

Q2'22

Results fact sheet



OUR AMBITION IS TO BE ONE OF THE BEST **ASSET MANAGEMENT AND INSURANCE** COMPANIES GLOBALLY

A growth strategy focused on **high ROE** and **strong capital generation** through **leading positions** in **attractive markets** globally

50,000 EMPLOYEES¹ **70M+** CLIENTS² **118,400** ADVISORS¹

OFFICES IN 27 MARKETS¹

\$18.7B

Gross claims & benefits paid in 2021

\$1.26T

Assets under management (AUM)^{2,3}

9.0%

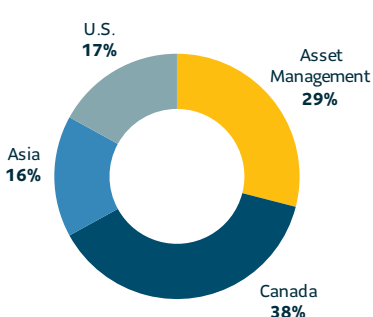
(per annum)
Total Shareholder Return over the past 5 years²

Q2'22 highlights

FINANCIAL RESULTS	Q2'22	Q2'21	CHANGE FROM Q2'21
REPORTED NET INCOME	\$785M	\$900M	▼ (13)%
UNDERLYING NET INCOME ³	\$892M	\$883M	▲ 1%
REPORTED EPS	\$1.34	\$1.53	▼ (12)%
UNDERLYING EPS ³	\$1.52	\$1.50	▲ 1%
REPORTED ROE ³	13.1%	16.3%	▼ (320) BPS
UNDERLYING ROE ³	14.9%	16.0%	▼ (110) BPS
INSURANCE SALES ³	\$736M	\$710M	▲ 4%
WEALTH SALES & ASSET MANAGEMENT GROSS FLOWS ³	\$57.4B	\$55.0B	▲ 4%
VALUE OF NEW BUSINESS ³	\$271M	\$284M	▼ (5)%
AUM ³	\$1,261B	\$1,361B	▼ (7)%

A balanced & diversified business model

Q2'22 UNDERLYING NET INCOME BY BUSINESS GROUP



- WEALTH & ASSET MANAGEMENT
- GROUP & SHORTER DURATION INSURANCE
- TRADITIONAL INSURANCE

Graphic excludes Corporate underlying net income of \$(24)M

MEDIUM-TERM OBJECTIVES ⁴	5-YEAR RESULTS ⁵
UNDERLYING EPS GROWTH ³ : 8-10% PER ANNUM	10%
UNDERLYING ROE ³ : 16%+	14.2%
UNDERLYING DIVIDEND PAYOUT RATIO ³ : 40-50%	40%

AT JUNE 30, 2022
and in C\$, unless otherwise stated

TICKER (TSX & NYSE)	SLF
TSX SHARE PRICE	\$58.98
NYSE SHARE PRICE (USD)	\$45.81
MARKET CAPITALIZATION	\$34.6B
COMMON SHARES OUTSTANDING	586.1M
BOOK VALUE PER SHARE	\$40.65
DIVIDEND PER SHARE	\$0.69
DIVIDEND YIELD	4.4%
2021 TOTAL DIVIDENDS PAID	\$1.4B
LICAT RATIO ⁶ (Sun Life Financial Inc.)	128%

FINANCIAL STRENGTH RATINGS⁷

AM. BEST	A+
DBRS	AA
MOODY'S	Aa3
S&P	AA

Capital strength

128%

LICAT ratio for SLF Inc.⁶

\$1.0B

SLF Inc. cash and other liquid assets^{3,8,9}

25.7%

Financial leverage ratio³
(25% target)

Our growth strategy and highlights

AM A GLOBAL LEADER IN PUBLIC & ALTERNATIVE ASSET CLASSES THROUGH MFS AND SLC MANAGEMENT

- Asset Management **net inflows of \$0.3B**, including **net inflows of \$7.3 billion at SLC Management** and **\$(7.0) billion (US\$5.5 billion) of outflows at MFS**
- MFS ranked **16th as an asset management brand** among 2,103 global asset managers. At the global segment level, MFS ranked 10th, 18th, 24th among retail advisers, institutional investors, and professional buyers, respectively¹⁰
- SLC Fixed Income joined the **Net Zero Asset Managers¹¹** initiative
- BGO was awarded the **2022 ENERGY STAR Partner of the Year –Sustained Excellence Award** for the 12th consecutive year¹²

ASIA A REGIONAL LEADER FOCUSED ON FAST-GROWING MARKETS

- In India, **Aditya Birla Sun Life AMC Limited** partnered with BGO to form a **real estate focused investment vehicle**, bringing together two leading investment managers
- In the Philippines, **renewed bancassurance partnership with Rizal Commercial Banking Corporation**, one of the leading commercial banks in the Philippines through to 2033, enabling nearly 2 million bank Clients to access financial protection products
- Launched the **first Shariah-compliant, investment-linked Takaful ESG Fund** for the Malaysian market

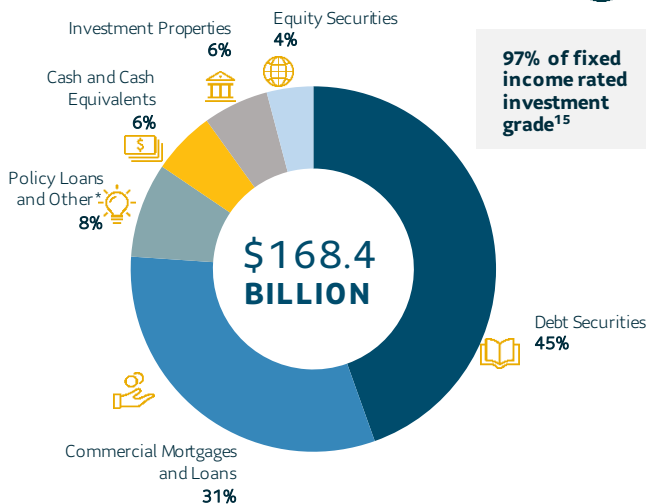
CAN A LEADER IN INSURANCE & ASSET MANAGEMENT

- **64% of life policies processed without the need for lab tests** because of accelerated underwriting, which uses machine learning to predict the true cost of claims
- SLGI Asset Management announced the launch of the **Sun Life Crescent Specialty Credit Private Pool fund**, providing Clients access to an alternative yield source
- Group Retirement Services launched its first **Shariah-based pool fund¹³**, giving Canadian plan members an investment option that reflects Islamic principles
- Our digital coach, Ella, supported over **\$556 million in wealth deposits and \$1 billion in insurance coverage** year-to-date

US A LEADER IN HEALTH & BENEFITS

- Underlying net income³ of US\$121 million reflects strong performance from Group Benefits and **one month contribution from DentaQuest**
- **Completed acquisition of DentaQuest**, the second largest dental benefits provider in the U.S. by membership
- Now **servicing more than 50 million plan members** in the US
- More than **70% of revenue** in our benefits business¹⁴ coming from **healthcare**

General account invested assets



Invested assets as at June 30, 2022

*Consists of: Other invested assets (5%), Policy loans (2%), Derivative assets (1%).

Achievements & recognition



(13 years in a row)

Member of
Dow Jones Sustainability Indices

Powered by the S&P Global CSA

(16 years in a row)



PLATINUM (RESCUE) MENTAL HEALTH AT WORK 2021



(11 years in a row)



(5 years in a row)



(4 years in a row)



(14 years in a row)



(21 years in a row)



Events calendar

September 8 Scotiabank Annual Financials Summit
November 2 Q3 2022 Financial Results

[Click here for Earnings News Release and other quarterly materials](#)

Investor Relations contact

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¹ As of December 31, 2021. Rounded to the nearest hundred. Represents full-time equivalent employees, temporary employees and employees in Asia joint ventures. ² As of June 30, 2022. ³ Represents a non-IFRS financial measure. These measures should not be viewed as an alternative to measures of financial performance determined in accordance with IFRS. ⁴ Although considered reasonable, we may not be able to achieve our medium-term financial objectives as our assumptions may prove to be inaccurate. Accordingly, our actual results could differ materially from our medium-term financial objectives as described on the slide. Our medium-term financial objectives do not constitute guidance. Our medium-term financial objectives are forward-looking non-IFRS financial measures and additional information is provided in section O - Forward-looking Statements - Medium-Term Financial Objectives of our MD&A for the period ended December 31, 2021. ⁵ As of December 31, 2021. Underlying EPS growth is calculated using a compound annual growth rate; underlying ROE and dividend payout ratio are calculated using an average. ⁶ Our LICAT ratios are calculated in accordance with OSFI-mandated guideline, Life Insurance Capital Adequacy Test. ⁷ Ratings are for Sun Life Assurance Company of Canada. ⁸ Cash and other liquid assets at SLF Inc. and its wholly owned holding companies. ⁹ SLF Inc. cash and other liquid assets represents available funds for capital re-deployment, including a \$500 million target minimum. Loans related to acquisitions have been included as an adjustment to cash and other liquid assets, as they reflect funding for the DentaQuest acquisition. ¹⁰ Rankings come from the latest NMG Global Asset Management Study. ¹¹ Net Zero Asset Managers is an international group of asset managers committed to supporting the goal of achieving net zero carbon emissions by 2050 or sooner. ¹² Awarded by the U.S. Environmental Protection Agency and the U.S. Department of Energy. ¹³ BlackRock MSCI ACWI Islamic Equity Index Fund. ¹⁴ Benefits business excludes In Force Management. ¹⁵ BBB and higher.