

# 2016 Fact Sheet

Financial Highlights (on a consolidated basis)		2015	
Premiums & Deposits		\$19 billion	
Operating income (before taxes & dividends to policyholders)		\$1.5 billion	
Capital		\$7.3 billion	
Assets Under Management		\$82 billion	
Policyholder Dividends Declared		\$838.6 million	
Benefits Paid to Policyholders		\$5.6 billion	
Life Insurance In Force		\$565 billion	
<b>Financial Ratings<sup>1</sup></b> (as of December 31, 2015)	<ul style="list-style-type: none"> <li>A.M Best Company</li> <li>Fitch</li> <li>Moody's Investors Service</li> <li>Standard &amp; Poor's</li> </ul>	<ul style="list-style-type: none"> <li>A++</li> <li>AA+</li> <li>Aa2</li> <li>AA+</li> </ul>	<ul style="list-style-type: none"> <li>(Superior – highest of 15 ratings)</li> <li>(Very Strong – 2nd highest of 21 ratings)</li> <li>(Excellent – 3rd highest of 21 ratings)</li> <li>(Very Strong – 2nd highest of 22 ratings)</li> </ul>
<b>About Guardian</b>	The Guardian Life Insurance Company of America® (Guardian) is a Fortune 250 global financial services company that is committed to providing individuals and businesses with the financial guidance and protection they need to lead a life well lived. Guardian's offerings range from life insurance, disability income insurance, annuities, wealth management and investments to dental, vision, and 401(k) plans. Guardian has approximately 8,000 employees and a network of over 3,000 financial representatives in more than 70 agencies nationwide.		
<b>Ownership Structure</b>	Guardian is a mutual company, meaning it is owned by its policyholders. As owners, policyholders share in Guardian's actual financial results through annual dividends <sup>2</sup> which Guardian has paid every year since 1868. Being a mutual company means the company's focus is always on its customers and building a strong financial foundation that will serve them today and into the future.		
<b>2015 Highlights</b>	<ul style="list-style-type: none"> <li>Guardian made acquisitions to stay at the forefront of growing markets. Guardian acquired Avesis, a leading government contract vision, dental, and hearing benefits provider while Reed Group, a wholly owned Guardian subsidiary, acquired the absence management business of Aon Hewitt.</li> <li>Guardian continuously seeks to improve existing strategies, processes, and technologies to serve clients how, when and where they prefer. A selection of recent enhancements include:               <ul style="list-style-type: none"> <li>Upgraded My Account Manager so Guardian customers can receive a comprehensive, online view of many Guardian accounts;</li> <li>Patent-pending Index Participation Feature for Whole Life policies that links a portion of cash value to the performance of the S&amp;P 500 Price Return Index<sup>3</sup>; and</li> <li>Launched a new online disability income insurance calculator to help consumers build and personalize their own insurance package.</li> </ul> </li> <li>Guardian earned several customer service awards throughout 2015:               <ul style="list-style-type: none"> <li>For the fifth consecutive year, Guardian Retirement Solutions™ Group 401k and Individual Annuity Contact Centers have been recognized by J.D. Power for providing "An Outstanding Customer Service Experience"* for the live phone channel;</li> <li>Won the 2015 Loyalty360 CX Platinum Award for "Most Customer-Centric Culture"; and</li> <li>Earned its eighth consecutive DALBAR Seal of Excellence; and a DALBAR 2015 Insurance Service Award.</li> </ul> </li> </ul>		
<b>Corporate Citizenship</b>	<p>Guardian's commitment to corporate citizenship is exemplified by its focus on:</p> <ul style="list-style-type: none"> <li><b>Strategic Philanthropy</b> – Guardian is focused on financial capability and workforce development for low-income and low-asset families and individuals.</li> <li><b>Sustainability</b> – Guardian's sustainability efforts are concentrated in environmental stewardship, driven by the priorities of its businesses and the passion of its employees.</li> <li><b>Employee Engagement</b> – Guardian employees volunteer their time and skills in a variety of educational and community service events.</li> </ul>		

For more information: visit Guardian's website: [www.GuardianLife.com](http://www.GuardianLife.com), facebook page: <https://www.facebook.com/guardianlife/> and Twitter: [@GuardianLife](https://twitter.com/GuardianLife).



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<sup>1</sup> Financial information concerning The Guardian Life Insurance Company of America® as of 12/31/15 on a statutory basis: Admitted Assets = \$48.1 Billion; Liabilities = \$42.0 Billion (including \$37.0 Billion of Reserves); and Surplus = \$6.1 Billion.

Guardian financial ratings as of December 31, 2015 are subject to change and do not apply to the investments issued by The Guardian Insurance & Annuity Company, Inc. or offered through Park Avenue Securities.

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

<sup>3</sup> The Index Participation Feature (IPF) is a rider available with select Guardian participating whole life policies. With the new IPF, policyholders can now allocate between 0% and 100% of the cash value of paid-up additions (PUA) to the IPF each year. The IPF provides an adjustment to the dividend paid under the policy. This adjustment, subject to the cap rate (currently 12.5%) and floor (currently 4%), may be positive or negative based on the S&P 500 price return index performance. Adverse market performance can create negative dividend adjustments which may cause lower overall cash values than would otherwise have accrued had the IPF rider not been selected. While the adjustment provided by this rider is affected by the S&P 500 price return index, it does not participate in any stock or equity investment of the S&P price return index.

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Annuities are issued by The Guardian Insurance & Annuity Company, Inc. (GIAC). A Delaware corporation. Variable annuities are distributed by Park Avenue Securities, LLC (PAS). GIAC and PAS are located at 7 Hanover Square, New York, NY 10004. GIAC is a wholly owned subsidiary of The Guardian Life Insurance Company of America®, New York, NY.

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\*J.D. Power 2015 Certified Contact Center Program<sup>SM</sup> recognition is based on successful completion of an audit and exceeding a customer satisfaction benchmark through a survey of recent servicing interactions. For more information, visit [www.jdpower.com/cc](http://www.jdpower.com/cc).

