

FACTS FOR 2017

Purpose	For 160 years, Northwestern Mutual has been helping clients plan for their financial security with confidence.
Philosophy	As a mutual company with no shareholders, we exist solely for the benefit of providing protection, financial strength and product value to our clients.
Approach	Through a distinctive, whole-picture planning approach that includes insurance and investments, we empower people to be financially confident so they can live life differently.
Services	We help people protect and grow their wealth through insurance and investment solutions, including life, disability income and long-term care insurance, annuities, brokerage and advisory services, trust services and discretionary portfolio management solutions.
Industry Leader	<ul style="list-style-type: none"> • World's Most Admired: We are among the "World's Most Admired" life insurance companies, according to <i>Fortune</i> magazine's annual survey, published February 2017. • Ratings: We have the highest financial strength ratings awarded to any life insurer by all four of the major rating agencies: A.M. Best Company, A++ (highest), 4/2017; Fitch Ratings, AAA (highest), 11/2016; Moody's Investors Service, Aaa (highest), 1/2017; and Standard & Poor's, AA+ (second highest), 6/2016. Ratings are subject to change. • Top 10 Broker-Dealer: We rank among the Top 10 independent broker-dealers as measured by total revenues. Source: <i>Financial Planning</i> magazine, June 2016. • Total Dividends: We expect to pay an industry-leading total dividend of \$5.2 billion in 2017¹ • Innovation: Awarded 2016 Eye on Innovation Prize for "Most Innovative Digital Business Model in Financial Services" by Gartner, October 2016. • Customer Satisfaction: We have a persistency rate of 96 percent for life insurance in force. • Guidance: Our financial representative training program is recognized among the country's best, helping our representatives guide you to a more secure financial future.² • Market Share: We are the largest direct provider of individual life insurance in the United States, ranking first in market share based on 2016 data from SNL Financial.³

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NORTHWESTERN MUTUAL FACTS FOR 2017

Social Responsibility	<ul style="list-style-type: none"> We are one of the largest corporate givers in Wisconsin. Since the inception of our Foundation more than 25 years ago, we have given more than \$300 million to communities where our employees, financial representatives and advisors live and work. To date, we've contributed more than \$14 million to fund more than 160,000 hours of research and provide crucial support to families whose children are fighting cancer. In 2016, more than 1,500 home office employees volunteered more than 36,000 hours in southeastern Wisconsin.
Founded	March 2, 1857
Local Offices	Northwestern Mutual has more than 300 offices across the United States. To find an office in your area, check our locator at www.northwesternmutual.com .
Size	\$250 billion in assets. \$28.2 billion in revenue. Ranked 100 on the 2016 <i>Fortune</i> 500 list. 4.4 million clients.
Investment Portfolio	\$214 billion in fixed income, equity and other investments (including \$17.2 billion in policy loans) in the General Account and \$28.6 billion in separate accounts.
Claims Paid	\$4.1 billion in life, disability and long-term care insurance claims paid to policyowners or their beneficiaries in 2016.
Value Returned	More than \$5.2 billion in total dividends expected to be paid to policyowners in 2017.
Subsidiaries	<p>LearnVest, Inc., owned by NM Planning, LLC, subsidiary of The Northwestern Mutual Life Insurance Company</p> <p>Mason Street Advisors, LLC, SEC-registered investment advisor for Northwestern Mutual Series Fund variable annuity and variable life products</p> <p>Northwestern Long Term Care Insurance Company, long-term care insurance</p> <p>Northwestern Mutual Investment Services, LLC, broker-dealer, investment adviser, member FINRA and SIPC</p> <p>Northwestern Mutual Wealth Management Company, financial planning, investment advisory and trust services</p>

OUR WHOLE-PICTURE OFFERING

Life Insurance	\$1.7 trillion worth of life insurance protection in force, with 3.7 million people insured through 5.8 million policies.
Disability Insurance	541,000 people insured through 786,000 individual disability policies. 180,000 business owners and employees insured through 12,500 group disability policies. The company expects to pay \$361 million in dividends to disability insurance policyowners in 2017.
Long-Term Care Insurance	229,000 people insured through 244,000 policies with Northwestern Long Term Care Insurance Company.
Annuities	\$26.6 billion worth of annuity assets in 408,000 contracts.
Investment Products and Services	<p>\$100 billion in client assets through our subsidiaries Northwestern Mutual Investment Services and Northwestern Mutual Wealth Management company. We provide a suite of investment products and services:</p> <ul style="list-style-type: none"> Annuities Trust services Brokerage and advisory services Discretionary portfolio management solutions

¹ Northwestern Mutual's analysis of ordinary life insurance dividends is based on historical SNL data. Decisions with respect to the determination and allocation of divisible surplus as dividends each year 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.

² *Training* magazine's annual "Training Top 125" list, published January 2017.

³ Northwestern Mutual's calculation of U.S. direct life insurance market share includes new premium sales, renewal premium and dividend additions in the United States only.

Figures as of Dec. 31, 2016, unless otherwise noted.

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.