

Q3 2022

Building Sustainable Shareholder Value



Life's brighter under the sun





Business overview



Business group results & highlights



Capital management



Asset portfolio

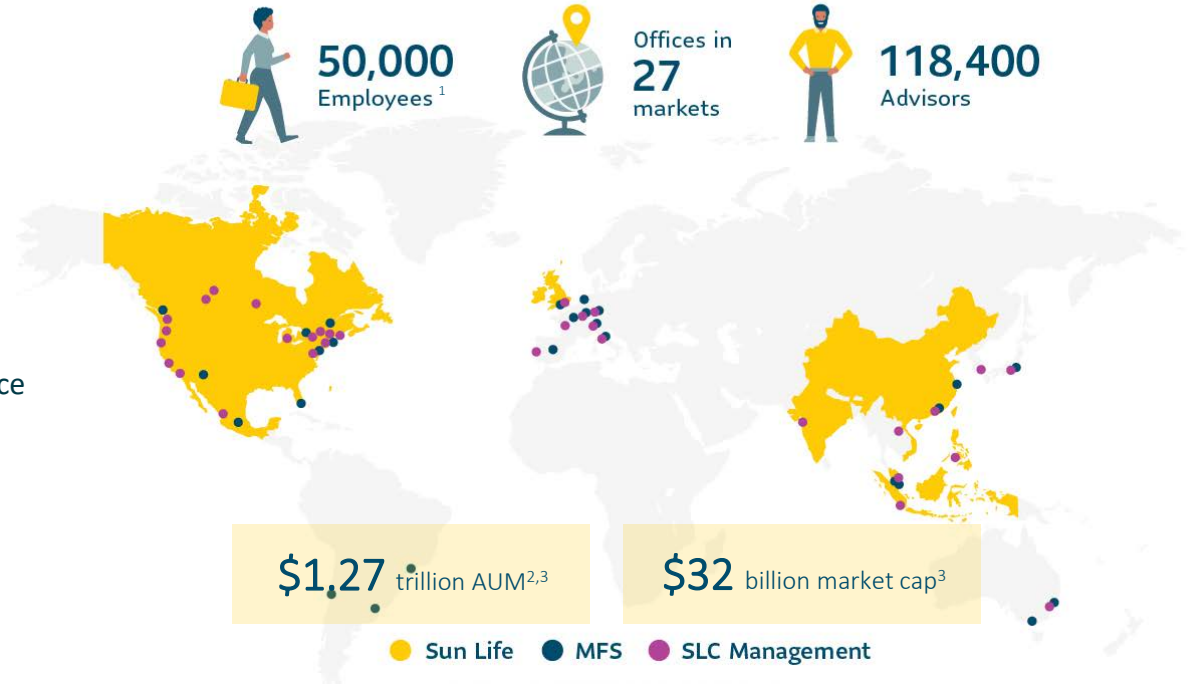


Sustainability

A leading global financial services organization

Balanced and diversified business model

-  Wealth & Asset Management
-  Group & Shorter Duration Insurance
-  Traditional Insurance



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 Represents a Non-IFRS financial measure; Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our MD&A for the period ended September 30, 2022 ("Q3 2022 MD&A")

³ C\$ as at September 30, 2022

The Sun Life story

- A **diversified business model**, with four well-positioned business groups, focused on creating value and positively impacting our **Clients, employees and shareholders**
- Portfolio of businesses that have **strong growth prospects and capital generation opportunities** in attractive global markets
- Strategy is underpinned by a continued commitment to **strong financial discipline and risk management**
- We are **thinking and acting like a digital company** to drive leading experiences and capabilities
- **Purpose-driven sustainability strategy** to create a positive impact on all stakeholders
- **Empowered people and inclusive culture** to drive results



Executing on our ambition to be one of the best **asset management and insurance** companies globally

Our Purpose: *Help Clients achieve lifetime financial security and live healthier lives*

Four Pillar Strategy

- AM** A global leader in both public and alternative asset classes through MFS and SLC Management
- CAN** A leader in insurance and asset management
- US** A leader in health and benefits
- ASIA** A regional leader focused on fast-growing markets

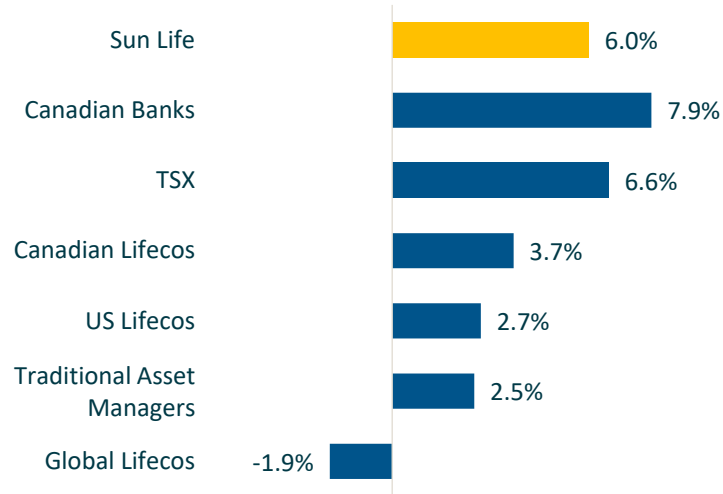


Key Priorities

- 1 Think and act like a **digital company**
- 2 Realize **synergies between Asset Management and Insurance** businesses
- 3 Build scale and capabilities through **M&A and strategic partnerships**
- 4 Deliver on our **Health strategy** in Canada, the U.S., and Asia

Consistently delivering value to shareholders

5-year total shareholder return¹ September 30, 2022



Performance against medium-term objectives

Medium-term objective	Q3 2022	5-years ending 2021 ²
Underlying ROE ^{3,4} 16%+	15.5%	14.2%
Underlying EPS growth ^{3,4} 8-10%	5%	10%
Underlying dividend payout ratio ^{3,4,5} 40-50%	43%	40%

Digital Leadership

Thinking and acting like a digital company

DIGITAL EXPERIENCES

Amazing Client, employee, advisor, and partner experiences

DIGITAL CAPABILITIES

Enable our experiences and improve our digital maturity

DIGITAL WAYS OF WORKING

Empowering our people to support our digital journey

Strong, resilient and trusted technology foundation

Digital achievements across our businesses

CANADA

- Launched a **new Voluntary Benefit eApp**, making it easier for Clients to do business with us
- Created over **45,000 new financial roadmaps** to date on our **Sun Life One Plan digital tool**

U.S.

- Since launch of Sun Life Onboard, **over 1,100 employers** have adopted the solution, **reducing onboarding time by 9 days**, on average
- Launched **API platform partnership with Ideon**, enhancing our data exchange capabilities to improve member, employer, and broker experience

ASIA

- Introduced new feature in Indonesia to **automate approval notices to Clients**, enhancing the Client experience
- **82% of new business applications submitted digitally**¹ in Q3 2022, up from 69% in Q3 2021

Leveraging global trends



Individual and employer attention on physical and mental health



Demographic shifts in developed markets



Increased economic, market and geopolitical volatility



Gig economy and shift in nature of work



Digital acceleration



Adoption of digital health technologies



Growth of alternative asset classes



Increasing competition from new market entrants



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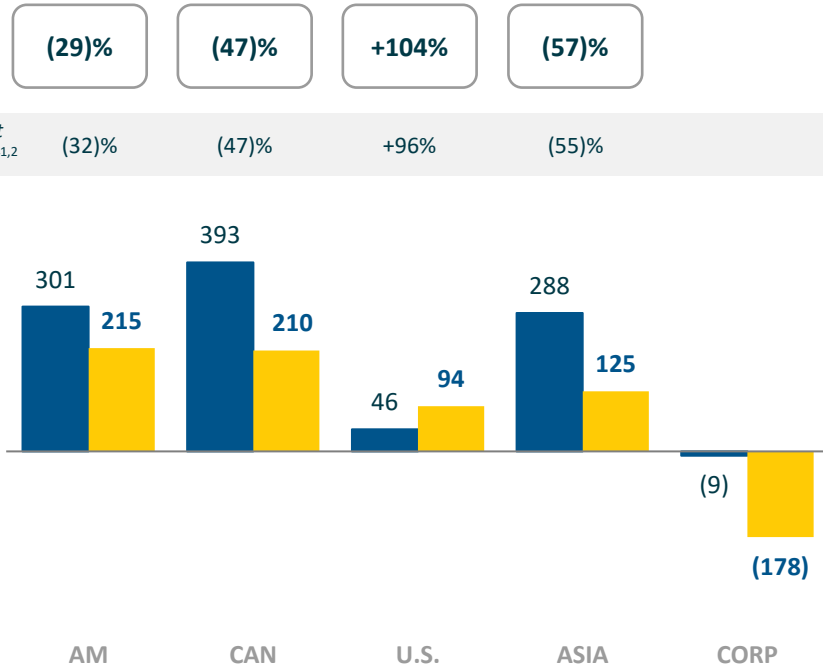


Sustainability

Third quarter business group performance

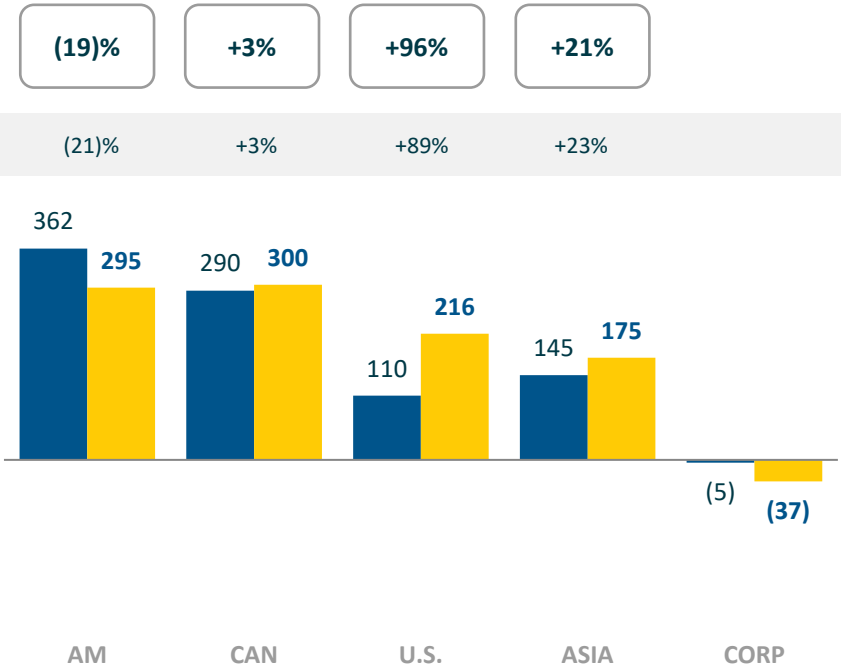
Reported net income (\$ millions)

Impact of currency translation increased reported net income by \$24M¹



Underlying net income¹ (\$ millions)

Impact of currency translation increased underlying net income by \$10M¹

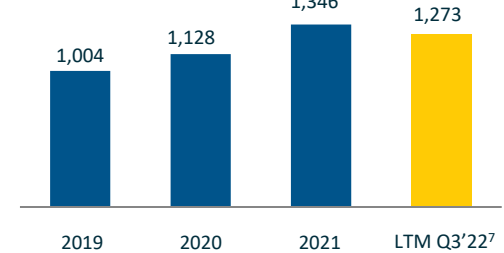


Expanding asset management capabilities

Q3'22 highlights

- Q3 pre-tax net **operating profit margin ratio**¹ for MFS of 41%; pre-tax **fee-related earnings margin**¹ for SLC Management of 24%
- Announced intention to acquire a **51% stake**² in **Advisors Asset Management**, a leading independent U.S. retail wealth distribution firm, through SLC Management, to **distribute alternative investment products** in the U.S. high-net-worth retail market
- Formed a **long-term strategic partnership with Phoenix Group**³ to provide asset management services through MFS and SLC Management in connection with the announced sale of Sun Life UK⁴
- InfraRed Capital Partners achieved **five stars, the highest possible rating, in the latest Principles for Responsible Investment (PRI) assessment**⁵ in the Investment & Stewardship Policy and Direct - Infrastructure modules⁶

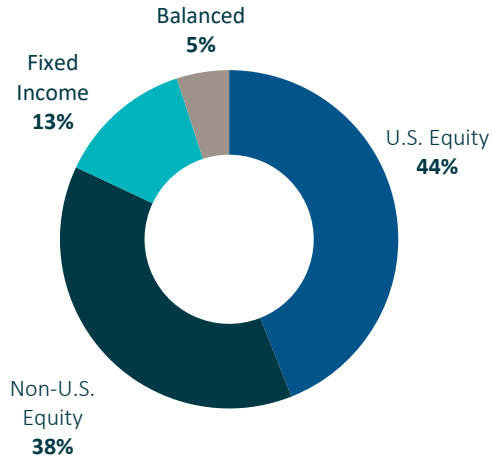
Underlying net income¹
(\$ millions)



MFS: creating value through active investment mandates

Asset class mix

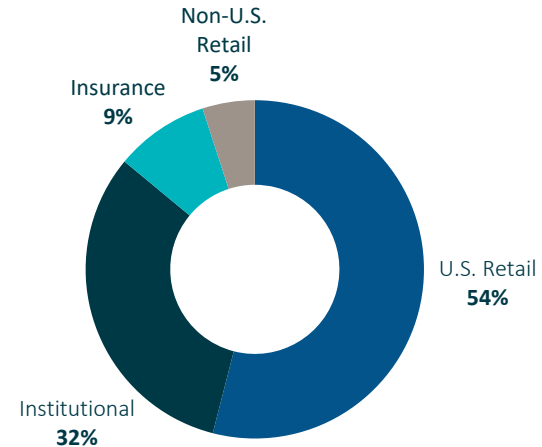
US\$, as at September 30, 2022



US\$509
billion AUM¹

Investor type

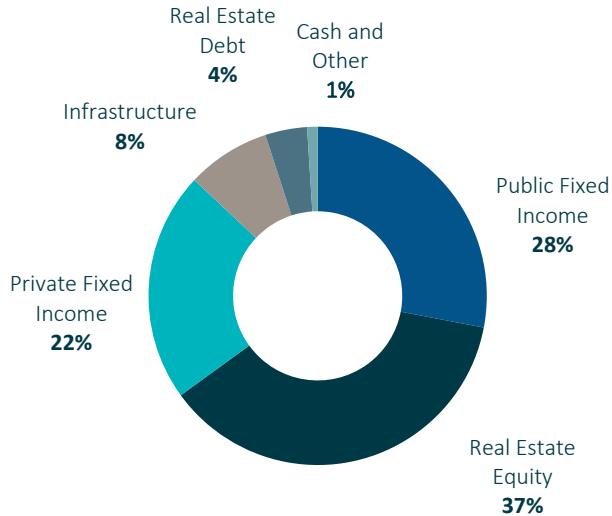
US\$, as at September 30, 2022



SLC Management: strong capabilities in alternative investments

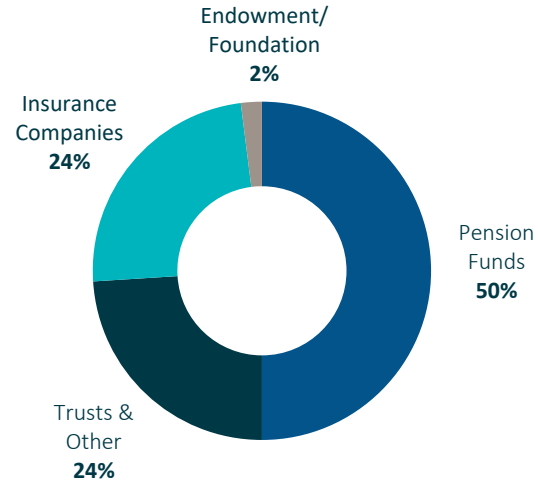
Asset class mix

\$, as at September 30, 2022



Investor type

\$, as at September 30, 2022



\$208
billion AUM^{1,2}

¹ Excludes assets managed on behalf of the Insurance businesses for the General Fund

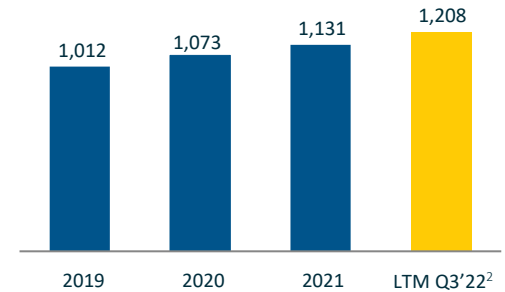
² Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q3 2022 MD&A

Canada is a growth market for Sun Life

Q3'22 highlights

- Insurance sales¹ were **up 28% year-over-year**, driven by large case group benefits sales in Sun Life Health and higher individual participating whole life insurance sales
- Introduced **new Surrogacy & Adoption benefits** for Sun Life Health group plans to meet the diverse needs of people growing families in different ways
- Introduced a **new Voluntary Benefit eApp**, which consolidates our voluntary benefit products into a single resource, reducing the application process time for Clients by up to 50%
- **Expanded digital capabilities** to empower Clients to achieve lifetime financial security:
 - Created **over 45,000 new financial roadmaps** to date on our **Sun Life One Plan** digital tool
 - Leveraging our investments in Sun Life Go and Prospr to generate new digital Client relationships

Underlying net income¹ (\$ millions)



Market position by business

- 1st** Individual insurance³
- 1st** Sun Life Health⁴
- 1st** Group Retirement Services⁵

Shaping the industry and capitalizing on opportunities in Canada



Shaping the market as a leader in our Canadian home market

- Capturing growing decumulation opportunity and seeking to be the retirement income provider of choice, by leveraging our **worksite advantage**
- Expanding our role in **health and well-being**, including increasing our focus on **mental health**
- A leader in the growing pension risk transfer market with **Defined Benefit Solutions**
- Accelerating our **wealth presence** through SLGI Asset Management and Sun Life's Guaranteed Investment Funds



Making it easier for Clients to do business with us

- Creating a **One Sun Life digital experience**
- Expanding our Client reach through our digital coach, **Ella**
- Building **Sun Life Health's** digital capabilities, to help our Clients improve their health outcomes
- Building **seamless financial planning** and **asset consolidation** capabilities



Executing with financial discipline and putting Clients at the centre

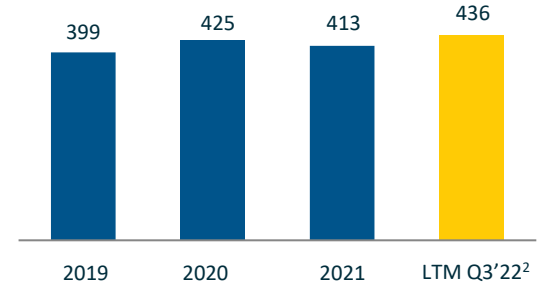
- Creating **proactive, predictive and personal contact** with Clients
- Balancing **top and bottom-line growth**
- **Optimizing our portfolio** of businesses
- Attracting and engaging **diverse top talent**

Deepening Client relationships in U.S. Group Benefits

Q3'22 highlights

- Underlying net income¹ of US\$166 million, up 89% over prior year driven by strong Group Benefits performance and contribution from DentaQuest
- Strong sales results reflect:
 - Investments in digital capabilities in the Group Benefits business
 - Commitments from new and expanded relationships in Dental
- Sun Life U.S. partnered with AbleTo, a virtual behavioural health therapy and coaching program, to offer convenient mental health services to disability and critical illness members with a cancer diagnosis
- DentaQuest partnered with Partners Health Plan, a non-profit managed care organization serving individuals with intellectual and other developmental disabilities, to increase access to oral health care and help improve outcomes for this underserved community

U.S. Underlying net income¹ (US\$ millions)



Market position by business

#1 Independent medical stop-loss provider³




#1 Turnkey disability provider⁴

#2 Dental benefits provider⁵




Top 10 Group life and disability benefits provider⁶ 16

Key trends and opportunities in the U.S.

Improving health outcomes and costs

-  Medicaid program and Medicare expansion bills (including dental) could positively impact Dental business¹
-  Healthcare market is \$4.1T² and most U.S. employees are covered by a self-insured plan³
-  Health care costs, particularly prescription drug costs, continue to rise⁴

Helping Clients get the coverage they need

-  Growing life insurance coverage gap, and many working Americans not covered by a disability policy⁵
-  Employees responsible for more health and benefits costs
-  Federal and state paid family and medical leave legislation driving absence requirements

Increasing access to healthcare and making things easier for Clients

- ✓ Acquired **DentaQuest**⁶, the second largest dental provider in the U.S.
- ✓ Acquired **PinnacleCare**, and launched *Health Navigator*, which helps members get the right care to create better health outcomes
- ✓ Partnered with **Teledentistry.com** making it easier to access dental care
- ✓ Leveraging **industry-leading Clinical 360 program** to analyze data to reduce costs for employers and members

Expanding digital capabilities

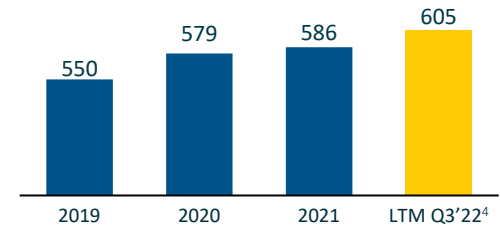
- ✓ Offer a broad portfolio of **digital, interactive enrollment tools** that simplify the benefits process
- ✓ Launched **Stitch**, providing supplemental health coverage where members can buy directly from Sun Life online
- ✓ Building **APIs and digital connectivity** with benefits platforms
- ✓ Introduced new **absence management offerings** with single claim intake, digital and automated capabilities

Positioned in Asia's largest and fastest growing markets

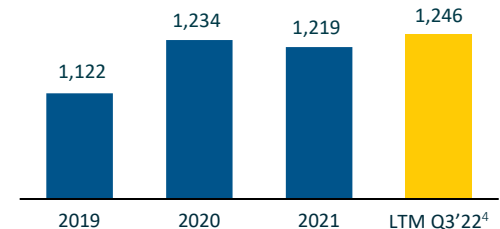
Q3'22 highlights

- **Underlying net income¹ of \$175M up 23% y/y²**, reflecting improved COVID-19 mortality, investing gains, and more favourable experience in China and India
- **Insurance sales¹ grew 43%²**, including double digit sales growth in nearly all markets with easing COVID-related restrictions
- In Hong Kong, we **enhanced our suite of offerings for Stellar**, the first ESG-focused savings plan³ in the market that actively integrates environmental, social and governance ("ESG") concepts into investment strategies, to include additional cost-effective, flexible options that allow for broader Client access to sustainable long-term savings products
- In International, we **broadened the high-net-worth product shelf with the launch of Sun Global Aurora**, a savings-oriented indexed universal life product that helps Clients diversify, protect, and grow their assets

Underlying net income¹
(\$ millions)



Individual life sales¹
(\$ millions)



Capturing growth opportunities in Asia

Local Markets



Philippines

- **#1 ranked insurance company** based on total premiums^{1,2}
- **#1 largest mutual fund provider** based on AUM^{1,3}



Indonesia

- **10th** in insurance sales^{1,4}
- Overall market share of **3%**^{1,4}



China

- **11th** in insurance gross premium among foreign multinationals^{1,5}



Vietnam

- **6th** in insurance sales^{1,6}
- **4th** in bancassurance insurance sales^{1,7}



India

- **8th** in individual insurance, with an overall market share of **4%**^{1,8}
- **5th** largest mutual fund provider in the country based on AUM^{1,9}



Malaysia

- **7th** in insurance sales^{1,10}
- **3rd** in bancassurance, with a bancassurance market share of **13%**^{1,10}

International Hubs



International

- Leverages the high-net-worth opportunities in Asia to offer Clients and distribution partners best-in-class products and services across all geographies



Hong Kong

- Ranked **2nd** in MPF net inflows and **3rd** based on AUM^{1,11}
- **13th** in insurance sales, with a market share of **2%**^{1,12}



Singapore

- Well-positioned amongst the high-net-worth players in Singapore after starting operations in 2021



Business overview



Business group results & highlights



Capital management



Asset portfolio



Sustainability

Capital generation provides good capital flexibility

Capital deployment priorities:



Funding **organic growth**



Target **underlying dividend payout ratio** of 40-50%^{1,2}



M&A opportunities and strategic investments



Share **buybacks**

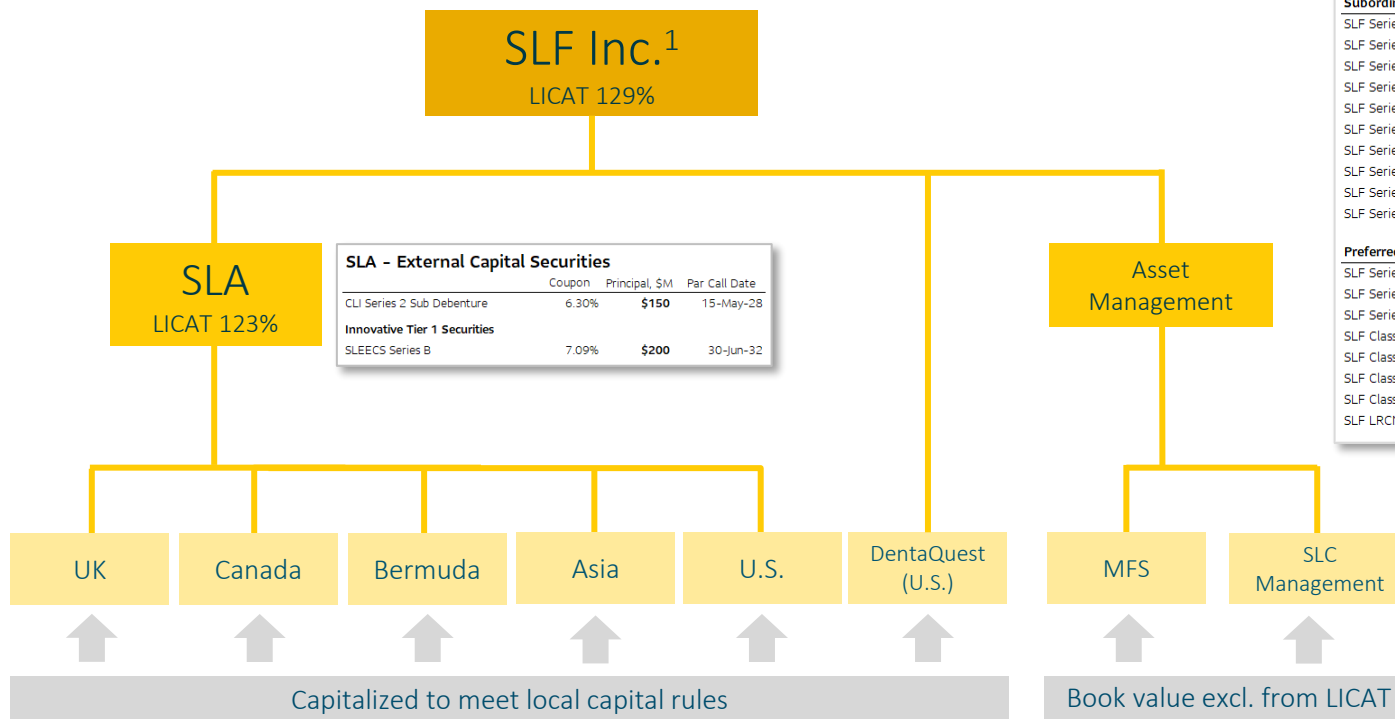
Target minimum cash and other liquid assets at the holding company of **\$500 million**^{1,2,3}

¹ Represents a Non-IFRS financial measure; Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q3 2022 MD&A

² See "Forward-Looking Statements" and "Risk Factors" in the appendix to these slides

³ Cash and other liquid assets at SLF Inc. and its wholly owned holding companies

Capital model provides financial flexibility



SLA - External Capital Securities

	Coupon	Principal, \$M	Par Call Date
CLI Series 2 Sub Debenture	6.30%	\$150	15-May-28
Innovative Tier 1 Securities			
SLEECS Series B	7.09%	\$200	30-Jun-32

SLF Inc. - External Capital Securities




Subordinated Debt	Coupon	Principal, \$M	Par Call Date
SLF Series 2007-1	5.40%	\$400	29-May-37
SLF Series 2016-2	3.05%	\$1,000	19-Sep-23
SLF Series 2017-1	2.75%	\$400	23-Nov-22
SLF Series 2019-1 Sustainability Bond	2.38%	\$750	13-Aug-24
SLF Series 2020-1	2.58%	\$1,000	10-May-27
SLF Series 2020-2	2.06%	\$750	1-Oct-30
SLF Series 2021-1	2.46%	\$500	18-Nov-26
SLF Series 2021-2	2.80%	\$1,000	21-Nov-28
SLF Series 2021-3	3.15%	\$500	18-Nov-31
SLF Series 2022-1	4.78%	\$650	10-Aug-29
Preferred Shareholders' Equity & Other Equity Instruments			
SLF Series 3	4.45%	\$250	31-Mar-15
SLF Series 4	4.45%	\$300	31-Dec-15
SLF Series 5	4.50%	\$250	31-Mar-16
SLF Class A, Series 8R	1.83%	\$155	30-Jun-25
SLF Class A, Series 9QR	Floating	\$125	30-Jun-25
SLF Class A, Series 10R	2.84%	\$171	30-Sep-26
SLF Class A, Series 11QR	Floating	\$29	30-Sep-26
SLF LRCN, Series 2021-1	3.60%	\$1,000	30-Jun-26

Capital flexibility & deployment opportunities

Capital flexibility

(as at September 30, 2022)

Deployment opportunities

Capital metrics	SLF Inc.	Type	Considerations
 LICAT ²	129%	Organic investments	Making further investments in building out new business models and advancing our leading digital capabilities
 Financial leverage ratio ^{1,2}	26.4%	Mergers & acquisitions	Actively seeking potential targets aligned with our strategic goals and meeting financial hurdles
 SLF Inc. cash and other liquid assets ^{1,3,4}	\$1.5B	Share buybacks	Utilize excess capital build up for share repurchases in the near term, when appropriate
		Reinsurance transactions	Repatriating certain reinsurance arrangements with potential to increase earnings

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² On September 26, 2022, SLF announced its intention to redeem \$400 million principal amount of Series 2017-1 Subordinated Unsecured 2.75% Fixed/Floating Debentures in Q4 2022. Proforma: SLF LICAT ratio decreases by approximately 2 percentage points and financial leverage decreases to 25.6%. See "Forward-Looking Statements" and "Risk Factors" in the appendix to these slides

³ Held at SLF Inc. and its wholly owned holding companies. Represents available funds for capital re-deployment, including a \$500 million target minimum cash and other liquid assets

⁴ Loans related to acquisitions have been included as an adjustment to Cash and other liquid assets, as they reflect funding for the DentaQuest acquisition

Leverage ratio and financial strength ratings

Q3 2022 capital

(\$ millions)

Subordinated debt ¹	7,075	Tier 2
Innovative capital instruments (SLEECs)	200	Tier 1
Equity		
Preferred shareholders' equity and other equity instruments	2,239	
Common shareholders' equity	24,718	
Participating policyholders' equity	1,764	
Non-controlling interests' equity	64	
Total equity	28,785	Tier 1
Total capital	36,060	
Financial leverage ratio^{1,2}	26.4%	



Sun Life Assurance Company of Canada Financial Strength Ratings

A.M. Best	A+
DBRS	AA
Moody's	Aa3
S&P	AA

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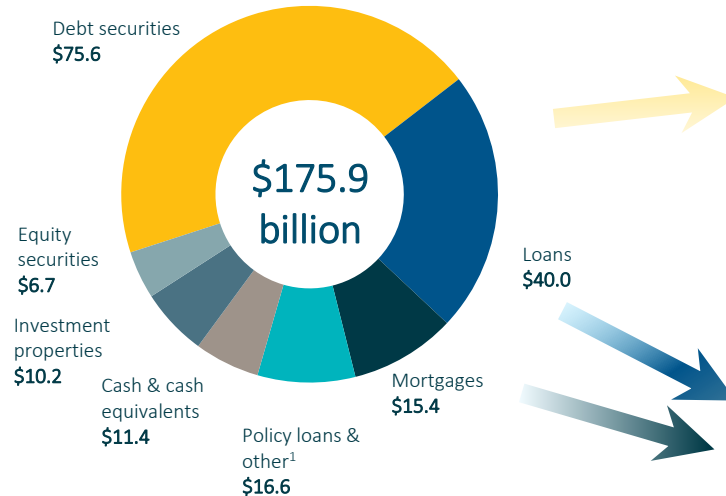
Sustainability

High quality, well-diversified investment portfolio

- Highly diversified with the largest non-government related exposure at 0.4% of total fixed income
- 97% of fixed income rated investment grade²
- Only 5% of fixed income rated BBB-; skewed BBBs to private loans with collateral and covenant protection
- Commercial mortgages 27% CMHC; well protected with 56% LTV and 1.73 DSCR⁴
- Repositioned real estate debt and equity portfolios to increase durability of cash flows

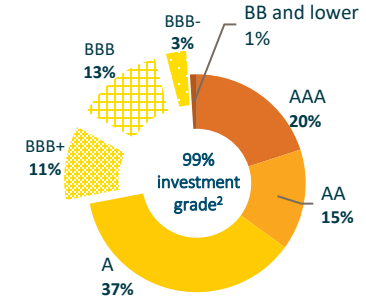
Investment profile

As of September 30, 2022



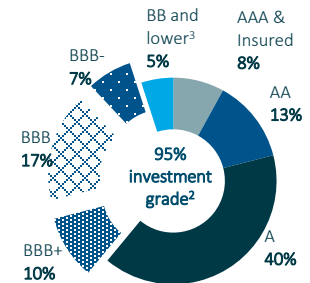
Debt securities by credit rating

As of September 30, 2022



Mortgages & loans by credit rating

As of September 30, 2022



¹ Consists of: Other invested assets (\$10.7), Policy loans (\$3.3), Derivative assets (\$2.6)

² BBB and higher

³ BB and lower includes impaired mortgages and loans

⁴ LTV: Loan-to-Value; DSCR: Debt-service coverage ratio



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Sustainability

Our sustainability plan brings our Purpose to life

Focused on areas of expertise where we can have the most positive impact:



Financial Security

- Provide innovative financial products and services
- Empower people to take positive financial action
- Increase access to insurance and wealth products

Goals¹

- Help Clients take positive financial actions (working towards setting a target)



Healthier Lives

- Offer products and tools to help Clients and employees live healthier lives
- Invest in community health
- Improve access to and use of health and disability insurance

- Help Clients take positive health actions (working towards setting a target)
- Address regional health issues²



Sustainable Investing

- Manage capital with sustainability embedded in our investment processes
- Offer our Clients and employees sustainable investing opportunities³
- Invest our assets to encourage a low-carbon and more inclusive economy

- Rigorous incorporation of ESG considerations in all investment processes and decisions
- \$20B in new sustainable investments (2021-2025)⁴

Goals¹

- Net-zero greenhouse gas emissions by 2050 for investments & operations
- 50% women in Vice-President (VP)+ roles globally and 25% underrepresented ethnicities in VP+ roles in North America by 2025
- Minimum representation of at least 35-45% women directors on the Board, with an aim towards balanced gender representation by 2025



Building on our foundation as a **Trusted and Responsible Business**:

- Focus on meeting Client needs
- Build a talented and diverse workforce
- Advance diversity, equity and inclusion
- Mitigate climate change, build climate resilience and demonstrate environmental stewardship
- Safeguard data with robust security and privacy practices
- Identify, measure, manage, monitor and report risks
- Ensure strong governance and an ethical culture

Strong sustainability achievements and recognition



Financial Security

- **\$1.4M** positive financial actions taken by Clients in Canada towards financial security in 2021
- **~138,000 microinsurance policies** issued since 2018
- In Hong Kong, enhanced suite of offerings for **Stellar—the 1st ESG-focused savings plan¹ in the market**. Cost-effective, flexible options enable broader Client access to sustainable long-term savings products



Healthier Lives

- **\$42.7M committed to diabetes** globally since 2012
- Partnered with AbleTo to offer **convenient mental health services** to our U.S. disability and critical illness **members with a cancer diagnosis to help them cope and improve their recovery and outcomes**
- Recognizing Canadians build families in different ways, Sun Life Health launched new **Surrogacy & Adoption benefits**



Sustainable Investing

- **\$65B sustainable investment AUM²; invested \$6.8B in new sustainable investments in 2021 contributing to \$20B target over 5 years (2021-2025)**
- **InfraRed received a five-star rating** in the latest **Principles for Responsible Investment ("PRI")** assessment for the Direct – Infrastructure module, marking **seven consecutive assessments** where InfraRed has achieved the highest possible PRI rating for this module. Also received a five-star rating for the Investment and Stewardship Policy module³



Trusted and Responsible Business

- **DE&I focus and progress: 35% women in senior roles (VP+); 16% underrepresented ethnicities in senior roles (North America); 50% women on our Board**
- As part of Phase 2 of Progressive Aboriginal Relations (PAR) certification, commenced the process of creating an **organizational Reconciliation Action Plan**



(13 years in a row)



Powered by the S&P Global CBA
(16 years in a row)



(4 years in a row)



(14 years in a row)



(5 years in a row)





Appendix

Market movements and impacts in the quarter

Market Movements	Q3'22	Q3'21
S&P/ TSX	(2.2)%	(0.5)%
S&P 500	(5.3)%	+0.2%
CA 10 - year	(5) bps	+12 bps
CA 30 - year	(4) bps	+15 bps
US 10 - year	+82 bps	+2 bps

Earnings on Surplus (\$millions, pre-tax)	Q3'22	Q3'21
Investment income	164	111
AFS gains	4	37
Seed investment gains/ (losses)	(5)	(4)
Investment properties mark-to market	3	10
Interest on debt	(65)	(39)
Total	101	115

Equity Market Impacts (\$millions, post-tax)	Q3'22	Q3'21
Equity market movement and volatility	(53)	19
Basis risk	5	5
Total	(48)	24

Interest Impacts (\$millions, post-tax)	Q3'22	Q3'21
Interest rate changes	(123)	(2)
Credit spread movements	6	4
Swap spread movements	2	-
Total	(115)	2

Credit-Related Impacts (\$millions, post-tax)	Q3'22	Q3'21
Changes in ratings	(4)	6
Impairments, net of recoveries	(2)	-
Release of best estimate credit	28	29
Total	22	35

Market sensitivities

Change in Equity Markets¹

Change in Equity Markets ¹					
As at September 30, 2022 (\$ millions, unless otherwise noted)		25% decrease	10% decrease	10% increase	25% increase
Potential impact on net income ^{2,3}		\$(400)	\$(150)	\$150	\$300
Potential impact on OCI ³		\$(100)	\$(50)	\$50	\$100
Potential impact on LICAT ^{2,4}		1.5% point decrease	0.5% point decrease	0.0% point change	0.0% point change
As at December 31, 2021 (\$ millions, unless otherwise noted)		25% decrease	10% decrease	10% increase	25% increase
Potential impact on net income ^{2,3}		\$(400)	\$(150)	\$150	\$350
Potential impact on OCI ³		\$(150)	\$(50)	\$50	\$150
Potential impact on LICAT ^{2,4}		0.5% point decrease	0.0% point change	0.0% point change	0.5% point increase

Change in Interest Rates⁵

		As at September 30, 2022		As at December 31, 2021	
(\$ millions, unless otherwise noted)	50 basis point decrease	50 basis point increase	50 basis point decrease	50 basis point increase	
Potential impact on net income ^{2,3,6}	\$-	\$-	\$(50)	\$50	
Potential impact on OCI ³	\$250	\$(250)	\$250	\$(250)	
Potential impact on LICAT ^{2,4}	2.0% point increase	2.0% point decrease	1.5% point increase	0.5% point decrease	

Change in Credit Spreads⁷

		As at September 30, 2022		As at December 31, 2021	
(\$ millions, unless otherwise noted)	50 basis point decrease	50 basis point increase	50 basis point decrease	50 basis point increase	
Potential impact on net income ⁸	\$(25)	\$25	\$(75)	\$50	
Potential impact on LICAT ⁴	1.5% point increase	1.5% point decrease	0.5% point decrease	0.5% point increase	

Change in Swap Spreads

		As at September 30, 2022		As at December 31, 2021	
(\$ millions, unless otherwise noted)	20 basis point decrease	20 basis point increase	20 basis point decrease	20 basis point increase	
Potential impact on net income ⁸	\$-	\$-	\$25	\$(25)	

Use of Non-IFRS Financial Measures

We report certain financial information using non-IFRS financial measures, as we believe that these measures provide information that is useful to investors in understanding our performance and facilitate a comparison of our quarterly and full year results from period to period. These non-IFRS financial measures do not have any standardized meaning and may not be comparable with similar measures used by other companies. For certain non-IFRS financial measures, there are no directly comparable amounts under IFRS. These non-IFRS financial measures should not be viewed in isolation from or as alternatives to measures of financial performance determined in accordance with IFRS. Additional information concerning non-IFRS financial measures and, if applicable, reconciliations to the closest IFRS measures are available in section M - Non-IFRS Financial Measures of our MD&A for the period ended September 30, 2022 ("Q3 2022 MD&A") and the Supplementary Financial Information packages that are available on www.sunlife.com under Investors – Financial results and reports.

Non-IFRS Financial Measures

Underlying net income (loss) and financial measures based on underlying net income (loss), including underlying EPS or underlying loss per share, and underlying ROE, are non-IFRS financial measures. Underlying net income (loss) removes from reported net income (loss) the impacts of the following items in our results under IFRS and when removed assist in explaining our results from period to period:

- (a) market-related impacts that differ from our best estimate assumptions, which include: (i) impacts of returns in equity markets, net of hedging, for which our best estimate assumptions are approximately 2% per quarter. This also includes the impact of the basis risk inherent in our hedging program, which is the difference between the return on underlying funds of products that provide benefit guarantees and the return on the derivative assets used to hedge those benefit guarantees; (ii) the impacts of changes in interest rates in the reporting period and on the value of derivative instruments used in our hedging programs including changes in credit and swap spreads, and any changes to the assumed fixed income reinvestment rates in determining the actuarial liabilities; and (iii) the impacts of changes in the fair value of investment properties in the reporting period;
- (b) assumption changes and management actions, which include: (i) the impacts of revisions to the methods and assumptions used in determining our liabilities for insurance contracts and investment contracts; and (ii) the impacts on insurance contracts and investment contracts of actions taken by management in the current reporting period, referred to as management actions which include, for example, changes in the prices of in-force products, new or revised reinsurance on in-force business, and material changes to investment policies for assets supporting our liabilities; and
- (c) other adjustments:
 - (i) fair value adjustments on MFS' share-based payment awards that are settled with MFS' own shares and accounted for as liabilities and measured at fair value each reporting period until they are vested, exercised and repurchased - this adjustment enhances the comparability of MFS' results with publicly traded asset managers in the United States;
 - (ii) acquisition, integration and restructuring costs - this adjustment enhances comparability of our results from period to period, by removing the impacts of costs, including the unwinding of the discount for certain liabilities related to acquisitions, that are not ongoing in nature and are incurred with the intent to generate benefits in future periods;
 - (iii) certain hedges in Canada that do not qualify for hedge accounting - this adjustment enhances the comparability of our results from period to period, as it reduces volatility to the extent it will be offset over the duration of the hedges; and
 - (iv) other items that are unusual or exceptional in nature.

All factors discussed in this document that impact our underlying net income are also applicable to reported net income.

All EPS measures in this presentation refer to fully diluted EPS, unless otherwise stated. Underlying EPS excludes the dilutive impacts of convertible instruments.

Other non-IFRS financial measures that we use include reported ROE, administrative services only ("ASO") premium and deposit equivalents, retail fund assets and sales, institutional fund assets and sales, insurance and health sales, assets under management ("AUM"), assets under administration, average net assets, pre-tax net operating margin, measures based on a currency adjusted basis, financial leverage ratio, underlying dividend payout ratio, impacts of foreign exchange translation, real estate market sensitivities, assumption changes and management actions, value of new business, after-tax profit margin for U.S. Group Benefits, fee-related earnings, pre-tax fee-related earnings margin, fee-earning AUM, AUM not yet earning fees, capital raising, deployment and effective income tax rate on an underlying net income basis.

Use of Names and Logos of Third Parties

Names and logos of third parties are used for identification purposes and do not imply any relationship with, or endorsement by, them. Third party trade-marks are the property of their respective owners.

Forward-Looking Statements

From time to time, the Company makes written or oral forward-looking statements within the meaning of certain securities laws, including the “safe harbour” provisions of the United States Private Securities Litigation Reform Act of 1995 and applicable Canadian securities legislation. Forward-looking statements contained in this document include statements (i) relating to our strategies; (ii) relating to our intention to divest Sun Life UK; (iii) relating to our intention to acquire a majority interest in AAM; (iv) relating to our growth initiatives and other business objectives; (v) relating to our targets and commitments (including with respect to net zero emissions); (vi) relating to the plans we have implemented in response to the COVID-19 pandemic and related economic conditions and their impact on the Company; (vii) relating to our expected tax range for future years; (viii) set out in our Q3 2022 MD&A under the heading H - Risk Management - Market Risk Sensitivities - Interest Rate Sensitivities; (ix) that are predictive in nature or that depend upon or refer to future events or conditions; and (x) that include words such as “achieve”, “aim”, “ambition”, “anticipate”, “aspiration”, “assumption”, “believe”, “could”, “estimate”, “expect”, “goal”, “initiatives”, “intend”, “may”, “objective”, “outlook”, “plan”, “project”, “seek”, “should”, “strategy”, “strive”, “target”, “will”, and similar expressions. Forward-looking statements include the information concerning our possible or assumed future results of operations. These statements represent our current expectations, estimates, and projections regarding future events and are not historical facts, and remain subject to change, particularly in light of the ongoing and developing COVID-19 pandemic and its impact on the global economy and its uncertain impact on our business.

Forward-looking statements are not a guarantee of future performance and involve risks and uncertainties that are difficult to predict. Future results and shareholder value may differ materially from those expressed in these forward-looking statements due to, among other factors, the impact of the COVID-19 pandemic and related economic conditions on our operations, liquidity, financial conditions or results and the matters set out in our Q3 2022 MD&A under the headings C - Profitability - 5 - Income taxes, E - Financial Strength and H - Risk Management and in SLF Inc.’s 2021 Annual Information Form (AIF) under the heading Risk Factors, and the factors detailed in SLF Inc.’s other filings with Canadian and U.S. securities regulators, which are available for review at www.sedar.com and www.sec.gov, respectively.

Risk Factors

Important risk factors that could cause our assumptions and estimates, and expectations and projections to be inaccurate and our actual results or events to differ materially from those expressed in or implied by the forward-looking statements contained in this document, are set out below. The realization of our forward-looking statements, essentially depends on our business performance which, in turn, is subject to many risks, which have been further heightened with the current COVID-19 pandemic given the uncertainty of its duration and impact. Factors that could cause actual results to differ materially from expectations include, but are not limited to: **market risks** - related to the performance of equity markets; changes or volatility in interest rates or credit spreads or swap spreads; real estate investments; and fluctuations in foreign currency exchange rates; **insurance risks** - related to policyholder behaviour; mortality experience, morbidity experience and longevity; product design and pricing; the impact of higher-than-expected future expenses; and the availability, cost and effectiveness of reinsurance; **credit risks** - related to issuers of securities held in our investment portfolio, debtors, structured securities, reinsurers, counterparties, other financial institutions and other entities; **business and strategic risks** - related to global economic and political conditions; the design and implementation of business strategies; changes in distribution channels or Client behaviour including risks relating to market conduct by intermediaries and agents; the impact of competition; the performance of our investments and investment portfolios managed for Clients such as segregated and mutual funds; shifts in investing trends and Client preference towards products that differ from our investment products and strategies; changes in the legal or regulatory environment, including capital requirements and tax laws; the environment, environmental laws and regulations; **operational risks** - related to breaches or failure of information system security and privacy, including cyber-attacks; our ability to attract and retain employees; legal, regulatory compliance and market conduct, including the impact of regulatory inquiries and investigations; the execution and integration of mergers, acquisitions, strategic investments and divestitures; our information technology infrastructure; a failure of information systems and Internet-enabled technology; dependence on third-party relationships, including outsourcing arrangements; business continuity; model errors; information management; **liquidity risks** - the possibility that we will not be able to fund all cash outflow commitments as they fall due; and **other risks** - COVID-19 matters, including the severity, duration and spread of COVID-19; its impact on the global economy, and its impact on Sun Life’s business, financial condition and or results; risks associated with IFRS 17 Insurance Contracts and IFRS 9 Financial Instruments; our international operations, including our joint ventures; market conditions that affect our capital position or ability to raise capital; downgrades in financial strength or credit ratings; and tax matters, including estimates and judgements used in calculating taxes.

The following risk factors are related to our intention to divest Sun Life UK and to acquire a majority interest in AAM that could have a material adverse effect on our forward-looking statements: (1) the ability of the parties to complete each transaction; (2) the failure of the parties to obtain necessary consents and approvals or to otherwise satisfy the conditions to the completion of each transaction in a timely manner, or at all; (3) our ability to realize the financial and strategic benefits of each transaction; and (4) the impact of the announcement of each transaction and the dedication of our resources to completing each transaction. Each of these risks could have an impact on our business relationships (including with future and prospective employees, Clients, distributors and partners) and could have a material adverse effect on our current and future operations, financial conditions and prospects.

The Company does not undertake any obligation to update or revise its forward-looking statements to reflect events or circumstances after the date of this document or to reflect the occurrence of unanticipated events, except as required by law.

Currency

All amounts are in Canadian dollars unless otherwise noted

Rounding

Amounts in this document are impacted by rounding.

From slide 6

¹ Source: Bloomberg;

Canadian Lifecos – Manulife Financial Corporation, Great-West Life, and Industrial Alliance

Global Lifecos – AXA SA, Prudential PLC, Allianz SE, Aviva PLC, Assicurazioni Generali SpA, AIA Group Ltd., China Life Insurance Co. Ltd, Great Eastern Holdings, and Ping An Insurance Group

U.S. Lifecos – Hartford Financial Services Group, Lincoln National Corporation, MetLife Inc., Principal Financial Group, Inc., Prudential Financial, Inc., Unum Group, and Voya

Traditional Asset Managers – T Rowe Price, Franklin Resources, AllianceBernstein, Ameriprise, BlackRock, Janus Henderson & Invesco

Canadian Banks – RBC, TD, Scotiabank, BMO, CIBC, and National Bank

² 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 on slide 34 and in section O - Forward-looking Statements - Medium-Term Financial Objectives of our MD&A for the period ended December 31, 2021.

³ Represents a Non-IFRS financial measure; Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q3 2022 MD&A

⁴ Underlying EPS growth for 5-year measure is calculated using a compound annual growth rate; Underlying ROE and dividend payout ratio are calculated using an average

⁵ Underlying dividend payout ratio represents the ratio of common shareholders' dividends to Underlying net income; see section I - Capital and Liquidity Management - 3 - Shareholder Dividends in our MD&A for the period ended December 31, 2021 ("2021 Annual MD&A") for further information regarding dividends

From slide 11

² On a fully diluted basis

³ Phoenix Group Holdings plc

⁴ SLF of Canada UK, Sun Life's UK holding company and subsidiaries

⁵ InfraRed PRI Transparency and Assessment Reports are available at <https://www.ircp.com/sustainability#documents>

⁶ Ratings above the median score

⁷ Last twelve months at September 30, 2022

⁸ Excludes assets managed on behalf of the Insurance businesses for the General Fund. For more details, see the Non-IFRS Financial Measures section in our Q3 2022 MD&A

From slide 14

² Last twelve months at September 30, 2022

³ LIMRA Market Share by premiums within individual life and health market as of second quarter 2022, on a year-to-date basis

⁴ 1st place group benefits provider based on revenue for year ended December 2021 from 2022 Group Benefits Provider Report

⁵ Based on total Capital Accumulation Plan assets for the year ended December 2021 from 2022 Fraser Pension Universe Report

From slide 16

² Last twelve months at September 30, 2022

³ Ranking compiled by Sun Life based on data contained in the 2021 Accident and Health Policy Experience Report from the National Association of Insurance Commissioners ("NAIC"); an independent stop-loss carrier is defined as a stop-loss carrier that does not sell medical claim administration services

⁴ Based on annual 2020 NAIC Accident and Health Policy Experience Report and DRMS market expertise

⁵ Based on number of members. Ranking compiled based on data disclosed by competitors

⁶ LIMRA 2021 Annual Sales & Inforce Reports for Group Life & Disability. Long-term disability results exclude reserve buy outs. Group Term Life, long-term disability and short-term disability results exclude business sold through associations.; includes BIF managed by Sun Life for insurance carrier partners

From slide 17

² National Health Expenditure Accounts 2020 data from the Centers for Medicare & Medicaid Services

³ Henry J. Kaiser Family Foundation 2020 Employer Health Benefits Survey

⁴ PwC's Health Research Institute (HRI) medical cost trends, 2021; Kaiser 2019

⁵ Based on Oliver Wyman research, 2016; Council for Disability Awareness

⁶ DentaQuest Group, Inc. ("DentaQuest")

From slide 18

² Constant currency Q3 2022 vs Q3 2021

³ This is based on market conditions as of April 12, 2022 and comparison among other savings plans for new Composite and Long Term Businesses as defined by the Insurance Authority in the Register of Authorized Insurers

⁴ Last twelve months ending September 30, 2022

From slide 19

² Insurance Commission of the Philippines, based on Q1 2022 year-to-date total premium income for Sun Life of Canada (Philippines)

³ Philippine Investment Funds Association, based on June 2022 ending assets under management

⁴ Indonesia Life Insurance Association, based on Q2 2022 year-to-date first year premiums

⁵ China Insurance Regulatory Commission, based on gross premiums for full year 2021 (excluding universal life insurance deposits and pension companies)

⁶ August 31, 2022 year-to-date annualized first year premiums, based on data shared among Vietnam industry players

⁷ August 31, 2022 year-to-date annualized first year premiums, based on data shared among Vietnam industry players

⁸ Insurance Regulatory Authority of India, based on Q2 2022 year-to-date first year premiums among private players

⁹ Association of Mutual Funds in India, based on average assets under management for the quarter ended at September 30, 2022

¹⁰ Life Insurance Association of Malaysia and Insurance Services Malaysia Berhad, based on Q2 2022 year-to-date annualized first year premiums for conventional and takaful business

¹¹ Mercer MPF Market Shares Report, June 2022

¹² Insurance Authority of Hong Kong, Provisional Statistics on Hong Kong Long Term Insurance Business, based on Q2 2022 year-to-date annualized first year premiums

From slide 28

² Mental health in Canada, health-care costs in U.S., diabetes in Asia

³ Majority of funds offered through employee retirement savings plans integrate ESG factors into investments considerations

⁴ Criteria for investments based on market standards

From slide 29

¹ This is based on market conditions as of April 12, 2022 and comparison among other savings plans for new Composite and Long Term Businesses as defined by the Insurance Authority in the Register of Authorized Insurers

² Represents a Non-IFRS financial measure; Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q3 2022 MD&A

³ InfraRed PRI Transparency and Assessment Reports are available at <https://www.ircp.com/sustainability#documents>

From slide 32

¹ Represents the respective change across all equity markets as at September 30, 2022 and December 31, 2021. Assumes that actual equity exposures consistently and precisely track the broader equity markets. Since in actual practice equity-related exposures generally differ from broad market indices (due to the impact of active management, basis risk, and other factors), realized sensitivities may differ significantly from those illustrated above. Sensitivities include the impact of re-balancing equity hedges for dynamic hedging programs at 2% intervals (for 10% changes in equity markets) and at 5% intervals (for 25% changes in equity markets)

² The market risk sensitivities include the estimated mitigation impact of our hedging programs in effect as at September 30, 2022 and December 31, 2021, and include new business added and product changes implemented prior to such dates

³ Net income and OCI sensitivities have been rounded in increments of \$50 million. The sensitivities exclude the market impacts on the income from our joint ventures and associates, which we account for on an equity basis

⁴ The LICAT sensitivities illustrate the impact on Sun Life Assurance as at September 30, 2022 and December 31, 2021. The sensitivities assume that a scenario switch does not occur in the quarter. LICAT ratios are rounded in increments of 0.5%

⁵ Interest rate sensitivities assume a parallel shift in assumed interest rates across the entire yield curve as at September 30, 2022 and December 31, 2021 with no change to the Actuarial Standards Board ("ASB") promulgated URR. Variations in realized yields based on factors such as different terms to maturity and geographies may result in realized sensitivities being significantly different from those illustrated above. Sensitivities include the impact of re-balancing interest rate hedges for dynamic hedging programs at 10 basis point intervals (for 50 basis point changes in interest rates)

⁶ The majority of interest rate sensitivity, after hedging, is attributed to individual insurance products. We also have interest rate sensitivity, after hedging, from our fixed annuity and segregated funds products

⁷ In most instances, credit spreads are assumed to revert to long-term insurance contract liability assumptions generally over a five-year period

⁸ Sensitivities have been rounded in increments of \$25 million

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