



Q1'25 financial & operating results

For the period ended March 31, 2025

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 collectively referred to as “we”, “us”, “our”, “Sun Life” and the “Company”. Reported net income (loss) refers to Common shareholders' net income (loss) determined in accordance with IFRS.

Forward-looking statements

Certain statements in this presentation and certain oral statements made by senior management during the earnings conference call on May 09, 2025 (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, 2025 (“Q1 2025 MD&A”) in section N – Non-IFRS Financial Measures.

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 presentation are impacted by rounding.



Kevin Strain

President and Chief Executive Officer

Q1 2025 financial highlights

Profitability

Underlying net income¹
\$1,045 M +19%

Reported net income
\$928 M +13%

Underlying EPS¹
\$1.82 +21%

Reported EPS
\$1.62 +16%

New business CSM^{1,2}
\$406 M +17%

➤ *Announced 4 cent increase to quarterly common shareholder dividend*

Financial Strength

Underlying ROE¹
17.7%

Reported ROE¹
15.7%

SLF Inc. LICAT ratio³
149%

Financial leverage ratio¹
20.1%

Total CSM
13.6 B +12%

Growth

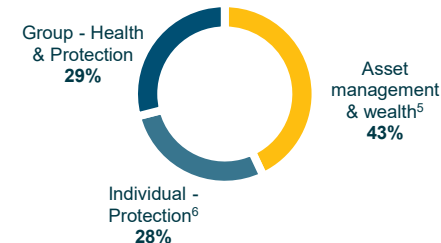
Asset management net flows & net wealth sales^{1,5}
\$(6.4) B +36%

Group - Health & Protection sales¹
\$580 M +10%

Individual - Protection sales^{1,6}
\$874 M +15%

Diversified Business Mix⁴

Year-to-date at March 31, 2025



All results compared to Q1'24.

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 2025 MD&A.

Footnotes 2-6: Refer to slide 23.

Delivering on our Purpose and strategy

Asset Management and Wealth

Strong performance across our Asset Management platforms

- **SLC:** Strong fundraising performance including solid demand for BGO's Asia Value Add real estate fund series
- **MFS:** Won the 2025 Lipper Award¹ for Fixed Income and generated US\$1 billion in fixed income net inflows²

Strong wealth sales in Canada

- Strong sales performance in Group Retirement Services and continued growth in Individual Wealth

Asia

Accelerated momentum in fast-growing markets

- **Overall:** Good results driven by strong protection sales growth, higher wealth management earnings
- **India:** Strong y/y protection sales driven by bancassurance and direct channels; wealth sales growth driven by higher fixed income sales
- **Hong Kong:** Continued sales growth momentum supported by agency and bancassurance channels; agency headcount reached new milestone

Health

Continued strength and resilience in Canada

- Strong sales performance at Sun Life Health primarily driven by large case sales

Growth in US health business

- Employee Benefits growth driven by disciplined pricing and our focus on claims and expense management
- Stronger stop-loss results, reflecting improved claims experience

Digital

Delivered streamlined digital Client experiences through **straight-through processing** (e.g., payments in Canada Group Retirement Services)

Made it easier for Clients to do business with us by **launching new Client portals** (e.g., 'Your Benefit Connect' in US)

People and Culture

In 2025, Great Place to Work® named us one of **Canada's best workplaces**³

Our Chief People and Culture Officer, **Helena Pagano** was recognized as a winner of the 2025 Globe and Mail's **Report on Business Best Executive Award**⁴ and our Chief Legal and Public Policy Officer, **Melissa Kennedy** was named **top General Counsel** by Chambers and Partners⁵

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 2025 MD&A.
Footnotes 1,3-5: Refer to slide 23.



Tim Deacon

Executive Vice-President &
Chief Financial Officer

Q1 2025 results

Profitability (\$ millions)	Q1'25	Q1'24	Change
Asset management & wealth ²	487	408	+19%
Group - Health & Protection	330	280	+18%
Individual - Protection ³	325	270	+20%
Corporate expenses & other ³	(97)	(83)	(17)%
Underlying net income ¹ (\$ millions)	1,045	875	+19%
Reported net income (\$ millions)	928	818	+13%

Growth	Q1'25	Q1'24	Change
Asset management net flows & net wealth sales ¹ (\$ billions)	(6.4)	(10.0)	+3.6 B
Total AUM ¹ (\$ billions)	1,551	1,470	+6%
Group sales ¹ (\$ millions)	580	528	+10%
Individual sales ¹ (\$ millions)	874	757	+15%
New business CSM ^{1,4} (\$ millions)	406	347	+17%

Financial strength	Q1'25	Q4'24	Change
SLF Inc. LICAT ratio ⁵ (%)	149	152	(3) pp
SLA LICAT ratio ^{5,6} (%)	141	146	(5) pp
Financial leverage ratio ¹ (%)	20.1	20.1	-
Book value per share (\$)	40.84	40.63	+0.5%

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 2025 MD&A.

Footnotes 2-8: Refer to slide 23.

Results Highlights

Strong financial performance, reflecting growth across businesses:

- **Asset management & wealth:** up 19% y/y on higher fee income across businesses, as well as catch-up fees at BGO and higher net seed investment income in SLC Management
- **Group - Health & Protection:** up 18% y/y on business growth, favourable morbidity and mortality experience in Canada and higher U.S. Dental results, partially offset by moderately unfavourable morbidity experience in U.S. medical stop-loss
- **Individual - Protection³:** up 20% y/y on business growth and higher contributions from joint ventures in Asia, and improved mortality experience in Canada
- **Corporate expenses & other³:** higher net loss primarily reflecting lower investment income

Total AUM¹ up 6% y/y due to market appreciation, partially offset by net outflows

Total insurance sales up 13% y/y

- Individual sales up 15% y/y from higher sales across most of our Asia markets and in Canada
- Group sales up 10% y/y driven by large case sales in Canada, partially offset by lower U.S. sales
- Total CSM up 12% y/y on strong organic CSM growth and currency impacts

New business CSM up 17% y/y driven by strong profit margins in Hong Kong

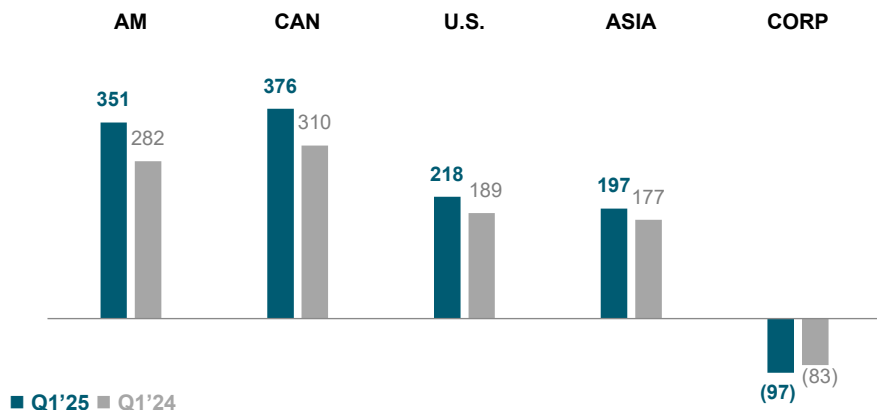
Strong capital position

- Organic capital generation^{1,7} of \$308 million
- SLF LICAT of 149%, down 3 point driven by share buybacks and the commencement of the CIMB Niaga bancassurance deal
- Low financial leverage ratio of 20.1%; \$1.3 billion in holdco cash^{1,8}

Q1 2025 results

Underlying net income¹ (\$ millions)

Impact of currency translation increased underlying net income by **\$39M**²



Year-over-year growth

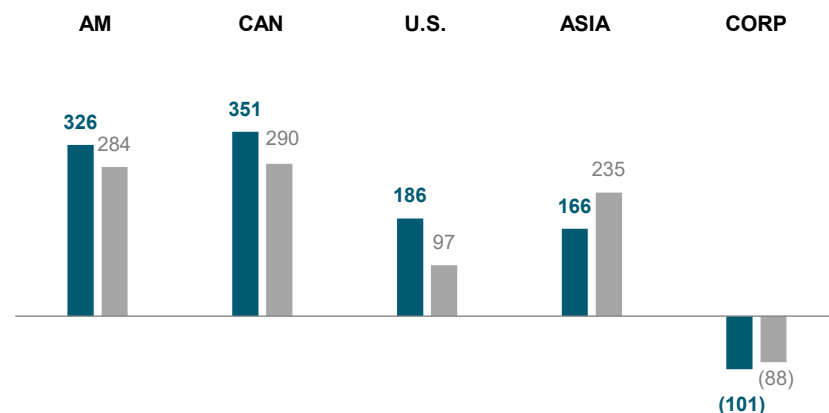
Region	AM	CAN	U.S.	ASIA	CORP
Year-over-year growth	+24%	+21%	+15%	+11%	(29)%

Constant currency² year-over-year growth

Region	AM	CAN	U.S.	ASIA	CORP
Constant currency ² year-over-year growth	+19%	+21%	+8%	+6%	(33)%

Reported net income (\$ millions)

Impact of currency translation increased reported net income by **\$41M**²



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 2025 MD&A.

² Percentage changes are reported on a constant currency basis, which excludes the impacts of foreign exchange translation.

MFS: A global leader in public asset management

Business Group Results (US\$)

Profitability	Q1'25	Q1'24	Change
Underlying net income ¹ (\$ millions)	186	189	(2)%
Reported net income (\$ millions)	190	180	+6%
Pre-tax net operating margin ^{1,2} (%)	35.4	37.2	(1.8) pp
Total revenue (\$ millions)	801	817	(2)%
Expenses (\$ millions)	554	567	(2)%

Growth	Q1'25	Q1'24	Change
Total net flows ¹ (\$ billions)	(8.1)	(8.6)	+0.6 B
Institutional net flows ¹ (\$ billions)	(1.9)	(2.9)	+1.0 B
Retail net flows ¹ (\$ billions)	(6.2)	(5.7)	(0.4) B
Total assets under management ¹ (\$ billions)	604	630	(4)%
Institutional AUM ¹ (\$ billions)	181	207	(13)%
Retail AUM ¹ (\$ billions)	423	423	-
Average net assets ("ANA") ¹ (\$ billions)	616	609	+1%

Quarterly Highlights (US\$)

- Underlying net income down 2% compared to the prior year as lower expenses were partially offset by a decrease in net investment income and the effect of one less calendar day in the quarter
- Reported net income up 6% y/y due to fair value changes of MFS shares owned by management
- Pre-tax net operating profit margin of 35.4% decreased from 37.2% y/y due to lower net investment income
- Ending AUM of \$604 billion down 4% y/y reflecting net outflows partially offset by market appreciation; in line with prior quarter
- Institutional net outflows of \$(1.9) billion primarily reflects Client rebalancing activity and portfolio restructuring
- Retail net outflows of \$(6.2) billion reflects continued investor preference for risk-free rate investments due to equity market uncertainty
- Long-term retail fund performance remains good with 92% of fund assets ranked in the top half of their respective Morningstar categories based on 10-year performance

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 2025 MD&A.

² Pre-tax gross operating margin was 32.0% in Q1 2025 and 33.3% in Q1 2024.

SLC Management: Growing a premier alternatives platform

Business Group Results

Profitability	Q1'25	Q1'24	Change
Fee-related earnings ¹ (\$ millions)	99	69	+43%
Pre-tax fee-related earnings margin ^{1,2} (%)	24.3	23.9	+0.4 pp
Pre-tax net operating margin ^{1,2} (%)	25.5	21.8	+3.7 pp
Underlying net income ¹ (\$ millions)	85	28	+204%
Reported net income (\$ millions)	55	42	+31%

Growth	Q1'25	Q1'24	Change
Total assets under management ^{1,3} (\$ billions)	255	226	+13%
Total AUM net flows ¹ (\$ billions)	2.9	1.5	+1.4 B
Assets under administration ¹ (\$ billions)	15.8	11.2	+41%
Fee-earning AUM ¹ (\$ billions)	201	179	+13%
Fee-earning AUM net flows ¹ (\$ billions)	9.8	2.9	+6.9 B
AUM not yet earnings fees ¹ (\$ billions)	26.0	21.4	+22%
Capital raising ¹ (\$ billions)	4.4	3.5	+0.8 B
Deployment ¹ (\$ billions)	10.6	5.6	+5.0 B

Quarterly Highlights

- Underlying net income up 204% y/y on strong fee-related earnings growth and higher net seed investment income
- FRE up 43% y/y, driven by catch-up fees from strong fundraising at BGO, partially offset by higher expenses
- FRE margin in line y/y and net operating margin up from the prior year driven by higher net seed investment gains
- Reported net income higher by 31% y/y reflecting increase in underlying net income, partially offset by the prior year gain on the early termination of a distribution agreement
- Fee-earning AUM increased 13% y/y driven by Asia real estate growth, a large fixed income mandate and private credit deployments
- Capital raising of \$4.4 billion reflects improvements in real estate, particularly in Asia equity, and the launch of new private credit flagships
- Achieved strong deployments of \$10.6 billion driven by a large fixed income insurance mandate

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 2025 MD&A.
Footnotes 2-3: Refer to slide 23.

Canada: A leader in health, wealth, and insurance

Business Group Results

Profitability	Q1'25	Q1'24	Change
Asset management & wealth (\$ millions)	112	109	+3%
Group - Health & Protection (\$ millions)	145	114	+27%
Individual - Protection (\$ millions)	119	87	+37%
Underlying net income ¹ (\$ millions)	376	310	+21%
Reported net income (\$ millions)	351	290	+21%
Underlying ROE ¹ (%)	25.3	19.2	+6.1 pp
Reported ROE ¹ (%)	23.6	17.9	+5.7 pp
Growth	Q1'25	Q1'24	Change
AM net flows & net wealth sales ¹ (\$ millions)	709	(220)	+929 M
Asset management & wealth AUM ^{1,2} (\$ billions)	190	173	+10%
Group - Health & Protection sales ¹ (\$ millions)	375	311	+21%
Group - Health & Protection net premiums ¹ (\$ millions)	1,896	1,732	+9%
Group - Health & Protection fee income (\$ millions)	133	111	+20%
Individual - Protection sales ¹ (\$ millions)	139	130	+7%

Quarterly Highlights

- Underlying net income up 21% y/y on favourable insurance experience, business growth and higher fee income
- **Asset management & wealth** earnings up on higher fee income driven by higher AUM
 - Asset management & wealth AUM up 10% y/y driven by market appreciation and net inflows
 - Asset management gross flows & wealth sales up 60% y/y driven by higher large case sales and higher mutual fund sales in Individual Wealth
- **Group - Health & Protection** earnings reflect business growth and favourable morbidity and mortality experience
 - Group sales up 21% y/y driven by higher large case sales
- **Individual - Protection** earnings up on favourable mortality experience
 - Individual sales up 7% y/y driven by higher SLFD and third-party sales
- Reported net income up y/y driven by the increase in underlying net income

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 2025 MD&A.

² Wealth AUM includes General fund assets, Segregated fund assets and Third-party AUM, excluding Third-party mutual funds assets.

U.S.: A leader in health & benefits

Business Group Results (US\$)

Profitability	Q1'25	Q1'24	Change
Group - Health & Protection (\$ millions)	129	124	+4%
Individual - Protection (\$ millions)	22	17	+29%
Underlying net income ¹ (\$ millions)	151	141	+7%
Reported net income (\$ millions)	129	71	+82%
Underlying ROE ¹ (%)	12.6	12.0	+0.6 pp
Reported ROE ¹ (%)	10.7	6.2	+4.5 pp

Growth	Q1'25	Q1'24	Change
Employee Benefits sales ¹ (\$ millions)	63	71	(11)%
Medical Stop-Loss sales ¹ (\$ millions)	44	42	+5%
Dental sales ¹ (\$ millions)	16	29	(45)%
Net premiums ¹ – GB & Dental (\$ millions)	2,059	1,985	+4%
Fee Income – GB & Dental (\$ millions)	91	84	+8%

Quarterly Highlights (US\$)

- Underlying net income up 7% y/y
- **Group - Health & Protection** earnings up 4% y/y driven by higher Dental results, partially offset by unfavourable morbidity experience in medical stop-loss
 - Dental results reflect improved pricing, claims and expense experience, as well as the benefit of a retroactive premium payment
 - In the quarter, medical stop-loss morbidity experience was moderately unfavourable reflecting less favourable loss ratios for the January 2025 cohort
 - Net premiums up 4% y/y driven by rate increases
 - Sales down 13% y/y reflecting lower Medicaid sales in Dental and lower Employee Benefits sales
- **Individual - Protection** earnings up 29% from prior year, primarily driven by higher net investment results
- Reported net income up 82% y/y on market-related impacts and the increase in underlying net income

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 2025 MD&A.

Asia: A regional leader focused on fast-growing markets

Business Group Results

Profitability	Q1'25	Q1'24	Change	CC ¹
Individual - Protection (\$ millions) ²	173	160	+8%	+3%
Asset management & wealth (\$ millions)	24	17	+41%	+34%
Underlying net income ³ (\$ millions)	197	177	+11%	+6%
Reported net income (\$ millions)	166	235	(29)%	(33)%
Underlying ROE ³ (%)	14.6	13.0	+1.6 pp	n/a
Reported ROE ³ (%)	12.3	17.3	(5.0) pp	n/a
Growth	Q1'25	Q1'24	Change	CC ¹
AM net flows & net wealth sales ³ (\$ millions)	1,555	368	+1,187 M	+1,142 M
Asset management & wealth AUM ³ (\$ billions)	44	36	+22%	+15%
Individual - Protection sales ³ (\$ millions)	735	627	+17%	+11%
Total weighted premium income ³ (\$ millions)	2,246	1,713	+31%	+25%
New business CSM ^{3,4} (\$ millions)	273	230	+19%	+12%

Quarterly Highlights (% in constant currency¹)

- Underlying net income up 6% y/y
- Total CSM grew by 22% y/y on strong organic CSM growth
- New business CSM of \$273 million was up by 12% on strong profit margins in Hong Kong
- **Individual - Protection²** earnings up 3% y/y on good sales momentum and in-force business growth, and higher contributions from joint ventures, partially offset by lower earnings on surplus and unfavourable mortality experience in High Net Worth
 - Individual sales up 11% y/y driven by higher sales across nearly all markets
- **Asset management & wealth** earnings up 34% y/y on higher fee income from higher AUM
- Reported net income lower y/y reflecting a prior year gain on partial sale of Aditya Birla Sun Life AMC Limited, partially offset by the increase in underlying net income

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 2025 MD&A

² Effective Q1'25, Regional office expenses & other was moved to the Individual - Protection business type, reflecting a reporting refinement. Prior period amounts reflect current presentation.

³ Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2025 MD&A.

⁴ New business CSM represents growth from sales activity in the period, including individual protection sales (excluding joint ventures).



Appendix

Drivers of earnings¹

Underlying drivers of earnings (DOE)	Q1'25	Q4'24	Q1'24
\$ millions, pre-tax			
Risk adjustment release	109	104	101
Contractual service margin recognized for services provided	243	235	224
Expected earnings on short-term (group) insurance business	445	440	417
Expected insurance earnings	797	779	742
Impact of new insurance business	(10)	(21)	(14)
Experience gains (losses) ²	50	(23)	(16)
Total net insurance service result - Underlying	837	735	712
Expected investment earnings	252	243	224
Credit experience	(28)	(48)	(27)
Earnings on surplus	128	129	160
Joint ventures & other	70	78	62
Total net investment result - Underlying	422	402	419
Other fee income ²	80	91	48
Expenses – other ^{2,3}	(494)	(513)	(479)
Asset management – Underlying	483	505	383
Earnings before income taxes – Underlying	1,328	1,220	1,083
Income tax (expense) or recovery	(248)	(212)	(175)
Dividends, distributions, NCI ⁴	(35)	(43)	(33)
Common shareholders' underlying net income (loss)	1,045	965	875

Non-underlying net income adjustments	Q1'25	Q4'24	Q1'24
\$ millions, post-tax			
Common shareholders' underlying net income (loss)	1,045	965	875
Market-related impacts	(22)	(179)	(70)
Assumption changes and management actions ("ACMA")	(4)	11	(7)
MFS shares owned by management	5	-	(12)
Acquisition, integration and restructuring ⁵	(54)	(30)	22
Intangible asset amortization	(39)	(223)	(36)
Other ⁵	(3)	(307)	46
Common shareholders' reported net income (loss)	928	237	818

Market-related impacts reflect unfavourable equity market impacts and real estate experience, partially offset by favourable interest experience

Acquisition, integration and restructuring includes SLC Management's acquisition-related liabilities and integration costs related to DentaQuest

¹ The Drivers of Earnings analysis contains non-IFRS financial measures. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2025 MD&A. Refer to the Basis of Presentation section in our Supplementary Financial Information package for the period ended March 31, 2025 for more information about certain amounts that are presented on a net basis to reflect how the business is managed, compared to a gross basis in the Consolidated Financial Statements. Footnotes 2-5: Refer to slide 23.

DOE experience gains/(losses)¹ – details

\$ millions	Pre-tax			Post-tax		
	Q1'25	Q4'24	Q1'24	Q1'25	Q4'24	Q1'24
Net equity market impact	(63)	(13)	19	(48)	(15)	12
Net interest rate impact	76	(109)	104	57	(86)	40
Impact of changes in the fair value of investment properties	(41)	(99)	(149)	(31)	(78)	(122)
Market-related impacts	(28)	(221)	(26)	(22)	(179)	(70)
Mortality	8	12	(11)	5	10	(5)
Morbidity	25	(25)	6	19	(22)	3
Policyholder behaviour	(3)	-	(8)	(2)	-	(8)
Expenses	(32)	(13)	(16)	(26)	(10)	(12)
Other insurance experience	52	3	13	39	5	10
Insurance experience gains / (losses)	50	(23)	(16)	35	(17)	(12)
Credit experience (investments)	(28)	(48)	(27)	(20)	(34)	(21)
Other investment experience	15	16	30	12	11	24

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 2025 MD&A.

Contractual service margin movement analysis¹

\$ millions, pre-tax	Q1'25	Q4'24	Q1'24
CSM at beginning of period	13,366	12,836	11,786
Impact of new insurance business ²	406	306	347
Expected movements from asset returns & locked-in rates ^{3,4}	191	191	161
Insurance experience gains/(losses) ⁴	20	(14)	21
CSM recognized for services provided	(303)	(308)	(269)
Organic CSM Movement³	314	175	260
Impact of markets & other ⁴	(74)	(127)	15
Impact of change in assumptions ⁴	(6)	141	(23)
Currency impact	19	341	103
Disposition	-	-	-
Total CSM Movement	253	530	355
CSM at end of period	13,619	13,366	12,141

CSM Highlights

- **Total CSM** ended Q1'25 at \$13.6 billion, up **12% y/y** largely driven by organic CSM growth
- **New business CSM** of \$406 million, up **17% y/y** on strong profit margins in Hong Kong
- **CSM recognized for services provided** over the last twelve months represented **9.6%** of total CSM

¹ Contractual service margin movement analysis includes both non-participating and participating policyholder CSM.

² Impact of new insurance business on CSM, also referred to as "new business CSM", represents growth from sales activity in the period, including individual protection sales (excluding joint ventures), and defined benefit solutions and segregated fund wealth sales in Canada.

³ Expected movements from asset returns & locked-in rates primarily reflects: i) the expected returns on assets supporting variable fee approach ("VFA") contracts and ii) the increase in average locked-in rates from the passage of time on in-force business and new business added at higher rates. Locked-in rates refer to the term structure associated with locked-in discount rates, set when the insurance contract was sold, or on transition to IFRS 17. VFA contracts include Participating life insurance, Segregated funds, and Variable Universal Life ("VUL").

⁴ Certain measures in the CSM Movement Analysis are non-IFRS financial measures. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our Q1 2025 MD&A.

Earnings on surplus – Supplemental details

Earnings on surplus – supplemental details

\$ millions, pre-tax	Q1'25	Q4'24	Q1'24
Core investment income	133	134	168
Realized investment gains / (losses)	(2)	2	5
Other ¹	(3)	(7)	(13)
Earnings on surplus	128	129	160
Interest on debt	(72)	(80)	(76)
Earnings on surplus net of debt cost	56	49	84

EOS Highlights

- **Core investment income** in-line with the prior quarter

¹ Includes timing differences on derivatives, currency and other items.

Credit experience– Supplemental details

Credit experience – supplemental details

\$ millions, pre-tax	Q1'25	Q4'24	Q3'24
Ratings/Net impairments ¹	(22)	(51)	(71)
Expected credit loss ²	(6)	3	(9)
Credit experience	(28)	(48)	(80)
Release of credit within expected investment earnings ³	37	37	37
Net Credit Experience	9	(11)	(43)

Credit Highlights

- **Ratings/Net impairments** reflect small number of impairments and unfavourable migration

¹ On fair value through profit / loss assets.

² On fair value through other comprehensive income and amortized cost assets.

³ Release of credit risk adjustments are reported in the Expected Investment Earnings line of the Drivers of Earnings.

Historically low sensitivities to macroeconomic shocks; well-positioned to navigate environment of moderate market volatility

Change in Private and Public Equity Markets^{1,2,3}

As at March 31, 2025 (\$millions, unless otherwise noted)	25% decrease	10% decrease	10% increase	25% increase
Potential impact on net income (after-tax)	(550)	(225)	225	575
Potential impact on CSM (pre-tax)	(725)	(275)	250	625
Potential impact on LICAT ratio ⁴	1.5% point decrease	0.5% point decrease	0.5% point increase	1.0% point increase

Change in Interest Rates^{2,3,5}

As at March 31, 2025 (\$millions, unless otherwise noted)	50 basis point decrease	50 basis point increase
Potential impact on net income (after-tax)	(25)	-
Potential impact on CSM (pre-tax)	175	(175)
Potential impact on OCI ⁶	225	(225)
Potential impact on LICAT ratio ⁷	2.5% point increase	2.5% point decrease

Change in Credit Spreads^{3,8}

As at March 31, 2025 (\$millions, unless otherwise noted)	50 basis point decrease	50 basis point increase
Potential impact on net income (after-tax)	75	(75)
Potential impact on CSM (pre-tax)	125	(175)
Potential impact on OCI ⁶	200	(200)
Potential impact on LICAT ratio ⁷	2.0% point increase	2.5% point decrease

Change in Swap Spreads^{3,9}

As at March 31, 2025 (\$millions, unless otherwise noted)	20 basis point decrease	20 basis point increase
Potential impact on net income (after-tax)	(25)	25

Change in Real Estate Values³

As at March 31, 2025 (\$millions, unless otherwise noted)	10% decrease	10% increase
Potential impact on net income (after-tax)	(475)	475
Potential impact on CSM (pre-tax)	(100)	100

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 N - Non-IFRS Financial Measures of our Q1 2025 MD&A and the Supplementary Financial Information package on www.sunlife.com under Investors - Financial results and reports.

Non-IFRS Financial Measures

Underlying net income is a non-IFRS financial measure that assists in understanding Sun Life's business performance by making certain adjustments to IFRS income. Underlying net income, along with common shareholders' net income (Reported net income), is used as a basis for management planning, and is also a key measure in our employee incentive compensation programs. This measure reflects management's view of the underlying business performance of the company and long-term earnings potential. For example, due to the longer term nature of our individual protection businesses, market movements related to interest rates, equity markets and investment properties can have a significant impact on reported net income in the reporting period. However, these impacts are not necessarily realized, and may never be realized, if markets move in the opposite direction in subsequent periods or in the case of interest rates, the fixed income investment is held to maturity.

Underlying net income removes the impact of the following items from reported net income:

- i. Market-related impacts reflecting the after-tax difference in actual versus expected market movements,
- ii. ACMA – captures the impact of method and assumption changes, and management actions on insurance and reinsurance contracts, and
- iii. and Other adjustments (MFS shares owned by management, Acquisition, integration, and restructuring, Intangible asset amortization, and Other).

Additional detail on these adjustments is provided in section N - Non-IFRS Financial Measures of our Q1 2025 MD&A.

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: after-tax profit margin for U.S. Group Benefits, assets under administration (in SLC Management), assets under management ("AUM"), AUM not yet earning fees, capital raising, cash and other liquid assets, measures based on a currency adjusted basis, CSM movement analysis (organic CSM movement, impact of new insurance business on CSM, expected movements from asset returns & locked-in rates, impact of markets & other, insurance experience gains/losses, impact of change in assumptions, CSM market sensitivities), deployment, drivers of earnings, earnings on surplus, experience-related items attributable to reported net income and underlying net income, fee-earning AUM, fee-related earnings and operating income, financial leverage ratio, impacts of foreign exchange translation, LICAT market sensitivities, organic capital generation, pre-tax fee-related earnings margin, pre-tax net operating margin, return on equity, sales and flows, third-party AUM, total weighted premium income ("TWPI"), underlying dividend payout ratio, underlying EPS (diluted), 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, plans, targets, goals and priorities; (ii) relating to our growth initiatives and other business objectives; (iii) relating to share buybacks under our normal course issuer bid and our intention to renew our normal course issuer bid; (iv) set out in our Q1 2025 MD&A under the heading I - Risk Management - Market Risk Sensitivities - Interest Rate Sensitivities; (v) that are predictive in nature or that depend upon or refer to future events or conditions; and (vi) 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.

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 matters set out in our Q1 2025 MD&A under the headings C - Profitability - 5 - Income taxes, F - Financial Strength and I - Risk Management and in SLF Inc.'s Annual Information Form for the year ended December 31, 2024 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.sedarplus.ca 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. 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; fluctuations in foreign currency exchange rates; and inflation; **insurance risks** - related to mortality experience, morbidity experience and longevity; policyholder behaviour; 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 geopolitical 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; environmental and social issues and their related 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** - changes to accounting standards in the jurisdictions in which we operate; risks associated with 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 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 Impact of new insurance business on CSM, also referred to as "new business CSM", represents growth from sales activity in the period, including individual protection sales (excluding joint ventures), and defined benefit solutions and segregated fund wealth sales in Canada.

³ Life Insurance Capital Adequacy Test ("LICAT") ratio of SLF Inc.; our LICAT ratios are calculated in accordance with the OSFI-mandated guideline, Life Insurance Capital Adequacy Test.

⁴ Business Mix based on underlying net income, excluding Corporate expenses and other. Asset management & wealth includes MFS Investment Management, SLC Management, Canada Individual Wealth, Group Retirement Services, Asia Asset management & Individual wealth. Group – Health & Protection includes Canada Sun Life Health, U.S. Group Benefits (Employee Benefits and Health and Risk Solutions) and U.S. Dental. Individual – Protection includes Canada Individual Insurance, U.S. In-force Management, Asia Individual protection and Asia Regional Office.

⁵ Effective Q1'25, the Wealth & asset management business type was renamed to Asset management & wealth.

⁶ Effective Q1'25, Regional office expenses & other was moved to the Individual - Protection business type, reflecting a reporting refinement. Prior period amounts reflect current presentation.

From slide 5

² MFS won the 2025 Lipper Award for Fixed Income as the top large fixed income manager in the U.S. over a three-year period. The LSEG Lipper Fund Awards, granted annually, highlight funds and fund companies that have excelled in delivering consistently strong risk-adjusted performance relative to their peers.

³ Source: Great Place to Work 2025.

⁴ Source: Globe and Mail Report on Business Magazine Best Executive Awards.

⁵ Source: Chambers and Partners.

From slide 7

² Effective Q1'25, the Wealth & asset management business type was renamed to Asset management & wealth.

³ Effective Q1'25, Regional office expenses & other was moved to the Individual - Protection business type, reflecting a reporting refinement. Prior period amounts reflect current presentation.

⁴ New business CSM represents growth from sales activity in the period, including individual protection sales (excluding joint ventures), and defined benefit solutions and segregated fund wealth sales in Canada.

⁵ LICAT ratio of Sun Life Financial Incorporated and of Sun Life Assurance Company of Canada ("SLA"). Our LICAT ratios are calculated in accordance with the OSFI-mandated guideline, Life Insurance Capital Adequacy Test.

⁶ SLA is SLF Inc.'s principal operating life insurance subsidiary.

⁷ Organic capital generation measures the change in capital, net of dividends, above LICAT requirements excluding the impacts of markets and other non-recurring items.

⁸ Cash and other liquid assets at SLF Inc. and its wholly owned holding companies.

From slide 10

² Based on a trailing 12-month basis.

³ Total AUM including the General Account was \$416 billion at March 31, 2025.

From slide 15

² Effective Q4 2023, prior period amounts in the DOE related to Expenses - other for health, asset management and wealth businesses in Canada have been restated to improve comparability of data over time and with other business units; related amounts in Other fee income and Experience gains (losses) have also been restated accordingly. In addition, effective Q3 2023, the Other Fee Income line for the U.S. business segment has been refined to include Group Benefits and Health & Risk Solutions fee income net of corresponding expenses in order to align with the presentation of the Dental business in this line. We have updated prior period amounts to reflect this refinement.

³ Expenses - other removes non-underlying Other adjustments, including MFS shares owned by management, Acquisition, integration and restructuring, and Intangible asset amortization. Certain Other adjustments - other may also be removed from Other expenses.

⁴ Dividends on preferred shares, distributions on other equity instruments, and non-controlling interests ("Dividends, distributions, NCI").

⁵ Refer to the Notes page ii, Adjustments - Acquisition, Integration and Restructuring and Adjustments – other in our Supplementary Financial Information package for the period ended March 31, 2025 for additional details.

Footnotes

From slide 20

¹ Represents the respective change across all equity exposures as at March 31, 2025 and December 31, 2023. Due to the impact of active management, basis risk, and other factors, realized sensitivities may differ significantly from expectations. Sensitivities include the impact of re-balancing equity hedges for 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 impact of our hedging programs in effect as at March 31, 2025 and December 31, 2023, and include new business added and product changes implemented prior to such dates.

³ Net income, CSM and OCI sensitivities have been rounded in increments of \$25 million. The sensitivities exclude the market impacts on the income from our joint ventures in China and India.

⁴ The LICAT sensitivities illustrate the impact on SLF Inc. as at March 31, 2025 and December 31, 2023. 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 March 31, 2025 and December 31, 2023 with no change to the ultimate risk-free rate. 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 on the slide. Sensitivities include the impact of re-balancing interest rate hedges for hedging programs at 10 basis point intervals (for 50 basis point changes in interest rates).

⁶ The market risk OCI sensitivities exclude the impact of changes in the defined benefit obligations and plan assets.

⁷ The LICAT sensitivities illustrate the impact on SLF Inc. as at March 31, 2025 and December 31, 2023. The sensitivities reflect the worst scenario as of March 31, 2025 and assume that a scenario switch does not occur in the quarter. LICAT ratios are rounded in increments of 0.5%.

⁸ The credit spread sensitivities assume a parallel shift in the indicated spreads across the entire term structure with no change to the ultimate liquidity premium. The sensitivities reflect a floor of zero on credit spreads where the spreads are not currently negative. Variations in realized spread changes based on different terms to maturity, geographies, asset classes and derivative types, underlying interest rate movements, and ratings may result in realized sensitivities being significantly different from those provided on the slide.

⁹ The swap spread sensitivities assume a parallel shift in the indicated spreads across the entire term structure. Variations in realized spread changes based on different terms to maturity, geographies, asset classes and derivative types, underlying interest rate movements, and ratings may result in realized sensitivities being significantly different from those provided on the slide.