

New York Life Insurance Company
Reconciliation of GAAP Performance Measures to Non-GAAP Performance Measures:

The following reconciles consolidated GAAP net income to operating earnings:

(Dollars in millions)

	<u>2007</u>	<u>2006*</u>
Consolidated GAAP net income	\$1,497	\$2,298
Adjustments to GAAP basis (net of tax and deferred acquisition cost "DAC" offsets)		
Exclusion of net investment (gains)/losses associated with the Company's investment in Express Scripts, Inc ("ESI") and related derivative	(92)	(1,011)
Exclusion of other net investment (gains)/losses and related adjustments	(104)	(194)
Total net investment (gains)/losses	(196)	(1,205)
Consolidated GAAP net income excluding net investment gains and losses	1,301	1,093
All other adjustments to consolidated GAAP net income (net of tax) for:		
Inclusion of capital gains/losses and releases of prior years' equity base tax accruals supporting policyholder dividends	386	272
Inclusion of amortization of certain statutory Interest Maintenance Reserve ("IMR")	28	54
Exclusion of gains on limited partnerships	(428)	(282)
Deferred acquisition costs on management adjustments	(21)	(47)
Exclusion of ICAP LLC ("ICAP") acquisition-related expenses	52	19
Exclusion of ICAP key-man insurance proceeds, net of amortization	(45)	-
Exclusion of charges associated with Mexican subsidiary purchased deferred tax assets	2	-
Exclusion of equity in earnings of ESI	n/a	(16)
Exclusion of Philippines discontinued operations	n/a	(3)
Operating earnings	\$1,275	\$1,090

The following reconciles consolidated GAAP revenue to operating revenue:

(Dollars in millions)

	<u>2007</u>	<u>2006*</u>
Consolidated GAAP revenue	\$21,123	\$20,980
Adjustments to GAAP basis for:		
Exclusion of net investment income and net investment gains/losses	(9,539)	(10,349)
Inclusion of deposits credited in policyholders' account balances for life and annuity products	1,559	1,356
Inclusion of net margins on guaranteed products	336	332
Inclusion of certain statutory premiums	83	82
Adjustment to report all international subsidiaries at percentage ownership	(155)	(47)
Exclusion of certain GAAP premiums and non-operating revenue	(415)	(459)
Operating revenue	\$12,992	\$11,895

*Operating Earnings and Revenue for 2006 were revised due to changes in the Company's definition, effective January 1, 2007.

n/a - Not applicable