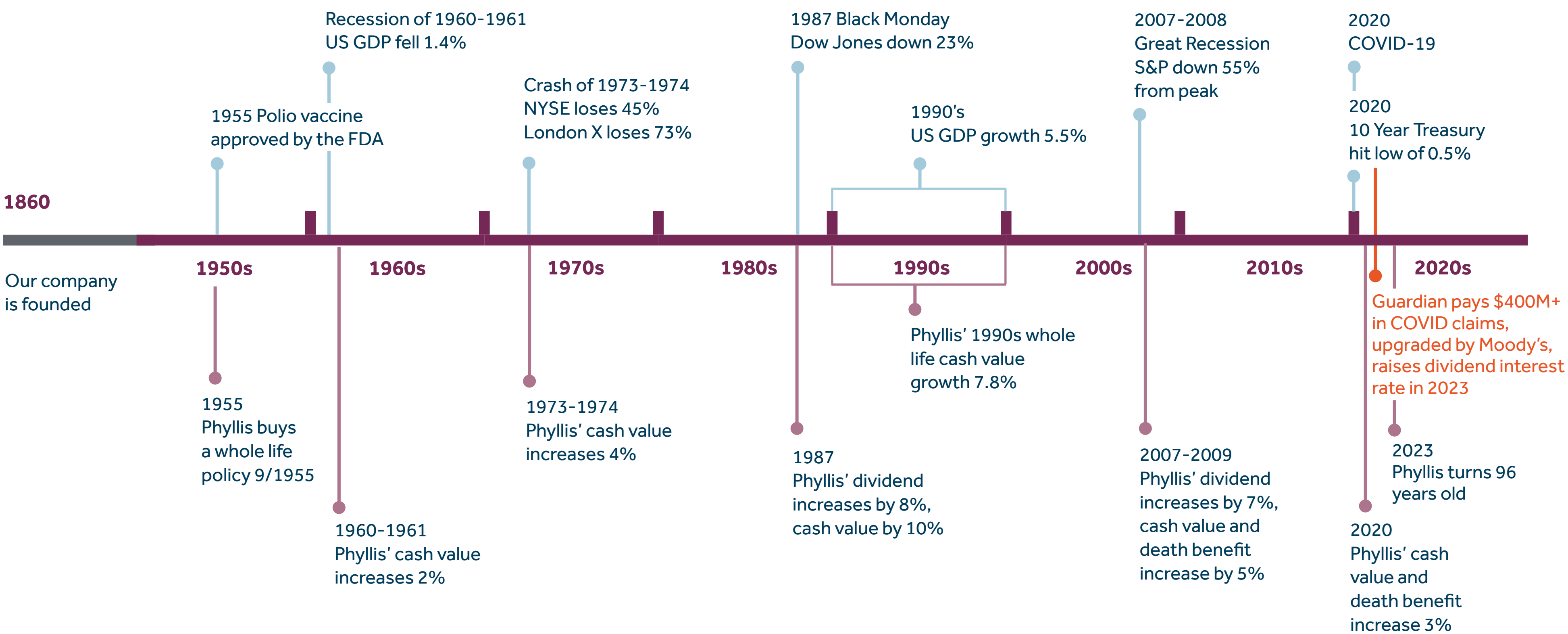
Guardian policy through the years: From the eyes of a policyowner

Whole life insurance can provide a lifetime of financial protection and wellbeing. In that lifetime, other means of savings can ebb and flow with the markets and other economic situations that an individual may live through. But the cash value benefit of whole life continues to grow even throughout those times and conditions. Let's take a look at an individual who purchased a Guardian whole life policy in 1955.

At age 28, Phyllis C purchased her first whole life policy, recognizing the lifelong benefits of protecting her loved ones, while also accumulating a cash value benefit to use later. She's paid her premiums each year, and has experienced many of the world's most significant economic events.



How has Phyllis' policy performed over the last 68 years?

Remarkably well. Here are some notable results you should consider:

- At age 95, Phyllis' death benefit value has grown by more than 14x compared to the original face amount.
- Phyllis' death benefit's internal rate of return is 5.3%.[1, 2]
- Over 68 years, Phyllis' death benefit outpaced the inflation adjusted equivalent death benefit by over 30%.[3]
- Through the US recession in the 70's, Black Friday in the 80's, dot-com bubble burst at the turn of the century, COVID-19 pandemic, Phyllis' cash value and death benefit experienced sustained growth.
- Her beneficiaries have been protected all these years by the death benefit.

How is Guardian able to provide sustainable growth throughout different economic crises and market volatilities?

- As a mutual company, Guardian is owned and operates for the benefits of our policyholders, and we make careful decisions to increase and preserve benefits and value to our policyholders for the long term.
- Guardian has demonstrated and is committed to maintaining strong financial strength and stability to fulfill our responsibilities and promises to our policyholders.[4]
- Our prudent expense management and long-term investment strategy has allowed us to weather market volatility and unexpected events across many decades and helped us deliver on our promise to policyholders.

The Guardian Life Insurance Company of America

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1 Some whole life polices do not have cash values in the first two years of the policy and don't pay a dividend until the policy's third year. Talk to your financial representative and refer to your individual whole life policy illustration for more information.

2 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.

3 https://www.bls.gov/data/inflation_calculator.htm. $1,000 in September of 1955 has same buying power as $11,033.75 in September of 2022.

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.