

Why Northwestern Mutual?

Facts for 2021

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



FORTUNE'S® 2021 World's Most Admired Companies¹

#1 among life insurers for "Financial Soundness," "Long-Term Investment Value," "People Management" and "Use of Corporate Assets."

Unsurpassed Financial Strength²

with total company assets of \$309 billion

Aaa
HIGHEST

Moody's Investors Service

A++
HIGHEST

A.M. Best Company

AAA
HIGHEST

Fitch Ratings

AA+
SECOND HIGHEST

S&P Global Ratings

97%
of policyowners stay
year after year³

Financial Advisor magazine and
InvestmentNews⁴



Independent Broker-Dealer
Measured by 2019 total revenues

Wealth Management
\$200 billion⁵
client assets held or managed
by Northwestern Mutual

Profile

Chairman, President & CEO:
John E. Schlifske

Revenue: \$31.1 billion

FORTUNE 500 rank: No. 102

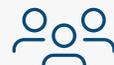
Employees: 6,700+

Financial professionals: 10,500+

Headquarters: Milwaukee, Wis.



Largest direct provider
of individual life
insurance in the U.S.⁶



Total clients

4.75+ million



Industry leader in total dividend payout

\$6.2 billion^{7,8}

Figures as of December 31, 2020, unless otherwise noted.

¹To determine the best-regarded companies in more than 50 industries, FORTUNE asked executives, directors, and analysts to rate enterprises in their own industry on nine criteria. Details at fortune.com.

² 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: 12/20 (Moody's Investors Service), 04/20 (A.M. Best Company), 08/20 (Fitch Ratings), 06/20 (S&P Global Ratings). Ratings are subject to change.

³ Loyalty is based on Northwestern Mutual client data.

⁴ Ranking for Northwestern Mutual Investment Services, LLC. Sources: Financial Advisor magazine and InvestmentNews, May 2020.

⁵ As of February 2021.

⁶ Latest U.S. rank as of 2019 based on direct premiums written. Source: S&P Global Market Intelligence. Prepared and calculated by Northwestern Mutual.

⁷ 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.

⁸ Expected 2021 total dividend payout.

(REV 0221)

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 cost⁹



Life insurance protection in force

\$2.0 trillion¹⁰
for 4.0+ million people

2020 insurance claims paid

\$5.5 billion

Life claims: \$4.7 billion
Disability claims: \$678 million
Long-term care claims: \$118 million

No. 1 in Disability Income Insurance^{11,12}

621,000 individuals
306,000 business owners
and employees

No. 3 in Individual Long-term Care Insurance^{11,12}

260,000 individuals

Annuities

\$35.7 billion
in assets in 412,000 client contracts



Venture Investments

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



Giving back through
Northwestern Mutual Foundation
\$400 million¹³

Children's cancer
research funded
455,000+ hours¹³

⁹ According to Fitch Ratings' 2020 report, which stated "NM is known as a lower-cost competitor in the life insurance industry."

¹⁰ As of February 2021.

¹¹ Source: S&P Global Market Intelligence. Prepared and calculated by Northwestern Mutual.

¹² 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 2019.

¹³ Figures are cumulative totals.

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