

GUARDIAN'S DIVIDEND AND FINANCIAL PERFORMANCE

At Guardian®, we want to reassure you that we will be there when you need us most — today *and* well into the future. That's why facts on financial strength of a company should be considered in tandem with other benefits, like the dividend offering.



	2016*
OPERATING INCOME (BEFORE TAXES & DIVIDENDS¹ TO POLICYHOLDERS)**	\$1.5 Billion
POLICYHOLDER DIVIDENDS DECLARED	\$850 Million
TOTAL ASSETS UNDER MANAGEMENT**	\$66.5 Billion
TOTAL ADMITTED ASSETS**	\$51.8 Billion
TOTAL SURPLUS**	\$6.2 Billion

* All dollar amounts shown as of 12/31/16.
 ** On a consolidated basis.

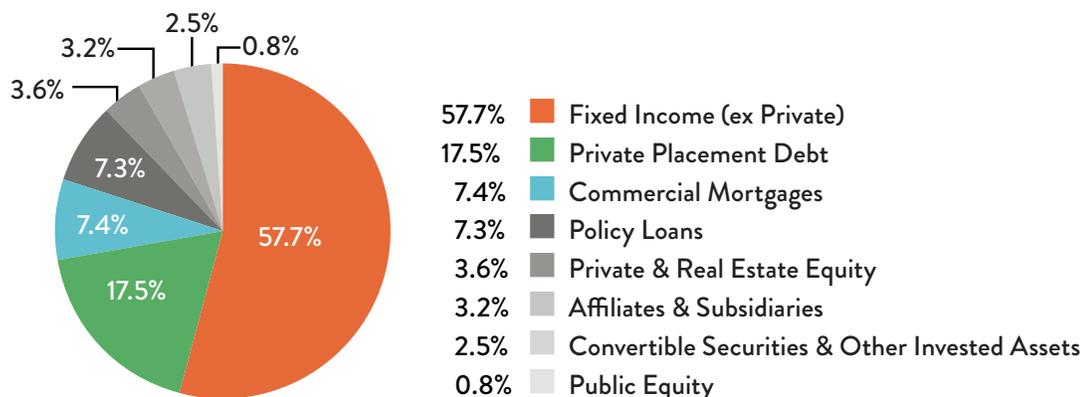
“EVERYTHING WE DO IS DESIGNED TO REINFORCE GUARDIAN’S STATUS AS A TRUSTED MUTUAL PARTNER, DELIVERING FINANCIAL SECURITY HOW, WHEN, AND WHERE OUR CLIENTS PREFER.”

— Deanna M. Mulligan, President and Chief Executive Officer

GUARDIAN'S CAPITAL STRENGTH ALLOWS FOR SUCCESSFUL INVESTMENT PERFORMANCE

Based on a five-year average, our capitalization ratio — i.e., the company's capital as a percent of total assets — is among the highest in the industry at 15.1% for the period ending in 2016. Capital strength and long-term investment horizons enable us to take advantage of opportunities that offer potentially higher returns over time, while integrating asset maturities to fund liabilities. This carefully monitored balance of risk/return profiles delivers consistent, strong results.

Here is Guardian's investment portfolio as of 12/31/16:



The Guardian Life Insurance Company of America
 7 Hanover Square
 New York, NY 10004-4025
www.guardianlife.com

¹ Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors. In addition, the Board established a minimum amount of the dividend allocation — no less than \$805 million, to be distributed in 2018 to participating life policyholders with policy dates of January 1, 1984 and later.

HOW OUR STRENGTH BENEFITS YOU²

It's good to hear about a company's success, but what does it do for you? As a mutual life insurance company, we do not answer to stockholders or Wall Street analysts. Our participating policyholders benefit directly from our success. Consequently, any efficiencies we obtain in our operations are passed on to our clients through:

- Annual dividends paid on participating whole life policies
- A broad range of high-quality, affordable products
- Professional financial representatives
- Long-term service and claims-paying ability

WHAT'S IN OUR DIVIDEND?

The three core business disciplines in a life insurance company that impact dividends are:

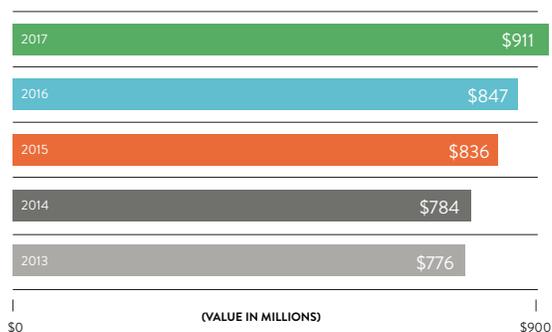
- **Investment results** — Strong investment results mean that the company is able to prudently manage a well-diversified, high-quality asset portfolio that backs its long-term obligations. Investment income earned in excess of the guaranteed interest rate comprises part of the dividend.
- **Mortality experience** — The company has good mortality experience if the number of death claims paid is less than the mortality assumptions used to provide the guarantees in whole life policies. The difference between actual experience and the guaranteed mortality in the policy is returned to the policyholder as part of the dividend.
- **Expense management** — If the company's expenses are lower than anticipated, those savings also help to support a more favorable dividend that year. Expenses are carefully monitored and controlled.

The following example shows how a dividend is calculated using the three components just discussed, and is based on the 2018 dividend scale for a Guardian policy:

LIFE PAID-UP AT 99: \$500,000 FACE AMOUNT, MALE, AGE 45, ISSUED PREFERRED PLUS NON TOBACCO

Interest Return	\$3,153
Mortality Return	\$3,292
Expense Return	\$560
Base Policy Dividend in Year 20	\$7,005

GUARDIAN'S STRONG DIVIDEND HISTORY FROM 2013-2017:



IN ADDITION IN 2016:

- We paid out \$5.9 billion in total benefits and dividends to policyholders.³
- We increased our life insurance in force to \$600 billion, reflecting our overall business growth.³



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² Financial information concerning The Guardian Life Insurance Company of America as of December 31, 2016, on a statutory basis: Admitted Assets = \$51.9 Billion; Liabilities = \$45.7 Billion (including \$39.4 Billion of Reserves); and Surplus = \$6.2 Billion.

³ On a consolidated basis.
Policy Form Number: 14-L99 Pub3566 (10/17) 2017-48525 (Exp. 10/19)