## FIRST QUARTER 2013

# Symetra Financial Corporation (SYA) Financial Supplement <br> All financial information in this document is unaudited 

# Symetra Financial Corporation 

Financial Supplement
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## Symetra Financial Corporation <br> 1Q 2013 Financial Supplement <br> Financial Highlights

(In millions, except per share or percentage data)

| Net income | For the Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31, 2013 |  | Dec. 31, 2012 |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | Jun. 30, 2012 |  | Mar. 31, 2012 |  |
|  | \$ | 66.0 | \$ | 31.0 | \$ | 55.2 | \$ | 43.8 | \$ | 75.4 |
| Net income per common share ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.48 | \$ | 0.22 | \$ | 0.40 | \$ | 0.32 | \$ | 0.55 |
| Diluted | \$ | 0.48 | \$ | 0.22 | \$ | 0.40 | \$ | 0.32 | \$ | 0.55 |
| Weighted-average common shares outstanding: |  |  |  |  |  |  |  |  |  |  |
| Basic |  | . 093 |  | . 114 |  | . 091 |  | . 090 |  | 7.776 |
| Diluted |  | . 098 |  | . 122 |  | . 094 |  | . 094 |  | 7.781 |
| Non-GAAP Financial Measures ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |
| Adjusted operating income | \$ | 50.4 | \$ | 32.9 | \$ | 45.9 | \$ | 47.2 | \$ | 59.3 |
| Adjusted operating income per common share: ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.37 | \$ | 0.24 | \$ | 0.33 | \$ | 0.34 | \$ | 0.43 |
| Diluted | \$ | 0.37 | \$ | 0.24 | \$ | 0.33 | \$ | 0.34 | \$ | 0.43 |


| Consolidated Balance Sheet Data | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31, 2013 |  | Dec. 31, 2012 |  | Sep. 30, 2012 |  | Jun. 30, 2012 |  | Mar. 31, 2012 |  |
| Total investments |  | 27,437.5 | \$ | 27,556.4 | \$ | 27,492.3 | \$ | 27,037.6 | \$ | 26,415.0 |
| Total assets |  | 29,587.8 |  | 29,460.9 |  | 29,497.7 |  | 28,997.9 |  | 28,544.7 |
| Notes payable |  | 449.4 |  | 449.4 |  | 449.3 |  | 449.3 |  | 449.2 |
| Accumulated other comprehensive income (net of taxes) (AOCI) |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |  | 1,188.0 |  | 1,000.1 |
| Total stockholders' equity |  | 3,604.2 |  | 3,630.1 |  | 3,641.2 |  | 3,378.4 |  | 3,154.7 |
| U.S. Statutory Financial Information: |  |  |  |  |  |  |  |  |  |  |
| Statutory capital and surplus | \$ | 1,952.6 | \$ | 1,912.6 | \$ | 1,906.5 | \$ | 1,868.3 | \$ | 1,842.8 |
| Asset valuation reserve (AVR) |  | 269.9 |  | 261.3 |  | 252.2 |  | 239.8 |  | 244.2 |
| Statutory book value | \$ | 2,222.5 | \$ | 2,173.9 | \$ | 2,158.7 | \$ | 2,108.1 | \$ | 2,087.0 |
| Common shares outstanding, end of period |  | 119.099 |  | 119.088 |  | 119.120 |  | 119.131 |  | 119.074 |
| Book value per common share | \$ | 26.10 | \$ | 26.29 | \$ | 26.37 | \$ | 24.46 | \$ | 22.85 |
| Debt to capital ratio |  | 11.1\% |  | 11.0\% |  | 11.0\% |  | 11.7\% |  | 12.5\% |
| Non-GAAP Financial Measures ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |
| Adjusted book value (stockholders' equity excluding AOCI) | \$ | 2,311.1 | \$ | 2,258.9 | \$ | 2,236.9 | \$ | 2,190.4 | \$ | 2,154.6 |
| Adjusted book value per common share : <br> Adjusted book value per common share ${ }^{3}$ | \$ | 19.40 | \$ | 18.97 | \$ | 18.78 | \$ | 18.39 | \$ | 18.09 |
| Adjusted book value per common share, as converted ${ }^{4}$ | \$ | 18.32 | \$ | 17.94 | \$ | 17.78 | \$ | 17.44 | \$ | 17.19 |
| Statutory book value per common share ${ }^{5}$ | \$ | 18.66 | \$ | 18.25 | \$ | 18.12 | \$ | 17.70 | \$ | 17.53 |
| Debt to capital ratio, excluding AOCI ${ }^{6}$ |  | 16.3\% |  | 16.6\% |  | 16.7\% |  | 17.0\% |  | 17.3\% |


|  | For the Twelve Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2012 \end{gathered}$ | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \end{gathered}$ | $\begin{gathered} \hline \text { Jun. 30, } \\ 2012 \end{gathered}$ | $\begin{gathered} \hline \text { Mar. 31, } \\ 2012 \\ \hline \end{gathered}$ |
| ROE | 5.6\% | 6.1\% | 7.6\% | 6.6\% | 7.6\% |
| Non-GAAP Financial Measure ${ }^{2}$ |  |  |  |  |  |
| Operating ROAE ${ }^{7}$ | 7.9\% | 8.5\% | 9.5\% | 9.8\% | 10.0\% |

${ }^{1}$ 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. 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 based on 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 and is calculated based on adjusted book value plus the assumed proceeds from the warrants, divided by outstanding common shares and shares subject to outstanding warrants.
${ }^{5}$ 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.

| Symetra Financial Corporation 1Q 2013 Financial Supplement Consolidated Income Statement Data (In millions, except per share data) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |
|  |  | $\begin{aligned} & \text { r. 31, } \\ & \hline 13 \\ & \hline \end{aligned}$ |  |  |  |  |  | $\begin{aligned} & .30, \\ & 12 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & 31, \\ & 12 \\ & \hline \end{aligned}$ |
| Revenues: |  |  |  |  |  |  |  |  |  |  |
| Premiums | \$ | 157.0 | \$ | 153.8 | \$ | 154.1 | \$ | 146.8 | \$ | 150.3 |
| Net investment income |  | 323.7 |  | 323.2 |  | 312.3 |  | 319.2 |  | 320.5 |
| Policy fees, contract charges and other |  | 49.9 |  | 47.7 |  | 47.1 |  | 48.8 |  | 46.3 |
| Net realized investment gains (losses): |  |  |  |  |  |  |  |  |  |  |
| Total other-than-temporary impairment losses on securities |  | (2.6) |  | (6.4) |  | (16.0) |  | (11.1) |  | (3.6) |
| Less: portion recognized in other comprehensive income |  | 0.6 |  | 2.6 |  | 2.7 |  | 1.7 |  | 1.1 |
| Net impairment losses recognized in earnings |  | (2.0) |  | (3.8) |  | (13.3) |  | (9.4) |  | (2.5) |
| Other net realized investment gains (losses) |  | 28.5 |  | (0.1) |  | 28.8 |  | 3.0 |  | 28.4 |
| Total net realized investment gains (losses) |  | 26.5 |  | (3.9) |  | 15.5 |  | (6.4) |  | 25.9 |
| Total revenues |  | 557.1 |  | 520.8 |  | 529.0 |  | 508.4 |  | 543.0 |
| Benefits and expenses: |  |  |  |  |  |  |  |  |  |  |
| Policyholder benefits and claims |  | 119.5 |  | 118.2 |  | 111.1 |  | 104.5 |  | 105.2 |
| Interest credited |  | 235.3 |  | 237.6 |  | 235.4 |  | 230.3 |  | 229.5 |
| Other underwriting and operating expenses |  | 91.8 |  | 96.0 |  | 88.9 |  | 92.6 |  | 83.0 |
| Interest expense |  | 8.2 |  | 8.2 |  | 8.2 |  | 8.2 |  | 8.2 |
| Amortization of deferred policy acquisition costs |  | 18.9 |  | 16.9 |  | 17.9 |  | 15.4 |  | 15.8 |
| Total benefits and expenses |  | 473.7 |  | 476.9 |  | 461.5 |  | 451.0 |  | 441.7 |
| Income from operations before income taxes |  | 83.4 |  | 43.9 |  | 67.5 |  | 57.4 |  | 101.3 |
| Provision (benefit) for income taxes: |  |  |  |  |  |  |  |  |  |  |
| Current |  | 15.7 |  | 3.9 |  | (0.3) |  | 18.6 |  | (6.3) |
| Deferred |  | 1.7 |  | 9.0 |  | 12.6 |  | (5.0) |  | 32.2 |
| Total provision for income taxes |  | 17.4 |  | 12.9 |  | 12.3 |  | 13.6 |  | 25.9 |
| Net income | \$ | 66.0 | \$ | 31.0 | \$ | 55.2 | \$ | 43.8 | \$ | 75.4 |
| Net income per common share: ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.48 | \$ | 0.22 | \$ | 0.40 | \$ | 0.32 | \$ | 0.55 |
| Diluted | \$ | 0.48 | \$ | 0.22 | \$ | 0.40 | \$ | 0.32 | \$ | 0.55 |
| Weighted-average number of common shares outstanding: |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 38.093 |  | 38.114 |  | 38.091 |  | 38.090 |  | 37.776 |
| Diluted |  | 38.098 |  | 38.122 |  | 38.094 |  | 38.094 |  | 37.781 |
| Cash dividends declared per common share | \$ | 0.08 | \$ | 0.07 | \$ | 0.07 | \$ | 0.07 | \$ | 0.07 |
| Non-GAAP Financial Measures: |  |  |  |  |  |  |  |  |  |  |
| Adjusted operating income | \$ | 50.4 | \$ | 32.9 | \$ | 45.9 | \$ | 47.2 | \$ | 59.3 |
| Adjusted operating income per common share: ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.37 | \$ | 0.24 | \$ | 0.33 | \$ | 0.34 | \$ | 0.43 |
| Diluted | \$ | 0.37 | \$ | 0.24 | \$ | 0.33 | \$ | 0.34 | \$ | 0.43 |
| Reconciliation to net income: |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 66.0 | \$ | 31.0 | \$ | 55.2 | \$ | 43.8 | \$ | 75.4 |
| Less: Net realized investment gains (losses) (net of taxes) |  | 17.2 |  | (2.6) |  | 10.1 |  | (4.2) |  | 16.9 |
| Add: Net realized gains (losses) - FIA (net of taxes) |  | 1.6 |  | (0.7) |  | 0.8 |  | (0.8) |  | 0.8 |
| Adjusted operating income | \$ | 50.4 | \$ | 32.9 | \$ | 45.9 | \$ | 47.2 | \$ | 59.3 |

[^0]| Symetra Financial Corporation 1Q 2013 Financial Supplement Consolidated Balance Sheet Data (In millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar. 31, } \\ 2012 \end{gathered}$ |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Investments: |  |  |  |  |  |  |  |  |  |  |
| Available-for-sale securities: |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities, at fair value | \$ | 23,369.6 | \$ | 23,519.0 | \$ | 23,620.9 | \$ | 23,300.8 | \$ | 22,944.8 |
| Marketable equity securities, at fair value |  | 50.6 |  | 49.6 |  | 48.4 |  | 49.8 |  | 48.6 |
| Trading securities: |  |  |  |  |  |  |  |  |  |  |
| Marketable equity securities, at fair value |  | 501.5 |  | 552.7 |  | 535.8 |  | 501.8 |  | 406.0 |
| Mortgage loans, net |  | 3,170.7 |  | 3,094.4 |  | 2,939.8 |  | 2,827.8 |  | 2,671.1 |
| Policy loans |  | 64.7 |  | 65.8 |  | 67.0 |  | 67.8 |  | 70.0 |
| Investments in limited partnerships |  | 235.3 |  | 239.3 |  | 242.2 |  | 247.7 |  | 245.7 |
| Other invested assets |  | 45.1 |  | 35.6 |  | 38.2 |  | 41.9 |  | 28.8 |
| Total investments |  | 27,437.5 |  | 27,556.4 |  | 27,492.3 |  | 27,037.6 |  | 26,415.0 |
| Cash and cash equivalents |  | 301.2 |  | 130.8 |  | 238.4 |  | 172.6 |  | 279.2 |
| Accrued investment income |  | 281.9 |  | 276.2 |  | 273.5 |  | 272.7 |  | 273.0 |
| Reinsurance recoverables |  | 304.5 |  | 302.1 |  | 297.5 |  | 293.4 |  | 294.4 |
| Deferred policy acquisition costs |  | 172.1 |  | 155.8 |  | 146.1 |  | 173.2 |  | 182.1 |
| Receivables and other assets |  | 211.7 |  | 231.9 |  | 230.1 |  | 249.0 |  | 248.0 |
| Separate account assets |  | 878.9 |  | 807.7 |  | 819.8 |  | 799.4 |  | 853.0 |
| Total assets | \$ | 29,587.8 | \$ | 29,460.9 | \$ | 29,497.7 | \$ | 28,997.9 | \$ | 28,544.7 |
| Liabilities and stockholders' equity |  |  |  |  |  |  |  |  |  |  |
| Funds held under deposit contracts | \$ | 23,228.8 | \$ | 23,068.5 | \$ | 22,963.0 | \$ | 22,941.0 | \$ | 22,700.6 |
| Future policy benefits |  | 390.9 |  | 390.6 |  | 390.5 |  | 391.5 |  | 390.9 |
| Policy and contract claims |  | 148.2 |  | 162.2 |  | 159.7 |  | 160.1 |  | 148.0 |
| Other policyholders' funds |  | 122.1 |  | 113.9 |  | 112.1 |  | 113.8 |  | 143.2 |
| Notes payable |  | 449.4 |  | 449.4 |  | 449.3 |  | 449.3 |  | 449.2 |
| Deferred income tax liabilities, net |  | 588.6 |  | 628.9 |  | 637.8 |  | 508.7 |  | 412.6 |
| Other liabilities |  | 176.7 |  | 209.6 |  | 324.3 |  | 255.7 |  | 292.5 |
| Separate account liabilities |  | 878.9 |  | 807.7 |  | 819.8 |  | 799.4 |  | 853.0 |
| Total liabilities |  | 25,983.6 |  | 25,830.8 |  | 25,856.5 |  | 25,619.5 |  | 25,390.0 |
| Preferred stock |  | - |  | - |  | - |  | - |  | - |
| Common stock |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.2 |
| Additional paid-in-capital |  | 1,460.7 |  | 1,459.3 |  | 1,458.5 |  | 1,457.6 |  | 1,455.9 |
| Treasury stock |  | (4.2) |  | - |  | - |  | - |  | - |
| Retained earnings |  | 853.4 |  | 798.4 |  | 777.2 |  | 731.6 |  | 697.5 |
| Accumulated other comprehensive income, net of taxes |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |  | 1,188.0 |  | 1,000.1 |
| Total stockholders' equity |  | 3,604.2 |  | 3,630.1 |  | 3,641.2 |  | 3,378.4 |  | 3,154.7 |
| Total liabilities and stockholders' equity | \$ | 29,587.8 | \$ | 29,460.9 | \$ | 29,497.7 | \$ | 28,997.9 | \$ | 28,544.7 |


| Symetra Financial Corporation 1Q 2013 Financial Supplement Segment Income Statement Data (In millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |
|  |  | $\begin{aligned} & \hline \text { r. 31, } \\ & 013 \\ & \hline \end{aligned}$ |  |  |  |  |  |  |  | $\begin{aligned} & \text { r. 31, } \\ & 012 \\ & \hline \end{aligned}$ |
| Operating revenues: |  |  |  |  |  |  |  |  |  |  |
| Benefits Division | \$ | 156.6 | \$ | 153.7 | \$ | 152.3 | \$ | 146.7 | \$ | 148.9 |
| Retirement Division: |  |  |  |  |  |  |  |  |  |  |
| Deferred Annuities |  | 151.5 |  | 146.4 |  | 141.8 |  | 139.1 |  | 140.7 |
| Income Annuities |  | 103.6 |  | 102.3 |  | 102.6 |  | 106.5 |  | 105.3 |
| Individual Life Division |  | 111.3 |  | 110.8 |  | 113.0 |  | 113.3 |  | 113.1 |
| Other |  | 10.1 |  | 10.5 |  | 4.9 |  | 8.0 |  | 10.3 |
| Operating revenues |  | 533.1 |  | 523.7 |  | 514.6 |  | 513.6 |  | 518.3 |
| Add: Net realized investment gains (losses) - excluding FIA |  | 24.0 |  | (2.9) |  | 14.4 |  | (5.2) |  | 24.7 |
| Revenues | \$ | 557.1 | \$ | 520.8 | \$ | 529.0 | \$ | 508.4 | \$ | 543.0 |
| Segment pre-tax adjusted operating income (loss): |  |  |  |  |  |  |  |  |  |  |
| Benefits Divison | \$ | 13.5 | \$ | 12.4 | \$ | 16.7 | \$ | 16.3 | \$ | 25.1 |
| Retirement Division: |  |  |  |  |  |  |  |  |  |  |
| Deferred Annuities |  | 30.7 |  | 29.1 |  | 24.0 |  | 23.8 |  | 25.8 |
| Income Annuities |  | 8.8 |  | 5.1 |  | 8.6 |  | 16.8 |  | 14.5 |
| Individual Life Division |  | 11.2 |  | 5.5 |  | 13.8 |  | 13.2 |  | 14.5 |
| Other |  | (4.8) |  | (5.3) |  | (10.0) |  | (7.5) |  | (3.3) |
| Pre-tax adjusted operating income ${ }^{1}$ |  | 59.4 |  | 46.8 |  | 53.1 |  | 62.6 |  | 76.6 |
| Add: Net realized investment gains (losses) - excluding FIA |  | 24.0 |  | (2.9) |  | 14.4 |  | (5.2) |  | 24.7 |
| Income from operations before income taxes | \$ | 83.4 | \$ | 43.9 | \$ | 67.5 | \$ | 57.4 | \$ | 101.3 |

[^1]
## Symetra Financial Corporation <br> 1Q 2013 Financial Supplement <br> Benefits Division (In millions)

|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2012 \\ \hline \end{gathered}$ |  |
| Operating revenues: |  |  |  |  |  |  |  |  |  |  |
| Premiums |  | 148.0 | \$ | 145.5 | \$ | 144.9 | \$ | 137.9 | \$ | 140.5 |
| Net investment income |  | 5.1 |  | 5.5 |  | 5.5 |  | 5.3 |  | 5.4 |
| Policy fees, contract charges and other |  | 3.5 |  | 2.7 |  | 1.9 |  | 3.5 |  | 3.0 |
| Total operating revenues |  | 156.6 |  | 153.7 |  | 152.3 |  | 146.7 |  | 148.9 |
| Benefits and expenses: |  |  |  |  |  |  |  |  |  |  |
| Policyholder benefits and claims |  | 101.4 |  | 98.5 |  | 94.9 |  | 90.3 |  | 86.6 |
| Other underwriting and operating expenses |  | 41.7 |  | 42.8 |  | 40.7 |  | 40.1 |  | 37.2 |
| Total benefits and expenses |  | 143.1 |  | 141.3 |  | 135.6 |  | 130.4 |  | 123.8 |
| Segment pre-tax adjusted operating income |  | 13.5 | \$ | 12.4 | \$ | 16.7 | \$ | 16.3 | \$ | 25.1 |
| Operating Metrics: |  |  |  |  |  |  |  |  |  |  |
| Loss ratio ${ }^{1}$ |  | 68.5\% |  | 67.7\% |  | 65.5\% |  | 65.5\% |  | 61.6\% |
| Expense ratio ${ }^{2}$ |  | 28.1\% |  | 28.3\% |  | 27.9\% |  | 29.1\% |  | 26.6\% |
| Combined ratio ${ }^{3}$ |  | 96.6\% |  | 96.0\% |  | 93.4\% |  | 94.6\% |  | 88.2\% |
| Medical stop-loss - loss ratio ${ }^{4}$ |  | 69.2\% |  | 66.2\% |  | 66.4\% |  | 65.8\% |  | 61.9\% |
| Total sales ${ }^{5}$ |  | 66.5 | \$ | 25.7 | \$ | 31.3 | \$ | 35.6 | \$ | 66.7 |
| Premiums: |  |  |  |  |  |  |  |  |  |  |
| Medical stop-loss |  | 129.0 | \$ | 128.3 | \$ | 128.1 | \$ | 122.3 | \$ | 125.7 |
| Limited benefit medical |  | 13.0 |  | 13.4 |  | 13.6 |  | 12.1 |  | 11.9 |
| Group life \& disability |  | 6.0 |  | 3.8 |  | 3.2 |  | 3.5 |  | 2.9 |
| Total premiums earned |  | 148.0 | \$ | 145.5 | \$ | 144.9 | \$ | 137.9 | \$ | 140.5 |

5 Year Historical Loss Ratio ${ }^{1}$ :

[^2]
## Symetra Financial Corporation <br> 1Q 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 account
Variable account values - Separate account
Interest spread ${ }^{1}$
Base earned yield ${ }^{2}$
Base credited rate ${ }^{2}$
Base interest spread ${ }^{2}$
Total sales ${ }^{3}$

For the Three Months Ended

| Mar. 31, <br> 2013 | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | Jun. 30, 2012 |  | Mar. 31, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 143.2 | \$ | 142.0 | \$ | 135.6 | \$ | 135.2 | \$ | 134.4 |
| 5.8 |  | 5.4 |  | 5.1 |  | 5.1 |  | 5.1 |
| 2.5 |  | (1.0) |  | 1.1 |  | (1.2) |  | 1.2 |
| 151.5 |  | 146.4 |  | 141.8 |  | 139.1 |  | 140.7 |
| - |  | - |  | - |  | 0.1 |  | (0.1) |
| 82.9 |  | 82.5 |  | 85.2 |  | 80.8 |  | 82.2 |
| 21.7 |  | 20.6 |  | 19.5 |  | 21.2 |  | 19.0 |
| 16.2 |  | 14.2 |  | 13.1 |  | 13.2 |  | 13.8 |
| 120.8 |  | 117.3 |  | 117.8 |  | 115.3 |  | 114.9 |
| \$ 30.7 | \$ | 29.1 | \$ | 24.0 | \$ | 23.8 | \$ | 25.8 |
| \$ 10,681.4 | \$ | 10,688.5 | \$ | 10,722.9 | \$ | 10,748.3 | \$ | 10,662.5 |
| 539.1 |  | 374.9 |  | 264.3 |  | 215.4 |  | 145.2 |
| 766.6 |  | 723.3 |  | 734.3 |  | 715.9 |  | 763.8 |
| 2.23\% |  | 2.10\% |  | 1.83\% |  | 1.88\% |  | 1.94\% |
| 4.70\% |  | 4.81\% |  | 4.82\% |  | 4.87\% |  | 4.91\% |
| 2.87\% |  | 3.03\% |  | 3.04\% |  | 3.03\% |  | 3.01\% |
| 1.83\% |  | 1.78\% |  | 1.78\% |  | 1.84\% |  | 1.90\% |
| \$ 322.0 | \$ | 300.8 | \$ | 166.5 | \$ | 325.5 | \$ | 353.8 |

[^3]Fixed Account Values - General Account by Contract Minimum Interest Guarantees as of March 31, 2013:

|  | Contract Minimum Interest Guarantee ${ }^{2}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | < $=3.5 \%$ |  |  |  |  |
|  | >3.5\% ${ }^{1}$ |  | > 1.5\% |  | <= 1.5\% |
| Fixed account values - General account (including FIA) | \$ 1,126.4 | \$ | 1,010.8 | \$ | 9,031.2 |

[^4]
## Symetra Financial Corporation <br> 1Q 2013 Financial Supplement Retirement Division - Income Annuities (In millions)

Operating revenues:
$\quad$ Net investment income
$\quad$ Policy fees, contract charges and other
Total operating revenues
Benefits and expenses:
$\quad$ Interest credited
$\quad$ Other underwriting and operating expenses
$\quad$ 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 ${ }^{6}$


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) |


| For the Year <br> Ended |  |
| :---: | :---: |
| $\$$ |  |
| $\$$ | 12.9 |
|  | 0.3 |
|  | $(2.6)$ |
|  | 5.1 |
|  | 2.1 |

[^5]Symetra Financial Corporation
1Q 2013 Financial Supplement
Individual Life Division
(In millions)
${ }^{1}$ 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.
${ }^{4}$ 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 fixed 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 premiums deposits, net of first year policy lapses and/or surrenders.
${ }^{8}$ BOLI ROA is a measure of the gross margin on our BOLI book of business. This metric is calculated as the difference between our BOLI revenue earnings rate and our BOLI 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 value. The policy benefits used in this metric do not include expenses
${ }^{9}$ BOLI base ROA is BOLI ROA 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 indicative of the 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 new deposits.

## Symetra Financial Corporation 1Q 2013 Financial Supplement Other (In millions)

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

Benefits and expenses:
Interest credited
Other underwriting and operating expenses
Interest expense
Total benefits and expenses
Segment pre-tax adjusted operating loss

For the Three Months Ended

| Mar. 31, 2013 | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | Jun. 30, 2012 |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2012 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 4.5 | \$ | 5.4 | \$ | (0.8) | \$ | 2.4 | \$ | 5.0 |
| 5.6 |  | 5.1 |  | 5.7 |  | 5.6 |  | 5.3 |
| 10.1 |  | 10.5 |  | 4.9 |  | 8.0 |  | 10.3 |
| (0.3) |  | (0.6) |  | (0.4) |  | (0.7) |  | (0.4) |
| 7.0 |  | 8.2 |  | 7.1 |  | 8.0 |  | 5.8 |
| 8.2 |  | 8.2 |  | 8.2 |  | 8.2 |  | 8.2 |
| 14.9 |  | 15.8 |  | 14.9 |  | 15.5 |  | 13.6 |
| \$ (4.8) | \$ | (5.3) | \$ | (10.0) | \$ | (7.5) | \$ | (3.3) |

## Symetra Financial Corporation <br> 1Q 2013 Financial Supplement <br> Deferred Policy Acquisition Costs (DAC) and Deferred Sales Inducements (DSI) Roll Forwards (In millions)




```
DSI Roll Forward }\mp@subsup{}{}{1
Total Company
    Unamortized balance, beginning of period
        Capitalizations
        Adjustments related to inv (gains) losses
        Amortization
        Unlocking
        Total amortization
        Unamortized balance, end of period
        Accum effect of net unrealized gains
    DSI balance, end of period
DSI Roll Forward \({ }^{1}\)
Total Company
namortized balance, beginning of period
Capitalizations
Amortization
Unlocking
Total amortization
Accum effect of net unrealized gains
DSI balance, end of period
```

| Mar. 31, <br> 2013 |  |
| ---: | ---: |
| $\$$ | 153.4 |
|  | 13.3 |
|  | 0.2 |
|  | $(11.7)$ |
|  | $(1.1)$ |
|  | $(12.8)$ |
|  | 154.1 |
|  | $(122.5)$ |
| $\$$ | 31.6 |

## For the Three Months Ended

${ }^{1}$ DSI balance is included in receivables and other assets.


${ }^{1}$ 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 $\$ 229.3$.
${ }^{8}$ Represents the pre-tax unrealized gains of the investment portfolio supporting the related policyholder liability


[^6]|  | Symetra Financial Corporation 1Q 2013 Financial Supplement Investments Income Statement Data (In millions) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  |  |  |  |  |  |  |  |  |
| Prepayment-related Income: ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits Division |  | \$ | - | \$ |  | - | \$ | - | \$ | - | \$ | - |
| Retirement Division: |  |  |  |  |  |  |  |  |  |  |  |  |
| Deferred Annuities |  |  | 13.3 |  |  | 9.6 |  | 2.6 |  | 1.2 |  | 1.0 |
| Income Annuities |  |  | 3.2 |  |  | 0.4 |  | 0.7 |  | 1.7 |  | 1.4 |
| Individual Life Division |  |  | 1.1 |  |  | 0.7 |  | 0.7 |  | 1.2 |  | 0.9 |
| Other |  |  | 0.1 |  |  | 0.1 |  | 0.2 |  | 0.1 |  | 2.2 |
|  |  | \$ | 17.7 | \$ |  | 10.8 | \$ | 4.2 | \$ | 4.2 | \$ | 5.5 |

```
Net Realized Investment Gains (Losses):
    Fixed maturities:
        Gross gains on sales
        Gross losses on sales
        Other-than-temporary impairments
        Other }\mp@subsup{}{}{2
    Total fixed maturities
    Marketable equity securities, trading }\mp@subsup{}{}{3
    Other invested assets
    DAC/DSI adjustment
    Net realized investment gains (losses)
```



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


## 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 |

[^7]| Symetra Financial Corporation 1Q 2013 Financial Supplement Sales by Segment and Product (In millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |
|  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2012 \\ \hline \end{gathered}$ |  |
| Benefits Division ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |
| Medical stop-loss | \$ | 51.9 | \$ | 18.6 | \$ | 24.1 | \$ | 29.6 | \$ | 59.1 |
| Limited benefit medical |  | 1.7 |  | 1.4 |  | 3.8 |  | 4.2 |  | 2.9 |
| Group life \& disability income |  | 12.9 |  | 5.7 |  | 3.4 |  | 1.8 |  | 4.7 |
| Total | \$ | 66.5 | \$ | 25.7 | \$ | 31.3 | \$ | 35.6 | \$ | 66.7 |
| Retirement Division - Deferred Annuities ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |
| Fixed annuities | \$ | 161.3 | \$ | 174.1 | \$ | 116.2 | \$ | 247.2 | \$ | 285.5 |
| Fixed indexed annuities |  | 148.7 |  | 115.8 |  | 43.2 |  | 73.0 |  | 60.6 |
| Variable annuities |  | 12.0 |  | 10.9 |  | 7.1 |  | 5.3 |  | 7.7 |
| Total | \$ | 322.0 | \$ | 300.8 | \$ | 166.5 | \$ | 325.5 | \$ | 353.8 |
| Retirement Division - Income Annuities ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |
| SPIA | \$ | 38.4 | \$ | 43.6 | \$ | 37.6 | \$ | 64.1 | \$ | 28.2 |
| Structured settlements |  | 2.3 |  | 14.0 |  | 11.9 |  | 31.2 |  | 27.6 |
| Total | \$ | 40.7 | \$ | 57.6 | \$ | 49.5 | \$ | 95.3 | \$ | 55.8 |
| Individual Life Division |  |  |  |  |  |  |  |  |  |  |
| Term life ${ }^{1}$ | \$ | 0.5 | \$ | 0.6 | \$ | 0.5 | \$ | 0.6 | \$ | 0.5 |
| Universal life ${ }^{1}$ |  | 1.6 |  | 0.5 |  | 0.4 |  | 0.4 |  | 0.3 |
| Single premium life ${ }^{3}$ |  | 0.2 |  | 0.2 |  | 0.7 |  | 2.2 |  | 2.2 |
| Individual sales |  | 2.3 |  | 1.3 |  | 1.6 |  | 3.2 |  | 3.0 |
| BOLI ${ }^{4}$ |  | - |  | - |  | - |  | - |  | 2.0 |
| COLI ${ }^{4}$ |  | 2.4 |  | - |  | - |  | - |  | - |
| Institutional markets |  | 2.4 |  | - |  | - |  | - |  | 2.0 |
| Total | \$ | 4.7 | \$ | 1.3 | \$ | 1.6 | \$ | 3.2 | \$ | 5.0 |

${ }^{1}$ 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 new deposits.

|  | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31, 2013 |  | Dec. 31, 2012 |  | Sep. 30, 2012 |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | Mar. 31, 2012 |  |
| Book value per common share ${ }^{1}$ | \$ | 26.10 | \$ | 26.29 | \$ | 26.37 | \$ | 24.46 | \$ | 22.85 |
| Non-GAAP Financial Measures: |  |  |  |  |  |  |  |  |  |  |
| Adjusted book value per common share ${ }^{2}$ | \$ | 19.40 | \$ | 18.97 | \$ | 18.78 | \$ | 18.39 | \$ | 18.09 |
| Adjusted book value per common share, as converted ${ }^{3}$ | \$ | 18.32 | \$ | 17.94 | \$ | 17.78 | \$ | 17.44 | \$ | 17.19 |
| Statutory book value per common share ${ }^{4}$ | \$ | 18.66 | \$ | 18.25 | \$ | 18.12 | \$ | 17.70 | \$ | 17.53 |
| Numerator: |  |  |  |  |  |  |  |  |  |  |
| Total stockholders' equity | \$ | 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 | \$ | 3,378.4 | \$ | 3,154.7 |
| AOCI |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |  | 1,188.0 |  | 1,000.1 |
| Adjusted book value | \$ | 2,311.1 | \$ | 2,258.9 | \$ | 2,236.9 | \$ | 2,190.4 | \$ | 2,154.6 |
| Assumed proceeds from exercise of warrants |  | 218.1 |  | 218.1 |  | 218.1 |  | 218.1 |  | 218.1 |
| Adjusted book value, as converted | \$ | 2,529.2 | \$ | 2,477.0 | \$ | 2,455.0 | \$ | 2,408.5 | \$ | 2,372.7 |
| Total stockholders' equity | \$ | 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 | \$ | 3,378.4 | \$ | 3,154.7 |
| Stockholders' equity of non-insurance entities |  | (301.2) |  | (290.2) |  | (283.8) |  | (275.8) |  | (265.9) |
| Statutory and other adjustments |  | $(1,350.4)$ |  | $(1,427.3)$ |  | $(1,450.9)$ |  | $(1,234.3)$ |  | $(1,046.0)$ |
| Asset valuation reserve (AVR) |  | 269.9 |  | 261.3 |  | 252.2 |  | 239.8 |  | 244.2 |
| Statutory book value | \$ | 2,222.5 | \$ | 2,173.9 | \$ | 2,158.7 | \$ | 2,108.1 | \$ | 2,087.0 |
| Denominator: ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |
| Common shares outstanding |  | 119.099 |  | 119.088 |  | 119.120 |  | 119.131 |  | 119.074 |
| Total outstanding common shares and shares subject to warrants |  | 138.075 |  | 138.064 |  | 138.096 |  | 138.107 |  | 138.050 |

${ }^{1}$ Book value per common share is calculated based on stockholders' equity divided by outstanding common shares and shares subject to outstanding warrants.
${ }^{2}$ Adjusted book value per common share is calculated based on stockholders' equity less AOCI , divided by common shares outstanding.
${ }^{3}$ Adjusted book value per common share, as converted gives effect to the exercise of the outstanding warrants and is calculated based on stockholders' equity less AOCI plus the assumed proceeds from the warrants, divided by outstanding common shares and shares subject to outstanding warrants.
${ }^{4}$ 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
Employee stock purchase plan shares issued
Restricted shares issued
Restricted shares forfeited
Shares repurchased
Common shares outstanding, end of period
Outstanding warrants
Total outstanding common shares and shares subject to
outstanding warrants, end of period

| As of |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jun. 30, } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Mar. 31, } \\ 2012 \\ \hline \end{gathered}$ |
| 119.088 | 119.120 | 119.131 | 119.074 | 118.637 |
| 0.038 | 0.037 | 0.025 | 0.038 | 0.042 |
| 0.283 | - | 0.012 | 0.025 | 0.396 |
| (0.001) | (0.006) | (0.044) | (0.004) | - |
| (0.309) | (0.063) | (0.004) | (0.002) | (0.001) |
| 119.099 | 119.088 | 119.120 | 119.131 | 119.074 |
| 18.976 | 18.976 | 18.976 | 18.976 | 18.976 |
| 138.075 | 138.064 | 138.096 | 138.107 | 138.050 |

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

| As of |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \end{gathered}$ | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ 2012 \end{gathered}$ |  | Mar. 31,$2012$ |  |
| \$ 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 | \$ | 3,378.4 | \$ | 3,154.7 |
| 172.1 |  | 155.8 |  | 146.1 |  | 173.2 |  | 182.1 |
| 93.1 |  | 86.2 |  | 83.2 |  | 102.4 |  | 114.1 |
| \$ 3,339.0 | \$ | 3,388.1 | \$ | 3,411.9 | \$ | 3,102.8 | \$ | 2,858.5 |

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

## Symetra Financial Corporation 1Q 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 September 30, 2012, June 30, 2012 and March 31, 2012.

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

| Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Dec. } 31 \\ 2011 \end{gathered}$ |  | $\begin{gathered} \text { Sep. } 30 \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. } 30 \\ 2011 \\ \hline \end{gathered}$ |  |
| \$ | 73.7 | \$ | 10.5 | \$ | 58.1 |
|  | 22.2 |  | (36.8) |  | 9.2 |
|  | (0.4) |  | (0.4) |  | (0.4) |
| \$ | 51.1 | \$ | 46.9 | \$ | 48.5 |

## Symetra Financial Corporation <br> 1Q 2013 Financial Supplement Addendum <br> RMBS Prepayment Exposure (In millions)



| Name | Vintage | Top 10 RMBS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amortized Cost |  | Unrealized <br> Gain/ (Loss) |  | Fair Value |  | Gross Discount |  | Gross Premium |  | Average Mortgage Loan Rate | 1Q 2013 <br> Average Prepayment Speed | Mar. 31, 2013 <br> Trailing 12 Month |  | Prepayment Speed Adjustment ${ }^{2}$ |  |
|  |  |  |  | Average Prepayment speed | Max <br> Prepayment speed |  |  |  |  |  |  |  |  |
| GNMA | 2009 | \$ | 88.0 |  |  | \$ | 3.3 |  |  | \$ | 91.3 | \$ | - | \$ | (5.1) | 6.2\% | 2.1 | 4.7 | 6.2 | \$ | (0.1) |
| GNMA | 2009 |  | 82.1 |  | 3.4 |  | 85.5 |  | - |  | (4.5) | 6.2\% | - | 3.5 | 6.6 |  | (0.1) |
| GNMA | 2009 |  | 50.2 |  | 2.7 |  | 52.9 |  | - |  | (1.6) | 6.2\% | 5.0 | 5.8 | 11.2 |  | - |
| FNMA | 2009 |  | 49.2 |  | 3.0 |  | 52.2 |  | - |  | (1.1) | 5.5\% | 33.8 | 32.1 | 33.8 |  | - |
| GNMA | 2010 |  | 45.7 |  | 2.3 |  | 48.0 |  | - |  | (1.9) | 4.5\% | 21.6 | 12.3 | 21.6 |  | - |
| FNMA | 2009 |  | 41.7 |  | 2.0 |  | 43.7 |  | - |  | (1.5) | 5.4\% | 24.8 | 24.3 | 26.4 |  | - |
| GNMA | 2010 |  | 36.9 |  | 3.1 |  | 40.0 |  | - |  | (1.9) | 4.9\% | - | - | - |  | 0.1 |
| GNMA | 2010 |  | 28.0 |  | 2.0 |  | 30.0 |  | - |  | (1.0) | 4.9\% | - | - | - |  | 0.1 |
| FHLMC | 2004 |  | 27.3 |  | 2.2 |  | 29.5 |  | 0.1 |  | - | 5.5\% | 671.0 | 613.3 | 671.0 |  | - |
| FNMA | 2009 |  | 26.0 |  | 1.5 |  | 27.5 |  | - |  | (1.1) | 5.4\% | 18.3 | 16.9 | 18.3 |  | - |
| Total |  | \$ | 475.1 | \$ | 25.5 | \$ | 500.6 | \$ | 0.1 | \$ | (19.7) | - | - | - | - | \$ | - |

[^8]```
Symetra Financial Corporation
1Q 2013 Financial Supplement
    Addendum
CMBS Prepayment Exposure
    (In millions)
```


## Vintage ${ }^{1}$

Agency
CMO
2011
2010
2009
2008
2007
2006
2005
2004 \& Prior
Agency CMO

|  |  |  | Average |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amortized | Unrealized | Fair | Gross | Gross | Mortgage Loan |  |
| Cost | Gain/ (Loss) | Value | Discount | Premium | Rate | Q1 2013 |


| \$ | 44.6 | \$ | 2.4 | \$ | 47.0 | \$ | - | \$ | (1.0) | 4.8\% | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10.1 |  | 1.5 |  | 11.6 |  | - |  | (0.1) | 5.3\% |  | - |
|  | 10.9 |  | 1.2 |  | 12.1 |  | - |  | - | 6.7\% |  | - |
|  | 18.1 |  | 0.3 |  | 18.4 |  | - |  | (0.6) | 6.4\% |  | - |
|  | 39.7 |  | 1.0 |  | 40.7 |  | - |  | (1.8) | 5.8\% |  | (0.1) |
|  | 23.7 |  | - |  | 23.7 |  | - |  | (1.5) | 6.0\% |  | - |
|  | 30.5 |  | 0.1 |  | 30.6 |  | - |  | (1.0) | 5.8\% |  | - |
|  | 79.3 |  | 8.1 |  | 87.4 |  | - |  | (1.9) | 6.9\% |  | (0.1) |
| \$ | 256.9 | \$ | 14.6 | \$ | 271.5 | \$ | - | \$ | (7.9) | 6.0\% | \$ | (0.2) |

Passthrough
2005-2013
2004 \& Prior
Agency Passthrough
Total CMBS Agency

| \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | 0.0\% | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 75.7 |  | 5.0 |  | 80.7 |  | 0.2 |  | (1.9) | 7.4\% |  | - |
|  | 75.7 |  | 5.0 |  | 80.7 |  | 0.2 |  | (1.9) | 7.4\% |  | - |
| \$ | 332.6 | \$ | 19.6 | \$ | 352.2 | \$ | 0.2 | \$ | (9.8) | 6.3\% | \$ | (0.2) |

Non-Agency
2013
2012
2011
2010
2008
2007
2006
2005
2004 \& Prior
$\quad$ Non-Agency CMO
Total CMBS Non-Agency

Total CMBS

| \$ | 25.6 | \$ | (0.2) | \$ | 25.4 | \$ | - | \$ | (0.6) | 3.9\% | \$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 133.0 |  | 2.5 |  | 135.5 |  | - |  | (2.7) | 4.9\% |  |  |
|  | 118.6 |  | 6.8 |  | 125.4 |  | - |  | (0.8) | 5.5\% |  |  |
|  | 1.0 |  | - |  | 1.0 |  | - |  | - | 4.1\% |  |  |
|  | 60.7 |  | 7.0 |  | 67.7 |  | 1.2 |  | (0.1) | 6.1\% |  |  |
|  | 370.4 |  | 60.4 |  | 430.8 |  | 12.8 |  | (0.3) | 5.7\% |  | (0.1) |
|  | 171.1 |  | 24.7 |  | 195.8 |  | 5.5 |  | (0.7) | 5.9\% |  |  |
|  | 209.4 |  | 23.7 |  | 233.1 |  | 5.1 |  | - | 5.4\% |  | - |
|  | 50.9 |  | 1.9 |  | 52.8 |  | 0.1 |  | (1.2) | 6.4\% |  | - |
|  | 1,140.7 |  | 126.8 |  | 1,267.5 |  | 24.7 |  | (6.4) | 5.6\% |  | (0.1) |
| \$ | 1,140.7 | \$ | 126.8 | \$ | 1,267.5 | \$ | 24.7 | \$ | (6.4) | 5.6\% | \$ | 0.1) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 1,473.3 | \$ | 146.4 | \$ | 1,619.7 | \$ | 24.9 | \$ | (16.2) | 5.8\% | \$ | (0.3) |



[^9]| Country | Symetra Financial Corporation 1Q 2013 Financial Supplement Addendum European Exposure (In millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Amortized } \\ \text { Cost } \\ \hline \end{gathered}$ |  | Fair <br> Value |  | \% of Exposure | Sector |  |  |  |  |  |
|  |  |  | $\begin{gathered} \hline \begin{array}{c} \text { Sovereign } \\ \text { Debt } \end{array} \\ \hline \end{gathered}$ | Financial Industry |  | Other Corporate |  |
| Netherlands | \$ | 591.0 |  |  | \$ | 635.5 | 35.8\% | \$ | - | \$ | - | \$ | 635.5 |
| United Kingdom |  | 569.9 |  | 635.0 |  | 35.8\% |  | - |  | 60.7 |  | 574.3 |
| France |  | 141.4 |  | 149.9 | 8.4\% |  | - |  | 19.7 |  | 130.2 |
| Luxembourg |  | 114.3 |  | 125.9 | 7.1\% |  | - |  | - |  | 125.9 |
| Switzerland |  | 101.1 |  | 111.4 | 6.3\% |  | - |  | 111.4 |  | - |
| Sweden |  | 54.7 |  | 61.8 | 3.5\% |  | - |  | - |  | 61.8 |
| Denmark |  | 16.0 |  | 16.1 | 0.9\% |  | - |  | - |  | 16.1 |
| Italy |  | 13.3 |  | 14.1 | 0.8\% |  | - |  | - |  | 14.1 |
| Germany |  | 7.7 |  | 8.4 | 0.5\% |  | - |  | - |  | 8.4 |
| Norway |  | 6.1 |  | 7.2 | 0.4\% |  | - |  | 0.7 |  | 6.5 |
| Austria |  | 3.9 |  | 4.4 | 0.2\% |  | - |  | - |  | 4.4 |
| Spain |  | 2.8 |  | 2.8 | 0.2\% |  | - |  | - |  | 2.8 |
| Ireland |  | 0.9 |  | 1.1 | 0.1\% |  | - |  | - |  | 1.1 |
| Portugal |  | 0.8 |  | 0.7 | 0.0\% |  | 0.7 |  | - |  | - |
| Total | \$ | 1,623.9 | \$ | 1,774.3 | 100.0\% | \$ | 0.7 | \$ | 192.5 | \$ | 1,581.1 |


| Top 10 European Exposures |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Amortized Cost |  | Fair <br> Value |  | Moody's | S\&P |
| Deutsche Telekom Int Fin | \$ | 134.7 | \$ | 142.0 | Baa1 | $\mathrm{BBB}+$ |
| Heineken NV |  | 119.6 | \$ | 121.2 | Baa1 | BBB+ |
| Royal Dutch Shell PLC |  | 98.6 |  | 113.1 | Aa1 | AA |
| Tesco PLC-ADR |  | 75.9 |  | 92.4 | Baa1 | A- |
| TYCO Int'l |  | 81.1 |  | 92.0 | A3 | BBB+ |
| Electricite de France |  | 85.8 |  | 91.1 | Aa3 | A+ |
| Vodafone Group PLC |  | 79.8 |  | 90.8 | A3 | A- |
| Philips Electronics NV |  | 72.0 |  | 84.5 | A3 | A- |
| Diageo Capital PLC |  | 71.6 |  | 77.9 | A3 | A- |
| SABMiller PLC |  | 65.5 |  | 77.2 | Baa1 | BBB+ |
| Total | \$ | 884.6 | \$ | 982.2 |  |  |

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. Quarterly earnings per share amounts may not add to the full year amounts.

[^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]:    ${ }^{1}$ 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.

[^3]:    ${ }^{1}$ Interest spread excludes FIA 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 the segment. The credited rate is the approximate rate credited on policyholder fixed account values. Interest credited is subject to contractual terms, including minimum guarantees. Interest is credited on a daily basis and therefore quarters with more/less days of interest reduces/increases interest spread and base interest spread.
    ${ }^{2}$ Base interest spread excludes FIA and 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 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 MBS 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.

[^4]:    ${ }^{1}$ The maximum interest is $4.5 \%$ on a $\$ 127.8$ block of business.
    ${ }^{2}$ Excludes standard non-forfeiture impacts.

[^5]:    ${ }^{1}$ Reserves represent the present value of future income annuity benefits and assumed expenses, discounted by the assumed interest rate. This metric represents the amount of our in-force book of business.
    ${ }^{2}$ 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 in the general account 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 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. Fourth quarter 2012 credited 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.

[^6]:    ${ }^{1}$ Credit quality is based on NAIC (National Association of Insurance Commissioners) designation with presentation of the S\&P equivalent credit ratings

[^7]:    ${ }^{1}$ Prepayment-related income includes make-whole premiums and consent fees on early calls or tenders of fixed maturities, prepayment speed adjustments on structured securities, and prepayment fees on 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.

[^8]:    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.

