

Renewal rate philosophy

At Securian Financial, our renewal rate philosophy for fixed indexed annuities (FIAs) is to provide a smooth renewal experience for financial professionals and their clients. We are not in the business of offering high rates at issue only to slash them in the first renewal year. We know others may do this, but it isn't how we choose to do business.

Renewal rates are influenced by:


- **The interest rate environment at the time of issue** – this determines asset yields that support the crediting rates of the contract and serves as an “anchor point” for future renewals.
- **Market conditions at the time of renewal** – changes in hedging costs from year to year can cause renewal rates to differ from initial rates
- **Performance of the block** – like other insurance products, we manage our FIA business as a block. This means that renewal rates can be impacted by the overall performance of our general account and experience on the contract pool as a whole.

We think our renewal philosophy is a good one. Take a look at some statistics and see if you agree.



Offering high rates at issue only to slash them in the first renewal year is not how we do business.

Over 99% of FIA renewal rates in the S&P 500® 1-year cap are within **-2.00%** of the initial rate



46% of FIA contracts have experienced a **renewal rate increase** from the initial rate



Historical Renewal Rate Experience by Renewal Year – Aggregate

Average % of Initial Rate by Year

Initial rate	1st renewal	2nd renewal	3rd renewal	4th renewal	5th renewal	6th renewal	7th renewal
100%	99%	97%	95%	88%	86%	88%	83%

The average percent of initial rate by year only accounts for renewals that occur during the surrender charge period. Historical rate change practices are not a guarantee of future rate renewals.

Based on actual renewal rates for Securian Financial's SecureLink® Ultra, SecureLink Future and SecureLink Chronic Illness Access products from 11/29/2016 to 7/31/2024.



For more information

Contact the Annuity Sales Desk for more information on fixed indexed annuity options: **1-866-335-7355**.

An annuity is intended to be a long-term, tax-deferred retirement vehicle. Earnings are taxable as ordinary income when distributed, and if withdrawn before age 59½, may be subject to a 10% federal tax penalty. If the annuity will fund an IRA or other tax qualified plan, the tax-deferral feature offers no additional value. Qualified distributions from a Roth IRA are generally excluded from gross income, but taxes and penalties may apply to non-qualified distributions. Please consult a tax advisor for specific information. There are charges and expenses associated with annuities, such as surrender charges (deferred sales charges) for early withdrawals.

Guarantees are subject to the financial strength and claims-paying ability of the issuing insurance company.

The indexes are not available for direct investment.

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