

# Investment profile

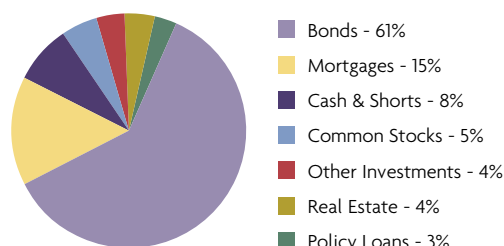
## Investment assets

Sun Life Financial contributes to the Canadian economy as an investor through its diversified investment portfolio, which includes investments such as bonds, mortgages, stocks and real estate. We focus on maintaining high-quality, well-diversified portfolios in each country where we operate.

The pie charts below illustrate the Company's total investment assets – worldwide, in Canada and by country.

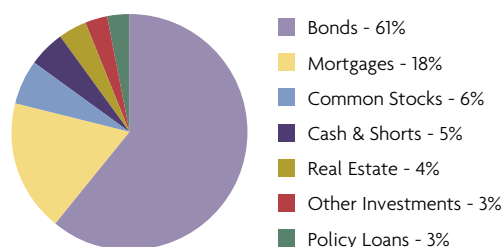
### Total Investment Assets – Global Investments

Statement Values as at December 31, 2008 - \$107 billion



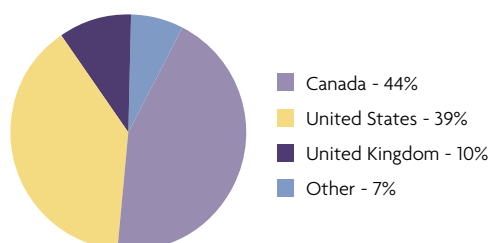
### Total Investment Assets – Canadian Investments

Canadian Statement Values as at December 31, 2008 - \$48 billion



### Total Investment Assets – by Country

Statement Values as at December 31, 2008 - \$107 billion



## Lending and financing

### COMMERCIAL MORTGAGE LENDING

In 2008, Sun Life Financial provided commercial mortgage financing for real estate projects located primarily in Canada, focused on multi-family, industrial, office and retail properties. A total of \$625 million was provided to a broad spectrum of investors, ranging from individuals holding one property, to large national and international real estate companies. Mortgage production consisted of \$412 million in conventional lending and \$213 million in CMHC-insured lending. Sun Life is one of the largest institutional lenders in Canada, with an overall commercial mortgage loan portfolio of \$7.92 billion as of December 31, 2008.

### RESIDENTIAL CONSTRUCTION FINANCING

Through its Construction Lending team, in 2008, Sun Life provided over \$400 million in residential construction financing to various builders and developers across Canada. With an average committed book of \$922 million during 2008, the Company assisted in the development and construction of over 7,000 homes.

### PRIVATE FIXED INCOME

Sun Life considers every new loan investment within the context of its social and environmental impact. An important aspect of the approval process is an assessment of the borrower for existing and potential environmental risks. Borrowers are required to comply with environmental laws and regulations, and are assessed on the appropriateness of their controls and monitoring to ensure compliance.

## INFRASTRUCTURE FINANCING

Sun Life is actively involved in providing debt capital to develop infrastructure in Canada in support of social and environmental initiatives. Such infrastructure includes airports, secondary and post-secondary educational facilities, hospitals, healthcare and medical research, libraries, correctional facilities, essential services in northern Canada and social housing. The Company's investments in 2008 promoted social initiatives including construction of new hospitals in Ontario and new schools in Alberta. We have also supported the construction of new roads and bridges in Northwest Territories, British Columbia, Quebec and New Brunswick. This infrastructure provides much-needed jobs in the near term, while providing the basis for future economic growth. The Company's Canadian infrastructure investments totalled over \$1.2 billion at December 31, 2008.

## MID-MARKET LENDING

Sun Life is a very active lender to mid-size Canadian corporations – those with revenues of less than \$500 million. These corporations are essential contributors to the Canadian economy, and benefit from a funding alternative to banks, which we provide. During 2008, the Company invested over \$200 million in mid-size companies in a variety of industries, bringing the Company's total mid-market lending to over \$1 billion.



With Canada's aging population, our society will increasingly be called upon to care for the elderly. To that end, Sun Life has been an active participant in financing long-term care facilities throughout Canada.

These investments by Sun Life have supported the efforts of many long-term care providers who are dedicated to delivering high-quality care to seniors.

## LEASE FINANCING

In 2008, as in 2007, Lease Finance funded \$1.1 billion of equipment and vehicle lease transactions through its nationwide network of client lessors, growing the total portfolio to \$2.2 billion. With an average transaction size of \$30,000, Sun Life Financial again indirectly provided capital to more than 39,000 small businesses and individuals.

Environmentally responsible financing initiatives within Sun Life include a focus on energy-smart home renovations that qualify for the federal and provincial ecoENERGY grant programs. In 2008, Sun Life continued to work with clients who promote efficient energy usage through the installation of hydro smart meters in high-rise apartments and condominium towers.

## PROJECT FINANCING



For more than 25 years, Sun Life has sponsored environmentally favourable energy projects by providing long-term financing to developers of renewable energy and cogeneration projects. As a leader within

the Canadian financial services industry for financing the construction of new renewable and cogeneration facilities in Canada, we funded \$243 million for such projects in 2008. Across Canada, Sun Life's investments in this sector total over \$1.2 billion and include hydroelectric power, wind, biomass and ethanol projects, as well as combined biomass/gas cogeneration projects, an environmentally preferred source of energy. Green and renewable energy is considered a growth sector, benefiting the Company's stakeholders, Canada's economy and the environment.

## Real estate investments

### COMMERCIAL AND RESIDENTIAL SPACE



Sun Life's real estate investments include office, industrial and retail space. This commercial space supports economic activity by providing business premises for more than 2,500 small, medium and large size businesses across North

America. In 2008, we increased our commercial real estate portfolio through the development of 1.7 million square feet of new space. This development activity generated construction jobs and economic development in local communities. Our real estate investments also include rental apartment properties, which provide housing to more than 10,000 people across Canada.