

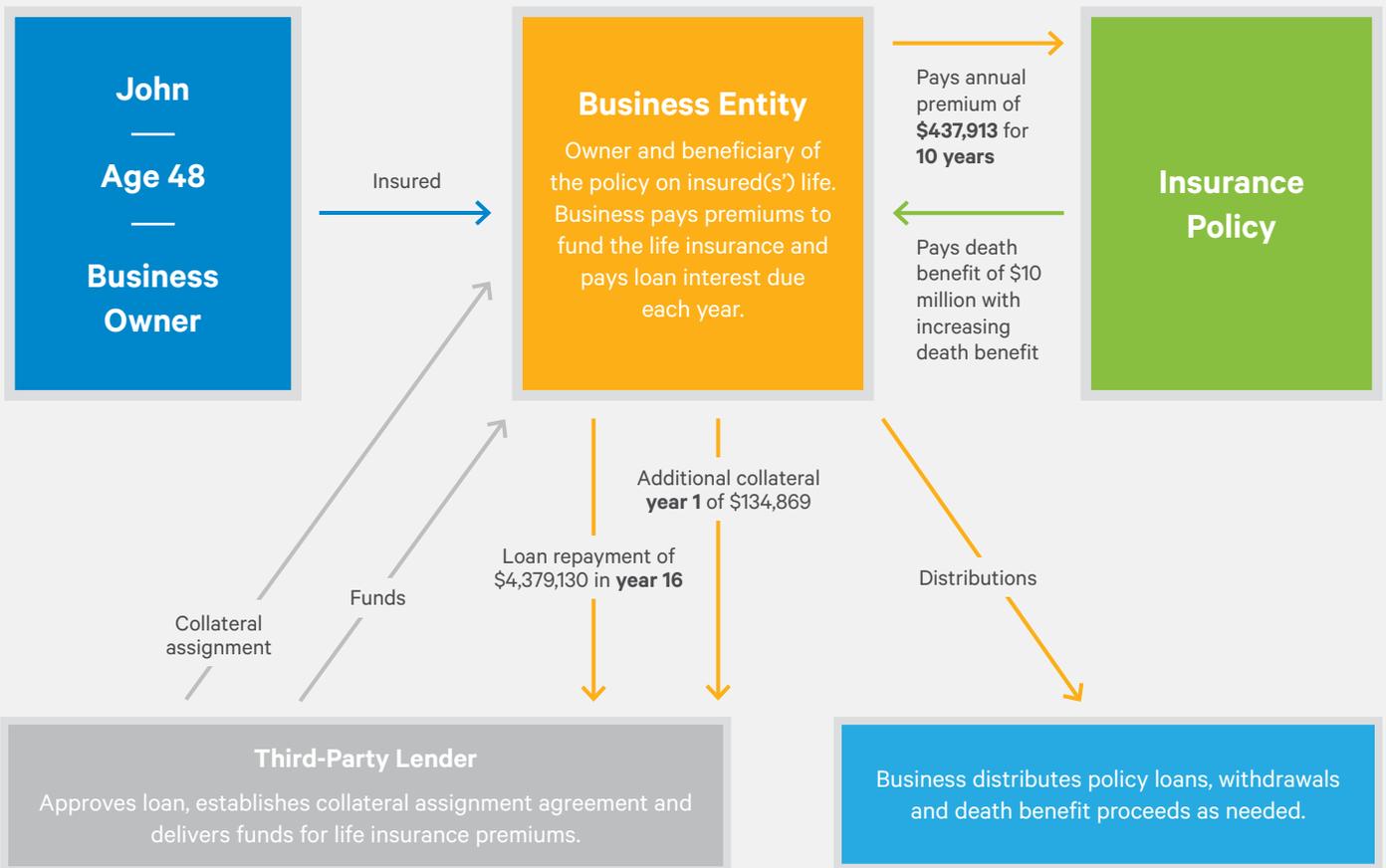
Premium Financing

Navigating a life insurance funding strategy

To obtain the level of life insurance they need, many individuals, couples and businesses may have to liquidate some of their assets to cover the premiums. You can help reduce the impact of life insurance premiums on your client’s assets with a third-party premium financing arrangement.

The premium financing strategy

“John,” a successful, 48-year-old business owner, recently established a business succession plan requiring \$10 million in life insurance. With the business in a growth stage, John is re-investing most of the cash flow and does not wish to liquidate or sell any business assets at this time. The business enters into a third-party loan arrangement to borrow \$437,913 each year to fund the annual premium due for 10 years. Assuming an initial loan rate of 3.5%, the loan interest due year 1 is \$15,327. The rate will then vary from year to year based on the 12-month LIBOR plus a spread.¹ The business assigns the life insurance policy’s cash value and death benefit as collateral, and will assign additional assets as collateral if necessary. The business plans to repay the outstanding loan of \$4,379,130 using policy values by year 16. However, if conditions or plans should change, the loan can be repaid earlier from the business’ retained capital or a combination of policy values and retained capital.



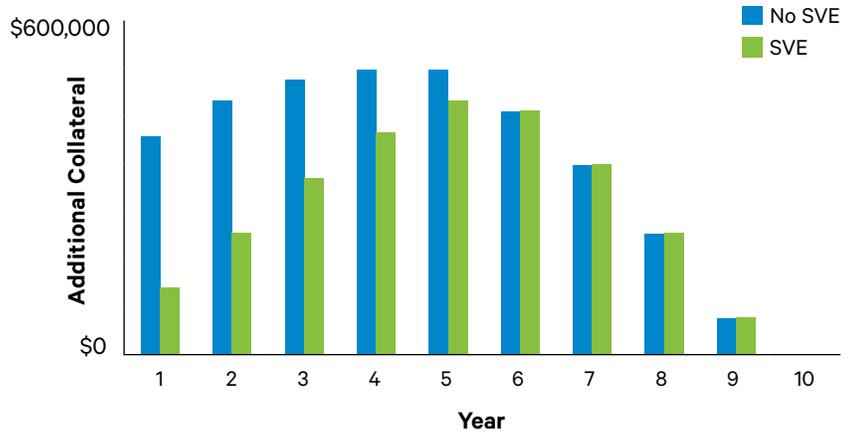
Loan repayment using policy values

Third-Party Loan Information								Borrower Information							
Year	Age	Annual Insurance Premium	Annual Loan Amount	Annual Loan Interest Rate	Annual Loan Interest Due	Loan Repayment	Cumulative Loan Amount	Life Insurance Cash Surrender Value	Additional Collateral Required CSV @ 90%	Annual Net Outlay	Cumulative Annual Net Outlay	EOY Retained Capital Balance @ 6.00%	Life Insurance Death Benefit	Retained Capital Balance + Death Benefit Net of Loan	IRR at Death
1	48	\$437,913	\$437,913	3.50%	\$15,327	\$0	\$437,913	\$336,716	\$134,869	\$15,327	\$15,327	\$0	\$10,375,016	\$9,937,103	64734.16%
2	49	\$437,913	\$437,913	3.75%	\$32,843	\$0	\$875,826	\$707,276	\$239,278	\$32,843	\$48,170	\$0	\$10,782,276	\$9,906,450	2337.44%
3	50	\$437,913	\$437,913	4.00%	\$52,550	\$0	\$1,313,739	\$1,065,732	\$354,580	\$52,550	\$100,720	\$0	\$11,212,232	\$9,898,493	686.41%
4	51	\$437,913	\$437,913	4.25%	\$74,445	\$0	\$1,751,652	\$1,452,077	\$444,783	\$74,445	\$175,165	\$0	\$11,666,677	\$9,915,025	340.36%
5	52	\$437,913	\$437,913	4.50%	\$98,530	\$0	\$2,189,565	\$1,868,277	\$508,116	\$98,530	\$273,696	\$0	\$12,147,477	\$9,957,912	209.62%
6	53	\$437,913	\$437,913	4.75%	\$124,805	\$0	\$2,627,478	\$2,377,090	\$488,097	\$124,805	\$398,501	\$0	\$12,656,290	\$10,028,812	144.63%
7	54	\$437,913	\$437,913	5.00%	\$153,270	\$0	\$3,065,391	\$2,985,412	\$378,520	\$153,270	\$551,770	\$0	\$13,194,812	\$10,129,421	106.84%
8	55	\$437,913	\$437,913	5.25%	\$183,923	\$0	\$3,503,304	\$3,625,141	\$240,677	\$183,923	\$735,694	\$0	\$13,764,741	\$10,261,437	82.55%
9	56	\$437,913	\$437,913	5.50%	\$216,767	\$0	\$3,941,217	\$4,298,058	\$72,965	\$216,767	\$952,461	\$0	\$14,367,858	\$10,426,641	65.81%
10	57	\$437,913	\$437,913	5.50%	\$240,852	\$0	\$4,379,130	\$5,006,056	\$0	\$240,852	\$1,193,313	\$0	\$15,006,056	\$10,626,926	53.72%
11	58	\$0	\$0	5.50%	\$240,852	\$0	\$4,379,130	\$5,333,868	\$0	\$240,852	\$1,434,165	\$0	\$15,006,056	\$10,626,926	44.27%
12	59	\$0	\$0	5.50%	\$240,852	\$0	\$4,379,130	\$5,682,540	\$0	\$240,852	\$1,675,017	\$0	\$15,006,056	\$10,626,926	37.00%
13	60	\$0	\$0	5.50%	\$240,852	\$0	\$4,379,130	\$6,053,570	\$0	\$240,852	\$1,915,869	\$0	\$15,006,056	\$10,626,926	31.29%
14	61	\$0	\$0	5.50%	\$240,852	\$0	\$4,379,130	\$6,448,544	\$0	\$240,852	\$2,156,722	\$0	\$15,006,056	\$10,626,926	26.73%
15	62	\$0	\$0	5.50%	\$240,852	\$0	\$4,379,130	\$6,869,298	\$0	\$240,852	\$2,397,574	\$0	\$15,006,056	\$10,626,926	23.03%
16	63	-\$4,379,130	\$0	5.50%	\$0	\$4,379,130	\$0	\$2,636,488	\$0	\$0	\$2,397,574	\$0	\$10,626,926	\$10,626,926	20.36%
35	82	\$0	\$0	5.50%	\$0	\$0	\$0	\$7,033,804	\$0	\$0	\$2,397,574	\$0	\$10,626,926	\$10,626,926	5.85%
40	87	\$0	\$0	5.50%	\$0	\$0	\$0	\$8,916,578	\$0	\$0	\$2,397,574	\$0	\$10,626,926	\$10,626,926	4.90%
45	92	\$0	\$0	5.50%	\$0	\$0	\$0	\$11,899,502	\$0	\$0	\$2,397,574	\$0	\$12,256,487	\$12,256,487	4.62%
50	97	\$0	\$0	5.50%	\$0	\$0	\$0	\$16,435,261	\$0	\$0	\$2,397,574	\$0	\$16,599,614	\$16,599,614	4.82%
53	100	\$0	\$0	5.50%	\$0	\$0	\$0	\$19,910,646	\$0	\$0	\$2,397,574	\$0	\$20,109,753	\$20,109,753	4.94%
TTL		\$0	\$4,379,130		\$2,397,574	\$4,379,130				\$2,397,574					

Initial life insurance crediting rate: 6.00%

Surrender Value Enhancement (SVE) Rider may help reduce additional collateral requirements⁴

The optional SVE Rider reduces the policy's surrender charges in the early years and may provide design flexibility for larger cases when early cash surrender value is desired.



Additional collateral required each year assumes the lender accepts 90% of the policy cash surrender value each year.

Discover how Symetra Accumulator IUL could potentially help your clients leave more to their beneficiaries. Contact us for a custom illustration.

Contact us for more information.

Symetra Life Sales Desk

1-877-737-3611

Weekdays, 8 a.m. to 6 p.m. ET

lifesales@symetra.com

Symetra Accumulator IUL is a flexible-premium adjustable life insurance policy with index-linked interest options issued by Symetra Life Insurance Company located at 777 108th Avenue NE, Suite 1200 Bellevue, WA 98004-5135. This policy is not available in all U.S. states or any U.S. territory; where available, it is usually issued under policy form number ICC17_LC1.

In most states, the Surrender Value Enhancement Rider policy form number is ICC17_LE4. The rider is not available in all states, and terms and conditions may vary by state in which it is available.

This is a very general overview of Third-Party Premium Financing which is provided for informational purposes only. This document is not intended as legal or tax advice. The tax information was written to support the promotion or marketing of the transaction(s) or matter(s) addressed, and you should seek advice based on your particular circumstances from an independent tax professional.

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

Market conditions may affect loan interest rates and could make the strategy less attractive. You should have a planned strategy to repay the debt in the future. Loan interest to purchase or carry life insurance is generally not tax-deductible.

The applications for insurance and for premium financing are two separate transactions. There is no relationship between the insurance company and the financing company, and neither is obligated to offer either insurance coverage or a loan arrangement based on the decision of the other.

Neither Symetra Life Insurance Company nor its producers or employees give tax or legal advice. Clients should consult with their attorney or tax professional for more information.

Except for the JPMorgan ETF Efficiente® 5 Index, an index does not include the payment or reinvestment of dividends in the calculation of its performance. It is not possible to invest in an index.

The JPMorgan ETF Efficiente® 5 Index ("Index") has been licensed to Symetra Life Insurance Company (the "Licensee") for the Licensee's benefit. Neither the Licensee nor Symetra Accumulator IUL (individually, the "Product") is sponsored, operated, endorsed, recommended, sold or promoted by J.P. Morgan Securities LLC ("JPMS") or any of its affiliates (together and individually, "JPMorgan"). JPMorgan makes no representation and gives no warranty, express or implied, to policyowners in or those otherwise taking exposure to the Product. Such persons should seek appropriate professional advice before making any investment. The Index has been designed and is compiled, calculated, maintained and sponsored by JPMS without regard to the Licensee, the Product or any policyowner. JPMorgan is under no obligation to continue compiling, calculating, maintaining or sponsoring the Index. JPMorgan may independently issue or sponsor other indices or products that are similar to and may compete with the Index and the Product. JPMorgan may also transact in assets referenced in the Index (or in financial instruments such as derivatives that reference those assets). These activities could have a positive or negative effect on the value of the Index and the Product.

This is not a complete description of the Symetra Accumulator IUL product. For a more complete description, please refer to the policy.

¹ The initial loan rate of 3.5% assumes a 12-month London Interbank Offered Rate (LIBOR) of 1.25% and a lender spread of 2.25%. The loan rate will vary from year to year based on the 12-month LIBOR rate and the terms of the lender promissory note.

² Assumes Symetra Accumulator IUL funded with annual premiums of \$437,913 for 10 years, initial crediting rate of 6.00%, using the JPMorgan ETF Efficiente® 5 Core Index Strategy, current cost of policy charges and death benefit Option B (increasing) and switching to Option A (level) in year 11. Policy distributions are withdrawals switching to loans in year 16.

³ The additional collateral assumes the lender will accept 90% of the life insurance policy's cash surrender value at year end. First year loan of \$437,913 less $(\$336,716 \times 90\%) = \$134,869$. The policy must be 100% collateralized at all times and collateral requirements will vary from year to year based on the policy's cash surrender value.

⁴ The Surrender Value Enhancement rider is an optional rider that reduces the policy's surrender charges in the early years. Available at issue for an additional cost, the rider provides a reduced surrender charge schedule for the first five policy years. A one-time non-refundable rider charge of \$500 is deducted with the first monthly deduction.



Symetra Life Insurance Company
777 108th Avenue NE, Suite 1200
Bellevue, WA 98004-5135

www.symetra.com

Symetra® is a registered service mark of
Symetra Life Insurance Company.