

MELIFE ASIA SIGNS MULTI-YEAR SPONSORSHIP DEAL WITH MDRT (MILLION DOLLAR ROUND TABLE)

Hong Kong, September 12, 2017 – MetLife announced today it has signed a 3-year sponsorship agreement with MDRT (Million Dollar Round Table) that will provide participation and support for the ongoing education, exchange of marketing and sales practice and skills development for MetLife Asia’s financial services professionals and MDRT members in the Asia Pacific region.

MetLife Asia markets its products and services in its 11 markets in Asia through a multichannel distribution strategy including career agency, bancassurance, brokerage, other third-party distribution and direct marketing. With over 20 million customers in the Asia region, it is the fourth-largest pan-Asian life insurer (based on gross written premium or “GWP”) and ranks among the top five foreign life insurer in many of the Asian markets in which it operates.

Commenting on the announcement, Bharat Kannan, SVP, Chief Distribution Officer, MetLife Asia said, “We have over 45,000 career agents in Asia and they, together with our other sales professionals play an important role in supporting our customers in their choices. Partnering with MDRT is an excellent way to provide our sales professionals with the tools and ongoing learning and development opportunities, and underscores our commitment in upholding the highest standards on behaviour, ethics and customer service in our industry.”

MDRT’s global footprint was established in the early years of its existence and today its membership growth is strongest in Asia where there are more than 50,000 members. The organization’s global reach enables it to add value and provide unparalleled resources to key stakeholders.

“MDRT is excited for this unique opportunity with MetLife Asia. We value the support of companies that are dedicated to the development and growth of their professionals and strengthening the financial services profession overall,” said MDRT President James D. Pittman, CLU, CFP. “MetLife Asia’s sponsorship enables us to deepen our engagement with MDRT members while also creating opportunities for MDRT to motivate, inspire, and teach prospective members about the boundless opportunities that they can create for themselves and their clients. Our relationship also reinforces MDRT’s mission to provide financial services professionals with the resources they need to succeed while maintaining the highest standards of client service and ethical conduct.”

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About MDRT

Founded in 1927, Million Dollar Round Table (MDRT), The Premier Association of Financial Professionals®, is a global, independent association of more than 62,000 of the world's leading life insurance and financial services professionals from more than



500 companies in 69 nations and territories. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. MDRT membership is recognized internationally as the standard of excellence in the life insurance and financial services business. For more information, please visit mdrt.org.

About MetLife

MetLife, Inc. (NYSE: MET), through its subsidiaries and affiliates (“MetLife”), is one of the world’s leading financial services companies, providing insurance, annuities, employee benefits and asset management to help its individual and institutional customers navigate their changing world. Founded in 1868, MetLife has operations in more than 40 countries and holds leading market positions in the United States, Japan, Latin America, Asia, Europe and the Middle East. For more information, visit www.metlife.com.

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