# Service Provider Disclosure Form for your 403(b) Plan- Personal Retirement Planner <br> As of June 30, 2023 

This form provides information about the annuity product (Products) and related services provided to your plan (Plan) by Horace Mann Life Insurance Company (Horace Mann), its affiliated brokerdealer, Horace Mann Investors, Inc. (HMII) (for variable annuity products), and Horace Mann agents. This form also provides information about the compensation received from all sources by Horace Mann, HMII, and Horace Mann agents for the Product and related services.

## Product

The attached disclosure (Product Disclosure) provide detailed information about this Product made available by Horace Mann for investment by Plan participants.

The Product Disclosure for a variable annuity includes the following Tables:

- Table 1 shows performance information for the variable investment options available under the Product. This performance information also reflects the impact of certain fees and expenses under the Product.
- Table 2 shows performance information for the fixed account option available under the Product.
- Table 3 shows all fees and expenses of the Product.
- Table 4 shows annuity income options available under the Product.

Additional information regarding variable investment options available under the Products, including prospectuses, is available at www.horacemann.com under Retirement and Employersponsored Retirement Plans.

## Services

Services Provided by Horace Mann. Horace Mann maintains all records pertaining to Plan participants' investments in the Products offered under the Plan. The recordkeeping and administrative services provided to the Plan in connection with participants' investments in the Products include the following:

- Processing of all transactions under the Products
- Payment of values and benefits under the Products
- Billing for salary reduction contributions
- Monitoring of IRS maximum contribution limits for amounts invested in the Products, including any catch-up contributions allowed by the Plan
- Processing of hardship withdrawals and loans from the Products, if allowed under the Plan
- Processing of other distributions from the Products
- Processing of Qualified Domestic Relations Orders pertaining to the Products
- Providing the Plan sponsor, upon request, with information regarding Plan participants' investments in the Products
- Processing of IRS required minimum distributions from the Products
- Providing quarterly annuity statements pertaining to the Products to Plan participants
- Dollar cost averaging and rebalancing programs (for variable annuity Products)
- Customer Care Call Center
- Voice Response System
- Online annuity services pertaining to the Products for Plan participants

Horace Mann also provides services relating to the underlying funds available as investment options under its variable annuities, including the following: providing information about the funds to variable annuity clients; delivery of prospectuses and other reports or notices relating to the funds to variable annuity clients; training of Horace Mann personnel with respect to the funds; maintenance of records reflecting fund shares purchased and redeemed in connection with variable annuity contracts; providing back office processing and support in connection with the funds; and providing statements or reports to variable annuity clients showing performance and other information relating to the funds.

All recordkeeping and administrative services described above are provided only with respect to Products sold under the Plan.

Services Provided by Agents. The Products offered under the Plan are sold by an agent appointed with Horace Mann. The agent provides education, information, and tools to assist Plan participants in making educated financial decisions for their retirement planning and can answer questions from Plan participants about their annuity contracts and assist them with transactions involving their contracts.

Services Provided by HMII. HMII acts as the distributor for Horace Mann variable annuities. Variable annuities are sold by Horace Mann through its appointed agents who are registered representatives of HMII. HMII provides various services relating to the underlying funds available as investment options under variable annuities, including the following: providing information about the funds to prospective variable annuity clients; delivery of prospectuses to prospective variable annuity clients; training of HMII registered representatives and personnel with respect to the funds; and providing statements or reports to prospective variable annuity clients showing performance and other information relating to the funds.

Horace Mann, HMII, and Horace Mann agents who have sold Products under the Plan do not intend to provide services as a fiduciary or as an investment adviser to the Plan or its participants.

## Compensation for Services

This section describes all compensation payable from any source to Horace Mann, its agents, or HMII with respect to the Plan, the Products, and the services provided.

Compensation Received by Horace Mann. Horace Mann receives as direct compensation for the above services any fees or charges collected by Horace Mann under the Products, as detailed in the attached Product Disclosure(s). Any such fees or charges are deducted directly from Plan participants' annuity accounts.

Compensation Received by Agents. To compensate agents for the services they provide with respect to the Products, Horace Mann pays commissions to the agents based on their sales of the Products to Plan participants. The commissions payable for the Product described in the attached Product Disclosure is paid at a rate of $0.025 \%$ times the outstanding account balance, payable twice monthly. Over the course of one year, this amounts to an annualized rate of $\$ 6.00$ per $\$ 1,000$ of average account balance.

Finally, when a Participant makes additional contributions to a Product, the agent earns points on an annual basis toward qualifying for certain annual incentive trips paid for by Horace Mann or an affiliate. The agent also earns points toward qualifying for the incentive trips in connection with sales of other retirement products to participants and employers. Points are allocated equally across all retirement products, including this Product. Additional points toward qualifying incentive trips can be earned in connection with sales of insurance products sold by the agent. The value of the incentive trip depends on the hotel, travel, dining and entertainment expenses associated with the applicable trip.

No additional charges or deductions are assessed or made against or from the Product, Plan participants' accounts, or the Plan in order to pay commissions or incentives. Horace Mann intends to recover the amount of the commissions and incentives paid through the fees or charges collected by Horace Mann under the Products or through other corporate revenue.

Agents are predominately independent contractors, with a small number who are employees, all of whom exclusively represent Horace Mann or its affiliates.

Compensation Received by HMII. As described above (under "Compensation Received by Horace Mann"), underlying funds available as investment options under Horace Mann variable annuities may make payments to HMII for its services described above (under "Services Provided by HMII") with respect to those funds.

No Compensation Payable upon Termination. If the Plan sponsor terminates Horace Mann's status as an approved product provider under the Plan, no compensation is payable to Horace Mann, HMII, or any agent or affiliate in connection with that termination. Normal charges and expenses under the Products would apply, as set forth in the Product Disclosure(s).

## Personal Retirement Planner Qualified Contract

This document contains information about the Personal Retirement Planner Qualified variable annuity contract (referred to below as the "Product") issued by Horace Mann Life Insurance Company ("Horace Mann") which has been offered as an investment vehicle under your 403(b) plan.

This document has 4 tables. Table 1 shows performance information for the variable investment options or subaccounts available under the Product; Table 2 shows performance information for the fixed account option available under the Product; Table 3 has fee and expense information; and Table 4 has information about annuity income options available under the Product.

A glossary of terms relevant to the Product is found at the end of this document.

## Table 1 - Variable Subaccount Returns

Table 1 focuses on the performance of variable subaccounts that do not have a fixed or stated rate of return. Table 1 shows how these options have performed over time and allows you to compare them with an appropriate benchmark for the same time periods. Past performance does not guarantee how the variable subaccount will perform in the future. An investment in these options could lose money. Information about a variable subaccount's principal risks is found in the prospectus for the corresponding underlying fund available at horacemann.com.

## Variable Subaccount performance as of December 30, 2022

All returns in Table 1 are based on a \$10,000 investment; however, the annual maintenance fee has been deducted in calculating all returns. Participants should refer to their quarterly statements for their specific fees/charges.

The average annual rates of return of each variable subaccount were adjusted for a 1.25 percent mortality and expense risk fee The Product includes an annual maintenance fee of $\$ 25$ and no surrender charges.

The results in Table 1 include performance results for subaccounts for time periods prior to their inclusion in the Product. These results for periods prior to inclusion are calculated as if the subaccounts were part of the Product during those periods to provide historical perspective on the subaccounts and are not actual performance in the Product.

The underlined information below reflects the performance of the identified index for the subaccounts listed above the index. You cannot invest in an index and, since an index is not available as an investment option under a variable annuity contract, the performance of the index does not reflect any deductions for variable annuity contract expenses. Variable subaccount performance information for the most recent month may be found at horacemann.com.

Average Annual Total Return as of December 30, 2022
Return if money withdrawn early

| Subaccounts | Inception date | Since inception | Since inclusion | $\begin{gathered} 10 \\ \text { years } \end{gathered}$ | $\stackrel{5}{5}$ | $\begin{gathered} 1 \\ \text { year } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lifecycle |  |  |  |  |  |  |
| Vanguard Target Retirement Income Fund | Oct-03 | 3.02\% | 1.31\% | 2.03\% | 0.71\% | -14.18\% |
| S\&P Target Date Retirement Income TR USD |  |  |  | 3.59\% | 2.33\% | $\underline{-11.17 \%}$ |
| Vanguard Target Retirement 2020 Fund | Jun-06 | 8.53\% | 2.63\% | 4.25\% | 1.62\% | -15.57\% |
| S\&P Target Date 2020 TR USD |  |  |  | 5.50\% | 3.14\% | -12.81\% |
| Vanguard Target Retirement 2025 Fund | Oct-03 | 4.58\% | $3.11 \%$ | 4.85\% | 1.97\% | -16.95\% |
| S\&P Target Date 2025 TR USD |  |  |  | 6.23\% | 3.75\% | -13.13\% |
| Vanguard Target Retirement 2030 Fund | Jun-06 | 9.04\% | 3.56\% | 5.41\% | 2.33\% | -17.66\% |
| S\&P Target Date 2030 TR USD |  |  |  | 6.84\% | 4.17\% | -13.96\% |
| Vanguard Target Retirement 2035 Fund | Oct-03 | 5.28\% | 4.06\% | 5.99\% | 2.73\% | -18.01\% |
| S\&P Target Date 2035 TR USD |  |  |  | 7.42\% | 4.63\% | -14.99\% |
| Vanguard Target Retirement 2040 Fund | Jun-06 | 9.63\% | 4.55\% | 6.48\% | 3.13\% | -18.36\% |
| S\&P Target Date 2040 TR USD |  |  |  | 7.84\% | 4.97\% | -15.56\% |
| Vanguard Target Retirement 2045 Fund | Oct-03 | 5.85\% | 4.97\% | 6.76\% | 3.52\% | -18.74\% |
| S\&P Target Date 2045 TR USD |  |  |  | 8.11\% | 5.16\% | -15.84\% |
| Vanguard Target Retirement 2050 Fund | Jun-06 | 9.85\% | 5.01\% | 6.78\% | 3.57\% | -18.84\% |
| S\&P Target Date 2050 TR USD |  |  |  | 8.33\% | 5.26\% | -15.97\% |
| Vanguard Target Retirement 2055 Fund (2) | Aug-10 | 7.42\% | 8.69\% | 6.77\% | 3.58\% | -18.84\% |
| S\&P Target Date 2055 TR USD |  |  |  | 8.46\% | 5.31\% | -15.97\% |
| Vanguard Target Retirement 2060 Fund (2) | Jan-12 | 7.03\% | 8.68\% | 6.76\% | 3.58\% | -18.84\% |
| S\&P Target Date 2060 TR USD |  |  |  | 8.50\% | 5.35\% | $\underline{-16.01 \%}$ |
| Large value |  |  |  |  |  |  |
| T Rowe Price Equity Income Fund - Investor Class | Oct-85 | 9.00\% | 6.85\% | 8.22\% | 5.52\% | -4.83\% |
| Russell 1000 Value TR USD |  |  |  | 10.29\% | 6.67\% | -7.54\% |
| Large blend |  |  |  |  |  |  |
| Vanguard 500 Index - Admiral Shares | Sep-06 | 7.25\% | 8.97\% | 10.91\% | 7.74\% | -19.52\% |
| S\&P 500 TR USD |  |  |  | 12.56\% | 9.42\% | -18.11\% |
| Large growth |  |  |  |  |  |  |
| T Rowe Price Growth Stock Fund - Investor Class | Apr-50 | 9.16\% | 5.22\% | 9.66\% | 3.39\% | -41.25\% |
| Putnam VT Sustainable Leaders IA (1) | May-94 | 7.48\% | 7.45\% | 12.00\% | 8.81\% | -24.03\% |
| Russell 1000 Growth TR USD |  |  |  | 14.10\% | 10.96\% | -29.14\% |
| Mid value |  |  |  |  |  |  |
| Vanguard Selected Value Fund | Feb-96 | 7.14\% | 5.32\% | 8.56\% | 3.75\% | -8.95\% |
| Russell Mid Cap TR USD |  |  |  | 10.96\% | 7.10\% | -17.32\% |
| Mid blend |  |  |  |  |  |  |
| Vanguard Extended Market Index - Admiral Shares | Sep-06 | 6.43\% | 4.85\% | 8.05\% | 3.27\% | -27.74\% |
| Russell Mid Cap TR USD |  |  |  | 10.96\% | 7.10\% | -17.32\% |
| Mid growth |  |  |  |  |  |  |
| @ @ Vanguard Mid-Growth Fund | Dec-97 | 6.26\% | 5.42\% | 7.53\% | 3.91\% | -31.35\% |
| Russell Mid Cap Growth TR USD |  |  |  | 11.41\% | 7.64\% | -26.72\% |
| T Rowe Price New Horizons Fund - Investor Class (4) | Jun-60 | 9.98\% | 9.14\% | 12.26\% | 7.73\% | -38.15\% |
| Russell 2000 Growth TR USD |  |  |  | 9.20\% | 3.51\% | $\underline{-26.36 \%}$ |

** Inclusion date - the date the investment options were first included in the Personal Retirement Planner Qualified program - is the program's effective date: May 16, 2017 with the exception of those options noted in footnote 1 and 2. Those inclusion dates are listed at the end of this document.
@ @ This fund was closed to new investors as of 5/1/2022

| Return if money withdrawn early <br> Subaccounts | Inception date | Since inception | Since inclusion | $\begin{gathered} 10 \\ \text { years } \end{gathered}$ | $\begin{gathered} 5 \\ \text { years } \end{gathered}$ | $\begin{gathered} 1 \\ \text { year } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Small value |  |  |  |  |  |  |
| T Rowe Price Small Cap Value | Jun-88 | 9.42\% | 4.81\% | 7.44\% | 3.45\% | -19.92\% |
| Russell 2000 Value TR USD |  |  |  | 8.48\% | 4.13\% | -14.48\% |
| Small blend |  |  |  |  |  |  |
| Vanguard Small Cap Index - Admiral Shares | Dec-06 | 6.28\% | 5.68\% | 8.53\% | 4.32\% | -18.99\% |
| Russell 2000 TR USD |  |  |  | 9.01\% | 4.13\% | -20.44\% |
| Small growth |  |  |  |  |  |  |
| MFS VIT New Discovery Initial (3) | May-98 | 6.97\% | 4.90\% | 8.41\% | 6.23\% | -30.99\% |
| Developed markets |  |  |  |  |  |  |
| Vanguard Developed Markets Index Admiral Shares MSCI EAFE NR USD | May-00 | 2.36\% | 1.94\% | $\begin{aligned} & 3.34 \% \\ & 4.67 \% \end{aligned}$ | $\begin{aligned} & 0.06 \% \\ & 1.54 \% \end{aligned}$ | $\begin{aligned} & -16.73 \% \\ & -14.45 \% \end{aligned}$ |
| T Rowe Price Overseas Stock Fund - Investor Class | Dec-06 | 1.15\% | 1.73\% | 3.25\% | -0.01\% | -16.83\% |
| American Funds IS International Growth \& Income (2) | Nov-08 | 5.39\% | 6.65\% | 2.29\% | -0.70\% | -16.42\% |
| Emerging markets |  |  |  |  |  |  |
| T Rowe Price Emerging Markets Stock Fund | Mar-95 | 4.76\% | -1.37\% | -0.01\% | -4.63\% | -24.68\% |
| Vanguard Emerging Markets Stock Index - Admiral Shares | Jan-07 | 1.30\% | 0.51\% | -0.07\% | -1.95\% | -19.16\% |
| MSCI EM NR USD |  |  |  | 1.44\% | -1.40\% | -20.09\% |
| Specialty |  |  |  |  |  |  |
| Real estate |  |  |  |  |  |  |
| T Rowe Price Global Real Estate - Investor Class | Oct-08 | 6.43\% | 0.15\% | 1.53\% | -0.77\% | -27.57\% |
| Vanguard REIT Index - Admiral Shares | Jun-07 | 2.97\% | 2.64\% | 4.85\% | 2.08\% | -27.47\% |
| Wilshire US REIT TR USD |  |  |  | 6.31\% | 3.35\% | -26.81\% |
| Corporate Bond |  |  |  |  |  |  |
| American Funds IS US Government Sec 1 (2) | Dec-85 | 3.73\% | -5.17\% | -0.43\% | -0.72\% | -12.21\% |
| Fidelity VIP Investment Grade Bond IC (3) | Dec-88 | 3.27\% | -8.54\% | -0.05\% | -0.93\% | -14.39\% |
| **T Rowe Price New Income Fund - Investor Class | Aug-73 | 4.82\% | -1.56\% | -0.82\% | -2.02\% | -15.76\% |
| Vanguard Total Bond Market Index - Admiral Shares | Sep-06 | 1.40\% | -1.23\% | -0.61\% | -1.58\% | -14.59\% |
| Bloomberg US Agg Bond TR USD |  |  |  | 1.06\% | 0.02\% | $\underline{-13.01 \%}$ |
| Global Bond |  |  |  |  |  |  |
| \#\#T Rowe Price International Bond Fund - Investor Class | Sep-86 | 2.97\% | -3.12\% | -3.26\% | -4.66\% | -21.65\% |
| Vanguard VIF Global Bond Index (1) | Sep-19 | -1.69\% | -2.68\% | --\% | -1.69\% | -14.56\% |
| FTSE WGBI USD |  |  |  | -1.22\% | -2.54\% | -18.26\% |
| High Yield Bond |  |  |  |  |  |  |
| Vanguard High-Yield Corporate Fund Admiral Shares | Dec-98 | 4.22\% | 1.06\% | 2.15\% | 0.71\% | -10.45\% |
| ICE BofA US High Yield TR USD |  |  |  | 3.94\% | 2.12\% | -11.22\% |
| Multi-Sector Bond |  |  |  |  |  |  |
| T Rowe Price Spectrum Income Fund - Investor Class | Jun-90 | 4.67\% | 0.08\% | 0.91\% | -0.48\% | -12.06\% |
| Bloomberg US Agg Bond TR USD |  |  |  | 1.06\% | 0.02\% | -13.01\% |
| Short-Term Bond |  |  |  |  |  |  |
| Vanguard VIF Short Term Investment Grade Bond | Feb-99 | 1.75\% | -2.23\% | -0.16\% | -0.48\% | -7.24\% |
| Bloomberg US Agg Bond TR USD |  |  |  | 1.06\% | 0.02\% | -13.01\% |
| Balanced |  |  |  |  |  |  |
| Calvert VP SRI Balanced I (1) | Sep-85 | 5.65\% | 4.43\% | 5.99\% | 4.73\% | -16.82\% |
| DJ Moderate TR USD |  |  |  | 5.66\% | 3.26\% | -14.97\% |
| Money market |  |  |  |  |  |  |
| Vanguard Federal Money Market Fund | Jul-81 | 2.43\% | -0.42\% | -0.91\% | -0.42\% | -0.03\% |
| ICE LIBOR 3 Month USD |  |  |  | 1.09\% | 1.60\% | 2.46\% |
| ** Inclusion date - the date the investment options were first included in the Personal Retirement Planner Qualified program - is the program's effective date: May 16, 2017 with the exception of those options noted in footnote 1 and 2. Those inclusion dates are listed at the end of this document. <br> @ @ This fund was closed to new investors as of $5 / 1 / 2022$ |  |  |  |  |  |  |
| More information about Horace Mann Life Insurance Comp Personal Retirement Planner, including the charges and exp from your Horace Mann representative, by calling 800-999prospectus and the underlying investment option prospectuse expenses carefully before you invest or send money. Horace which are offered by Horace Mann Investors, Inc., member Springfield, IL 62715. | Personal Re <br> s, can be fou or via our refully and n Life Insur <br> A. Horace | tirement Pla nd in the cur Web site hora onsider the nce Compan Mann Investo | er and the und ent prospectu emann.com. vestment obje underwrites Inc. is locat | rlying inve You can should re ves, risks se variable at \#1 Hor | ment optio ceive pros the contr d charges annuity co Mann P | of uses <br> cts, |

(1) The Putnam VT Sustainable Leaders, Dreyfus VIF International Equity, Calvert VP SRI Balanced and Vanguard VIF Global Bond Index were added to the Personal Retirement Planner Qualified program on May 1, 2019(inclusion date).
(2) The American Funds IS International Growth and Income 1, American Funds IS US Government/AAA-Rated Securities1, Vanguard VIF Short-Term Investment Grade bond, Vanguard Target Retirement 2055 Fund and Vanguard Target Retirement 2060 Fund were added to the program on May 1, 2020 (inclusion date).
(3) The MFS VIT New Discovery Initial Class and the Fidelity VIP Investment Grade Bond Initial Class Fund were added to the program on May 1, 2021.
(4) T. Rowe Price New Horizons - Investor Class was reopened to investors on May 1, 2022.

## Table 2- Fixed Account

Rate of return as of December 30, 2022

Table 2 focuses on the performance of the fixed account option available under the Product, that has a fixed or stated rate of return. Table 2 shows the annual rate of return of this option, the term or length of time that the participant will earn this rate of return, and other information relevant to performance.

| Name | Return | Term | Other |
| :---: | :---: | :---: | :---: |
| Fixed Account <br> Accumulation <br> Phase | Current: 2.0\% <br> Guaranteed: 1.00\%* | The guaranteed annual effective interest rate is determined at issue and will be redetermined on the fifth contract anniversary and every fifth contract anniversary thereafter. | Horace Mann reserves the right to adjust the current interest rate prospectively, but not below the guaranteed rate. The current interest rate applied to any specific premium paid into the Product will not change more than once in any 12-month period. Current interest rate information is available by calling 800-999-1030. |
| Fixed Account <br> Payout Phase | Current: <br> Specified Period-ranges from 1.50 for less than 10 years, 10-15 years is $1.68 \%$ and $16+$ is 1.86\% ; Life Contingent2.65\% <br> Guaranteed: 1.00\% | The guaranteed annual effective interest rate is guaranteed during the payout phase of the Product. | The fixed account minimum monthly annuity option payments provided under the Product are based on the 2012 IAR Mortality Table, if life contingent, and the guaranteed interest rate. These annuity payments may be increased by Horace Mann. The current annuity payments are based on the 2012 IAR mortality table, if life contingent, the current rates and will be adjusted by the state premium tax, if applicable. |

* The Fixed Account - Accumulation Phase guaranteed rate is the lowest of all such guaranteed rates that have been offered on the Product. Depending on when a participant's annuity contract was issued, this rate may be higher and will be shown on the contract's data page(s).

Information on the performance of the fixed account option may be found in the quarterly statements mailed to the participant for the participant's annuity contract, for any money held in the fixed account. A participant may also access these quarterly statements on line by registering for on line access or logging in and then going to "My Docs".

Table 3 - Fees and Expenses
Table 3 shows fee and expense information for the investment options listed in Table 1 and Table 2. Table 3 shows the total annual operating expenses of the variable subaccounts in Table 1. Total annual operating expenses are expenses that reduce the rate of return of the subaccounts and include the expense ratios of the underlying funds and the Product's mortality and expense risk fee. Other Product level fees which are in addition to total annual operating expenses of the subaccounts are shown immediately below Table 3.

The information in the table below is as of December 30, 2022

The gross expense ratio reflects the expenses for the underlying funds prior to any waivers or reimbursements. The net expense ratio reflects the actual expenses after any applicable fee waivers and expense reimbursements. All dollar amount figures shown are based on a $\$ 1,000$ investment.

| Variable investment options | Gross Expense Ratio as \% | Net Expense Ratio as \% | Mortality and Expense Risk Fee(M\&E) as \% | Total Gross <br> Expense Ratio including M\&E as \% | Total Net <br> Expense Ratio including M\&E as \% | Gross <br> Expense <br> Ratio as \$ | Net Expense Ratio as \$ | Mortality and Expense Risk Fee(M\&E) as \$ | Total Gross Expense Ratio including M\&E as \$ | Total Net <br> Expense Ratio including M\&E as \$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lifecycle |  |  |  |  |  |  |  |  |  |  |
| Vanguard Target Retirement Income Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2020 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2025 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2030 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2035 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2040 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2045 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2050 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2055 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Vanguard Target Retirement 2060 Fund | 0.08\% | 0.08\% | 1.25\% | 1.33\% | 1.33\% | \$0.80 | \$0.80 | \$12.50 | \$13.30 | \$13.30 |
| Large value |  |  |  |  |  |  |  |  |  |  |
| T Rowe Price Equity Income Fund - Investor Class | 0.67\% | 0.67\% | 1.25\% | 1.92\% | 1.92\% | \$6.70 | \$6.70 | \$12.50 | \$19.20 | \$19.20 |
| Large blend |  |  |  |  |  |  |  |  |  |  |
| Vanguard 500 Index - Admiral Shares | 0.04\% | 0.04\% | 1.25\% | 1.29\% | 1.29\% | \$0.40 | \$0.40 | \$12.50 | \$12.90 | \$12.90 |
| Large growth |  |  |  |  |  |  |  |  |  |  |
| T Rowe Price Growth Stock Fund - Investor Class | 0.67\% | 0.67\% | 1.25\% | 1.92\% | 1.92\% | \$6.70 | \$6.70 | \$12.50 | \$19.20 | \$19.20 |
| Putnam VT Sustainable Leaders IA | 0.66\% | 0.66\% | 1.25\% | 1.91\% | 1.91\% | \$6.60 | \$6.60 | \$12.50 | \$19.10 | \$19.10 |
| Mid value |  |  |  |  |  |  |  |  |  |  |
| Vanguard Selected Value Fund | 0.38\% | 0.38\% | 1.25\% | 1.63\% | 1.63\% | \$3.80 | \$3.80 | \$12.50 | \$16.30 | \$16.30 |
| Mid blend |  |  |  |  |  |  |  |  |  |  |
| Vanguard Extended Market Index - Admiral Shares | 0.06\% | 0.06\% | 1.25\% | 1.31\% | 1.31\% | \$0.60 | \$0.60 | \$12.50 | \$13.10 | \$13.10 |
| Mid growth |  |  |  |  |  |  |  |  |  |  |
| @@Vanguard Mid-Growth Fund | 0.35\% | 0.35\% | 1.25\% | 1.60\% | 1.60\% | \$3.50 | \$3.50 | \$12.50 | \$16.00 | \$16.00 |
| Small value |  |  |  |  |  |  |  |  |  |  |
| T Rowe Price Small Cap Value | 0.82\% | 0.82\% | 1.25\% | 2.07\% | 2.07\% | \$8.20 | \$8.20 | \$12.50 | \$20.70 | \$20.70 |
| Small blend |  |  |  |  |  |  |  |  |  |  |
| Vanguard Small Cap Index - Admiral Shares | 0.05\% | 0.05\% | 1.25\% | 1.30\% | 1.30\% | \$0.50 | \$0.50 | \$12.50 | \$13.00 | \$13.00 |
| Small growth |  |  |  |  |  |  |  |  |  |  |
| T Rowe Price New Horizons Fund - Investor Class | 0.79\% | 0.79\% | 1.25\% | 2.04\% | 2.04\% | \$7.90 | \$7.90 | \$12.50 | \$20.40 | \$20.40 |
| International |  |  |  |  |  |  |  |  |  |  |
| T Rowe Price Emerging Markets Stock Fund | 1.15\% | 1.15\% | 1.25\% | 2.40\% | 2.40\% | \$11.50 | \$11.50 | \$12.50 | \$24.00 | \$24.00 |
| Vanguard Emerging Markets Stock Index - Admiral Shares | 0.14\% | 0.14\% | 1.25\% | 1.39\% | 1.39\% | \$1.40 | \$1.40 | \$12.50 | \$13.90 | \$13.90 |
| American Funds IS International Growth \& Income | 0.55\% | 0.55\% | 1.25\% | 1.80\% | 1.80\% | \$5.50 | \$5.50 | \$12.50 | \$18.00 | \$18.00 |
| T Rowe Price Overseas Stock Fund - Investor Class | 0.80\% | 0.80\% | 1.25\% | 2.05\% | 2.05\% | \$8.00 | \$8.00 | \$12.50 | \$20.50 | \$20.50 |
| Vanguard Developed Markets Index Admiral Shares | 0.07\% | 0.07\% | 1.25\% | 1.32\% | 1.32\% | \$0.70 | \$0.70 | \$12.50 | \$13.20 | \$13.20 |
| * These investment options are not available in non-qualified annuity contracts. |  |  |  |  |  |  |  |  |  |  |


| Variable investment options | Gross <br> Expense Ratio as \% | Net Expense Ratio as \% | Mortality and Expense Risk Fee(M\&E) as \% | Total Gross <br> Expense Ratio including M\&E as \% | Total Net <br> Expense Ratio including M\&E as \% | Gross <br> Expense <br> Ratio as \$ | Net Expense Ratio as \$ | Mortality and Expense Risk Fee(M\&E) as \$ | Total Gross <br> Expense Ratio including M\&E as \$ | Total Net <br> Expense Ratio including M\&E as \$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Real estate |  |  |  |  |  |  |  |  |  |  |
| T Rowe Price Global Real Estate - Investor Class | 1.38\% | 0.95\% | 1.25\% | 2.63\% | 2.20\% | \$13.80 | \$9.50 | \$12.50 | \$26.30 | \$22.00 |
| Vanguard REIT Index - Admiral Shares | 0.12\% | 0.12\% | 1.25\% | 1.37\% | 1.37\% | \$1.20 | \$1.20 | \$12.50 | \$13.70 | \$13.70 |
| Bond |  |  |  |  |  |  |  |  |  |  |
| American Funds IS US Government Sec 1 | 0.34\% | 0.24\% | 1.25\% | 1.59\% | 1.49\% | \$3.40 | \$2.40 | \$12.50 | \$15.90 | \$14.90 |
| **T Rowe Price New Income Fund - Investor Class | 0.44\% | 0.44\% | 1.25\% | 1.69\% | 1.69\% | \$4.40 | \$4.40 | \$12.50 | \$16.90 | \$16.90 |
| Vanguard Total Bond Market Index - Admiral Shares | 0.05\% | 0.05\% | 1.25\% | 1.30\% | 1.30\% | \$0.50 | \$0.50 | \$12.50 | \$13.00 | \$13.00 |
| \#\#T Rowe Price International Bond Fund - Investor Class | 0.86\% | 0.67\% | 1.25\% | 2.11\% | 1.92\% | \$8.60 | \$6.70 | \$12.50 | \$21.10 | \$19.20 |
| Vanguard VIF Global Bond Index | 0.13\% | 0.13\% | 1.25\% | 1.38\% | 1.38\% | \$1.30 | \$1.30 | \$12.50 | \$13.80 | \$13.80 |
| T Rowe Price Spectrum Income Fund - Investor Class | 0.62\% | 0.62\% | 1.25\% | 1.87\% | 1.87\% | \$6.20 | \$6.20 | \$12.50 | \$18.70 | \$18.70 |
| Vanguard High-Yield Corporate Fund Admiral Shares | 0.13\% | 0.13\% | 1.25\% | 1.38\% | 1.38\% | \$1.30 | \$1.30 | \$12.50 | \$13.80 | \$13.80 |
| Vanguard VIF Short Term Investment Grade Bond | 0.14\% | 0.14\% | 1.25\% | 1.39\% | 1.39\% | \$1.40 | \$1.40 | \$12.50 | \$13.90 | \$13.90 |
| Balanced |  |  |  |  |  |  |  |  |  |  |
| Calvert VP SRI Balanced I | 0.64\% | 0.64\% | 1.25\% | 1.89\% | 1.89\% | \$6.40 | \$6.40 | \$12.50 | \$18.90 | \$18.90 |
| Money market |  |  |  |  |  |  |  |  |  |  |
| Vanguard Federal Money Market Fund | 0.11\% | 0.11\% | 1.25\% | 1.36\% | 1.36\% | \$1.10 | \$1.10 | \$12.50 | \$13.60 | \$13.60 |

* These investment options are not available in non-qualified annuity contracts.
++ These investment options were closed to new investments in new and existing contracts as of May 1, 2015
@@ This fund was closed to new investors as of 5/1/2022

Other Product level fees

| Surrender Charges | None |
| :--- | :---: |
| Annual Maintenance Fee | $\$ 25$ |

The mortality and expense risk fee does not apply to amounts in the fixed account.
If applicable, the annual maintenance fee is deducted from the subaccount containing the greatest value or from the fixed account when none of the subaccounts have sufficient value.

Information on fees and expenses under the Product may be found in the participant's annuity contract, the quarterly statements for the contract, the prospectuses for the Product and underlying funds, and the annual and semiannual reports for the underlying funds. The prospectuses and annual and semiannual reports are available at horacemann.com.

The cumulative effect of fees and expenses can substantially reduce the growth of retirement savings. Visit the Department of Labor's Web site for an example showing the long-term effect of fees and expenses at 'http://www.dol.gov/ebsa/publications/401k employee.html. Fees and expenses are only one of many factors a participant should consider when deciding whether to invest in an option. A participant should also think about whether an investment in a particular option, along with other investments, will help achieve the participant's financial goals.

## The information in the table below is as of December 30, 2022

Table 4 focuses on the annuity payout options available under the Product. Any guarantees by Horace Mann under these options are subject to its long-term financial strength and claims-paying ability. Table 4 shows whether the option is available on a fixed payment basis . Once an annuity payout option has been selected and the payout phase begins, transfers and withdrawals are not allowed.

| Name | Objectives/Goals | Pricing Factors | Restrictions/fees |
| :---: | :---: | :---: | :---: |
| Life Income Option | o Annuity payments are made during the lifetime of the annuitant. <br> - Does not allow for a guaranteed minimum number of payments. | The cost depends upon your age, gender and the interest environment when you elect the option. | Proof of survivorship may be required annually. Available only on a fixed payment basis. |
| Life with Increase Option without Guaranteed Period | o Annuity payments are made during the lifetime of the annuitant. <br> - Does not allow for a guaranteed minimum number of payments. <br> - The annuity payment amount will increase annually on the anniversary of the annuity date based on the annuity payment increase percentage elected. <br> o Available annuity payment increase percentages are 1, 2, 3, 4 and 5 percent. | The cost depends upon your age, gender and the interest environment when you elect the option. The higher the increase percentage selected, the lower the intial payout amount. | Available only on a fixed payment basis. Proof of survivorship may be required annually. |
| Life with Installment refund upon death | o Annuity payments are made during the lifetime of the annuitant. <br> - Installment refund at death will continue annuity payments to the payee until the net premium has been paid out, thereby ending the contract | The cost depends upon your age, gender and the interest environment when you elect the option. | Available only on a fixed payment basis. Proof of survivorship may be required annually. |
| Life with cash refund upon death | o Annuity payments are made during the lifetime of the annuitant <br> - A cash refund at death pays out the difference between the net premium and the payments made to date, thereby ending the contract | The cost depends upon your age, gender and the interest environment when you elect the option. | Available only on a fixed payment basis. Proof of survivorship may be required annually. |
| Life with Guaranteed period | o Annuity payments are made during the lifetime of the annuitant, or until the end of the guaranteed period, whichever is later <br> o Guaranteed period can be from 1-30 years as long as it does not extend beyond the life expectancy of the annuitant | The cost depends upon your age, gender and the interest environment when you elect the option. The longer the guaranteed period, the lower the initial payout amount. | Proof of survivorship may be required annually. Guaranteed period cannot extend beyond the life expectancy of the annuitant. |
| Life with Guaranteed Period and Increase Option | o Annuity payments are made during the lifetime of the annuitant, or until the end of the guaranteed period, whichever is later. <br> o Guaranteed period can be from 1-30 years as long as it does not extend beyond the life expectancy of the annuitant. <br> o The annuity payment amount will increase annually on the anniversary of the annuity date based on the annuity payment increase percentage elected. <br> o Available annuity payment increase percentages are 1, 2, 3, 4 and 5 percent. | The cost depends upon your age, gender and the interest environment when you elect the option. The longer the guaranteed period, the lower the initial payout amount. The higher the increase percentage selected, the lower the initial payout amount. | Available only on a fixed payment basis. Proof of survivorship may be required annually. Guaranteed period cannot extend beyond the life expectancy of the annuitant. |
| Specified Period | o Annuity payments are made for the specified period of time as elected <br> o A ten-year minimum period is required for this option | The cost depends upon your length of the specified period and the interest environment when you elect the option. | Available only on a fixed payment basis. Specified period cannot extend beyond the life expectancy of the annuitant. |


| Specified Period with Increase Option | o Annuity payments are made for the specified period of time as elected <br> o A ten-year minimum period is required for this option. <br> o The annuity payment amount will increase annually on the anniversary of the annuity date based on the annuity payment increase percentage elected. <br> o Available annuity payment increase percentages are 1, 2, 3, 4 and 5 percent. | The cost depends upon the length of the specified period selected and the interest environment when you elect the option. The higher the increase percentage selected, the lower the initial payout amount. | Available only on a fixed payment basis. Specified period cannot extend beyond the life expectancy of the annuitant. |
| :---: | :---: | :---: | :---: |
| Joint and Survivor Life without Guaranteed Period | o Annuity payments are made while both the annuitant and joint annuitant are living and during the survivor's remaining lifetime. <br> o Available survivor options are 50 percent, $2 / 3$ (66.7 percent) and 100 percent. <br> - Does not allow for a guaranteed minimum number of payments. | The cost depends upon the ages, genders of both annuitants and the interest environment when you elect the option. The higher the survivor percentage selected, the lower the initial payout amount. | Proof of survivorship may be required annually. Available only on a fixed payment basis. |
| Joint and Survivor Life with 100 percent Survivor Benefit and Installment Refund upon Second Death | o Annuity payments are made while both the annuitant and joint annuitant are living and during the survivor's remaining lifetime <br> o Available survivor option is 100 percent <br> o Upon the death of the survivor, this option will continue annuity payments to a payee until the total of annuity payments made equals the net premium, thereby ending the contract | The cost depends upon the ages, genders of both annuitants and the interest environment when you elect the option. | Available only on a fixed payment basis. Proof of survivorship may be required annually. |
| Joint and Survivor Life with Increase Option and without Guaranteed Period | o Annuity payments are made while both the annuitant and joint annuitant are living and during the survivor's remaining lifetime. <br> o Available survivor options are 50 percent, 2/3 (66.7 percent) and 100 percent. <br> o Does not allow for a guaranteed minimum number of payments. <br> o The annuity payment amount will increase annually on the anniversary of the annuity date based on the annuity payment increase percentage elected. <br> o Available annuity payment increase percentages are 1, 2, 3, 4 and 5 percent. | The cost depends upon the ages, genders of both annuitants and the interest environment when you elect the option. The higher the survivor percentage selected, the lower the initial payout amount. The higher the increase percentage selected, the lower the initial payout amount. | Available only on a fixed payment basis. Proof of survivorship may be required annually. |

Information regarding the annuity payout options available under the Product may be found in the participant's annuity contract and in the prospectus for the Product. The prospectus is available at horacemann.com.

