



TO OUR POLICYHOLDERS

2013 was another strong year for Guardian, and it is with pride that I present the company's annual results.

We performed despite challenges in the markets. The economic recovery was slow, interest rates remained low, and the political landscape in Washington created uncertainty. Nonetheless, we embraced change and moved forward in ways that benefited our clients and our 8,000 combined employees and financial professionals in the field.

Guardian has been around for 153 years, but we're not resting on our laurels. We are developing new products and services to ensure we are here for our clients for generations to come. As one of our founders, Hugo Wesendonck, said: "A life insurance company should live forever." You only accomplish that by being innovative, flexible, and willing to challenge the status quo.

2013 was our fifth consecutive year of capital growth, ending the year at \$6.1 billion. Sales were up in almost all actively marketed products. Consolidated net investment income grew 2.0% to \$2.1 billion.

Our high ratings were affirmed by all four major credit agencies – Fitch, Standard & Poor's, Moody's, and A.M. Best – a testament to our financial strength. We have retained the same ratings since 2008, when we were the only major life insurance company upgraded by two rating agencies during the financial crisis.

These financial results allowed us to declare another strong dividend payout of \$776 million to our whole life policyholders. As a mutual company, we enjoy a shared interest with our policyholders, who are

**DEANNA M. MULLIGAN**

President and Chief Executive Officer

also our owners. As owners, our policyholders share in Guardian's actual financial results through annual dividends. But having a shared interest means even more than this. Being a mutual company allows us to invest for the future without worrying about the short-term interests and demands of Wall Street. Instead of seeking quick-fix gains by making risky investments, our focus is always on building a strong financial foundation that will serve us well not only today, but in the years ahead.

As for what our future might look like, Guardian is creating a host of new products and services with a focus on innovation. Here are just a few of our initiatives:

TECHNOLOGY: Few things are more important than serving our clients better – giving them the products they want, when they want them, and where they want them. Along these lines, we have created Guardian Labs, which aims to accelerate our leverage of innovative products and services in our businesses.

NEW BUSINESS OPPORTUNITIES: We see the Affordable Care Act (ACA) as an opportunity for our dental care insurance division. We are making our plans available on 48 of the small business insurance exchanges created under the ACA. In other words: we are going to be where our current and future clients are.

PHILANTHROPY: We have rolled out a new non-profit program dedicated to a topic close to our heart: financial literacy. The program, called “Money Management for Life,” offers for-credit courses at select community colleges. We hope to give students the real-life financial tools to help them make the right decisions, whether it’s buying a home, purchasing insurance, or filling out a tax return. The first pilot program was launched at Capital Community College in Hartford, with a more extensive rollout planned for the coming year.

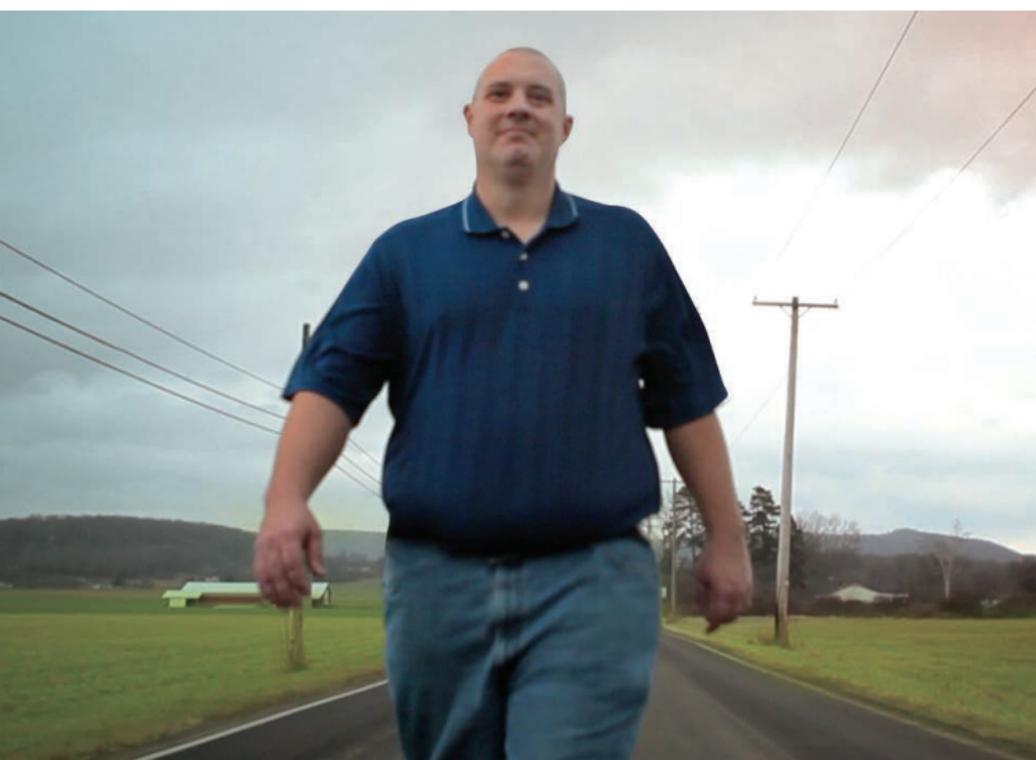
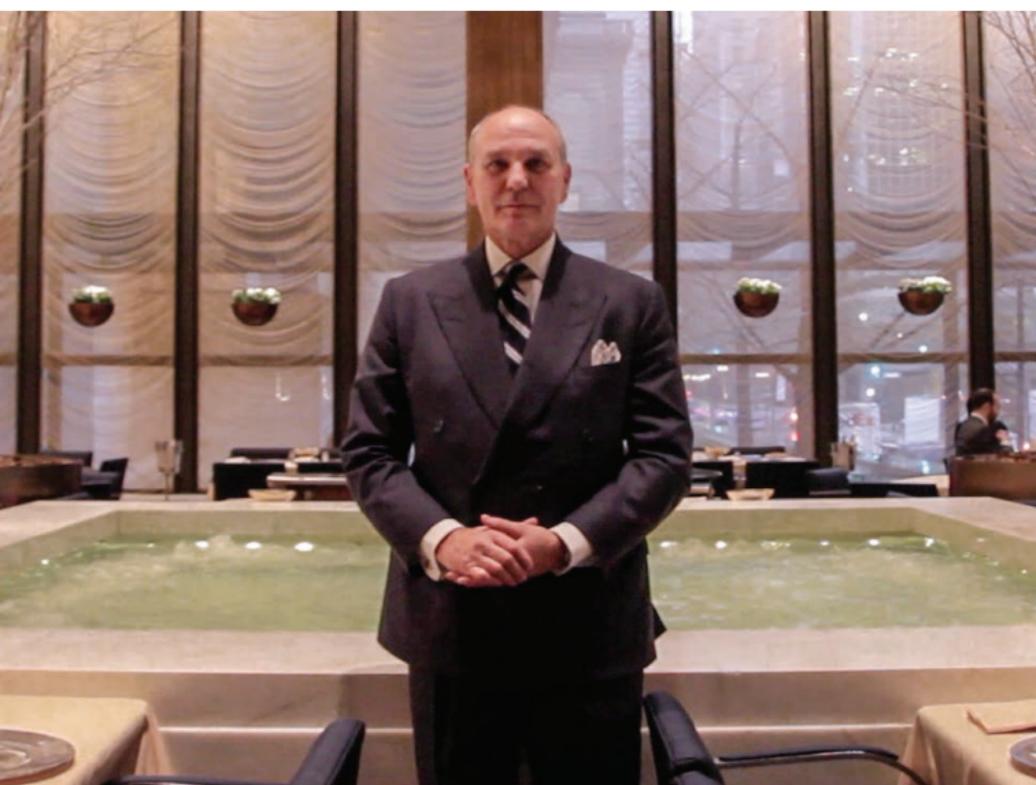
OUR VALUES: Over the years, we have built our values with the collective interests of all of our stakeholders in mind. What are those values? We do the right thing; we hold ourselves to very high standards; and people count. For example, diversity is a high priority when it comes to our clients, employees, and executive team. As we strive to serve current and future policyholders in the way they want to be reached, we’re making sure that we are serving women responsively. We have a sales force that is increasingly female and representative of our client base. These goals and aspirations also apply to our executive suite. Twenty-five percent of our board members are female, and the 2020 Women on Boards national campaign recently recognized us for this.

Our financial results, diverse and energized workforce, and commitment to innovation are driven by these strong values that are woven into the fabric of our organization. It's that kind of culture that should help Guardian continue to advance the shared interests of all of our stakeholders for yet another 150 years.

Sincerely,

A handwritten signature in black ink that reads "Deanna M. Mulligan". The script is fluid and cursive, with the first letters of each word being capitalized and larger than the rest of the letters.

Deanna M. Mulligan
President and Chief Executive Officer



Guardian provides customers Linsey Kramer (top), Alex von Bidder (middle), and Mike Carpenter (bottom) products and services such as whole life, term life, group long term disability, individual disability, and The Living Balance Sheet® to help advance our shared interests. You can watch videos of their stories by visiting Guardian's online 2013 Annual Report at:

www.ar.guardianlife.com

FINANCIAL HIGHLIGHTS

2013

\$776 MILLION

WHOLE LIFE DIVIDENDS DECLARED

\$4.9 BILLION

BENEFITS PAID TO POLICYHOLDERS
(ON A CONSOLIDATED BASIS)

\$6.1 BILLION

CAPITAL

\$1,204 MILLION

STATUTORY GAIN FROM OPERATIONS,
BEFORE TAXES AND DIVIDENDS TO POLICYHOLDERS
(ON A CONSOLIDATED BASIS)

\$307 BILLION

LIFE INSURANCE IN FORCE
(ON A CONSOLIDATED BASIS)

2012

\$805 MILLION

WHOLE LIFE DIVIDENDS DECLARED

\$4.7 BILLION

BENEFITS PAID TO POLICYHOLDERS
(ON A CONSOLIDATED BASIS)

\$5.8 BILLION

CAPITAL

\$1,165 MILLION

STATUTORY GAIN FROM OPERATIONS,
BEFORE TAXES AND DIVIDENDS TO POLICYHOLDERS
(ON A CONSOLIDATED BASIS)

\$289 BILLION

LIFE INSURANCE IN FORCE
(ON A CONSOLIDATED BASIS)



EXECUTIVE MANAGEMENT

(Clockwise from top left)

Deanna M. Mulligan

President and Chief Executive Officer

Robert E. Broatch, CPA

*Executive Vice President,
Chief Financial Officer, Risk and Operational Excellence*

D. Scott Dolfi

Chief Operating Officer

Tracy L. Rich

*Executive Vice President,
General Counsel and Corporate Secretary*

Matthew H. Scanlan, CFA

*Chief Executive Officer
RS Investment Management Co. LLC*

Thomas G. Sorell, CFA

*Executive Vice President
and Chief Investment Officer*

Bradley A. Thomas

*Executive Vice President,
Human Resources*

2013 FINANCIALS

STATUTORY BASIS BALANCE SHEETS

<i>As of December 31 (in millions)</i>	2013	2012*
Admitted assets		
Bonds	\$27,380	\$25,186
Unaffiliated common and preferred stocks	634	978
Investments in affiliates	1,016	1,008
Mortgage loans	2,838	3,069
Private and real estate equity	1,425	1,368
Policy loans	3,104	3,000
Receivable for securities and other invested assets	683	579
Cash and short-term investments	631	290
Total invested assets	37,711	35,478
Due and accrued investment income	346	340
Premiums deferred and uncollected	924	892
Net deferred tax asset	706	642
Reinsurance recoverable from affiliate	2,196	0
Other assets	183	177
Total admitted assets	\$42,066	\$37,529
Liabilities and surplus		
Reserves for policy benefits	32,685	28,621
Policyholder dividends payable and other contract liabilities	1,970	1,927
Interest maintenance reserve	387	422
Asset valuation reserve	686	608
Amounts due to brokers and other liabilities	1,326	1,199
Total liabilities	37,054	32,777
Policyholders' surplus	4,616	4,356
Surplus note	396	396
Total liabilities and surplus	\$42,066	\$37,529

STATUTORY BASIS STATEMENTS OF OPERATIONS

<i>For the Year Ended December 31 (in millions)</i>	2013	2012*
Revenues		
Premiums, annuity considerations, and fund deposits	\$8,734	\$5,998
Net investment income	1,765	1,728
Other income	407	241
Total revenue	10,906	7,967
Benefits and expenses		
Benefit payments to policyholders and beneficiaries	3,659	3,333
Net increase to policy benefit reserves	4,051	1,889
Commissions and operating expenses	2,071	1,669
Total benefits and expenses	9,781	6,891
Gain from operations before policyholder dividends and taxes	1,125	1,076
Policyholder dividends	(770)	(792)
Gain from operations before taxes and realized gains	355	284
Income tax expense	(135)	(60)
Income from operations before net realized capital gains	220	224
Net realized capital gains	66	29
Net income	\$286	\$253

Results Are Guardian Life Only (Not Consolidated)
The condensed financial statements of The Guardian Life Insurance Company of America have been derived from audited statutory financial statements, which are available upon request.

**Certain amounts from 2012 have been reclassified to conform to the current year presentation.*

*For more information, visit our online annual report at:
www.ar.guardianlife.com*

BOARD OF DIRECTORS

John J. Brennan

Chairman Emeritus, Vanguard

Robert E. Broatch, CPA

*Executive Vice President,
Chief Financial Officer, Risk and
Operational Excellence, The
Guardian Life Insurance
Company of America*

Lloyd E. Campbell

Consultant, Spencer Stuart

Richard E. Cavanagh

*Retired President and Chief
Executive Officer, The
Conference Board, Inc.*

Nancy E. Cooper

*Former CFO,
CA Technologies, Inc.*

James E. Daley

*Retired Executive Vice President
and Chief Financial Officer,
Electronic Data Systems
Corporation*

Deborah L. Duncan

*Executive Vice President and
Chief Financial Officer,
Fremont Group*

Paul B. Guenther

*Retired President, PaineWebber
Group, Inc.*

Deanna M. Mulligan

*President and Chief Executive
Officer, The Guardian Life
Insurance Company of America*

John A. Somers

*Former Executive Vice President
and Retired Head of Fixed
Income and Real Estate,
Teachers Insurance and Annuity
Association*

Stephen J. Squeri

*Group President, Global
Corporate Services,
American Express Company*

Donald C. Waite III

*Director, Office of Executives
in Residence and Adjunct
Professor, Columbia Graduate
School of Business*

INDEPENDENT ACCOUNTANTS

**PricewaterhouseCoopers LLP,
New York, NY**

IMPORTANT INFORMATION

Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors.

Financial information concerning The Guardian Life Insurance Company of America as of December 31, 2013 on a statutory basis: Admitted Assets = \$42.1 Billion; Liabilities = \$37.1 Billion (including \$32.7 Billion of Reserves); and Surplus = \$5.0 Billion.

Financial information concerning The Guardian Insurance & Annuity Company, Inc. as of December 31, 2013 on a statutory basis: Admitted Assets = \$14.8 Billion; Liabilities = \$14.6 Billion (including \$2.3 Billion of Reserves); and Capital and Surplus = \$0.2 Billion.

Financial information concerning Berkshire Life Insurance Company of America as of December 31, 2013 on a statutory basis: Admitted Assets = \$3.5 Billion; Liabilities = \$2.9 Billion (including \$0.6 Billion of Reserves); and Capital and Surplus = \$0.6 Billion.

Ratings*

A.M. Best Company - A++

(Superior - highest of 15 ratings)

Standard & Poor's - AA+

(Very Strong - 2nd highest of 20 ratings)

Moody's Investors Service - Aa2

(Excellent - 3rd highest of 21 ratings)

Fitch - AA+

(Very Strong - 2nd highest of 21 ratings)

Comdex: 98

**The ratings of The Guardian Life Insurance Company of America quoted in this report are as of December 31, 2013 and are subject to change. The ratings earned by Guardian do not apply to the investments issued by GIAC or offered through GIS and PAS.*

Comdex is not a rating, but a composite of all ratings that a company has received from the four major rating agencies (A.M. Best, Standard & Poor's, Moody's, and Fitch). Comdex represents a company's percentile standing, on a scale of 1 to 100 (with 100 being the best), in relation to other companies that have been rated by the major agencies.

The Guardian Insurance & Annuity Company, Inc. (GIAC), a Delaware corporation that is a wholly owned subsidiary of The Guardian Life Insurance Company of America, issues annuities and variable life insurance policies. Variable annuities, variable life insurance products, and mutual funds are offered through the distributor Guardian Investor Services LLC (GIS). GIAC and GIS are located at 7 Hanover Square, New York, NY 10004 (1-800-221-3253).

Annuities are long-term investment vehicles designed for retirement purposes. Withdrawals or surrenders may be subject to surrender charges. Amounts withdrawn may be subject to ordinary income tax and possible mandatory Federal income tax withholding and, if taken prior to age 59½, a 10% IRS penalty may also apply. Withdrawals have the effect of reducing the death benefit, cash surrender value, and any living benefits.

Variable products and their underlying variable investment options, and mutual funds, are sold by prospectus only. You should carefully consider the investment company's investment objectives, risks, charges, and expenses before making an investment decision. The prospectus contains this and other important information. Please read the prospectus carefully before investing or sending money. You may obtain a prospectus by contacting your Park Avenue Securities registered representative or by calling 1-800-221-3253.

The Living Balance Sheet® displays the financial holdings identified by the client based upon information and valuations provided directly by the client or by electronic feeds from the client's financial institutions. Valuations provided by electronic feeds reflect the most current information provided by the financial institution as of the date and time noted, but can reflect valuations from an earlier date and time.

The Living Balance Sheet® (LBS) and LBS logo are registered service marks of The Guardian Life Insurance Company of America (Guardian), New York, NY. © 2005-2014 The Guardian Life Insurance Company of America.

Securities products and services are offered through Park Avenue Securities LLC (PAS) and Guardian Investor Services LLC (GIS), 7 Hanover Square, New York, NY 10004. GIS is a wholly owned subsidiary of The Guardian Life Insurance Company of America, New York, NY. PAS is a wholly owned subsidiary of GIAC, New York, NY.

GIS and PAS are members of FINRA, SIPC.

Past performance does not guarantee future results. Investments offered through GIAC, GIS, and PAS are not deposits or obligations of, or guaranteed or endorsed by, any bank or depository institution, nor are they insured by the Federal Deposit Insurance Corporation, the Federal Reserve Board, the National Credit Union Association, or any other agency. Mutual funds and variable products involve risk, including possible loss of the principal amount invested. Investment return and principal value may fluctuate so that the investment, when redeemed, may be worth more or less than the amount originally invested.

Disability income insurance is underwritten and issued by Berkshire Life Insurance Company of America, Pittsfield, MA, a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. Products not available in all states. Product provisions and features may vary from state to state.



Guardian's online annual report provides additional content, including videos about how we contribute to the shared interests of our customers. To visit, go to:

www.ar.guardianlife.com

For more information about Guardian, visit:

www.guardianlife.com

To contact us or to find a Guardian Financial Representative or service provider, visit:

www.guardianlife.com/contactus



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eMoney Advisor Holdings, LLC
First Commonwealth, Inc.
Guardian Investor Services LLC (GIS)
The Guardian Insurance & Annuity Company, Inc. (GIAC)
Innovative Underwriters, Inc.
Managed Dental Care companies
Park Avenue Life Insurance Company
Park Avenue Securities LLC (PAS)
Reed Group, Ltd.
RS Investment Management Co. LLC

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