

Q3'21

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

42,100 EMPLOYEES¹ **140,900** ADVISORS¹
 OFFICES IN 27 MARKETS¹

\$18.3B Gross claims & benefits paid in 2020
\$1.39T Assets under management (AUM)^{2,3}
13.0% (per annum) Total Shareholder Return over the past 5 years²

Q3'21 highlights

FINANCIAL RESULTS ³	Q3'21	Q3'20	CHANGE
REPORTED NET INCOME	\$1,019M	\$750M	▲ 36%
UNDERLYING NET INCOME	\$902M	\$842M	▲ 7%
REPORTED EPS	\$1.74	\$1.28	▲ 36%
UNDERLYING EPS	\$1.54	\$1.44	▲ 7%
REPORTED ROE	17.6%	13.5%	▲ 410 BPS
UNDERLYING ROE	15.6%	15.1%	▲ 50 BPS
INSURANCE SALES	\$628M	\$681M	▼ (8)%
WEALTH SALES	\$50.7B	\$52.7B	▼ (4)%
VALUE OF NEW BUSINESS	\$290M	\$261M	▲ 11%
AUM	\$1,386B	\$1,196B	▲ 16%

MEDIUM-TERM FINANCIAL OBJECTIVES⁴

UNDERLYING EPS GROWTH: 8-10%
 UNDERLYING ROE: 16%+
 DIVIDEND PAYOUT RATIO: 40-50%

Figures as at September 30, 2021 and in C\$, unless otherwise stated

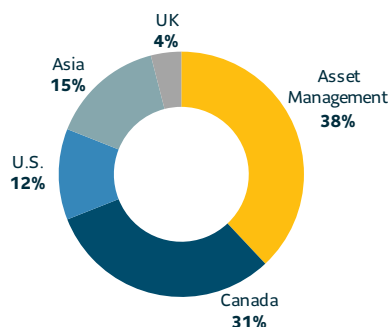
TICKER (TSX & NYSE)	SLF
TSX SHARE PRICE	\$65.20
NYSE SHARE PRICE (USD)	\$51.45
MARKET CAPITALIZATION	\$38.2B
COMMON SHARES OUTSTANDING	585.8M
BOOK VALUE PER SHARE	\$39.97
DIVIDEND PER SHARE	\$0.55
DIVIDEND YIELD	3.4%
2020 TOTAL DIVIDENDS PAID	\$1.28B
LICAT RATIO (Sun Life Financial Inc.)	143%

FINANCIAL STRENGTH RATINGS⁵

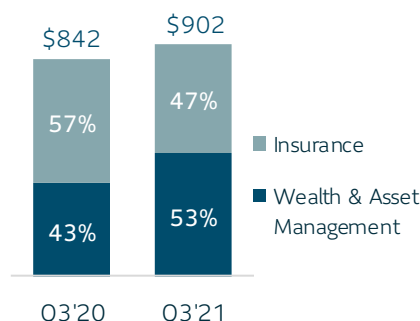
AM. BEST	A+
DBRS	AA
MOODYS	Aa3
S&P	AA

A balanced & diversified business model

Q3'21 UNDERLYING NET INCOME BY BUSINESS GROUP³



UNDERLYING NET INCOME BY BUSINESS TYPE^{3,6} (C\$ MILLIONS)



Capital strength

143% LICAT ratio for Sun Life Financial Inc.
\$2.8B Cash at the holding company⁷

22.2% Financial leverage ratio³ (25% target)

Our growth strategy and highlights

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

- 92%, 84% and 83% of MFSs U.S. retail mutual fund assets ranked in the top half of their Morningstar categories based on ten-, five- and three-year performance, respectively
- Q3 pre-tax net operating profit margin ratio³ for MFS of 42%, and 11th consecutive quarter with positive U.S. retail flows
- Our Asset Management businesses continued to build on their commitment to sustainable investing, as MFS, InfraRed Capital Partners, and BentallGreenOak joined the *Net Zero Asset Managers* initiative, pledging to achieve net-zero emissions for their portfolios by 2050⁸
- SLC Management Q3 net flows³ of \$4.6 billion

US A LEADER IN HEALTH AND BENEFITS

- On October 3, 2021, announced intention to acquire DentaQuest Group, Inc.⁸, which will position Sun Life as a leading dental provider
- Launched *Health Navigator* powered by PinnacleCare; helping guide members to ensure they get the right care and improve health outcomes
- Helping employers manage regulatory compliance with expanded absence management capabilities through *AbsenceTech Bundle*SM
- Q3 after-tax profit margin for U.S. Group Benefits of 7.7%^{3,9}

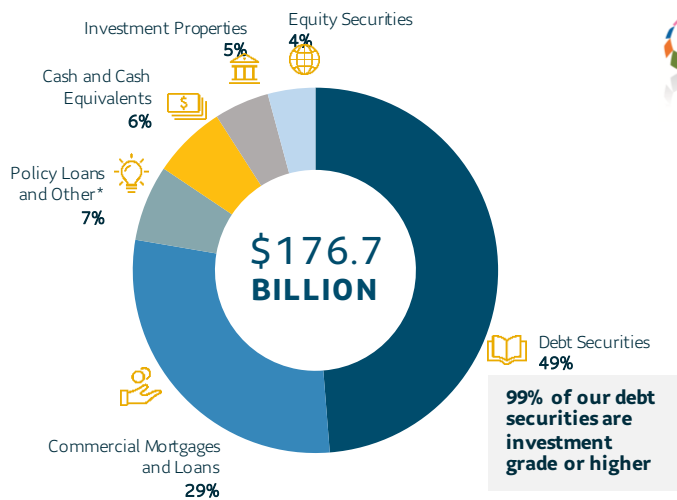
CAN A LEADER IN INSURANCE AND ASSET MANAGEMENT

- Ella, our digital coach, proactively connected with Clients over 13 million times in 2021 YTD, driving an additional \$582 million in wealth deposits, and \$800 million in insurance coverage
- Partnered with Conquest Planning Inc. to roll out a digital financial planning tool to empower all Clients with personalized financial plans, complementing our holistic advice model
- Over 1.4 million digital searches on Lumino Health, with more than double the number of paramedical provider connections vs prior year
- In Q3, digitally processed 92% of retail insurance applications, 84% of retail wealth transactions, and 96% of Group Benefits health and dental claims

ASIA A REGIONAL LEADER FOCUSED ON FAST-GROWING MARKETS

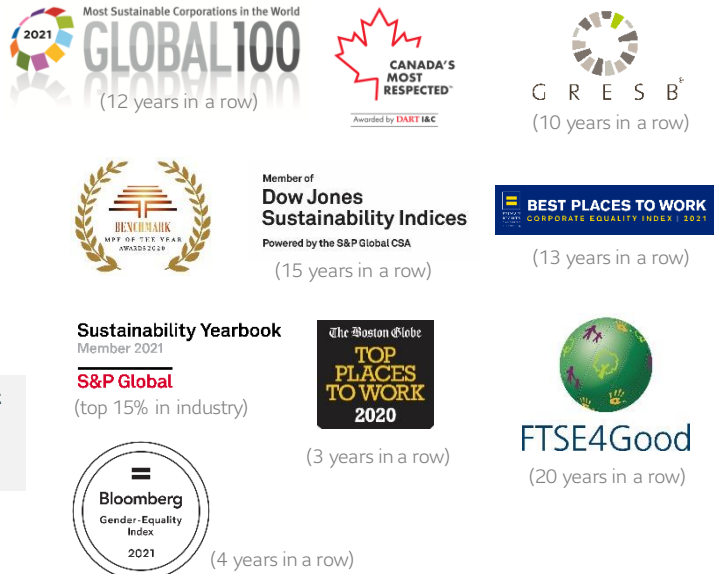
- In Singapore, we launched our first High Net Worth (HNW) life insurance product, extending our presence to eight markets in Asia and reinforcing our position among the global leaders in the international HNW life insurance market
- Local Market individual insurance sales³ up 7% (13% on a constant currency basis), enabled by digital tools and solutions
- 69% of new business applications were submitted digitally¹⁰ (2021 YTD), up 51 percentage points from the same period in 2020
- In the Philippines, we established SLIMTC¹¹ to provide multi-strategy, local and global portfolio management services to deliver superior risk-adjusted returns for both individual and institutional investors

General account invested assets



Invested assets as at September 30, 2021
*Consists of: Other invested assets (4%), Policy loans (2%), Derivative assets (1%).

Achievements & recognition



Events calendar

February 9, 2022 4th Quarter 2021 Financial Results

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

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¹ As at December 31, 2020. Includes Asia joint ventures. ² As at September 30, 2021. ³ Management uses certain non-IFRS measures such as underlying net income (loss), underlying EPS, underlying ROE, assets under management (AUM), sales, value of new business, financial leverage ratio, net flows, MFS pre-tax net operating profit margin ratio and after-tax profit margin for US Group Benefits. These measures should not be viewed as an alternative to measures of financial performance determined in accordance with IFRS. ⁴ The objectives are based on underlying net income measures. The objectives are forward-looking non-IFRS financial measures and are not earnings guidance. Additional information is provided in our Q3 2021 MD&A under the heading "Risk Management". ⁵ Ratings are for Sun Life Assurance Company of Canada. ⁶ Wealth and Asset Management underlying net income includes results of Individual Wealth and Group Retirement Services in Canada, Asset Management, and the Company's wealth businesses in Asia. ⁷ Cash at the holding company includes cash and other liquid assets at Sun Life Financial Inc. and its wholly-owned holding companies. ⁸ See "Forward-looking Statements" in the Q3 2021 MD&A. ⁹ After-tax profit margin for U.S. Group Benefits calculated on underlying net income as a percentage of net premiums on a trailing four quarters basis. ¹⁰ Includes Hong Kong insurance, Indonesia, Malaysia, Philippines, and Vietnam. ¹¹ Sun Life Investment Management and Trust Corporation ("SLIMTC").

Additional information concerning non-IFRS financial measures and reconciliations to the closest IFRS measures are available under Non-IFRS Financial Measures of the Earnings News Release. Non-IFRS Financial Measures and reconciliations are also included in our Q3 2021 MD&A and the Supplementary Financial Information packages that are available on www.sunlife.com under Investors - Financial results & reports. All data is in C\$, unless otherwise noted.