Life Insurance as an Asset Class

Creating a predictable legacy in an unpredictable world

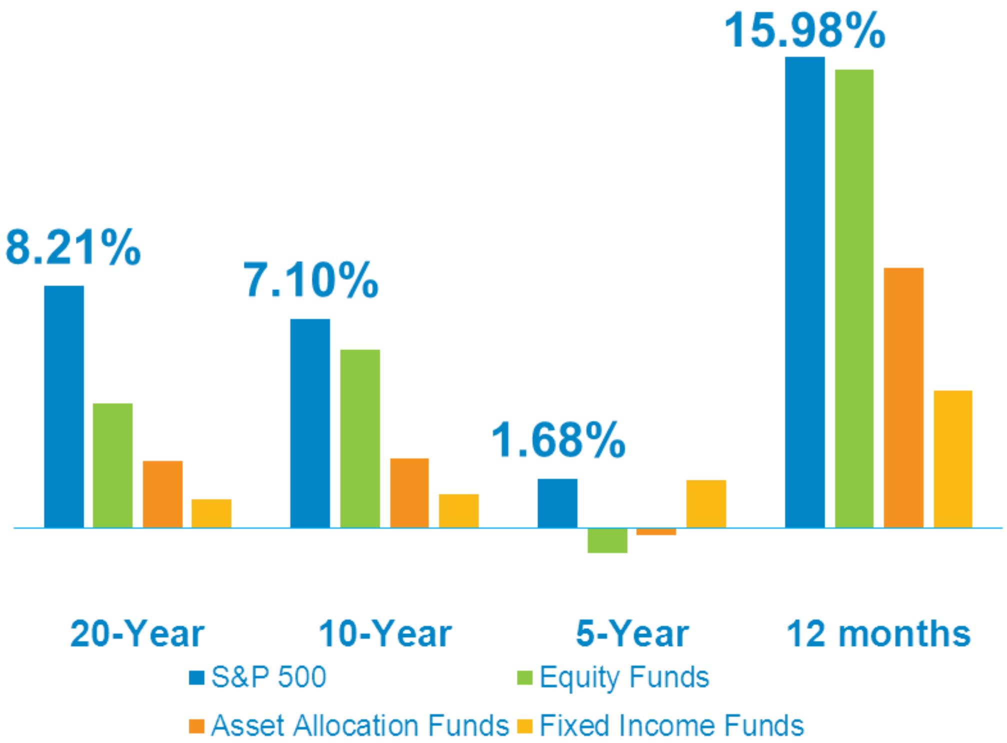
Please view important disclosures at the end of this presentation.

Agent or Advisor Use Only


Insurance can provide a financial hedge against the unexpected.

S&P 500 vs. Investors

average annual returns



On average, investors lagged the index by nearly 4 percentage points per year from 1993 to 2012.

Tom Anderson, "Fund Investors Lag As S&P 500 Nears All-Time High," Forbes, March 28, 2013. Average equity investor, average bond investor and average asset allocation investor data using data supplied by the Investment Company Institute. Investor returns are represented by the change in total mutual fund assets after excluding sales, redemptions and exchanges. This method of calculation captures realized and unrealized capital gains, dividends, interest, trading costs, sales charges, fees, expenses and any other costs. After calculating investor returns in dollar terms, two percentages are calculated for the period examined: Total investor return rate and annualized investor return rate. Total return rate is determined by calculation g the investor return dollars as a percentage of the net of sales, redemptions and exchanges for the period. latest Quantitative Analysis of Investor Behavior study by Dalbar Inc.

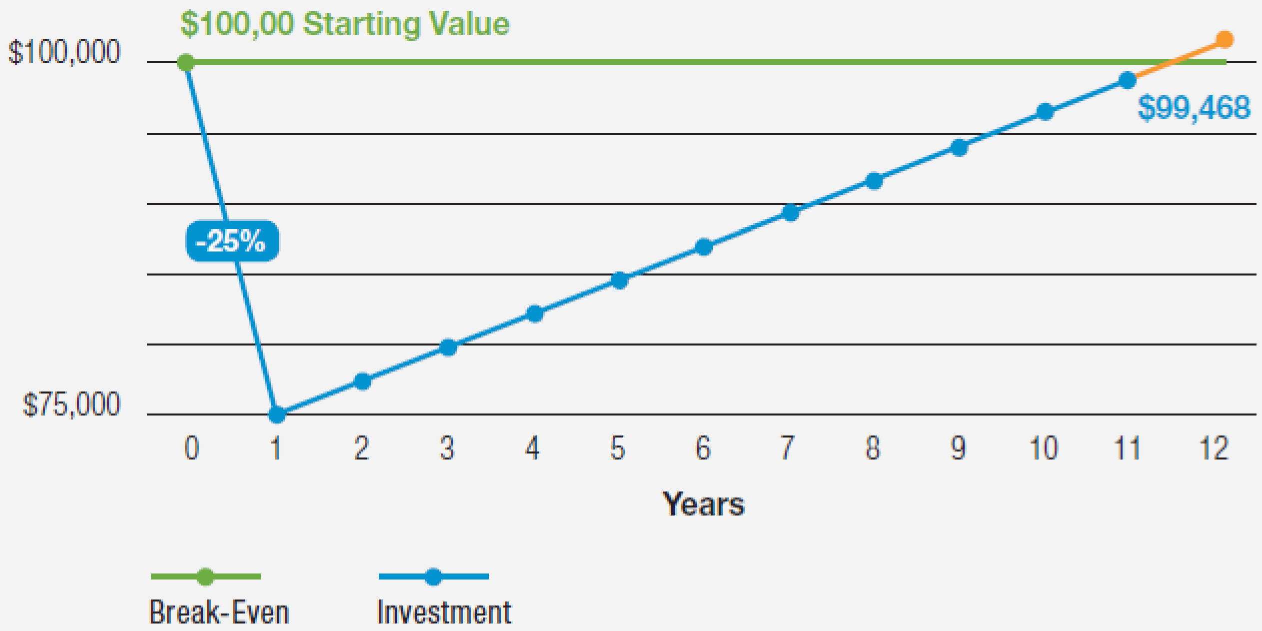
SYMETRA

The math behind an investment loss

What will it take to return to the breakeven point?

Example 1:

How long to recover an investment loss?



A 25% loss would require a 33% gain just to break even—a climb that would take a little over 11 years earning average annual returns of 4% (subject to a federal income tax rate of 35%).[1]

1Hypothetical scenario assumes a starting balance of $100,000 and a one-time loss of $25,000. If the investment earned average annual returns of 4% (subject to 25% federal income tax), it would take a little over 11 years to return to the break-even point.

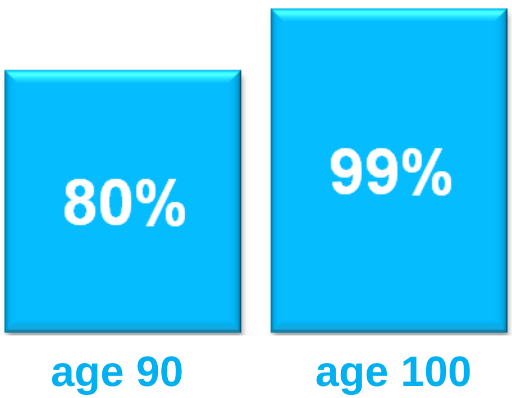
Life insurance adds predictability

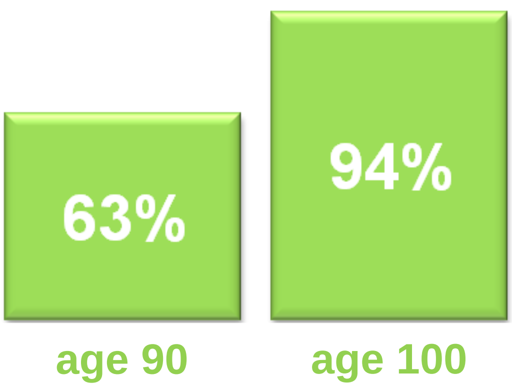
Life insurance carriers largely rely on mortality tables to determine pricing.

That means the policy's proceeds are largely insulated from the market's ups and downs.

Is there time for growth (or recovery)?

If the client's current age is 60, what is the average life expectancy?[1]

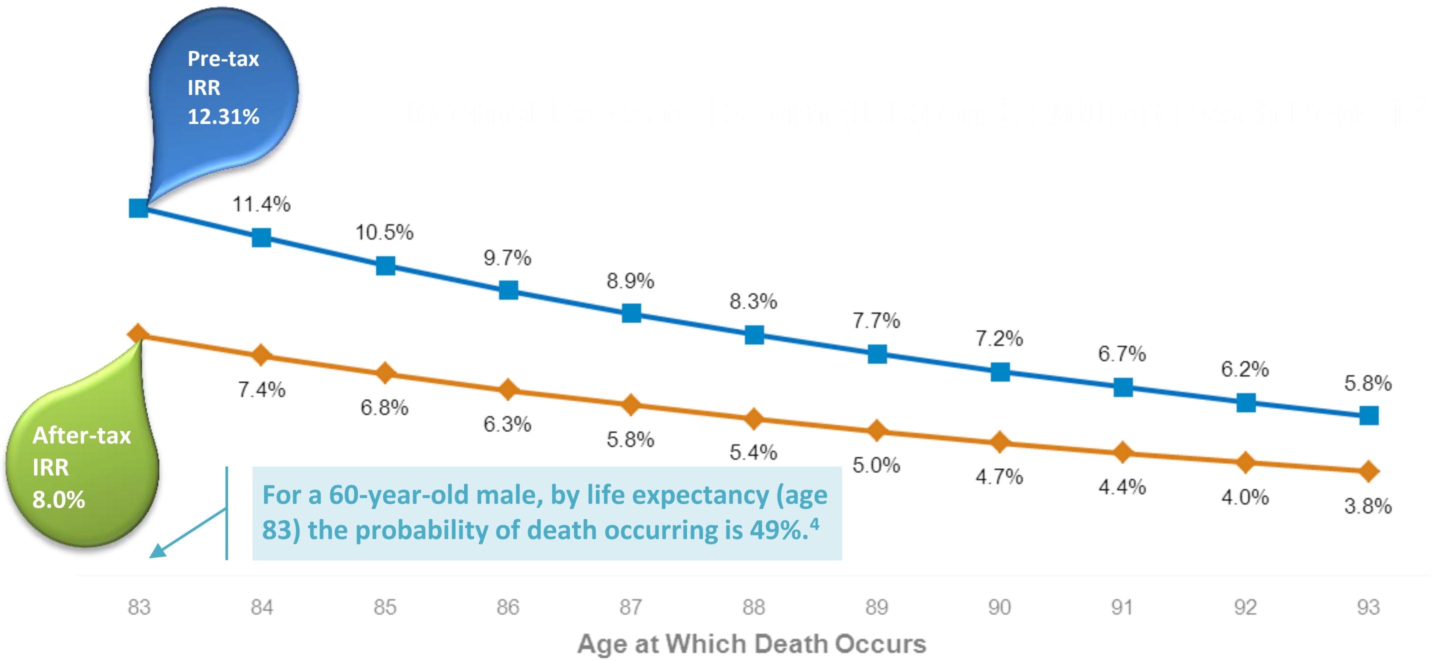




[1]2001 CSO (Commissioners Standard Ordinary) Tables. See additional details at the end of this presentation.

SYMETRA

Internal Rates of Return (IRR) on $2 Million Death Benefit[2,3]



[2]The Internal Rate of Return (IRR) is the annual effective after-tax interest rate at which life insurance premiums must accumulate in order to match the value of the death benefit at the end of the referenced year.

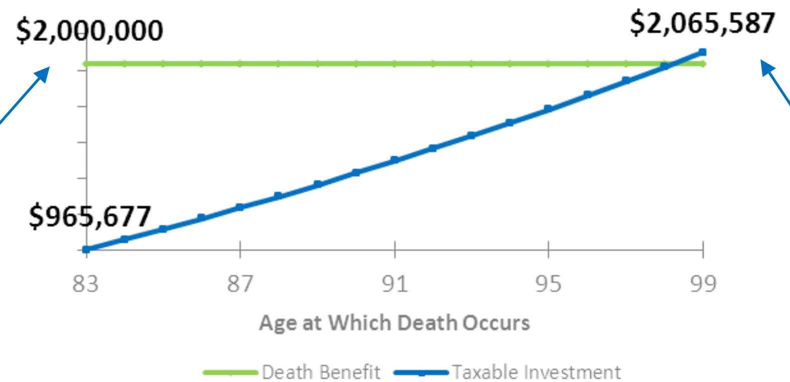
[3]This hypothetical scenario is for a 60-year-old male with a $2 million Symetra Classic Universal Life Insurance policy (Super Preferred Non-Nicotine risk class), and with a Lapse Protection Benefit to age 121. By life expectancy, age 83, the probability of death occurring is 49.27%. In this scenario, the investment must have earned an average annual interest rate of 6.92%, subject to a federal income tax rate of 35% (10.65% before taxes), in order to equal the life insurance policy's death benefit of $2 million.

[4]Life Expectancy (LE) is based on the average age at death based on current age, as well as the average probability of death by a certain year. The table used is 2001 CSO (Commissioners Standard Ordinary) produced by the NAIC (National Association of Insurance Commissioners) and the SOA (Society of Actuaries). This table is based on the most recent mortality experience for a single life and is intended to provide a minimum standard for the valuation of standard ordinary life insurance. Joint and survivorship life will produce different outcomes. It is important to note that this table should not be used to predict life expectancies and should only be used as a reference. There are many tables available in addition to 2001 CSO Table to calculate life expectancies and other probabilities. This is not a recommendation to forecast or predict the future.

SYMETRA

Years for Taxable Investment to Match Death Benefit

If death occurred at life expectancy (age 83), the death benefit would provide the beneficiaries with 107% more!



It would take almost 16 years for the investment to grow to match the $2 million death benefit guaranteed from day one of owning the policy.

[4]Annual life insurance premiums of $30,413 are based on a 60-year-old male with a $2 million Symetra Classic Universal Life Insurance policy (Super Preferred risk class), and with a Lapse Protection Benefit to age 121.

SYMETRA

The benefits of owning life insurance

- Access to money.
- Control over distributions.
- Self-completion of the client's financial plan.
- Maximize wealth transfer.

Who's a good candidate? Clients who…

- Own a diverse portfolio of assets not needed for their own retirement needs.
- All or a portion of the assets are earmarked for beneficiaries.
- Want to provide cash to beneficiaries so assets can stay invested.
- Wish to minimize federal estate and estate taxes.
- Want to protect assets.

Let us get you started!

Symetra Life Sales Desk

1-877-737-3611

lifesales@symetra.com
8 a.m. to 6 p.m. ET │ M - F

Life insurance is issued by Symetra Life Insurance Company, 777 108th Avenue NE, Suite 1200, Bellevue, WA 98004-5135. Products are not available in all U.S. states or any U.S. territory.

Symetra Classic Universal Life Insurance is a flexible premium universal life insurance policy. Policy form number is ICC11_LC5 in most states.

Guarantees and benefits are subject to the claims-paying ability of Symetra Life Insurance Company.

This material is not intended to provide investment, tax or legal advice.
Although proceeds of life insurance are generally received by beneficiaries free of federal income tax, estate and local taxes may apply.

Consult your attorney or tax advisor for more information.

SYMETRA