

The Company You Choose Really Does Matter



All insurance companies are not created equal. That's why it's important to choose a strong company you can count on to deliver on its promises—now and in the future.



Putting the Interests of Policyholders First

You should also consider a company's corporate structure and goals. Life insurance can be offered through mutual companies or publicly traded companies. The chart below depicts their primary differences.

	Mutual Companies	Publicly Traded Companies
OWNERSHIP	Policyholders	Stockholders
PRIMARY FOCUS	Serving the needs of policyholders	Generating profits for stockholders and meeting obligations to policyholders
FINANCIAL HORIZON	Long-term perspective for consistent strength and reliability	Must balance long term perspective with the need to deliver short-term (quarterly) profits
DIVIDENDS	Strives to pay dividends (generally tax-free) to participating policyholders	Strives to pay dividends (generally taxable) to stockholders

Mutual and publicly traded companies may offer similar products, but putting the long term interests of you, the policyholder, first is a mutual company core value.

Why Choose Penn Mutual?

As a policyholder-owned company, Penn Mutual is steadfast in its commitment to financial responsibility and always putting the best interests of policyholders first.

Financial Strength

- Enduring financial strength driven by a long-term perspective and a prudent investment management approach.
- A Fortune 1000 company that has demonstrated continuous growth.

History

- Since 1847, has stood the test of time as a pioneer in mutual insurance.
- Long-term fiscal responsibility with a proven track record of paying dividends to eligible policyholders every year.

Commitment to Policyholders

- Stands behind its guarantees, having consistently met financial obligations to policyholders.
- Has never increased cost of insurance charges on existing policies and offers current policyholders new benefits not previously available.

Products and Service

- Offers a diverse portfolio of competitive and innovative product solutions to serve a wide range of protection and accumulation needs.
- Superior service through knowledgeable financial professionals and experienced representatives, plus a commitment to providing leading edge tools.

Culture

- Dedicated to always acting with integrity and remaining true to our mutual principles and our policyholder owners.
- Gives back to the community by supporting The Penn Mutual Center for Veterans Affairs, the United Way and many other worthy causes.

Solid Financial Strength*

Penn Mutual earns high marks for financial strength from the nation's top industry rating organizations.

A.M. Best Company	Moody's	Standard & Poor's
A+ Superior (effective April 2019)	Aa3 Excellent (effective July 2019)	A+ Strong (effective August 2019)

One of only 8
life/health insurers
to maintain an A.M.
Best rating of A or
higher for over 90 years.

Ask your financial professional how Penn Mutual can help support your financial goals.

*Ratings reflect rating agency assessment of Penn Mutual's financial strength and claims-paying ability and are subject to change. A.M. Best A+ is the second strongest of 15. Moody's Aa3 is the fourth highest of 21. Standard and Poor's A+ is fifth of 22. For additional ratings information please visit www.pennmutual.com.

All guarantees are based on the claims-paying ability of the issuer. Dividends and cost of insurance charges are not guaranteed.