

# Quality and Performance Matter 2020

Who you choose to work with matters. Consider an established, highly respected company based on demonstrated indications of quality and performance.

Massachusetts Mutual Life Insurance Company (MassMutual®) is a mutual life insurance company providing long-term value.

- Has paid dividends to eligible participating policyowners every year since 1869.<sup>1</sup>
- Has retained more than 122,000 policies for 50 years or longer as of December 31, 2019.
- Paid over \$5.7 billion in insurance and annuity benefits in 2019.

Strong, stable company with consistent growth

- Ended 2019 with \$567 billion of assets under management.<sup>2</sup>
- Finished 2019 with a record level of total adjusted capital – more than \$24 billion – while surplus remained strong at \$18.9 billion; both are key indicators of the company's financial strength.<sup>3</sup>
- Was an industry leader in 2019, with weighted<sup>4</sup> whole life insurance sales of \$607 million.
- Attained \$21.7 billion in total Workplace and Institutional sales, with sales from our Institutional businesses topping \$14 billion in 2019.
- Supported a national network of nearly 8,500 financial professionals at year-end 2019.
- Ranked No. 89 on the 2020 *FORTUNE*® 500 list.<sup>5</sup>





## Responsible company

- Provided nearly \$17 million in charitable contributions in 2019, focusing on financial wellness and access to economic opportunity. We continued to grow the Live Mutual Project, our Foundation-led initiative that brings together community members and resources to build a strong foundation for financial well-being today and for future generations.
- Our proprietary financial education program for middle and high school students – FutureSmart<sup>SM</sup> – continued to expand its footprint in our nation’s schools, reaching over 2 million students nationwide. Additionally, we offered families direct access to FutureSmart in response to the extended shutdown of our nation’s schools.
- Issued more than \$705 million of life insurance coverage since 2002 through MassMutual’s LifeBridge<sup>SM</sup> Free Life Insurance Program.<sup>6</sup>

<sup>1</sup> Dividends are determined annually, subject to change and not guaranteed.

<sup>2</sup> Assets Under Management include assets and certain external investment funds managed by MassMutual subsidiaries.

<sup>3</sup> These consolidated results also include MassMutual’s U.S.-domiciled, wholly owned subsidiaries: MML Bay State Life Insurance Company and C.M. Life Insurance Company.

<sup>4</sup> Weighted sales are based on annualized new premium, with single premium payments calculated at 10 percent. LIMRA International, U.S. Individual Life Insurance Sales Survey Q4 2019.

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<sup>6</sup> MassMutual pays the premiums on \$50,000 of term life insurance for eligible parents or guardians, with the benefit paid into a trust earmarked for their child’s education. Trust services provided by The MassMutual Trust Company, fsv, a wholly-owned subsidiary of MassMutual.

