



NASSAU

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[www.nsre.com](http://www.nsre.com)

Dear Policyholder,

We are proud of our track record of providing competitive dividend payments that add value to participating policies.

For 2021, we are changing the policy dividend scale for all “closed block” participating policies purchased before the June 2001 demutualization of Phoenix Life Insurance Company (now Nassau Life Insurance Company). The 2021 dividend scale will incorporate a dividend interest rate reduction of 0.20% (20 bps) across all products, which we are making in response to the current low interest rate environment.

As a result, most policyholders will see a decrease to the dividend paid in 2021 compared to the dividend paid in 2020. In some cases, growth in the value of their policy may offset the decrease.

As always, the amount of dividend paid is based on a number of factors including product type, age at issue, length of time the policy has been in force, gender, and health when the policy was issued. Some policyholders with direct recognition loan methods will also see a change as their dividends are further adjusted based on their loan balance and the spread between their loan rate and their specific dividend interest rate. In addition, a policy's 2021 dividend will be at least equal to 75% of the 2020 dividend, prior to loan adjustments.

Please keep in mind that all companies' dividend scales are proprietary and should not be the sole basis for evaluating policy performance. Nassau Life Insurance Company's closed block was established under the Plan of Demutualization to fund policy dividends and guaranteed benefits for dividend-eligible policies. The Plan was set up to ensure these policies and their dividend scale are managed for the benefit of policyholders. The small number of participating policies in the “open block” (purchased after demutualization) are managed separately but with similar objectives, and we are also changing the dividend scale for these policies.

Please note when we changed the name of Phoenix Life Insurance Company to Nassau Life Insurance Company, the company name is the only thing that changed. All policy terms, including terms and conditions for dividend-eligible policies, remain the same, and the closed block continues to be managed in accordance with the original Plan of Demutualization.

If you have any questions about your policy, please contact us at 1-800-628-1936 or contact your financial professional. You may also find policy level information by logging into our website, [www.nsre.com](http://www.nsre.com).

Sincerely,

*Customer Care Team*