



Guardian's dividend and financial performance

When working with Guardian, you can feel confident that we'll be there when you need us most — both today and tomorrow. That's why our financial strength, including our dividend offering, is so important.

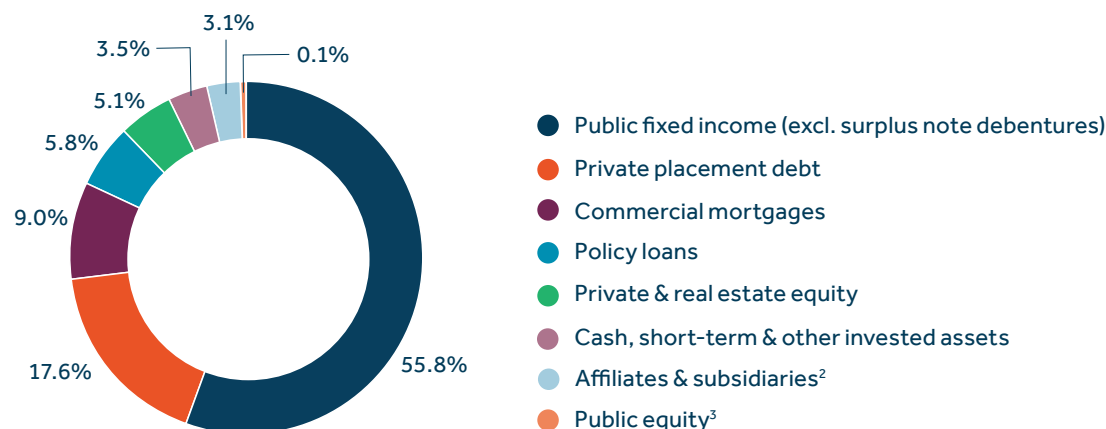
	2022*
Operating income (before taxes and dividends¹ to policyholders)	\$1.7 billion
Policyholder dividends declared	\$1.26 billion
Total assets under management	\$90.1 billion
Total admitted assets	\$76.0 billion
Total surplus	\$8.8 billion

* All dollar amounts shown are as of 12/31/2022.

Guardian's capital strength allows for successful investment performance

Our capitalization ratio — which is the company's capital as a percentage of total assets — is among the highest in the industry, at an average of 14.5% for the five-year period ending in 2022. Surplus represents the excess of an insurance company's assets over its reserves and other liabilities. Our capital strength and long-term investment strategies enable us to take advantage of opportunities that offer potentially higher returns over time.

Here is Guardian's \$70 billion investment portfolio as of 12/31/22:



“Our focus on long-term value creation continues to strengthen our company. Our financial ratings and robust results demonstrate Guardian's financial stability and experience navigating risk of all kinds.”

Andrew McMahon
Chief Executive Officer and President

How our financial strength benefits you⁴

Hearing about a company’s success is great, but do you understand how that success impacts you? As a mutual life insurance company, Guardian doesn’t answer to stockholders or investors. We are owned by our policyholders and are driven and guided by their needs first. Our participating policyholders benefit directly from our success.

Any efficiencies in Guardian’s operations are passed on to our policyholders through:

- Annual dividends paid on participating whole life policies
- Our broad array of high-quality products
- Knowledgeable financial professionals
- Award-winning service⁵ and long-term claims-paying capabilities

How is our dividend determined?

There are three core business disciplines in a life insurance company that impact the calculation of dividends:

- **Investment results** — Strong investment results mean the company is able to efficiently manage a well-diversified, high-quality asset portfolio that backs its long-term obligations. Investment income earned in excess of the guaranteed⁶ interest rate comprises part of the dividend.
- **Mortality experience** — The company has favorable mortality experience if the amount of death claims paid is lower than the mortality assumptions used when determining 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 contribute to the dividend.

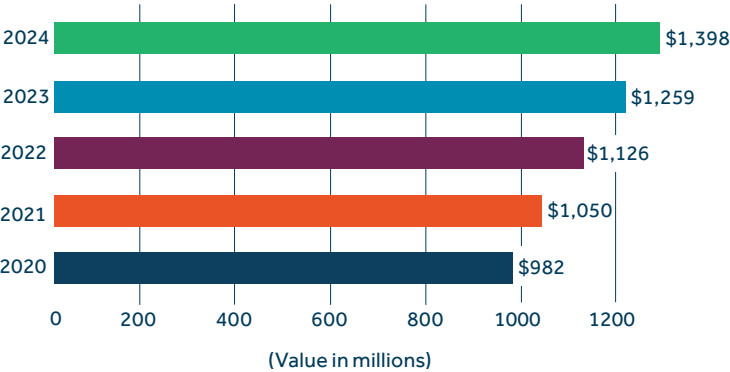
Guardian’s 2022 key accomplishments:

- We approved \$7 billion in total benefits and dividends to policyholders.⁷
- We increased our life insurance in force to \$833 billion, reflecting our overall business growth.⁷

The following example shows how a dividend is calculated using the three components just discussed, and is based on the 2024 dividend scale for a Guardian whole life policy.

Life Paid-Up at 99: \$500,000 face amount, male, age 45, issued preferred plus non-smoker	
Interest return	\$4,955
Mortality return	\$1,447
Expense return	\$3,303
Base policy dividend in year 20	\$9,705

Guardian-announced dividends: 2020-2024



The Guardian Life Insurance Company of America
guardianlife.com

New York, NY

Policy Form Number: 21-WL
Pub3566 (12/23) 2023-163897 (Exp. 12/25)

¹ Dividends are not guaranteed. They are declared annually by Guardian’s Board of Directors. The total dividend calculation includes mortality experience and expense management as well as investment results. In addition, the Board established a minimum amount of the dividend allocation — no less than \$1,257 million, to be distributed in 2024 to participating life policyholders with policy dates of January 1, 1984 and later.

² Affiliates and subsidiaries includes \$957 million in affiliates classified as LLCs on the annual statement that are not private equity.

³ Public equity excludes bond and cash mutual funds.

⁴ Financial information concerning Guardian as of December 31, 2022, on a statutory basis: Admitted Assets = \$76.0 Billion; Liabilities = \$67.2 Billion (including \$55.0 Billion of Reserves); and Surplus = \$8.8 Billion.

⁵ J.D. Power 2022 Certified Customer Service ProgramSM recognition is based on successful completion of an evaluation and exceeding a customer satisfaction benchmark through a survey of recent servicing interactions. For more information, visit www.jdpower.com/ccs.

⁶ All whole life insurance policy guarantees are subject to the timely payment of all required premiums and the claims-paying ability of the issuing insurance company.

⁷ On a consolidated basis.

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