

# Employees and distributors

Sun Life Financial and its joint ventures employ more than 27,000 people around the world. In 2008, the Company paid approximately \$1.8 billion in salaries and benefits to employees worldwide. Of this total, \$721 million was paid in salaries and benefits to Canadian employees.

## Full-time and part-time employees in Canada

BY PROVINCE	FULL-TIME	PART-TIME	TOTALS
Alberta	619	43	662
British Columbia	145	20	165
Manitoba	19	5	24
New Brunswick	12	5	17
Newfoundland	6	1	7
Nova Scotia	40	3	43
Ontario	5,131	311	5,442
Prince Edward Island	3	2	5
Quebec	1,286	121	1,407
Saskatchewan	9	2	11
<b>Total</b>	<b>7,270</b>	<b>513</b>	<b>7,783</b>

## Around the world

COUNTRY	NUMBER OF FTEs <sup>1</sup>
Canada	7,440
United States	2,990
Philippines	680
Hong Kong	620
Ireland	380
India	325
Indonesia	270
Bermuda	60
United Kingdom	55
China	10
<b>Total</b>	<b>12,830</b>

JOINT VENTURES	NUMBER OF FTEs
India – Birla Sun Life	14,020
China – Sun Life Everbright	665
<b>Total</b>	<b>14,685</b>

**Total FTEs** **27,515**

<sup>1</sup> Represents full-time equivalent employees

Sun Life Financial and its joint ventures license approximately 385,000 distributors\* throughout the world to sell Company products and those of other companies. Our distributors comprise wholesale advisors, brokers, independent career advisors, managers and insurance specialists.

## Distributors in Canada and around the world

	DISTRIBUTORS*
Canada	3,500
United States**	207,630
Philippines	3,635
Hong Kong	1,340
India – Birla Sun Life	161,105
China – Sun Life Everbright	3,800
Indonesia	3,990
<b>Total</b>	<b>385,000</b>

\* In certain circumstances, an individual may be licensed to sell products in multiple legal entities.

\*\* Includes partnership-based wholesalers and distributors.

Sun Life Financial also supported thousands of other jobs indirectly, in Canada and around the world, through its purchases in economic sectors such as service industries and information technology infrastructures and consultancies. In 2008, the Company paid just over \$1 billion to external goods and services providers worldwide. Of this amount, \$412 million was paid to Canadian suppliers.