

# 2015 Fact Sheet

Financial Highlights (on a consolidated basis)	2014
Premiums & Deposits	\$17.3 billion
Operating income (before taxes & dividends to policyholders)	\$ 1.3 billion
Capital	\$ 6.8 billion
Assets Under Management	\$81.1 billion
Policyholder Dividends Declared	\$787 million
Benefits Paid to Policyholders	\$5.3 billion
Life Insurance In Force	\$529 billion

<b>Financial Strength Ratings<sup>1</sup></b> <small>(as of 01/01/2015)</small>	<ul style="list-style-type: none"> <li>• A.M. Best Company <span style="float: right;">A++</span> (Superior – highest of 15 ratings)</li> <li>• Fitch <span style="float: right;">AA+</span> (Very Strong – 2<sup>nd</sup> highest of 21 ratings)</li> <li>• Moody's Investors Service <span style="float: right;">Aa2</span> (Excellent – 3<sup>rd</sup> highest of 21 ratings)</li> <li>• Standard &amp; Poor's <span style="float: right;">AA+</span> (Very Strong – 2<sup>nd</sup> highest of 22 ratings)</li> </ul>
<b>Highlights</b>	<ul style="list-style-type: none"> <li>• Fortune 250 financial services company with approximately 6,000 employees and a network of over 3,000 financial representatives in more than 70 agencies nationwide.</li> <li>• Operates one of the largest dental networks in the U.S.</li> <li>• One of the largest individual disability income insurance providers in the U.S.</li> <li>• For the fourth consecutive year, the Guardian Retirement Solutions™ Group 401(k) and Individual Annuity Call Centers have been recognized by J.D. Power for providing “An Outstanding Customer Service Experience”.</li> </ul>
<b>Ownership Structure</b>	<p>Guardian is a 155-year-old mutual company, which means it is owned by its policyholders. As owners, policyholders share in Guardian's actual financial results through annual dividends.<sup>2</sup> Guardian has paid dividends to policyholders every year since 1868. Being a mutual company allows Guardian to invest for the future with the collective interests of all of our stakeholders in mind. The company's focus is always on its customers and building a strong financial foundation that will serve them well today and into the future.</p>
<b>Corporate Citizenship</b>	<p>Guardian's commitment to corporate social responsibility is exemplified by our commitment to a workplace environment that balances the social, ecological, and economic needs of doing business today. For Guardian, sustainability is about creating value for our clients, our employees, and our communities by striving for continuous improvement and embedding this mindset into our business model.</p> <p>Guardian's corporate social responsibility initiatives focus on educational alliances, diversity &amp; inclusion, sustainability, and corporate citizenship. For each of these, Guardian applies high management standards and deliberately focuses on activities in areas where company competencies, resources, and employee volunteerism can make a meaningful difference.</p>
<b>Products<sup>3</sup></b>	<ul style="list-style-type: none"> <li>• <b>Life Insurance</b> – Whole, Term, Universal, and Variable life insurance policies to provide financial stability.</li> <li>• <b>Disability Income Insurance</b> – Full suite of products to help meet the income protection needs of individuals, employers, and small business owners.</li> <li>• <b>Annuities</b> – Variable, fixed, immediate and deferred income annuities designed to provide a guaranteed source of lifetime income in retirement.</li> <li>• <b>Investments</b> – RS Investments, an independent asset management subsidiary of Guardian, provides a wide spectrum of investment advisory services for institutions and individuals.</li> <li>• <b>Employee Benefits</b> – Dental, Disability, Vision, Absence Management, Life, Stop Loss, Travel Protection, and Voluntary insurance available to employees in the workplace.</li> <li>• <b>401(k)</b> – Specifically designed to help small businesses provide employees with retirement funding vehicles that enable employees to save for the long term, utilizing 401(k) and qualified plan solutions.</li> </ul>



GUARDIAN®

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<sup>1</sup> Guardian financial ratings as of December 31, 2014 are subject to change and do not apply to the investment options offered by GIAC or offered through PAS or RS Funds Distributor.

Financial information concerning The Guardian Life Insurance Company of America as of December 31, 2014 on a statutory basis: Admitted Assets = \$45.3 Billion; Liabilities = \$39.6 Billion (including \$34.9 Billion of Reserves); and Surplus = \$5.7 Billion.

<sup>2</sup> Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors

<sup>3</sup> Products not available in all states. Product provisions and features may vary from state to state.

Variable insurance products, their underlying investment options, and mutual funds, are sold by prospectus only. Investors should carefully consider the investment company's investment objectives, risks, charges and expenses carefully before investing. This and other information are contained in the prospectus or summary prospectus, if available, which may be obtained from your investment professional. Please read it before you invest or send money.

Individual annuities, variable life insurance, group variable annuities and group funding agreements are issued by The Guardian Insurance & Annuity Company, Inc. (GIAC), a Delaware corporation. Individual variable annuities and variable life insurance policies are distributed by, and securities products and services are offered through, Park Avenue Securities LLC (PAS), member FINRA, SIPC. GIAC is a wholly owned subsidiary of The Guardian Life Insurance Company of America (Guardian). PAS is a wholly owned subsidiary of GIAC. RS Funds are distributed by RS Funds Distributor LLC (RSFD), member: FINRA, SIPC. RSFD is an indirect subsidiary of Guardian. Guardian, GIAC and PAS are located at 7 Hanover Square, New York NY 10004. RSFD is located at One Bush Street, San Francisco, CA 94104.

