

## Revenue Sharing Disclosure

Edward D. Jones & Co., L.P. ("Edward Jones") is a registered broker-dealer and investment advisor in the United States and is wholly owned by the Jones Financial Companies, L.L.L.P. ("JFC"). Edward Jones receives payments known as revenue sharing from certain mutual fund companies, 529 plan program managers and insurance companies (collectively referred to as "product partners"). Virtually all of Edward Jones' transactions relating to mutual funds, 529 plans and annuity products involve product partners who pay revenue sharing to Edward Jones. We do not receive revenue sharing payments on assets within investment advisory programs. We want you to understand that Edward Jones' receipt of revenue sharing payments creates a potential conflict of interest in the form of an additional financial incentive and financial benefit to the firm, our financial advisors and equity owners in connection with the sale of products from these product partners. For the year that ended on December 31, 2020, Edward Jones received revenue sharing payments of approximately \$247.9 million from mutual fund and 529 product partners and \$4.7 million from annuity product partners. For that same period, the total revenue of JFC and its affiliates was \$10.2 billion.

Revenue sharing, as received by Edward Jones, involves a payment from a mutual fund company's adviser or distributor, a 529 plan program manager, or an insurance company or the entity that markets an annuity contract. It is not an additional charge to you. These payments are in addition to standard sales loads, distribution and/or service fees (12b-1 fees), expense reimbursements, and sub-transfer agent fees for maintaining client account information and for providing other administrative services for mutual funds (shareholder accounting and networking fees). These payments are also in addition to fees for maintaining technology and providing other administrative services for insurance products (inforce contract service fees).

Mutual fund and 529 plan product partners make revenue sharing payments to Edward Jones based on the value of assets under management, known as an asset-based fee. For example, if a product partner pays Edward Jones a revenue sharing payment that is 0.1% of the value of assets under management on an annualized basis and you make a \$10,000 purchase of an investment, hold it for a year, and its value remains the same, the product partner would make a \$10.00 payment to Edward Jones. For every subsequent year you continue to hold that \$10,000 investment in your Edward Jones account, the product partner would make another \$10.00 payment to Edward Jones, assuming

no change in the value of your investment. Revenue sharing payments increase or decrease from year to year with changes in the value of the related assets.

Variable annuity product partners pay Edward Jones a one-time fee based on the amount of the product sold. This approach is referred to as a sales-based fee and is based on the dollar value of your initial purchase and any subsequent contributions you make to the contract. For example, if a product partner pays Edward Jones 0.25% for each dollar you invest or use to purchase a variable annuity product, if you made a \$10,000 investment, the product partner would pay Edward Jones \$25.00.

Edward Jones has designated many, but not all, of the product partners that pay revenue sharing to Edward Jones as strategic product partners. This designation means that Edward Jones has determined these product partners have a broad or strategically aligned spectrum of investment and annuity solutions designed to meet a variety of our client needs. Edward Jones grants strategic product partners greater access to certain information about our business practices. In addition, these product partners have frequent interactions with our financial advisors to provide training, marketing support and educational presentations. Non-strategic product partners that pay revenue sharing may receive similar treatment.

Most of the mutual funds, 529 plans and annuity products sold by Edward Jones involve strategic product partners and, as noted above, most of these product partners pay revenue sharing to Edward Jones. The names of strategic product partners are shown in bold and italics on the following revenue sharing summary tables. While Edward Jones financial advisors may sell, and our clients are free to select, funds from many mutual fund companies, we predominantly promote mutual fund strategic product partners. With regard to variable annuities, Edward Jones' financial advisors have limited access to the products and services of insurance carriers that do not pay revenue sharing.

For additional information on a particular product partner's payment and compensation practices, please review the applicable prospectus, statement of additional information or offering statement.

Detailed information and disclosures concerning revenue sharing received from product partners are included on the above revenue sharing summary tables.

### MUTUAL FUND COMPANIES: REVENUE SHARING SUMMARY

<b>Paid by</b>	<b>Revenue Sharing Payment - Maximum Annual Asset Fees</b> (Based on \$10,000 of eligible Product Partner assets held by clients at Edward Jones)	<b>Total 2020 Revenue Sharing Payments Received<sup>1</sup></b>
<b><i>American Funds Distributors, Inc.</i></b>	\$3.50	\$98.7 million <sup>2</sup>
<b><i>BlackRock Investments, LLC</i></b>	\$13.00	\$8.1 million
Federated Securities Corp.	\$10.00	\$0.4 million
<b><i>Franklin Templeton Distributors, Inc.</i></b>	\$6.00	\$26.8 million
Goldman Sachs Asset Management, L.P.	\$13.00	\$1.7 million
<b><i>Hartford Investment Financial Services, LLC</i></b>	\$13.00	\$19.0 million
<b><i>Invesco Distributors, Inc.</i></b>	\$13.00	\$27.5 million
Ivy Funds Distributor, Inc.	\$13.00	\$0.2 million <sup>3</sup>
<b><i>John Hancock Funds, LLC</i></b>	\$13.00	\$8.9 million <sup>4</sup>
<b><i>J.P. Morgan Investment Management Inc.</i></b>	\$13.00	\$11.1 million
<b><i>Lord Abbett &amp; Co., LLC</i></b>	\$10.00	\$13.7 million

**MUTUAL FUND COMPANIES: REVENUE SHARING SUMMARY**

<b>Paid by</b>	<b>Revenue Sharing Payment - Maximum Annual Asset Fees</b> (Based on \$10,000 of eligible Product Partner assets held by clients at Edward Jones)	<b>Total 2020 Revenue Sharing Payments Received<sup>1</sup></b>
<i>MFS Fund Distributors, Inc.</i>	\$11.00	\$26.9 million
Nuveen Securities, LLC	\$13.00	\$2.4 million
<i>PGIM Investments, LLC</i>	\$13.00	\$2.4 million

**529 PLAN PROGRAM MANAGERS: REVENUE SHARING SUMMARY**

<b>Paid by</b>	<b>Revenue Sharing Payment - Maximum Annual Asset Fees</b> (Based on \$10,000 of eligible Product Partner assets held by clients at Edward Jones)	<b>Total 2020 Revenue Sharing Payments Received<sup>1</sup></b>
<i>American Funds Distributors, Inc.</i>	\$3.50	\$__ <sup>2</sup>
Upromise Investments, Inc.	\$12.50	\$0.1 million <sup>5</sup>

**ANNUITY PRODUCT PROVIDERS: REVENUE SHARING SUMMARY**

<b>Paid by</b>	<b>Revenue Sharing Payment - Maximum Sales Fees</b> (Based on \$10,000 of eligible Product Partner assets purchased by clients at Edward Jones)	<b>Total 2020 Revenue Sharing Payments Received<sup>1</sup></b>
<i>American General Life Insurance Company and The United States Life Insurance Company in the City of New York</i>	\$25.00	\$1.0 million
BrightHouse Securities, LLC (formerly MetLife Investors Insurance Company Inc. and First MetLife Investors Insurance Company)	\$25.00	\$0
<i>Lincoln National Life Insurance Company and Lincoln Life and Annuity Co. of NY</i>	\$25.00	\$1.4 million
<i>Pacific Life &amp; Annuity Company, Pacific Life Insurance Company and Pacific Select Distributors, Inc.</i>	\$25.00	\$0.4 million
<i>Protective Life Insurance Company and Investment Distributors, Inc.</i>	\$25.00	\$0.5 million
<i>Prudential Annuities Distributors, Inc., Pruco Life Insurance Company of New Jersey and Pruco Life Insurance Company</i>	\$25.00	\$0.4 million
<i>Transamerica Capital, Inc.</i>	\$25.00	\$1.0 million

1 The total 2020 revenue sharing payments received has been reported under the accrual basis of accounting in conformity with generally accepted accounting principles (GAAP).

2 Included in the revenue denoted above, American Funds Distributors, Inc. ("American Funds") made an additional \$5 million non-asset based revenue sharing payment to Edward Jones. For further information on these payments, see the American Funds' prospectuses. Any revenue received in connection with 529 plan assets for which American Funds is the program manager is included in the total reflected on the mutual fund companies table.

3 The agreement with Ivy Funds was terminated effective March 31, 2020.

4 In addition to asset-based fees, the amounts received include fees paid by John Hancock for its participation at conferences, seminars, programs and/or other events sponsored by Edward Jones.

5 The agreement with UPromise was terminated effective March 31, 2020.