# Symetra Financial Corporation (SYA) <br> Financial Supplement 

All financial information in this document is unaudited

RETIREMENT|BENEFITS | LIFE

# Symetra Financial Corporation 

Financial Supplement
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Symetra Financial Corporation 3Q 2013 Financial Supplement

Financial Highlights
(In millions, except per share or percentage data)

|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
|  |  | 45.3 | \$ | 45.0 | \$ | 66.0 | \$ | 31.0 | \$ | 55.2 | \$ | 156.3 | \$ | 174.4 |
| Net income per common share ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 0.38 | \$ | 0.34 | \$ | 0.48 | \$ | 0.22 | \$ | 0.40 | \$ | 1.21 | \$ | 1.26 |
| Diluted |  | 0.38 | \$ | 0.34 | \$ | 0.48 | \$ | 0.22 | \$ | 0.40 | \$ | 1.21 | \$ | 1.26 |
| Weighted-average number of common shares outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 117.802 |  | 3.050 |  | 8.093 |  | . 114 |  | 138.091 |  | 129.574 |  | 137.986 |
| Diluted |  | 117.804 |  | 3.056 |  | 8.098 |  | . 122 |  | 138.094 |  | 129.579 |  | 137.990 |
| Non-GAAP Financial Measures ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted operating income | \$ | 48.9 | \$ | 51.4 | \$ | 50.4 | \$ | 32.9 | \$ | 45.9 | \$ | 150.7 | \$ | 152.4 |
| Adjusted operating income per common share: ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.42 | \$ | 0.39 | \$ | 0.37 | \$ | 0.24 | \$ | 0.33 | \$ | 1.16 | \$ | 1.10 |
| Diluted | \$ | 0.42 | \$ | 0.39 | \$ | 0.37 | \$ | 0.24 | \$ | 0.33 | \$ | 1.16 | \$ | 1.10 |


| Consolidated Balance Sheet Data | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \end{gathered}$ |  | Jun. 30, 2013 |  | Mar. 31, 2013 |  | Dec. 31, 2012 |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| Total investments | \$ | 27,641.1 | \$ | 26,915.0 | \$ | 27,437.5 | \$ | 27,556.4 | \$ | 27,492.3 |
| Total assets |  | 29,784.6 |  | 29,040.4 |  | 29,587.8 |  | 29,460.9 |  | 29,497.7 |
| Notes payable |  | 449.5 |  | 449.4 |  | 449.4 |  | 449.4 |  | 449.3 |
| Accumulated other comprehensive income (net of taxes) ( AOCl ) |  | 719.0 |  | 782.6 |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |
| Total stockholders' equity |  | 3,012.8 |  | 3,040.1 |  | 3,604.2 |  | 3,630.1 |  | 3,641.2 |
| U.S. Statutory Financial Information: |  |  |  |  |  |  |  |  |  |  |
| Statutory capital and surplus | \$ | 1,940.6 | \$ | 1,921.3 | \$ | 1,952.6 | \$ | 1,912.6 | \$ | 1,906.5 |
| Asset valuation reserve (AVR) |  | 282.5 |  | 275.7 |  | 269.9 |  | 261.3 |  | 252.2 |
| Statutory book value | \$ | 2,223.1 | \$ | 2,197.0 | \$ | 2,222.5 | \$ | 2,173.9 | \$ | 2,158.7 |
| Common shares outstanding, end of period |  | 117.800 |  | 117.792 |  | 119.099 |  | 119.088 |  | 119.120 |
| Book value per common share | \$ | 25.58 | \$ | 25.81 | \$ | 26.10 | \$ | 26.29 | \$ | 26.37 |
| Debt to capital ratio |  | 13.0 \% |  | 12.9 \% |  | 11.1 \% |  | 11.0 \% |  | 11.0 \% |
| Non-GAAP Financial Measures ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |
| Adjusted book value (stockholders' equity excluding AOCI) | \$ | 2,293.8 | \$ | 2,257.5 | \$ | 2,311.1 | \$ | 2,258.9 | \$ | 2,236.9 |
| Adjusted book value per common share : |  |  |  |  |  |  |  |  |  |  |
| Adjusted book value per common share ${ }^{3}$ | \$ | 19.47 | \$ | 19.17 | \$ | 19.40 | \$ | 18.97 | \$ | 18.78 |
| Adjusted book value per common share, as converted ${ }^{4}$ | \$ | 19.47 | \$ | 19.17 | \$ | 18.32 | \$ | 17.94 | \$ | 17.78 |
| Statutory book value per common share ${ }^{5}$ | \$ | 18.87 | \$ | 18.65 | \$ | 18.66 | \$ | 18.25 | \$ | 18.12 |
| Debt to capital ratio, excluding $\mathrm{AOCI}^{6}$ |  | 16.4 \% |  | 16.6 \% |  | 16.3 \% |  | 16.6 \% |  | 16.7 \% |


|  | For the Twelve Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |
| ROE | 5.5 \% | 5.7 \% | 5.6 \% | 6.1 \% | 7.6 \% |
| Non-GAAP Financial Measure ${ }^{2}$ Operating ROAE | 8.1 \% | 8.0 \% | 7.9 \% | 8.5 \% | 9.5 \% |

[^0]

|  | Symetra Financial Corporation 3Q 2013 Financial Supplement Consolidated Balance Sheet Data (In millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | Mar. 31, 2013 |  | Dec. 31, <br> 2012 |  | $\begin{gathered} \text { Sep. 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |  |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Investments: |  |  |  |  |  |  |  |  |  |  |
| Available-for-sale securities: |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities, at fair value | \$ | 23,306.5 | \$ | 22,697.0 | \$ | 23,369.6 | \$ | 23,519.0 | \$ | 23,620.9 |
| Marketable equity securities, at fair value |  | 87.1 |  | 53.7 |  | 50.6 |  | 49.6 |  | 48.4 |
| Trading securities: |  |  |  |  |  |  |  |  |  |  |
| Marketable equity securities, at fair value |  | 509.4 |  | 512.0 |  | 501.5 |  | 552.7 |  | 535.8 |
| Mortgage loans, net |  | 3,376.8 |  | 3,303.1 |  | 3,170.7 |  | 3,094.4 |  | 2,939.8 |
| Policy loans |  | 64.2 |  | 64.4 |  | 64.7 |  | 65.8 |  | 67.0 |
| Investments in limited partnerships |  | 253.1 |  | 236.8 |  | 235.3 |  | 239.3 |  | 242.2 |
| Other invested assets |  | 44.0 |  | 48.0 |  | 45.1 |  | 35.6 |  | 38.2 |
| Total investments |  | 27,641.1 |  | 26,915.0 |  | 27,437.5 |  | 27,556.4 |  | 27,492.3 |
| Cash and cash equivalents |  | 121.1 |  | 171.6 |  | 301.2 |  | 130.8 |  | 238.4 |
| Accrued investment income |  | 293.2 |  | 287.6 |  | 281.9 |  | 276.2 |  | 273.5 |
| Reinsurance recoverables |  | 306.1 |  | 300.1 |  | 304.5 |  | 302.1 |  | 297.5 |
| Deferred policy acquisition costs |  | 271.7 |  | 249.6 |  | 172.1 |  | 155.8 |  | 146.1 |
| Receivables and other assets |  | 229.4 |  | 243.7 |  | 211.7 |  | 231.9 |  | 230.1 |
| Separate account assets |  | 922.0 |  | 872.8 |  | 878.9 |  | 807.7 |  | 819.8 |
| Total assets | \$ | 29,784.6 | \$ | 29,040.4 | \$ | 29,587.8 | \$ | 29,460.9 | \$ | 29,497.7 |
| Liabilities and stockholders' equity |  |  |  |  |  |  |  |  |  |  |
| Funds held under deposit contracts | \$ | 24,074.7 | \$ | 23,485.7 | \$ | 23,228.8 | \$ | 23,068.5 | \$ | 22,963.0 |
| Future policy benefits |  | 394.6 |  | 390.9 |  | 390.9 |  | 390.6 |  | 390.5 |
| Policy and contract claims |  | 165.4 |  | 163.9 |  | 148.2 |  | 162.2 |  | 159.7 |
| Other policyholders' funds |  | 171.9 |  | 129.4 |  | 122.1 |  | 113.9 |  | 112.1 |
| Notes payable |  | 449.5 |  | 449.4 |  | 449.4 |  | 449.4 |  | 449.3 |
| Deferred income tax liabilities, net |  | 266.5 |  | 304.1 |  | 588.6 |  | 628.9 |  | 637.8 |
| Other liabilities |  | 327.2 |  | 204.1 |  | 176.7 |  | 209.6 |  | 324.3 |
| Separate account liabilities |  | 922.0 |  | 872.8 |  | 878.9 |  | 807.7 |  | 819.8 |
| Total liabilities |  | 26,771.8 |  | 26,000.3 |  | 25,983.6 |  | 25,830.8 |  | 25,856.5 |
| Preferred stock |  | - |  | - |  | - |  | - |  | - |
| Common stock |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.2 |
| Additional paid-in-capital |  | 1,463.9 |  | 1,462.4 |  | 1,460.7 |  | 1,459.3 |  | 1,458.5 |
| Treasury stock |  | (93.4) |  | (93.4) |  | (4.2) |  | - |  | - |
| Retained earnings |  | 922.1 |  | 887.3 |  | 853.4 |  | 798.4 |  | 777.2 |
| Accumulated other comprehensive income, net of taxes |  | 719.0 |  | 782.6 |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |
| Total stockholders' equity |  | 3,012.8 |  | 3,040.1 |  | 3,604.2 |  | 3,630.1 |  | 3,641.2 |
| Total liabilities and stockholders' equity | \$ | 29,784.6 | \$ | 29,040.4 | \$ | 29,587.8 | \$ | 29,460.9 | \$ | 29,497.7 |

Symetra Financial Corporation
3Q 2013 Financial Supplement
Segment Income Statement Data
(In millions)

## Operating revenues:

Benefits Division
Retirement Division:
Deferred Annuities
Income Annuities
Individual Life Division
Other
Operating revenues
Add: Net realized investment gains (losses) - excluding FIA Revenues

## Segment pre-tax adjusted operating income (loss):

Benefits Division
Retirement Division:
Deferred Annuities
Income Annuities
Individual Life Division
Other
Pre-tax adjusted operating income ${ }^{1}$
Add: Net realized investment gains (losses) - excluding FIA
Income from operations before income taxes

| For the Three Months Ended |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | Mar. 31, 2013 |  | Dec. 31, 2012 |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| \$ 156.1 | \$ | 157.2 | \$ | 156.6 | \$ | 153.7 | \$ | 152.3 | \$ | 469.9 | \$ | 447.9 |
| 151.7 |  | 140.1 |  | 151.5 |  | 146.4 |  | 141.8 |  | 443.3 |  | 421.6 |
| 98.6 |  | 99.1 |  | 103.6 |  | 102.3 |  | 102.6 |  | 301.3 |  | 314.4 |
| 115.3 |  | 112.4 |  | 111.3 |  | 110.8 |  | 113.0 |  | 339.0 |  | 339.4 |
| 9.9 |  | 14.3 |  | 10.1 |  | 10.5 |  | 4.9 |  | 34.3 |  | 23.2 |
| 531.6 |  | 523.1 |  | 533.1 |  | 523.7 |  | 514.6 |  | 1,587.8 |  | 1,546.5 |
| (5.5) |  | (9.9) |  | 24.0 |  | (2.9) |  | 14.4 |  | 8.6 |  | 33.9 |
| \$ 526.1 | \$ | 513.2 | \$ | 557.1 | \$ | 520.8 | \$ | 529.0 | \$ | 1,596.4 | \$ | 1,580.4 |
| \$ 15.2 | \$ | 16.3 | \$ | 13.5 | \$ | 12.4 | \$ | 16.7 | \$ | 45.0 | \$ | 58.1 |
| 23.9 |  | 25.4 |  | 30.7 |  | 29.1 |  | 24.0 |  | 80.0 |  | 73.6 |
| 7.1 |  | 10.0 |  | 8.8 |  | 5.1 |  | 8.6 |  | 25.9 |  | 39.9 |
| 15.8 |  | 14.5 |  | 11.2 |  | 5.5 |  | 13.8 |  | 41.5 |  | 41.5 |
| (3.3) |  | (1.3) |  | (4.8) |  | (5.3) |  | (10.0) |  | (9.4) |  | (20.8) |
| 58.7 |  | 64.9 |  | 59.4 |  | 46.8 |  | 53.1 |  | 183.0 |  | 192.3 |
| (5.5) |  | (9.9) |  | 24.0 |  | (2.9) |  | 14.4 |  | 8.6 |  | 33.9 |
| \$ 53.2 | \$ | 55.0 | \$ | 83.4 | \$ | 43.9 | \$ | 67.5 | \$ | 191.6 | \$ | 226.2 |

[^1]
## Symetra Financial Corporation 3Q 2013 Financial Supplement Benefits Division (In millions)

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

Benefits and expenses:
Policyholder benefits and claims
Other underwriting and operating expenses
Total benefits and expenses
Segment pre-tax adjusted operating income

Operating Metrics:
Loss ratio ${ }^{1}$
Expense ratio ${ }^{2}$
Combined ratio ${ }^{3}$
Medical stop-loss - loss ratio ${ }^{4}$
Total sales ${ }^{5}$

Premiums:
Medical stop-loss
Limited benefit medical
Group life \& disability and other
Total premiums earned

| $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ | Jun. 30,$2013$ |  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | Dec. 31, 2012 |  | Sep. 30, 2012 |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2013 \end{gathered}$ |  | Sep. 30, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 147.4 | \$ | 148.6 | \$ | 148.0 | \$ | 145.5 | \$ | 144.9 | \$ | 444.0 | \$ | 423.3 |
| 5.2 |  | 5.2 |  | 5.1 |  | 5.5 |  | 5.5 |  | 15.5 |  | 16.2 |
| 3.5 |  | 3.4 |  | 3.5 |  | 2.7 |  | 1.9 |  | 10.4 |  | 8.4 |
| 156.1 |  | 157.2 |  | 156.6 |  | 153.7 |  | 152.3 |  | 469.9 |  | 447.9 |
| 99.2 |  | 98.5 |  | 101.4 |  | 98.5 |  | 94.9 |  | 299.1 |  | 271.8 |
| 41.7 |  | 42.4 |  | 41.7 |  | 42.8 |  | 40.7 |  | 125.8 |  | 118.0 |
| 140.9 |  | 140.9 |  | 143.1 |  | 141.3 |  | 135.6 |  | 424.9 |  | 389.8 |
| \$ 15.2 | \$ | 16.3 | \$ | 13.5 | \$ | 12.4 | \$ | 16.7 | \$ | 45.0 | \$ | 58.1 |
| 67.3 \% |  | 66.2 \% |  | 68.5 \% |  | 67.7 \% |  | 65.5 \% |  | 67.4 \% |  | 64.2 \% |
| 28.1 \% |  | 28.5 \% |  | 28.1 \% |  | 28.3 \% |  | 27.9 \% |  | 28.2 \% |  | 27.8 \% |
| 95.4 \% |  | 94.7 \% |  | 96.6 \% |  | 96.0 \% |  | 93.4 \% |  | 95.6 \% |  | 92.0 \% |
| 67.2 \% |  | 66.0 \% |  | 69.2 \% |  | 66.2 \% |  | 66.4 \% |  | 67.5 \% |  | 64.7 \% |
| \$ 19.0 | \$ | 21.3 | \$ | 66.5 | \$ | 25.7 | \$ | 31.3 | \$ | 106.8 | \$ | 133.6 |
| \$ 127.2 | \$ | 129.2 | \$ | 129.0 | \$ | 128.3 | \$ | 128.1 | \$ | 385.4 | \$ | 376.1 |
| 13.3 |  | 13.0 |  | 13.0 |  | 13.4 |  | 13.6 |  | 39.3 |  | 37.6 |
| 6.9 |  | 6.4 |  | 6.0 |  | 3.8 |  | 3.2 |  | 19.3 |  | 9.6 |
| \$ 147.4 | \$ | 148.6 | \$ | 148.0 | \$ | 145.5 | \$ | 144.9 | \$ | 444.0 | \$ | 423.3 |

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

|  | For the Three Months Ended |  |  |  | For the Year Ended |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q |  |
| 2012 | 61.6 \% | 65.5 \% | 65.5 \% | 67.7 \% | 65.1 \% |
| 2011 | 67.6 \% | 62.4 \% | 63.6 \% | 59.6 \% | 63.1 \% |
| 2010 | 68.9 \% | 63.8 \% | 66.5 \% | 60.5 \% | 64.9 \% |
| 2009 | 70.1 \% | 66.1 \% | 67.3 \% | 69.9 \% | 68.3 \% |
| 2008 | 71.0 \% | 66.3 \% | 59.4 \% | 66.6 \% | 65.8 \% |

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

|  | Symetra Financial Corporation 3Q 2013 Financial Supplement Retirement Division - Deferred Annuities (In millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |  |
|  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| Operating revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net investment income | \$ | 145.0 | \$ | 136.2 | \$ | 143.2 | \$ | 142.0 | \$ | 135.6 | \$ | 424.4 | \$ | 405.2 |
| Policy fees, contract charges and other |  | 5.8 |  | 5.3 |  | 5.8 |  | 5.4 |  | 5.1 |  | 16.9 |  | 15.3 |
| Net realized gains (losses) - FIA |  | 0.9 |  | (1.4) |  | 2.5 |  | (1.0) |  | 1.1 |  | 2.0 |  | 1.1 |
| Total operating revenues |  | 151.7 |  | 140.1 |  | 151.5 |  | 146.4 |  | 141.8 |  | 443.3 |  | 421.6 |
| Benefits and expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Policyholder benefits and claims |  | 0.2 |  | 0.2 |  | - |  | - |  | - |  | 0.4 |  | - |
| Interest credited |  | 86.6 |  | 80.8 |  | 82.9 |  | 82.5 |  | 85.2 |  | 250.3 |  | 248.2 |
| Other underwriting and operating expenses |  | 23.3 |  | 19.6 |  | 21.7 |  | 20.6 |  | 19.5 |  | 64.6 |  | 59.7 |
| Amortization of deferred policy acquisition costs |  | 17.7 |  | 14.1 |  | 16.2 |  | 14.2 |  | 13.1 |  | 48.0 |  | 40.1 |
| Total benefits and expenses |  | 127.8 |  | 114.7 |  | 120.8 |  | 117.3 |  | 117.8 |  | 363.3 |  | 348.0 |
| Segment pre-tax adjusted operating income | \$ | 23.9 | \$ | 25.4 | \$ | 30.7 | \$ | 29.1 | \$ | 24.0 | \$ | 80.0 | \$ | 73.6 |
| Operating Metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed account values, excluding FIA - General account | \$ | 10,790.0 | \$ | 10,631.1 | \$ | 10,681.4 | \$ | 10,688.5 | \$ | 10,722.9 | \$ | 10,790.0 | \$ | 10,722.9 |
| Fixed account values, FIA - General account |  | 1,321.8 |  | 852.0 |  | 539.1 |  | 374.9 |  | 264.3 |  | 1,321.8 |  | 264.3 |
| Variable account values - Separate account |  | 792.3 |  | 758.8 |  | 766.6 |  | 723.3 |  | 734.3 |  | 792.3 |  | 734.3 |
| Interest spread ${ }^{1}$ |  | 2.05 \% |  | 1.97 \% |  | 2.23 \% |  | 2.10 \% |  | 1.83 \% |  | 2.08 \% |  | 1.88 \% |
| Base earned yield ${ }^{2}$ |  | 4.60 \% |  | 4.67 \% |  | 4.70 \% |  | 4.81 \% |  | 4.82 \% |  | 4.65 \% |  | 4.87 \% |
| Base credited rate ${ }^{2}$ |  | 2.88 \% |  | 2.87 \% |  | 2.87 \% |  | $3.03 \%$ |  | 3.04 \% |  | 2.87 \% |  | $3.03 \%$ |
| Base interest spread ${ }^{2}$ |  | 1.72 \% |  | 1.80 \% |  | 1.83 \% |  | 1.78 \% |  | 1.78 \% |  | 1.78 \% |  | 1.84 \% |
| Total sales ${ }^{3}$ | \$ | 747.1 | \$ | 441.5 | \$ | 322.0 | \$ | 300.8 | \$ | 166.5 | \$ | 1,510.6 | \$ | 845.8 |

[^2]Fixed Account Values - General Account by Contract Minimum Interest Guarantees as of September 30, 2013:

|  | Contract Minimum Interest Guarantee ${ }^{2}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | <= 3.5\% |  |  |  |  |  |
|  | > $3.5 \%{ }^{1}$ |  | > 1.5\% |  | <= 1.5\% |  |
| Fixed account values - General account (including FIA) | \$ | 1,108.9 | \$ | 977.7 | \$ | 9,972.3 |

[^3]|  | Symetra Financial Corporation 3Q 2013 Financial Supplement Retirement Division - Income Annuities (In millions) |  |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | Sep. 30, 2012 |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | Sep. 30, 2012 |  |
| Operating revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net investment income | \$ | 98.4 | \$ | 98.9 | \$ | 101.7 | \$ | 100.4 | \$ | 100.9 | \$ | 299.0 | \$ | 309.5 |
| Policy fees, contract charges and other |  | 0.2 |  | 0.2 |  | 1.9 |  | 1.9 |  | 1.7 |  | 2.3 |  | 4.9 |
| Total operating revenues |  | 98.6 |  | 99.1 |  | 103.6 |  | 102.3 |  | 102.6 |  | 301.3 |  | 314.4 |
| Benefits and expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest credited |  | 85.7 |  | 82.7 |  | 88.5 |  | 90.9 |  | 87.7 |  | 256.9 |  | 255.1 |
| Other underwriting and operating expenses |  | 4.9 |  | 5.4 |  | 5.4 |  | 5.6 |  | 5.4 |  | 15.7 |  | 17.0 |
| Amortization of deferred policy acquisition costs |  | 0.9 |  | 1.0 |  | 0.9 |  | 0.7 |  | 0.9 |  | 2.8 |  | 2.4 |
| Total benefits and expenses |  | 91.5 |  | 89.1 |  | 94.8 |  | 97.2 |  | 94.0 |  | 275.4 |  | 274.5 |
| Segment pre-tax adjusted operating income |  | 7.1 | \$ | 10.0 | \$ | 8.8 | \$ | 5.1 | \$ | 8.6 | \$ | 25.9 | \$ | 39.9 |
| Operating Metrics: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reserves ${ }^{1}$ | \$ | 6,484.6 | \$ | 6,512.7 | \$ | 6,546.6 | \$ | 6,566.5 | \$ | 6,576.7 | \$ | 6,484.6 | \$ | 6,576.7 |
| Interest spread ${ }^{2}$ |  | 0.61 \% |  | 0.60 \% |  | 0.66 \% |  | 0.47 \% |  | 0.56 \% |  | 0.62 \% |  | 0.61 \% |
| Base earned yield ${ }^{3}$ |  | 6.02 \% |  | 6.06 \% |  | 6.01 \% |  | 6.05 \% |  | 6.04 \% |  | 6.03 \% |  | 6.10 \% |
| Base credited rate ${ }^{3}$ |  | 5.49 \% |  | 5.49 \% |  | $5.55 \%$ |  | 5.60 \% |  | 5.52 \% |  | 5.51 \% |  | 5.56 \% |
| Base interest spread ${ }^{3}$ |  | 0.53 \% |  | 0.57 \% |  | 0.46 \% |  | $0.45 \%$ |  | 0.52 \% |  | 0.52 \% |  | 0.54 \% |
| MBS prepayment speed adjustment ${ }^{4}$ | \$ | - | \$ | 0.1 | \$ | 0.46 | \$ | 0.2 | \$ | 0.2 | \$ | 0.1 | \$ | 0.4 |
| Mortality gains (losses) ${ }^{5}$ |  | 1.1 |  | 4.5 |  | 1.0 |  | (0.9) |  | 2.0 |  | 6.6 |  | 13.8 |
| Total sales ${ }^{6}$ |  | 38.9 |  | 45.5 |  | 40.7 |  | 57.6 |  | 49.5 |  | 125.1 |  | 200.6 |

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

|  | For the Three Months Ended |  |  |  |  |  |  |  | For the Year <br> Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q |  | 2Q |  | 3Q |  | 4Q |  | \$ | 12.9 |
| 2012 | \$ | 5.4 | \$ | 6.4 | \$ | 2.0 | \$ | (0.9) |  |  |
| 2011 |  | 0.7 |  | 4.9 |  | (1.4) |  | (3.9) |  | 0.3 |
| 2010 |  | (0.1) |  | (1.8) |  | (0.1) |  | (0.6) |  | (2.6) |
| 2009 |  | 4.3 |  | (0.5) |  |  |  | 1.3 |  | 5.1 |
| 2008 |  | 2.0 |  | 0.8 |  | 0.7 |  | (1.4) |  | 2.1 |

${ }^{1}$ 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, excluding equities, 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. The 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.

## Symetra Financial Corporation

3Q 2013 Financial Supplement
Individual Life Division
(In millions)

For the Three Months Ended
For the Nine Months Ended
Operating revenues:
Premiums
Net investment income
Policy fees, contract charges and other
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:
Individual insurance:
Insurance in force ${ }^{1}$
Claims ${ }^{2}$
Annualized mortality rate ${ }^{3}$
UL account value ${ }^{4}$
UL interest spread ${ }^{5}$
UL base interest spread ${ }^{6}$
Sales ${ }^{7}$
Institutional Markets:
Insurance in force ${ }^{1}$
BOLI account value ${ }^{4}$
BOLI ROA ${ }^{8}$
BOLI base ROA ${ }^{9}$
BOLI sales ${ }^{10}$
COLI single premium sales ${ }^{10}$
COLI recurring premium sales ${ }^{11}$

## Premiums <br> Net investment income <br> Policy fees, contract charges and other

Benefits and expenses:
Policyholder benefits and claims
est credited
Other underwriting and operating expenses rization of deferred policy acquisition costs

Segment pre-tax adjusted operating income
Operating Metrics:
Individual insurance:
Insurance in force ${ }^{1}$
Claims ${ }^{2}$
Annualized mortality rate ${ }^{3}$
UL account value ${ }^{4}$
Linterest spread
Sales ${ }^{7}$
Institutional Markets:
保
value

BOLI base ROA ${ }^{9}$
BOLI sales ${ }^{10}$

COLI recurring premium sales ${ }^{11}$

| For the Three Months Ended |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ | Jun. 30, 2013 |  | Mar. 31, 2013 |  | Dec. 31, 2012 |  | Sep. 30, 2012 |  | Sep. 30, 2013 |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \end{gathered}$ |  |
| \$ 8.6 | \$ | 8.8 | \$ | 9.0 | \$ | 8.3 | \$ | 9.2 | \$ | 26.4 | \$ | 27.9 |
| 72.6 |  | 69.7 |  | 69.2 |  | 69.9 |  | 71.1 |  | 211.5 |  | 214.5 |
| 34.1 |  | 33.9 |  | 33.1 |  | 32.6 |  | 32.7 |  | 101.1 |  | 97.0 |
| 115.3 |  | 112.4 |  | 111.3 |  | 110.8 |  | 113.0 |  | 339.0 |  | 339.4 |
| 19.1 |  | 16.5 |  | 18.1 |  | 19.7 |  | 16.2 |  | 53.7 |  | 49.0 |
| 63.4 |  | 62.8 |  | 64.2 |  | 64.8 |  | 62.9 |  | 190.4 |  | 193.4 |
| 15.4 |  | 16.5 |  | 16.0 |  | 18.8 |  | 16.2 |  | 47.9 |  | 48.9 |
| 1.6 |  | 2.1 |  | 1.8 |  | 2.0 |  | 3.9 |  | 5.5 |  | 6.6 |
| 99.5 |  | 97.9 |  | 100.1 |  | 105.3 |  | 99.2 |  | 297.5 |  | 297.9 |
| \$ 15.8 | \$ | 14.5 | \$ | 11.2 | \$ | 5.5 | \$ | 13.8 | \$ | 41.5 | \$ | 41.5 |
| \$ 35,070.4 | \$ | 35,215.5 | \$ | 35,455.3 | \$ | 35,777.4 | \$ | 36,050.0 | \$ | 35,070.4 | \$ | 36,050.0 |
| 14.0 |  | 13.7 |  | 15.7 |  | 16.3 |  | 13.9 |  | 43.4 |  | 44.7 |
| 0.16 \% |  | 0.16 \% |  | 0.18 \% |  | 0.18 \% |  | 0.15 \% |  | 0.17 \% |  | 0.17 \% |
| \$ 717.6 | \$ | 714.5 | \$ | 716.2 | \$ | 716.0 | \$ | 717.3 | \$ | 717.6 | \$ | 717.3 |
| 2.44 \% |  | 1.93 \% |  | 1.97 \% |  | 1.58 \% |  | 1.44 \% |  | 2.11 \% |  | 1.61 \% |
| 1.41 \% |  | 1.43 \% |  | 1.49 \% |  | 1.51 \% |  | 1.58 \% |  | 1.43 \% |  | 1.64 \% |
| \$ 3.9 | \$ | 3.0 | \$ | 2.3 | \$ | 1.3 | \$ | 1.6 | \$ | 9.2 | \$ | 7.8 |
| \$ 12,799.8 | \$ | 12,715.4 | \$ | 12,685.0 | \$ | 12,602.9 | \$ | 12,635.0 | \$ | 12,799.8 | \$ | 12,635.0 |
| 4,764.8 |  | 4,732.8 |  | 4,696.4 |  | 4,659.8 |  | 4,621.9 |  | 4,764.8 |  | 4,621.9 |
| 0.78 \% |  | 0.90 \% |  | 0.84 \% |  | 0.71 \% |  | 1.07 \% |  | 0.84 \% |  | 1.02 \% |
| 0.64 \% |  | 0.85 \% |  | 0.83 \% |  | 0.66 \% |  | 1.02 \% |  | 0.77 \% |  | 0.95 \% |
| \$ - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 2.0 |
| 0.7 |  | 0.3 |  | 2.4 |  | - |  | - |  | 3.4 |  | - |
| 0.4 |  | 3.0 |  | - |  | - |  | - |  | 3.4 |  | - |

5 Year Historical Individual Claims:

|  | For the Three Months Ended |  |  |  | For the Year Ended |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q$ | 2Q | 3Q | 4Q |  |
| 2012 | 15.7 | 15.1 | 13.9 | 16.3 | 61.0 |
| 2011 | 15.7 | 12.1 | 13.0 | 13.5 | 54.3 |
| 2010 | 13.9 | 13.5 | 12.0 | 11.3 | 50.7 |
| 2009 | 14.7 | 13.4 | 12.8 | 12.6 | 53.5 |
| 2008 | 14.3 | 13.6 | 13.7 | 12.1 | 53.7 |

${ }^{1}$ Insurance in force represents dollar face amounts of policies without adjustment for reinsurance.
${ }^{2}$ Individual claims represents incurred claims, net of reinsurance, on our term and universal life policies.
${ }^{3}$ Annualized mortality rate is defined as annualized individual claims divided by insurance in force.
${ }^{4}$ UL account value and BOLI account value represent our liabilities to our policyholders.
${ }^{5}$ UL interest spread excludes SPL and is the difference between the net investment yield and the credited rate to policyholders. The net investment yield is the approximate yield on invested assets in the general account attributed to UL policies. The credited rate is the approximate rate credited on UL policyholder account values. Interest credited is subject to contractual terms, including minimum guarantees.
${ }^{6}$ UL base interest spread excludes SPL and is UL interest spread adjusted to exclude items that can vary significantly from period to period due to a number of factors and, therefore, may contribute to results that are not indicative of the underlying trends. This is primarily the impact of asset prepayments, such as bond make-whole premiums net of related bonus interest amortization, the MBS prepayment speed adjustment, and reserve adjustments.
${ }^{7}$ Individual sales represents annualized first year premiums for recurring premium products and $10 \%$ of new single premium deposits, net of first year policy lapses and/or surrenders.
${ }^{8}$ 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 deposits.
${ }^{11}$ Represents deposits for new policies.

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

## Symetra Financial Corporation <br> 3Q 2013 Financial Supplement <br> Other <br> (In millions)

For the Three Months Ended
For the Nine Months Ended

| $\begin{gathered} \text { Sep. } 30, \\ 2013 \end{gathered}$ | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \end{gathered}$ |  | Sep. 30, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 5.2 | \$ | 8.6 | \$ | 4.5 | \$ | 5.4 | \$ | (0.8) | \$ | 18.3 | \$ | 6.6 |
| 4.7 |  | 5.7 |  | 5.6 |  | 5.1 |  | 5.7 |  | 16.0 |  | 16.6 |
| 9.9 |  | 14.3 |  | 10.1 |  | 10.5 |  | 4.9 |  | 34.3 |  | 23.2 |
| (0.4) |  | (0.6) |  | (0.3) |  | (0.6) |  | (0.4) |  | (1.3) |  | (1.5) |
| 5.3 |  | 8.0 |  | 7.0 |  | 8.2 |  | 7.1 |  | 20.3 |  | 20.9 |
| 8.3 |  | 8.2 |  | 8.2 |  | 8.2 |  | 8.2 |  | 24.7 |  | 24.6 |
| 13.2 |  | 15.6 |  | 14.9 |  | 15.8 |  | 14.9 |  | 43.7 |  | 44.0 |
| \$ (3.3) | \$ | (1.3) | \$ | (4.8) | \$ | (5.3) | \$ | (10.0) | \$ | (9.4) | \$ | (20.8) |

Symetra Financial Corporation
3Q 2013 Financial Supplement
Deferred Policy Acquisition Costs (DAC) and Deferred Sales Inducements (DSI) Roll Forwards (In millions)

DAC Roll Forward
Summary -- Total Company
Unamortized balance, beginning of period
Deferral of acquisition costs:
Commissions
Other acquisition expenses
Total deferral of acquisition costs
Adjustments related to inv (gains) losses Amortization Unlocking
Total amortization
Unamortized balance, end of period
Accum effect of net unrealized gains
DAC balance, end of period

Retirement Division - Deferred Annuities
Unamortized balance, beginning of period
Deferral of acquisition costs:
Commissions
Other acquisition expenses
Total deferral of acquisition costs
Adjustments related to inv (gains) losses

## Amortization

Unlocking
Total amortization
Unamortized balance, end of period
Accum effect of net unrealized gains
DAC balance, end of period

Retirement Division - Income Annuities
Unamortized balance, beginning of period
Deferral of acquisition costs:
Commissions
Other acquisition expenses
Total deferral of acquisition costs
Amortization
Unamortized balance, end of period
DAC balance, end of period

## Individual Life Division

Unamortized balance, beginning of period
Deferral of acquisition costs:

## Commissions

Other acquisition expenses
Total deferral of acquisition costs
Adjustments related to inv (gains) losses Amortization Unlocking
Total amortization
Unamortized balance, end of period
Accum effect of net unrealized gains
DAC balance, end of period

## DSI Roll Forward ${ }^{1}$

## 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

| $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | Jun. 30, 2013 |  | Mar. 31, 2013 |  | Dec. 31, 2012 |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 373.1 | \$ | 367.1 | \$ | 367.9 | \$ | 369.5 | \$ | 376.2 |
|  | 32.2 |  | 20.5 |  | 15.4 |  | 13.3 |  | 8.9 |
|  | 4.2 |  | 2.6 |  | 2.5 |  | 2.1 |  | 1.9 |
|  | 36.4 |  | 23.1 |  | 17.9 |  | 15.4 |  | 10.8 |
|  | 0.8 |  | 0.1 |  | 0.2 |  | (0.1) |  | 0.4 |
|  | (14.9) |  | (15.6) |  | (17.3) |  | (16.9) |  | (15.3) |
|  | (5.3) |  | (1.6) |  | (1.6) |  | - |  | (2.6) |
|  | (20.2) |  | (17.2) |  | (18.9) |  | (16.9) |  | (17.9) |
|  | 390.1 |  | 373.1 |  | 367.1 |  | 367.9 |  | 369.5 |
|  | (118.4) |  | (123.5) |  | (195.0) |  | (212.1) |  | (223.4) |
| \$ | 271.7 | \$ | 249.6 | \$ | 172.1 | \$ | 155.8 | \$ | 146.1 |
| \$ | 256.9 | \$ | 253.4 | \$ | 256.7 | \$ | 259.3 | \$ | 265.2 |
|  | 26.4 |  | 15.7 |  | 11.4 |  | 10.4 |  | 5.7 |
|  | 2.4 |  | 1.8 |  | 1.3 |  | 1.3 |  | 1.2 |
|  | 28.8 |  | 17.5 |  | 12.7 |  | 11.7 |  | 6.9 |
|  | 0.8 |  | 0.1 |  | 0.2 |  | (0.1) |  | 0.3 |
|  | (12.3) |  | (12.6) |  | (14.6) |  | (14.2) |  | (12.9) |
|  | (5.4) |  | (1.5) |  | (1.6) |  | - |  | (0.2) |
|  | (17.7) |  | (14.1) |  | (16.2) |  | (14.2) |  | (13.1) |
|  | 268.8 |  | 256.9 |  | 253.4 |  | 256.7 |  | 259.3 |
|  | (110.6) |  | (113.5) |  | (178.9) |  | (194.6) |  | (205.4) |
| \$ | 158.2 | \$ | 143.4 | \$ | 74.5 | \$ | 62.1 | \$ | 53.9 |
| \$ | 46.3 | \$ | 45.6 | \$ | 45.0 | \$ | 43.5 | \$ | 42.3 |
|  | 1.3 |  | 1.5 |  | 1.4 |  | 2.0 |  | 1.8 |
|  | 0.3 |  | 0.2 |  | 0.1 |  | 0.2 |  | 0.3 |
|  | 1.6 |  | 1.7 |  | 1.5 |  | 2.2 |  | 2.1 |
|  | (0.9) |  | (1.0) |  | (0.9) |  | (0.7) |  | (0.9) |
|  | 47.0 |  | 46.3 |  | 45.6 |  | 45.0 |  | 43.5 |
| \$ | 47.0 | \$ | 46.3 | \$ | 45.6 | \$ | 45.0 | \$ | 43.5 |
| \$ | 69.9 | \$ | 68.1 | \$ | 66.2 | \$ | 66.7 | \$ | 68.7 |
|  | 4.5 |  | 3.3 |  | 2.6 |  | 0.9 |  | 1.4 |
|  | 1.5 |  | 0.6 |  | 1.1 |  | 0.6 |  | 0.4 |
|  | 6.0 |  | 3.9 |  | 3.7 |  | 1.5 |  | 1.8 |
|  | - |  | - |  | - |  | - |  | 0.1 |
|  | (1.7) |  | (2.0) |  | (1.8) |  | (2.0) |  | (1.5) |
|  | 0.1 |  | (0.1) |  | - |  | - |  | (2.4) |
|  | (1.6) |  | (2.1) |  | (1.8) |  | (2.0) |  | (3.9) |
|  | 74.3 |  | 69.9 |  | 68.1 |  | 66.2 |  | 66.7 |
|  | (7.8) |  | (10.0) |  | (16.1) |  | (17.5) |  | (18.0) |
| \$ | 66.5 | \$ | 59.9 | \$ | 52.0 | \$ | 48.7 | \$ | 48.7 |




| For the Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| Sep. 30, 2013 |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \end{gathered}$ |  |
| \$ | 153.4 | \$ | 142.0 |
|  | 37.6 |  | 37.9 |
|  | 0.6 |  | 0.2 |
|  | (31.9) |  | (26.7) |
|  | (5.7) |  | (1.0) |
|  | (37.6) |  | (27.7) |
|  | 154.0 |  | 152.4 |
|  | (84.1) |  | (132.4) |
| \$ | 69.9 | \$ | 20.0 |


|  | Symetra Financial Corporation 3Q 2013 Financial Supplement Account Value and Reserve Roll Forwards (In millions) <br> For the Three Months Ended |  |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { un. 30, } \\ & 2013 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Mar. 31, } \\ & 2013 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { ep. 30, } \\ & 2013 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Sep. 30, } \\ & 2012 \\ & \hline \end{aligned}$ |
| Retirement Division: <br> Deferred Annuities: <br> Fixed Account Values, excluding FIA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Account value, beginning of period | \$ | 10,631.1 | \$ | 10,681.4 | \$ | 10,688.5 | \$ | 10,722.9 | \$ | 10,748.3 | \$ | 10,688.5 | \$ | 10,532.1 |
| Deposits |  | 307.7 |  | 139.1 |  | 179.3 |  | 192.4 |  | 140.6 |  | 626.1 |  | 734.3 |
| Withdrawals |  | (247.4) |  | (275.7) |  | (271.3) |  | (310.4) |  | (257.2) |  | (794.4) |  | (819.0) |
| Net transfers |  | (0.2) |  | 0.5 |  | 1.3 |  | 1.1 |  | 2.8 |  | 1.6 |  | 7.8 |
| Net flows |  | 60.1 |  | (136.1) |  | (90.7) |  | (116.9) |  | (113.8) |  | (166.7) |  | (76.9) |
| Interest credited |  | 78.2 |  | 78.1 |  | 79.1 |  | 82.5 |  | 83.8 |  | 235.4 |  | 252.7 |
| Other |  | 20.6 |  | 7.7 |  | 4.5 |  | - |  | 4.6 |  | 32.8 |  | 15.0 |
| Account value, end of period | \$ | 10,790.0 | \$ | 10,631.1 | \$ | 10,681.4 | \$ | 10,688.5 | \$ | 10,722.9 | \$ | 10,790.0 | \$ | 10,722.9 |
| Fixed Account Values, FIA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Account value, beginning of period | \$ | 852.0 | \$ | 539.1 | \$ | 374.9 | \$ | 264.3 | \$ | 215.4 | \$ | 374.9 | \$ | 81.0 |
| Deposits |  | 449.1 |  | 310.5 |  | 148.5 |  | 116.0 |  | 43.4 |  | 908.1 |  | 176.6 |
| Withdrawals |  | (5.7) |  | (5.8) |  | (3.0) |  | (2.5) |  | (1.3) |  | (14.5) |  | (4.6) |
| Net transfers |  | 0.6 |  | 1.2 |  | 0.3 |  | 0.6 |  | - |  | 2.1 |  | 1.1 |
| Net flows |  | 444.0 |  | 305.9 |  | 145.8 |  | 114.1 |  | 42.1 |  | 895.7 |  | 173.1 |
| Interest credited |  | 3.9 |  | 3.1 |  | 2.4 |  | 3.0 |  | 0.8 |  | 9.4 |  | 1.5 |
| Other |  | 21.9 |  | 3.9 |  | 16.0 |  | (6.5) |  | 6.0 |  | 41.8 |  | 8.7 |
| Account value, end of period | \$ | 1,321.8 | \$ | 852.0 | \$ | 539.1 | \$ | 374.9 | \$ | 264.3 | \$ | 1,321.8 | \$ | 264.3 |
| Income Annuities: <br> Reserves |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reserves, beginning of period | \$ | 6,512.7 | \$ | 6,546.6 | \$ | 6,566.5 | \$ | 6,576.7 | \$ | 6,613.6 | \$ | 6,566.5 | \$ | 6,608.3 |
| Deposits |  | 37.8 |  | 45.1 |  | 40.3 |  | 55.5 |  | 46.2 |  | 123.2 |  | 184.8 |
| Benefit payments |  | (165.3) |  | (157.1) |  | (145.1) |  | (158.9) |  | (168.0) |  | (467.5) |  | (466.2) |
| Net flows |  | (127.5) |  | (112.0) |  | (104.8) |  | (103.4) |  | (121.8) |  | (344.3) |  | (281.4) |
| Interest credited |  | 92.0 |  | 92.5 |  | 93.3 |  | 93.5 |  | 94.0 |  | 277.8 |  | 283.2 |
| Other |  | 7.4 |  | (14.4) |  | (8.4) |  | (0.3) |  | (9.1) |  | (15.4) |  | (33.4) |
| Reserves, end of period | \$ | 6,484.6 | \$ | 6,512.7 | \$ | 6,546.6 | \$ | 6,566.5 | \$ | 6,576.7 | \$ | 6,484.6 | \$ | 6,576.7 |
| Individual Life Division: BOLI Account Values |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Account value, beginning of period | \$ | 4,732.8 | \$ | 4,696.4 | \$ | 4,659.8 | \$ | 4,621.9 | \$ | 4,587.3 | \$ | 4,659.8 | \$ | 4,491.5 |
| Deposits |  |  |  | - |  | - |  |  |  | - |  | - |  | 20.0 |
| Surrenders/claims |  | (7.0) |  | (2.2) |  | (3.7) |  | (3.1) |  | (4.6) |  | (12.9) |  | (12.6) |
| Net flows |  | (7.0) |  | (2.2) |  | (3.7) |  | (3.1) |  | (4.6) |  | (12.9) |  | 7.4 |
| Interest credited |  | 54.6 |  | 54.6 |  | 55.7 |  | 55.4 |  | 53.9 |  | 164.9 |  | 167.4 |
| Administrative charges and other |  | (15.6) |  | (16.0) |  | (15.4) |  | (14.4) |  | (14.7) |  | (47.0) |  | (44.4) |
| Account value, end of period | \$ | 4,764.8 | \$ | 4,732.8 | \$ | 4,696.4 | \$ | 4,659.8 | \$ | 4,621.9 | \$ | 4,764.8 | \$ | 4,621.9 |
| UL Account Values |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Account value, beginning of period | \$ | 714.5 | \$ | 716.2 | \$ | 716.0 | \$ | 717.3 | \$ | 714.6 | \$ | 716.0 | \$ | 678.9 |
| Deposits |  | 19.6 |  | 16.9 |  | 16.3 |  | 15.0 |  | 18.7 |  | 52.8 |  | 85.4 |
| Surrenders/claims |  | (8.5) |  | (11.1) |  | (8.4) |  | (9.4) |  | (9.5) |  | (28.0) |  | (27.0) |
| Net flows |  | 11.1 |  | 5.8 |  | 7.9 |  | 5.6 |  | 9.2 |  | 24.8 |  | 58.4 |
| Interest credited |  | 7.5 |  | 7.6 |  | 7.7 |  | 7.7 |  | 8.1 |  | 22.8 |  | 23.4 |
| Administrative charges and other |  | (15.5) |  | (15.1) |  | (15.4) |  | (14.6) |  | (14.6) |  | (46.0) |  | (43.4) |
| Account value, end of period | \$ | 717.6 | \$ | 714.5 | \$ | 716.2 | \$ | 716.0 | \$ | 717.3 | \$ | 717.6 | \$ | 717.3 |

## Symetra Financial Corporation <br> 3Q 2013 Financial Supplemen <br> (In millions)

|  | As of Sep. 30, 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Policyholder Liability |  | \% of Total | Unrealized gains ${ }^{8}$ |  |
| Illiquid Liabilities |  |  |  |  |  |
| Structured settlements \& other SPIAs ${ }^{1}$ | \$ | 6,499.8 |  | \$ | 478.0 |
| Deferred annuities with 5 year payout provision or MVA ${ }^{2}$ |  | 1,446.9 |  |  | 60.2 |
| Traditional insurance (net of reinsurance) ${ }^{3}$ |  | 170.7 |  |  | 12.9 |
| Group health \& life (net of reinsurance) ${ }^{3}$ |  | 134.2 |  |  | 0.4 |
| Total illiquid liabilities |  | 8,251.6 | 33.8 \% |  | 551.5 |
| Somewhat Liquid Liabilities |  |  |  |  |  |
| Bank-owned life insurance (BOLI) ${ }^{4}$ |  | 4,857.8 |  |  | 231.7 |
| Deferred annuities with surrender charges of 5\% or higher |  | 5,504.0 |  |  | 229.0 |
| Universal life with surrender charges of 5\% or higher |  | 285.9 |  |  | 14.5 |
| Total somewhat liquid liabilities |  | 10,647.7 | 43.6 \% |  | 475.2 |
| Fully Liquid Liabilities |  |  |  |  |  |
| Deferred annuities with surrender charges of: |  |  |  |  |  |
| $3 \%$ up to 5\% |  | 2,070.6 |  |  | 86.2 |
| Less than 3\% |  | 286.8 |  |  | 11.9 |
| No surrender charges ${ }^{5}$ |  | 2,671.5 |  |  | 111.1 |
| Universal life with surrender charges less than 5\% |  | 448.6 |  |  | 22.4 |
| Other ${ }^{6}$ |  | 26.8 |  |  | 0.4 |
| Total fully liquid liabilities |  | 5,504.3 | 22.6 \% |  | 232.0 |
| Assets supporting surplus portfolio |  |  |  |  | 67.1 |
| Total ${ }^{7}$ | \$ | 24,403.6 | 100.0 \% | \$ | 1,325.8 |
| Reconciliation of unrealized gains to AOCI: |  |  |  |  |  |
| Unrealized gains from above |  |  |  | \$ | 1,325.8 |
| Taxes on unrealized gains and losses on available-for-sale securities |  |  |  |  | (464.0) |
| Adjustment for DAC and DSI valuation allowance, net of taxes |  |  |  |  | (131.6) |
| Other |  |  |  |  | (11.2) |
| AOCI |  |  |  | \$ | 719.0 |

${ }^{1}$ These contracts cannot be surrendered. The benefits are specified in the contracts as fixed amounts, primarily to be paid over the next several decades.
${ }^{2}$ This category includes annuity contracts with market value adjustment (MVA) features including certain FIA products. The MVA adjusts the value of the contract at surrender based on current interest rates, subject to a guaranteed minimum account value specified in the contract. In a liquidity crisis situation, we could invoke the five-year payout provision on certain annuity contracts without MVA features 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 $\$ 231.1$.
${ }^{8}$ Represents the pre-tax unrealized gains of the investment portfolio supporting the related policyholder liability.

|  | Symetra Financial Corporation 3Q 2013 Financial Supplement Investments Summary (In millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Sep. 30, <br> 2013 |  | \% | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | \% | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | \% | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | \% | Sep. 30, |  | \% |
| Portfolio Composition: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Available-for-sale securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed maturities, at fair value | \$ | 23,306.5 | 84.3 \% | \$ | 22,697.0 | 84.3 \% | \$ | 23,369.6 | 85.2 \% | \$ | 23,519.0 | 85.4 \% | \$ | 23,620.9 | 85.9 \% |
| Marketable equity securities, at fair value |  | 87.1 | 0.3 \% |  | 53.7 | 0.2 \% |  | 50.6 | 0.2 \% |  | 49.6 | 0.2 \% |  | 48.4 | 0.2 \% |
| Trading securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Marketable equity securities, at fair value |  | 509.4 | 1.9 \% |  | 512.0 | 1.9 \% |  | 501.5 | 1.8 \% |  | 552.7 | 2.0 \% |  | 535.8 | 2.0 \% |
| Mortgage loans, net |  | 3,376.8 | 12.2 \% |  | 3,303.1 | 12.3 \% |  | 3,170.7 | 11.5 \% |  | 3,094.4 | 11.2 \% |  | 2,939.8 | 10.7 \% |
| Policy loans |  | 64.2 | 0.2 \% |  | 64.4 | 0.2 \% |  | 64.7 | 0.2 \% |  | 65.8 | 0.2 \% |  | 67.0 | 0.2 \% |
| Investments in limited partnerships |  | 253.1 | 0.9 \% |  | 236.8 | 0.9 \% |  | 235.3 | 0.9 \% |  | 239.3 | 0.9 \% |  | 242.2 | 0.9 \% |
| Other invested assets |  | 44.0 | 0.2 \% |  | 48.0 | 0.2 \% |  | 45.1 | 0.2 \% |  | 35.6 | 0.1 \% |  | 38.2 | 0.1 \% |
| Total investments |  | 27,641.1 | 100.0 \% |  | 26,915.0 | 100.0 \% |  | 27,437.5 | 100.0 \% |  | 27,556.4 | 100.0\% |  | 27,492.3 | 100.0 \% |
| Cash and cash equivalents |  | 121.1 |  |  | 171.6 |  |  | 301.2 |  |  | 130.8 |  |  | 238.4 |  |
| Total investments, cash and cash equivalents | \$ | 27,762.2 |  | \$ | 27,086.6 |  | \$ | 27,738.7 |  | \$ | 27,687.2 |  | \$ | 27,730.7 |  |
| Fixed Maturities Securities by Credit Quality: ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1: AAA, AA, A | \$ | 13,594.4 | 58.3 \% | \$ | 13,205.7 | 58.2 \% | \$ | 13,677.5 | 58.6 \% | \$ | 13,748.9 | 58.5 \% | \$ | 14,031.0 | 59.4 \% |
| 2. BBB |  | 8,494.1 | 36.5 \% |  | 8,267.0 | 36.4 \% |  | 8,469.7 | 36.2 \% |  | 8,490.9 | 36.1 \% |  | 8,350.2 | 35.4 \% |
| Total investment grade |  | 22,088.5 | 94.8 \% |  | 21,472.7 | 94.6 \% |  | 22,147.2 | 94.8 \% |  | 22,239.8 | 94.6 \% |  | 22,381.2 | 94.8 \% |
| 3: BB |  | 637.3 | 2.7 \% |  | 635.7 | 2.8 \% |  | 631.6 | 2.7 \% |  | 683.7 | 2.9 \% |  | 659.6 | 2.8 \% |
| 4. B |  | 491.7 | 2.1 \% |  | 492.0 | 2.2 \% |  | 496.7 | 2.1 \% |  | 488.4 | 2.1 \% |  | 462.8 | 1.9 \% |
| 5: CCC \& lower |  | 87.9 | 0.4 \% |  | 78.5 | 0.3 \% |  | 76.1 | 0.3 \% |  | 83.0 | 0.3 \% |  | 101.7 | 0.4 \% |
| 6: In or near default |  | 1.1 | $0.0 \%$ |  | 18.1 | 0.1 \% |  | 18.0 | 0.1 \% |  | 24.1 | 0.1 \% |  | 15.6 | 0.1 \% |
| Total below investment grade |  | 1,218.0 | 5.2 \% |  | 1,224.3 | 5.4 \% |  | 1,222.4 | 5.2 \% |  | 1,279.2 | 5.4 \% |  | 1,239.7 | 5.2 \% |
| Total fixed maturities | \$ | 23,306.5 | 100.0 \% | \$ | 22,697.0 | 100.0 \% | \$ | 23,369.6 | 100.0 \% | \$ | 23,519.0 | 100.0 \% | \$ | 23,620.9 | 100.0 \% |
| Fixed Maturities by Issuer Type: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. government and agencies | \$ | 510.7 | 2.2 \% | \$ | 167.8 | 0.7 \% | \$ | 252.6 | 1.1 \% | \$ | 311.5 | 1.3 \% | \$ | 129.2 | 0.5 \% |
| State and political subdivisions |  | 754.5 | 3.2 \% |  | 808.3 | 3.6 \% |  | 779.5 | 3.3 \% |  | 776.5 | 3.3 \% |  | 744.1 | 3.2 \% |
| Foreign governments |  | 15.9 | 0.0 \% |  | 17.1 | 0.1 \% |  | 17.9 | 0.1 \% |  | 19.1 | 0.1 \% |  | 19.6 | 0.1 \% |
| Corporate securities |  | 17,165.7 | 73.7 \% |  | 16,861.0 | 74.3 \% |  | 17,275.1 | 73.9 \% |  | 17,201.6 | 73.1 \% |  | 17,168.0 | 72.7 \% |
| Residential mortgage-backed securities |  | 2,796.5 | 12.0 \% |  | 2,802.6 | 12.3 \% |  | 2,935.4 | 12.6 \% |  | 3,007.8 | 12.8 \% |  | 3,150.7 | 13.3 \% |
| Commercial mortgage-backed securities |  | 1,536.1 | 6.6 \% |  | 1,552.1 | 6.8 \% |  | 1,619.7 | 6.9 \% |  | 1,707.7 | 7.3 \% |  | 1,889.0 | 8.0 \% |
| Other debt obligations |  | 527.1 | 2.3 \% |  | 488.1 | 2.2 \% |  | 489.4 | 2.1 \% |  | 494.8 | 2.1 \% |  | 520.3 | 2.2 \% |
| Total fixed maturities | \$ | 23,306.5 | 100.0 \% | \$ | 22,697.0 | 100.0 \% | \$ | 23,369.6 | 100.0 \% | \$ | 23,519.0 | 100.0\% | \$ | 23,620.9 | 100.0 \% |
| Effective Duration |  | 5.5 |  |  | 5.6 |  |  | 5.7 |  |  | 5.7 |  |  | 5.7 |  |
| Weighted-average Investment Yield |  | 5.01 |  |  | 5.02 |  |  | 5.09 |  |  | 5.08 |  |  | 5.07 |  |
|  |  |  |  |  |  |  |  | e Three M | Ended |  |  |  |  |  |  |
|  |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ | \% |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ | \% |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ | \% |  | Dec. 31, 2012 | \% |  | Sep. 30, 2012 | \% |
| Average Daily Cash and Cash Equivalent Balances: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Benefits Division | \$ | 4.6 | 2.4 \% | \$ | 4.9 | 2.4 \% | \$ | 1.2 | 0.6 \% | \$ | 7.8 | 3.7 \% | \$ | 6.0 | 4.4 \% |
| Retirement Division: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deferred Annuities |  | 134.0 | 70.7 \% |  | 115.3 | 57.4 \% |  | 84.8 | 44.1 \% |  | 107.0 | 51.4 \% |  | 29.9 | 21.7 \% |
| Income Annuities |  | 2.6 | 1.4 \% |  | 23.7 | 11.8 \% |  | 54.1 | 28.1 \% |  | 32.8 | 15.8 \% |  | 67.4 | 49.0 \% |
| Individual Life Division |  | 26.3 | 13.9 \% |  | 15.0 | 7.5 \% |  | 24.2 | 12.6 \% |  | 35.1 | 16.9 \% |  | 33.7 | 24.5 \% |
| Other |  | 22.0 | 11.6 \% |  | 41.9 | 20.9 \% |  | 28.0 | 14.6 \% |  | 25.5 | 12.2 \% |  | 0.6 | 0.4 \% |
| Total | \$ | 189.5 | 100.0\% | \$ | 200.8 | 100.0 \% | \$ | 192.3 | 100.0 \% | \$ | 208.2 | 100.0 \% | \$ | 137.6 | 100.0 \% |

[^4]```
Prepayment-related Income:
    Benefits Division
    Retirement Division:
        Deferred Annuities
        Income Annuities
    Individual Life Division
    Other
```

Symetra Financial Corporation
3Q 2013 Financial Supplement
Investments Income Statement Data
(In millions)

| For the Three Months Ended |  |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
|  | 12.6 |  | 6.0 |  | 13.3 |  | 9.6 |  | 2.6 |  | 31.9 |  | 4.8 |
|  | 1.2 |  | 0.5 |  | 3.2 |  | 0.4 |  | 0.7 |  | 4.9 |  | 3.8 |
|  | 3.6 |  | 1.6 |  | 1.1 |  | 0.7 |  | 0.7 |  | 6.3 |  | 2.8 |
|  | 1.2 |  | 0.5 |  | 0.1 |  | 0.1 |  | 0.2 |  | 1.8 |  | 2.5 |
| \$ | 18.6 | \$ | 8.6 | \$ | 17.7 | \$ | 10.8 | \$ | 4.2 | \$ | 44.9 | \$ | 13.9 |


| For the Three Months Ended |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| \$ 2.4 | \$ | 3.8 | \$ | 1.8 | \$ | 13.9 | \$ | 7.4 | \$ | 8.0 | \$ | 40.4 |
| (7.4) |  | (1.9) |  | (8.1) |  | (12.7) |  | (6.4) |  | (17.4) |  | (14.3) |
| (6.2) |  | (7.2) |  | (2.0) |  | (3.8) |  | (13.3) |  | (15.4) |  | (25.2) |
| 0.5 |  | (3.7) |  | (0.7) |  | (0.3) |  | 2.3 |  | (3.9) |  | 3.5 |
| (10.7) |  | (9.0) |  | (9.0) |  | (2.9) |  | (10.0) |  | (28.7) |  | 4.4 |
| 12.0 |  | (1.7) |  | 33.0 |  | 3.1 |  | 25.0 |  | 43.3 |  | 33.6 |
| (7.0) |  | (0.8) |  | 2.1 |  | (4.2) |  | (0.1) |  | (5.7) |  | (3.6) |
| 1.1 |  | 0.2 |  | 0.4 |  | 0.1 |  | 0.6 |  | 1.7 |  | 0.6 |
| \$ (4.6) | \$ | (11.3) | \$ | 26.5 | \$ | (3.9) | \$ | 15.5 | \$ | 10.6 | \$ | 35.0 |

Fixed maturities:
Gross gains on sales
Gross losses on sales
Other-than-temporary impairments
Other
2.
Total fixed maturities
Marketable equity securities, trading ${ }^{3}$
Other
DAC/DSI adjustment
Net realized investment gains (losses)

| For the Three Months Ended |  |  |  |  |  |  |  |  |  | For the Nine Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 130, | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \end{gathered}$ |  | Sep. 30,$2012$ |  | Sep. 30, <br> 2013 | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| \$ | (3.3) | \$ | (3.1) | \$ | (3.2) | \$ | (3.1) | \$ | (5.0) | \$ (9.6) | \$ | (10.8) |
|  | (2.1) |  | (0.7) |  | (0.3) |  | (1.8) |  | (0.2) | (3.1) |  | (0.8) |
|  | 11.8 |  | 9.5 |  | 9.5 |  | 8.9 |  | 9.5 | 30.8 |  | 24.6 |
|  | 6.4 | \$ | 5.7 | \$ | 6.0 | \$ | 4.0 | \$ | 4.3 | \$ 18.1 | \$ | 13.0 |
| \$ | 217.2 | \$ | 202.1 | \$ | 206.7 | \$ | 210.7 | \$ | 213.2 | \$ 217.2 | \$ | 213.2 |
|  |  |  |  |  |  |  |  |  |  | 2013 | \$ | 7.1 |
|  |  |  |  |  |  |  |  |  |  | 2014 |  | 27.3 |
|  |  |  |  |  |  |  |  |  |  | 2015 \& beyond |  | 44.1 |
|  |  |  |  |  |  |  |  |  |  |  | \$ | 78.5 |

## 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 |

[^5]
## Symetra Financial Corporation 3Q 2013 Financial Supplement Sales by Segment and Product (In millions)

## Benefits Division ${ }^{1}$ <br> Medical stop-loss <br> Limited benefit medical Group life \& disability income <br> Total

Retirement Division - Deferred Annuities ${ }^{2}$
Fixed annuities
Fixed indexed annuities
Variable annuities
Total

Retirement Division - Income Annuities ${ }^{2}$ SPIA
Structured settlements
Total

Individual Life Division
Term life ${ }^{1}$
Universal life ${ }^{1}$
Single premium life ${ }^{3}$
Individual sales
BOLI ${ }^{4}$
COLI single premium ${ }^{4}$
COLI recurring premium ${ }^{5}$
Institutional markets
Total

| For the Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Sep. 30, } \\ 2013 \end{gathered}$ |  | Jun. 30, 2013 |  | Mar. 31, 2013 |  | Dec. 31, 2012 |  | Sep. 30,$2012$ |  |
| \$ | 12.0 | \$ | 16.7 | \$ | 51.9 | \$ | 18.6 | \$ | 24.1 |
|  | 2.2 |  | 1.0 |  | 1.7 |  | 1.4 |  | 3.8 |
|  | 4.8 |  | 3.6 |  | 12.9 |  | 5.7 |  | 3.4 |
| \$ | 19.0 | \$ | 21.3 | \$ | 66.5 | \$ | 25.7 | \$ | 31.3 |
| \$ | 292.1 | \$ | 121.2 | \$ | 161.3 | \$ | 174.1 | \$ | 116.2 |
|  | 448.2 |  | 309.8 |  | 148.7 |  | 115.8 |  | 43.2 |
|  | 6.8 |  | 10.5 |  | 12.0 |  | 10.9 |  | 7.1 |
| \$ | 747.1 | \$ | 441.5 | \$ | 322.0 | \$ | 300.8 | \$ | 166.5 |
| \$ | 37.1 | \$ | 42.1 | \$ | 38.4 | \$ | 43.6 | \$ | 37.6 |
|  | 1.8 |  | 3.4 |  | 2.3 |  | 14.0 |  | 11.9 |
| \$ | 38.9 | \$ | 45.5 | \$ | 40.7 | \$ | 57.6 | \$ | 49.5 |
| \$ | 0.5 | \$ | 0.7 | \$ | 0.5 | \$ | 0.6 | \$ | 0.5 |
|  | 3.3 |  | 2.2 |  | 1.6 |  | 0.5 |  | 0.4 |
|  | 0.1 |  | 0.1 |  | 0.2 |  | 0.2 |  | 0.7 |
|  | 3.9 |  | 3.0 |  | 2.3 |  | 1.3 |  | 1.6 |
|  | - |  | - |  | - |  | - |  | - |
|  | 0.7 |  | 0.3 |  | 2.4 |  | - |  | - |
|  | 0.4 |  | 3.0 |  | - |  | - |  | - |
|  | 1.1 |  | 3.3 |  | 2.4 |  | - |  | - |
| \$ | 5.0 | \$ | 6.3 | \$ | 4.7 | \$ | 1.3 | \$ | 1.6 |

For the Nine Months Ended

| $\begin{gathered} \text { Sep. 30, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| \$ | 80.6 | \$ | 112.8 |
|  | 4.9 |  | 10.9 |
|  | 21.3 |  | 9.9 |
| \$ | 106.8 | \$ | 133.6 |
| \$ | 574.6 | \$ | 648.9 |
|  | 906.7 |  | 176.8 |
|  | 29.3 |  | 20.1 |
| \$ | 1,510.6 | \$ | 845.8 |
| \$ | 117.6 | \$ | 129.9 |
|  | 7.5 |  | 70.7 |
| \$ | 125.1 | \$ | 200.6 |
|  | 1.7 | \$ | 1.6 |
| \$ | 7.1 |  | 1.1 |
|  | 0.4 |  | 5.1 |
| 9.2 |  |  | 7.8 |
| - |  |  | 2.0 |
| 3.4 |  |  | - |
| 3.4 |  |  | - |
| 6.8 |  |  | 2.0 |
| \$ | 16.0 | \$ | 9.8 |

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

# Symetra Financial Corporation <br> 3Q 2013 Financial Supplement <br> Book Value, Adjusted Book Value and Statutory Book Value per Share (In millions, except per share amounts) 

Book value per common share ${ }^{1}$

## Non-GAAP Financial Measures:

Adjusted book value per common share ${ }^{2}$
Adjusted book value per common share, as converted ${ }^{3}$
Statutory book value per common share ${ }^{4}$

## Numerator:

Total stockholders' equity
AOCI
Adjusted book value
Assumed proceeds from exercise of warrants
Adjusted book value, as converted
Total stockholders' equity
Stockholders' equity of non-insurance entities
Statutory and other adjustments
Asset valuation reserve (AVR)
Statutory book value
Denominator: ${ }^{5}$
Common shares outstanding
Total common shares outstanding and shares subject to warrants

| As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | Mar. 31, 2013 |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| \$ | 25.58 | \$ | 25.81 | \$ | 26.10 | \$ | 26.29 | \$ | 26.37 |
| \$ | 19.47 | \$ | 19.17 | \$ | 19.40 | \$ | 18.97 | \$ | 18.78 |
| \$ | 19.47 | \$ | 19.17 | \$ | 18.32 | \$ | 17.94 | \$ | 17.78 |
| \$ | 18.87 | \$ | 18.65 | \$ | 18.66 | \$ | 18.25 | \$ | 18.12 |
| \$ | 3,012.8 | \$ | 3,040.1 | \$ | 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 |
|  | 719.0 |  | 782.6 |  | 1,293.1 |  | 1,371.2 |  | 1,404.3 |
| \$ | 2,293.8 | \$ | 2,257.5 | \$ | 2,311.1 | \$ | 2,258.9 | \$ | 2,236.9 |
|  | - |  | - |  | 218.1 |  | 218.1 |  | 218.1 |
| \$ | 2,293.8 | \$ | 2,257.5 | \$ | 2,529.2 | \$ | 2,477.0 | \$ | 2,455.0 |
| \$ | 3,012.8 | \$ | 3,040.1 | \$ | 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 |
|  | (319.4) |  | (301.6) |  | (301.2) |  | (290.2) |  | (283.8) |
|  | (752.8) |  | (817.2) |  | $(1,350.4)$ |  | $(1,427.3)$ |  | $(1,450.9)$ |
|  | 282.5 |  | 275.7 |  | 269.9 |  | 261.3 |  | 252.2 |
| \$ | 2,223.1 | \$ | 2,197.0 | \$ | 2,222.5 | \$ | 2,173.9 | \$ | 2,158.7 |
|  | 117.800 |  | 117.792 |  | 119.099 |  | 119.088 |  | 119.120 |
|  | 117.800 |  | 117.792 |  | 138.075 |  | 138.064 |  | 138.096 |

[^6]${ }^{5}$ Reconciliation of outstanding shares:
Common shares outstanding, beginning of period
Shares issued
Employee stock purchase plan shares issued
Restricted shares issued, net
Shares repurchased
Common shares outstanding, end of period
Outstanding warrants
Total common shares outstanding and shares subject to outstanding warrants, end of period

| As of |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jun. } 30, \\ 2013 \\ \hline \end{gathered}$ | Mar. 31, 2013 | Dec. 31, 2012 | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |
| 117.792 | 119.099 | 119.088 | 119.120 | 119.131 |
| - | 5.300 | - | - | - |
| 0.025 | 0.042 | 0.038 | 0.037 | 0.025 |
| (0.017) | (0.004) | 0.283 | (0.006) | (0.032) |
| - | (6.645) | (0.310) | (0.063) | (0.004) |
| 117.800 | 117.792 | 119.099 | 119.088 | 119.120 |
| - | - | 18.976 | 18.976 | 18.976 |
| 117.800 | 117.792 | 138.075 | 138.064 | 138.096 |

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


| As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { Sep. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | Jun. 30, <br> 2013 |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2013 \\ \hline \end{gathered}$ |  | Dec. 31, 2012 |  | $\begin{gathered} \hline \text { Sep. 30, } \\ 2012 \\ \hline \end{gathered}$ |  |
| \$ | 3,012.8 | \$ | 3,040.1 | \$ | 3,604.2 | \$ | 3,630.1 | \$ | 3,641.2 |
|  | 271.7 |  | 249.6 |  | 172.1 |  | 155.8 |  | 146.1 |
|  | 125.8 |  | 132.0 |  | 93.1 |  | 86.2 |  | 83.2 |
| \$ | 2,615.3 | \$ | 2,658.5 | \$ | 3,339.0 | \$ | 3,388.1 | \$ | 3,411.9 |

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

## Symetra Financial Corporation 3Q 2013 Financial Supplement ROE and Operating ROAE (In millions)

ROE:
Net income for the twelve months ended ${ }^{1}$
Average stockholders' equity ${ }^{2}$

ROE

## Operating ROAE:

Adjusted operating income for the twelve months ended ${ }^{1}$ Average adjusted book value ${ }^{3}$

Operating ROAE

Twelve Months Ended

|  | $\begin{aligned} & 0.30, \\ & 013 \end{aligned}$ | $\begin{gathered} \text { Jun. 30, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Mar. 31, } \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \\ \hline \end{gathered}$ |  | Sep. 30, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 187.3 | \$ | 197.2 | \$ | 196.0 | \$ | 205.4 | \$ | 248.1 |
| \$ | 3,385.7 | \$ | 3,458.8 | \$ | 3,481.7 | \$ | 3,383.9 | \$ | 3,266.3 |
|  | 5.5 \% |  | 5.7 \% |  | 5.6 \% |  | 6.1 \% |  | 7.6 \% |
| \$ | 183.6 | \$ | 180.6 | \$ | 176.4 | \$ | 185.3 | \$ | 203.5 |
| \$ | 2,271.6 | \$ | 2,251.0 | \$ | 2,230.4 | \$ | 2,185.7 | \$ | 2,138.1 |
|  | 8.1 \% |  | 8.0 \% |  | 7.9 \% |  | 8.5 \% |  | 9.5 \% |

${ }^{1}$ The twelve months ended information is derived by adding the four most recent quarters of net income or adjusted operating income.
${ }^{2}$ Average stockholders' equity is derived by averaging ending stockholders' equity for the most recent five quarters.
${ }^{3}$ Average adjusted book value is derived by averaging ending stockholders' equity less AOCI , for the most recent five quarters.

## 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 March 31 , 2013, December 31, 2012 and September 30, 2012.
Net income
Less: Net realized investment gains (losses) (net of taxes)
Add: Net realized gains (losses) - FIA (net of taxes)
Adjusted operating income

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

| Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Jun. 30, 2012 |  | Mar. 31, <br> 2012 |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2011 \\ \hline \end{gathered}$ |  |
| \$ | 43.8 | \$ | 75.4 | \$ | 73.7 |
|  | (4.2) |  | 16.9 |  | 22.2 |
|  | (0.8) |  | 0.8 |  | (0.4) |
| \$ | 47.2 | \$ | 59.3 | \$ | 51.1 |



[^7]


[^8]
 corporate debt. The country designation is based on the issuer's country of incorporation.


[^0]:    
    
    
    
     amounts.
    
     ROAE have been reconciled to their most directly comparable GAAP measures on pages 2,16 , and 17 , respectively.
    ${ }^{3}$ Adjusted book value per common share is calculated as adjusted book value divided by common shares outstanding.
    
     20,2013 , resulting in the issuance of 5.298 shares of common stock
    ${ }^{5}$ 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.
     net income and stockholders' equity, respectively, their most comparable GAAP measures.

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

[^2]:    
     quarters with more/less days of interest reduces/increases interest spread and base interest spread.
    
     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.

[^3]:    The maximum interest is $4.5 \%$ on a $\$ 122.4$ block of business
    ${ }^{2}$ Excludes standard non-forfeiture impacts.

[^4]:    ${ }^{1}$ Credit quality is based on NAIC (National Association of Insurance Commissioners) designation with presentation of the S\&P equivalent credit ratings.

[^5]:     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.

[^6]:    ${ }^{1}$ Book value per common share is calculated as stockholders' equity divided by the sum of common shares outstanding and shares subject to warrants in the periods they were outstanding. The warrants were net-share settled on June 20, 2013, resulting in the issuance of 5.298 shares of common stock.
    ${ }^{2}$ Adjusted book value per common share is calculated as adjusted book value divided by common shares outstanding.
    ${ }^{3}$ Adjusted book value per common share, as converted, is calculated as adjusted book value, as converted divided by the sum of common shares outstanding and shares subject to warrants in the periods they were outstanding. The warrants were net-share settled on June 20, 2013, resulting in the issuance of 5.298 shares of common stock. As of June 30 , 2013 this measure is equivalent to adjusted book value per share.
    ${ }^{4}$ Statutory book value per common share is calculated based on statutory book value divided by common shares outstanding.

[^7]:    ${ }^{1}$ 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.

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

