



**Experience MassMutual  
Institutional Solutions**



## **Market presence: who we serve**

Our leading expertise and reputation in the institutional markets comes from developing comprehensive solutions that deliver results for a wide variety of entities. Experience how our institutional solutions can help your organization.



## **Innovative solutions to address today's complex challenges**

We tailor our resources to develop integrated protection, investment, accumulation and de-risking solutions for your business. Put our vast experience, multi-disciplined team and consultative approach and talent to work for you.

---

“CFOs’ involvement in strategic decision-making has increased in the past two years. The new CFO is ‘an architect of business value’.”

**- 2016 ACCENTURE STRATEGY STUDY**

Source: 2016 Accenture High Performance Finance Study, public domain, Accenture.com

## Our multi-disciplined, consultative approach to serve you

The complex and evolving financial needs of your business demand customized, sophisticated solutions. Developing the integrated, institutional strategies to help address these needs requires a breadth and depth of knowledge, marketplace presence and a spectrum of interdependent disciplines that only a select few can provide.

Our experienced, multi-disciplined team works with you and your advisor to understand the financial intricacies of your business. By developing a keen understanding of your institution's goals, we operate as an extension of your team to help advance your mission.

By leveraging our extensive experience with institutions of varying sizes and industries, we provide thorough and strategic insights to help you meet your financial needs, goals and vision.

### YOU BENEFIT FROM:

Dedicated teams with extensive insight in select markets

Customized solutions, tailored to your specific needs

Financial strength and investment expertise of a market leader

---

## MassMutual has achieved leading positions in several institutional businesses



Institutional Insurance



Funding Agreements



Institutional Longevity



Institutional Investments



Defined Benefits





# Institutional Insurance

## Expertise and leadership for a dynamic market

Properly structured life insurance solutions can help you manage the business risks associated with the loss of highly compensated key employees, and serve as a tax-efficient balance sheet asset. Your company can benefit from our institutionally priced solutions to offset costs associated with employee benefit programs, including retiree health care and non-qualified benefit programs, designed to incentivize key executives.

Working with specialized distribution relationships, our full-service team of professionals deliver Bank-Owned Life Insurance (BOLI) and Corporate-Owned Life Insurance (COLI) solutions to meet the benefit funding, insurance, and asset-diversification needs of a variety of institutional businesses.

A long-time leader in the institutional insurance market, MassMutual has delivered a broad spectrum of life insurance solutions with unparalleled expertise and service.

### A LEGACY OF LEADERSHIP

Long-term commitment of over 26 years  
\$18.6 billion BOLI & \$5.9 billion COLI assets under management:

- ~ \$19.2 billion General Account assets
- ~ \$5.3 billion Separate Account assets
- ~ 3,100+ client plans

Note: Past performance is not indicative of future results.  
Information as of 06/30/2017



# Funding Agreements

## High-quality investment solutions

For investors seeking high-quality investments, MassMutual's historically strong credit rating provides you with the opportunity to invest in Funding Agreements to help meet your financial accumulation or investment needs.

### A MARKET LEADER

- Top-quality investments for institutions
- Excellent historical financial-strength ratings
- Seamless servicing platform to manage contract terms
- Customized solutions





# Institutional Longevity

## Pension risk transfer and meeting longevity management needs

Several years of low interest rates and a volatile market have made it more difficult for institutions to keep their defined benefit pension plans properly funded. In addition, the Pension Benefit Guaranty Corporation (PBGC) has significantly increased its premiums during a climate of growing regulatory issues and changing actuarial tables. All these factors have made pension plans more expensive and burdensome.

A growing number of institutions are looking to transfer all or a portion of their pension risk to remove the long-term liability from their balance sheet and reduce the volatility of the plan's funded status, while meeting commitments to their former employees.

MassMutual's institutional longevity team of professionals has an average tenure of 15 years and more than 30 years of experience helping

institutions assess, mitigate and transfer risk.

We deliver a consultative, client-focused approach to transfer pension risks and manage your longevity exposure.

### A MARKET LEADER

\$8 billion in assets managed for over 200,000 annuitants

\$750 million in benefit payments paid annually

Over 40 pension risk transfer specialists

Large plan expertise for all plan sizes



# Institutional Investments

## MassMutual Funds and stable value investments powered by performance

Our seasoned teams of experts, working across asset classes and investment disciplines, have the skills and expertise to deliver a broad spectrum of fund solutions for your needs.

We provide you choices across a wide variety of investment solutions. Our thorough due diligence process uncovers the expertise of top, institutional-quality investment talent in specific asset-class disciplines to meet the particular investment objectives of a given strategy. This approach allows us to provide unique solutions by accessing a full spectrum of retail, institutional and boutique investment managers.

Our Stable Value solutions offer customization and differentiated features backed by the financial strength of one of the highest-rated companies in any industry.

Put our experience, discipline and talent to work for your business with MassMutual Funds and Stable Value solutions. Unique products, led by some of the industry's best managers.

### MASSMUTUAL FUNDS

Specialized, best-in-class asset managers

Unique multi-manager due diligence, selection, portfolio construction and management process

Historically top-performing, award-winning mutual funds

Portfolios designed for retirement plans

### STABLE VALUE

Stable value investment

Financial strength, commitment and stable value expertise

Premier fixed-income management

Flexible product design

Note: Past performance is no guarantee of future results.





# Defined Benefit

**Integrated investment  
and de-risking strategies  
designed to “simplify  
the complex”**

Our integrated investment and de-risking solutions provide transparency and can help meet your long-term defined benefit plan financial goals. Our investment and risk management skills combined with our pension administration expertise help us to create customized solutions to keep your plan costs low and its funding status met.

No matter where your company’s defined benefit plan is in its lifecycle — implementation, active, closed, frozen or on target to be terminated — our expertise and flexible service models can support all aspects of your plan.

## **A LONG-TERM COMMITMENT**

Since 1947

700 + defined benefit clients

Over \$7 billion in assets

Total retirement solutions provider

Information as of 06/30/2017



# Mutuality matters

We have built our success by staying focused on what matters — earning our clients’ trust and delivering solutions to help meet their complex financial needs — while maintaining financial strength and stability for the future.

As a mutual company, Massachusetts Mutual Life Insurance Company (MassMutual) doesn’t have shareholders. We do business with the long-term interests of our clients in mind and are not subject to the expectations of Wall Street analysts or stockholders.

Our investment management strategy is built on diversification, prudent security selection and value. Because of it, we’ve been able to achieve solid long-term investment returns — even in unpredictable markets and challenging economic times. Financial strength ratings are a key indicator of a company’s ability to meet its financial obligations.

**MassMutual financial strength ratings are among the highest of any company in any industry.**

## FINANCIAL STRENGTH RATINGS <sup>1</sup>

Standard & Poor’s	AA+
Moody’s Investors Service	Aa2
A.M. Best	A++
Fitch Ratings	AA+

<sup>1</sup> Ratings apply to Massachusetts Mutual Life Insurance Company and its subsidiaries, C.M. Life Insurance Company and MML Bay State Life Insurance Company. Ratings are as of 07/01/2017 and are subject to change.



## Partner with a proven leader

For more than 70 years, we have built our reputation serving institutional businesses by earning our clients' trust and delivering long-term, customized solutions to meet their unique financial needs.

Experience our consultative, client-focused approach to creating innovative, tailored solutions to help drive better outcomes for your institutional business.

**EXPERIENCE THE  
MASSMUTUAL DIFFERENCE.**

---

**For more information, please go to [massmutual.com](https://massmutual.com)**

