



# New York Life Insurance Company

## 2008 Financial Highlights (in millions)

	2008	2007
<b>Operating Revenue<sup>1</sup></b>	<b>\$ 14,009</b>	<b>\$ 12,992</b>
<b>Insurance Sales<sup>2</sup></b>	<b>\$ 2,427</b>	<b>\$ 2,149</b>
<b>Investment Sales<sup>2</sup></b>	<b>\$ 26,632</b>	<b>\$ 24,789</b>
<b>Operating Earnings<sup>2</sup></b>	<b>\$ 1,283</b>	<b>\$ 1,278</b>
<b>Surplus and Asset Valuation Reserve</b>	<b>\$ 12,826</b>	<b>\$ 14,680</b>
<b>Assets Under Management<sup>3</sup></b>	<b>\$ 249,119</b>	<b>\$ 280,046</b>
<b>Individual Life Insurance In Force</b>	<b>\$ 781,181</b>	<b>\$ 750,918</b>

<sup>1</sup> Includes primarily premium and fee income from our insurance and non-insurance operations, both domestically and internationally.

<sup>2</sup> 2007 results have been revised to conform to the Company's change in definition of these measures effective 1/1/2008.

<sup>3</sup> 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. The separate statutory financial statements (including assets, liabilities, and surplus and AVR) for our insurance companies are available on our Web site, [www.newyorklife.com](http://www.newyorklife.com). Copies of the statutory financial statements are also available by contacting the Secretary of New York Life Insurance Company, 51 Madison Avenue, New York, NY 10010.