Symetra Financial Corporation

Management's Discussion and Analysis of Financial Condition and Results of Operations

September 30, 2018

All financial information in this document is unaudited

RETIREMENT | BENEFITS | LIFE

SYMETRA FINANCIAL CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Table of Contents

Management's Discussion and Analysis reflects the consolidated results of operations and changes in financial position of Symetra Financial Corporation and its wholly-owned subsidiaries. Unless the context otherwise requires, references to "we," "our," "us," and "the Company" are to Symetra Financial Corporation together with its subsidiaries. References to "Symetra" refer to Symetra Financial Corporation on a stand-alone, non-consolidated basis.

FORWARD-LOOKING STATEMENTS

This report contains forward-looking statements that are intended to enhance the reader’s ability to assess the Company’s future financial and business performance. Forward-looking statements include, but are not limited to, statements that represent the Company’s beliefs concerning future operations, strategies, financial results or other developments, and contain words and phrases such as “may,” “expects,” “should,” “believes,” “anticipates,” “estimates,” “intends” or similar expressions.

These statements are based on estimates and assumptions made by the Company in light of information currently known to management and are subject to significant business, economic and competitive uncertainties, many of which are beyond the Company’s control or are subject to change. Whether actual results and developments will conform to our expectations is subject to a number of risks, uncertainties and contingencies that could cause actual results to differ materially from expectations, or that could cause management to deviate from currently expected or intended courses of actions, including, among others:

- effects of fluctuations in interest rates, including a prolonged low interest rate environment, a rapidly rising interest rate environment, or a flat or inverted yield curve, as well as management’s ability to anticipate and timely respond to any such fluctuations;
- general economic, market or business conditions, including economic downturns or other adverse conditions in the global and domestic capital and credit markets;
- changes in laws or regulations, or their interpretation, including those that could increase our business costs, reserve levels and required capital levels, or that could restrict the manner in which we do business and produce sales, including uncertainty related to:
  - the Tax Cuts and Jobs Act of 2017 (the "2017 Tax Act"), which brought significant changes to the U.S. tax code and may negatively impact the determination of insurance tax reserves, the reinsurance market, the calculation of risk-based capital (RBC), our competitors and the distributors of our products;
  - health care reform, particularly the status of the Patient Protection and Affordable Care Act of 2010;
  - financial regulation reform, particularly the status of the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010; and
  - the evolving and potentially conflicting standard of care requirements applicable to the sale of our annuity and life insurance products, including requirements from the Securities and Exchange Commission (SEC), the National Association of Insurance Commissioners (NAIC), and the legislatures and regulators of multiple states;
- effects of catastrophic events, both natural and man-made, that could adversely affect our operations and results, including impacts to claims and mortality experience, investment portfolio performance, and business operations;
- effects of significant corporate refinance activity, including bond prepayments;
- performance of our investment portfolio and the continued availability of and capacity to invest in suitable investments that align with our strategies and profitability targets, including quality commercial mortgage loans;
- our ability to successfully execute on our strategies;
- accuracy and adequacy of recorded reserves, including the actuarial and other assumptions upon which those reserves are established, adjusted and maintained;
- persistency of our inforce blocks of business;
- deviations from assumptions used in setting prices for insurance and annuity products or establishing cash flow testing reserves;
- significant changes in projected future cash flows underlying the value of our intangible assets, including projections of future sales and profitability;
- continued viability of certain products under various economic, regulatory and other conditions;
- market pricing and competitive trends related to insurance products and services, especially as well-capitalized new entrants enter the insurance industry;
- retention of key personnel and distribution partners;

- financial strength or credit ratings changes, particularly ours but also of other companies in our industry sector;
- our ability to maintain adequate telecommunications, information technology, or other operational systems;
- our ability to prevent or timely detect and remediate any unauthorized access to or disclosure of customer information and other sensitive business data;
- availability and cost of capital and financing;
- adequacy and collectibility of reinsurance that we have purchased, the continued availability and cost of reinsurance coverage, as well as the creditworthiness and ability of our reinsurance counterparties to perform;
- ability of subsidiaries to pay dividends to Symetra;
- our ability to implement effective risk management policies and procedures, including hedging strategies; and
- initiation of regulatory investigations or litigation against us and the results of any regulatory proceedings.

Further, we are a wholly-owned subsidiary of Sumitomo Life Insurance Company, which has the ability to make important decisions affecting our business.

The following discussion highlights significant factors influencing the results of operations and changes in financial position of Symetra Financial Corporation for the three and nine months ended September 30, 2018 and 2017. This discussion should be read in conjunction with the December 31, 2017 audited consolidated financial statements, available on the Company's website at http://investors.symetra.com/.

Discussions related to net income are presented in conformity with U.S. generally accepted accounting principles (GAAP). Management also considers certain non-GAAP financial measures to be useful in evaluating the Company's financial performance and condition. For a definition and further discussion of these non-GAAP measures, see – "Use of non-GAAP Financial Measures." All dollar amounts are in millions unless otherwise stated.

OVERVIEW

We are a financial services company in the life insurance industry providing annuities, employment-based benefits, and life insurance through a national network of financial institutions, broker-dealers, benefits consultants, and independent agents and advisers. Our operations date back to 1957 and many of our distribution relationships have been in place for decades. In 2016, we became a direct, wholly-owned subsidiary of Sumitomo Life Insurance Company, an event which is referred to as the Merger. The Merger was accounted for under the acquisition method of accounting (purchase accounting, or PGAAP).

Our Operations

We continue to manage our business through three divisions. Beginning in third quarter 2018 and following the completion of a reinsurance transaction (described below), we have revised our segments as follows:

Benefits Division

- *Benefits.* We are a multi-line carrier offering medical stop-loss; group life and disability income (DI); and group fixed-payment medical, accident, and critical illness insurance products and services to employers.

Retirement Division

- *Retirement.* We offer fixed deferred annuities, including fixed indexed annuities (FIA), to consumers who want to accumulate assets for retirement on a tax-deferred basis. Certain of our FIA products also provide guaranteed lifetime withdrawals. We also offer single premium immediate annuities (SPIA) to customers seeking a reliable source of retirement income or protection against outliving their assets during retirement.

Individual Life Division

- *Individual Life.* We offer individual life insurance products, primarily universal life (UL), including indexed UL (IUL), and term insurance. We also offer institutional products, including bank-owned life insurance (BOLI) and variable corporate-owned life insurance (COLI).

In addition, we have a fourth segment, referred to as the Other segment, which reflects our operations that are not directly related to the operating segments. This includes certain small, non-insurance businesses; unallocated investment results related to surplus invested assets; unallocated corporate expenses; interest expense on debt; and inter-segment elimination entries.

Reinsurance Transaction – Closed Block

In September 2018, we entered into a 100% modified coinsurance agreement with Resolution Re Ltd. (the Reinsurance Transaction) to reinsure $6.8 billion of our in-force block of income annuities (the Closed Block). The agreement was effective as of July 1, 2018.

The transaction reduced our exposure to long-term interest rate risk associated with the long-tailed nature of the reinsured annuity contracts. The Closed Block is primarily composed of structured settlement annuities that we sold in the 1990s and earlier. We discontinued selling this product in 2012. Income annuity contracts issued after September 30, 2017 were not included in this agreement. Under terms of the agreement, we will continue to service the reinsured business and hold the associated invested assets and policyholder liabilities on our balance sheets. However, Resolution Re Ltd. will be responsible for asset management, subject to investment management guidelines. We continue to sell SPIAs as part of our retirement product offerings.

RESULTS OF OPERATIONS

This discussion should be read in conjunction with our unaudited interim condensed consolidated financial statements. Beginning in third quarter 2018 and following the completion of the Reinsurance Transaction, we have revised our segments (see – "Overview"). The results from operations related to the business exited through the Reinsurance Transaction are reported as the "Closed Block" and included in the consolidated financial statements. The income (loss) related to the Closed Block is excluded from the profitability measures used by management, as this results in more accurate trends in the Company's core business and more closely aligns the results with how the Company manages its segments. Prior period results have been adjusted to reflect this change. This change did not have an impact on total consolidated net income. Additionally, in 2018, the measurement of adjusted pre-tax income was modified, and prior period results have been adjusted to reflect this change. Please see – "Use of non-GAAP Measures" for further information.

Consolidated Results

The following table sets forth adjusted pre-tax income, by segment:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Segment adjusted pre-tax income (loss):				
Benefits	$ 24.1	$ 17.3	$ 57.8	$ 18.9
Retirement	30.5	32.1	87.1	88.5
Individual Life	(5.5)	(2.1)	8.9	13.7
Other	(8.0)	(15.1)	(29.4)	(36.5)
Adjusted pre-tax income (1)	$ 41.1	$ 32.2	$ 124.4	$ 84.6
Excluded realized gains (losses)	(28.5)	32.4	(32.5)	27.5
Amortization of intangible assets	(21.7)	(20.9)	(63.5)	(62.7)
Closed Block results	(61.0)	1.7	(90.5)	33.4
Income (loss) from operations before income taxes	(70.1)	45.4	(62.1)	82.8
Total provision (benefit) for income taxes	(92.8)	(3.7)	(96.1)	(9.9)
Net income	$ 22.7	$ 49.1	$ 34.0	$ 92.7

(1) Represents a non-GAAP measure. For further discussion, including a description of how this measure is calculated, see – "Use of non-GAAP Financial Measures."

The following table sets forth detail of our other underwriting and operating expenses, which are allocated among the segments:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Salaries, incentive compensation, and other employee costs	$ 63.0	$ 56.5	$ 195.2	$ 179.6
Rent and occupancy costs	4.5	4.4	13.6	13.1
Professional services and software licensing	24.9	17.2	61.2	53.5
Other	1.4	5.3	13.2	15.1
Total operating expenses	93.8	83.4	283.2	261.3
Commissions and premium-based taxes and fees	85.6	73.7	266.7	247.8
DAC deferrals	(56.8)	(49.6)	(186.1)	(179.5)
Closed Block expenses	$ 10.8	$ 3.9	$ 19.3	$ 12.5
Other underwriting and operating expenses	$ 133.4	$ 111.4	$ 383.1	$ 342.1

Each year in the third quarter, we perform a comprehensive review of actuarial assumptions used for estimates of future gross profits underlying the amortization of deferred acquisition costs (DAC), value of business acquired (VOBA), and deferred sales inducements (DSI), and the measurement and amortization of certain reserves. Among other factors, these actuarial assumptions include future investment yields, interest spreads, mortality expense, and lapse assumptions. This process is referred to as "unlocking" our future assumptions. We may also implement actuarial modeling true-ups and other refinements as part of the unlocking process.

Three Months Ended September 30, 2018 Compared to the Three Months Ended September 30, 2017

- We reported net income of $22.7 for the third quarter of 2018, a decrease of $26.4 from the third quarter of 2017. An increase in adjusted pre-tax income and a significant tax benefit were more than offset by net realized losses and a loss related to our Closed Block.
- The significant tax benefit for the third quarter 2018 is driven by the net realized losses and the loss in the Closed Block. Our effective tax rate for the full year differs from the U.S. federal income tax rate, primarily due to benefits from our tax credit investments. In third quarter 2018, the effective tax rate is impacted by the variance from year-to-date results and forecasted amounts. Also in third quarter 2018, the change in the federal income tax rate contributed to a $7.3 return-to-provision benefit.
- Adjusted pre-tax income reflected an improved Benefits loss ratio. Annual unlocking adjustments affected Retirement and Individual Life results in both periods. In third quarter 2018, the annual unlocking impact was $7.4 unfavorable, primarily from actuarial model refinements to our universal life and FIA reserves. This compared with a $7.7 favorable annual unlocking impact in the prior year period. Adjusted pre-tax income results for each segment is discussed further below.
- Realized gains (losses) are further discussed in – "Investments." The unlocking impact to our FIA embedded derivatives was $39.2 unfavorable, which is recorded as a realized loss.
- Segment results included $1.8 of net prepayment-related income, a decrease of $1.7 compared to the same period in 2017. For the third quarter 2018, investment income from prepayments was $5.5, offset by $0.7 of related DAC, VOBA, and DSI amortization and $3.0 of related realized losses. For the same period in 2017, investment income from prepayments was $13.5, offset by $3.3 of related amortization and $6.7 of realized losses.
- Operating expenses for the quarter reflected an increase in the number of our employees to support business growth, and increased professional services.
- The annuity contracts and invested assets included in the Closed Block are managed by the reinsurer separately from our other businesses. The investment results and annuity benefits exchanged with the reinsurer are determined on a statutory accounting-basis, which differs from the GAAP-basis amounts due to PGAAP. As a result, the reported Closed Block results do not reflect the economics of the Reinsurance Transaction, whereby the reinsurer assumed the income and the costs of the reinsured policies (referred to as ceded activity). The results reflect differences between GAAP accounting for the reinsured policies, offset by the statutory-basis amounts passed to the reinsurer. Closed Block results also include changes in the fair value of the embedded derivative included in the funds withheld liability. The fair value of the embedded derivative will fluctuate with movements in interest rates and credit spreads on the underlying funds withheld assets and is expected to be volatile.

  Closed Block results for third quarter 2018 reflected realized losses of $51.7 compared with realized gains of $5.1 in the prior year period.

Nine Months Ended September 30, 2018 Compared to the Nine Months Ended September 30, 2017

- We reported net income of $34.0 for the nine months ended September 30, 2018, a decrease of $58.7 from the same period in 2017. Growth in adjusted pre-tax income reflected an improved Benefits loss ratio and growth in our medical stop-loss business. This growth was more than offset by realized losses and losses from the Closed Block (described above). Realized gains (losses) are further discussed in – "Investments."

  Results for the first nine-months of 2018 reflect a tax benefit driven by realized losses including losses from the Closed Block. Our full-year effective tax rate differs from the U.S. federal income tax rate, primarily due to benefits from the Company's tax credit investments. For interim periods, the variance of year-to-date results from forecasted amounts also drives a difference in the effective tax rate.

- Segment results included $11.6 of net prepayment-related income, a decrease of $5.5 compared to the same period in 2017. For the nine months ended September 30, 2018, investment income from prepayments was $24.6, offset by $4.0 of related DAC, VOBA, and DSI amortization and $9.0 of related realized losses. For the same period in 2017, investment income from prepayments was $40.5, offset by $9.2 of related amortization and $14.2 of realized losses.

- Operating expenses for the nine months ended September 30, 2018 reflected an increase in the number of our employees to support business growth, and increased advertising and promotion expenses.

- Closed Block results for the nine months ended September 30, 2018 reflected realized losses of $80.1 compared with realized gains of $30.7 in the prior year period.

Segment Operating Results

Benefits

The following table sets forth the results of operations for our Benefits segment:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Adjusted revenues:				
Premiums	$ 244.8	$ 219.6	$ 735.9	$ 644.6
Net investment income	7.7	6.9	22.1	18.6
Policy fees, contract charges, and other	4.1	4.7	12.1	13.9
Certain realized gains (losses)	0.1	—	(0.1)	—
Total adjusted revenues	256.7	231.2	770.0	677.1
Benefits and expenses:				
Policyholder benefits and claims	169.4	157.3	523.0	487.3
Other underwriting and operating expenses	61.7	55.8	185.1	169.0
Amortization of DAC and VOBA	1.5	0.8	4.1	1.9
Total benefits and expenses	232.6	213.9	712.2	658.2
Segment adjusted pre-tax income (loss)	$ 24.1	$ 17.3	$ 57.8	$ 18.9

The following table sets forth selected operating metrics for our Benefits segment:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Loss ratio (1)	69.2%	71.6%	71.1%	75.6%
Expense ratio (2)	25.0	24.9	24.8	25.6
Combined ratio	94.2%	96.5%	95.9%	101.2%
Total sales (3)	$ 29.9	$ 29.6	$ 208.1	$ 255.4

(1) Loss ratio represents policyholder benefits and claims incurred divided by premiums earned.
(2) Expense ratio represents the sum of other underwriting and operating expenses of our insurance operations and amortization of DAC divided by premiums earned.
(3) Total sales represent annualized first-year premiums net of first year policy lapses.

Three Months Ended September 30, 2018 Compared to the Three Months Ended September 30, 2017

- Segment adjusted pre-tax income was $24.1 for the three months ended September 30, 2018, an increase of $6.8 from the same period in 2017. The current year's income was driven by an improved medical stop-loss loss ratio compared to the prior year, as well as increased premiums on medical stop-loss and group life and DI lines of business.

- Our loss ratio was 69.2% for the period, an improvement from 71.6% for third quarter 2017, largely due to pricing actions taken on medical stop-loss business written after January 2017. Our third quarter 2017 loss ratio was elevated primarily as a result of higher-than-expected medical stop-loss claims on business written in 2016 and January 2017.
- For the third quarter 2018, premiums increased $25.2 compared to the same period in 2017. This was primarily driven by medical stop-loss price increases and solid persistency on the 2017 block of business, as well as growth in our group life and DI line of business.
- Third quarter sales are consistent with prior period. We experienced strong quote activity and close ratios in our Life & DI line of business.

Nine Months Ended September 30, 2018 Compared to the Nine Months Ended September 30, 2017

- Segment adjusted pre-tax income was $57.8 for the nine months ended September 30, 2018, an increase of $38.9 from the same period in 2017. This increase was primarily driven by an improved loss ratio, primarily on our medical stop-loss business, along with premium growth on our medical stop-loss and group life and DI lines of business.
- Our loss ratio was 71.1% for the nine months ended September 30, 2018, an improvement from 75.6% for the same period in 2017, This improvement reflected better claims experience in our medical stop-loss business written in January 2017 and the favorable impact of pricing actions taken on stop-loss business written after January 2017.
- For the nine months ended September 30, 2018, premiums increased $91.3 compared to the same period in 2017, primarily driven by increased medical stop-loss pricing and growth in our medical stop-loss and group life and DI lines of business. We also experienced favorable persistency on renewals of our January 2017 medical stop-loss business as well as strong January 2018 sales and persistency. Historically, January sales and renewals of existing policies represent about half of the premium we write in a calendar year.
- Year-to-date 2018 sales were solid at $208.1, but down compared to the same period 2017, which was an exceptionally strong medical stop-loss sales period.

Retirement

The following table sets forth the results of operations for our Retirement segment:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Adjusted revenues:				
Net investment income	$ 194.0	$ 173.7	$ 559.4	$ 523.0
Policy fees, contract charges, and other	7.2	6.1	23.0	19.0
Certain realized gains (losses)	(0.9)	(4.4)	(3.1)	(8.4)
Total adjusted revenues	200.3	175.4	579.3	533.6
Benefits and expenses:				
Policyholder benefits and claims	(0.5)	3.8	5.7	6.2
Interest credited	115.9	101.1	337.8	308.0
Other underwriting and operating expenses	33.3	27.5	94.0	85.8
Amortization of DAC and VOBA	21.1	10.9	54.7	45.1
Total benefits and expenses	169.8	143.3	492.2	445.1
Segment adjusted pre-tax income	$ 30.5	$ 32.1	$ 87.1	$ 88.5

The following table sets forth selected operating metrics for our Retirement segment:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Fixed account values, excluding FIA	$ 11,778.1	$ 11,946.1	$ 11,778.1	$ 11,946.1
Interest spread (1)	1.15%	1.27%	1.22%	1.33%
Base interest spread (2)	1.13%	1.07%	1.12%	1.09%
Fixed account values, FIA	$ 10,931.5	$ 9,178.4	$ 10,931.5	$ 9,178.4
FIA interest spread (3)	1.63%	1.55%	1.48%	1.50%
FIA base interest spread (4)	1.40%	1.32%	1.40%	1.36%
Total sales (5)	$ 939.7	$ 607.0	$ 2,718.0	$ 2,492.5

(1) Interest spread excludes FIA and SPIA 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. The credited rate is the approximate rate credited on policyholder fixed account values. Interest credited is subject to contractual terms, including minimum guarantees.
(2) Base interest spread excludes 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 deferred sales inducement amortization, and the mortgage-backed security (MBS) prepayment speed adjustment.
(3) FIA interest spread 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, excluding derivative assets. The credited rate represents amounts recorded in interest credited related to FIA contracts.
(4) FIA base interest spread excludes 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 and the MBS prepayment speed adjustment and the impact of reserve adjustments on interest credited.
(5) Total sales represent deposits for new policies net of first year policy lapses and/or surrenders.

Three Months Ended September 30, 2018 Compared to the Three Months Ended September 30, 2017

- Segment adjusted pre-tax income was $30.5 for the three months ended September 30, 2018, a decrease of $1.6 from the prior year period. Higher base interest margins on growing FIA account values were offset by increases in operating expenses, including non-deferrable commissions and expenses to support our growing business. In addition, the results from annual actuarial assumption reviews increased income $5.0 in 2018, compared to $14.1 in 2017.

- Stable base spreads on a growing FIA block of business drove a FIA base interest margin of $35.1 for the three months ended September 30, 2018, a $7.9 increase compared to the third quarter of 2017. FIA account values increased $1.8 billion compared to the prior period.

  For our retirement business, base interest margin is defined as net investment income, less interest credited, and adjusted mainly to exclude the impact of asset prepayments. It represents the earnings generated by the base spread, relative to average account values during the period.

- Unlocking impact was $5.0 favorable for third quarter 2018, primarily from actuarial model refinements on our FIA balances. This compared with a $14.1 favorable impact in the prior year period, driven by expectations of lower lapses on our FIA business.

- Sales were $939.7 for the three months ended September 30, 2018, up from $607.0 for the same period in 2017. The increase in 2018 is driven by market conditions, including an overall improvement in the interest rate environment.

Nine Months Ended September 30, 2018 Compared to the Nine Months Ended September 30, 2017

- Segment adjusted pre-tax income was $87.1 for the nine months ended September 30, 2018, which was consistent with the prior year period. Higher base interest margins on growing FIA account values were offset by increased operating expenses in support of growth, including non-deferrable commissions.

- Stable base spreads on a growing FIA block of business resulted in a $100.6 FIA base interest margin, which is a $20.3 increase compared to the same period in 2017.

- Net prepayment related income was $8.0 for the nine months ended September 30, 2018, a decrease of $9.5 from the same period in 2017.
- Sales were $2,718.0 for the nine months ended September 30, 2018, compared to $2,492.5 for the same period in 2017, reflecting improving market conditions and continued heightened competition.

Individual Life

The following table sets forth the results of operations for our Individual Life segment:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Adjusted revenues:				
Premiums	$ 9.7	$ 7.9	$ 25.4	$ 24.6
Net investment income	65.3	60.7	194.7	180.5
Policy fees, contract charges and other	69.6	61.2	205.8	178.5
Certain realized gains (losses)	(0.3)	(1.2)	(1.8)	(4.3)
Total adjusted revenues	144.3	128.6	424.1	379.3
Benefits and expenses:				
Policyholder benefits and claims	28.5	38.3	108.1	83.8
Interest credited	72.5	68.2	214.2	204.3
Other underwriting and operating expenses	27.5	23.0	82.7	71.5
Interest expense	0.5	0.2	0.9	0.4
Amortization of DAC and VOBA	20.8	1.0	9.3	5.6
Total benefits and expenses	149.8	130.7	415.2	365.6
Segment adjusted pre-tax income	$ (5.5)	$ (2.1)	$ 8.9	$ 13.7

The following table sets forth selected operating metrics for our Individual Life segment:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Individual insurance:				
Individual claims (1)	$ 12.7	$ 21.5	$ 52.0	$ 50.7
UL account values	1,292.5	1,119.1	1,292.5	1,119.1
Individual sales (2)	18.3	20.7	68.7	62.6
Institutional Markets:				
BOLI account values	$ 5,327.3	$ 5,213.5	$ 5,327.3	$ 5,213.5
ROA (3)	0.75%	0.60%	0.84%	0.81%
Base ROA (4)	0.76%	0.59%	0.79%	0.70%
COLI sales (5)	$ 2.1	$ 0.4	$ 38.7	$ 35.5

(1) Individual claims represents incurred claims, net of reinsurance, on our term and universal life policies.
(2) 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.
(3) ROA is a measure of the gross margin on our institutional block of business. This metric is calculated as the difference between our institutional revenue earnings rate and our institutional policy benefits rate. The revenue earnings rate is calculated as revenues divided by average invested assets. The policy benefits rate is calculated as total policy benefits divided by average account values, which includes the impact of PGAAP reserve amortization. The policy benefits used in this metric do not include expenses.
(4) Base ROA excludes items that can vary significantly from period to period due to a number of factors and, therefore, may contribute to yields that are not indicative of the underlying trends. These are primarily the impact of asset prepayments, such as bond make-whole premiums and the MBS prepayment speed adjustment, and reserve adjustments.
(5) COLI sales represent deposits for new policies. COLI sales typically occur in uneven patterns.

Three Months Ended September 30, 2018 Compared to the Three Months Ended September 30, 2017

- Segment adjusted pre-tax loss was $5.5 for the quarter ended September 30, 2018, compared to an adjusted pre-tax loss of $2.1 for the same period in 2017. Favorable mortality experience and increased fee revenue on our growing block of universal life business was more than offset by an unfavorable impact related to annual unlocking as well as higher operating expenses that supported growth.
- Base margin for our universal life and term life business was $25.5 for the quarter ended September 30, 2018, a $6.4 increase from the third quarter 2017.

  For our Individual Life segment, base margin is defined as adjusted revenues, less policyholder benefits and claims (including changes to reserves), and interest credited, and is adjusted to exclude the impact of asset prepayments, unlocking and other items. For institutional products, it represents the earnings generated by the base ROA on average account values during the period.
- Unlocking impact was $12.4 unfavorable for third quarter 2018, primarily from updating lapse assumptions and model refinements on our universal life reserves. This compared with a $6.4 unfavorable impact in the prior year period.
- Sales of individual life products, predominantly universal life (UL) products, were $18.3 for the third quarter 2018, compared with $20.7 for the third quarter 2017. Third quarter sales reflect decreased sales of our guaranteed UL products due to recent price increases and a declining guaranteed UL market. This decrease was partially offset by market interest in our new indexed UL product.

Nine Months Ended September 30, 2018 Compared to the Nine Months Ended September 30, 2017

- Segment adjusted pre-tax income was $8.9 for the nine months ended September 30, 2018, a decrease of $4.8 from the same period in 2017. This was primarily due to higher non-deferrable operating expenses that supported growth in our business. Higher base margins in our growing universal life block and growth in our institutional base margin was partially offset by increased expenses supporting our growing business. Also, the impact from our annual unlocking reduced income by $12.4 in 2018 compared to a decrease of $6.4 in 2017 resulting in lower income period-over-period.
- Base margin for our universal life and term life business was $75.1 for the nine months ended September 30, 2018, a $13.7 increase from the same period in 2017. This was driven by increased fee revenues and interest margin from a larger block of business, as well as favorable claims experience.
- Sales of individual life products, which were predominantly universal life products, were $68.7 for the nine months ended September 30, 2018, an increase of $6.1 compared to the same period in 2017. Year-to-date sales reflected market interest in our new indexed universal life product, which more than offset decreased sales of our guaranteed UL products.

Other

The following table sets forth the results of operations for our Other segment:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Adjusted revenues:				
Net investment income	$ 9.5	$ 3.9	$ 24.4	$ 15.1
Policy fees, contract charges, and other	0.5	0.4	0.9	1.0
Certain realized gains (losses)	(12.6)	(11.2)	(36.3)	(28.1)
Total adjusted revenues	(2.6)	(6.9)	(11.0)	(12.0)
Benefits and expenses:				
Interest credited	(0.3)	(0.1)	(0.8)	(0.7)
Other underwriting and operating expenses	—	1.0	1.8	3.2
Interest expense	5.7	7.3	17.4	22.0
Total benefits and expenses	5.4	8.2	18.4	24.5
Segment adjusted pre-tax loss	$ (8.0)	$ (15.1)	$ (29.4)	$ (36.5)

Three Months Ended September 30, 2018 Compared to the Three Months Ended September 30, 2017

- Adjusted pre-tax loss was $8.0 for the third quarter 2018, an improvement of $7.1 from the same period in 2017.
- Net investment income was higher, driven by dividend income from equity investments purchased in 2018, higher prepayment income, and surplus income allocations.
- Interest expense decreased as a result of a lower interest rate on debt refinanced in early 2018.

Nine Months Ended September 30, 2018 Compared to the Nine Months Ended September 30, 2017

- Adjusted pre-tax loss was $29.4 for the nine months ended September 30, 2018, compared to an adjusted pre-tax loss of $36.5 for the same period in 2017.
- Net investment income was higher, primarily due to dividend income from equity investments purchased in 2018, and surplus income allocations.
- Realized losses on our tax credit investments were $7.4 higher due to increased amortization and write downs. For further discussion on these investments, see – "Investments in Limited Partnerships – Tax Credit Investments."
- Interest expense decreased $4.6, due to a lower interest rate on debt refinanced in early 2018.

INVESTMENTS

Our investment portfolio is designed to support the expected cash flows of our liabilities and produce stable returns over the long term. The composition of our portfolio reflects our asset management philosophy of protecting principal and receiving appropriate reward for risk. As of September 30, 2018, our investment portfolio consisted of high quality fixed maturities and commercial mortgage loans we originated, as well as a smaller allocation of high-yield fixed maturities, marketable equity securities, investments in limited partnerships (primarily tax credit investments and alternative investments, which include private equity and hedge funds), derivatives, and other investments. Our equity investments have historically consisted of exchange-traded funds (ETFs) and common stock to mainly support asset-liability matching strategies for our long-duration income annuity contracts. These equity investments were sold in connection with the Reinsurance Transaction.

Closed Block Invested Assets

As of September 30, 2018, invested assets supporting the Closed Block had a carrying value of $6.1 billion. This included commercial mortgage loans with a carrying value of $1.3 billion, and fixed maturity securities with a fair value of $4.8

billion, and a book value of $4.7 billion. Invested assets supporting the Closed Block are legally owned by the Company and included in the consolidated balance sheets.

Investment Returns

Net Investment Income

Return on invested assets is an important element of our financial results. The following tables set forth the income yield and net investment income, excluding realized gains (losses), for each major investment category:

	For the Three Months Ended September 30,				For the Nine Months Ended September 30,			
	2018		2017		2018		2017	
	Yield (1)	Amount	Yield (1)	Amount	Yield (1)	Amount	Yield (1)	Amount
Investment Type:								
Fixed maturities, available for sale (2)	3.61%	$ 275.6	3.41%	$ 251.3	3.58%	$ 813.5	3.50%	$ 762.3
Fixed maturities, trading	2.44	1.2	—	—	2.03	1.2	—	—
Marketable equity securities	3.76	3.5	3.35	5.0	3.17	12.1	2.90	13.1
Mortgage loans, net (2)	4.14	65.6	3.86	58.5	4.04	189.9	3.83	168.5
Other income producing assets (3)	3.31	3.8	2.65	2.8	3.94	11.4	2.33	7.5
Income before expenses and prepayments	3.69	349.7	3.47	317.6	3.65	1,028.1	3.53	951.4
Prepayment-related income	0.09	8.5	0.17	13.8	0.10	27.6	0.16	43.4
Investment expenses	(0.12)	(11.5)	(0.12)	(10.8)	(0.12)	(33.5)	(0.11)	(30.1)
Ceded investment income (4)	*	(86.3)	*	—	*	(86.3)	*	—
Net investment income	3.66%	$ 260.4	3.52%	$ 320.6	3.63%	$ 935.9	3.58%	$ 964.7

* Yield is not meaningful.
(1) Yields are determined based on monthly averages calculated using beginning and end-of-period balances. Yields for fixed maturities and equity securities are based on amortized cost. Yields for all other asset types are based on carrying values.
(2) Excludes investment income related to prepayment activity.
(3) Other income producing assets include policy loans, other invested assets, and cash and cash equivalents.
(4) Represents ceded investment income associated with our Closed Block.

Prepayment-related income shown above includes make-whole payments and consent fees on early calls or tenders of fixed maturities, prepayment speed adjustments on structured securities, and fees on mortgage loan payments received prior to the stated maturity or outside a rate resetting window. Prepayments of our fixed maturities and commercial mortgage loans result in the write-off of the premium or discount associated with the investment, which is recorded in net realized gains (losses). For the nine months ended September 30, 2018 and 2017, we recognized $9.5 and $14.9, respectively, of realized losses related to prepayments, primarily due to premiums established for PGAAP. Due to the low interest rate environment, we continue to experience elevated levels of prepayment activity. As interest rates rise, we are reinvesting the proceeds from prepayments at rates that are higher than the portfolio yields established at PGAAP.

Net Realized Gains (Losses)

The following table sets forth the detail of our net realized gains (losses) before taxes:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Fixed maturities, available-for-sale:				
Gain (loss) on sales, net	$ (9.7)	$ 6.6	$ (15.9)	$ 13.6
Credit loss	(0.2)	—	(0.8)	—
Intent-to-sell	(0.4)	(2.8)	(2.8)	(4.8)
Total impairments	(0.6)	(2.8)	(3.6)	(4.8)
Fixed maturities, trading	(6.4)	—	(6.4)	—
Marketable equity securities (1)	5.1	1.8	(20.8)	26.2
Alternative investments	0.8	(0.6)	0.3	0.7
Tax credit investments	(11.4)	(10.8)	(35)	(27.6)
Net gain (loss) – FIA (2)	(2.0)	5.8	12.1	6.1
Annual unlocking impact	(39.2)	20.1	(39.2)	20.1
DAC and VOBA adjustment	(3.0)	(1.7)	(10.2)	(2.8)
Prepayment-related loss	(3.5)	(6.1)	(9.5)	(14.6)
Embedded derivative – Closed Block (3)	63.0	—	63.0	—
Ceded realized (gains) losses (4)	(94.5)	—	(94.5)	—
Other net gains (losses) (5)	$ 7.5	$ 8.4	$ 5.7	$ 0.4
Total net realized gains (losses)	$ (93.9)	$ 20.7	$ (154.0)	$ 17.3

(1) Realized gains (losses) on equity securities are net of changes in fair value of total return swaps.
(2) Includes changes in fair value of the FIA embedded derivative (VED) and related options, excluding options related to our block of FIA business sold during the late 1990s.
(3) Includes the change in fair value of the Closed Block embedded derivative.
(4) Includes ceded realized statutory (gains) losses on sales of assets supporting the Closed Block.
(5) Includes net gains (losses) on changes in the fair value of our derivatives not designated for hedge accounting and convertible securities.

Highlights of net realized gains (losses) include:

- We realized net gains of $33.6 and $27.7, respectively, on sales of marketable equity securities for the three and nine months ended September 30, 2018, compared with net gains of $1.8 and $26.2, respectively, for the three and nine months ended September 30, 2017. In 2018 we liquidated the majority of our equity holdings in connection with the Reinsurance Transaction, which were held for asset-liability management in the Closed Block. In 2017 we liquidated a portion of our holdings to rebalance our equity portfolio.

- The net gains on sales of marketable equity securities were offset by losses on our total return swaps. For the three and nine months ended September 30, 2018, realized losses of $28.5 and $48.5, respectively, were related to total return swaps that were purchased in late March 2018 to economically hedge our exposure to fair value fluctuations on our marketable equity securities. In connection with the liquidation of most of our equity holdings, the total return swaps were terminated during the third quarter of 2018.

- Pursuant to accounting guidance adopted on January 1, 2018, changes in fair value of marketable equity securities are recognized in realized gains (losses). As a result, unrealized gains of $144.7 as of December 31, 2017 were reclassified from accumulated other comprehensive income to retained earnings.

Fixed Maturity Securities

Fixed maturities represented 79.0% and 80.0% of invested assets as of September 30, 2018 and December 31, 2017, respectively. The majority of our fixed maturities are invested in highly marketable or publicly traded securities. A modest allocation of our portfolio is invested in privately placed fixed maturities to enhance the overall value of the portfolio and obtain higher yields than can ordinarily be obtained with comparable securities in public markets. As of September 30, 2018 and December 31, 2017, privately placed fixed maturities represented 5.3% and 5.0%, respectively, of our total fixed maturity portfolio at fair value.

The majority of our fixed maturities are invested in securities with a National Association of Insurance Commissioners (NAIC) designation of "1" or "2", which is considered investment grade. As of September 30, 2018 and December 31, 2017, 96.8% and 96.3%, respectively, of our fixed maturities were investment grade. Our holdings are diversified across industries and categories.

We hold investments in high-quality foreign corporate securities, and continue to purchase investments as opportunities for favorable yields and diversification arise. The majority of these holdings are denominated in U.S. dollars. We utilize foreign currency swaps and forwards to hedge our exposure to those denominated in foreign currencies. As of September 30, 2018 and December 31, 2017, fixed maturities with fair values of $710.5 and $689.3, respectively, were denominated in a foreign currency and reported in U.S. dollars based on period-end exchange rates. The total fair value of our foreign holdings was $6,237.3 and $6,072.9, respectively, as of September 30, 2018 and December 31, 2017. As of September 30, 2018, our largest exposure to a single foreign issuer was $172.8 to a British issuer, while as of December 31, 2017, our largest foreign exposure was $178.2 to an issuer based in Ireland. The holdings of both issuers are investment grade.

As of September 30, 2018 and December 31, 2017,10.5% and 10.8%, respectively, of total fixed maturities were invested in RMBS and CMBS securities. The Company had no exposure to subprime RMBS as of September 30, 2018 and December 31, 2017, and 91.7% and 90.9%, respectively, of our total RMBS portfolio were agency securities. Less than 15% of our total MBS holdings (both RMBS and CMBS) were originated prior to 2009 as of both September 30, 2018 and December 31, 2017.

Mortgage Loans

Our mortgage loan department originates commercial mortgages and manages our existing commercial mortgage loan portfolio. We specialize in originating loans of $1.0 to $5.0, which are generally secured by first-mortgage liens on income-producing commercial real estate. As of September 30, 2018 and December 31, 2017, 73.1% and 72.9%, respectively, of our mortgage loans had an outstanding principal under $5.0.

All loans are underwritten consistently to our standards based on loan-to-value (LTV) ratios and debt service coverage ratios (DSCR). LTV ratios and DSCRs are based on income and detailed market, property and borrower analyses using our experience in commercial mortgage lending. A large majority of our loans have personal guarantees, and all loans are evaluated annually. We diversify our mortgage loans by geographic region, loan size and scheduled maturity.

As of both September 30, 2018 and December 31, 2017, our portfolio's weighted-average LTV ratio was 48.8%. As of September 30, 2018 and December 31, 2017, its weighted-average DSCR was 1.94 and 1.91, respectively.

We believe we have maintained our disciplined underwriting approach as we have increased our mortgage loan portfolio. The following table presents information about our mortgage loan originations:

	For the Three Months Ended September 30,	
	2018	2017
Weighted average LTV ratio of loans originated	48.2%	48.1%
Weighted average DSCR of loans originated	1.91	1.95

The following table sets forth our investments in mortgage loans by contractual maturity date:

	As of September 30, 2018	
	Outstanding Principal	% of Total
Years to Maturity:		
Due in one year or less	$ 58.2	0.9%
Due after one year through five years	786.8	12.6
Due after five years through ten years	1,656.4	26.4
Due after ten years	3,761.3	60.1
Total	$ 6,262.7	100.0%

Additionally, our loan terms usually allow borrowers to prepay their mortgage loan prior to the stated maturity or outside specified rate resetting windows. Prepayments are driven by factors specific to the activities of our borrowers as well as the interest rate environment. The majority of our mortgage loans contain yield maintenance and other provisions that we believe mitigate the impact of such prepayments.

Investments in Limited Partnerships – Tax Credit Investments

We invest in limited partnerships where the primary return on investment is in the form of income tax credits and the tax benefit on the pass-through of partnership activity. These partnerships are established to invest in low-income housing and other qualifying purposes (collectively referred to as "tax credit investments"). Although these investments decrease our income on a pre-tax basis, they contribute to net income by providing significant tax benefits that lower our effective tax rate. Refer to Note 5 to the unaudited interim condensed consolidated financial statements for further discussion related to our investments in low-income housing project investments. As of September 30, 2018 and December 31, 2017, the Company's tax credit investments had carrying values of $138.3 and $173.0, respectively, of which $132.0 and $165.8, respectively, related to low-income housing project investments.

The following table sets forth the impact of these investments on net income:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2018	2017	2018	2017
Pass through activity, net of taxes	$ (2.4)	$ (4.4)	$ (12.2)	$ (12.6)
Write downs, net of taxes	(6.6)	(2.6)	(15.5)	(5.4)
Tax credits, net	8.9	8.5	30.6	25.4
Impact to net income	$ (0.1)	$ 1.5	$ 2.9	$ 7.4

The majority of our investments in limited partnerships relate to low-income housing. The tax credits from these partnerships are generally delivered in the first ten years of the investment, with the largest portions provided in the middle years. Other tax credit investments generally provide tax credits during the first two years of the investment.

LIQUIDITY AND CAPITAL RESOURCES

Symetra conducts its operations through its operating subsidiaries, and its liquidity requirements have been and will continue to be met primarily by funds from such subsidiaries. Dividends from subsidiaries are Symetra’s principal source of cash to pay dividends to its stockholder and meet its obligations, including payments of principal and interest on notes payable. Payments of dividends from insurance subsidiaries are subject to restrictions under state insurance regulations.

We actively manage our liquidity in light of changing market, economic, and business conditions, and we believe that our liquidity levels are more than adequate to cover our exposures, as evidenced in the discussion below.

Liquid Assets

Symetra’s insurance company subsidiaries have investment strategies intended to provide adequate funds to pay benefits without forced sales of investments. Products that have liabilities with longer durations, such as certain life insurance policies, are matched with investments which have similar estimated lives such as long-term fixed maturities, and commercial mortgage loans. Shorter-term liabilities are matched with shorter-term fixed maturities. In addition, our insurance subsidiaries hold sufficient levels of highly liquid, high quality assets to fund anticipated operating expenses, surrenders, and withdrawals.

We define liquid assets to include cash, cash equivalents, short-term investments, and publicly traded and highly-marketable fixed maturities and equity securities. As of September 30, 2018 and December 31, 2017, our insurance company subsidiaries had liquid assets of $24.70 billion and $29.88 billion, respectively, and Symetra had liquid assets of $160.8 and $197.2, respectively. The portion of our total liquid assets consisting of cash and cash equivalents and short-term investments was $443.6 and $362.6 as of September 30, 2018 and December 31, 2017, respectively.

Other Sources of Funding

As of September 30, 2018, we had the ability to borrow, on an unsecured basis, a principal amount of $400.0 under a revolving line of credit arrangement with an expansion feature providing access to up to $100.0, for a total maximum principal amount of $500.0.

In August 2018, the Company, became a member of the Federal Home Loan Bank of Des Moines (FHLB DM). Membership allows access to the FHLB DM's funding services, which provide an alternative liquidity source, including the ability to obtain loans and issue funding agreements that are collateralized by qualifying assets. As of September 30, 2018, the total maximum borrowing capacity under the FHLB DM was approximately $11.0 billion. Maximum borrowing capacity varies based on a percentage of total assets. Eligible collateral includes eligible CMBS, RMBS, government or agency securities and mortgage loans. As of September 30, 2018, our maximum borrowing capacity from the FHLB DM was approximately $11 billion, subject to availability of eligible collateral and our internal authorization limits. We began taking advances during the fourth quarter of 2018.

Liquidity Requirements

The liquidity requirements of Symetra's insurance company subsidiaries primarily relate to obligations associated with insurance policies and investment contracts, operating expenses, the payment of dividends to Symetra, and the payment of income taxes. Obligations associated with insurance policies and investment contracts include the payment of benefits, as well as cash payments made in connection with policy and contract surrenders and withdrawals. Historically, Symetra's insurance company subsidiaries have used cash flows from operations and invested assets to fund their liquidity requirements.

In managing the liquidity of our insurance operations, we consider the risk of policyholder and contract holder withdrawals of funds occurring earlier than assumed when selecting assets to support these contractual obligations. We use surrender charges, market value adjustments (MVAs), and other contract provisions to mitigate the extent, timing, and profitability impact of such withdrawals. Certain policy lapses and surrenders occur in the normal course of business. If interest rates rise significantly, we will likely experience an increase in lapses.

Our asset-liability management process takes into account the expected cash flows on investments and expected policyholder payments, as well as the specific nature and risk profile of the liabilities. Considering the size and liquidity profile of our investment portfolio, we believe that we have appropriately mitigated the risk of policyholder behavior varying from our projections. We also consider attributes of the various categories of liquid assets, for example, type of asset and credit quality, in evaluating the adequacy of our insurance operations' liquidity under a variety of stress scenarios. We believe that the liquidity profile of our assets is sufficient to satisfy our liquidity requirements.

The NAIC establishes risk-based capital (RBC) standards for life insurance companies. If an insurer's RBC falls below specified levels, the insurer would be subject to different degrees of regulatory action depending upon the level of deficiency. As of September 30, 2018, Symetra Life Insurance Company, our primary insurance company subsidiary, had an estimated RBC ratio of 419%, which is well above regulatory action levels. The RBC ratio includes offsetting impacts resulting from the Reinsurance Transaction and the NAIC's revision of certain tax-based factors. Following the enactment of the 2017 Tax Act, the NAIC revised certain tax-based factors used to calculate RBC, which is the denominator of the RBC ratio. The revised factors are required to be implemented December 31, 2018 and the Company implemented them third quarter 2018. These revisions reduce the RBC ratios of life insurers, including our insurance subsidiaries; however, we remain well above regulatory action levels. Symetra Life Insurance Company's Statutory capital and surplus, including asset valuation reserve, was $2,437.1 as of September 30, 2018.

USE OF NON-GAAP FINANCIAL MEASURES

Certain tables and related disclosures in this report include non-GAAP financial measures. We believe these measures provide useful information for evaluating our financial performance or condition. Non-GAAP financial measures are not a substitute for their most directly comparable GAAP measures and should be read together with such measures. The adjustments made to derive non-GAAP measures are important to understanding our overall results of operations and financial position and, if evaluated without proper context, non-GAAP measures possess material limitations. These measures may be calculated differently from similarly titled measures of different companies.

We have provided reconciliations between non-GAAP financial measures and their most directly comparable GAAP financial measures in the – "Results of Operations" section of this report. In the following discussion we provide the definitions of these non-GAAP measures.

Adjusted Pre-tax Income

Adjusted pre-tax income consists of income from operations before income taxes, excluding results from our Closed Block, intangible asset amortization and certain net realized gains (losses). Adjusted pre-tax income represents the total of segment adjusted pre-tax income, which at the segment level is a GAAP measure. Income from operations before income taxes is the most directly comparable GAAP measure to adjusted pre-tax income. Excluded results consist of the following:

- The results from operations related to the business exited through the Reinsurance Transaction are reported as the "Closed Block" and are included in the consolidated financial statements. The income (loss) related to the Closed Block is excluded from the profitability measures used by management, as this results in more accurate trends in the Company’s core business and more closely aligns the results with how the Company manages its segments.
- We consider it useful to exclude the amortization of intangible assets to focus on results of our core business operations.
- Excluded realized gains (losses) are associated with investment sales or disposals, investment impairments, changes in the fair value of mark-to-market investments and derivative investments (except for certain index options associated with FIA policies primarily sold in the late 1990s), and changes in the fair value of embedded derivatives related to FIA products, as well as the DAC, VOBA and DSI impacts related to these items. We do not consider many of the activities reported through net realized gains (losses) to be part of the results of our insurance operations. The timing and amount of these gains (losses) are driven by investment decisions and external economic developments unrelated to our management of the insurance and underwriting aspects of our business.

Certain realized gains (losses) are included in adjusted pre-tax income. These include gains (losses) on certain index options supporting FIA policies primarily sold in the late 1990s, and realized gains (losses) from prepayment activity and pass through activity and write-downs associated with tax credit investments. Management considers this meaningful when assessing the results of our core business operations.

We believe it is useful to review adjusted pre-tax income because it assists in determining whether our insurance-related revenues, composed primarily of premiums, net investment income and policy fees, contract charges and other, have been sufficient to generate operating earnings after meeting our insurance-related obligations, composed primarily of claims paid to policyholders, interest credited to policyholder accounts, and underwriting and other operating costs. In addition, our management and board of directors have other uses for this measure, including assessing achievement of our financial plan.