

# TARGET MAX - SAMPLE

	Female Client	\$5,000,000	Guaranteed to a120		
	Super Preferred				
	Symetra Level		Symetra Target Max		
Age	Annual Premium	Cumulative Premium	Annual Premium	Cumulative Premium	Savings to Client
75	\$140,951	\$140,951	\$276,470	\$276,470	(\$135,519)
76	\$140,951	\$281,902	\$103,200	\$379,670	(\$97,768)
77	\$140,951	\$422,853	\$103,200	\$482,870	(\$60,017)
78	\$140,951	\$563,804	\$103,200	\$586,070	(\$22,266)
79	\$140,951	\$704,755	\$103,200	\$689,270	\$15,485
80	\$140,951	\$845,706	\$103,200	\$792,470	\$53,236
81	\$140,951	\$986,657	\$103,200	\$895,670	\$90,987
82	\$140,951	\$1,127,608	\$103,200	\$998,870	\$128,738
83	\$140,951	\$1,268,559	\$103,200	\$1,102,070	\$166,489
84	\$140,951	\$1,409,510	\$103,200	\$1,205,270	\$204,240
85	\$140,951	\$1,550,461	\$103,200	\$1,308,470	\$241,991
86	\$140,951	\$1,691,412	\$103,200	\$1,411,670	\$279,742
87	\$140,951	\$1,832,363	\$103,200	\$1,514,870	\$317,493
88	\$140,951	\$1,973,314	\$103,200	\$1,618,070	\$355,244
89	\$140,951	\$2,114,265	\$103,200	\$1,721,270	\$392,995
90	\$140,951	\$2,255,216	\$103,200	\$1,824,470	\$430,746
91	\$140,951	\$2,396,167	\$103,200	\$1,927,670	\$468,497
92	\$140,951	\$2,537,118	\$103,200	\$2,030,870	\$506,248
93	\$140,951	\$2,678,069	\$103,200	\$2,134,070	\$543,999
94	\$140,951	\$2,819,020	\$103,200	\$2,237,270	\$581,750
95	\$140,951	\$2,959,971	\$103,200	\$2,340,470	\$619,501
96	\$140,951	\$3,100,922	\$103,200	\$2,443,670	\$657,252
97	\$140,951	\$3,241,873	\$103,200	\$2,546,870	\$695,003
98	\$140,951	\$3,382,824	\$103,200	\$2,650,070	\$732,754
99	\$140,951	\$3,523,775	\$103,200	\$2,753,270	\$770,505
100	\$140,951	\$3,664,726	\$103,200	\$2,856,470	\$808,256
101	\$140,951	\$3,805,677	\$103,200	\$2,959,670	\$846,007
102	\$140,951	\$3,946,628	\$103,200	\$3,062,870	\$883,758
103	\$140,951	\$4,087,579	\$103,200	\$3,166,070	\$921,509
104	\$140,951	\$4,228,530	\$103,200	\$3,269,270	\$959,260

<b>\$5M Guarantee thru a Standard</b>		<b>Standard Plus</b>	<b>Preferred</b>	<b>Super PNT</b>
<b>55 Male level pay</b>	80,751	67,718	59,239	50,896
Target-Yr 1	111,080	92,310	84,820	76,730
level yr 2 on	77,200	62,900	51,850	41,900
Annual Savings	3,551	4,818	7,479	9,086
Total Savings	147,221	216,308	348,459	428,556
Crossover Year	<b>9th year</b>	<b>5th year</b>	<b>4th year</b>	<b>3rd year</b>

<b>\$5M Guarantee thru a</b>				
<b>65 Male level pay</b>	147,147	118,126	101,921	88,127
Target-Yr 1	186,635	146,900	134,020	120,410
level yr 2 on	141,050	109,450	91,275	74,850
Annual Savings	6,097	8,676	10,646	13,277
Total Savings	144,392	318,266	393,741	498,797
Crossover Year	<b>7th year</b>	<b>3rd year</b>	<b>3rd year</b>	<b>2nd year</b>

<b>\$5M Guarantee thru a</b>				
<b>75 Male level pay</b>	300,579	219,115	190,261	170,979
Target-Yr 1	350,000	350,000	330,435	292,120
level yr 2 on	279,800	187,800	156,200	146,500
Annual Savings	20,779	31,315	34,061	24,479
Total Savings	573,949	808,565	881,656	613,229
Crossover Year	<b>2nd year</b>	<b>4th year</b>	<b>4th year</b>	<b>5th year</b>

TARGET MAX -

SAMPLE CELLS

⑤

\$ 1,000,000	Guaranteed to age 105		Standard plus		preferred		preferred best	
	<u>Standard</u>	<u>target</u>	<u>premium</u>	<u>target</u>	<u>premium</u>	<u>target</u>	<u>premium</u>	<u>target</u>
Male 65	\$ 24,539	\$ 37,327	\$ 23,444	\$ 29,380	\$ 20,173	\$ 26,804	\$ 17,378	\$ 24,082
Female 65	\$ 19,843	\$ 31,565	\$ 18,881	\$ 26,331	\$ 15,495	\$ 25,109	\$ 14,083	\$ 22,994
Male 70	\$ 32,126	\$ 50,843	\$ 30,702	\$ 38,469	\$ 25,736	\$ 34,903	\$ 23,174	\$ 31,186
Female 70	\$ 27,710	\$ 42,442	\$ 24,821	\$ 34,247	\$ 20,726	\$ 32,573	\$ 18,813	\$ 29,704
Male 75	\$ 47,732	\$ 70,000	\$ 43,296	\$ 70,000	\$ 37,517	\$ 66,087	\$ 33,793	\$ 58,424
Female 75	\$ 35,396	\$ 70,000	\$ 31,806	\$ 64,167	\$ 26,462	\$ 61,045	\$ 24,440	\$ 55,294

SAMPLE PREMIUMS &  
TARGETS

# Low Premiums + High Targets + Cash Values= Symetra!

Symetra's Sweet Spot- Classic UL (individual GUL)

Typically, Symetra will have the ***lowest guaranteed premiums, highest targets & excellent 10<sup>th</sup> year cash values***, when the case fits this fact pattern;

- ***Ages 55 to late 70s***
- Guaranteed DB to 105, 100 (lifetime for standard cases)
- Level pays through 10 pay, plus some 1035 exchange cases

Key points & features:

- John Valickus is Symetra's new Chief Underwriter.
- \$3 million retention, \$25 million auto bind & \$65 million jumbo.
- Experienced underwriting team, with comfort issuing larger, older cases.
- 30 day grace period (before & after anniversary) for no-lapse rider.
- 1<sup>st</sup> year commissions paid during the first 364 days of the 1st contract year, up to target.
- "GoodLife Rewards" underwriting program, worth up to 3 tables for healthy lifestyle choices, which can improve an offer up to preferred. UL only.
- Accelerated death benefit, triggered with 2 ADLs or a cognitive impairment, up to \$250,000 lump sum (indemnity, all non-rated cases to age 85).
- Charitable giving rider, equal to 1% of base death benefit at no cost to the policyholder.
- Loan rescue into Symetra's guaranteed UL contract.
- External term conversion program.
- External permanent exchange underwriting program.
- Symetra is formerly ***Safeco Life, 20% owned by Berkshire Hathaway.***
- 1<sup>st</sup> year premium limitations (combination of 1035x, dump-in & on-going);
  - o 69 & younger- \$1 million
  - o 70 & older- 7 times the target (call for assistance, if trouble running).



# At-A-Glance



## Symetra Financial Corporation

### Facts

#### CEO

Tom Marra

#### CFO

Margaret Meister

#### Ticker Symbol

NYSE: SYA

#### Employees

1,250

#### Customers

1.7 million

#### Headquarters

Bellevue, Wash.

#### Distribution

Benefit Consultants  
Financial Institutions  
Agents and Advisors

#### Founding Shareholders

Berkshire Hathaway Inc.  
White Mountains Insurance  
Group, Ltd.

### Financial Stability

**\$29.5** billion in assets as of Dec. 31, 2012<sup>2</sup>

**\$205.4** million in 2012 net income<sup>1</sup>

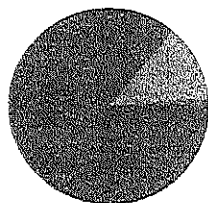
**\$2.1** billion in 2012 total revenues<sup>1</sup>

### Disciplined Balance Sheet Focus

Our balance sheet reflects our rigorous risk management and strict asset-liability standards. 94.6% of our fixed-income portfolio is in high-quality assets, such as investment-grade bonds.

#### Portfolio Composition

As of Dec. 31, 2012



\$27.6 billion

- 85.4% Fixed Maturities
- 11.2% Commercial Mortgage Loans
- 2.2% Equities and REITs<sup>3</sup>
- 1.2% Other<sup>4</sup>

## Symetra Life Insurance Company<sup>5</sup>

### Recognized Industry Performance

Top-40 U.S. life insurance company based on admitted assets.<sup>6</sup>

A "Ward's 50" top-performing insurance company for 2012, based on financial performance.<sup>7</sup>

Market leader in medical stop-loss insurance, according to Standard & Poor's (S&P).<sup>8</sup>

### Sound Financial Strength Ratings

Financial strength ratings are impartial, third-party opinions that assess the ability of the company to meet its obligations to policyholders.

Financial strength ratings<sup>9</sup> for Symetra Life Insurance Company:

A.M. Best	A	"Excellent"	(3 <sup>rd</sup> highest of 16)
Standard & Poor's	A	"Strong"	(6 <sup>th</sup> highest of 21)
Moody's	A+	"Good"	(7 <sup>th</sup> highest of 21)
Fitch	A+	"Strong"	(5 <sup>th</sup> highest of 21)

### Products and Services

#### Annuities

Solutions that provide guaranteed lifetime income and tax-deferred growth.

#### Employee Benefits

Solutions to help employers attract and retain a quality workforce.

#### Life Insurance

Financial products to help families recover from personal loss and build legacies.

1957	1976	1987	1999	2004	2010
Established life insurance business.	Pioneered medical stop loss.	Began selling annuities through banks.	Passed the \$30 billion mark of life insurance in force.	Became an independent company—Symetra Financial Corporation.	Began trading on the NYSE under the ticker symbol SYA.

Not a bank or credit union deposit or obligation	Not insured by any federal government agency
Not FDIC or NCUA/NCUSIF insured	Not guaranteed by any bank or credit union
	May lose value

# Symetra Classic

## Universal Life Insurance



With Lapse Protection Benefit

How's this for a  
sweet spot?

Symetra Classic offers  
the best of both worlds:

Low Premiums

&

High Targets

### Limited guarantee to age 100

#### Male

	Super Preferred Non-Nicotine	Preferred Non-Nicotine	Standard Plus Non-Nicotine	Standard Non-Nicotine
Age	Annual Premium			
55	1 of 16	1 of 16	1 of 16	1 of 16
65	1 of 16	2 of 16	1 of 16	1 of 16
75	1 of 16	1 of 16	1 of 16	3 of 16

#### Female

	Super Preferred Non-Nicotine	Preferred Non-Nicotine	Standard Plus Non-Nicotine	Standard Non-Nicotine
Age	Annual Premium			
55	1 of 16	1 of 16	1 of 16	1 of 16
65	1 of 16	1 of 16	1 of 16	1 of 16
75	1 of 16	1 of 16	1 of 16	1 of 16

Rankings are based on full-pay annual premium solves to guarantee a \$1,000,000 level death benefit to age 100. Premiums are ranked low to high. Data current as of 9/18/2013.

#### Benchmark Competitors (Company Name and Product Name)

American General Life Insurance Co. - Secure Lifetime GUL  
 Aviva Life and Annuity Co. - Advantage Builder Series IV  
 Genworth Life Insurance Co. - GenGuard UL  
 John Hancock Life Insurance Co. - UL-G 13  
 Lincoln National Life Insurance Co. - LifeGuarantee UL (2013)  
 Minnesota Life Insurance Co. - Eclipse Protector IUL  
 Nationwide Life and Annuity Insurance Co. - YourLife No Lapse Guarantee UL  
 North American Company for Life and Health - Custom Guarantee Gen 7  
 Pacific Life Insurance Co. - VersaFlex NLG 2013  
 Principal Life Insurance Co. - Universal Life Protector IV (2013)  
 Protective Life Insurance Co. - Advantage Choice  
 Protective Life Insurance Co. - Custom Choice  
 Prudential Financial - PruLife Universal Protector (2013)  
 Transamerica Life Insurance Co. - TransAce 2013  
 United of Omaha Life Insurance Co. - GUL v1.00

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# Symetra Classic

## Universal Life Insurance



With Lapse Protection Benefit

How's this for a  
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High Targets

### Limited guarantee to age 105

#### Male

	Super Preferred Non-Nicotine	Preferred Non-Nicotine	Standard Plus Non-Nicotine	Standard Non-Nicotine
Age	Annual Premium			
55	1 of 16	4 of 16	2 of 16	2 of 16
65	1 of 16	2 of 16	1 of 16	1 of 16
75	1 of 16	1 of 16	1 of 16	3 of 16

#### Female

	Super Preferred Non-Nicotine	Preferred Non-Nicotine	Standard Plus Non-Nicotine	Standard Non-Nicotine
Age	Annual Premium			
55	1 of 16	1 of 16	1 of 16	2 of 16
65	1 of 16	1 of 16	1 of 16	2 of 16
75	1 of 16	1 of 16	1 of 16	1 of 16

Rankings are based on full-pay annual premium solves to guarantee a \$1,000,000 level death benefit to age 105. Premiums are ranked low to high. Data current as of 9/18/2013.

#### Benchmark Competitors (Company Name and Product Name)

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