

Twenty-Five Year Historical Illustration Of A \$1,000,000 Guardian Whole Life Policy Issued In 1985
Actual Historical Policy Performance Through 2010 - Male Age 40 - Best Class

Duration (policy anniversary)	Year	Attained age	Premium	Base Policy Dividend - EOY	Dividend on Additions	Total Dividend	Guaranteed Cash Value	Cash Value of Paid Up Additions	Base Policy Death Benefit	Death Benefit of Paid Up Additions	Total Cash Value	Cash Value IRR	Pre-Tax Equivalent IRR on Cash Value Assuming A Tax Rate of 30.0%	Total DB	Death Benefit IRR	Pre-Tax Equivalent IRR on Death Benefit Assuming A Tax Rate of 30.0%
1	1986	41	18,365	0	0	0	0	0	1,000,000	0	0	N/A	N/A	1,000,000	5345.14%	7635.91%
2	1987	42	18,365	1,090	0	1,090	16,000	1,090	1,000,000	3,214	17,090	-41.35%	-59.06%	1,001,090	590.01%	842.86%
3	1988	43	18,365	2,590	90	2,680	32,380	3,805	1,000,000	10,873	36,185	-19.60%	-27.99%	1,005,894	241.19%	344.56%
4	1989	44	18,365	3,260	297	3,557	49,130	7,482	1,000,000	20,727	56,612	-10.15%	-14.51%	1,014,430	140.10%	200.14%
5	1990	45	18,365	4,260	548	4,808	66,250	12,523	1,000,000	33,644	78,773	-5.07%	-7.24%	1,025,535	95.02%	135.74%
6	1991	46	18,365	5,210	857	6,067	83,730	18,976	1,000,000	49,455	102,706	-2.01%	-2.87%	1,039,711	70.26%	100.38%
7	1992	47	18,365	6,110	1,257	7,367	101,560	26,922	1,000,000	68,087	128,482	-0.01%	-0.02%	1,056,822	54.90%	78.42%
8	1993	48	18,365	6,760	1,652	8,412	119,730	36,146	1,000,000	88,738	155,876	1.31%	1.88%	1,076,499	44.56%	63.65%
9	1994	49	18,365	6,860	1,952	8,812	138,220	46,033	1,000,000	109,747	184,253	2.17%	3.09%	1,097,550	37.17%	53.10%
10	1995	50	18,365	7,170	2,263	9,433	157,010	56,817	1,000,000	131,595	213,827	2.75%	3.93%	1,119,180	31.66%	45.23%
11	1996	51	18,365	7,340	2,520	9,860	176,080	68,320	1,000,000	153,790	245,450	3.21%	4.59%	1,142,505	27.43%	39.19%
12	1997	52	18,365	9,280	3,386	12,666	195,420	82,930	1,000,000	181,514	280,440	3.66%	5.22%	1,168,546	24.12%	34.45%
13	1998	53	18,365	12,270	4,331	16,601	215,020	101,854	1,000,000	216,859	320,014	4.11%	5.87%	1,201,255	21.50%	30.71%
14	1999	54	18,365	13,420	5,341	18,761	234,860	123,420	1,000,000	255,734	362,460	4.47%	6.38%	1,239,800	19.40%	27.71%
15	2000	55	18,365	14,110	6,227	20,337	254,930	147,099	1,000,000	296,763	407,259	4.75%	6.78%	1,281,301	17.67%	25.24%
16	2001	56	18,365	14,490	7,455	21,945	275,210	172,955	1,000,000	339,888	456,145	5.00%	7.14%	1,326,688	16.22%	23.18%
17	2002	57	18,365	14,780	7,981	22,761	295,680	200,230	1,000,000	383,479	506,650	5.17%	7.39%	1,373,389	14.99%	21.42%
18	2003	58	18,365	15,080	7,290	22,370	316,320	227,723	1,000,000	425,253	557,533	5.27%	7.52%	1,419,339	13.92%	19.89%
19	2004	59	18,365	14,720	7,446	22,166	337,090	255,596	1,000,000	465,634	608,936	5.31%	7.58%	1,463,669	12.97%	18.53%
20	2005	60	18,365	15,010	8,810	23,820	357,980	285,678	1,000,000	507,990	662,658	5.33%	7.62%	1,508,454	12.14%	17.34%
21	2006	61	18,365	15,310	9,215	24,525	377,730	317,041	1,000,000	550,581	715,201	5.31%	7.58%	1,552,945	11.40%	16.29%
22	2007	62	18,365	15,620	10,940	26,560	397,470	351,012	1,000,000	595,652	770,332	5.29%	7.55%	1,598,991	10.75%	15.36%
23	2008	63	18,365	15,930	12,199	28,129	417,180	387,140	1,000,000	642,322	827,600	5.26%	7.52%	1,647,061	10.17%	14.53%
24	2009	64	18,365	16,250	13,669	29,919	436,810	425,653	1,000,000	690,883	887,163	5.24%	7.48%	1,696,941	9.66%	13.79%
25	2010	65	18,365	15,930	13,445	29,375	456,330	464,216	1,000,000	737,554	946,676	5.19%	7.42%	1,746,388	9.19%	13.12%

This illustration represents a whole life policy issued to a 40 year old Male, best underwriting class, issued in 1985. It is a hypothetical policy. Guardian does not necessarily have such an inforce policyholder. Gross premium, net single premiums and guaranteed cash values are taken from published rate manuals. Dividends up to and including 2010 are actual historical dividends that would have been credited to this policy assuming that dividends were applied to purchase paid-up additions in all years. The Total Death Cash Value and Total Death Benefit includes a Settlement Dividend paid on surrender or at death. Furthermore, we assume no loans or withdrawal of policy value.