

Why Northwestern Mutual?

Facts for 2020

What we do

Northwestern Mutual helps people make smart financial choices, so their goals aren't left to chance.

For over 160 years, we've empowered clients to live their dreams today, as well as tomorrow, through our unique approach to financial planning. We combine the expertise of our financial professionals with a personalized digital experience and industry-leading products to give our clients access to everything they need to successfully navigate their financial lives.

What we offer:

- Insurance
- Retirement planning
- Investment services
- College savings
- Wealth management
- Estate planning
- Long-term care
- Business services

Profile

Chairman, President & CEO:

John E. Schlifske

Revenue: \$29.9 billion

FORTUNE 500 rank: No. 111

Employees: 6,000+

Financial professionals: 9,300+

Headquarters: Milwaukee, Wis.



FORTUNE'S® 2020 World's Most Admired Companies

#1 among life insurers for "Quality of Products/Services" and "Social Responsibility."

Unsurpassed Financial Strength¹

with total company assets of \$290 billion

Aaa

HIGHEST

Moody's Investors Service

A++

HIGHEST

A.M. Best Company

AAA

HIGHEST

Fitch Ratings

AA+

SECOND HIGHEST

S&P Global Ratings

96%
of policyowners stay
year after year²

Financial Advisor magazine and
InvestmentNews³



Independent Broker-Dealer

Measured by 2018 total revenues

Wealth Management

\$161 billion

client assets held or managed
by Northwestern Mutual



Largest direct provider
of individual life
insurance in the U.S.⁴



Total clients

4.6+ million



Industry leader in total dividend payout

\$6.0 billion^{5,6}

Figures as of December 31, 2019, unless otherwise noted.

¹ Among U.S. life insurers. Ratings are for The Northwestern Mutual Life Insurance Company and Northwestern Long Term Care Insurance Company, as of the most recent review and report by each rating agency. Ratings as of: 09/19 (Moody's Investors Service), 05/19 (A.M. Best Company), 10/19 (Fitch Ratings), 12/19 (S&P Global Ratings). Ratings are subject to change.

² Loyalty is based on Northwestern Mutual client data.

³ Ranking for Northwestern Mutual Investment Services, LLC. Sources: *Financial Advisor* magazine and *InvestmentNews*, May 2019.

⁴ Latest U.S. rank as of 2018 based on direct premiums written. Source: S&P Global Market Intelligence. Prepared and calculated by Northwestern Mutual.

⁵ Decisions with respect to the determination and allocation of divisible surplus are left to the discretion and sound business judgment of the Company's Board of Trustees. There is no guaranteed specific method or formula for the determination or allocation of divisible surplus. Accordingly, the Company's approach is subject to change. Neither the existence nor the amount of a dividend is guaranteed on any policy in any given policy year.

⁶ Expected 2020 total dividend payout.

Who we are |

Northwestern Mutual is a FORTUNE 500 company that provides a wide range of financial services to more than 4.6 million people.

And as a mutual company, we answer to our policyowners – not Wall Street. We began in Wisconsin in 1857, and today we're one of America's top companies with a unique culture deeply dedicated to helping people achieve financial security.

What sets us apart:

- Unsurpassed financial strength
- A long-term approach to planning
- Personal guidance from financial professionals
- A robust digital experience
- Low-cost leader⁷



#1 in Customer Satisfaction among All Individual Life Insurance Providers in 2019*



Life insurance protection in force

\$1.9 trillion⁸
for 3.9+ million people

2019 insurance claims paid

\$4.8 billion

Life claims: \$4.1 billion
Disability claims: \$610 million
Long-term care claims: \$103 million

No. 1 in Disability Income Insurance^{8,9}

603,000 individuals
282,000 business owners
and employees

No. 3 in Individual Long-term Care Insurance^{8,9}

257,000 individuals

Annuities

\$32.8 billion
in assets in 412,000 client contracts



Venture Investments

Funds allocated to NM Future Ventures, Cream City Venture Capital and the Wisconsin Valley Venture Fund
\$225+ million



Giving back through Northwestern Mutual Foundation
\$370+ million¹⁰

Children's cancer research funded
330,000+ hours¹⁰

* For J.D. Power 2019 award information, visit jdpower.com/awards

⁷ According to Fitch Ratings' 2019 report, which stated "NM is known as a lower-cost competitor in the life insurance industry. Among its mutual rating peers, the company had the lowest unit cost for the 2016-2018 period."

⁸ Source: S&P Global Market Intelligence. Prepared and calculated by Northwestern Mutual.

⁹ U.S. rank based on direct premiums earned. Disability income insurance rank reflects Individual Business, Long-Term category (benefit periods longer than two years). Long-term care insurance rank reflects Individual Long-Term Care Insurance category. Rankings are as of 2018.

¹⁰ Figures are cumulative totals.

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries.

Connect with us:

www.NorthwesternMutual.com

