

# 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 Companies<sup>1</sup>

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

### Unsurpassed Financial Strength<sup>2</sup>

with total company assets of \$309 billion



97% of policyowners stay year after year<sup>3</sup>



### U.S. Independent Broker-Dealer<sup>4</sup>

Measured by 2020 revenue

Wealth Management

\$224 billion<sup>5</sup>

retail investment client assets held or managed by Northwestern Mutual

## Profile

Chairman, President & CEO:  
John E. Schlifske

Revenue: \$31.1 billion

FORTUNE 500 rank: No. 90

Employees: 7,100+

Financial professionals: 11,000+

Headquarters: Milwaukee, Wis.



Largest direct provider of individual life insurance in the U.S.<sup>6</sup>



Total clients

4.75+ million



Industry leader in total dividend payout

\$6.2 billion<sup>7,8</sup>

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

<sup>1</sup>To 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.

<sup>2</sup> 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: 07/21 (Moody's Investors Service), 05/21 (A.M. Best Company), 07/21 (Fitch Ratings), 07/21 (S&P Global Ratings). Ratings are subject to change.

<sup>3</sup> Loyalty is based on Northwestern Mutual client data.

<sup>4</sup> Ranking for Northwestern Mutual Investment Services, LLC. Measured by 2020 revenue. Sources: *Financial Advisor* and *InvestmentNews*, April 2021, *Financial Planning*, August 2021.

<sup>5</sup> Combined client assets of NMIS and NMWMC as of June 30, 2021.

<sup>6</sup> Latest U.S. rank as of 2020 based on direct premiums written. Source: S&P Capital IQ Pro. Prepared and calculated by Northwestern Mutual.

<sup>7</sup> 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.

<sup>8</sup> Expected 2021 total dividend payout.

(REV 0821)

## Who we are

Northwestern Mutual is a FORTUNE 500 company that provides a wide range of financial services to more than 4.75+ 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<sup>9</sup>



Life insurance protection in force

**\$2.1 trillion**<sup>10</sup>  
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<sup>11,12</sup>

621,000 individuals  
306,000 business owners  
and employees

**No. 3** in Individual Long-term Care Insurance<sup>11,12</sup>

260,000 individuals

Annuities

**\$37.8 billion**<sup>10</sup>  
in assets in 409,000 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 million**<sup>13</sup>

Children's cancer  
research funded  
**455,000+ hours**<sup>13</sup>

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

<sup>10</sup> As of June 30, 2021.

<sup>11</sup> Source: S&P Capital IQ Pro. Prepared and calculated by Northwestern Mutual.

<sup>12</sup> 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 2020.

<sup>13</sup> Figures are cumulative totals.

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