

FACTS FOR 2017

<p>PURPOSE</p>	<p>For 160 years, Northwestern Mutual has been helping clients plan for their financial security with confidence. Through its subsidiaries, Northwestern Mutual Investment Services, LLC (NMIS) and Northwestern Mutual Wealth Management Company (NMWMC), a variety of investment products and services are offered to help people in the areas of financial protection, wealth accumulation, and estate preservation and distribution. Solutions to help meet those needs include variable life insurance, variable annuities, brokerage services, mutual funds, retirement plans, trust services, individual securities and advisory services.</p>		
<p>PHILOSOPHY</p>	<p>As a mutual company with no shareholders, we exist solely for the benefit of providing protection, financial strength and product value to our clients. The combination of investment products, advisory services and guidance offered through NMIS and NMWMC can help clients fulfill their long-term financial goals.</p>		
<p>SIZE</p>	<ul style="list-style-type: none"> • \$124.6 billion of client assets • \$842.9 million in revenue 		<ul style="list-style-type: none"> • 330 offices nationwide • 6,015 producing representatives
<p>INDUSTRY LEADER</p>	<p>Northwestern Mutual¹ has been ranked among the Top 10 independent broker-dealers, as measured by total revenues, by leading investment industry publications.</p> <ul style="list-style-type: none"> • <i>Financial Advisor</i> magazine, April 2017 • <i>Financial Planning</i> magazine, June 2017 		
<p>PRODUCTS AND SERVICES</p>	<p>NMIS Brokerage Services Mutual Funds Retirement Plans Cash Management</p>	<p>Individual Securities Variable Annuities Variable Life</p>	<p>NMWMC Advisory Programs Personal Trust Services Private Client Services Discretionary Investment Management Fee-based Financial Planning</p>
<p>ACCOUNTS</p>	<p>\$49.0 billion of customer assets 800,000+ accounts 427,000+ in-force variable annuity and variable life contracts with assets totaling \$24.1 billion</p>		<p>\$51.5 billion of customer assets 160,000+ accounts</p>

All data shown, current as of 12-31-2016.

For more information on Northwestern Mutual or to find a financial representative near you, visit www.northwesternmutual.com.
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¹NMIS is the registered broker-dealer. Rankings reported are based on the combined revenues of NMIS and NMWMC. NMWMC is not a registered broker-dealer.

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. **Northwestern Mutual Investment Services, LLC**, (securities) subsidiary of NM, broker-dealer, registered investment adviser, member FINRA and SIPC. Northwestern Mutual Wealth Management Company[®] (NMWMC), Milwaukee, WI, (fiduciary and fee-based financial planning services) subsidiary of NM and federal savings bank.