



New York Life Advanced Markets Network Retail Life, Third Party Distribution (TPD)

To: Distribution Partners
From: Scott Long, CLU, ChFC, CVP, Head of Advanced Markets Network, TPD
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New York Life declares largest dividend in company history, despite historically low interest rate environment

Summary

New York Life announced that the company has declared the largest dividend to eligible participating policy owners in company history.

The company's declared dividend includes a hold of our Dividend Interest Rate (DIR) at 5.8%. MassMutual and Northwestern Mutual also held their DIRs this year.

Exceeding our guarantees to policy owners for 168 years

New York Life today announced that the company has declared a dividend of \$1.9 billion to eligible participating policy owners in 2022, the largest in company history.

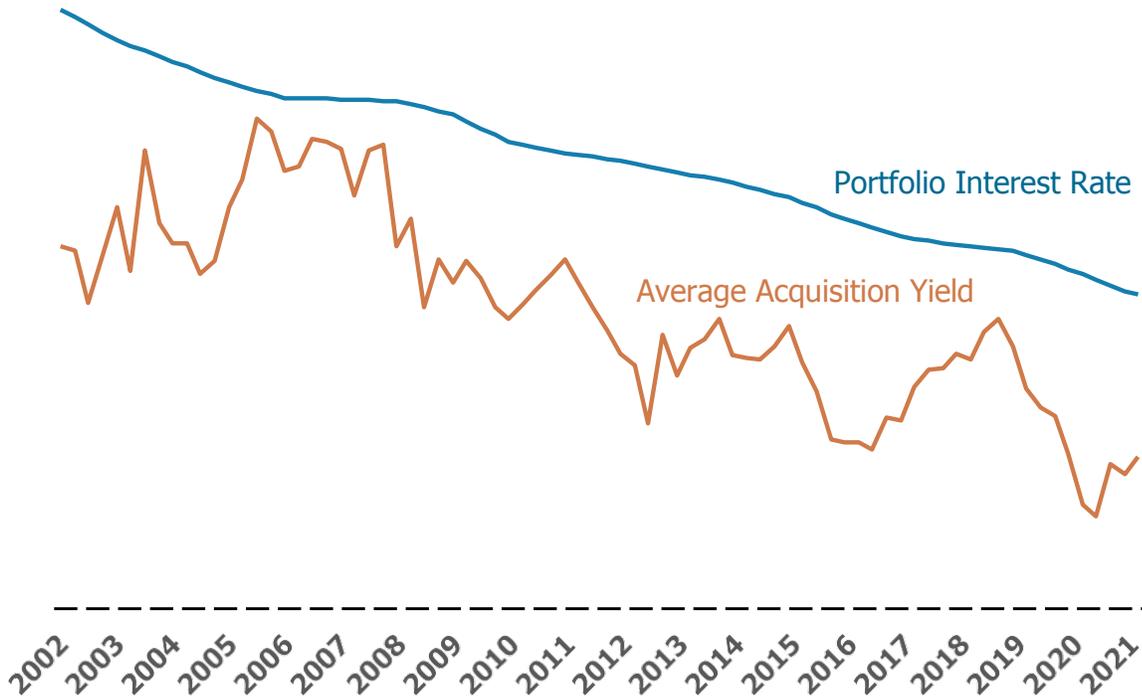
The ability to declare a dividend for a 168th consecutive year underscores New York Life's commitment to financial strength, mutuality, and delivering ongoing value to policy owners. The company has paid in excess of \$1 billion in dividends every year since 1990 and more than \$44 billion in total dividend payouts over that time.

Complementing New York Life's foundational life insurance franchise are strategic businesses that deliver diversified revenue streams. These revenues contribute to surplus, dividends, and earnings and can help mitigate the impact of today's historically low interest rate environment.

Company record dividend despite historically low interest rate environment

Dividend actions depend on a variety of factors, including the investment returns of our Ordinary Life portfolio, mortality, and expense levels. Because we invest our Ordinary Life portfolio primarily in high-grade corporate and government bonds, interest rates are the major determinant of our investment returns and, hence, our dividend. As shown in the chart below, the historic low level of interest rates continues to put pressure on our portfolio rate, as every new dollar of premium we take in, as well as every bond that matures, must be reinvested at current low rates.

Ordinary life portfolio, 2002-2021



Rates have generally been declining for 30 years, and they remain near historic lows. This spotlights the importance of our extremely healthy surplus and our diversified business strategy to help support the dividend.

Our diversified business mix allows us to add value to participating policy owners

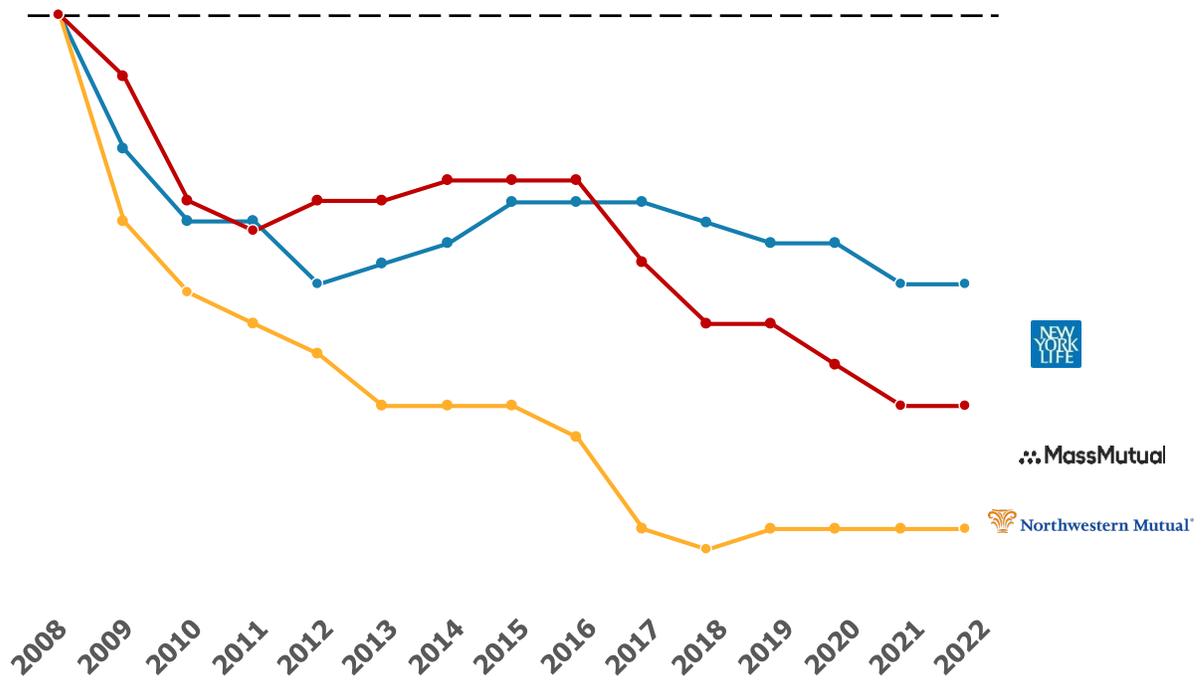
Our ability to pay a strong dividend in the face of persistently low interest rates is a direct reflection of our business strategy: complementing our foundational insurance business with a portfolio of strategic businesses, all of which are operated on behalf of our participating policy owners.

In recent years, we have taken a portion of the earnings generated by these strategic businesses and used them to supplement our dividend. In 2022, our strategic businesses will again contribute meaningfully to the dividend, continuing to provide evidence that our diversified business model is a sustainable competitive advantage. These businesses reinforce the company’s financial strength by dependably generating capital to contribute to surplus, dividends, and earnings, and can help mitigate the impact of the historically low interest rate environment.

Our dividend story relative to our competitors remains very strong

This strategic advantage is clear in the chart below, which shows our dividend performance since the Financial Crisis compared with that of our two largest mutual peers. Since there is no standard methodology for calculating DIRs, comparing them in any single year is generally not useful; however, it can be informative to look at the relative trends in each company’s DIR over a period of years.

Compared to 10 years ago, New York Life’s DIR is the same. By comparison, Northwestern Mutual and Mass Mutual have cut their DIRs by 85 and 100 basis points, respectively.



A Fortune 100¹ company run for the benefit of policy owners

As a mutual company, every single dollar of value we create is carefully managed with the long-term interests of our policy owners in mind — whether it’s through paying policy owner dividends, investing in future growth or adding to our long-term financial strength — to ensure we can continue to keep our promises for years to come.

One of only two life insurance companies with the highest financial strength ratings currently awarded to any U.S. life insurers by all four major rating agencies,² New York Life’s surplus and asset valuation reserve remains robust at \$28 billion, bolstered by the company’s ability to strategically manage its \$295 billion general account.³

Hear from New York Life’s leaders

New York Life Chairman and CEO Ted Mathas:

“Throughout the pandemic, New York Life has maintained a position of incredible strength thanks to our focused business strategy, long-term investment perspective, and resolute commitment to mutuality. The company’s 2022 record dividend is a powerful and tangible example of New York Life putting policy owners first. Every day, our financial professionals deliver on our mission by guiding clients as they protect their loved ones and build financial foundations for the future.”

New York Life President and CEO-elect Craig DeSanto:

“The 2022 dividend declaration confirms our policy owners’ decisions to purchase participating whole life insurance, annuity, and long-term care solutions from New York Life. As the nation’s largest mutual life insurer, we are uniquely aligned with our policy owners. Our unparalleled financial strength and the trusted advice and guidance of our agents ensure that we deliver on our promises and help our clients achieve their protection needs and growth goals.”

Note: Dividends are not guaranteed. Guarantees are based on the claims paying ability of the issuer. Dividend actions depend on a variety of factors, including the investment returns of our Ordinary Life portfolio, mortality, and expense levels.

¹Based on revenue as reported by “Fortune 500 ranked within industries, Insurance: Life, Health (Mutual),” Fortune magazine, 6/1/2021.

²Individual independent rating agency commentary as of 9/30/2021: A.M. Best (A++), Fitch (AAA), Moody’s Investors Service (Aaa), Standard & Poor’s (AA+).

³Surplus and general account as of 9/30/2021.