Individual Fund Profiles

## American Century One Choice 2020 R6

## Investment Strategy Summary

The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The target date in the fund name (2020) refers to the approximate year an investor plans to retire and likely would stop making new investments in the fund.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARBDX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 8.2 years |
| Morningstar Category | Target-Date 2020 |
| Benchmark Index | S\&P Target Date 2020 - Gross Return - <br> USD |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARBDX | 16.45 | -3.97 | 11.12 | 6.40 | -1.30 | 7.10 | 12.78 | 11.59 | 2.71 | 12.05 |
| Benchmark | 16.52 | -4.16 | 12.80 | 7.22 | -0.19 | 5.67 | 14.76 | 11.48 | 0.58 | 12.93 |
| Morningstar Category Avg | 16.18 | -4.59 | 12.19 | 6.24 | -1.60 | 4.72 | 11.59 | 11.53 | -0.23 | 12.45 |
| Morningstar Category Percentile | 50 | 30 | 82 | 46 | 42 | 1 | 53 | 54 | 7 | 59 |
| Morningstar Category Rank | 116/233 | 75/250 | 192/234 | 102/221 | 100/237 | 2/228 | 118/222 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2020 R6 (continued)



| FUND STATISTICS | ARBDX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 21 | 27 |
| Total Assets (\$M) | 251 | 2,671 |
| P/E (12mo. trailing) | 20.9 | 20.1 |
| Price/Book | 2.4 | 2.1 |
| Market Cap (\$M) | 59,829 | 55,253 |
| Turnover (\%) <br> (most recent avail) | 24 | 36 |
| Earnings Growth Rate <br> (12mo. trailing) | $8 \%$ | $17 \%$ |


| TOP HOLDINGS | ARBDX |
| :--- | :---: |
| American Century NT Diversified Bond G | 21.52 |
| American Century NT Large Co Val G | 8.57 |
| American Century Global Bond G | 8.37 |
| American Century Short Dur Infl ProBd G | 7.54 |
| American Century Sustainable Equity G | 6.52 |
| American Century NT Intl Val G | 4.42 |
| American Century NT Growth G | 3.90 |
| American Century NT International Gr G | 3.86 |
| American Century NT Mid Cap Value G | 3.82 |
| American Century NT High Income G | 3.60 |
| \% of portfolio in Top 10 | $\mathbf{7 2 . 1 3}$ |

Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century One Choice 2025 R6

## Investment Strategy Summary

The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The target date in the fund name (2025) refers to the approximate year an investor plans to retire and likely would stop making new investments in the fund.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARWDX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 8.5 years |
| Morningstar Category | Target-Date 2025 |
| Benchmark Index | S\&P Target Date 2025 - Gross Return - <br> USD |


|  | QTR | YTD | $\mathbf{1}$ YR | 3 YR | $\mathbf{5}$ YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARWDX | 4.61 | 3.66 | 8.07 | 6.20 | 7.40 | 7.49 | 6.77 |
| Benchmark | 4.39 | 2.03 | 7.10 | 5.97 | 7.86 | 7.73 | 5.35 |
| Category Avg | 4.52 | 2.75 | 7.63 | 5.96 | 7.61 | 7.17 | 6.02 |
| Category Percentile | - | - | 53 | 49 | 74 | 57 | - |
| Category Rank | - | - | $116 / 218$ | $91 / 186$ | $108 / 146$ | $51 / 89$ | - |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star$ | $\star \star \star$ | $\star \star \star$ |  |
|  | 186 | 146 | 89 |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARWDX | 17.77 | -4.63 | 12.56 | 6.48 | -1.18 | 7.42 | 14.23 | 12.36 | 1.97 | 12.91 |
| Benchmark | 18.38 | -5.02 | 14.55 | 7.82 | -0.25 | 5.56 | 17.03 | 12.51 | -0.28 | 13.82 |
| Morningstar Category Avg | 18.28 | -5.40 | 14.59 | 6.75 | -1.59 | 5.06 | 15.26 | 13.09 | -1.84 | 13.40 |
| Morningstar Category Percentile | 69 | 26 | 87 | 66 | 35 | 1 | 75 | 68 | 1 | 67 |
| Morningstar Category Rank | 160/232 | 59/226 | 181/208 | 129/195 | 72/206 | 2/185 | 136/181 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2025 R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.06 | - | 0.02 | 0.02 | - | -0.00 |
| Beta | 0.92 | - | 0.96 | 0.91 | - | 0.97 |
| R-Squared | 99.32 | - | 99.41 | 99.10 | - | 99.25 |
| Sharpe Ratio | 0.48 | 0.42 | 0.44 | 0.78 | 0.76 | 0.75 |
| Information Ratio | 0.20 | - | -0.01 | -0.42 | - | -0.31 |
| Standard Deviation | 9.41 | 10.24 | 9.90 | 8.04 | 8.80 | 8.57 |
| Up Capture | 90.91 | - | 94.53 | 87.47 | - | 95.03 |
| Down Capture | 88.56 | - | 94.33 | 89.68 | - | 96.73 |


| FUND STATISTICS | ARWDX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 24 | 27 |
| Total Assets (\$M) | @NA | 3,537 |
| P/E (12mo. trailing) | 21.2 | 20.4 |
| Price/Book | 2.5 | 2.1 |
| Market Cap (\$M) | 57,822 | 57,156 |
| Turnover (\%) <br> (most recent avail) | 26 | 36 |
| Earnings Growth Rate <br> (12mo. trailing) | $8 \%$ | $17 \%$ |

## TOP HOLDINGS

ARWDX

| TOP HOLDINGS | ARWDX |
| :--- | :---: |
| American Century NT Diversified Bond G | 20.46 |
| American Century NT Large Co Val G | 8.77 |
| American Century Global Bond G | 7.91 |
| American Century Sustainable Equity G | 6.81 |
| American Century Short Dur Infl ProBd G | 5.07 |
| American Century NT Growth G | 4.44 |
| American Century NT Mid Cap Value G | 4.41 |
| American Century NT IntI Val G | 4.28 |
| American Century NT International Gr G | 4.24 |
| American Century Inflation-Adjs Bond G | 4.19 |
| \% of portfolio in Top 10 | $\mathbf{7 0 . 5 9}$ |

Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century One Choice 2030 R6

## Investment Strategy Summary

The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The target date in the fund name (2030) refers to the approximate year an investor plans to retire and likely would stop making new investments in the fund.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARCUX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 8.2 years |
| Morningstar Category | Target-Date 2030 |
| Benchmark Index | S\&P Target Date 2030 - Gross Return - <br> USD |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARCUX | 18.99 | -5.14 | 13.74 | 6.74 | -1.18 | 7.74 | 16.00 | 13.13 | 1.24 | 13.63 |
| Benchmark | 20.38 | -5.99 | 16.19 | 8.35 | -0.30 | 5.64 | 19.14 | 13.43 | -1.17 | 14.52 |
| Morningstar Category Avg | 20.08 | -6.33 | 16.38 | 7.34 | -1.81 | 5.06 | 16.62 | 13.36 | -2.28 | 13.42 |
| Morningstar Category Percentile | 78 | 25 | 91 | 69 | 35 | 1 | 70 | 65 | 6 | 50 |
| Morningstar Category Rank | 188/241 | 60/239 | 213/234 | 152/221 | 83/237 | 2/228 | 155/222 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2030 R6 (continued)



| FUND STATISTICS | ARCUX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 26 | 26 |
| Total Assets (\$M) | 515 | 3,898 |
| P/E (12mo. trailing) | 21.3 | 20.4 |
| Price/Book | 2.5 | 2.1 |
| Market Cap (\$M) | 54,157 | 53,755 |
| Turnover (\%) <br> (most recent avail) | 27 | 34 |
| Earnings Growth Rate <br> (12mo. trailing) | $7 \%$ | $17 \%$ |


| TOP HOLDINGS | ARCUX |
| :--- | :---: |
| American Century NT Diversified Bond G | 19.02 |
| American Century NT Large Co Val G | 9.06 |
| American Century Global Bond G | 7.35 |
| American Century Sustainable Equity G | 7.10 |
| American Century NT Mid Cap Value G | 5.07 |
| American Century NT Growth G | 4.96 |
| American Century Inflation-Adjs Bond G | 4.70 |
| American Century NT International Gr G | 4.68 |
| American Century NT High Income G | 4.22 |
| American Century NT Intl Val G | 4.02 |
| \% of portfolio in Top 10 | $\mathbf{7 0 . 1 8}$ |


| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.10 | - | 0.03 | 0.05 | - | 0.01 |
| Beta | 0.87 | - | 0.95 | 0.87 | - | 0.96 |
| R-Squared | 98.93 | - | 99.52 | 98.77 | - | 99.31 |
| Sharpe Ratio | 0.47 | 0.37 | 0.40 | 0.76 | 0.71 | 0.72 |
| Information Ratio | 0.25 | - | 0.14 | -0.26 | - | -0.13 |
| Standard Deviation | 10.41 | 11.90 | 11.38 | 8.86 | 10.13 | 9.80 |
| Up Capture | 86.07 | - | 94.39 | 83.06 | - | 95.17 |
| Down Capture | 83.54 | - | 93.95 | 85.35 | - | 96.10 |




Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century One Choice 2035 R6

## Investment Strategy Summary

The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The target date in the fund name (2035) refers to the approximate year an investor plans to retire and likely would stop making new investments in the fund.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARLDX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 8.5 years |
| Morningstar Category | Target-Date 2035 |
| Benchmark Index | S\&P Target Date 2035 - Gross Return - <br> USD |

## TRAILING PERFORMANCE



|  | QTR | YTD | $\mathbf{1}$ YR | $\mathbf{3}$ YR | $\mathbf{5}$ YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARLDX | 5.73 | 4.21 | 9.51 | 6.92 | 8.39 | 8.51 | 7.40 |
| Benchmark | 5.70 | 0.53 | 7.17 | 6.19 | 8.74 | 8.58 | 5.58 |
| Category Avg | 5.92 | 2.09 | 8.63 | 6.53 | 8.85 | 8.25 | 6.62 |
| Category Percentile | - | - | 39 | 37 | 75 | 45 | - |
| Category Rank | - | - | $82 / 211$ | $68 / 183$ | $107 / 143$ | $39 / 86$ | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARLDX | 20.37 | -5.79 | 14.92 | 6.95 | -0.91 | 7.99 | 18.17 | 13.84 | 0.57 | 14.60 |
| Benchmark | 22.18 | -6.88 | 17.78 | 8.85 | -0.35 | 5.69 | 20.84 | 14.12 | -1.71 | 15.02 |
| Morningstar Category Avg | 22.03 | -7.06 | 18.45 | 7.58 | -1.74 | 5.20 | 19.97 | 14.69 | -3.31 | 14.42 |
| Morningstar Category Percentile | 86 | 13 | 95 | 72 | 27 | 2 | 83 | 73 | 1 | 46 |
| Morningstar Category Rank | 197/229 | 29/221 | 198/208 | 140/195 | 55/205 | 4/185 | 150/181 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2035 R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.13 | - | 0.04 | 0.07 | - | 0.02 |
| Beta | 0.84 | - | 0.96 | 0.85 | - | 0.98 |
| R-Squared | 98.93 | - | 99.64 | 98.77 | - | 99.36 |
| Sharpe Ratio | 0.46 | 0.34 | 0.37 | 0.75 | 0.67 | 0.69 |
| Information Ratio | 0.30 | - | 0.36 | -0.17 | - | 0.12 |
| Standard Deviation | 11.38 | 13.47 | 13.01 | 9.69 | 11.39 | 11.18 |
| Up Capture | 83.67 | - | 95.94 | 81.21 | - | 97.83 |
| Down Capture | 81.62 | - | 94.93 | 84.08 | - | 97.37 |


| FUND STATISTICS | ARLDX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 26 | 22 |
| Total Assets (\$M) | 488 | 3,276 |
| P/E (12mo. trailing) | 21.5 | 20.5 |
| Price/Book | 2.4 | 2.1 |
| Market Cap (\$M) | 50,907 | 54,529 |
| Turnover (\%) <br> (most recent avail) | 27 | 31 |
| Earnings Growth Rate <br> (12mo. trailing) | $6 \%$ | $17 \%$ |


| TOP HOLDINGS | ARLDX |
| :--- | :---: |
| American Century NT Diversified Bond G | 16.94 |
| American Century NT Large Co Val G | 9.53 |
| American Century Sustainable Equity G | 7.41 |
| American Century Global Bond G | 6.58 |
| American Century NT Mid Cap Value G | 5.77 |
| American Century NT Growth G | 5.53 |
| American Century NT International Gr G | 5.15 |
| American Century NT High Income G | 4.03 |
| American Century NT Equity Growth G | 4.03 |
| American Century Inflation-Adjs Bond G | 4.01 |
| \% of portfolio in Top 10 | $\mathbf{6 8 . 9 9}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## American Century One Choice 2040 R6

## Investment Strategy Summary

The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The target date in the fund name (2040) refers to the approximate year an investor plans to retire and likely would stop making new investments in the fund.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARDUX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 8.2 years |
| Morningstar Category | Target-Date 2040 |
| Benchmark Index | S\&P Target Date 2040 - Gross Return <br> - USD |

TRAILING PERFORMANCE


|  | QTR | YTD | $\mathbf{1}$ YR | $\mathbf{3}$ YR | $\mathbf{5}$ YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARDUX | 6.34 | 4.34 | 10.25 | 7.33 | 8.94 | 9.05 | 6.71 |
| Benchmark | 6.14 | 0.00 | 7.16 | 6.26 | 9.04 | 8.85 | 5.67 |
| Category Avg | 6.41 | 1.46 | 8.55 | 6.46 | 9.00 | 8.21 | 7.74 |
| Category Percentile | - | - | 27 | 16 | 60 | 31 | - |
| Category Rank | - | - | $60 / 222$ | $31 / 194$ | $92 / 153$ | $28 / 91$ | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARDUX | 21.71 | -6.19 | 16.29 | 7.23 | -1.06 | 8.50 | 19.96 | 14.73 | -0.07 | 15.36 |
| Benchmark | 23.37 | -7.41 | 18.87 | 9.23 | -0.40 | 5.69 | 22.10 | 14.69 | -2.17 | 15.38 |
| Morningstar Category Avg | 23.16 | -7.78 | 19.30 | 7.96 | -1.98 | 5.29 | 19.92 | 14.35 | -3.51 | 14.28 |
| Morningstar Category Percentile | 82 | 9 | 96 | 68 | 29 | 2 | 70 | 57 | 8 | 30 |
| Morningstar Category Rank | 198/241 | 22/239 | 225/234 | 150/221 | 69/237 | 5/227 | 153/218 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2040 R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.15 | - | 0.03 | 0.09 | - | 0.01 |
| Beta | 0.85 | - | 0.97 | 0.86 | - | 0.98 |
| R-Squared | 98.83 | - | 99.70 | 98.66 | - | 99.48 |
| Sharpe Ratio | 0.46 | 0.32 | 0.34 | 0.74 | 0.64 | 0.65 |
| Information Ratio | 0.42 | - | 0.23 | -0.04 | - | -0.04 |
| Standard Deviation | 12.42 | 14.51 | 14.09 | 10.57 | 12.23 | 12.02 |
| Up Capture | 85.05 | - | 96.21 | 82.94 | - | 97.39 |
| Down Capture | 82.48 | - | 96.12 | 85.13 | - | 98.07 |


| FUND STATISTICS | ARDUX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 25 | 21 |
| Total Assets (\$M) | 404 | 2,998 |
| P/E (12mo. trailing) | 21.7 | 20.4 |
| Price/Book | 2.4 | 2.1 |
| Market Cap (\$M) | 48,456 | 52,230 |
| Turnover (\%) <br> (most recent avail) | 28 | 30 |
| Earnings Growth Rate <br> (12mo. trailing) | $6 \%$ | $17 \%$ |


| TOP HOLDINGS | ARDUX |
| :--- | :---: |
| American Century NT Diversified Bond G | 14.59 |
| American Century NT Large Co Val G | 10.01 |
| American Century Sustainable Equity G | 7.68 |
| American Century NT Mid Cap Value G | 6.27 |
| American Century NT Growth G | 6.03 |
| American Century Global Bond G | 5.74 |
| American Century NT International Gr G | 5.50 |
| American Century NT Heritage G | 5.08 |
| American Century NT Emerging Markets G | 4.65 |
| American Century NT Equity Growth G | $\mathbf{4 . 1 2}$ |
| \% of portfolio in Top 10 | $\mathbf{6 9 . 6 8}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century One Choice 2045 R6

## Investment Strategy Summary

The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The target date in the fund name (2045) refers to the approximate year an investor plans to retire and likely would stop making new investments in the fund.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARDOX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 8.5 years |
| Morningstar Category | Target-Date 2045 |
| Benchmark Index | S\&P Target Date 2045 - Gross Return - <br> USD |

## TRAILING PERFORMANCE



## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARDOX | 23.16 | -6.86 | 17.85 | 7.62 | -1.14 | 8.91 | 21.23 | 15.32 | -0.58 | 15.62 |
| Benchmark | 24.02 | -7.74 | 19.56 | 9.54 | -0.46 | 5.67 | 23.14 | 15.15 | -2.56 | 15.62 |
| Morningstar Category Avg | 24.32 | -8.13 | 20.42 | 7.96 | -1.81 | 5.34 | 22.01 | 15.52 | -4.10 | 14.83 |
| Morningstar Category Percentile | 75 | 15 | 96 | 64 | 32 | 1 | 73 | 57 | 2 | 28 |
| Morningstar Category Rank | 172/229 | 33/221 | 200/208 | 125/195 | 66/206 | 2/185 | 131/180 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2045 R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.16 | - | 0.03 | 0.10 | - | 0.01 |
| Beta | 0.88 | - | 0.99 | 0.89 | - | 1.00 |
| R-Squared | 98.83 | - | 99.74 | 98.65 | - | 99.54 |
| Sharpe Ratio | 0.45 | 0.31 | 0.33 | 0.73 | 0.63 | 0.64 |
| Information Ratio | 0.64 | - | 0.46 | 0.15 | - | 0.12 |
| Standard Deviation | 13.42 | 15.10 | 15.04 | 11.43 | 12.74 | 12.82 |
| Up Capture | 89.59 | - | 99.56 | 87.73 | - | 100.48 |
| Down Capture | 85.41 | - | 98.17 | 87.97 | - | 99.82 |


| FUND STATISTICS | ARDOX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 24 | 20 |
| Total Assets (\$M) | 385 | 2,263 |
| P/E (12mo. trailing) | 21.8 | 20.5 |
| Price/Book | 2.4 | 2.1 |
| Market Cap (\$M) | 48,079 | 53,557 |
| Turnover (\%) <br> (most recent avail) | 30 | 30 |
| Earnings Growth Rate <br> (12mo. trailing) | $6 \%$ | $17 \%$ |


| TOP HOLDINGS | ARDOX |
| :--- | :---: |
| American Century NT Diversified Bond G | 12.24 |
| American Century NT Large Co Val G | 10.96 |
| American Century Sustainable Equity G | 8.50 |
| American Century NT Mid Cap Value G | 6.84 |
| American Century NT Growth G | 6.71 |
| American Century NT International Gr G | 6.06 |
| American Century NT Heritage G | 5.78 |
| American Century NT Emerging Markets G | 5.39 |
| American Century Global Bond G | 4.75 |
| American Century NT Equity Growth G | 4.64 |
| \% of portfolio in Top 10 | $\mathbf{7 1 . 8 9}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century One Choice 2050 R6

## Investment Strategy Summary

The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The target date in the fund name (2050) refers to the approximate year an investor plans to retire and likely would stop making new investments in the fund.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARFEX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 8.2 years |
| Morningstar Category | Target-Date 2050 |
| Benchmark Index | S\&P Target Date 2050 - Gross Return <br> - USD |

TRAILING PERFORMANCE

| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star \star$ | $\star \star \star \star \star$ | $\star \star \star \star$ |  |
|  | 194 | 153 | 79 |


|  | QTR | YTD | 1 YR | $\mathbf{3}$ YR | $\mathbf{5}$ YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARFEX | 7.52 | 4.69 | 11.64 | 8.02 | 9.91 | 9.75 | 6.98 |
| Benchmark | 6.53 | -0.47 | 7.14 | 6.27 | 9.41 | 9.18 | 6.61 |
| Category Avg | 6.96 | 0.95 | 8.63 | 6.52 | 9.28 | 8.45 | 6.16 |
| Category Percentile | - | - | 12 | 9 | 38 | 18 | - |
| Category Rank | - | - | $27 / 222$ | $17 / 194$ | $58 / 153$ | $14 / 79$ | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARFEX | 24.38 | -7.35 | 18.93 | 7.76 | -1.28 | 8.94 | 21.95 | 15.50 | -0.77 | 15.91 |
| Benchmark | 24.35 | -7.94 | 20.18 | 9.74 | -0.47 | 5.69 | 24.13 | 15.49 | -2.87 | 15.62 |
| Morningstar Category Avg | 24.51 | -8.44 | 20.40 | 8.24 | -1.97 | 5.42 | 20.98 | 14.76 | -3.85 | 14.48 |
| Morningstar Category Percentile | 61 | 17 | 88 | 60 | 37 | 2 | 64 | 48 | 7 | 20 |
| Morningstar Category Rank | 147/241 | 41/239 | 202/230 | 128/213 | 84/226 | 4/212 | 129/202 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2050 R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.17 | - | 0.02 | 0.09 | - | -0.00 |
| Beta | 0.93 | - | 0.99 | 0.93 | - | 0.99 |
| R-Squared | 98.93 | - | 99.72 | 98.76 | - | 99.55 |
| Sharpe Ratio | 0.44 | 0.30 | 0.32 | 0.72 | 0.63 | 0.63 |
| Information Ratio | 0.95 | - | 0.30 | 0.31 | - | -0.15 |
| Standard Deviation | 14.43 | 15.42 | 15.28 | 12.22 | 13.05 | 12.96 |
| Up Capture | 95.93 | - | 98.44 | 92.82 | - | 97.70 |
| Down Capture | 89.69 | - | 97.85 | 91.53 | - | 98.93 |


| FUND STATISTICS | ARFEX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 24 | 19 |
| Total Assets (\$M) | 314 | 1,857 |
| P/E (12mo. trailing) | 21.8 | 20.4 |
| Price/Book | 2.4 | 2.1 |
| Market Cap (\$M) | 47,344 | 52,181 |
| Turnover (\%) <br> (most recent avail) | 34 | 29 |
| Earnings Growth Rate <br> (12mo. trailing) | $6 \%$ | $17 \%$ |


| TOP HOLDINGS | ARFEX |
| :--- | :---: |
| American Century NT Large Co Val G | 11.99 |
| American Century NT Diversified Bond G | 10.21 |
| American Century Sustainable Equity G | 9.19 |
| American Century NT Mid Cap Value G | 7.49 |
| American Century NT Growth G | 7.35 |
| American Century NT International Gr G | 6.63 |
| American Century NT Heritage G | 6.31 |
| American Century NT Emerging Markets G | 5.88 |
| American Century NT Equity Growth G | 4.99 |
| American Century Focused Dynamic Gr G | 4.62 |
| \% of portfolio in Top 10 | $\mathbf{7 4 . 6 7}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century One Choice 2055 R6

## Investment Strategy Summary

The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The target date in the fund name (2055) refers to the approximate year an investor plans to retire and likely would stop making new investments in the fund.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | AREUX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 7.3 years |
| Morningstar Category | Target-Date 2055 |
| Benchmark Index | S\&P Target Date 2055 - Gross Return - <br> USD |

TRAILING PERFORMANCE

| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star \star$ | $\star \star \star \star \star$ | $\star \star \star \star$ |  |
|  | 183 | 140 | 35 |


|  | QTR | YTD | 1 YR | 3 YR | 5 YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AREUX | 7.75 | 4.76 | 11.88 | 8.08 | 10.10 | - | 8.92 |
| Benchmark | 6.62 | -0.61 | 7.07 | 6.26 | 9.50 | 9.31 | 10.64 |
| Category Avg | 7.11 | 0.94 | 8.83 | 6.64 | 9.45 | 8.80 | 6.32 |
| Category Percentile | - | - | 9 | 6 | 32 | - | - |
| Category Rank | - | - | $19 / 211$ | $11 / 183$ | $45 / 140$ | - | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AREUX | 24.85 | -7.66 | 19.36 | 7.96 | -1.28 | 9.21 | 22.51 | 15.63 | - | - |
| Benchmark | 24.48 | -7.97 | 20.48 | 9.94 | -0.54 | 5.64 | 24.96 | 15.81 | -2.87 | 15.62 |
| Morningstar Category Avg | 24.90 | -8.43 | 20.99 | 8.00 | -1.62 | 5.52 | 23.34 | 15.25 | -4.08 | 14.43 |
| Morningstar Category Percentile | 55 | 24 | 86 | 57 | 38 | 1 | 71 | 49 | - | - |
| Morningstar Category Rank | 126/229 | 53/221 | 177/206 | 110/193 | 90/238 | 2/156 | 92/130 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2055 R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.17 | - | 0.03 | 0.09 | - | -0.00 |
| Beta | 0.94 | - | 1.00 | 0.94 | - | 1.00 |
| R-Squared | 98.92 | - | 99.74 | 98.75 | - | 99.58 |
| Sharpe Ratio | 0.44 | 0.30 | 0.32 | 0.71 | 0.63 | 0.63 |
| Information Ratio | 1.03 | - | 0.48 | 0.37 | - | -0.06 |
| Standard Deviation | 14.77 | 15.56 | 15.58 | 12.51 | 13.20 | 13.23 |
| Up Capture | 97.79 | - | 100.05 | 94.55 | - | 98.96 |
| Down Capture | 90.97 | - | 98.50 | 92.59 | - | 99.50 |


| FUND STATISTICS | AREUX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 21 | 20 |
| Total Assets (\$M) | 207 | 1,048 |
| P/E (12mo. trailing) | 21.8 | 20.5 |
| Price/Book | 2.4 | 2.1 |
| Market Cap (\$M) | 47,336 | 53,601 |
| Turnover (\%) <br> (most recent avail) | 40 | 30 |
| Earnings Growth Rate <br> (12mo. trailing) | $6 \%$ | $17 \%$ |


| TOP HOLDINGS | AREUX |
| :--- | :---: |
| American Century NT Large Co Val G | 12.41 |
| American Century Sustainable Equity G | 9.59 |
| American Century NT Diversified Bond G | 8.91 |
| American Century NT Mid Cap Value G | 7.79 |
| American Century NT Growth G | 7.63 |
| American Century NT International Gr G | 6.86 |
| American Century NT Heritage G | 6.53 |
| American Century NT Emerging Markets G | 6.00 |
| American Century NT Equity Growth G | 5.12 |
| American Century Focused Dynamic Gr G | 5.12 |
| \% of portfolio in Top 10 | $\mathbf{7 5 . 9 6}$ |

Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century One Choice 2060 R6

Investment Strategy Summary
The investment seeks the highest total return consistent with its asset mix. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The underlying stock funds draw on growth, value and quantitative investment techniques and diversify investments among small, medium and large U.S. and foreign companies. The underlying bond funds invest in fixed-income securities that vary by issuer type (corporate and government), credit quality and geographic exposure (domestic and international).

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARGDX |
| Inception Date | $9 / 30 / 2015$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 4.4 years |
| Morningstar Category | Target-Date 2060+ |
| Benchmark Index | S\&P Target Date 2055 - Gross Return - <br> USD |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star \star$ | $\star \star \star \star \star$ | $\star \star \star \star$ |  |
|  | 171 | 71 | $-1 \mathrm{E}+22$ |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARGDX | 25.45 | -7.87 | 19.71 | 7.99 | - | - | - | - | - | - |
| Benchmark | 24.48 | -7.97 | 20.48 | 9.94 | -0.54 | 5.64 | 24.96 | 15.81 | -2.87 | 15.62 |
| Morningstar Category Avg | 25.17 | -8.51 | 21.21 | 7.90 | -1.06 | 5.57 | 25.27 | - | - | - |
| Morningstar Category Percentile | 43 | 34 | 85 | 46 | - | - | - | - | - | - |
| Morningstar Category Rank | 93/216 | 68/201 | 136/160 | 49/106 | - | - | - | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century One Choice 2060 R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.16 | - | 0.02 | 0.08 | - | -0.01 |
| Beta | 0.97 | - | 1.01 | 0.96 | - | 1.01 |
| R-Squared | 98.97 | - | 99.76 | 98.76 | - | 99.60 |
| Sharpe Ratio | 0.43 | 0.30 | 0.31 | 0.70 | 0.63 | 0.62 |
| Information Ratio | 1.13 | - | 0.38 | 0.43 | - | -0.09 |
| Standard Deviation | 15.14 | 15.56 | 15.74 | 12.78 | 13.20 | 13.35 |
| Up Capture | 100.61 | - | 101.07 | 97.02 | - | 100.01 |
| Down Capture | 93.07 | - | 99.59 | 94.30 | - | 100.42 |


| FUND STATISTICS | ARGDX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 20 | 18 |
| Total Assets (\$M) | 65 | 261 |
| P/E (12mo. trailing) | 21.3 | 20.5 |
| Price/Book | 2.2 | 2.1 |
| Market Cap (\$M) | 47,274 | 53,349 |
| Turnover (\%) <br> (most recent avail) | 34 | 48 |
| Earnings Growth Rate <br> (12mo. trailing) | $5 \%$ | $17 \%$ |


| TOP HOLDINGS | ARGDX |
| :--- | :---: |
| American Century NT Large Co Val G | 12.89 |
| American Century Sustainable Equity G | 9.81 |
| American Century NT Mid Cap Value G | 8.08 |
| American Century NT Growth G | 7.87 |
| American Century NT Diversified Bond G | 7.61 |
| American Century NT International Gr G | 6.93 |
| American Century NT Heritage G | 6.71 |
| American Century NT Emerging Markets G | 6.20 |
| American Century NT Equity Growth G | 5.27 |
| American Century Focused Dynamic Gr G | 5.21 |
| \% of portfolio in Top 10 | $\mathbf{7 6 . 5 8}$ |

Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century One Choice In Retire R6

## Investment Strategy Summary

The investment seeks current income; capital appreciation is a secondary objective. The fund is a "fund of funds," meaning that it seeks to achieve its objective by investing in other American Century mutual funds (the underlying funds) that represent a variety of asset classes and investment styles. The fund's investments generally will be allocated among the major asset classes as follow: 45\% of its assets in equity securities (stock funds); 45\% of its assets in fixed-income securities (bond funds); and $10 \%$ of its assets in cash equivalents (money market funds). The neutral mix of One Choice In Retirement Portfolio is expected to remain fixed over time.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ARDTX |
| Inception Date | $7 / 31 / 2013$ |
| Fund Family | American Century Asset Alloc Port Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Scott Wilson, Richard Weiss, Radu <br> Gabudean |
| Manager tenure (average) | 8.5 years |
| Morningstar Category | Target-Date Retirement |
| Benchmark Index | S\&P Target Date Retirement Income - <br> Gross Return - USD |

TRAILING PERFORMANCE


|  | QTR | YTD | $\mathbf{1}$ YR | $\mathbf{3}$ YR | $\mathbf{5}$ YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARDTX | 4.21 | 3.73 | 7.59 | 5.89 | 6.74 | 6.65 | 5.92 |
| Benchmark | 2.73 | 3.70 | 6.86 | 5.40 | 5.72 | 5.25 | 4.64 |
| Category Avg | 2.98 | 3.14 | 5.74 | 4.76 | 5.39 | 4.81 | 5.03 |
| Category Percentile | - | - | 16 | 11 | 8 | 1 | - |
| Category Rank | - | - | $28 / 176$ | $16 / 150$ | $10 / 127$ | $1 / 90$ | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARDTX | 16.26 | -3.86 | 10.47 | 6.20 | -1.32 | 6.55 | 11.47 | 10.35 | 3.78 | 10.28 |
| Benchmark | 13.33 | -2.54 | 8.54 | 5.01 | -0.18 | 4.86 | 6.28 | 7.51 | 3.98 | 9.09 |
| Morningstar Category Avg | 12.87 | -3.17 | 8.71 | 5.17 | -1.75 | 4.26 | 7.19 | 9.00 | 1.45 | 8.72 |
| Morningstar Category Percentile | 8 | 72 | 12 | 14 | 47 | 1 | 5 | 10 | 18 | 32 |
| Morningstar Category Rank | 15/183 | 135/187 | 21/175 | 24/171 | 81/172 | 3/272 | 15/293 | - | - | - |

[^29]
## American Century One Choice In Retire R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | -0.12 | - | -0.06 | -0.09 | - | -0.04 |
| Beta | 1.38 | - | 1.02 | 1.38 | - | 1.03 |
| R-Squared | 97.96 | - | 98.02 | 96.44 | - | 97.81 |
| Sharpe Ratio | 0.50 | 0.62 | 0.50 | 0.78 | 0.90 | 0.80 |
| Information Ratio | 0.19 | - | -0.73 | 0.43 | - | -0.40 |
| Standard Deviation | 8.44 | 6.05 | 6.22 | 7.14 | 5.07 | 5.30 |
| Up Capture | 135.32 | - | 94.75 | 139.20 | - | 99.09 |
| Down Capture | 142.19 | - | 102.01 | 138.79 | - | 105.24 |


| TOP HOLDINGS | ARDTX |
| :--- | :---: |
| American Century NT Diversified Bond G | 21.47 |
| American Century NT Large Co Val G | 8.54 |
| American Century Global Bond G | 8.33 |
| American Century Short Dur Infl ProBd G | 7.52 |
| American Century Sustainable Equity G | 6.53 |
| American Century NT Intl Val G | 4.43 |
| American Century NT Growth G | 3.93 |
| American Century NT International Gr G | 3.89 |
| American Century NT Mid Cap Value G | 3.83 |
| American Century NT High Income G | 3.61 |
| \% of portfolio in Top 10 | $\mathbf{7 2 . 1 0}$ |

Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## American Century Mid Cap Value Fund R6 Cl

## Investment Strategy Summary

The investment seeks long-term capital growth; income is a secondary consideration. Under normal market conditions, the portfolio managers will invest at least $80 \%$ of the fund's net assets in medium size companies. The portfolio managers consider medium size companies to include those whose market capitalizations at the time of purchase are within the capitalization range of the Russell $3000^{\circ}$ Index, excluding the largest 100 such companies.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | AMDVX |
| Inception Date | $7 / 26 / 2013$ |
| Fund Family | American Century Capital Portfolios <br> Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Phillip Davidson, Michael Liss, Kevin <br> Toney |
| Manager tenure (average) | 13.4 years |
| Morningstar Category | Mid-Cap Value |
| Benchmark Index | Russell Midcap Value - Total Return |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AMDVX | 29.31 | -12.66 | 11.96 | 23.19 | -1.22 | 16.80 | 30.16 | 16.44 | -0.72 | 19.57 |
| Benchmark | 27.06 | -12.29 | 13.34 | 20.00 | -4.78 | 14.75 | 33.46 | 18.51 | -1.38 | 24.75 |
| Morningstar Category Avg | 24.83 | -12.86 | 13.56 | 17.64 | -5.16 | 9.27 | 34.93 | 16.46 | -3.86 | 21.95 |
| Morningstar Category Percentile | 22 | 48 | 57 | 13 | 13 | 1 | 90 | 51 | 25 | 80 |
| Morningstar Category Rank | 93/422 | 200/417 | 231/405 | 52/399 | 61/471 | 5/460 | 374/415 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## American Century Mid Cap Value Fund R 6 Cl (continued)



| FUND STATISTICS | AMDVX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 94 | 137 |
| Total Assets (\$M) | 2,689 | 2,225 |
| P/E (12mo. trailing) | 16.2 | 15.8 |
| Price/Book | 1.9 | 1.5 |
| Market Cap (\$M) | 14,763 | 10,437 |
| Turnover (\%) <br> (most recent avail) | 55 | 48 |
| Earnings Growth Rate <br> (12mo. trailing) | $7 \%$ | $15 \%$ |


| TOP HOLDINGS | AMDVX |
| :--- | :---: |
| Zimmer Biomet Holdings Inc | 3.02 |
| Northern Trust Corp | 2.92 |
| Chubb Ltd | 2.34 |
| Emerson Electric Co | 2.32 |
| iShares Russell Mid-Cap Value ETF | 2.15 |
| Hubbell Inc | 1.91 |
| Johnson Controls International PLC | 1.85 |
| Universal Health Services Inc Class B | 1.76 |
| Republic Services Inc Class A | 1.72 |
| Pinnacle West Capital Corp | 1.69 |
| \% of portfolio in Top 10 | $\mathbf{2 1 . 6 8}$ |




Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## Blackrock Global Alloc I

## Investment Strategy Summary

The investment seeks to provide high total investment return. The fund invests in a portfolio of equity, debt and money market securities. Generally, the fund's portfolio will include both equity and debt securities. It may invest up to $35 \%$ of its total assets in "junk bonds," corporate loans and distressed securities. The fund may also invest in Real Estate Investment Trusts ("REITs") and securities related to real assets (like real estate- or precious metalsrelated securities) such as stock, bonds or convertible bonds issued by REITs or companies that mine precious metals.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | MALOX |
| Inception Date | $2 / 03 / 1989$ |
| Fund Family | Blackrock Global Allocation Fund Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Russ Koesterich, David Clayton, Rick <br> Rieder |
| Manager tenure (average) | 2.9 years |
| Morningstar Category | World Allocation |
| Benchmark Index | FTSE World - Total Return |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star \star \star$ | $\star \star \star \star \star$ | $\star \star \star \star \star$ | $\star \star \star \star$ |
|  | 394 | 338 | 208 |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MALOX | 17.54 | -7.37 | 13.60 | 4.09 | -0.83 | 2.15 | 14.71 | 10.33 | -3.43 | 10.15 |
| Benchmark | 27.74 | -8.77 | 24.09 | 8.65 | -1.37 | 4.77 | 24.67 | 16.96 | -6.48 | 12.73 |
| Morningstar Category Avg | 15.95 | -8.10 | 14.30 | 5.84 | -4.28 | 1.50 | 8.46 | 10.18 | -3.67 | 10.95 |
| Morningstar Category Percentile | 40 | 44 | 65 | 70 | 19 | 44 | 38 | 61 | 47 | 57 |
| Morningstar Category Rank | 184/459 | 199/453 | 285/438 | 340/485 | 108/567 | 235/534 | 183/482 | 290/476 | 176/375 | 176/308 |

[^30]
## Blackrock Global Alloc I (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.11 | - | -0.30 | 0.04 | - | -0.21 |
| Beta | 0.63 | - | 0.67 | 0.62 | - | 0.66 |
| R-Squared | 94.81 | - | 95.44 | 94.76 | - | 94.85 |
| Sharpe Ratio | 0.45 | 0.36 | 0.00 | 0.69 | 0.68 | 0.35 |
| Information Ratio | -0.19 | - | -1.00 | -0.59 | - | -1.18 |
| Standard Deviation | 10.81 | 16.67 | 11.46 | 9.14 | 14.30 | 9.66 |
| Up Capture | 53.10 | - | 45.99 | 47.17 | - | 42.41 |
| Down Capture | 61.06 | - | 74.67 | 63.88 | - | 74.72 |


| FUND STATISTICS | MALOX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 1296 | 492 |
| Total Assets (\$M) | 8,026 | 5,706 |
| P/E (12mo. trailing) | 23.0 | 18.9 |
| Price/Book | 2.3 | 1.9 |
| Market Cap (\$M) | 106,710 | 47,554 |
| Turnover (\%) <br> (most recent avail) | 136 | 71 |
| Earnings Growth Rate <br> (12mo. trailing) | $9 \%$ | $15 \%$ |


| TOP HOLDINGS | MALOX |
| :--- | :---: |
| United States Treasury Notes 1.75\% | 2.42 |
| Apple Inc | 2.19 |
| Amazon.com Inc | 2.07 |
| Microsoft Corp | 2.07 |
| Umbs 30yr Tba(Reg A) | 1.97 |
| SPDR ${ }^{\circledR}$ Gold Shares | 1.96 |
| Alphabet Inc Class C | 1.51 |
| United States Treasury Notes 0.12\% | 1.30 |
| United States Treasury Notes 0.12\% | 1.23 |
| iShares iBoxx \$ High Yield Corp Bd ETF | 1.10 |
| \% of portfolio in Top 10 | $\mathbf{1 7 . 8 1}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## Columbia High Yield Bond Fund Class R5

## Investment Strategy Summary

The investment seeks to provide shareholders with high current income as its primary objective and, as its secondary objective, capital growth. Under normal market conditions, the fund invests at least $80 \%$ of its net assets (including the amount of any borrowings for investment purposes) in high-yield debt instruments (commonly referred to as "junk" bonds or securities). It may invest up to $25 \%$ of its net assets in debt instruments of foreign issuers. The fund may invest in debt instruments of any maturity and does not seek to maintain a particular dollar-weighted average maturity.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | RSHRX |
| Inception Date | $12 / 11 / 2006$ |
| Fund Family | Columbia Funds Series Trust II |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Brian Lavin, Daniel DeYoung |
| Manager tenure (average) | 6.0 years |
| Morningstar Category | High Yield Bond |
| Benchmark Index | ICE BofA US Cash Pay High Yield <br> Constrained (Local Total Return) |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star \star \star$ | $\star \star \star \star$ | $\star \star \star \star$ | $\star \star \star \star \star$ |
|  | 620 | 534 | 350 |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| RSHRX | 17.10 | -4.12 | 6.57 | 11.54 | -1.19 | 3.70 | 6.28 | 16.01 | 5.45 | 13.77 |
| Benchmark | 14.40 | -2.26 | 7.48 | 17.34 | -4.52 | 2.45 | 7.37 | 15.40 | 4.49 | 15.10 |
| Morningstar Category Avg | 12.48 | -2.82 | 6.40 | 13.18 | -4.07 | 1.11 | 6.92 | 14.69 | 2.75 | 14.13 |
| Morningstar Category Percentile | 3 | 83 | 51 | 76 | 14 | 8 | 56 | 26 | 9 | 57 |
| Morningstar Category Rank | 21/711 | 577/695 | 356/699 | 537/707 | 108/769 | 58/731 | 371/662 | 155/598 | 52/573 | 327/574 |

## PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS.

 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Columbia High Yield Bond Fund Class R5 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.02 | - | -0.06 | -0.00 | - | -0.08 |
| Beta | 0.96 | - | 0.93 | 0.90 | - | 0.91 |
| R-Squared | 98.35 | - | 99.70 | 95.13 | - | 99.39 |
| Sharpe Ratio | 0.25 | 0.24 | 0.13 | 0.65 | 0.68 | 0.53 |
| Information Ratio | 0.05 | - | -1.34 | -0.39 | - | -1.75 |
| Standard Deviation | 8.78 | 9.10 | 8.49 | 7.33 | 7.96 | 7.26 |
| Up Capture | 99.46 | - | 86.24 | 87.46 | - | 80.72 |
| Down Capture | 98.78 | - | 95.88 | 92.37 | - | 94.87 |


| FUND STATISTICS | RSHRX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 462 | 425 |
| Total Assets (\$M) | 79 | 2,369 |
| Turnover (\%) <br> (most recent avail) | 59 | 59 |


| TOP HOLDINGS | RSHRX |
| :--- | :---: |
| CSC Holdings, LLC 6.5\% | 1.36 |
| DISH DBS Corporation 7.75\% | 1.28 |
| iShares iBoxx \$ High Yield Corp Bd ETF | 1.03 |
| TransDigm, Inc. 6.25\% | 0.97 |
| Occidental Petroleum Corporation 2.9\% | 0.86 |
| DCP Midstream Operating, LP 5.6\% | 0.80 |
| SBA Communications Corporation 4.88\% | 0.79 |
| NextEra Energy Operating Partners LP <br> 4.5\% | 0.77 |
| FREEPORT-MCMORAN INC 5.45\% | 0.75 |
| Sprint Capital Corporation 6.88\% | 0.74 |
| \% of portfolio in Top 10 | $\mathbf{9 . 3 3}$ |

## QUALITY DISTRIBUTION




Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## Fidelity Contrafund K6

## Investment Strategy Summary

The investment seeks capital appreciation. The fund normally invests primarily in common stocks. It invests in securities of companies whose value Fidelity Management \& Research Company (FMR) believes is not fully recognized by the public. The fund invests in domestic and foreign issuers.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | FLCNX |
| Inception Date | $5 / 25 / 2017$ |
| Fund Family | Fidelity Contrafund |
| Fund Subadviser | -- |
| Portfolio Manager(s) | William Danoff |
| Manager tenure (average) | 3.3 years |
| Morningstar Category | Large Growth |
| Benchmark Index | S\&P 500 - Total Return |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star$ | $\star \star \star$ |  |  |
|  | 1229 | 1095 | 813 |

CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FLCNX | 31.00 | -2.15 | - | - | - | - | - | - | - | - |
| Benchmark | 31.49 | -4.38 | 21.83 | 11.96 | 1.38 | 13.69 | 32.39 | 16.00 | 2.11 | 15.06 |
| Morningstar Category Avg | 31.71 | -2.18 | 27.84 | 3.19 | 3.57 | 10.07 | 33.87 | 15.24 | -2.56 | 15.40 |
| Morningstar Category Percentile | 61 | 51 | - | - | - | - | - | - | - | - |
| Morningstar Category Rank | 830/1360 | 717/1405 | - | - | - | - | - | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Fidelity Contrafund K6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.45 | - | 0.40 | - | - | 0.17 |
| Beta | 1.02 | - | 1.03 | - | - | 1.03 |
| R-Squared | 91.87 | - | 96.14 | - | - | 94.18 |
| Sharpe Ratio | 0.90 | 0.61 | 0.89 | - | 0.88 | 1.00 |
| Information Ratio | 1.17 | - | 1.57 | - | - | 0.70 |
| Standard Deviation | 18.70 | 17.49 | 18.33 | - | 14.76 | 15.62 |
| Up Capture | 120.12 | - | 117.28 | - | - | 115.10 |
| Down Capture | 93.46 | - | 93.23 | - | - | 98.89 |


| FUND STATISTICS | FLCNX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 312 | 109 |
| Total Assets (\$M) | 15,821 | 9,266 |
| P/E (12mo. trailing) | 33.8 | 34.9 |
| Price/Book | 5.7 | 6.5 |
| Market Cap (\$M) | 247,294 | 154,197 |
| Turnover (\%) <br> (most recent avail) | 52 | 40 |
| Earnings Growth Rate <br> (12mo. trailing) | $29 \%$ | $25 \%$ |


| TOP HOLDINGS | FLCNX |
| :--- | :---: |
| Amazon.com Inc | 9.77 |
| Facebook Inc A | 8.83 |
| Microsoft Corp | 5.89 |
| Salesforce.com Inc | 4.65 |
| Berkshire Hathaway Inc Class A | 4.46 |
| Adobe Inc | 3.43 |
| Apple Inc | 3.29 |
| Visa Inc Class A | 2.98 |
| Netflix Inc | 2.88 |
| UnitedHealth Group Inc | 2.72 |
| \% of portfolio in Top 10 | $\mathbf{4 8 . 8 9}$ |

Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## Goldman Sachs Global Income Fund Institutional Shares

## Investment Strategy Summary

The investment seeks a total return consisting of capital appreciation and income. The fund normally invests at least $80 \%$ of its net assets plus any borrowings for investment purposes (measured at the time of purchase) ("Net Assets") in a portfolio of fixed income securities of U.S. and foreign issuers. Foreign securities include securities of issuers located outside the U.S. or securities quoted or denominated in a currency other than the U.S. dollar. It also enters into transactions in foreign currencies, typically through the use of forward contracts and swap contracts. It is non-diversified.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | GSGLX |
| Inception Date | $8 / 01 / 1995$ |
| Fund Family | Goldman Sachs Trust |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Simon Dangoor, Hugh Briscoe |
| Manager tenure (average) | 0.7 years |
| Morningstar Category | World Bond-USD Hedged |
| Benchmark Index | Bloomberg Barclays Global Aggregate <br> (USD Hedged) |

TRAILING PERFORMANCE


|  | QTR | YTD | 1 YR | $\mathbf{3}$ YR | 5 YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GSGLX | 1.63 | 7.23 | 6.88 | 5.74 | 4.55 | 4.11 | 5.67 |
| Benchmark | 0.73 | 4.65 | 4.14 | 5.12 | 4.32 | 3.92 | 6.03 |
| Category Avg | 3.03 | 3.57 | 4.83 | 3.17 | 3.79 | 2.33 | 7.33 |
| Category Percentile | - | - | 6 | 15 | 30 | 27 | - |
| Category Rank | - | - | $6 / 108$ | $14 / 91$ | $18 / 59$ | $10 / 38$ | - |


| CALENDAR YEAR PERFORMANCE (\%) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| GSGLX | 9.18 | 0.22 | 2.68 | 3.44 | 0.85 | 6.65 | 1.02 | 7.63 | 4.29 | 4.76 |
| Benchmark | 8.22 | 1.76 | 3.04 | 3.95 | 1.02 | 7.59 | -0.14 | 5.72 | 5.40 | 4.61 |
| Morningstar Category Avg | 6.83 | -1.41 | 6.88 | 3.80 | -4.13 | 1.69 | -2.88 | 7.75 | 3.29 | 6.80 |
| Morningstar Category Percentile | 36 | 30 | 83 | 51 | 5 | 11 | 11 | 43 | 36 | 73 |
| Morningstar Category Rank | 37/102 | 93/310 | 251/303 | 173/339 | 18/367 | 42/385 | 40/365 | 135/315 | 107/297 | 197/270 |

PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS.

## Goldman Sachs Global Income Fund Institutional Shares (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | -0.03 | - | -0.15 | -0.01 | - | -0.05 |
| Beta | 1.19 | - | 0.99 | 1.09 | - | 1.04 |
| R-Squared | 83.04 | - | 32.58 | 83.32 | - | 37.37 |
| Sharpe Ratio | 1.10 | 1.22 | 0.31 | 1.03 | 1.15 | 0.56 |
| Information Ratio | 0.38 | - | -0.48 | 0.17 | - | -0.14 |
| Standard Deviation | 3.72 | 2.86 | 4.95 | 3.29 | 2.76 | 4.68 |
| Up Capture | 116.21 | - | 75.96 | 109.49 | - | 92.41 |
| Down Capture | 121.86 | - | 121.58 | 113.84 | - | 105.38 |


| FUND STATISTICS | GSGLX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 891 | 537 |
| Total Assets (\$M) | 253 | 1,892 |
| Turnover (\%) <br> (most recent avail) | 610 | 97 |


| TOP HOLDINGS | GSGLX |
| :--- | :---: |
| Federal National Mortgage Association <br> 3.5\% | 5.22 |
| Federal National Mortgage Association <br> 2.5\% | 5.12 |
| Government National Mortgage <br> Association 2.5\% | 4.86 |
| Japan (Government Of) 0.1\% | 4.49 |
| Federal National Mortgage Association <br> $2.5 \%$ | 4.04 |
| Federal National Mortgage Association <br> 3.5\% | 3.64 |
| Federal National Mortgage Association 5\% | 3.23 |
| Government National Mortgage <br> Association 2.5\% | 2.97 |
| Federal National Mortgage Association 3\% | 2.67 |
| Federal National Mortgage Association 5\% | 1.94 |
| \% of portfolio in Top 10 | $\mathbf{3 8 . 1 8}$ |

## QUALITY DISTRIBUTION

No Data


## Goldman Sachs Large Cap Growth Insights Fund Institutional Shares

## Investment Strategy Summary

The investment seeks long-term growth of capital, with dividend income as a secondary consideration. The fund invests at least $80 \%$ of its net assets plus any borrowings for investment purposes (measured at time of purchase) ("Net Assets") in a broadly diversified portfolio of equity investments in large-cap U.S. issuers, including foreign issuers that are traded in the United States. It may also invest in fixed income securities that are considered to be cash equivalents. The fund is non-diversified.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | GCGIX |
| Inception Date | $5 / 01 / 1997$ |
| Fund Family | Goldman Sachs Trust |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Len Ioffe, Osman Ali, Dennis Walsh |
| Manager tenure (average) | 8.4 years |
| Morningstar Category | Large Growth |
| Benchmark Index | Russell 1000 Growth - Total Return |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star \star$ | $\star \star \star$ | $\star \star \star$ | $\star \star \star \star$ |
|  | 1229 | 1095 | 813 |



| CALENDAR YEAR PERFORMANCE (\%) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| GCGIX | 29.67 | -4.56 | 29.74 | 7.83 | 3.50 | 17.84 | 36.42 | 15.37 | 4.03 | 13.61 |
| Benchmark | 36.39 | -1.51 | 30.21 | 7.08 | 5.67 | 13.05 | 33.48 | 15.26 | 2.64 | 16.71 |
| Morningstar Category Avg | 31.71 | -2.18 | 27.84 | 3.19 | 3.57 | 10.07 | 33.87 | 15.24 | -2.56 | 15.40 |
| Morningstar Category Percentile | 74 | 74 | 37 | 16 | 51 | 2 | 24 | 47 | 5 | 64 |
| Morningstar Category Rank | 1006/1360 | 1040/1405 | 504/1363 | 234/1463 | 857/1681 | 34/1710 | 411/1712 | 790/1681 | 84/1683 | 1100/1718 |


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## Goldman Sachs Large Cap Growth Insights Fund Institutional Shares (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | -0.37 | - | -0.21 | -0.22 | - | -0.20 |
| Beta | 1.03 | - | 0.97 | 1.03 | - | 0.98 |
| R-Squared | 98.59 | - | 98.88 | 98.29 | - | 98.42 |
| Sharpe Ratio | 0.79 | 1.07 | 0.89 | 1.00 | 1.19 | 1.00 |
| Information Ratio | -1.99 | - | -1.82 | -1.14 | - | -1.65 |
| Standard Deviation | 19.42 | 18.78 | 18.33 | 16.45 | 15.87 | 15.62 |
| Up Capture | 89.20 | - | 87.13 | 92.89 | - | 86.71 |
| Down Capture | 105.87 | - | 100.19 | 105.10 | - | 103.03 |


| FUND STATISTICS | GCGIX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 123 | 109 |
| Total Assets (\$M) | 778 | 9,266 |
| P/E (12mo. trailing) | 30.2 | 34.9 |
| Price/Book | 7.0 | 6.5 |
| Market Cap (\$M) | 166,279 | 154,197 |
| Turnover (\%) <br> (most recent avail) | 104 | 40 |
| Earnings Growth Rate <br> (12mo. trailing) | $20 \%$ | $25 \%$ |


| TOP HOLDINGS | GCGIX |
| :--- | :---: |
| Apple Inc | 12.23 |
| Microsoft Corp | 9.17 |
| Amazon.com Inc | 7.55 |
| Facebook Inc A | 4.30 |
| Alphabet Inc Class C | 3.38 |
| PayPal Holdings Inc | 2.56 |
| Adobe Inc | 2.35 |
| Alphabet Inc A | 2.00 |
| AbbVie Inc | 1.95 |
| Costco Wholesale Corp | 1.81 |
| \% of portfolio in Top 10 | $\mathbf{4 7 . 2 9}$ |



## Invesco Developing Markets Fund - Class R6

## Investment Strategy Summary

The investment seeks capital appreciation. The fund mainly invests in common stocks of issuers in developing and emerging markets throughout the world and at times it may invest up to $100 \%$ of its total assets in foreign securities. Under normal market conditions, it will invest at least $80 \%$ of its net assets, plus borrowings for investment purposes, in equity securities of issuers whose principal activities are in a developing market, i.e. are in a developing market or are economically tied to a developing market country, and in derivatives and other instruments that have economic characteristics similar to such securities.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ODVIX |
| Inception Date | $12 / 29 / 2011$ <br> Fund Family <br> Investment Funds) <br> Fund Subadviser <br> Oppenheimerfunds, Inc. <br> Portfolio Manager(s) <br> Manager tenure (average) Justin Leverenz |
| Morningstar Category | 13.3 years |
| Benchmark Index | Diversified Emerging Mkts |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ODVIX | 24.53 | -11.79 | 35.33 | 7.38 | -13.67 | -4.39 | 8.85 | 21.43 | -18.10 | 26.98 |
| Benchmark | 18.42 | -14.57 | 37.28 | 11.19 | -14.92 | -2.19 | -2.60 | 18.22 | -18.42 | 18.88 |
| Morningstar Category Avg | 19.07 | -16.14 | 34.69 | 8.08 | -13.74 | -2.99 | -0.69 | 18.09 | -19.59 | 18.59 |
| Morningstar Category Percentile | 20 | 13 | 49 | 56 | 45 | 68 | 13 | 20 | 34 | 8 |
| Morningstar Category Rank | 167/835 | 109/836 | 395/806 | 455/813 | 378/840 | 509/749 | 80/614 | 110/552 | 156/458 | - |

## PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS

 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Invesco Developing Markets Fund - Class R6 (continued)

FUND COMPOSITION

- odvix - Peer Univ Avg (\%)


| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.18 | - | -0.08 | 0.19 | - | -0.07 |
| Beta | 0.93 | - | 0.97 | 0.90 | - | 0.94 |
| R-Squared | 95.28 | - | 97.64 | 94.03 | - | 97.41 |
| Sharpe Ratio | 0.16 | 0.04 | -0.02 | 0.59 | 0.45 | 0.39 |
| Information Ratio | 0.51 | - | -0.38 | 0.37 | - | -0.52 |
| Standard Deviation | 17.70 | 18.67 | 18.38 | 16.05 | 17.21 | 16.38 |
| Up Capture | 95.22 | - | 93.13 | 91.46 | - | 87.01 |
| Down Capture | 91.41 | - | 99.41 | 90.54 | - | 97.82 |


| FUND STATISTICS | ODVIX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 80 | 297 |
| Total Assets (\$M) | 16,955 | 3,020 |
| P/E (12mo. trailing) | 23.2 | 18.6 |
| Price/Book | 2.8 | 2.2 |
| Market Cap (\$M) | 54,802 | 39,611 |
| Turnover (\%) <br> (most recent avail) | 17 | 42 |
| Earnings Growth Rate <br> (12mo. trailing) | $22 \%$ | $18 \%$ |


| TOP HOLDINGS | ODVIX |
| :--- | :---: |
| Tencent Holdings Ltd | 7.80 |
| Taiwan Semiconductor Manufacturing Co <br> Ltd | 6.14 |
| Kering SA | 5.42 |
| Alibaba Group Holding Ltd ADR | 5.09 |
| AIA Group Ltd | 4.35 |
| NOVATEK PJSC GDR | 3.84 |
| Housing Development Finance Corp Ltd | 3.79 |
| Yum China Holdings Inc | 3.71 |
| ZTO Express (Cayman) Inc ADR | 3.26 |
| Kotak Mahindra Bank Ltd | 3.18 |
| \% of portfolio in Top 10 | $\mathbf{4 6 . 5 9}$ |

Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## Invesco Discovery Fund - Class R6

## Investment Strategy Summary

The investment seeks capital appreciation. The fund mainly invests in common stocks of U.S. companies that the portfolio managers believe have favorable growth prospects. It emphasizes stocks of small-capitalization (or "small-cap") companies, which are defined as those issuers that are at the time of purchase within the range of market capitalizations of the Russell 2000 Growth Index. A company's "market capitalization" is the value of its outstanding common stock and the determination whether the company is small-, mid- or large-cap is based on the company's market capitalization relative to that of other companies.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | ODIIX |
| Inception Date | $1 / 27 / 2012$ <br> Fund Family <br> Counselor Series Trust) <br> Oppenheimerfunds, Inc. |
| Pund Subadviser | Ronald Zibelli, Ash Shah |
| Portfolio Manager(s) | 10.5 years |
| Manager tenure (average) | Small Growth |
| Morningstar Category | Russell 2000 Growth - Total Return |
| Benchmark Index |  |


| TRAILING PERFORMANCE |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 35 |  |  |  |  |  |  |  |
| 30 |  |  |  |  |  |  |  |  |
| $\begin{gathered} 30 \\ 25 \end{gathered}$ |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 25 \\ & 20 \end{aligned}$ |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| $15$ |  |  |  |  |  |  |  |  |
| $10$ |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  | QTR | YTD | 1 YR | 3 YR | 5 YR | 10 YR | INCEPT. |
| - OdIIX |  | 8.77 | 22.58 | 33.88 | 20.38 | 17.55 | 16.51 | 11.37 |
| - Benchmark |  | 7.16 | 3.88 | 15.71 | 8.18 | 11.42 | 12.34 | 9.76 |
| - Category Avg |  | 8.08 | 7.57 | 17.70 | 10.58 | 12.41 | 12.07 | 10.66 |
| Category Percentile |  | - | - | 18 | 15 | 17 | 7 | - |
| Category Rank |  | - | - | 112/624 | 87/579 | 87/513 | 27/384 | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ODIIX | 37.30 | -3.20 | 29.65 | 4.69 | 2.41 | -1.75 | 46.85 | 17.57 | 1.47 | 27.75 |
| Benchmark | 28.48 | -9.31 | 22.17 | 11.32 | -1.38 | 5.60 | 43.30 | 14.59 | -2.91 | 29.09 |
| Morningstar Category Avg | 27.66 | -5.96 | 21.75 | 11.04 | -2.52 | 2.58 | 40.83 | 13.19 | -3.64 | 26.99 |
| Morningstar Category Percentile | 10 | 31 | 17 | 87 | 13 | 83 | 18 | 14 | 14 | 47 |
| Morningstar Category Rank | 64/640 | 210/676 | 116/684 | 582/669 | 95/730 | 599/722 | 129/714 | 104/743 | - | - |

[^31]
## Invesco Discovery Fund - Class R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.95 | - | 0.19 | 0.56 | - | 0.11 |
| Beta | 0.91 | - | 0.98 | 0.88 | - | 0.96 |
| R-Squared | 90.09 | - | 99.06 | 87.98 | - | 98.83 |
| Sharpe Ratio | 0.85 | 0.29 | 0.40 | 0.88 | 0.51 | 0.58 |
| Information Ratio | 1.70 | - | 1.08 | 0.89 | - | 0.44 |
| Standard Deviation | 21.96 | 22.79 | 22.48 | 18.69 | 19.96 | 19.26 |
| Up Capture | 118.17 | - | 102.27 | 97.63 | - | 94.83 |
| Down Capture | 79.88 | - | 95.49 | 81.40 | - | 94.97 |


| FUND STATISTICS | ODIIX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 115 | 182 |
| Total Assets (\$M) | 398 | 1,706 |
| P/E (12mo. trailing) | 35.0 | 28.2 |
| Price/Book | 5.8 | 3.4 |
| Market Cap (\$M) | 5,248 | 3,451 |
| Turnover (\%) <br> (most recent avail) | 33 | 53 |
| Earnings Growth Rate <br> (12mo. trailing) | $16 \%$ | $21 \%$ |


| TOP HOLDINGS | ODIIX |
| :--- | :---: |
| Monolithic Power Systems Inc | 2.47 |
| Repligen Corp | 2.46 |
| Freshpet Inc | 2.23 |
| Masimo Corp | 2.07 |
| Pool Corp | 2.04 |
| Lattice Semiconductor Corp | 1.87 |
| Quidel Corp | 1.84 |
| Wingstop Inc | 1.74 |
| Tandem Diabetes Care Inc | 1.72 |
| Insulet Corp | 1.71 |
| \% of portfolio in Top 10 | $\mathbf{2 0 . 1 5}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## Invesco International Growth Fund - Class R6

## Investment Strategy Summary

The investment seeks capital appreciation. The fund mainly invests in the common stock of growth companies that are domiciled or have their primary operations outside of the United States. It may invest 100\% of its assets in securities of foreign companies. The fund may invest in emerging markets as well as in developed markets throughout the world. It normally will invest at least $65 \%$ of its total assets in common and preferred stocks of issuers in at least three different countries outside of the United States, and emphasize investments in common stocks of issuers that the portfolio managers consider to be growth companies.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | OIGIX |
| Inception Date | $3 / 29 / 2012$ |
| Fund Family | Aim International Mutual Funds <br> (Invesco International Mutual Fun |
| Fund Subadviser | Oppenheimerfunds, Inc. |
| Portfolio Manager(s) | George Evans, Robert Dunphy |
| Manager tenure (average) | 16.5 years |
| Morningstar Category | Foreign Large Growth |
| Benchmark Index | MSCI AC World Index ex USA - Net <br> Return |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OIGIX | 29.16 | -19.22 | 27.15 | -1.88 | 3.63 | -6.80 | 25.71 | 22.12 | -7.71 | 14.69 |
| Benchmark | 21.51 | -14.20 | 27.19 | 4.50 | -5.66 | -3.87 | 15.29 | 16.83 | -13.71 | 11.15 |
| Morningstar Category Avg | 27.94 | -14.17 | 31.25 | -2.57 | 1.12 | -3.98 | 17.92 | 18.09 | -12.63 | 14.20 |
| Morningstar Category Percentile | 39 | 94 | 75 | 48 | 20 | 83 | 6 | 13 | 16 | 28 |
| Morningstar Category Rank | 183/469 | 413/439 | 299/399 | 174/363 | 72/361 | 283/341 | 17/278 | 32/250 | - | - |

## PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS

 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Invesco International Growth Fund - Class R6 (continued)



| FUND STATISTICS | OIGIX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 91 | 108 |
| Total Assets (\$M) | 5,741 | 9,046 |
| P/E (12mo. trailing) | 30.9 | 28.7 |
| Price/Book | 4.2 | 3.7 |
| Market Cap (\$M) | 38,099 | 44,787 |
| Turnover (\%) <br> (most recent avail) | 11 | 31 |
| Earnings Growth Rate <br> (12mo. trailing) | $6 \%$ | $14 \%$ |


| TOP HOLDINGS | OIGIX |
| :--- | :---: |
| Taiwan Semiconductor Manufacturing Co <br> Ltd | 2.86 |
| ASML Holding NV | 2.77 |
| Hermes International SA | 2.51 |
| Roche Holding AG Dividend Right Cert. | 2.27 |
| Novo Nordisk A/S B | 2.25 |
| Swedish Match AB | 2.21 |
| Alibaba Group Holding Ltd ADR | 2.19 |
| Alimentation Couche-Tard Inc Class B | 2.17 |
| STMicroelectronics NV | 2.15 |
| Atlas Copco AB A | 2.09 |
| \% of portfolio in Top 10 | $\mathbf{2 3 . 4 8}$ |


| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.31 | - | 0.49 | 0.15 | - | 0.30 |
| Beta | 1.00 | - | 0.94 | 0.97 | - | 0.93 |
| R-Squared | 90.87 | - | 93.79 | 88.50 | - | 92.04 |
| Sharpe Ratio | 0.19 | -0.03 | 0.36 | 0.45 | 0.35 | 0.61 |
| Information Ratio | 0.73 | - | 1.52 | 0.33 | - | 0.83 |
| Standard Deviation | 16.70 | 16.00 | 15.60 | 14.80 | 14.37 | 13.89 |
| Up Capture | 106.36 | - | 108.32 | 99.86 | - | 102.46 |
| Down Capture | 91.36 | - | 84.38 | 93.86 | - | 88.74 |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## iShares MSCI EAFE International Index Fund Institutional Shares

## Investment Strategy Summary

The investment seeks to match the performance of the MSCI EAFE Index (Europe, Australasia, Far East) in U.S. dollars with net dividends as closely as possible before the deduction of fund expenses. The fund will be substantially invested in securities in the MSCI EAFE Index, and will invest at least $80 \%$ of its assets in securities or other financial instruments that are components of or have economic characteristics similar to the securities included in the MSCI EAFE Index.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | MAllX |
| Inception Date | $4 / 09 / 1997$ |
| Fund Family | Blackrock Index Funds Inc |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Alan Mason, Jennifer Hsui, Rachel <br> Aguirre, et al. |
| Manager tenure (average) | 3.5 years |
| Morningstar Category | Foreign Large Blend |
| Benchmark Index | MSCI EAFE - Net Return |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star$ | $\star \star \star$ | $\star \star \star$ | $\star \star \star$ |
|  | 647 | 548 | 363 |



| CALENDAR YEAR PERFORMANCE (\%) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| MAIIX | 21.80 | -13.37 | 25.24 | 0.99 | -0.91 | -6.12 | 21.52 | 18.58 | -12.54 | 7.26 |
| Benchmark | 22.01 | -13.79 | 25.03 | 1.00 | -0.81 | -4.90 | 22.78 | 17.32 | -12.14 | 7.75 |
| Morningstar Category Avg | 21.46 | -14.59 | 25.42 | 0.67 | -1.64 | -5.16 | 19.29 | 18.31 | -13.90 | 10.25 |
| Morningstar Category Percentile | 47 | 27 | 51 | 46 | 46 | 64 | 30 | 42 | 33 | 78 |
| Morningstar Category Rank | 344/732 | 200/741 | 386/756 | 351/762 | 362/788 | 480/750 | 237/791 | 330/786 | 270/817 | 647/829 |

## PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS.

## iShares MSCI EAFE International Index Fund Institutional Shares (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.01 | - | -0.01 | 0.00 | - | -0.01 |
| Beta | 1.02 | - | 1.02 | 0.98 | - | 0.98 |
| R-Squared | 98.61 | - | 98.45 | 97.94 | - | 97.63 |
| Sharpe Ratio | -0.06 | -0.07 | -0.07 | 0.29 | 0.30 | 0.28 |
| Information Ratio | 0.03 | - | -0.06 | -0.02 | - | -0.11 |
| Standard Deviation | 15.58 | 15.23 | 15.65 | 13.81 | 13.89 | 13.80 |
| Up Capture | 100.12 | - | 99.07 | 96.68 | - | 94.08 |
| Down Capture | 99.88 | - | 99.87 | 98.44 | - | 97.79 |


| TOP HOLDINGS | MAIIX |
| :--- | :---: |
| Nestle SA | 2.55 |
| Euro Stoxx 50 Jun20 Xeur 20200619 | 1.97 |
| Roche Holding AG Dividend Right Cert. | 1.90 |
| Novartis AG | 1.49 |
| Nikkei 225 (Sgx) Jun20 Xsim 20200611 | 1.44 |
| FTSE 100 Index Future June20 | 1.18 |
| Toyota Motor Corp | 1.15 |
| AstraZeneca PLC | 0.98 |
| HSBC Holdings PLC | 0.96 |
| ASML Holding NV | 0.94 |
| \% of portfolio in Top 10 | $\mathbf{1 4 . 5 6}$ |


| FUND STATISTICS | MAIIX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 919 | 498 |
| Total Assets (\$M) | 846 | 6,537 |
| P/E (12mo. trailing) | 18.9 | 18.4 |
| Price/Book | 1.4 | 1.6 |
| Market Cap (\$M) | 34,787 | 36,274 |
| Turnover (\%) <br> (most recent avail) | 4 | 39 |
| Earnings Growth Rate <br> (12mo. trailing) | $-1 \%$ | $10 \%$ |



## Jpmorgan Small Cap Equity R5

## Investment Strategy Summary

The investment seeks capital growth over the long term. Under normal circumstances, the fund invests at least $80 \%$ of its assets in equity securities of small cap companies. "Assets" means net assets, plus the amount of borrowings for investment purposes. Small cap companies are companies with market capitalizations equal to those within the universe of the Russell $2000^{\circ}$ Index stocks and/or with market capitalizations of less than $\$ 4$ billion at the time of purchase.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | JSERX |
| Inception Date | $5 / 15 / 2006$ |
| Fund Family | JPMorgan Trust I |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Don San Jose, Daniel Percella |
| Manager tenure (average) | 9.7 years |
| Morningstar Category | Small Blend |
| Benchmark Index | Russell 2000 - Total Return |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star \star \star$ | $\star \star \star \star \star$ | $\star \star \star \star \star$ | $\star \star \star \star \star$ |
|  | 617 | 503 | 358 |

CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| JSERX | 28.66 | -8.83 | 15.82 | 22.40 | -1.36 | 7.55 | 36.44 | 18.34 | 3.11 | 26.65 |
| Benchmark | 25.52 | -11.01 | 14.65 | 21.31 | -4.41 | 4.89 | 38.82 | 16.35 | -4.18 | 26.85 |
| Morningstar Category Avg | 23.51 | -12.73 | 12.40 | 20.60 | -5.33 | 3.82 | 37.55 | 15.30 | -4.27 | 25.61 |
| Morningstar Category Percentile | 13 | 34 | 15 | 35 | 14 | 12 | 75 | 8 | 8 | 53 |
| Morningstar Category Rank | 91/702 | 261/769 | 120/802 | 262/750 | 109/780 | 88/737 | 536/714 | 59/743 | 61/764 | 402/758 |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Jpmorgan Small Cap Equity R5 (continued)



| FUND STATISTICS | JSERX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 106 | 401 |
| Total Assets (\$M) | 982 | 1,580 |
| P/E (12mo. trailing) | 23.8 | 16.4 |
| Price/Book | 2.4 | 1.6 |
| Market Cap (\$M) | 4,585 | 2,374 |
| Turnover (\%) <br> (most recent avail) | 23 | 48 |
| Earnings Growth Rate <br> $(12 m o . ~ t r a i l i n g) ~$ | $8 \%$ | $16 \%$ |


| TOP HOLDINGS | JSERX |
| :--- | :---: |
| The Toro Co | 2.51 |
| AptarGroup Inc | 2.41 |
| Pool Corp | 2.17 |
| Catalent Inc | 2.11 |
| Performance Food Group Co | 1.89 |
| BJ's Wholesale Club Holdings Inc | 1.78 |
| Molina Healthcare Inc | 1.74 |
| Kinsale Capital Group Inc | 1.72 |
| EastGroup Properties Inc | 1.65 |
| RLI Corp | 1.57 |
| \% of portfolio in Top 10 | $\mathbf{1 9 . 5 5}$ |
|  |  |


| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.26 | - | -0.24 | 0.22 | - | -0.19 |
| Beta | 0.93 | - | 0.99 | 0.88 | - | 0.97 |
| R-Squared | 96.12 | - | 99.34 | 94.78 | - | 99.13 |
| Sharpe Ratio | 0.15 | 0.01 | -0.13 | 0.49 | 0.34 | 0.22 |
| Information Ratio | 0.70 | - | -1.60 | 0.44 | - | -1.41 |
| Standard Deviation | 21.48 | 22.68 | 22.47 | 18.06 | 19.91 | 19.46 |
| Up Capture | 96.38 | - | 88.71 | 84.19 | - | 84.03 |
| Down Capture | 91.21 | - | 101.35 | 87.18 | - | 99.66 |




Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## MFS Mid Cap Growth R6

## Investment Strategy Summary

The investment seeks capital appreciation. The fund invests at least $80 \%$ of the fund's net assets in issuers with medium market capitalizations. MFS generally defines medium market capitalization issuers as issuers with market capitalizations similar to those of issuers included in the Russell Midcap ${ }^{\text {® }}$ Growth Index over the last 13 months at the time of purchase.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | OTCKX |
| Inception Date | $1 / 02 / 2013$ |
| Fund Family | MFS Series Trust IV |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Eric Fischman, Paul Gordon |
| Manager tenure (average) | Mid-Cap Growth |
| Morningstar Category | Russell Midcap Growth - Total Return |
| Benchmark Index |  |


| TRAILING PERFORMANCE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & 26 \\ & 24 \end{aligned}$ |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| $24$ |  |  |  |  |  |  |  |
| $\begin{aligned} & 22 \\ & 20 \end{aligned}$ |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| $14$ |  |  |  |  |  |  |  |
| $12$ |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  | QTR | YTD | 1 YR | 3 YR | 5 YR | 10 YR | INCEPT. |
| - OTCKX | 11.39 | 17.95 | 25.48 | 20.04 | 17.94 | 15.67 | 8.97 |
| - Benchmark | 9.37 | 13.92 | 23.23 | 16.23 | 15.53 | 14.55 | 11.33 |
| - Category Avg | 10.09 | 13.45 | 22.58 | 14.12 | 13.77 | 12.57 | 9.56 |
| Category Percentile | - | - | 36 | 18 | 15 | 14 | - |
| Category Rank | - | - | 219/607 | 100/557 | 75/500 | 53/380 | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OTCKX | 37.93 | 1.21 | 26.39 | 4.75 | 4.60 | 8.95 | 37.27 | 16.18 | -6.12 | 28.69 |
| Benchmark | 35.47 | -4.75 | 25.27 | 7.33 | -0.20 | 11.90 | 35.74 | 15.81 | -1.65 | 26.38 |
| Morningstar Category Avg | 32.30 | -6.65 | 24.51 | 5.73 | -1.03 | 6.86 | 34.80 | 13.97 | -4.15 | 24.75 |
| Morningstar Category Percentile | 17 | 9 | 31 | 55 | 9 | 32 | 30 | 29 | 67 | 24 |
| Morningstar Category Rank | 105/618 | 54/605 | 191/617 | 354/644 | 66/733 | 240/749 | 211/703 | - | - | - |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## MFS Mid Cap Growth R6 (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.41 | - | -0.15 | 0.31 | - | -0.12 |
| Beta | 0.88 | - | 1.00 | 0.88 | - | 1.00 |
| R-Squared | 96.39 | - | 99.11 | 94.87 | - | 98.68 |
| Sharpe Ratio | 1.01 | 0.72 | 0.61 | 1.08 | 0.84 | 0.74 |
| Information Ratio | 0.91 | - | -1.10 | 0.60 | - | -0.89 |
| Standard Deviation | 18.23 | 20.28 | 20.29 | 15.48 | 17.08 | 17.14 |
| Up Capture | 95.54 | - | 94.99 | 94.75 | - | 94.17 |
| Down Capture | 83.03 | - | 102.75 | 85.54 | - | 102.82 |


| FUND STATISTICS | OTCKX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 106 | 118 |
| Total Assets (\$M) | 5,393 | 3,246 |
| P/E (12mo. trailing) | 39.1 | 36.3 |
| Price/Book | 5.9 | 5.2 |
| Market Cap (\$M) | 18,654 | 17,654 |
| Turnover (\%) <br> (most recent avail) | 34 | 45 |
| Earnings Growth Rate <br> (12mo. trailing) | $18 \%$ | $24 \%$ |


| TOP HOLDINGS | OTCKX |
| :--- | :---: |
| Cadence Design Systems Inc | 2.67 |
| Bright Horizons Family Solutions Inc | 2.61 |
| PerkinElmer Inc | 2.54 |
| Take-Two Interactive Software Inc | 2.21 |
| Monolithic Power Systems Inc | 2.19 |
| Clarivate PLC Ordinary Shares | 2.16 |
| Verisk Analytics Inc | 2.12 |
| MSCI Inc | 2.06 |
| Steris PLC | 1.97 |
| IHS Markit Ltd | 1.77 |
| \% of portfolio in Top 10 | $\mathbf{2 2 . 2 9}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## MFS Value R6

## Investment Strategy Summary

The investment seeks capital appreciation. The fund normally invests the fund's assets primarily in equity securities. Equity securities include common stocks and other securities that represent an ownership interest (or right to acquire an ownership interest) in a company or other issuer. MFS focuses on investing the fund's assets in the stocks of companies the advisor believes are undervalued compared to their perceived worth (value companies).

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | MEIKX |
| Inception Date | $5 / 01 / 2006$ |
| Fund Family | MFS Series Trust I |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Steven Gorham, Nevin Chitkara, <br> Katherine Cannan |
| Manager tenure (average) | 11.2 years |
| Morningstar Category | Large Value |
| Benchmark Index | Russell 1000 Value - Total Return |



## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MEIKX | 30.18 | -9.78 | 17.86 | 14.25 | -0.42 | 10.68 | 35.95 | 16.57 | -0.05 | 11.54 |
| Benchmark | 26.54 | -8.27 | 13.66 | 17.34 | -3.83 | 13.45 | 32.53 | 17.51 | 0.39 | 15.51 |
| Morningstar Category Avg | 24.99 | -8.60 | 16.07 | 14.59 | -4.08 | 10.15 | 31.15 | 14.55 | -0.84 | 13.59 |
| Morningstar Category Percentile | 9 | 67 | 31 | 51 | 11 | 49 | 12 | 27 | 42 | 77 |
| Morningstar Category Rank | 109/1209 | 833/1244 | 391/1260 | 647/1268 | 152/1378 | 632/1290 | 146/1213 | 326/1208 | 528/1258 | 955/1240 |


 including the target date.
 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## MFS Value R6 (continued)

FUND COMPOSITION


| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.15 | - | -0.02 | 0.14 | - | -0.03 |
| Beta | 0.94 | - | 0.99 | 0.94 | - | 0.99 |
| R-Squared | 98.08 | - | 99.64 | 97.51 | - | 99.50 |
| Sharpe Ratio | 0.16 | 0.05 | 0.04 | 0.54 | 0.42 | 0.39 |
| Information Ratio | 0.70 | - | -0.20 | 0.57 | - | -0.47 |
| Standard Deviation | 17.17 | 18.08 | 17.96 | 14.61 | 15.37 | 15.24 |
| Up Capture | 99.18 | - | 99.25 | 97.10 | - | 95.57 |
| Down Capture | 93.71 | - | 100.24 | 92.44 | - | 99.43 |


| FUND STATISTICS | MEIKX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 79 | 125 |
| Total Assets (\$M) | 15,957 | 4,064 |
| P/E (12mo. trailing) | 19.1 | 16.8 |
| Price/Book | 2.2 | 2.0 |
| Market Cap (\$M) | 83,154 | 66,099 |
| Turnover (\%) <br> (most recent avail) | 16 | 53 |
| Earnings Growth Rate <br> (12mo. trailing) | $9 \%$ | $15 \%$ |


| TOP HOLDINGS | MEIKX |
| :--- | :---: |
| Johnson \& Johnson | 4.10 |
| JPMorgan Chase \& Co | 3.74 |
| Comcast Corp Class A | 3.33 |
| Medtronic PLC | 2.90 |
| Accenture PLC Class A | 2.60 |
| Honeywell International Inc | 2.56 |
| Aon PLC | 2.53 |
| Texas Instruments Inc | 2.51 |
| Duke Energy Corp | 2.39 |
| Northrop Grumman Corp | 2.27 |
| \% of portfolio in Top 10 | $\mathbf{2 8 . 9 3}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## Nationwide Bailard International Equities Fund R6

## Investment Strategy Summary

The investment seeks long-term capital appreciation. The fund will invest at least $80 \%$ of its net assets in the equity securities of issuers located in developed and, to a lesser extent, emerging market countries around the world. It will normally invest in established companies in Europe, the United Kingdom, Japan, Asia, Australia and Canada, among other areas. Under normal market conditions, the fund's holdings are spread across multiple industries and geographic regions.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | NWHMX |
| Inception Date | $9 / 18 / 2013$ |
| Fund Family | Nationwide Mutual Funds |
| Fund Subadviser | Bailard, Inc. |
| Portfolio Manager(s) | Peter Hill, Eric Leve, Daniel McKellar |
| Manager tenure (average) | 8.7 years |
| Morningstar Category | Foreign Large Blend |
| Benchmark Index | MSCI EAFE - Net Return |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star$ | $\star \star$ | $\star \star$ |  |
|  | 647 | 548 | 363 |

TRAILING PERFORMANCE


|  | QTR | YTD | 1 YR | 3 YR | $\mathbf{5}$ YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NWHMX | 5.52 | -6.00 | 2.05 | -1.61 | 3.14 | 4.04 | 7.34 |
| Benchmark | 4.80 | -7.09 | 0.49 | 0.62 | 5.26 | 4.62 | 8.39 |
| Category Avg | 5.80 | -5.86 | 2.03 | 0.51 | 5.02 | 4.14 | 6.06 |
| Category Percentile | - | - | 46 | 85 | 92 | 71 | - |
| Category Rank | - | - | $350 / 761$ | $550 / 647$ | $504 / 548$ | $258 / 363$ | - |

CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NWHMX | 21.72 | -19.79 | 24.68 | -2.13 | 0.93 | -1.90 | 21.84 | 21.07 | -15.39 | 12.01 |
| Benchmark | 22.01 | -13.79 | 25.03 | 1.00 | -0.81 | -4.90 | 22.78 | 17.32 | -12.14 | 7.75 |
| Morningstar Category Avg | 21.46 | -14.59 | 25.42 | 0.67 | -1.64 | -5.16 | 19.29 | 18.31 | -13.90 | 10.25 |
| Morningstar Category Percentile | 48 | 94 | 62 | 83 | 23 | 15 | 28 | 16 | 77 | 32 |
| Morningstar Category Rank | 351/732 | 697/741 | 469/756 | 632/762 | 181/788 | 112/750 | 221/791 | - | - | - |

## PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS

 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Nationwide Bailard International Equities Fund R6

(continued)


| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | -0.18 | - | -0.01 | -0.15 | - | -0.01 |
| Beta | 1.02 | - | 1.02 | 0.97 | - | 0.98 |
| R-Squared | 96.14 | - | 98.45 | 93.80 | - | 97.63 |
| Sharpe Ratio | -0.21 | -0.07 | -0.07 | 0.14 | 0.30 | 0.28 |
| Information Ratio | -0.71 | - | -0.06 | -0.61 | - | -0.11 |
| Standard Deviation | 15.89 | 15.23 | 15.65 | 13.86 | 13.89 | 13.80 |
| Up Capture | 95.32 | - | 99.07 | 85.69 | - | 94.08 |
| Down Capture | 105.03 | - | 99.87 | 100.16 | - | 97.79 |


| FUND STATISTICS | NWHMX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 188 | 498 |
| Total Assets (\$M) | 6 | 6,537 |
| P/E (12mo. trailing) | 16.2 | 18.4 |
| Price/Book | 1.6 | 1.6 |
| Market Cap (\$M) | 42,772 | 36,274 |
| Turnover (\%) <br> (most recent avail) | @NA | 39 |
| Earnings Growth Rate <br> (12mo. trailing) | $3 \%$ | $10 \%$ |


| TOP HOLDINGS | NWHMX |
| :--- | :---: |
| Nestle SA | 2.17 |
| Roche Holding AG Dividend Right Cert. | 2.08 |
| ASML Holding NV ADR | 1.55 |
| Schneider Electric SE | 1.49 |
| Novo Nordisk A/S B | 1.47 |
| Novartis AG | 1.34 |
| Air Liquide SA | 1.24 |
| AstraZeneca PLC ADR | 1.18 |
| Logitech International SA | 1.18 |
| SAP SE | 1.12 |
| \% of portfolio in Top 10 | $\mathbf{1 4 . 8 2}$ |



## Prudential Total Return Bond Fund Class Z

Investment Strategy Summary
The investment seeks total return. The fund will seek to achieve its objective through a mix of current income and capital appreciation as determined by the fund's subadviser. It invests, under normal circumstances, at least $80 \%$ of the fund's investable assets in bonds. For purposes of this policy, bonds include all fixed income securities, other than preferred stock, with a maturity at date of issue of greater than one year. The fund may invest up to $30 \%$ of its investable assets in speculative, high risk, below investment-grade securities having a rating of not lower than CCC. It may invest up to $30 \%$ of its investable assets in foreign debt securities.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | PDBZX |
| Inception Date | $9 / 16 / 1996$ |
| Fund Family | Prudential Investment Portfolios, Inc. <br> 17 |
| Fund Subadviser | Prudential Investment Management, <br> Inc. |
| Portfolio Manager(s) | Robert Tipp, Michael Collins, Richard <br> Piccirillo |
| Manager tenure (average) | 10.7 years |
| Morningstar Category | Intermediate Core-Plus Bond |
| Benchmark Index | Bloomberg Barclays US Aggregate |

TRAILING PERFORMANCE


|  | QTR | YTD | 1 YR | 3 YR | $\mathbf{5}$ YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PDBZX | 1.75 | 5.51 | 5.86 | 5.54 | 5.22 | 4.97 | 6.21 |
| Benchmark | 0.62 | 6.79 | 6.98 | 5.24 | 4.18 | 3.64 | 7.34 |
| Category Avg | 0.94 | 6.52 | 6.65 | 4.80 | 4.09 | 3.60 | 6.41 |
| Category Percentile | - | - | 67 | 20 | 11 | 7 | - |
| Category Rank | - | - | $405 / 605$ | $107 / 537$ | $50 / 459$ | $24 / 341$ | - |

CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PDBZX | 11.03 | -0.73 | 6.62 | 4.82 | -0.04 | 7.09 | -0.92 | 9.82 | 7.78 | 9.93 |
| Benchmark | 8.72 | 0.01 | 3.54 | 2.65 | 0.55 | 5.97 | -2.02 | 4.21 | 7.84 | 6.54 |
| Morningstar Category Avg | 8.29 | -0.52 | 3.76 | 3.24 | -0.27 | 5.13 | -1.38 | 6.85 | 5.78 | 7.71 |
| Morningstar Category Percentile | 8 | 60 | 2 | 13 | 50 | 6 | 28 | 15 | 10 | 14 |
| Morningstar Category Rank | 49/613 | 611/1019 | 20/986 | 128/985 | 521/1042 | 62/1038 | 302/1079 | 175/1165 | 120/1195 | 163/1164 |

## PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS

 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Prudential Total Return Bond Fund Class Z (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | -0.08 | - | -0.00 | 0.01 | - | 0.02 |
| Beta | 1.27 | - | 0.93 | 1.23 | - | 0.91 |
| R-Squared | 56.65 | - | 91.68 | 62.94 | - | 92.00 |
| Sharpe Ratio | 0.69 | 1.08 | 0.98 | 0.84 | 0.97 | 0.98 |
| Information Ratio | 0.08 | - | -0.46 | 0.34 | - | -0.10 |
| Standard Deviation | 5.61 | 3.32 | 3.21 | 4.85 | 3.13 | 2.98 |
| Up Capture | 131.97 | - | 93.69 | 140.92 | - | 96.45 |
| Down Capture | 174.06 | - | 100.22 | 145.50 | - | 95.35 |

FUND STATISTICS PDBZX Peer Univ Avg

| Total number of Holdings | 3224 | 1620 |
| :--- | :---: | :---: |
| Total Assets (\$M) | 32,527 | 11,498 |
| Turnover (\%) <br> (most recent avail) | 44 | 165 |


| TOP HOLDINGS | PDBZX |
| :--- | :---: |
| United States Treasury Bonds 3.38\% | 2.06 |
| Portugal (Republic Of) 5.12\% | 1.29 |
| PGIM Core Short-Term Bond | 1.06 |
| Greece (Republic Of) 5.2\% | 0.52 |
| Slovenia (Republic of) 5.25\% | 0.49 |
| Bvrt_19-1f | 0.47 |
| Wells Fargo \& Company 4.48\% | 0.45 |
| Serbia (Republic Of) 7.25\% | 0.44 |
| Broadcom Inc 4.75\% | 0.40 |
| HPS LOAN MANAGEMENT 11-2017 LTD <br> 1.52\% | 0.39 |
| \% of portfolio in Top 10 | $\mathbf{7 . 5 7}$ |

QUALITY DISTRIBUTION


Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## Pimco Income Fund Insti Class

## Investment Strategy Summary

The investment seeks to maximize current income; long-term capital appreciation is a secondary objective. The fund invests at least $65 \%$ of its total assets in a multi-sector portfolio of Fixed Income Instruments of varying maturities, which may be represented by forwards or derivatives such as options, futures contracts or swap agreements. It may invest up to 50\% of its total assets in high yield securities rated below investment grade by Moody's, S\&P or Fitch, or if unrated, as determined by PIMCO

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | PIMIX |
| Inception Date | $3 / 30 / 2007$ |
| Fund Family | PIMCO Funds |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Daniel Ivascyn, Alfred Murata, Joshua <br> Anderson |
| Manager tenure (average) | 7.7 years |
| Morningstar Category | Multisector Bond |
| Benchmark Index | Bloomberg Barclays US Aggregate |

TRAILING PERFORMANCE


|  | QTR | YTD | $\mathbf{1}$ YR | $\mathbf{3}$ YR | 5 YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PIMIX | 3.01 | 1.28 | 3.84 | 3.63 | 5.49 | 7.03 | 7.87 |
| Benchmark | 0.62 | 6.79 | 6.98 | 5.24 | 4.18 | 3.64 | 7.34 |
| Category Avg | 2.78 | 0.77 | 2.03 | 3.07 | 4.22 | 4.04 | 7.31 |
| Category Percentile | - | - | 35 | 36 | 12 | 1 | - |
| Category Rank | - | - | $116 / 330$ | $105 / 292$ | $30 / 248$ | $1 / 133$ | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PIMIX | 8.05 | 0.58 | 8.60 | 8.72 | 2.63 | 7.18 | 4.80 | 22.17 | 6.36 | 20.46 |
| Benchmark | 8.72 | 0.01 | 3.54 | 2.65 | 0.55 | 5.97 | -2.02 | 4.21 | 7.84 | 6.54 |
| Morningstar Category Avg | 9.68 | -1.57 | 6.13 | 7.09 | -2.03 | 3.42 | 2.15 | 11.60 | 2.90 | 10.59 |
| Morningstar Category Percentile | 78 | 15 | 10 | 31 | 3 | 6 | 18 | 1 | 6 | 1 |
| Morningstar Category Rank | 236/302 | 49/326 | 32/321 | 93/299 | 9/304 | 17/276 | 55/308 | 3/283 | 15/250 | 3/268 |

## PERFORMANCE SHOWN REPRESENTS PAST PERFORMANCE AND DOES NOT GUARANTEE FUTURE RESULTS

 higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Pimco Income Fund Insti Class (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.14 | - | -0.04 | 0.34 | - | 0.13 |
| Beta | 0.40 | - | 0.72 | 0.32 | - | 0.66 |
| R-Squared | 5.69 | - | 13.19 | 5.09 | - | 13.98 |
| Sharpe Ratio | 0.36 | 1.08 | 0.21 | 0.96 | 0.97 | 0.55 |
| Information Ratio | -0.28 | - | -0.35 | 0.27 | - | 0.01 |
| Standard Deviation | 5.51 | 3.32 | 6.61 | 4.50 | 3.13 | 5.52 |
| Up Capture | 66.99 | - | 83.85 | 87.94 | - | 102.27 |
| Down Capture | 69.23 | - | 142.75 | 15.61 | - | 103.49 |


| FUND STATISTICS | PIMIX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 7295 | 640 |
| Total Assets (\$M) | 63,367 | 4,313 |
| Turnover (\%) <br> (most recent avail) | 421 | 88 |


| TOP HOLDINGS | PIMIX |
| :--- | :---: |
| Federal National Mortgage Association 3\% | 10.28 |
| Federal National Mortgage Association <br> 2.5\% | 5.84 |
| Federal National Mortgage Association <br> 2.5\% | 3.43 |
| CSMC TRUST 3.36\% | 2.98 |
| CSMC TRUST 4.29\% | 1.74 |
| CSMC TRUST 3.43\% | 1.70 |
| Federal National Mortgage Association 3\% | 1.63 |
| United States Treasury Notes 0.25\% | 1.45 |
| Federal National Mortgage Association 4\% | 1.28 |
| CSMC TRUST 3.66\% | 1.28 |
| \% of portfolio in Top 10 | $\mathbf{3 1 . 6 1}$ |

## QUALITY DISTRIBUTION

No Data

RISK/RETURN CHART - 5 YEAR


Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## TIAA-CREF Real Estate Sec Instl

## Investment Strategy Summary

The investment seeks to obtain a favorable long-term total return through both capital appreciation and current income, by investing primarily in equity securities of companies principally engaged in or related to the real estate industry. The fund invests at least $80 \%$ of its assets in the securities of companies that are principally engaged in or related to the real estate industry, including those that own significant real estate assets. It may invest up to $15 \%$ of its assets in real estate securities of foreign issuers and up to $20 \%$ of its assets in equity and debt securities of issuers that are not engaged in or related to the real estate industry.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | TIREX |
| Inception Date | $10 / 01 / 2002$ |
| Fund Family | Tiaa-cref Funds |
| Fund Subadviser | -- |
| Portfolio Manager(s) | David Copp, Brendan Lee |
| Manager tenure (average) | 14.5 years |
| Morningstar Category | Real Estate |
| Benchmark Index | FTSE Nareit All Equity REITs Total <br> Return |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIREX | 31.09 | -4.04 | 12.29 | 4.38 | 4.62 | 28.13 | 1.71 | 19.55 | 6.97 | 31.10 |
| Benchmark | 28.66 | -4.04 | 8.67 | 8.63 | 2.83 | 28.03 | 2.86 | 19.70 | 8.28 | 27.95 |
| Morningstar Category Avg | 27.36 | -6.10 | 5.75 | 6.65 | 2.39 | 27.92 | 1.63 | 17.64 | 7.24 | 26.76 |
| Morningstar Category Percentile | 14 | 21 | 7 | 85 | 10 | 71 | 47 | 12 | 62 | 9 |
| Morningstar Category Rank | 36/256 | 53/251 | 18/257 | 227/267 | 28/282 | 195/274 | 122/259 | 32/263 | 150/242 | 24/267 |

[^32] higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## TIAA-CREF Real Estate Sec Instl (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.28 | - | -0.17 | 0.15 | - | -0.19 |
| Beta | 0.92 | - | 1.04 | 0.92 | - | 1.02 |
| R-Squared | 98.49 | - | 98.62 | 97.95 | - | 98.43 |
| Sharpe Ratio | 0.33 | 0.11 | -0.01 | 0.48 | 0.35 | 0.19 |
| Information Ratio | 1.37 | - | -0.92 | 0.62 | - | -1.19 |
| Standard Deviation | 16.04 | 17.36 | 18.22 | 14.48 | 15.55 | 15.92 |
| Up Capture | 105.66 | - | 94.02 | 101.12 | - | 88.54 |
| Down Capture | 90.74 | - | 104.08 | 94.56 | - | 102.82 |


| FUND STATISTICS | TIREX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 75 | 74 |
| Total Assets (\$M) | 1,843 | 2,000 |
| P/E (12mo. trailing) | 48.3 | 41.8 |
| Price/Book | 2.5 | 2.1 |
| Market Cap (\$M) | 21,148 | 14,789 |
| Turnover (\%) <br> (most recent avail) | 39 | 55 |
| Earnings Growth Rate <br> (12mo. trailing) | $5 \%$ | $11 \%$ |


| TOP HOLDINGS | TIREX |
| :--- | :---: |
| American Tower Corp | 9.02 |
| Prologis Inc | 7.19 |
| Equinix Inc | 6.52 |
| Crown Castle International Corp | 4.31 |
| Sun Communities Inc | 3.86 |
| Equity Lifestyle Properties Inc | 3.48 |
| Rexford Industrial Realty Inc | 3.39 |
| Digital Realty Trust Inc | 3.07 |
| SBA Communications Corp | 2.94 |
| Invitation Homes Inc | 2.93 |
| \% of portfolio in Top 10 | $\mathbf{4 6 . 6 9}$ |




Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## Vanguard 500 Index Fd Admiral Shs

## Investment Strategy Summary

The investment seeks to track the performance of a benchmark index that measures the investment return of large-capitalization stocks. The fund employs an indexing investment approach designed to track the performance of the Standard \& Poor's 500 Index, a widely recognized benchmark of U.S. stock market performance that is dominated by the stocks of large U.S. companies. The advisor attempts to replicate the target index by investing all, or substantially all, of its assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | VFIAX |
| Inception Date | $11 / 13 / 2000$ |
| Fund Family | Vanguard Index Funds |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Donald Butler, Michelle Louie |
| Manager tenure (average) | 3.6 years |
| Morningstar Category | Large Blend |
| Benchmark Index | S\&P 500 - Net Return |

TRAILING PERFORMANCE


|  | QTR | YTD | $\mathbf{1}$ YR | 3 YR | $\mathbf{5}$ YR | 10 YR | INCEPT. |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| VFIAX | 8.92 | 5.55 | 15.11 | 12.24 | 14.11 | 13.71 | 11.14 |
| Benchmark | 8.79 | 5.13 | 14.49 | 11.62 | 13.46 | 13.04 | 6.14 |
| Category Avg | 8.05 | 2.08 | 10.38 | 9.42 | 11.47 | 11.34 | 9.87 |
| Category Percentile | - | - | 26 | 19 | 12 | 10 | - |
| Category Rank | - | - | $356 / 1370$ | $234 / 1229$ | $128 / 1066$ | $82 / 819$ | - |

## CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| VFIAX | 31.46 | -4.43 | 21.79 | 11.93 | 1.36 | 13.64 | 32.33 | 15.96 | 2.08 | 15.05 |
| Benchmark | 30.70 | -4.94 | 21.10 | 11.23 | 0.75 | 12.99 | 31.55 | 15.22 | 1.47 | 14.37 |
| Morningstar Category Avg | 28.62 | -6.24 | 20.45 | 10.06 | -1.46 | 10.73 | 31.32 | 14.85 | -1.40 | 14.18 |
| Morningstar Category Percentile | 24 | 27 | 29 | 27 | 20 | 18 | 42 | 35 | 17 | 29 |
| Morningstar Category Rank | 333/1387 | 379/1402 | 405/1396 | 380/1409 | 321/1606 | 282/1568 | 655/1559 | 590/1686 | 304/1786 | 583/2010 |

[^33]
## Vanguard 500 Index Fd Admiral Shs (continued)



| FUND STATISTICS | VFIAX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 514 | 291 |
| Total Assets (\$M) | 324,067 | 12,488 |
| P/E (12mo. trailing) | 23.3 | 22.3 |
| Price/Book | 3.2 | 3.2 |
| Market Cap (\$M) | 156,776 | 117,240 |
| Turnover (\%) <br> (most recent avail) | 2 | 47 |
| Earnings Growth Rate <br> (12mo. trailing) | $11 \%$ | $19 \%$ |


| TOP HOLDINGS | VFIAX |
| :--- | :---: |
| Apple Inc | 6.68 |
| Microsoft Corp | 5.72 |
| Amazon.com Inc | 4.81 |
| Facebook Inc A | 2.26 |
| Alphabet Inc A | 1.58 |
| Alphabet Inc Class C | 1.55 |
| Berkshire Hathaway Inc Class B | 1.49 |
| Johnson \& Johnson | 1.41 |
| Procter \& Gamble Co | 1.24 |
| Visa Inc Class A | 1.20 |
| \% of portfolio in Top 10 | $\mathbf{2 7 . 9 5}$ |

## RISK/RETURN CHART - 5 YEAR



Vanguard 500 Index Fd
Admiral Sh Admiral Shs S\&P 500 - Net Return Category Average

Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## Vanguard Mid-Cap Index Fund Admiral Shares

## Investment Strategy Summary

The investment seeks to track the performance of a benchmark index that measures the investment return of mid-capitalization stocks. The fund employs an indexing investment approach designed to track the performance of the CRSP US Mid Cap Index, a broadly diversified index of stocks of mid-size U.S. companies. The advisor attempts to replicate the target index by investing all, or substantially all, of its assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | VIMAX |
| Inception Date | $11 / 12 / 2001$ |
| Fund Family | Vanguard Index Funds |
| Fund Subadviser | -- |
| Portfolio Manager(s) | Donald Butler, Michael Johnson |
| Manager tenure (average) | 13.4 years |
| Morningstar Category | Mid-Cap Blend |
| Benchmark Index | CRSP US Mid Cap - Total Return |


| MORNINGSTAR RATING \& FUNDS PER CATEGORY |  |  |  |
| :---: | :---: | :---: | :---: |
| Overall | 3 YRS | 5 YRS | 10 YRS |
| $\star \star \star \star \star$ | $\star \star \star \star$ | $\star \star \star \star$ | $\star \star \star \star \star$ |
|  | 368 | 295 | 213 |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| VIMAX | 31.03 | -9.23 | 19.25 | 11.22 | -1.34 | 13.76 | 35.15 | 15.99 | -1.97 | 25.59 |
| Benchmark | 31.09 | -9.22 | 19.30 | 11.25 | -1.28 | 13.83 | 35.27 | 16.69 | - | - |
| Morningstar Category Avg | 25.87 | -11.33 | 15.86 | 13.65 | -4.51 | 7.83 | 34.35 | 15.85 | -4.11 | 22.70 |
| Morningstar Category Percentile | 13 | 32 | 17 | 73 | 36 | 5 | 41 | 55 | 33 | 28 |
| Morningstar Category Rank | 53/404 | 148/464 | 75/443 | 312/427 | 156/432 | 18/369 | 164/399 | 227/412 | 140/424 | 121/433 |

[^34]
## Vanguard Mid-Cap Index Fund Admiral Shares (continued)



| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | -0.00 | - | -0.39 | -0.00 | - | -0.26 |
| Beta | 1.00 | - | 1.00 | 1.00 | - | 1.00 |
| R-Squared | 100.00 | - | 99.02 | 100.00 | - | 98.03 |
| Sharpe Ratio | 0.31 | 0.32 | 0.07 | 0.54 | 0.54 | 0.34 |
| Information Ratio | -0.55 | - | -2.47 | -0.90 | - | -1.42 |
| Standard Deviation | 20.09 | 20.09 | 20.28 | 16.92 | 16.92 | 17.04 |
| Up Capture | 99.97 | - | 88.99 | 99.86 | - | 89.67 |
| Down Capture | 100.03 | - | 107.92 | 100.01 | - | 106.33 |


| FUND STATISTICS | VIMAX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 351 | 283 |
| Total Assets (\$M) | 45,751 | 3,447 |
| P/E (12mo. trailing) | 22.8 | 19.7 |
| Price/Book | 2.5 | 2.1 |
| Market Cap (\$M) | 19,321 | 10,930 |
| Turnover (\%) <br> (most recent avail) | 11 | 42 |
| Earnings Growth Rate <br> (12mo. trailing) | $13 \%$ | $18 \%$ |


| TOP HOLDINGS | VIMAX |
| :--- | :---: |
| DexCom Inc | 0.82 |
| Digital Realty Trust Inc | 0.82 |
| Lululemon Athletica Inc | 0.81 |
| DocuSign Inc | 0.78 |
| Veeva Systems Inc Class A | 0.78 |
| SBA Communications Corp | 0.74 |
| Chipotle Mexican Grill Inc Class A | 0.72 |
| Twilio Inc A | 0.71 |
| Centene Corp | 0.70 |
| Twitter Inc | 0.69 |
| \% of portfolio in Top 10 | $\mathbf{7 . 5 7}$ |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation.

## Vanguard Small-Cap Value Index Fd Inst Shs

## Investment Strategy Summary

The investment seeks to track the performance of a benchmark index that measures the investment return of small-capitalization value stocks. The fund employs an indexing investment approach designed to track the performance of the CRSP US Small Cap Value Index, a broadly diversified index of value stocks of small U.S. companies. The advisor attempts to replicate the target index by investing all, or substantially all, of its assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index.

| FUND INFORMATION |  |
| :--- | :--- |
| Fund | VSIIX |
| Inception Date | $12 / 07 / 1999$ |
| Fund Family | Vanguard Index Funds |
| Fund Subadviser | -- |
| Portfolio Manager(s) | William Coleman, Gerard O'Reilly |
| Manager tenure (average) | 4.4 years |
| Morningstar Category | Small Value |
| Benchmark Index | CRSP US Small Value - Total Return |



CALENDAR YEAR PERFORMANCE (\%)

|  | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| VSIIX | 22.81 | -12.23 | 11.80 | 24.80 | -4.67 | 10.59 | 36.55 | 18.78 | -3.97 | 24.97 |
| Benchmark | 22.76 | -12.27 | 11.83 | 24.82 | -4.64 | 10.63 | 38.47 | - | - | - |
| Morningstar Category Avg | 21.21 | -15.38 | 9.10 | 25.74 | -7.01 | 3.30 | 36.20 | 16.02 | -4.34 | 25.74 |
| Morningstar Category Percentile | 34 | 17 | 23 | 61 | 37 | 2 | 45 | 25 | 48 | 62 |
| Morningstar Category Rank | 142/419 | 71/417 | 91/397 | 247/405 | 160/433 | 8/396 | 166/369 | 89/357 | 169/352 | 212/342 |

[^35] higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

## Vanguard Small-Cap Value Index Fd Inst Shs (continued)



| FUND STATISTICS | VSIIX | Peer Univ Avg |
| :--- | :---: | :---: |
| Total number of Holdings | 899 | 242 |
| Total Assets (\$M) | 2,974 | 1,161 |
| P/E (12mo. trailing) | 14.3 | 13.4 |
| Price/Book | 1.2 | 1.1 |
| Market Cap (\$M) | 3,765 | 1,844 |
| Turnover (\%) <br> (most recent avail) | 11 | 69 |
| Earnings Growth Rate <br> (12mo. trailing) | $4 \%$ | $14 \%$ |


| TOP HOLDINGS | VSIIX |
| :--- | :---: |
| PerkinElmer Inc | 0.70 |
| IDEX Corp | 0.69 |
| Generac Holdings Inc | 0.61 |
| Atmos Energy Corp | 0.59 |
| Booz Allen Hamilton Holding Corp Class A | 0.57 |
| Brown \& Brown Inc | 0.54 |
| Molina Healthcare Inc | 0.54 |
| RPM International Inc | 0.54 |
| VICI Properties Inc Ordinary Shares | 0.54 |
| Essential Utilities Inc | 0.49 |
| \% of portfolio in Top 10 | $\mathbf{5 . 8 0}$ |


| RISK STATISTICS | 3 YRS |  |  | 5 YRS |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FUND | BENCH | CAT | FUND | BENCH | CAT |
| Alpha | 0.00 | - | -0.22 | 0.00 | - | -0.18 |
| Beta | 1.00 | - | 1.04 | 1.00 | - | 1.05 |
| R-Squared | 100.00 | - | 99.03 | 100.00 | - | 98.64 |
| Sharpe Ratio | -0.19 | -0.19 | -0.30 | 0.18 | 0.18 | 0.07 |
| Information Ratio | 0.99 | - | -1.09 | 0.45 | - | -0.81 |
| Standard Deviation | 23.11 | 23.12 | 24.26 | 19.86 | 19.86 | 20.99 |
| Up Capture | 100.13 | - | 99.52 | 100.02 | - | 100.95 |
| Down Capture | 99.94 | - | 105.56 | 99.95 | - | 105.20 |



Source: FactSet and Morningstar. All data is as of 09/30/2020 unless otherwise noted. For more information on the terms used on these pages, please see the end of this presentation

## Investment Performance Ratings

The following pages illustrate each investment option's performance over the specified time periods versus a benchmark index and its respective Morningstar Category average. In addition, each option's Morningstar Ratings are shown.

The Morningstar Category identifies funds based on their actual investment styles as measured by their underlying portfolio holdings (portfolio statistics and compositions over the past three years). If the fund is new and has no portfolio, Morningstar estimates where it will fall before assigning a more permanent category. When necessary, Morningstar may change a category assignment based on current information. It is not possible to invest directly in a Morningstar category.

Morningstar rates investments from one to five stars based on how well they've performed (excluding the effects of sales charges and loads) in comparison to similar investments. Within each Morningstar Category, the top $10 \%$ of investments receive five stars, the next $22.5 \%$ four stars, the middle $35 \%$ three stars, the next $22.5 \%$ two stars, and the bottom $10 \%$ receive one star. Investments are rated for up to three time periods $-3,5$, and 10 years, and these ratings are combined to produce an overall rating. Investments with less than three years of history are not rated. Ratings are objective, based entirely on a mathematical evaluation of past performance. They're a useful tool for identifying investments worthy of further research, but shouldn't be considered buy or sell recommendations.

Ratings are based on specific class performance of each fund. Current fund performance may be higher or lower, which may change a fund's star rating. Despite high ratings, funds may have experienced negative performance during the period. Performance may reflect a waiver of part of a fund's fees for certain periods since inception, without which returns would have been lower. A class share ratings no longer reflect sales charges. As of November 1, 2016, Morningstar no longer provides ratings for load-adjusted share classes.

Keep in mind that the rating is based solely on historical performance, and a highly rated offering may no longer have the portfolio manager responsible for that performance. Or - conversely - a lower-rated or non-rated offering might now employ a manager who produced excellent results with other managed investment products. Also, because ratings are based on performance within specific categories, it's important to note that not all five-star offerings are equal or even interchangeable. A five-star sector fund, for example, might have the best risk-adjusted return within its specific category, but it is probably far riskier than a highly rated diversified offering. Rather than choosing investments according to their ratings, investors should first decide on an overall portfolio strategy and then seek the best investments for each portion of their portfolio. The Morningstar Rating can then be used to identify possible candidates, but you should never make a buy or sell decision based solely on the rating

For information on the number of funds in each option's respective Morningstar category, please consult the following Individual Fund Profiles.

## Glossary

Alpha: A measure of performance on a risk adjusted basis. Alpha takes the volatility (price risk) of a mutual fund and compares its riskadjusted performance to a benchmark index. The excess return of the fund relative to the return of the benchmark index is a fund's alpha.

Beta: A measure of a fund's sensitivity to market movements. A portfolio with a beta greater than one is more volatile than the market, and a portfolio with a beta less than one is less volatile than the market

Information Ratio: A ratio of portfolio returns above the returns of a benchmark index to the volatility of those returns. The information ratio (IR) measures a portfolio manager's ability to generate excess returns relative to a benchmark, but also attempts to identify the consistency of the investor. This ratio will identify if a manager has beaten the benchmark by a lot in a few months or a little every month. The higher the IR the more consistent a manager is and consistency is an ideal trait.

Market Cap (\$M): Indicates the overall "size" of a stock fund's portfolio by averaging the geometric mean of the market capitalization for all of the stocks it owns. It is calculated by raising the market capitalization of each stock to a power equal to that stock's stake in the portfolio. The resulting numbers are multiplied together to produce the geometric mean of the market caps of the stocks in the portfolio, which is reported as average market capitalization expressed in millions of U.S. Dollars.

Price/Book Ratio: The price of a share of stock divided by book value per share.

Price/Earnings Ratio: The price of a share of stock divided by earnings per share.

R-Squared: A measure that indicates the percentage of a fund's movements that can be explained by movements in it benchmark index. An R-squared of 100 indicates that all movements of a fund can be explained by movements in the index, and a low R-squared indicates that very few of the fund's movements can be explained by movements in its benchmark index.

Sharpe Ratio: A ratio developed to measure riskadjusted performance. The Sharpe ratio is calculated by subtracting the risk-free rate - such as that of the 3-month U.S. Treasury bond - from the rate of return for a portfolio and dividing the result by the standard deviation of the portfolio returns.

Standard Deviation: A statistical measure of the volatility of the fund's returns.

Turnover: A measure of the trading activity in a fund's investment portfolio; in essence, how often securities are bought and sold by a fund. A turnover ratio of $100 \%$ means that on average, all of a fund's portfolio holdings are bought and sold once a year.

Up/Down Market Capture: A statistical measure of a fund's overall performance in up- or downmarkets relative to an index during periods when the market is up (Up Market Capture) or down (Down Market Capture). The ratio is calculated by dividing the manager's returns by the returns of the index during the up- or down-market, and multiplying that factor by 100.

## A Word about Morningstar Ratings

Morningstar rates investments from one to five stars based on how well they've performed (excluding the effects of sales charges and loads) in comparison to similar investments. Within each Morningstar Category, the top 10\% of investments receive five stars, the next $22.5 \%$ four stars, the middle $35 \%$ three stars, the next $22.5 \%$ two stars, and the bottom 10\% receive one star. Investments are rated for up to three time periods - 3,5 , and 10 years, and these ratings are combined to produce an overall rating. Investments with less than three years of history are not rated. Ratings are objective, based entirely on a mathematical evaluation of past performance. They're a useful tool for identifying investments worthy of further research, but shouldn't be considered buy or sell recommendations.

Keep in mind that the rating is based solely on historical performance, and a highly rated offering may no longer have the portfolio manager responsible for that performance. Or - conversely - a lower-rated or non-rated offering might now employ a manager who produced excellent results with other managed investment products. Also, because ratings are based on performance within specific categories, it's important to note that not all five-star offerings are equal or even interchangeable. A five-star sector fund, for example, might have the best risk-adjusted return within its specific category, but it is probably far riskier than a highly rated diversified offering Rather than choosing investments according to their ratings, investors should first decide on an overall portfolio strategy and then seek the best investments for each portion of their portfolio The Morningstar Rating can then be used to identify possible candidates, but you should never make a buy or sell decision based solely on the rating.


[^0]:    * Assets In and Out includes contributions and distributions.

[^1]:    **Top 10 Mutual Funds does not include Money Market Funds.
    *OS = OneSource, no-load, no transaction fee
    ©2017 Charles Schwab \& Co., Inc. ("Schwab"). Member SIPC. All rights reserved.
    Compliance number: 0517-ZGX6

[^2]:    *OS = OneSource, no transaction fee

[^3]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^4]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^5]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^6]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^7]:    * Assets In and Out includes contributions and distributions.

[^8]:    *OS = OneSource, no transaction fee

[^9]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

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[^11]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^12]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^13]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ The number of online enrollments out of new enrollments.
    ${ }^{4}$ Total number of participants enrolled by quarter or by year.

[^14]:    ${ }^{5}$ Actively deferring - Participants with a balance, a contribution in the past 30 days and a status of employed. Inactive - Participants with a balance, no contribution in the past 30 days and no status of payout.
    Payout - Participants with a balance and a status of payout.

[^15]:    ${ }^{1}$ Percentage of participants by number of investment classes.
    ${ }^{2}$ Average number of asset classes - Average number of asset classes in which participants are invested.
    Peer group - Average number of asset classes in which this peer group (cases with $\$ 100$ million - $\$ 1$ billion) is invested.
    Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.

[^16]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ Total number of participants enrolled by quarter or by year.

[^17]:    ${ }^{5}$ Actively deferring - Participants with a balance, a contribution in the past 30 days and a status of employed. Inactive - Participants with a balance, no contribution in the past 30 days and no status of payout.
    Payout - Participants with a balance and a status of payout.

[^18]:    ${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with $\$ 5$ million - $\$ 20$ million.

[^19]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ Total number of participants enrolled by quarter or by year.

[^20]:    ${ }^{5}$ Actively deferring - Participants with a balance, a contribution in the past 30 days and a status of employed. Inactive - Participants with a balance, no contribution in the past 30 days and no status of payout.
    Payout - Participants with a balance and a status of payout.

[^21]:    ${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with $\$ 100$ million - $\$ 1$ billion.

[^22]:    ${ }^{1}$ Percentage of participants by number of investment classes.
    ${ }^{2}$ Average number of asset classes - Average number of asset classes in which participants are invested.
    Peer group - Average number of asset classes in which this peer group (cases with $\$ 100$ million - $\$ 1$ billion) is invested.
    Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.

[^23]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ Total number of participants enrolled by quarter or by year.

[^24]:    ${ }^{5}$ Actively deferring - Participants with a balance, a contribution in the past 30 days and a status of employed. Inactive - Participants with a balance, no contribution in the past 30 days and no status of payout. Payout - Participants with a balance and a status of payout.

[^25]:    ${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with $\$ 0.5$ million - $\$ 5$ million.

[^26]:    Tables reflect index total returns (including reinvestments of dividends). All returns and annotations reflect total return, including dividends.

[^27]:    Source: Morningstar, Inc.

[^28]:    source: Morningstar, Inc. and Nationwide

[^29]:    
     including the target date.
     higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

[^30]:    
     including the target date.
     higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

[^31]:    
     including the target date.
     higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

[^32]:    
     including the target date.
    

[^33]:    
     including the target date.
     higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

[^34]:    
     including the target date.
     higher than the performance data quoted. To obtain performance data current to the most recent month, contact Nationwide Financial at 1-877-677-3678.

[^35]:    
     including the target date.
    

