

Q1 2022

Financial & Operating Results

For the period ended March 31, 2022



Life's brighter under the sun

Sun Life Financial Inc. (unaudited)



In this presentation, Sun Life Financial Inc. ("SLF" or "SLF Inc."), its subsidiaries and, where applicable, its joint ventures and associates are referred to as "we", "us", "our", "Sun Life" and the "Company".

Forward-looking statements

Certain statements in this presentation and certain oral statements made by senior management during the earnings conference call on May 12, 2022 (collectively, this "presentation"), including, but not limited to, statements that are not historical facts, are forward-looking and are subject to inherent risks, uncertainties and assumptions. The results or events predicted in these forward-looking statements may differ materially from actual results or events and we cannot guarantee that any forward-looking statement will materialize. Except as may be required by law, we do not undertake any obligation to update or revise any forward-looking statements made in this presentation.

Non-IFRS Financial Measures

The Company prepares its financial statements in accordance with international financial reporting standards ("IFRS"). This presentation includes financial measures that are not based on IFRS ("non-IFRS financial measures"). The Company believes that these non-IFRS financial measures provide information that is useful to investors in understanding the Company's performance and facilitate the comparison of the 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 as alternatives to measures of financial performance determined in accordance with IFRS. For more information about these non-IFRS financial measures, refer to the Non-IFRS Financial Measures section on slide 21 and in our MD&A for the period ended March 31, 2022 ("Q1 2022 MD&A").

Sources of earnings

Sources of earnings is based on the requirements of the Office of the Superintendent of Financial Institutions, Canada and guidelines of the Canadian Institute of Actuaries. It is used to identify the primary sources of gains or losses in each reporting period and is not based on IFRS. Additional information concerning our sources of earnings is included in the Company's Annual Report.

Additional information

Additional information concerning forward-looking statements and non-IFRS financial measures is included at the end of this presentation.

Currency

Unless otherwise noted, all amounts are in Canadian dollars.

Rounding

Amounts in this document are impacted by rounding.



Kevin Strain

President and Chief Executive Officer

First quarter financial highlights

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

Earnings Growth

Reported net income

\$858M (8)%

Underlying net income¹

\$843M (1)%

Reported EPS

\$1.46 (8)%

Underlying EPS¹

\$1.44 (1)%

Financial Strength

SLF Inc. LICAT ratio^{2,3}

143% +2 pp

Reported ROE¹

14.3% (260) bps

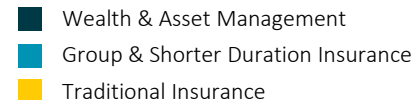
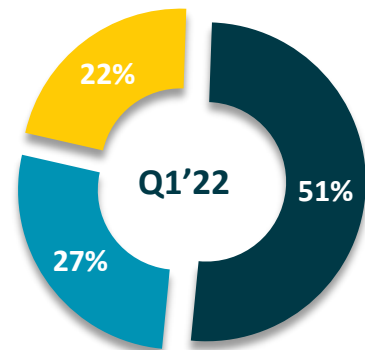
Underlying ROE¹

14.0% (130) bps

Financial leverage ratio^{1,3}

25.9% +3.2 pp

Diversified Business Mix⁴



All results compared to Q1 2021

¹ Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.

Footnotes 2-4: Refer to slide 22

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



Our Ambition: To be one of the best asset management and insurance companies globally

Strategic initiatives driving Client Impact

➤ Launched *Stellar*, the first ESG-focused savings plan in the Hong Kong market, enabling Clients to build wealth while driving positive environmental impacts

➤ First major insurance company to pursue the **Progressive Aboriginal Relations certification**; introduced Indigenous commitments and cultural awareness training for senior leaders

➤ Launched *Prospr by Sun Life* in Canada, a first-of-its-kind hybrid advice platform designed to help Clients manage their lifetime wealth and health goals

➤ Introduced *Benefits Explorer*, an interactive platform with personalized educational content and customized tools to help members in the U.S. make well-informed benefits decisions

➤ Announced expansion of **strategic partnership with CIMB Niaga**, increasing distribution and product offerings in Indonesia, starting in 2025¹

➤ **SLC Management**, our premier alternative asset manager, delivered a strong quarter with **\$5.7 billion in capital raising**²

➤ Sun Life recognized as **one of the 2022 Best Workplaces in Canada**³

➤ Expanded relationship as **Health & Wellness partner** to the **Toronto Raptors Basketball Club**

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

- Enhanced Client experience by **integrating new mobile push notifications with personalized plan details**, improving the claims process
- In Q1 2022, digitally processed:
 - 93%** of retail insurance applications
 - 80%** of retail wealth transactions
 - 96%** of group benefits health & dental claims

U.S.

- Partnered with **Teledentistry.com**, to offer members 24/7 virtual access to dental providers, **making it easier to get dental care and advice in emergencies**
- Designed, built, and deployed an **industry-leading, Cloud-hosted contact center solution integrated with Salesforce CRM** to improve member experience

ASIA

- 99% of new business applications submitted digitally** in our Vietnam bancassurance channel¹
- 80% of new business applications submitted digitally** in Q1 2022, up 20 percentage points²

¹Refers to Asia Commercial Joint Stock Bank (“ACB”) new business applications

²Includes Hong Kong insurance, Indonesia, Malaysia, Philippines, and Vietnam. Year over year increase from Q1 2021.



Manjit Singh

Executive Vice President &
Chief Financial Officer

Q1 2022 results

PROFITABILITY	Q1'22	Q1'21	Change
Reported net income (\$ millions)	858	937	(8)%
Underlying net income (\$ millions) ¹	843	850	(1)%
Reported EPS (\$) ²	1.46	1.59	(8)%
Underlying EPS (\$) ^{1,2}	1.44	1.45	(1)%
Reported ROE ¹	14.3%	16.9%	(2.6) pp
Underlying ROE ¹	14.0%	15.3%	(1.3) pp
GROWTH	Q1'22	Q1'21	Change
Insurance sales (\$ millions) ¹	799	730	9%
Wealth sales (\$ millions) ¹	57,887	65,962	(12)%
Value of New Business (\$ millions) ¹	258	278	(7)%
Assets Under Management (\$ billions) ¹	1,352	1,304	4%
FINANCIAL STRENGTH	Q1'22	Q1'21	Change
SLF Inc. LICAT ratio ^{3,4}	143%	141%	+2 pp
SLA LICAT ratio ^{3,4,5}	123%	124%	(1) pp
Financial leverage ratio ^{1,4}	25.9%	22.7%	+3 pp

Results Highlights

Solid results in a challenging operating environment

- Canada and the U.S. delivered strong fundamental business growth
- Elevated COVID-related impacts in the U.S. and Asia
- Resilient wealth and asset management results

Insurance sales growth was strong, up 9% y/y

Net Asset Management outflows¹ of \$2 billion:

- \$4.9 billion net flows¹ in SLC Management
- US\$(5.4) billion net flows¹ in MFS

Maintain strong capital flexibility

- 3 cent increase to quarterly dividend
- \$4.7 billion in holdco cash and other liquid assets^{1,6}

First quarter business group performance

Reported net income (\$ millions)

Impact of currency translation decreased reported net income by \$6M¹



Underlying net income¹ (\$ millions)

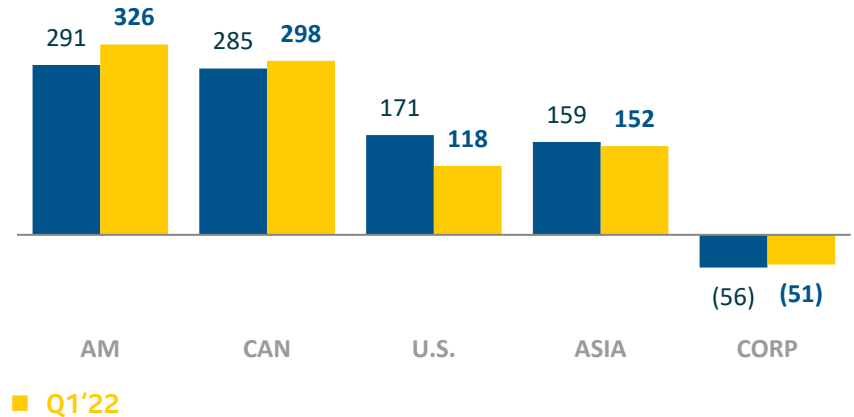
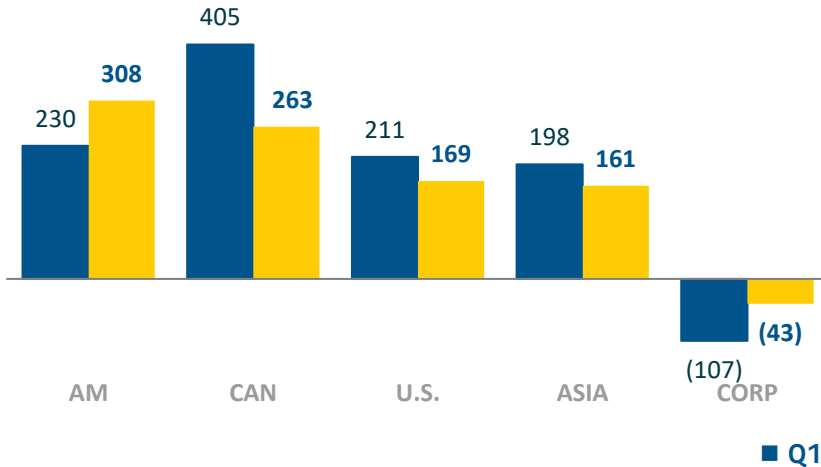
Impact of currency translation decreased underlying net income by \$6M¹



Constant
currency^{1,2}

+34% (35)% (20)% (16)%

+12% +5% (31)% (1)%



MFS: A global leader in public asset management

Business Group Results

PROFITABILITY (US\$ millions)	Q1'22	Q1'21	Change
Reported net income	228	186	+23%
Underlying net income ¹	230	221	+4%
Pre-tax net operating margin (%) ^{1,2}	39	39	-

GROWTH (US\$ billions)	Q1'22	Q1'21	Change
Total net flows ^{1,3}	(5.4)	(0.3)	nm
Institutional net flows ¹	(2.1)	(3.1)	+32%
Retail net flows ¹	(3.4)	2.8	nm
Total AUM ¹	636.9	626.3	+2%
Institutional AUM ¹	261.2	261.5	nm
Retail AUM ¹	375.7	364.8	+3%
Average Net Assets (ANA) ¹	647.1	619.3	+4%

Quarterly Highlights (US\$)

- Underlying net income up 4% y/y driven by higher average net assets
- Pre-tax net operating profit margin of 39%, consistent with prior year
- Compared to Q4'21, earnings and margin were down due to lower ANA and seasonally higher compensation
- Total AUM of \$637 billion grew 2% y/y
 - Total AUM declined 8% from Q4'21, driven by equity markets and net outflows of \$5.4 billion
- MFS performance ranked 10th and 5th for 5- and 10-year periods, respectively, across its U.S. fund line up, per Barron's 2021 Fund Family rankings⁴
 - Marks 13th time in the last 14 years that MFS ranked in the top 10 or better

¹ Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.

² Pre-tax gross operating margin was 34% in Q1 2022 and 34% in Q1 2021

³ Amounts are impacted by rounding

⁴ Barron's Fund Family Rankings as of Feb 2022

SLC Management: Growing a premier alternatives platform

Business Group Results

PROFITABILITY (\$ millions)	Q1'22	Q1'21	Change
Fee-related earnings ¹	54	39	+38%
Pre-tax fee-related earnings margin (%) ¹	23	26	(3) pp
Pre-tax net operating margin (%) ¹	24	23	+1 pp
Reported net income	19	(6)	nm
Underlying net income ¹	34	11	+209%

GROWTH (\$ billions)	Q1'22	Q1'21	Change
Total AUM ^{1,2}	184.7	159.9	+16%
Fee-earning AUM ¹	146.1	125.9	+16%
AUM not yet earning fees ¹	18.3	11.1	+65%
Capital raising ¹	5.7	9.4	(39)%
Deployments ¹	6.9	9.9	(30)%

Quarterly Highlights

- Fee-related earnings (FRE) up 38% y/y, reflecting strong capital raising and growth in fee-earning AUM
- Pre-tax FRE margin down modestly due to higher marketing costs related to capital raising
- AUM not yet earning fees can generate annualized fee revenue of \$150m+, once invested³
- Capital raising continues to reflect the strength and diversification of the platform:
 - Increased real estate equity fund capital raising in Asia
 - Fundraising in two flagship alternative credit funds
 - Launching a new U.S.-based infrastructure energy transition fund
- WELPUT⁴, a fund managed by BentallGreenOak (“BGO”), won the 2022 Pension Real Estate Association Closed-End Fund ESG Award
- SLC Management, and its affiliates, BGO and Crescent Capital Group LP, have become founding signatories to the CFA Institute’s recently launched Diversity, Equity, and Inclusion Code in the U.S. and Canada

Canada: A leader in insurance and asset management

Business Group Results

PROFITABILITY (\$ millions)		Q1'22	Q1'21	Change
Reported net income		263	405	(35)%
Underlying net income ¹		298	285	+5%
Insurance underlying net income ^{1,2}		184	150	+23%
Wealth underlying net income ^{1,2}		114	135	(15)%
Reported ROE (%) ¹		13.0	21.8	(8.8) pp
Underlying ROE (%) ¹		14.8	15.3	(0.5) pp

GROWTH (\$ millions)		Q1'22	Q1'21	Change
Insurance	Individual Insurance sales ¹	112	105	+7%
	Sun Life Health (GB) sales ¹	220	128	+72%
Wealth	Individual Wealth sales ¹	2,204	2,641	(17)%
	Group Retirement sales ^{1,3}	2,735	1,794	+52%
	Wealth net flows ^{1,4}	606	(229)	nm
	Wealth AUM (\$ billions) ^{1,5}	157.8	150.9	+5%

Quarterly Highlights

- Underlying net income up 5%
 - Broad-based business growth, higher market-driven fees, and higher investment gains; partially offset by disability claims
- Reported net income decline reflects market-related impacts
- Positive wealth net flows, driven by Group Defined Contribution and Rollover sales
- Strong insurance sales growth reflecting large case group benefits sales and Individual Insurance non-participating life sales
- Continue to advance digital capabilities, making it easier to do business with us
 - Our digital coach, Ella, supported over \$410 million in wealth deposits and \$750 million in insurance coverage this quarter, an increase of 38% and 64%, respectively, over prior year
 - Advanced accelerated underwriting capabilities with an enhanced underwriting rules engine, enabling 62% of Individual Insurance's life policies to be processed without lab testing

U.S.: A leader in health & benefits

Business Group Results

PROFITABILITY (US\$ millions)	Q1'22	Q1'21	Change
Reported net income	133	167	(20)%
Underlying net income ¹	93	136	(32)%
Reported ROE (%) ¹	17.6	24.0	(6.4) pp
Underlying ROE (%) ¹	12.3	19.6	(7.3) pp
GB after-tax profit margin (%) ^{1,2}	4.9	8.1	(3.2) pp

GROWTH (US\$ millions)	Q1'22	Q1'21	Change
GB net premiums	1,145	1,053	+9%
Employee Benefits sales ¹	63	87	(28)%
Medical Stop-Loss sales ¹	53	34	+56%

Group Life Mortality (US\$ million, after-tax)



Quarterly Highlights (US\$)

- Underlying net income of \$93 million includes continued elevated COVID-19 mortality
 - Q1 COVID impacts of \$30 million, mostly mortality driven
 - Compared to Q4'21, underlying net income up, largely reflecting favourable medical stop-loss morbidity
- Mortality outlook improving:
 - Working age population deaths³ in Q1'22 were down 17% from Q4'21, driving \$14 million lower COVID-related mortality experience
 - Significant decline in daily COVID deaths in March, and continuing into April, points to further mortality experience improvement in Q2'22
- Business fundamentals remain strong:
 - Group Benefits premium growth of 9%, reflects strong sales and Client persistency
 - Life and disability pricing adjustments are underway
 - Group Benefits after-tax profit margin was 7.1% excluding COVID-related impacts¹
- DentaQuest acquisition expected to close in Q2'22⁴

Asia: A regional leader focused on fast-growing markets

Business Group Results

PROFITABILITY (\$ millions)	Q1'22	Q1'21	Change	CC ¹
Reported net income	161	198	(19)%	(16)%
Underlying net income ²	152	159	(4)%	(1)%
Insurance underlying net income ^{2,3}	131	136	(3)%	0%
Wealth underlying net income ^{2,3}	21	23	(9)%	(9)%
Reported ROE (%) ²	10.1	13.0	(2.9) pp	N/A
Underlying ROE (%) ²	9.5	10.5	(1.0) pp	N/A

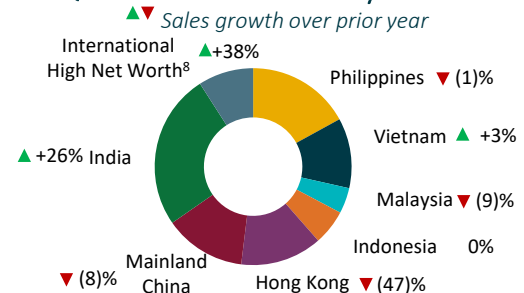
GROWTH (\$ millions)	Q1'22	Q1'21	Change	CC ¹
Insurance sales ²	319	343	(7)%	(5)%
Number of advisors (thousands)	115	138	(17)%	N/A
Wealth net flows ^{2,4}	272	362	(25)%	(27)%
Wealth AUM ^{2,4}	35,976	38,549	(7)%	(4)%

Wealth Insurance

Quarterly Highlights (constant currency¹)

- Underlying net income down 1%
 - Sales headwinds in Hong Kong and mortality experience in International
 - Benefited from higher investment gains and disciplined expense management
- Insurance sales impacted by COVID-related challenges in Hong Kong with partial offsets from growth in India and Vietnam
 - Focused on product margin improvements
 - Bancassurance partnerships in Vietnam contributing to strong sales momentum; ACB⁵ is a leader in the bancassurance market
- Positive wealth net flows supported by Hong Kong MPF, where Sun Life ranks second in net flows⁶

Q1 2022 Insurance Sales by Market ^{1,7}



| Appendix

Sources of earnings

Sources of earnings (SOE) ¹ Common shareholders \$ millions, pre-tax	Reported		Underlying	
	Q1'22	Q1'21	Q1'22	Q1'21
Expected profit on in-force business excluding Asset Mgmt.	550	522	550	522
Impact of new business	15	14	15	14
Experience gains/(losses)	163	425	(25)	44
Assumption changes and management actions (ACMA)	1	(6)	-	-
Earnings on surplus ²	65	108	60	109
Other ³	(7)	(78)	-	-
Pre-tax earnings excluding Asset Mgmt.	787	985	600	689
Asset Management	409	308	428	374
Earnings before income taxes	1,196	1,293	1,028	1,063
Income tax (expense) or recovery ⁴	(311)	(335)	(158)	(192)
Dividends on preferred shares and distributions on other equity instruments; and non-controlling interest	(27)	(21)	(27)	(21)
Total Company net income – Common shareholders	858	937	843	850

SOE highlights

- Expected profit up 7% in constant currency⁵, driven by strong business growth in Canada and the U.S.
- Reported experience favourable, but down from prior year
- Underlying experience driven by elevated COVID-related mortality and morbidity, offset by favourable investment gains
- Earnings on surplus down, primarily due to lower AFS gains and higher debt costs
- Asset Management earnings growth supported by higher asset levels and strong SLC Management flows

SOE¹ experience gains/ (losses) - details

\$ millions	Q1'22 Pre-tax	Q1'21 Pre-tax	Q1'22 Post-tax	Q1'21 Post-tax
Net equity market impact	(3)	98	(2)	72
Net interest rate impact ²	120	289	(30)	141
Impact of changes in the fair value of investment properties ²	71	(6)	65	(3)
Market-Related Impacts²	188	381	33	210
Impact of investment activity on insurance contract liabilities	110	92	89	74
Credit	2	21	3	15
Mortality	(90)	(15)	(79)	(15)
Morbidity	(18)	47	(11)	39
Lapse and other policyholder behaviour	(5)	(18)	(5)	(14)
Expenses	17	(26)	13	(21)
Other	(41)	(57)	(20)	(33)
Other Notable Items	(25)	44	(10)	45
Experience gains/(losses)	163	425	23	255

¹ Sources of earnings are prepared in accordance with the OSFI Guideline D-9, Sources of Earnings Disclosures. For an explanation of the SOE components, refer to Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.

² Excluding amounts in earnings on surplus shown in market related impacts on slide 16. Pre-tax: Q1'22 excludes \$5m impact for changes in the fair value of investment properties held in surplus; Q1'21 excludes \$(1)m impact for changes in the fair value of investment properties held in surplus. Post-tax: Q1'22 \$5m impact for changes in the fair value of investment properties held in surplus; Q1'21 excludes \$(1)m impact for changes in the fair value of investment properties held in surplus.

Reconciliation of underlying net income

\$ millions	Q1'22 Pre-tax	Q1'22 Post-tax
Reported net income		858
Net equity market impact (including basis risk impact of \$22 million) ¹	(3)	(2)
Net interest rate impact (including credit spread impact of \$40 million and swap spread impact of \$(13)) ¹	120	(30)
Impact of changes in the fair value of investment properties	76	70
Market related impacts	193	38
Assumption changes and management actions ²	1	1
Other ³	(26)	(24)
Underlying net income²		843

Differences between pre- and post-tax results reflect mix of business based on the Company's global operations, and the impact of tax efficient assets in investment strategies

¹ Amounts provided for basis risk, credit spread, and swap spread are after-tax.

² Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.

³ Represents MFS fair value adjustments on share-based payment awards, acquisition, integration and restructuring costs, and other items that are unusual or exceptional in nature.

Market movements and impacts in the quarter

Market Movements	Q1'22	Q1'21
S&P/ TSX	+3.1%	+7.3%
S&P 500	(4.9)%	+5.8%
CA 10 - year	+98 bps	+88 bps
CA 30 - year	+71 bps	+77 bps
US 10 - year	+83 bps	+83 bps

Earnings on Surplus (\$millions, pre-tax)	Q1'22	Q1'21
Investment income	90	105
AFS gains	30	53
Seed investment gains/(losses)	(8)	(9)
Investment properties mark-to-market	5	(1)
Interest on debt	(52)	(40)
Total	65	108

Equity Market Impacts (\$millions, post-tax)	Q1'22	Q1'21
Equity market movement and volatility	(24)	67
Basis risk	22	5
Total	(2)	72

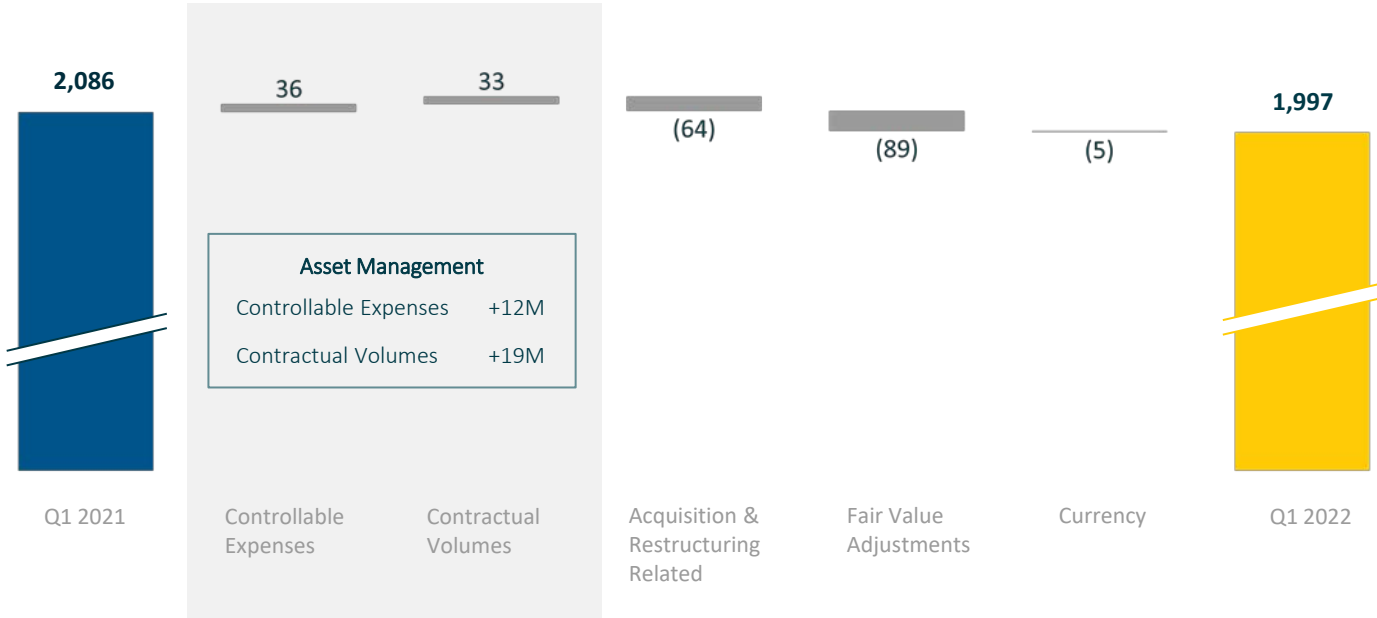
Interest Impacts (\$millions, post-tax)	Q1'22	Q1'21
Interest rate changes	(57)	161
Credit spread movements	40	(8)
Swap spread movements	(13)	(12)
Total	(30)	141

Credit-Related Impacts (\$millions, post-tax)	Q1'22	Q1'21
Changes in ratings	(2)	(14)
Impairments, net of recoveries	(24)	-
Release of best estimate credit	29	29
Total	3	15

Operating expenses

Reduction driven by fair value adjustments and lower restructuring charges

(\$ millions)



Increases in controllable expenses and contractual volumes driven by:

- Higher compensation costs reflecting strong performance in Asset Management
- Higher sales distribution costs in Canada
- Continued investment in business initiatives

Lower fair value adjustments on share-based compensation

Prior year reflected restructuring charge related to real estate optimization

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 March 31, 2022 ("Q1 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 document 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.

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 the expansion of our bancassurance partnership with CIMB Niaga; (iii) relating to our intention to acquire DentaQuest; (iv) relating to our growth initiatives and other business objectives; (v) relating to the plans we have implemented in response to the COVID-19 pandemic and related economic conditions and their impact on the Company; (vi) relating to our expected tax range for future years; (vii) set out in this document under the heading H - Risk Management - Market Risk Sensitivities - Interest Rate Sensitivities; (viii) that are predictive in nature or that depend upon or refer to future events or conditions; and (ix) 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 Q1 2022 MD&A under the headings C - Profitability - 5 - Income taxes, E - Financial Strength and H - Risk Management and in SLF Inc.'s 2021 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; 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 purchase DentaQuest that could have a material adverse effect on our forward-looking statements: (1) the ability of the parties to complete the transaction; (2) failure of the parties to obtain necessary consents and approvals or to otherwise satisfy the conditions to the completion of the transaction in a timely manner, or at all; (3) our ability to realize the financial and strategic benefits of the transaction; and (4) the impact of the announcement of the relevant transaction and the dedication of our DentaQuest's resources to completing the transaction. These risks all 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.

Footnotes

From slide 4

² Life Insurance Capital Adequacy Test ("LICAT") ratio of SLF Inc.; our LICAT ratios are calculated in accordance with OSFI-mandated guideline, Life Insurance Capital Adequacy Test.

³ Includes \$2.0 billion of proceeds from the subordinated debt offerings completed in November 2021, of which \$1.5 billion is subject to contractual terms requiring us to redeem the underlying securities, in full, if the closing of the DentaQuest acquisition does not occur. Accordingly, \$1.5 billion will not qualify as LICAT capital until the acquisition closes.

⁴ Business Mix based on underlying net income, excluding corporate support and business group support functions. Wealth & Asset Management includes Canada individual wealth, Group Retirement Services and Sun Life Global Investments (SLGI), Asia wealth, and Asset Management; Group & Shorter Duration Insurance includes Canada Sun Life Health and U.S. Group Benefits, UK, and Asia insurance (excluding international). Refer to the reconciliation of underlying to reported net income below:

	Traditional Insurance	Wealth & Asset Management	Group & Shorter Duration Insurance	Subtotal	Other*	Total
Q1'22 Reported net income (loss)	259	413	258	930	(72)	858
Items excluded from underlying net income	55	(47)	10	18	(3)	15
Underlying net income (loss)	204	460	248	912	(69)	843
Percentage of underlying net income (excluding Other)	22%	51%	27%	100%		

*Includes Corporate Support and Business Group support functions

From slide 5

¹ See "Forward-looking Statements" and "Risk Factors" on slides 21 and 22.

² Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.

³ Great Place to Work®

Footnotes continued

From slide 8

² All EPS measures refer to fully diluted EPS, unless otherwise stated.

³ LICAT ratio of SLF and of Sun Life Assurance Company of Canada ("SLA"). Our LICAT ratios are calculated in accordance with OSFI-mandated guideline, Life Insurance Capital Adequacy Test.

⁴ Includes \$2.0 billion of proceeds from the subordinated debt offerings completed in November 2021, of which \$1.5 billion is subject to contractual terms requiring us to redeem the underlying securities, in full, if the closing of the DentaQuest acquisition does not occur. Accordingly, \$1.5 billion will not qualify as LICAT capital until the acquisition closes.

⁵ SLA is SLF Inc.'s principal operating life insurance subsidiary.

⁶ Includes approximately \$3.5 billion earmarked for DentaQuest acquisition.

From slide 11

² Total AUM including the General Account was \$335 billion.

³ See "Forward-looking Statements" and "Risk Factors" on slides 21 and 22.

⁴ West End of London Property Unit Trust.

From slide 12

² Wealth & Insurance Underlying Net Income reconciliation:

(\$ millions, after-tax)	Q1'22			Q1'21		
	Insurance - Canada	Wealth - Canada	Total Canada	Insurance - Canada	Wealth - Canada	Total Canada
Reported net income (loss) - Common shareholders	164	99	263	235	170	405
Less: Market-related impacts (pre-tax)	(34)	156	123	119	169	288
ACMA (pre-tax)	(5)	(7)	(11)	(5)	0	(6)
Other adjustments (pre-tax)	(0)	0	(0)	0	0	0
Tax expense (benefit) on above items	18	(165)	(147)	(28)	(135)	(162)
Underlying net income (loss)	184	114	298	150	135	285

³ Group Retirement Services sales including Retained sales (Q1 2022: \$932 million, Q1 2021: \$652 million).

⁴ Wealth net flows includes flows in Individual Wealth and GRS business AUM.

⁵ Wealth AUM includes General Fund assets, Segregated Fund assets, and Other AUM associated with Individual Wealth and GRS business units. Reconciliation:

(\$ billions)	Q1'22	Q1'21
Wealth assets under management		
Segregated funds	115.9	109.3
General funds	106.8	102.3
Less general funds - insurance	71.9	67.5
General funds - Wealth	34.9	34.8
Other assets under management	7.0	6.8
Total wealth assets under management	157.8	150.9

From slide 13

¹ Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.

² The after-tax profit margin is a non-IFRS financial measure and is calculated on underlying net income as a percentage of net premiums on a trailing four-quarters basis.

³ CDC data as adjusted by The Smith Group for reporting lags.

⁴ See "Forward-looking Statements" and "Risk Factors" on slides 21 and 22.

Footnotes continued

- From slide 14
- ¹ Percentage change is reported on a constant currency basis, which excludes the impacts of foreign exchange translation. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.
- ² Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.
- ³ Wealth & Insurance underlying net income reconciliation:

(\$ millions, after-tax)	Q1'22			Q1'21		
	Insurance - Asia	Wealth - Asia	Total Asia	Insurance - Asia	Wealth - Asia	Total Asia
Reported net income (loss) - Common shareholders	146	15	161	172	26	198
Less: Market-related impacts (pre-tax)	16	(7)	9	36	0	36
ACMA (pre-tax)	-	1	1	-	3	3
Other adjustments (pre-tax)	(1)	-	(1)	-	-	-
Tax expense (benefit) on above items	-	-	-	-	-	-
Underlying net income (loss)	131	21	152	136	23	159

- ⁴ Wealth net flows and Wealth AUM includes net flows and asset under management of Hong Kong Wealth, Philippines mutual and managed funds, China individual wealth and Aditya Birla Sun Life AMC Limited equity and fixed income mutual funds based on our proportionate equity interest.
- ⁵ Asia Commercial Joint Stock Bank.
- ⁶ Mercer MPF Market Shares Report, December 2021.
- ⁷ Sales for China, India, and Malaysia joint ventures based on our proportionate equity interest.
- ⁸ Includes International and Singapore.

- From slide 16
- ¹ Sources of earnings are prepared in accordance with the OSFI Guideline D-9, Sources of Earnings Disclosures. For an explanation of the SOE components, refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2022 MD&A.
- ² Reported Earnings on surplus: Q1'22 includes \$5m impact for changes in the fair value of investment properties held in surplus; Q1'21 includes \$(1)m impact for changes in the fair value of investment properties held in surplus.
- ³ Represents acquisition, integration and restructuring amounts, and other items that are unusual or exceptional in nature.
- ⁴ Effective tax rate on reported net income was 23.1% in Q1 2022 (24.3% in Q1 2021) and underlying net income was 15.4% in Q1 2022 (18.1% in Q1 2021).
- ⁵ Percentage change is reported on a constant currency basis, which excludes the impacts of foreign exchange translation. For more information about these non-IFRS financial measures, refer to the Non-IFRS Financial Measures on slide 21 and in our Q1 2022 MD&A.