

## Reconciliation of Consolidated GAAP Net Income Attributable to New York Life to Operating Earnings:

Operating Earnings is the key measure used by management to track the Company's profitability from ongoing operations. This indicator is based on generally accepted accounting principles in the United States (GAAP) with certain adjustments we believe are appropriate as a measurement approach (non-GAAP), primarily the removal of gains or losses on investments and related adjustments.

The following reconciles Consolidated GAAP Net Income Attributable to New York Life to Operating Earnings:

	(in millions)	
	2010	2009
<b>Consolidated GAAP net income attributable to New York Life</b>	<b>\$ 1,655</b>	<b>\$ 1,327</b>
<b>Adjustments to remove (gains) losses on investments (net of tax and DAC, if applicable)</b>		
1. Gains on investments (net of tax, DAC and related adjustments) <sup>a</sup>	(343)	(209)
<b>2. Consolidated GAAP net income attributable to New York Life after removing (gains) losses on investments</b>	<b>1,312</b>	<b>1,118</b>
<b>All other adjustments to net income (loss) attributable to New York Life for (net of tax and DAC, if applicable):</b>		
3. Policyholder dividends supported by capital gains and/or unassigned surplus <sup>b</sup>	60	94
4. Amortization of interest related gains <sup>c</sup>	13	(3)
5. Gains on certain annuity reserves guarantees <sup>d</sup>	(22)	(36)
6. International operations restructuring expenses <sup>e</sup>	28	-
7. Certain net deferred tax expenses	31	-
8. Other <sup>f</sup>	14	13
<b>Operating earnings</b>	<b>\$ 1,436</b>	<b>\$ 1,186</b>

Note: 2009 Operating Earnings has been revised to conform to the 2010 definition.

<sup>a</sup>2010 and 2009 includes DAC offset of \$551 million and \$177 million, respectively, and tax expense of \$137 million and \$77 million, respectively.

<sup>b</sup>2010 and 2009 includes DAC offset of \$(226) million and \$(150) million, respectively, and tax benefit of \$(7) million and \$(17) million, respectively.

<sup>c</sup>2010 and 2009 includes DAC offset of \$(48) million and \$(25) million, respectively, and tax benefit of \$(4) million and \$(5) million, respectively.

<sup>d</sup>2010 and 2009 includes DAC offset of \$40 million and \$40 million, respectively, and tax expense of \$12 million and \$19 million, respectively.

<sup>e</sup>2010 includes tax benefit of \$13 million.

<sup>f</sup>2010 and 2009 includes tax benefit of \$(2) million and \$(1) million, respectively. Primarily represents amortization of proceeds on key man insurance policy received in 2007.

## Reconciliation of Consolidated GAAP Revenue to Operating Revenue:

Operating Revenue is broadly defined as revenue generated from the business operations of the Company. It represents the primary source of funds needed to meet the current and long-term commitments New York Life has to its policyholders. As a result, management makes certain adjustments to Consolidated GAAP Revenue, which we believe results in a more appropriate tracking of Operating Revenue. The following table reconciles Consolidated GAAP Revenue to Operating Revenue:

	(in millions)	
	2010	2009
<b>Consolidated GAAP revenue</b>	<b>\$ 24,148</b>	<b>\$ 21,866</b>
<b>Adjustments to Consolidated GAAP Revenue for:</b>		
1. Net investment income and net investment gains	(10,380)	(9,152)
2. International subsidiaries at percentage ownership	(740)	(643)
3. Certain GAAP annuity premiums and other non-operating revenue	(352)	(405)
4. Certain deposits credited in policyholders' account balances	1,980	1,995
5. Operating revenue reported in discontinued operations	397	358
6. Net spread margins on Guaranteed Products	356	276
7. Statutory deferred premiums	88	88
<b>Operating revenue</b>	<b>\$ 15,497</b>	<b>\$ 14,383</b>