



Set yourself apart by adding a new & innovative voluntary benefit to your portfolio

Company Overview

The Need

- ▶ Per WSJ, 70% of employees live paycheck-to-paycheck with no savings reserves
- ▶ 65% of hourly employees receive cash advances regularly (3-6 times per year)
- ▶ 10 million payroll advances are given each month in the U.S.
- ▶ Demand is increasing due to slashed credit card lines and reduced access to home equity
- ▶ Employment income is often an employee's only source of liquidity

Symbius' Solution

- ▶ Mission: financial wellness to low-middle income employees
- ▶ Drive down the costs of small-dollar advances on a non-predatory basis:
 - Cooperation with employees and employers
 - Innovative software platform (patent-pending)
 - Creates a better pricing model for employee
 - Eliminates the need for payday loans
- ▶ Funded by a Fortune 1000 company
- ▶ Developed with FDIC guidelines through partnership with a U.S. bank

Producer Benefits

You're already selling life, health and disability... set yourself apart

- ▶ Provides a great prospecting tool by opening doors to new employer accounts
- ▶ Strengthens existing client relationships by offering a new voluntary benefit
- ▶ Involves no risk to you or the employer
- ▶ Positions you as the producer of choice for voluntary benefits
- ▶ Generates commission income for your firm 365 days a year
- ▶ Easy to administer and refer
- ▶ Tap into a benefit that reaches 30 million 'unbanked' Americans

Program Features

Automated Payroll Advance

When a financial emergency strikes, a large segment of employees turn to high-cost payday lenders, or their employer, for an advance. Symbius now offers them a new, more flexible way to solve their financial problem.

- ▶ Complimentary to payroll card programs, 401k plans and other financial employee benefits
- ▶ No cost for employers to participate & we take 100% of the capital risk
- ▶ Easy enrollment process for employees
- ▶ Low-cost and fair alternative for employees: low flat-fee & no revolving debt
- ▶ Request advance online or by phone
- ▶ Advance funding options for both banked and 'unbanked' employees
- ▶ Employer can limit the number of advances over a given period to prevent over-use
- ▶ Best-in-class customer service

Start selling Symbius' Automated Payroll Advance program today

For the Employer

- ▶ No impact on their HR/accounting processes
- ▶ No implementation or participation fee
- ▶ No liability for advances
- ▶ Reduces employee theft
- ▶ Improves employee productivity/reduces absenteeism
 - 54% of employees use 'company-time' fixing financial problems
 - 15% of employees are financially stressed
 - For every 1000 employees, companies waste \$194k/year from employee financial stress
- ▶ Enhances employee benefit package
- ▶ Drives direct deposit use
- ▶ Encourages work-life balance
- ▶ Promotes online self-service

For the Employee

- ▶ Automatic qualification based on time employed and salary
- ▶ Funding direct to their checking account or payroll card
- ▶ Easy repayment via direct deposit
- ▶ Employee avoids: high interest rates, late fees and accruing interest traps

Employee Demographics

- ▶ Middle-Income: Majority earn between \$25,000 and \$50,000
- ▶ Middle-Educated: 94% have a high school diploma, 56% have some college or degree
- ▶ Young Families: 68% are under 45 years old, majority are married, 64% have children
- ▶ Stable Working Class: 42% own homes, 57% have credit cards, 100% have steady incomes
- ▶ Why They Get Them: 81% of advances are used for unexpected expenses

How it Works & How Employers Participate

- 1 Employer enrolls in program
- 2 Symbius and employer review employer's payroll process & develop employee communication plan
- 3 Employee requests advance at www.MySalaryLine.com or by phone
- 4 Once approved, employee receives advance funds within one business day
- 5 Advance is paid back thru payroll direct deposit on their next eligible payday(s)

