

November 4, 2008



To Our Valued Producers:

The past few weeks have been among the most challenging in the history of The Hartford. During the third quarter of 2008 the equity market has plunged, credit markets are virtually frozen, and we were among a number of prominent financial institutions to experience significant investment losses. The market reaction to our third quarter earnings release was disappointing, and our stock price was impacted.

Despite our recent challenges, we are very confident in our capital position and our ability to meet all our policyholder obligations. The Hartford is financially strong and well capitalized, and our liquidity position is outstanding. As our chairman recently stated, The Hartford does not have a solvency issue. In fact, we'd like to reiterate some facts about our financial strength.

The Hartford has:

- Capitalization at levels consistent with the standards rating agencies have historically required for AA- level (very strong) companies;
- About \$10 billion in liquidity, including \$7.3 billion in cash and short-term investments;
- Statutory surplus of \$13.1 billion;
- Debt-to-capitalization ratio of 31 percent;
- A \$90 billion general account portfolio; and
- Pre-funded debt obligations through June of 2010.

Our top priority at The Hartford is ensuring that we have the financial strength necessary to continue meeting the needs of our policyholders now and in the future. We want you to understand that we are confident in our ability to meet our commitments to you.

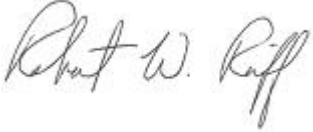
The ongoing market volatility is causing rating agency activity, however. Major rating agencies are changing the way they look at us and other companies. On Friday, October 31, Fitch downgraded us one level to AA-. This is the fourth highest of 21 categories and Fitch describes the rating as very strong. On Monday, November 3, Moody's affirmed our Aa3 rating. Aa3 is referred to as excellent by Moody's and is also the fourth highest of their 21 categories. Although we are disappointed in Fitch's actions and pleased with Moody's, we need to remember that the rating agencies are independent entities and we cannot control their processes. All we can do is stay focused on the facts of our business.

With a history of nearly 200 years, The Hartford is a resilient institution with a long tradition of managing through challenging times. As in we have in the past, we will utilize our experience and expertise to navigate this turbulent period as well.

Thank you for doing business with The Hartford. Your trust in us is well-founded and we're committed to continuing to earn it.

Sincerely,

Ronald R. Gendreau
Executive Vice President and Director
Group Benefits

A handwritten signature in black ink that reads "Robert W. Reiff". The signature is written in a cursive style with a large, prominent 'R' at the beginning.

Robert W. Reiff
Senior Vice President
Distribution and Field Service
Group Benefits