

# OUR PRODUCT PHILOSOPHY

## BUILDING LONG-TERM VALUE TO DELIVER FINANCIAL SECURITY TO CLIENTS

By putting clients' needs first, our products and solutions help people and businesses achieve financial security every day. At Northwestern Mutual our product philosophy is simple. Products are built with the intention of paying benefits. That's why we exist and that's our commitment. That philosophy is not only aimed at providing the highest quality products but also at giving clients confidence in their planning decisions.

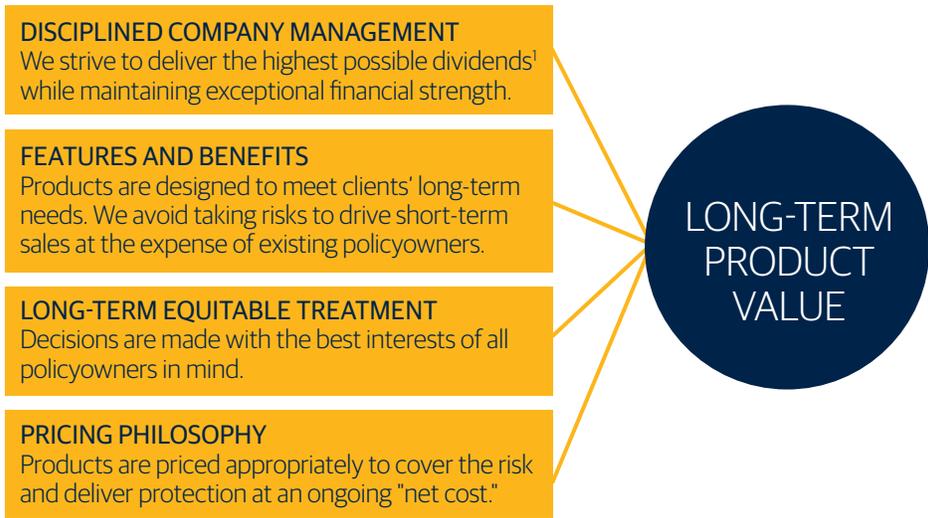
We are consistent in treating policyowners equitably, pricing products conservatively and paying dividends<sup>1</sup> to deliver insurance benefits at a net cost. This helps ensure that the company can continue to meet its commitments to pay benefits to policyowners without compromising financial strength for decades to come.

This enduring product philosophy affirms our commitment to doing the right thing for clients who place their trust in us.

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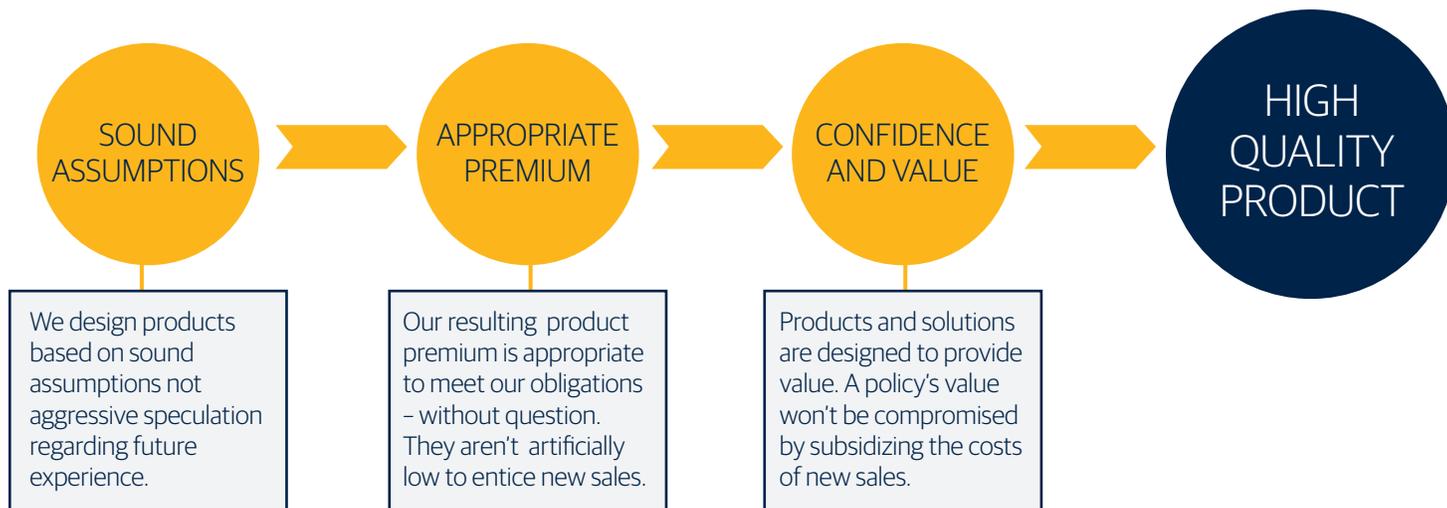
Meeting policyowners' needs by delivering long-term value, regardless of market condition or economic environment, has been part of our DNA for nearly 160 years.

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## COMMITMENT TO PRODUCT QUALITY

At Northwestern Mutual, products are built on a foundation of sound, prudent assumptions related to expense experience, claims experience, and investment experience. We then work to manage these fundamentals and balance dividend payouts to achieve the best possible results for policyowners while maintaining exceptional industry leading financial strength.



The ultimate benefit to our clients is the confidence in knowing that:

- Our products and solutions are designed to provide value throughout their lifetimes.
- Our carefully designed products and solutions help us to uphold the highest level of claims integrity.
- Their policy's value won't be compromised by subsidizing the costs of new sales.
- The company is unwilling to compromise financial strength.

In the end, it is imperative that the company you trusted to cover risks is prudent when taking and managing its own.

<sup>1</sup> Dividends not guaranteed.

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