



**To Our Policyholders:**

At Life Insurance Company of Boston & New York, we're confident in who we are—a life insurance company with a rich history of serving the needs of working Americans. And we're confident in what we do and how we do it—one company, our momentum fueled by a shared vision. Together, we've made a collective commitment to everyone we serve—from our policyholders and producers to our surrounding communities.

**ONE COMPANY, ONE PURPOSE**

As a family-focused company driven by our collective goal to deliver on our promises, we truly are "One Company, One Purpose." We believe mutual respect and working as one unified team will not only continue our growth, but also support our ongoing mission to best serve our customers and each other.

While our methods may have changed since our founding, we have always remained united in paving the way to future success. I'm proud to share highlights of what we achieved together in 2017.

**EVOLVING TO SUPPORT SUSTAINABLE SUCCESS**

We continue to evaluate current trends and our resources to ensure we are meeting market needs while investing in our future.

We expanded our relationship with our information technology partner, Onyx Data Solutions, to continue our technology assessments and development.

As part of our ongoing efforts to build on our foundation for future growth, we're always looking for experienced talent to add to the Life Insurance Company of Boston & New York family. To support this goal, we added a new executive position to oversee sales and distribution. In 2017, Jim Jacobsen joined our company as our new Executive Vice President of Distribution—a role that directly supports our continued efforts to drive sales moving forward.

**DRIVING RESULTS**

Our efforts to enhance Life Insurance Company of Boston & New York's business profile over the past few years have been gaining notice. In February, A.M. Best, the oldest and most authoritative insurance rating and information source, upgraded our financial strength rating (FSR) from "A-" (Excellent) to "A" (Excellent), with a Stable outlook.

Just as I am delighted that A.M. Best has recognized the progress we have made, I am equally pleased to report this year's financial results.

Our goals in 2017 emphasized the importance of sustainable profitable growth. It was a good year financially, with overall sales up 13% over last year and \$2.4 million pre-tax gain before operations. We paid out over \$10 million in benefits, supporting our commitment to those we serve. Our balance sheet remains strong with low-risk, high-quality assets and liabilities—and an excellent surplus position.

**TAKING OUR PROGRESS TO THE NEXT LEVEL—TOGETHER**

I would like to express my deepest thanks to you, our policyholders, for your loyalty. I'd also like to thank our producers and partners for your dedication to our guiding principles and helping to create and support our collective success in 2017.

**The hard work of the entire Life Insurance Company of Boston & New York family shows in the great results of the year.**

I am truly proud of what we've accomplished and where we are headed. Operating as one unified company with our sights set on shared goals, we're forging ahead on a clear and solid path.

Sincerely,

**PAUL A. QUARANTO, JR., MBA, LLIF**

*Chairman and President*