Lincoln
Financial Group®

Lincoln Life & Annuity Company of New York
4H-08
1300 S Clinton St
Fort Wayne, IN 46802

April 28, 2020

<Agent Name>
<Address>
<Address>
<Address>
<Address>

Re: Life Policies Issued In New York

Dear <<Agent Name>>:

During the rapidly evolving COVID-19 situation, we wanted to provide you important information regarding life insurance and annuity coverage in New York.

Recently, New York Governor Andrew Cuomo issued an Executive Order (Order) that impacts life insurance policies and annuity contracts issued in New York for those policyholders who have experienced a financial hardship due to the COVID-19 pandemic. In addition, the New York Department of Financial Services (DFS) declared an emergency regulation to provide relief to certain policyholders impacted by COVID-19.

Attached is a copy of the notice we are sending to all owners of inforce life insurance policies issued in the state of New York. Please read the notice, as it describes the pertinent provisions of the Order and the regulation. We have also attached a list of your policyholders who will receive the letter. The mailing will begin next week. If you have annuity business with us, you will be receiving a separate letter with regard to that business.

The Order states that servicing agents also have an obligation to notify their clients about the provisions of the Order and regulation as soon as reasonably practical. This can be accomplished via email without receiving prior approval from the policyholder. We also remind you of your record-keeping obligations under New York law and regulations, as you should keep a record of this communication to your clients for the required timeframe.

Finally, we note that the Order and regulation also apply to premium finance agencies. If you are aware that your clients have entered into a premium finance arrangement with a premium finance agency, you may want to alert them of this as well. In particular, the New York regulation provides that if your client's life insurance policy or annuity contract has been financed through a premium finance agency, and your client does not make an installment payment, the premium finance agency may not cancel your life insurance policy or annuity contract for a period of at least 90 days, including any contractual grace period, if your client can demonstrate financial hardship as a result of the COVID-19 pandemic, and subject to the safety and soundness of the premium finance agency.

![Lincoln Financial Group logo]

In addition, if your client does not make a timely installment payment to the premium finance agency and can demonstrate financial hardship as a result of the COVID-19 pandemic, the premium finance agency must extend the due date for the installment payment by at least 90 days, may not impose any late fees relating to that installment payment, and may not report your client to a credit reporting agency or a debt collection agency regarding that installment payment.

In this regard, if your client does not make a timely installment payment to the premium finance agency due to financial hardship as a result of the COVID-19 pandemic, the premium finance agency must permit your client to pay the installment payment over a 12-month period if your client can still demonstrate financial hardship as a result of the COVID-19 pandemic, subject to the safety and soundness of the premium finance agency. This also applies if the premium finance agency issued a non-payment cancellation notice prior to March 29, 2020.

If you have any questions, please call us at 800-487-1485 and we will be happy to assist you. Our Customer Care Representatives are available Monday through Friday between the hours of 8:00 a.m. and 6:00 p.m. Eastern.

For additional information about Lincoln, visit our website at LincolnFinancial.com.

Sincerely,

Life Customer Service and Claims

April 28, 2020~~April 28, 2020~~~~April 22, 2020~~

<Name>
<Address 1>
<Address 2>
<Address 3>
<Address 4>

IMPORTANT NOTICE

Policy: <Number>
Insured: <Name>

Dear Policyholder:

Thank you for placing your trust in Lincoln Life & Annuity Company of New York (Lincoln). We are pleased to partner with you to help meet your insurance needs.

During this time of uncertainty, we want you to know that Lincoln is here for you and we want to provide you with some valuable information regarding your policy.

Recently, New York Governor Andrew Cuomo issued an Executive Order (Order) that impacts life insurance policies and annuities issued in New York for those policyholders who have experienced a financial hardship as a result of the COVID-19 pandemic. In addition, the New York Department of Financial Services (DFS) also declared an emergency regulation to provide relief to certain policyholders impacted by COVID-19.

The Order became effective March 30, 2020, and expires April 28, 2020, unless extended by the Governor. The Order:
- extends to 90 days the applicable grace period for the payment of premiums and fees set forth in the life insurance policy, for any policyholder who demonstrates financial hardship as a result of the COVID-19 pandemic; and
- modifies the New York Insurance Law to provide policyholders with 90 days to exercise other rights or benefits under a life insurance policy or annuity contract who is unable to timely exercise those rights and benefits as a result of COVID-19.

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.   LincolnFinancial.com
Lincoln Life & Annuity Company of New York is domiciled in Syracuse, NY.
Applicable to policies for which we are acting as administrative agent.
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Please check the Department's website at https://www.dfs.ny.gov/consumers/coronavirus for updates.

A copy of the Executive Order and regulations can be found at https://www.governor.ny.gov/news/no-20213-continuing-temporary-suspension-and-modification-laws-relating-disaster-emergency and https://www.dfs.ny.gov/system/files/documents/2020/03/re_consolidated_amend_pt_405_27a_27c_new_216_text.pdf, respectively.

The regulation references the above Order and in addition:
- prohibits an insurer from imposing any fees relating to a late premium payment from any policyholder demonstrating a financial hardship as a result of the COVID-19 emergency;
- provides that a policyholder who has demonstrated a financial hardship cannot be reported by an insurer to a credit reporting agency or a debt collection agency for missing a premium payment during the COVID-19 emergency; and
- provides that a customer who demonstrates a financial hardship may make arrangements with the insurer to repay any back premium over a 12-month period of time. This also applies if we sent you a nonpayment cancellation notice prior to March 29, 2020.

Note: If you have entered into a premium finance arrangement with a premium finance agency, please refer to the information posted on the above webpages for more information.

Lincoln is committed to supporting our policyholders during this unprecedented time. We are happy to assist any New York policyholder who contacts us with a need for a premium payment extension related to COVID-19. The Order specifies that you may submit to us a statement that you swear or affirm in writing that you are experiencing financial hardship as a result of the COVID-19 pandemic, which we will accept as satisfactory proof. Such statement need not be notarized.

Please be aware that premium payments will be applied as of the date received. Policy performance is dependent on the timing and amount of past and future premium payments.

If you would like to discuss alternative payment arrangements or have any questions, please call your Financial Representative or call us at the phone number below. Our Customer Care Representatives are available Monday through Friday between the hours of 8:00 a.m. and 6:00 p.m. Eastern.

For additional information about Lincoln Financial Group, visit our website at LincolnFinancial.com.

Sincerely,
Life Customer Service and Claims
800-487-1485

<Financial Representative:>
<Name>
<Address>

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