

M By the Numbers 2024

\$202 B

Amount of Life Insurance In Force*

\$46 B

Cash Value of In-force Policies*

\$80 B

Reinsurance Face Amount Assumed by M

\$2.3 B

Sales Measured by First-Year Premiums

\$840 M

Total Death Benefits Paid by M Life in 2024

>\$200 M

Pricing Improvements Passed on to Member Firm Clients Since 1996

\$5.4 B

Wealth Solutions Total AUA

\$11.5 B

M Retirement Services AUM

\$1.0 B

New ICOLI Premium

\$1.0 B

Member Firm Compensation Plan Payouts Since Inception

\$367 M

Dividends Paid to M Stockholders Since Inception

\$1.4 B

Distributions Paid to Stockholders & MFCP Participants Since Inception

PERFORMANCE

- Better mortality experience
- Lower lapse rates
- Higher average face amount

CLIENT BENEFITS

- Preferred premiums, better value
- Upward of \$200 million in savings
- Enhanced service and client advocacy

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