

Q4'22

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

52,500 EMPLOYEES¹ **85M** CLIENTS² **97,400** ADVISORS²

OFFICES IN 28 MARKETS¹

\$22.0B

Gross claims & benefits paid in 2022

\$1.33T

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

8.0%

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

Q4'22 and 2022 highlights

FINANCIAL RESULTS	Q4'22	CHANGE FROM Q4'21	FY 2022	CHANGE FROM 2021
REPORTED NET INCOME	\$951M	▼ (12)%	\$3,060M	▼ (22)%
UNDERLYING NET INCOME ³	\$990M	▲ 10%	\$3,674M	▲ 4%
REPORTED EPS	\$1.62	▼ (11)%	\$5.21	▼ (22)%
UNDERLYING EPS ³	\$1.69	▲ 10%	\$6.27	▲ 4%
REPORTED ROE ³	15.1%	▼ (2.9) PP	12.5%	▼ (4.6) PP
UNDERLYING ROE ³	15.7%	▲ 0.7 PP	15.1%	▼ (0.3) PP
INSURANCE SALES ³	\$1,843M	▲ 15%	\$4,321M	▲ 18%
WEALTH SALES & ASSET MANAGEMENT GROSS FLOWS ³	\$45.8B	▼ (19)%	\$204.1B	▼ (11)%
VALUE OF NEW BUSINESS ³	\$468M	▼ (5)%	\$1,253M	▼ (7)%
AUM ³	\$1.33T	▼ (8)%	\$1.33T	▼ (8)%

MEDIUM-TERM OBJECTIVES ^{3,4,5}	5-YEAR RESULTS ⁶
UNDERLYING EPS GROWTH ³ : 8-10% PER ANNUM	9%
UNDERLYING ROE ³ : 16%+	14.7%
UNDERLYING DIVIDEND PAYOUT RATIO ^{3,7} : 40-50%	41%

AT December 31, 2022
and in C\$, unless otherwise stated

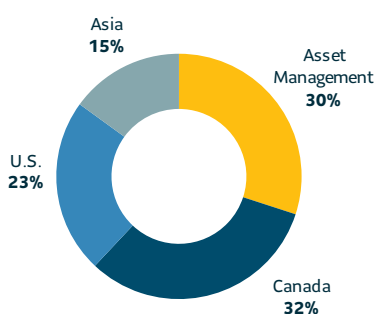
TICKER (TSX & NYSE)	SLF
TSX SHARE PRICE	\$62.85
NYSE SHARE PRICE (USD)	\$46.42
MARKET CAPITALIZATION	\$36.9B
COMMON SHARES OUTSTANDING	586.4M
BOOK VALUE PER SHARE	\$42.99
Q4'22 DIVIDEND PER SHARE	\$0.72
Q4'22 DIVIDEND YIELD	4.8%
2022 TOTAL DIVIDENDS PAID	\$1.6B
LICAT RATIO ⁸ (Sun Life Financial Inc)	130%

FINANCIAL STRENGTH RATINGS⁹

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

A balanced & diversified business model

Q4'22 UNDERLYING NET INCOME BY BUSINESS GROUP



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

Capital strength

130%
LICAT ratio for SLF Inc.⁸

\$1.1B
SLF Inc. cash and other liquid assets^{3,10,11}

25.1%
Financial leverage ratio³
(25% target)

Graphic excludes Corporate underlying net loss of \$(39)M

Our growth strategy and highlights

AM

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

- Acquisition of 51% stake¹² in **Advisors Asset Management** closed on February 1, 2023
- At **MFS, long-term U.S. retail fund performance remains strong** with 97%, 97%, and 48% of fund assets ranked in the top half of their respective Morningstar categories based on 10, 5, and 3-year performance, respectively
- **InfraRed Capital Partners Inc.** set net zero GHG emissions interim targets aligned with the **Net Zero Asset Managers initiative**¹³, including to have 70% of in-scope assets¹⁴ aligned or aligning¹⁵ by 2030

CAN

A LEADER IN HEALTH, WEALTH, AND INSURANCE

- Published **two data driven insight reports** for plan sponsors, highlighting how they can better support employees to live healthier lives
- Created over **65,000 financial roadmaps** in 2022 using our Sun Life One Plan digital tool
- Transforming retail distribution through:
 - Investments in our **Sun Life advisor force**
 - Higher engagement with our **third-party advisory channel**
 - Expanding our digital channel with recent launch of *Prospir* by Sun Life

ASIA

A REGIONAL LEADER FOCUSED ON FAST-GROWING MARKETS

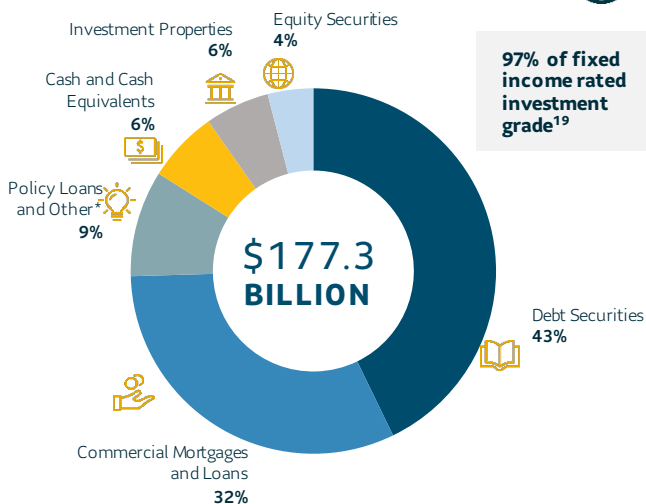
- In January 2023, announced a 15-year **exclusive bancassurance partnership** in Hong Kong with **Dah Sing Bank**, with distribution of Sun Life products expected to start in July 2023¹⁶
- In Vietnam, achieved **breakthrough performance** by leveraging **bancassurance partnerships** and building a **professional advisor team**. Sun Life was one of the fastest growing players among the top 10 life insurers in Vietnam, with Q4'22 agency sales³ and the number of **Million Dollar Round Table**¹⁷ qualifiers more than tripling prior year¹⁸

US

A LEADER IN HEALTH & BENEFITS

- Expanded **DentaQuest's Advantage Dental+ care practices** with four new offices in Florida
- Continued to **leverage our digital connectivity capabilities**, including our APIs, to alleviate manual administrative tasks, automate processes, improve accuracy and provide real-time updates
- In 2022, more than half of **PinnacleCare's expert second opinions** identified a more appropriate treatment plan or a change in the original diagnosis

General account invested assets



Achievements & recognition



Events calendar

March 29 National Bank Financial Conference
May 11 Q1 2023 Financial Results and Annual General Meeting

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

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¹ As of December 31, 2022. Rounded to the nearest hundred. Represents full-time equivalent employees, temporary employees and employees in Asia joint ventures. ² As of December 31, 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, 2022. ⁵ Our medium-term financial objectives following the adoption of IFRS 17 and IFRS 9 remain consistent for underlying earnings per share and underlying dividend payout ratio. Our underlying ROE medium-term financial objective will change to 18%+ following the adoption of both standards, an increase from 16%+ prior to transition. ⁶ As of December 31, 2022. Underlying EPS growth is calculated using a compound annual growth rate, underlying ROE and dividend payout ratio are calculated using an average. ⁷ Underlying dividend payout ratio represents the ratio of common shareholders' dividends to underlying net income; see section I - Capital and Liquidity Management - ROE and Dividend Payout in our MD&A for the period ended December 31, 2022 ("2022 Annual MD&A") for further information regarding dividends. ⁸ Our LICAT ratios are calculated in accordance with OSFI-mandated guideline, Life Insurance Capital Adequacy Test. ⁹ Ratings are for Sun Life Assurance Company of Canada. ¹⁰ Cash and other liquid assets at SLF Inc. and its wholly owned holding companies. ¹¹ 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. ¹² On a fully diluted basis. ¹³ An international group of asset managers committed to supporting the goal of achieving net zero greenhouse gas emissions by 2050 or sooner. ¹⁴ In-scope assets comprise approximately 83% of InfraRed's global AUM as at June 30, 2022. Funds where assets are currently being sold or transferred in line with the original fund strategy have been excluded from the commitment. ¹⁵ Aligning towards or aligned to a net zero pathway as defined by criteria set out in the Net Zero Investment Framework. Criteria are asset class-specific. Pathways is the term used to describe the emissions, technologies and investment trajectories that will be needed to deliver net zero. (Paris Aligned Investment Initiative. "Net Zero Investment Framework: Implementation Guide", 2021). ¹⁶ See "Forward-Looking Statements" and "Risk Factors" in section O - Forward Looking Statements in the 2022 Annual MD&A. ¹⁷ Million Dollar Round Table ("MDRT"), a global independent association of the world's leading life insurance and financial services professionals. ¹⁸ Based on December 2022 position. ¹⁹ BBB- and higher.

Additional information concerning non-IFRS financial measures and reconciliations to the closest IFRS measures are available under Non-IFRS measures of the Earnings News Release. Non-IFRS Financial Measures and reconciliations are also included in our 2022 Annual MD&A and the Supplementary Financial Information packages that are available on www.sunlife.com under Investors - Financial results & reports. All data is in US\$, unless otherwise noted.