



New York Life Insurance Company

2007 Financial Highlights (in millions)

	2007	2006
Operating Revenue^{1,2}	\$ 12,992	\$ 11,895
Insurance Sales¹	\$ 3,031	\$ 2,645
Investment Sales¹	\$ 35,579	\$ 34,671
Operating Earnings¹	\$ 1,275	\$ 1,090
Net Income^{3,4}	\$ 1,497	\$ 2,298
Net Income Excluding Net Investment Gains and Losses⁴	\$ 1,301	\$ 1,093
Surplus and Asset Valuation Reserve	\$ 14,680	\$ 13,859
Assets Under Management^{1,5}	\$ 280,046	\$ 261,528
Individual Life Insurance In Force¹	\$ 750,918	\$ 694,761

¹ 2006 results have been revised to conform to the Company's change in definition of these measures effective 1/1/2007.

² Operating Revenue includes primarily premium and fee income from our insurance and non-insurance operations, both domestically and internationally.

³ According to Accounting Principles Generally Accepted in the United States of America (GAAP).

⁴ Net income in 2007, excluding net investment gains and losses, increased 19 percent to over \$1.3 billion. 2006 GAAP net income included a \$1,011 million gain from the Company's investment in Express Scripts, Inc., largely driven by a one-time change in accounting methodology.

⁵ Represents Consolidated Domestic and International Insurance Company Statutory assets and third-party assets principally managed by New York Life Investment Management Holdings LLC, a wholly owned subsidiary of New York Life Insurance Company.

The New York State Insurance Department recognizes only statutory accounting practices for determining and reporting the financial condition and results of operations of an insurance company. A copy of the statutory financial statements is available by contacting the Secretary of New York Life Insurance Company, 51 Madison Avenue, New York, NY 10010. The financial statements will be available beginning mid-April 2008 on the Web at www.newyorklife.com.

Other Data

	U.S.A.	International
Licensed Agents	11,051	41,248
Employees	8,640	6,207