# Symetra Financial Corporation (SYA) Financial Supplement 

All financial information in this document is unaudited

# Symetra Financial Corporation <br> Financial Supplement <br> Table of Contents <br> June 30, 2013 

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## Symetra Financial Corporation 2Q 2013 Financial Supplement Financial Highlights

(In millions, except per share or percentage data)

|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | Mar. 31, 2013 |  | $\begin{gathered} \hline \text { Dec. 31, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  |
| Net income | \$ | 45.0 | \$ | 66.0 | \$ | 31.0 | \$ | 55.2 | \$ | 43.8 | \$ | 111.0 | \$ | 119.2 |
| Net income per common share ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.34 | \$ | 0.48 | \$ | 0.22 | \$ | 0.40 | \$ | 0.32 | \$ | 0.82 | \$ | 0.86 |
| Diluted | \$ | 0.34 | \$ | 0.48 | \$ | 0.22 | \$ | 0.40 | \$ | 0.32 | \$ | 0.82 | \$ | 0.86 |
| Weighted-average number of common shares outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | . 050 |  | . 093 |  | 138.114 |  | . 091 |  | 138.090 |  | 135.558 |  | 37.933 |
| Diluted |  | 3.056 |  | . 098 |  | 138.122 |  | . 094 |  | 138.094 |  | 135.564 |  | 37.936 |
| Non-GAAP Financial Measures ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted operating income | \$ | 51.4 | \$ | 50.4 | \$ | 32.9 | \$ | 45.9 | \$ | 47.2 | \$ | 101.8 | \$ | 106.5 |
| Adjusted operating income per common share: ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.39 | \$ | 0.37 | \$ | 0.24 | \$ | 0.33 | \$ | 0.34 | \$ | 0.75 | \$ | 0.77 |
| Diluted | \$ | 0.39 | \$ | 0.37 | \$ | 0.24 | \$ | 0.33 | \$ | 0.34 | \$ | 0.75 | \$ | 0.77 |


| Consolidated Balance Sheet Data | As of |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun. 30, 2013 | Mar. 31, 2013 |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | Sep. 30, 2012 |  | Jun. 30, 2012 |  |
| Total investments | \$ 26,915.0 | \$ | 27,437.5 | \$ | 27,556.4 | \$ | 27,492.3 | \$ | 27,037.6 |
| Total assets | 29,040.4 |  | 29,587.8 |  | 29,460.9 |  | 29,497.7 |  | 28,997.9 |
| Notes payable | 449.4 |  | 449.4 |  | 449.4 |  | 449.3 |  | 449.3 |
| Accumulated other comprehensive income (net of taxes) (AOCI) | 782.6 |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |  | 1,188.0 |
| Total stockholders' equity | 3,040.1 |  | 3,604.2 |  | 3,630.1 |  | 3,641.2 |  | 3,378.4 |
| U.S. Statutory Financial Information: |  |  |  |  |  |  |  |  |  |
| Statutory capital and surplus | \$ 1,921.3 | \$ | 1,952.6 | \$ | 1,912.6 | \$ | 1,906.5 | \$ | 1,868.3 |
| Asset valuation reserve (AVR) | 275.7 |  | 269.9 |  | 261.3 |  | 252.2 |  | 239.8 |
| Statutory book value | \$ 2,197.0 | \$ | 2,222.5 | \$ | 2,173.9 | \$ | 2,158.7 | \$ | 2,108.1 |
| Common shares outstanding, end of period | 117.792 |  | 119.099 |  | 119.088 |  | 119.120 |  | 119.131 |
| Book value per common share | \$ 25.81 | \$ | 26.10 | \$ | 26.29 | \$ | 26.37 | \$ | 24.46 |
| Debt to capital ratio | 12.9\% |  | 11.1\% |  | 11.0\% |  | 11.0\% |  | 11.7\% |
| Non-GAAP Financial Measures ${ }^{2}$ |  |  |  |  |  |  |  |  |  |
| Adjusted book value (stockholders' equity excluding AOCI) | \$ 2,257.5 | \$ | 2,311.1 | \$ | 2,258.9 | \$ | 2,236.9 | \$ | 2,190.4 |
| Adjusted book value per common share : |  |  |  |  |  |  |  |  |  |
| Adjusted book value per common share ${ }^{3}$ | \$ 19.17 | \$ | 19.40 | \$ | 18.97 | \$ | 18.78 | \$ | 18.39 |
| Adjusted book value per common share, as converted ${ }^{4}$ | \$ 19.17 | \$ | 18.32 | \$ | 17.94 | \$ | 17.78 | \$ | 17.44 |
| Statutory book value per common share ${ }^{5}$ | \$ 18.65 | \$ | 18.66 | \$ | 18.25 | \$ | 18.12 | \$ | 17.70 |
| Debt to capital ratio, excluding $\mathrm{AOCI}^{6}$ | 16.6\% |  | 16.3\% |  | 16.6\% |  | 16.7\% |  | 17.0\% |
| For the Twelve Months Ended |  |  |  |  |  |  |  |  |  |
|  | Jun. 30, 2013 |  | Mar. 31, 2013 |  | $\begin{aligned} & \text { ec. 31, } \\ & 2012 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Jun. 30, } \\ & 2012 \\ & \hline \end{aligned}$ |
| ROE | 5.7\% |  | 5.6\% |  | 6.1\% |  | 7.6\% |  | 6.6\% |
| Non-GAAP Financial Measure ${ }^{2}$ Operating ROAE ${ }^{7}$ |  |  |  |  |  |  |  |  |  |
|  | 8.0\% |  | 7.9\% |  | 8.5\% |  | 9.5\% |  | 9.8\% |

[^0]

| Symetra Financial Corporation 2Q 2013 Financial Supplement Consolidated Balance Sheet Data (In millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | Mar. 31, 2013 |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  |
| Assets $\quad \square>$ |  |  |  |  |  |  |  |  |  |  |
| Investments: |  |  |  |  |  |  |  |  |  |  |
| Available-for-sale securities: |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities, at fair value | \$ | 22,697.0 | \$ | 23,369.6 | \$ | 23,519.0 | \$ | 23,620.9 | \$ | 23,300.8 |
| Marketable equity securities, at fair value |  | 53.7 |  | 50.6 |  | 49.6 |  | 48.4 |  | 49.8 |
| Trading securities: |  |  |  |  |  |  |  |  |  |  |
| Marketable equity securities, at fair value |  | 512.0 |  | 501.5 |  | 552.7 |  | 535.8 |  | 501.8 |
| Mortgage loans, net |  | 3,303.1 |  | 3,170.7 |  | 3,094.4 |  | 2,939.8 |  | 2,827.8 |
| Policy loans |  | 64.4 |  | 64.7 |  | 65.8 |  | 67.0 |  | 67.8 |
| Investments in limited partnerships |  | 236.8 |  | 235.3 |  | 239.3 |  | 242.2 |  | 247.7 |
| Other invested assets |  | 48.0 |  | 45.1 |  | 35.6 |  | 38.2 |  | 41.9 |
| Total investments |  | 26,915.0 |  | 27,437.5 |  | 27,556.4 |  | 27,492.3 |  | 27,037.6 |
| Cash and cash equivalents |  | 171.6 |  | 301.2 |  | 130.8 |  | 238.4 |  | 172.6 |
| Accrued investment income |  | 287.6 |  | 281.9 |  | 276.2 |  | 273.5 |  | 272.7 |
| Reinsurance recoverables |  | 300.1 |  | 304.5 |  | 302.1 |  | 297.5 |  | 293.4 |
| Deferred policy acquisition costs |  | 249.6 |  | 172.1 |  | 155.8 |  | 146.1 |  | 173.2 |
| Receivables and other assets |  | 243.7 |  | 211.7 |  | 231.9 |  | 230.1 |  | 249.0 |
| Separate account assets |  | 872.8 |  | 878.9 |  | 807.7 |  | 819.8 |  | 799.4 |
| Total assets | \$ | 29,040.4 | \$ | 29,587.8 | \$ | 29,460.9 | \$ | 29,497.7 | \$ | 28,997.9 |
|  |  |  |  |  |  |  |  |  |  |  |
| Liabilities and stockholders' equity |  |  |  |  |  |  |  |  |  |  |
| Funds held under deposit contracts | \$ | 23,485.7 | \$ | 23,228.8 | \$ | 23,068.5 | \$ | 22,963.0 | \$ | 22,941.0 |
| Future policy benefits |  | 390.9 |  | 390.9 |  | 390.6 |  | 390.5 |  | 391.5 |
| Policy and contract claims |  | 163.9 |  | 148.2 |  | 162.2 |  | 159.7 |  | 160.1 |
| Other policyholders' funds |  | 129.4 |  | 122.1 |  | 113.9 |  | 112.1 |  | 113.8 |
| Notes payable |  | 449.4 |  | 449.4 |  | 449.4 |  | 449.3 |  | 449.3 |
| Deferred income tax liabilities, net |  | 304.1 |  | 588.6 |  | 628.9 |  | 637.8 |  | 508.7 |
| Other liabilities |  | 204.1 |  | 176.7 |  | 209.6 |  | 324.3 |  | 255.7 |
| Separate account liabilities |  | 872.8 |  | 878.9 |  | 807.7 |  | 819.8 |  | 799.4 |
| Total liabilities |  | 26,000.3 |  | 25,983.6 |  | 25,830.8 |  | 25,856.5 |  | 25,619.5 |
| Preferred stock |  | - |  | - |  | - |  | - |  | - |
| Common stock |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.2 |
| Additional paid-in-capital |  | 1,462.4 |  | 1,460.7 |  | 1,459.3 |  | 1,458.5 |  | 1,457.6 |
| Treasury stock |  | (93.4) |  | (4.2) |  | - |  | - |  | - |
| Retained earnings |  | 887.3 |  | 853.4 |  | 798.4 |  | 777.2 |  | 731.6 |
| Accumulated other comprehensive income, net of taxes |  | 782.6 |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |  | 1,188.0 |
| Total stockholders' equity |  | 3,040.1 |  | 3,604.2 |  | 3,630.1 |  | 3,641.2 |  | 3,378.4 |
| Total liabilities and stockholders' equity | \$ | $\underline{\text { 29,040.4 }}$ | \$ | 29,587.8 | \$ | 29,460.9 | \$ | $\underline{29,497.7}$ | \$ | 28,997.9 |


|  | Symetra Financial Corporation 2Q 2013 Financial Supplement Segment Income Statement Data (In millions) <br> For the Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
|  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| Operating revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits Division | \$ | 157.2 | \$ | 156.6 | \$ | 153.7 | \$ | 152.3 | \$ | 146.7 | \$ | 313.8 | \$ | 295.6 |
| Retirement Division: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deferred Annuities |  | 140.1 |  | 151.5 |  | 146.4 |  | 141.8 |  | 139.1 |  | 291.6 |  | 279.8 |
| Income Annuities |  | 99.1 |  | 103.6 |  | 102.3 |  | 102.6 |  | 106.5 |  | 202.7 |  | 211.8 |
| Individual Life Division |  | 112.4 |  | 111.3 |  | 110.8 |  | 113.0 |  | 113.3 |  | 223.7 |  | 226.4 |
| Other |  | 14.3 |  | 10.1 |  | 10.5 |  | 4.9 |  | 8.0 |  | 24.4 |  | 18.3 |
| Operating revenues |  | 523.1 |  | 533.1 |  | 523.7 |  | 514.6 |  | 513.6 |  | 1,056.2 |  | 1,031.9 |
| Add: Net realized investment gains (losses) - excluding FIA |  | (9.9) |  | 24.0 |  | (2.9) |  | 14.4 |  | (5.2) |  | 14.1 |  | 19.5 |
| Revenues | \$ | 513.2 | \$ | 557.1 | \$ | 520.8 | \$ | 529.0 | \$ | 508.4 | \$ | 1,070.3 | \$ | 1,051.4 |
| Segment pre-tax adjusted operating income (loss): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits Divison | \$ | 16.3 | \$ | 13.5 | \$ | 12.4 | \$ | 16.7 | \$ | 16.3 | \$ | 29.8 | \$ | 41.4 |
| Retirement Division: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deferred Annuities |  | 25.4 |  | 30.7 |  | 29.1 |  | 24.0 |  | 23.8 |  | 56.1 |  | 49.6 |
| Income Annuities |  | 10.0 |  | 8.8 |  | 5.1 |  | 8.6 |  | 16.8 |  | 18.8 |  | 31.3 |
| Individual Life Division |  | 14.5 |  | 11.2 |  | 5.5 |  | 13.8 |  | 13.2 |  | 25.7 |  | 27.7 |
| Other |  | (1.3) |  | (4.8) |  | (5.3) |  | (10.0) |  | (7.5) |  | (6.1) |  | (10.8) |
| Pre-tax adjusted operating income ${ }^{1}$ |  | 64.9 |  | 59.4 |  | 46.8 |  | 53.1 |  | 62.6 |  | 124.3 |  | 139.2 |
| Add: Net realized investment gains (losses) - excluding FIA |  | (9.9) |  | 24.0 |  | (2.9) |  | 14.4 |  | (5.2) |  | 14.1 |  | 19.5 |
| Income from operations before income taxes | \$ | 55.0 | \$ | 83.4 | \$ | 43.9 | \$ | 67.5 | \$ | 57.4 | \$ | 138.4 | \$ | 158.7 |

[^1]|  | Symetra Financial Corporation 2Q 2013 Financial Supplement Benefits Division (In millions) |  |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  |
| Operating revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | \$ 148.6 | \$ | 148.0 | \$ | 145.5 | \$ | 144.9 | \$ | 137.9 | \$ | 296.6 | \$ | 278.4 |
| Net investment income |  | 5.2 |  | 5.1 |  | 5.5 |  | 5.5 |  | 5.3 |  | 10.3 |  | 10.7 |
| Policy fees, contract charges and other |  | 3.4 |  | 3.5 |  | 2.7 |  | 1.9 |  | 3.5 |  | 6.9 |  | 6.5 |
| Total operating revenues |  | 157.2 |  | 156.6 |  | 153.7 |  | 152.3 |  | 146.7 |  | 313.8 |  | 295.6 |
| Benefits and expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Policyholder benefits and claims |  | 98.5 |  | 101.4 |  | 98.5 |  | 94.9 |  | 90.3 |  | 199.9 |  | 176.9 |
| Other underwriting and operating expenses |  | 42.4 |  | 41.7 |  | 42.8 |  | 40.7 |  | 40.1 |  | 84.1 |  | 77.3 |
| Total benefits and expenses |  | 140.9 |  | 143.1 |  | 141.3 |  | 135.6 |  | 130.4 |  | 284.0 |  | 254.2 |
| Segment pre-tax adjusted operating income |  | \$ 16.3 | \$ | 13.5 | \$ | 12.4 | \$ | 16.7 | \$ | 16.3 | \$ | 29.8 | \$ | 41.4 |
| Operating Metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loss ratio ${ }^{1}$ |  | 66.2\% |  | 68.5\% |  | 67.7\% |  | 65.5\% |  | 65.5\% |  | 67.4\% |  | 63.5\% |
| Expense ratio ${ }^{2}$ |  | 28.5\% |  | 28.1\% |  | 28.3\% |  | 27.9\% |  | 29.1\% |  | 28.3\% |  | 27.8\% |
| Combined ratio ${ }^{3}$ |  | 94.7\% |  | 96.6\% |  | 96.0\% |  | 93.4\% |  | 94.6\% |  | 95.7\% |  | 91.3\% |
| Medical stop-loss - loss ratio ${ }^{4}$ |  | 66.0\% |  | 69.2\% |  | 66.2\% |  | 66.4\% |  | 65.8\% |  | 67.6\% |  | 63.8\% |
| Total sales ${ }^{5}$ |  | \$ 21.3 | \$ | 66.5 | \$ | 25.7 | \$ | 31.3 | \$ | 35.6 | \$ | 87.8 | \$ | 102.3 |
| Premiums: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Medical stop-loss |  | \$ 129.2 | \$ | 129.0 | \$ | 128.3 | \$ | 128.1 | \$ | 122.3 | \$ | 258.2 | \$ | 248.0 |
| Limited benefit medical |  | 13.0 |  | 13.0 |  | 13.4 |  | 13.6 |  | 12.1 |  | 26.0 |  | 24.0 |
| Group life \& disability |  | 6.4 |  | 6.0 |  | 3.8 |  | 3.2 |  | 3.5 |  | 12.4 |  | 6.4 |
| Total premiums earned |  | \$ 148.6 | \$ | 148.0 | \$ | 145.5 | \$ | 144.9 | \$ | 137.9 | \$ | 296.6 | \$ | 278.4 |

5 Year Historical Loss Ratio ${ }^{1}$ :
2012
2011
2010
2009
2008

| For the Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1Q | 2Q | 3Q |  | 4Q |
|  | $61.6 \%$ | $65.5 \%$ | $65.5 \%$ |  |
| $67.6 \%$ | $62.4 \%$ | $63.6 \%$ |  | $67.7 \%$ |
| $68.9 \%$ | $63.8 \%$ | $66.5 \%$ |  | $60.5 \%$ |
| $70.1 \%$ | $66.1 \%$ | $67.3 \%$ |  | $69.9 \%$ |
| $71.0 \%$ | $66.3 \%$ | $59.4 \%$ | $66.6 \%$ |  |

For the Year
$\qquad$ Ended
65.1\%
63.1\%
64.9\%
68.3\%
65.8\%
${ }^{1}$ Loss ratio represents policyholder benefits and claims incurred divided by premiums earned.
${ }^{2}$ Expense ratio is equal to other underwriting and operating expenses of our insurance operations divided by premiums earned.
${ }^{3}$ Combined ratio is equal to the sum of the loss ratio and the expense ratio.
${ }^{4}$ Medical stop-loss loss ratio represents medical stop-loss policyholder benefits and claims incurred divided by medical stop-loss premiums earned.
${ }^{5}$ Total sales represents annualized first-year premiums net of first year policy lapses.

## Symetra Financial Corporation <br> 2Q 2013 Financial Supplement <br> Retirement Division - Deferred Annuities <br> (In millions)

Operating revenues
Net investment income
Policy fees, contract charges and other
Net realized gains (losses) - FIA
Total operating revenues

Benefits and expenses:
Policyholder benefits and claims
Interest credited
Other underwriting and operating expenses
Amortization of deferred policy acquisition costs
Total benefits and expenses
Segment pre-tax adjusted operating income

## Operating Metrics:

Fixed account values, excluding FIA - General account
Fixed account values, FIA - General accoun
Variable account values - Separate account
Interest spread ${ }^{1}$
Base earned yield ${ }^{2}$
Base credited rate ${ }^{2}$
Base interest spread ${ }^{2}$
Total sales ${ }^{3}$

| Jun. 30, 2013 | Mar. 31, 2013 |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | Sep. 30, 2012 |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2012 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 136.2 | \$ | 143.2 | \$ | 142.0 | \$ | 135.6 | \$ | 135.2 |
| 5.3 |  | 5.8 |  | 5.4 |  | 5.1 |  | 5.1 |
| (1.4) |  | 2.5 |  | (1.0) |  | 1.1 |  | (1.2) |
| 140.1 |  | 151.5 |  | 146.4 |  | 141.8 |  | 139.1 |
| 0.2 |  | - |  | - |  | - |  | 0.1 |
| 80.8 |  | 82.9 |  | 82.5 |  | 85.2 |  | 80.8 |
| 19.6 |  | 21.7 |  | 20.6 |  | 19.5 |  | 21.2 |
| 14.1 |  | 16.2 |  | 14.2 |  | 13.1 |  | 13.2 |
| 114.7 |  | 120.8 |  | 117.3 |  | 117.8 |  | 115.3 |
| \$ 25.4 | \$ | 30.7 | \$ | 29.1 | \$ | 24.0 | \$ | 23.8 |
| \$ 10,631.1 | \$ | 10,681.4 | \$ | 10,688.5 | \$ | 10,722.9 | \$ | 10,748.3 |
| 852.0 |  | 539.1 |  | 374.9 |  | 264.3 |  | 215.4 |
| 758.8 |  | 766.6 |  | 723.3 |  | 734.3 |  | 715.9 |
| 1.97\% |  | 2.23\% |  | 2.10\% |  | 1.83\% |  | 1.88\% |
| 4.67\% |  | 4.70\% |  | 4.81\% |  | 4.82\% |  | 4.87\% |
| 2.87\% |  | 2.87\% |  | 3.03\% |  | 3.04\% |  | 3.03\% |
| 1.80\% |  | 1.83\% |  | 1.78\% |  | 1.78\% |  | 1.84\% |
| \$ 441.5 | \$ | 322.0 | \$ | 300.8 | \$ | 166.5 | \$ | 325.5 |


| Jun. 30, 2013 |  | Jun. 30, 2012 |  |
| :---: | :---: | :---: | :---: |
| \$ | 279.4 | \$ | 269.6 |
|  | 11.1 |  | 10.2 |
|  | 1.1 |  | - |
|  | 291.6 |  | 279.8 |
|  | 0.2 |  | - |
|  | 163.7 |  | 163.0 |
|  | 41.3 |  | 40.2 |
|  | 30.3 |  | 27.0 |
|  | 235.5 |  | 230.2 |
| \$ | 56.1 | \$ | 49.6 |
| \$ | 10,631.1 | \$ | 10,748.3 |
|  | 852.0 |  | 215.4 |
|  | 758.8 |  | 715.9 |
|  | 2.10\% |  | 1.91\% |
|  | 4.68\% |  | 4.90\% |
|  | 2.87\% |  | 3.03\% |
|  | 1.81\% |  | 1.87\% |
| \$ | 763.5 | \$ | 679.3 |


 therefore quarters with more/less days of interest reduces/increases interest spread and base interest spread.

 prepayment speed adjustment. Interest is credited on a daily basis and therefore quarters with more/less days of interest reduces/increases interest spread and base interest spread.
${ }^{3}$ Total sales represent deposits for new policies net of first year policy lapses and/or surrenders.

Fixed Account Values - General Account by Contract Minimum Interest Guarantees as of June 30, 2013:

|  | Contract Minimum Interest Guarantee ${ }^{2}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | < $=3.5 \%$ |  |  |  |  |
|  | > $3.5 \%{ }^{1}$ | > 1.5\% |  | <= 1.5\% |  |
| Fixed account values - General account (including FIA) | \$ 1,114.8 | \$ | 994.2 | \$ | 9,321.3 |

[^2]
# Symetra Financial Corporation <br> 2Q 2013 Financial Supplement <br> Retirement Division - Income Annuities <br> (In millions) 

Operating revenues:
Net investment income
Policy fees, contract charges and other
Total operating revenues

Benefits and expenses:
Interest credited
Other underwriting and operating expenses
Amortization of deferred policy acquisition costs
Total benefits and expenses
Segment pre-tax adjusted operating income

## Operating Metrics:

Reserves ${ }^{1}$
Interest spread ${ }^{2}$
Base earned yield ${ }^{3}$
Base credited rate ${ }^{3}$
Base interest spread ${ }^{3}$
MBS prepayment speed adjustment ${ }^{4}$
Mortality gains (losses) ${ }^{5}$
Total sales ${ }^{6}$

| For the Three Months Ended |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jun. 30, 2013 | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \end{gathered}$ |  | Sep. 30, 2012 |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | Jun. 30, 2013 |  | Jun. 30, 2012 |  |
| \$ 98.9 | \$ | 101.7 | \$ | 100.4 | \$ | 100.9 | \$ | 104.5 | \$ | 200.6 | \$ | 208.6 |
| 0.2 |  | 1.9 |  | 1.9 |  | 1.7 |  | 2.0 |  | 2.1 |  | 3.2 |
| 99.1 |  | 103.6 |  | 102.3 |  | 102.6 |  | 106.5 |  | 202.7 |  | 211.8 |
| 82.7 |  | 88.5 |  | 90.9 |  | 87.7 |  | 82.9 |  | 171.2 |  | 167.4 |
| 5.4 |  | 5.4 |  | 5.6 |  | 5.4 |  | 5.9 |  | 10.8 |  | 11.6 |
| 1.0 |  | 0.9 |  | 0.7 |  | 0.9 |  | 0.9 |  | 1.9 |  | 1.5 |
| 89.1 |  | 94.8 |  | 97.2 |  | 94.0 |  | 89.7 |  | 183.9 |  | 180.5 |
| \$ 10.0 | \$ | 8.8 | \$ | 5.1 | \$ | 8.6 | \$ | 16.8 | \$ | 18.8 | \$ | 31.3 |
| \$ 6,512.7 | \$ | 6,546.6 | \$ | 6,566.5 | \$ | 6,576.7 | \$ | 6,613.6 | \$ | 6,512.7 | \$ | 6,613.6 |
| 0.60\% |  | 0.66\% |  | 0.47\% |  | 0.56\% |  | 0.70\% |  | 0.63\% |  | 0.64\% |
| 6.06\% |  | 6.01\% |  | 6.05\% |  | 6.04\% |  | 6.16\% |  | 6.04\% |  | 6.12\% |
| 5.49\% |  | 5.55\% |  | 5.60\% |  | 5.52\% |  | 5.57\% |  | 5.52\% |  | 5.58\% |
| 0.57\% |  | 0.46\% |  | 0.45\% |  | 0.52\% |  | 0.59\% |  | 0.52\% |  | 0.54\% |
| \$ 0.1 | \$ | - | \$ | 0.2 | \$ | 0.2 | \$ | 0.1 | \$ | 0.1 | \$ | 0.2 |
| 4.5 |  | 1.0 |  | (0.9) |  | 2.0 |  | 6.4 |  | 5.5 |  | 11.8 |
| 45.5 |  | 40.7 |  | 57.6 |  | 49.5 |  | 95.3 |  | 86.2 |  | 151.1 |

## 5 Year Historical Mortality Gains (Losses): ${ }^{5}$

2012
2011
2010
2009
2008

| For the Three Months Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q |  | 2Q |  | 3Q |  | 4Q |  |
| \$ | 5.4 | \$ | 6.4 | \$ | 2.0 | \$ | (0.9) |
|  | 0.7 |  | 4.9 |  | (1.4) |  | (3.9) |
|  | (0.1) |  | (1.8) |  | (0.1) |  | (0.6) |
|  | 4.3 |  | (0.5) |  | - |  | 1.3 |
|  | 2.0 |  | 0.8 |  | 0.7 |  | (1.4) |


| Ended |  |
| :---: | :---: |
| $\$$ | 12.9 |
|  | 0.3 |
|  | $(2.6)$ |
|  | 5.1 |
|  | 2.1 |

For the Year Ended

2011 2010 2008

[^3]| Symetra Financial Corporation 2Q 2013 Financial Supplement Individual Life Division (In millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
|  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} \hline \text { Sep. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  |
| Operating revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premiums | \$ | 8.8 | \$ | 9.0 | \$ |  | 8.3 | \$ | 9.2 | \$ | 8.9 | \$ | 17.8 | \$ | 18.7 |
| Net investment income |  | 69.7 |  | 69.2 |  |  | 69.9 |  | 71.1 |  | 71.8 |  | 138.9 |  | 143.4 |
| Policy fees, contract charges and other |  | 33.9 |  | 33.1 |  |  | 32.6 |  | 32.7 |  | 32.6 |  | 67.0 |  | 64.3 |
| Total operating revenues |  | 112.4 |  | 111.3 |  |  | 110.8 |  | 113.0 |  | 113.3 |  | 223.7 |  | 226.4 |
| Benefits and expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Policyholder benefits and claims |  | 16.5 |  | 18.1 |  |  | 19.7 |  | 16.2 |  | 14.1 |  | 34.6 |  | 32.8 |
| Interest credited |  | 62.8 |  | 64.2 |  |  | 64.8 |  | 62.9 |  | 67.3 |  | 127.0 |  | 130.5 |
| Other underwriting and operating expenses |  | 16.5 |  | 16.0 |  |  | 18.8 |  | 16.2 |  | 17.4 |  | 32.5 |  | 32.7 |
| Amortization of deferred policy acquisition costs |  | 2.1 |  | 1.8 |  |  | 2.0 |  | 3.9 |  | 1.3 |  | 3.9 |  | 2.7 |
| Total benefits and expenses |  | 97.9 |  | 100.1 |  |  | 105.3 |  | 99.2 |  | 100.1 |  | 198.0 |  | 198.7 |
| Segment pre-tax adjusted operating income | \$ | 14.5 | \$ | 11.2 | \$ |  | 5.5 | \$ | 13.8 | \$ | 13.2 | \$ | 25.7 | \$ | 27.7 |
| Operating Metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individual insurance: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Insurance in force ${ }^{1}$ |  | 35,215.5 | \$ | 35,455.3 | \$ |  | 35,777.4 | \$ | 36,050.0 | \$ | 36,382.7 | \$ | 35,215.5 | \$ | 36,382.7 |
| Claims ${ }^{2}$ |  | 13.7 |  | 15.7 |  |  | 16.3 |  | 13.9 |  | 15.1 |  | 29.4 |  | 30.8 |
| Annualized mortality rate ${ }^{3}$ |  | 0.16\% |  | 0.18\% |  |  | 0.18\% |  | 0.15\% |  | 0.17\% |  | 0.17\% |  | 0.17\% |
| UL account value ${ }^{4}$ | \$ | 714.5 | \$ | 716.2 | \$ |  | 716.0 | \$ | 717.3 | \$ | 714.6 | \$ | 714.5 | \$ | 714.6 |
| UL interest spread ${ }^{5}$ |  | 1.93\% |  | 1.97\% |  |  | 1.58\% |  | 1.44\% |  | 1.70\% |  | 1.95\% |  | 1.70\% |
| UL base interest spread ${ }^{6}$ |  | 1.43\% |  | 1.49\% |  |  | 1.51\% |  | 1.58\% |  | 1.66\% |  | 1.46\% |  | 1.68\% |
| Sales ${ }^{7}$ | \$ | 3.0 | \$ | 2.3 | \$ |  | 1.3 | \$ | 1.6 | \$ | 3.2 | \$ | 5.3 | \$ | 6.2 |
| Institutional Markets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Insurance in force ${ }^{1}$ |  | 12,715.4 | \$ | 12,685.0 | \$ |  | 12,602.9 | \$ | 12,635.0 | \$ | 12,662.4 | \$ | 12,715.4 | \$ | 12,662.4 |
| BOLI account value ${ }^{4}$ |  | 4,732.8 |  | 4,696.4 |  |  | 4,659.8 |  | 4,621.9 |  | 4,587.3 |  | 4,732.8 |  | 4,587.3 |
| BOLIROA ${ }^{8}$ |  | 0.90\% |  | 0.84\% |  |  | 0.71\% |  | 1.07\% |  | 1.00\% |  | 0.87\% |  | 1.00\% |
| BOLI base ROA ${ }^{9}$ |  | 0.85\% |  | 0.83\% |  |  | 0.66\% |  | 1.02\% |  | 0.91\% |  | 0.84\% |  | 0.92\% |
| BOLI sales ${ }^{10}$ | \$ | - | \$ | - | \$ |  | - | \$ | - | \$ | - | \$ |  | \$ | 2.0 |
| COLI single premium sales ${ }^{10}$ |  | 0.3 |  | 2.4 |  |  | - |  | - |  | - |  | 2.7 |  | - |
| COLI recurring premium sales ${ }^{11}$ |  | 3.0 |  | - |  |  | - |  | - |  | - |  | 3.0 |  |  |

## 5 Year Historical Individual Claims:

| For the Three Months Ended |  |  |  | For the Year Ended |
| :---: | :---: | :---: | :---: | :---: |
| 1Q | 2Q | 3Q | 4Q |  |
| 15.7 | 15.1 | 13.9 | 16.3 | 61.0 |
| 15.7 | 12.1 | 13.0 | 13.5 | 54.3 |
| 13.9 | 13.5 | 12.0 | 11.3 | 50.7 |
| 14.7 | 13.4 | 12.8 | 12.6 | 53.5 |
| 14.3 | 13.6 | 13.7 | 12.1 | 53.7 |

${ }^{1}$ Insurance in force represents dollar face amounts of policies without adjustment for reinsurance.
${ }^{2}$ Individual claims represents incurred claims, net of reinsurance, on our term and universal life policies.
${ }^{3}$ Annualized mortality rate is defined as annualized individual claims divided by insurance in force.
${ }^{4} \mathrm{UL}$ account value and BOLI account value represent our liabilities to our policyholders.
${ }^{5}$ UL interest spread excludes SPL and is the difference between the net investment yield and the credited rate to policyholders. The net investment yield is the approximate yield on invested assets in the general account attributed to UL policies. The credited rate is the approximate rate credited on UL policyholder account values. Interest credited is subject to contractual terms, including minimum guarantees.
${ }^{6}$ UL base interest spread excludes SPL and is UL interest spread adjusted to exclude items that can vary significantly from period to period due to a number of factors and, therefore, may contribute to results that are not indicative of the underlying trends. This is primarily the impact of asset prepayments, such as bond make-whole premiums net of related bonus interest amortization, the MBS prepayment speed adjustment, and reserve adjustments.
${ }^{7}$ Individual sales represents annualized first year premiums for recurring premium products and $10 \%$ of new single premium deposits, net of first year policy lapses and/or surrenders.

 in this metric do not include expenses.
 underlying trends. This is primarily the impact of asset prepayments, such as bond make-whole premiums, the MBS prepayment speed adjustment, and reserve adjustments.
${ }^{10}$ Represents $10 \%$ of deposits.
${ }^{11}$ Represents deposits for new policies

| Symetra Financial Corporation 2Q 2013 Financial Supplement Other (In millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
|  | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  |
| Operating revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net investment income (loss) | \$ | 8.6 | \$ | 4.5 | \$ | 5.4 | \$ | (0.8) | \$ | 2.4 | \$ | 13.1 | \$ | 7.4 |
| Policy fees, contract charges and other |  | 5.7 |  | 5.6 |  | 5.1 |  | 5.7 |  | 5.6 |  | 11.3 |  | 10.9 |
| Total operating revenues |  | 14.3 |  | 10.1 |  | 10.5 |  | 4.9 |  | 8.0 |  | 24.4 |  | 18.3 |
| Benefits and expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest credited |  | (0.6) |  | (0.3) |  | (0.6) |  | (0.4) |  | (0.7) |  | (0.9) |  | (1.1) |
| Other underwriting and operating expenses |  | 8.0 |  | 7.0 |  | 8.2 |  | 7.1 |  | 8.0 |  | 15.0 |  | 13.8 |
| Interest expense |  | 8.2 |  | 8.2 |  | 8.2 |  | 8.2 |  | 8.2 |  | 16.4 |  | 16.4 |
| Total benefits and expenses |  | 15.6 |  | 14.9 |  | 15.8 |  | 14.9 |  | 15.5 |  | 30.5 |  | 29.1 |
| Segment pre-tax adjusted operating loss | \$ | (1.3) | \$ | (4.8) | \$ | (5.3) | \$ | (10.0) | \$ | (7.5) | \$ | (6.1) | \$ | (10.8) |



[^4]|  | Symetra Financial Corporation <br> 2Q 2013 Financial Supplement <br> Account Value and Reserve Roll Forwards (In millions) |  |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec. 31, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Sep. 30, } \\ & 2012 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Jun. 30, } \\ & \hline 2012 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  |
| Retirement Division: <br> Deferred Annuities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed Account Values, excluding FIA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Account value, beginning of period |  | 10,681.4 | \$ | 10,688.5 | \$ | 10,722.9 | \$ | 10,748.3 | \$ | 10,662.5 | \$ | 10,688.5 | \$ | 10,532.1 |
| Deposits |  | 139.1 |  | 179.3 |  | 192.4 |  | 140.6 |  | 272.3 |  | 318.4 |  | 593.7 |
| Withdrawals |  | (275.7) |  | (271.3) |  | (310.4) |  | (257.2) |  | (269.6) |  | (547.0) |  | (561.8) |
| Net transfers |  | 0.5 |  | 1.3 |  | 1.1 |  | 2.8 |  | 2.9 |  | 1.8 |  | 5.0 |
| Net flows |  | (136.1) |  | (90.7) |  | (116.9) |  | (113.8) |  | 5.6 |  | (226.8) |  | 36.9 |
| Interest credited |  | 78.1 |  | 79.1 |  | 82.5 |  | 83.8 |  | 84.5 |  | 157.2 |  | 168.9 |
| Other |  | 7.7 |  | 4.5 |  | - |  | 4.6 |  | (4.3) |  | 12.2 |  | 10.4 |
| Account value, end of period |  | 10,631.1 | \$ | 10,681.4 | \$ | 10,688.5 | \$ | 10,722.9 | \$ | 10,748.3 | \$ | 10,631.1 | \$ | 10,748.3 |
| Fixed Account Values, FIA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Account value, beginning of period |  | 539.1 | \$ | 374.9 | \$ | 264.3 | \$ | 215.4 | \$ | 145.2 | \$ | 374.9 | \$ | 81.0 |
| Deposits |  | 310.5 |  | 148.5 |  | 116.0 |  | 43.4 |  | 72.9 |  | 459.0 |  | 133.2 |
| Withdrawals |  | (5.8) |  | (3.0) |  | (2.5) |  | (1.3) |  | (2.3) |  | (8.8) |  | (3.3) |
| Net transfers |  | 1.2 |  | 0.3 |  | 0.6 |  | - |  | 0.6 |  | 1.5 |  | 1.1 |
| Net flows |  | 305.9 |  | 145.8 |  | 114.1 |  | 42.1 |  | 71.2 |  | 451.7 |  | 131.0 |
| Interest credited |  | 3.1 |  | 2.4 |  | 3.0 |  | 0.8 |  | 0.5 |  | 5.5 |  | 0.7 |
| Other |  | 3.9 |  | 16.0 |  | (6.5) |  | 6.0 |  | (1.5) |  | 19.9 |  | 2.7 |
| Account value, end of period |  | 852.0 | \$ | 539.1 | \$ | 374.9 | \$ | 264.3 | \$ | 215.4 | \$ | 852.0 | \$ | 215.4 |
| Income Annuities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reserves |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reserves, beginning of period | \$ | 6,546.6 | \$ | 6,566.5 | \$ | 6,576.7 | \$ | 6,613.6 | \$ | 6,610.0 | \$ | 6,566.5 | \$ | 6,608.3 |
| Deposits |  | 45.1 |  | 40.3 |  | 55.5 |  | 46.2 |  | 88.1 |  | 85.4 |  | 138.6 |
| Benefit payments |  | (157.1) |  | (145.1) |  | (158.9) |  | (168.0) |  | (158.5) |  | (302.2) |  | (298.2) |
| Net flows |  | (112.0) |  | (104.8) |  | (103.4) |  | (121.8) |  | (70.4) |  | (216.8) |  | (159.6) |
| Interest credited |  | 92.5 |  | 93.3 |  | 93.5 |  | 94.0 |  | 94.4 |  | 185.8 |  | 189.2 |
| Other |  | (14.4) |  | (8.4) |  | (0.3) |  | (9.1) |  | (20.4) |  | (22.8) |  | (24.3) |
| Reserves, end of period |  | 6,512.7 | \$ | 6,546.6 | \$ | 6,566.5 | \$ | 6,576.7 | \$ | 6,613.6 | \$ | 6,512.7 | \$ | 6,613.6 |
| Individual Life Division: <br> BOLI Account Values |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Account value, beginning of period |  | 4,696.4 | \$ | 4,659.8 | \$ | 4,621.9 | \$ | 4,587.3 | \$ | 4,544.8 | \$ | 4,659.8 | \$ | 4,491.5 |
| Deposits |  |  |  | - |  | - |  | - |  | - |  | - |  | 20.0 |
| Surrenders/claims |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Net flows |  | - |  | - |  | - |  | - |  | - |  | - |  | 20.0 |
| Interest credited |  | 54.6 |  | 55.7 |  | 55.4 |  | 53.9 |  | 59.0 |  | 110.3 |  | 113.5 |
| Administrative charges and other |  | (18.2) |  | (19.1) |  | (17.5) |  | (19.3) |  | (16.5) |  | (37.3) |  | (37.7) |
| Account value, end of period |  | 4,732.8 | \$ | 4,696.4 | \$ | 4,659.8 | \$ | 4,621.9 | \$ | 4,587.3 | \$ | 4,732.8 | \$ | 4,587.3 |
| UL Account Values |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Account value, beginning of period |  | 716.2 | \$ | 716.0 | \$ | 717.3 | \$ | 714.6 | \$ | 698.1 | \$ | 716.0 | \$ | 678.9 |
| Deposits |  | 16.9 |  | 16.3 |  | 15.0 |  | 18.7 |  | 32.6 |  | 33.2 |  | 66.7 |
| Surrenders/claims |  | (8.1) |  | (6.2) |  | (7.0) |  | (7.5) |  | (6.9) |  | (14.3) |  | (13.1) |
| Net flows |  | 8.8 |  | 10.1 |  | 8.0 |  | 11.2 |  | 25.7 |  | 18.9 |  | 53.6 |
| Interest credited |  | 7.6 |  | 7.7 |  | 7.7 |  | 8.1 |  | 7.8 |  | 15.3 |  | 15.3 |
| Administrative charges and other |  | (18.1) |  | (17.6) |  | (17.0) |  | (16.6) |  | (17.0) |  | (35.7) |  | (33.2) |
| Account value, end of period | \$ | 714.5 | \$ | 716.2 | \$ | 716.0 | \$ | 717.3 | \$ | 714.6 | \$ | 714.5 | \$ | 714.6 |


|  | As of Jun. 30, 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Policyholder Liability |  | \% of Total | Unrealized gains ${ }^{8}$ |  |
| Illiquid Liabilities |  |  |  |  |  |
| Structured settlements \& other SPIAs ${ }^{1}$ | \$ | 6,540.5 |  | \$ | 522.8 |
| Deferred annuities with 5 year payout provision or MVA ${ }^{2}$ |  | 1,042.4 |  |  | 45.2 |
| Traditional insurance (net of reinsurance) ${ }^{3}$ |  | 171.8 |  |  | 13.7 |
| Group health \& life (net of reinsurance) ${ }^{3}$ |  | 139.0 |  |  | 0.4 |
| Total illiquid liabilities |  | 7,893.7 | 33.2\% |  | 582.1 |
| Somewhat Liquid Liabilities |  |  |  |  |  |
| Bank-owned life insurance (BOLI) ${ }^{4}$ |  | 4,824.0 |  |  | 256.8 |
| Deferred annuities with surrender charges of 5\% or higher |  | 5,424.2 |  |  | 235.1 |
| Universal life with surrender charges of 5\% or higher |  | 284.2 |  |  | 15.6 |
| Total somewhat liquid liabilities |  | 10,532.4 | 44.2\% |  | 507.5 |
| Fully Liquid Liabilities |  |  |  |  |  |
| Deferred annuities with surrender charges of: |  |  |  |  |  |
| 3\% up to 5\% |  | 2,012.7 |  |  | 87.3 |
| Less than 3\% |  | 258.7 |  |  | 11.2 |
| No surrender charges ${ }^{5}$ |  | 2,646.1 |  |  | 114.7 |
| Universal life with surrender charges less than 5\% |  | 447.1 |  |  | 24.3 |
| Other ${ }^{6}$ |  | 21.8 |  |  | 0.3 |
| Total fully liquid liabilities |  | 5,386.4 | 22.6\% |  | 237.8 |
| Assets supporting surplus portfolio |  |  |  |  | 72.9 |
| Total ${ }^{7}$ | \$ | 23,812.5 | 100.0\% | \$ | 1,400.3 |
| Reconciliation of unrealized gains to AOCI: |  |  |  |  |  |
| Unrealized gains from above |  |  |  | \$ | 1,400.3 |
| Tax on unrealized gains and losses on available-for-sale securities |  |  |  |  | (490.1) |
| Adjustment for DAC and DSI valuation allowance, net of tax |  |  |  |  | (133.7) |
| Other |  |  |  |  | 6.1 |
| AOCI |  |  |  | \$ | 782.6 |

${ }^{1}$ These contracts cannot be surrendered. The benefits are specified in the contracts as fixed amounts, primarily to be paid over the next several decades.
${ }^{2}$ In a liquidity crisis situation, we could invoke the five-year payout provision so that the contract value with interest is paid out ratably over five years.
${ }^{3}$ Represents incurred but not reported claim liabilities, mainly related to our medical stop-loss business. The surrender value on these contracts is generally zero but these liabilities are considered illiquid as the claims have not been reported to us and the precise timing and amount of the payment is unknown.
${ }^{4}$ The biggest deterrent to surrender is the taxation on the gain within these contracts, which includes a $10 \%$ non-deductible penalty tax. Banks can exchange certain of these contracts with other carriers, tax-free. However, a significant portion of this business does not qualify for this tax-free treatment due to the employment status of the original covered employees and charges may be applicable.
${ }^{5}$ Approximately half of the account value has been with us for many years, due to guaranteed minimum interest rates of $4.0 \%-4.5 \%$ that are significantly higher than those currently offered on new business, which range from $0.5 \%-1.5 \%$. Given the current low interest rate environment, we do not expect significant changes in the persistency of this business.
${ }^{6}$ Represents BOLI, traditional insurance, and medical stop-loss and group life reported claim liabilities.
${ }^{7}$ Represents the sum of funds held under deposit contracts, future policy benefits and policy and contract claims on the consolidated balance sheets, excluding other policyholder related liabilities and reinsurance recoverables of $\$ 228.0$.
${ }^{8}$ Represents the pre-tax unrealized gains of the investment portfolio supporting the related policyholder liability.


[^5]

Tax Credit Investment Impact on Income
Historical and estimated future impact
Amortization related to tax credit investments, net of taxes Realized losses related to tax credit investments, net of taxes Tax credits
Impact to net income

Carrying value of invested asset

Future estimated impact to net income:


## Historical information

Amortization related to tax credit investments, net of taxes Realized losses related to tax credit investments, net of taxes Tax credits Impact to net income

| For the Years Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2012 |  | 2011 |  | 2010 |  | 2009 |  | 2008 |  |
| \$ | (13.9) | \$ | (9.2) | \$ | (6.3) | \$ | (5.9) | \$ | (7.8) |
|  | (2.6) |  | (2.0) |  | - |  | - |  | - |
|  | 33.5 |  | 17.4 |  | 10.9 |  | 9.6 |  | 8.3 |
| \$ | 17.0 | \$ | 6.2 | \$ | 4.6 | \$ | 3.7 | \$ | 0.5 |

[^6]|  | Symetra Financial Corporation 2Q 2013 Financial Supplement Sales by Segment and Product (In millions) <br> For the Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  | For the Six Months Ended |  |  |  |
|  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  |
| Benefits Division ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Medical stop-loss | \$ | 16.7 | \$ | 51.9 | \$ | 18.6 | \$ | 24.1 | \$ | 29.6 | \$ | 68.6 | \$ | 88.7 |
| Limited benefit medical |  | 1.0 |  | 1.7 |  | 1.4 |  | 3.8 |  | 4.2 |  | 2.7 |  | 7.1 |
| Group life \& disability income |  | 3.6 |  | 12.9 |  | 5.7 |  | 3.4 |  | 1.8 |  | 16.5 |  | 6.5 |
| Total | \$ | 21.3 | \$ | 66.5 | \$ | 25.7 | \$ | 31.3 | \$ | 35.6 | \$ | 87.8 | \$ | 102.3 |
| Retirement Division - Deferred Annuities ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed annuities | \$ | 121.2 | \$ | 161.3 | \$ | 174.1 | \$ | 116.2 | \$ | 247.2 | \$ | 282.5 | \$ | 532.7 |
| Fixed indexed annuities |  | 309.8 |  | 148.7 |  | 115.8 |  | 43.2 |  | 73.0 |  | 458.5 |  | 133.6 |
| Variable annuities |  | 10.5 |  | 12.0 |  | 10.9 |  | 7.1 |  | 5.3 |  | 22.5 |  | 13.0 |
| Total | \$ | 441.5 | \$ | 322.0 | \$ | 300.8 | \$ | 166.5 | \$ | 325.5 | \$ | 763.5 | \$ | 679.3 |
| Retirement Division - Income Annuities ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| SPIA | \$ | 42.1 | \$ | 38.4 | \$ | 43.6 | \$ | 37.6 | \$ | 64.1 | \$ | 80.5 | \$ | 92.3 |
| Structured settlements |  | 3.4 |  | 2.3 |  | 14.0 |  | 11.9 |  | 31.2 |  | 5.7 |  | 58.8 |
| Total | \$ | 45.5 | \$ | 40.7 | \$ | 57.6 | \$ | 49.5 | \$ | 95.3 | \$ | 86.2 | \$ | 151.1 |
| Individual Life Division |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Term life ${ }^{1}$ | \$ | 0.7 | \$ | 0.5 | \$ | 0.6 | \$ | 0.5 | \$ | 0.6 | \$ | 1.2 | \$ | 1.1 |
| Universal life ${ }^{1}$ |  | 2.2 |  | 1.6 |  | 0.5 |  | 0.4 |  | 0.4 |  | 3.8 |  | 0.7 |
| Single premium life ${ }^{3}$ |  | 0.1 |  | 0.2 |  | 0.2 |  | 0.7 |  | 2.2 |  | 0.3 |  | 4.4 |
| Individual sales |  | 3.0 |  | 2.3 |  | 1.3 |  | 1.6 |  | 3.2 |  | 5.3 |  | 6.2 |
| BOLI ${ }^{4}$ |  | - |  | - |  | - |  | - |  | - |  | - |  | 2.0 |
| COLI single premium ${ }^{4}$ |  | 0.3 |  | 2.4 |  | - |  | - |  | - |  | 2.7 |  | - |
| COLI recurring premium ${ }^{5}$ |  | 3.0 |  | - |  | - |  | - |  | - |  | 3.0 |  | - |
| Institutional markets |  | 3.3 |  | 2.4 |  | - |  | - |  | - |  | 5.7 |  | 2.0 |
| Total | \$ | 6.3 | \$ | 4.7 | \$ | 1.3 | \$ | 1.6 | \$ | 3.2 | \$ | 11.0 | \$ | 8.2 |

[^7]Symetra Financial Corporation
2Q 2013 Financial Supplement
Book Value, Adjusted Book Value and Statutory Book Value per Share (In millions, except per share amounts)

| Book value per common share ${ }^{1}$ | \$ | 25.81 | \$ | 26.10 | \$ | 26.29 | \$ | 26.37 | \$ | 24.46 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-GAAP Financial Measures: |  |  |  |  |  |  |  |  |  |  |
| Adjusted book value per common share ${ }^{2}$ | \$ | 19.17 | \$ | 19.40 | \$ | 18.97 | \$ | 18.78 | \$ | 18.39 |
| Adjusted book value per common share, as converted ${ }^{3}$ | \$ | 19.17 | \$ | 18.32 | \$ | 17.94 | \$ | 17.78 | \$ | 17.44 |
| Statutory book value per common share ${ }^{4}$ | \$ | 18.65 | \$ | 18.66 | \$ | 18.25 | \$ | 18.12 | \$ | 17.70 |
| Numerator: |  |  |  |  |  |  |  |  |  |  |
| Total stockholders' equity | \$ | 3,040.1 | \$ | 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 | \$ | 3,378.4 |
| AOCl |  | 782.6 |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |  | 1,188.0 |
| Adjusted book value | \$ | 2,257.5 | \$ | 2,311.1 | \$ | 2,258.9 | \$ | 2,236.9 | \$ | 2,190.4 |
| Assumed proceeds from exercise of warrants |  | - |  | 218.1 |  | 218.1 |  | 218.1 |  | 218.1 |
| Adjusted book value, as converted | \$ | 2,257.5 | \$ | 2,529.2 | \$ | 2,477.0 | \$ | 2,455.0 | \$ | 2,408.5 |
| Total stockholders' equity | \$ | 3,040.1 | \$ | 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 | \$ | 3,378.4 |
| Stockholders' equity of non-insurance entities |  | (301.6) |  | (301.2) |  | (290.2) |  | (283.8) |  | (275.8) |
| Statutory and other adjustments |  | (817.2) |  | $(1,350.4)$ |  | $(1,427.3)$ |  | $(1,450.9)$ |  | $(1,234.3)$ |
| Asset valuation reserve (AVR) |  | 275.7 |  | 269.9 |  | 261.3 |  | 252.2 |  | 239.8 |
| Statutory book value | \$ | 2,197.0 | \$ | 2,222.5 | \$ | 2,173.9 | \$ | 2,158.7 | \$ | 2,108.1 |
| Denominator: ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |
| Common shares outstanding |  | 117.792 |  | 119.099 |  | 119.088 |  | 119.120 |  | 119.131 |
| Total common shares outstanding and shares subject to warrants |  | 117.792 |  | 138.075 |  | 138.064 |  | 138.096 |  | 138.107 |

${ }^{1}$ Book value per common share is calculated as stockholders' equity divided by the sum of common shares outstanding and shares subject to warrants in the periods they were outstanding. The warrants were net-share settled on June 20, 2013, resulting in the issuance of 5.298 shares of common stock.
${ }^{2}$ Adjusted book value per common share is calculated as adjusted book value divided by common shares outstanding
${ }^{3}$ Adjusted book value per common share, as converted, is calculated as adjusted book value, as converted divided by the sum of common shares outstanding and shares subject to warrants in the periods they were outstanding. The warrants were net-share settled on June 20, 2013, resulting in the issuance of 5.298 shares of common stock. As of June 30, 2013 this measure is equivalent to adjusted book value per share
${ }^{4}$ Statutory book value per common share is calculated based on statutory book value divided by common shares outstanding
${ }^{5}$ Reconciliation of outstanding shares:
Common shares outstanding, beginning of period Shares issued
Employee stock purchase plan shares issued Restricted shares issued, ne
Shares repurchased
Common shares outstanding, end of period Outstanding warrants
Total common shares outstanding and shares subject to outstanding warrants, end of period

| As of |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Sep. 30, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Jun. 30, } \\ 2012 \\ \hline \end{gathered}$ |
| 119.099 | 119.088 | 119.120 | 119.131 | 119.074 |
| 5.300 | - | - | - | - |
| 0.042 | 0.038 | 0.037 | 0.025 | 0.038 |
| (0.004) | 0.283 | (0.006) | (0.032) | 0.021 |
| (6.645) | (0.310) | (0.063) | (0.004) | (0.002) |
| 117.792 | 119.099 | 119.088 | 119.120 | 119.131 |
| - | 18.976 | 18.976 | 18.976 | 18.976 |
| 117.792 | 138.075 | 138.064 | 138.096 | 138.107 |

Tangible book value:
Total stockholders' equity Less: Deferred policy acquisition costs Goodwill and other Tangible Book Value

| As of |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \end{gathered}$ | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ 2012 \end{gathered}$ |  |
| \$ 3,040.1 | \$ | 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 | \$ | 3,378.4 |
| 249.6 |  | 172.1 |  | 155.8 |  | 146.1 |  | 173.2 |
| 132.0 |  | 93.1 |  | 86.2 |  | 83.2 |  | 102.4 |
| \$ 2,658.5 | \$ | 3,339.0 | \$ | 3,388.1 | \$ | 3,411.9 | \$ | 3,102.8 |

Tangible book value is a non-GAAP financial measure calculated as stockholders' equity excluding deferred policy acquisition costs, goodwill, intangible assets and certain ther non-tangible assets. Stockholders' equity is the most directly comparable GAAP measure to tangible book value.

## Symetra Financial Corporation 2Q 2013 Financial Supplement ROE and Operating ROAE

 (In millions)

## Calculation of average stockholders' equity:

The following data can be used to recalculate the average stockholders' equity and average adjusted book value amounts used in the calculation of ROE and operating ROAE.


Reconciliation of adjusted operating income:
The following data together with other data found throughout the supplement can be used to recalculate adjusted operating income for the twelve months ended December 31, 2012, September 30, 2012, and June 30, 2012.

Net income
Less: Net realized investment gains (losses) (net of taxes)
Add: Net realized gains (losses) - FIA (net of taxes) Adjusted operating income

| $\begin{gathered} \text { Mar. } 31 \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. } 31 \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. } 30 \\ 2011 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 75.4 | \$ | 73.7 | \$ | 10.5 |
|  | 16.9 |  | 22.2 |  | (36.8) |
|  | 0.8 |  | (0.4) |  | (0.4) |
| \$ | 59.3 | \$ | 51.1 | \$ | 46.9 |



[^8]
## Symetra Financial Corporation <br> 2Q 2013 Financial Supplement Addendum

CMBS Prepayment Exposure (In millions)


| Name | Vintage | Top 10 CMBS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amortized Cost |  | Unrealized <br> Gain/ (Loss) |  | Fair <br> Value |  | Gross Discount |  | Gross <br> Premium |  | Average Mortgage Loan Rate | Prepayment Speed Adjustment ${ }^{2}$ |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bear Stearns Commercial Mortgage | 2006 | \$ | 49.0 |  |  | \$ | 6.2 |  |  | \$ | 55.2 | \$ | 1.0 | \$ | - | 5.9\% | \$ | - | \$ | - |
| Bear Stearns Commercial Mortgage | 2007 |  | 48.5 |  | 6.2 |  | 54.7 |  | 1.5 |  | - | 5.1\% |  | 0.2 |  | 0.2 |
| GS Mtg Sec Corp II | 2005 |  | 44.7 |  | 6.4 |  | 51.1 |  | 0.3 |  | - | 5.6\% |  | - |  | - |
| Morgan Stanley BAML Trust | 2012 |  | 43.0 |  | (2.6) |  | 40.4 |  | - |  | (0.9) | 4.7\% |  | - |  | - |
| Wachovia Bank Commercial Mortgage | 2006 |  | 39.4 |  | 4.8 |  | 44.2 |  | 0.6 |  | - | 6.0\% |  | - |  | - |
| GNMA | 2007 |  | 36.6 |  | 0.9 |  | 37.5 |  | - |  | (1.6) | 5.8\% |  | - |  | - |
| Bear Stearns Commercial Mortgage | 2007 |  | 35.9 |  | 5.6 |  | 41.5 |  | 0.8 |  | - | 5.9\% |  | - |  | (0.1) |
| JP Morgan Chase Commercial Mortgage | 2007 |  | 34.2 |  | 3.8 |  | 38.0 |  | 0.1 |  | - | 5.7\% |  | - |  | - |
| GNMA | 2011 |  | 33.2 |  | 0.5 |  | 33.7 |  | - |  | (0.7) | 4.7\% |  | - |  | - |
| Bear Stearns Commercial Mortgage | 2007 |  | 33.1 |  | 7.8 |  | 40.9 |  | 3.3 |  | (0.7) | 5.7\% |  | (0.1) |  | (0.1) |
| Total |  | \$ | 397.6 | \$ | 39.6 | \$ | 437.2 | \$ | 7.6 | \$ | (3.2) | - | \$ | 0.1 | \$ | - |

[^9]| Country | Symetra Financial Corporation 2Q 2013 Financial Supplement Addendum European Exposure (In millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Amortized } \\ & \text { Cost } \\ & \hline \end{aligned}$ |  | Fair <br> Value |  | \% of Exposure | Sector |  |  |  |  |  |
|  |  |  | $\begin{gathered} \hline \text { Sovereign } \\ \text { Debt } \\ \hline \end{gathered}$ | Financial Industry |  | Other Corporate |  |
| United Kingdom | \$ | 683.0 |  |  | \$ | 718.2 | 39.2\% | \$ | - | \$ | 79.6 | \$ | 638.6 |
| Netherlands |  | 599.0 |  | 621.3 |  | 33.9\% |  |  |  | - |  | 621.3 |
| France |  | 150.6 |  | 153.2 | 8.4\% |  | - |  | 18.2 |  | 135.0 |
| Luxembourg |  | 128.1 |  | 133.9 | 7.3\% |  | - |  | - |  | 133.9 |
| Switzerland |  | 88.3 |  | 94.6 | 5.2\% |  | - |  | 94.6 |  | - |
| Sweden |  | 54.8 |  | 60.7 | 3.3\% |  | - |  | - |  | 60.7 |
| Denmark |  | 15.9 |  | 15.1 | 0.8\% |  | - |  | - |  | 15.1 |
| Italy |  | 9.0 |  | 9.7 | 0.5\% |  | - |  | - |  | 9.7 |
| Germany |  | 7.7 |  | 8.3 | 0.5\% |  | - |  | - |  | 8.3 |
| Norway |  | 5.4 |  | 6.2 | 0.3\% |  | - |  | - |  | 6.2 |
| Austria |  | 3.9 |  | 4.1 | 0.2\% |  | - |  | - |  | 4.1 |
| Spain |  | 2.8 |  | 2.8 | 0.2\% |  | - |  | - |  | 2.8 |
| Belgium |  | 1.7 |  | 1.7 | 0.1\% |  | - |  | - |  | 1.7 |
| Ireland |  | 1.0 |  | 1.1 | 0.1\% |  | - |  | - |  | 1.1 |
| Portugal |  | 0.7 |  | 0.6 | 0.0\% |  | 0.6 |  | $-$ |  | - |
| Total | \$ | 1,751.9 | \$ | 1,831.5 | 100.0\% | \$ | 0.6 | \$ | 192.4 | \$ | 1,638.5 |


| Top 10 European Exposures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Amortized Cost |  | Fair <br> Value |  | Moody's | S\&P |
| Deutsche Telekom Int Fin | \$ | 145.8 | \$ | 150.1 | Baa1 | BBB+ |
| Heineken NV |  | 119.6 |  | 113.9 | Baa1 | $\mathrm{BBB}+$ |
| Royal Dutch Shell PLC |  | 98.6 |  | 108.8 | Aa1 | AA |
| Electricite de France |  | 95.4 |  | 97.3 | Aa3 | A+ |
| Diageo Capital PLC |  | 88.1 |  | 91.6 | A3 | A- |
| TYCO Int'l |  | 80.8 |  | 88.6 | A3 | BBB+ |
| Vodafone Group PLC |  | 79.8 |  | 87.8 | A3 | A- |
| Tesco PLC-ADR |  | 75.9 |  | 87.5 | Baal | BBB+ |
| Philips Electronics NV |  | 71.9 |  | 82.1 | A3 | A- |
| SABMiller PLC |  | 65.4 |  | 74.0 | Baa1 | $\mathrm{BBB}+$ |
| Total | \$ | 921.3 | \$ | 981.7 |  |  |

The table above summarizes our exposure to fixed maturities in European countries, reported in U.S. dollars and separated into sovereign debt, financial industry and other corporate debt. The country designation is based on the issuer's country of incorporation.


[^0]:    ${ }^{1}$ Basic net income and adjusted operating income per common share include all participating securities using the two-class method. Diluted net income and adjusted operating income per common share include the dilutive impact of non-participating securities, based on the application of the treasury stock method. Shares included in these calculations are weighted for the portion of the period they were outstanding. Antidilutive awards were excluded from the computation of diluted earnings per share. Historically, our outstanding warrants were considered participating securities and included in basic and diluted weighted-average common shares outstanding, assuming the warrants were exercised for the entire 18.976 common shares. For the three and six months ended June 30,2013 , these measures reflect the net-share settlement of the warrants for 5.298 common shares on June 20,2013 . Quarterly earnings per share amounts may not add to the full year amounts.
    ${ }^{2}$ Management considers these non-GAAP measures to be a useful supplement to their most comparable GAAP measure in evaluating financial performance and condition. Non-GAAP measures including adjusted operating income and the corresponding basic and diluted per share amounts, adjusted book value and the corresponding per share amounts, statutory book value per share amounts and operating ROAE have been reconciled to their most directly comparable GAAP measures on pages 2,16 , and 17 , respectively
    ${ }^{3}$ Adjusted book value per common share is calculated as adjusted book value divided by common shares outstanding.
    ${ }^{4}$ Adjusted book value per common share, as converted, gives effect to the exercise of the outstanding warrants in the periods they were outstanding. Historically, it has been calculated as adjusted book value plus the assumed proceeds from exercise of warrants, divided by common shares outstanding and shares subject to outstanding warrants. The warrants were net-share settled on June 20,2013 , resulting in the issuance of 5.298 shares of common stock. As of June 30, 2013 this measure is equivalent to adjusted book value per share.
    ${ }^{5}$ Statutory book value per common share is calculated based on statutory book value divided by common shares outstanding.
    ${ }^{6}$ Debt to capital ratio, excluding AOCI is calculated as notes payable divided by the sum of notes payable and adjusted book value
    ${ }^{7}$ Operating ROAE (return on average equity) is calculated based on adjusted operating income divided by average adjusted book value. The numerator and denominator of this measure have been reconciled to net income and stockholders' equity, respectively, their most comparable GAAP measures.

[^1]:    ${ }^{1}$ Pre-tax adjusted operating income is a non-GAAP measure, calculated as adjusted operating income on a pre-tax basis. It also represents the cumulative total of segment pre-tax adjusted operating income, which at the segment level is a GAAP measure. Income from operations before income taxes is the most directly comparable measure to pre-tax adjusted operating income.

[^2]:    ${ }^{1}$ The maximum interest is $4.5 \%$ on a $\$ 124.4$ block of business
    ${ }^{2}$ Excludes standard non-forfeiture impacts.

[^3]:     business.
     attributed to the segment. The credited rate is the approximate rate credited on policyholder reserves.
    ${ }^{3}$ Base interest spread is the interest spread adjusted to exclude items that can vary significantly from period to period due to a number of factors and, therefore, may contribute to yields that are not
     rate includes a $\$ 1.1$ reserve adjustment, which increased base credited rate and decreased base interest spread six basis points.
    ${ }^{4}$ MBS prepayment speed adjustment is the impact to net investment income due to the change in prepayment speeds on the underlying collateral of mortgage-backed securities.
    ${ }^{5}$ Mortality gains (losses) represent the difference between actual and expected reserves released on our life contingent annuities.
    ${ }^{6}$ Total sales represent deposits for new policies net of first year policy lapses and/or surrenders.

[^4]:    ${ }^{1}$ DSI balance is included in receivables and other assets.

[^5]:    ${ }^{1}$ Credit quality is based on NAIC (National Association of Insurance Commissioners) designation with presentation of the S\&P equivalent credit ratings.

[^6]:     our commercial mortgage loans.
    ${ }^{2}$ Other includes net gains (losses) on calls and redemptions, and changes in the fair value of convertible fixed maturities.
    ${ }^{3}$ Marketable equity securities, trading includes net gains (losses) on changes in fair value.

[^7]:    ${ }^{1}$ Represents annualized first-year premiums net of first year policy lapses.
    ${ }^{2}$ Represents deposits for new policies net of first year policy lapses and/or surrenders.
    ${ }^{3}$ Represents $10 \%$ of new deposits net of first year policy lapses and/or surrenders.
    ${ }^{4}$ Represents $10 \%$ of deposits.
    ${ }^{5}$ Represents deposits for new policies.

[^8]:    ${ }^{1}$ Vintage indicates year of origination.
    ${ }^{2}$ The CMO securities prepayment speed adjustment is estimated using the Public Securities Association prepayment model. The passthrough securities prepayment speed adjustment is estimated using the Conditional Prepayment Rate model.

[^9]:    ${ }^{1}$ Vintage indicates year of origination.
    ${ }^{2}$ The CMO securities prepayment speed adjustment is estimated using the Public Securities Association prepayment model. The passthrough securities prepayment speed adjustment is estimated using the Conditional Prepayment Rate model.

