

Q3'17

RESULTS FACT SHEET

OUR AMBITION IS TO BE ONE OF THE BEST INSURANCE AND ASSET MANAGEMENT COMPANIES GLOBALLY

A growth strategy focused on high ROE and strong capital generation through leading positions in attractive markets globally

32,900
EMPLOYEES⁽²⁾

99,865
ADVISORS⁽³⁾

OFFICES IN **26 COUNTRIES**

\$15.2B
Gross claims & benefits paid in 2016

19th
largest company in Canada⁽⁴⁾

21.5%
Annualized 5 Year Shareholder Return

MEDIUM TERM OBJECTIVES⁽¹⁾

AVERAGE UNDERLYING EPS GROWTH: 8-10% PER ANNUM

UNDERLYING ROE: 12-14%

TARGET DIVIDEND PAYOUT RATIO: 40-50%

Figures as at September 30, 2017 and in C\$, unless otherwise stated

TICKER	SLF (TSX)
TSX SHARE PRICE	\$49.69
NYSE SHARE PRICE	US\$39.82
MARKET CAPITALIZATION	\$30.4B
COMMON SHARES OUTSTANDING	611.9M
BOOK VALUE PER SHARE	\$32.75
DIVIDEND PER SHARE	\$0.435
DIVIDEND YIELD	3.6%
TOTAL DIVIDENDS PAID IN 2016	\$986M
MCCSR (Sun Life Assurance)	232%
MCCSR (Sun Life Financial)	252%

CREDIT RATINGS⁽⁶⁾

S&P	AA ⁻
MOODY'S	AA3
A.M. BEST	A+
DBRS	AA (LOW)

* On March 13, 2017 S&P revised outlook to Positive from Stable

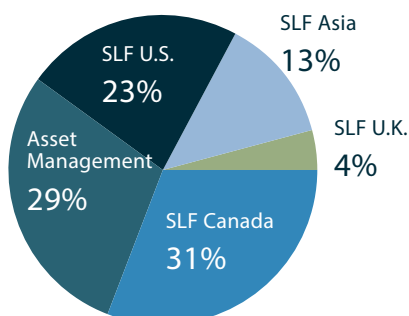
Q3'17 HIGHLIGHTS



FINANCIAL RESULTS ⁽⁵⁾	Q3'17	Q3'16	CHANGE
REPORTED NET INCOME	\$817M	\$737M	↑ 11%
UNDERLYING NET INCOME	\$643M	\$639M	↑ 1%
REPORTED EPS	\$1.32	\$1.20	↑ 10%
UNDERLYING EPS	\$1.05	\$1.04	↑ 1%
REPORTED ROE	16.2%	15.4%	↑ 80 BPS
UNDERLYING ROE	12.7%	13.4%	↓ 70 BPS
ASSETS UNDER MANAGEMENT (AUM)	\$934B	\$908B	↑ 3%

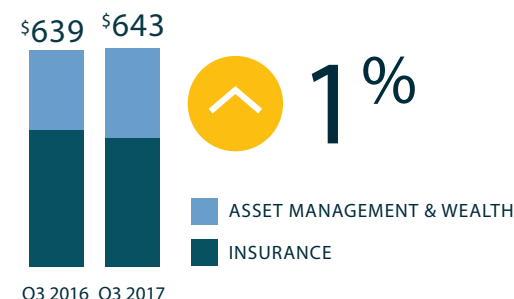
A balanced & diversified portfolio

Q3'17 UNDERLYING NET INCOME BY BUSINESS UNIT



Graphic excludes Corporate Support results

UNDERLYING NET INCOME BY BUSINESS TYPE⁽⁷⁾



Insurance & wealth sales



INSURANCE SALES (C\$ MILLIONS)



WEALTH SALES⁽⁸⁾ (C\$ BILLIONS)



** LTM - Last Twelve Months

Our growth strategy and third quarter highlights



A LEADER IN INSURANCE AND WEALTH SOLUTIONS IN OUR CANADIAN HOME MARKET

- Launched “Ella” - digital interactive coach for Group Plan members
- Streamlined life insurance application process, with Sun Life GO
- Announced SLGI⁽⁹⁾ acquisition of Excel Funds, a \$700 million AUM mutual fund business



A LEADER IN GLOBAL ASSET MANAGEMENT

- Traditional active management liability-driven investing and alternative asset classes
- Strong long-term retail fund performance at MFS
- Assets under management of \$648 billion



A LEADER IN U.S. GROUP BENEFITS AND INTERNATIONAL HIGH NET WORTH SOLUTIONS

- Progress of U.S. Group profitability
- Launched the Sun Life Dental Network, the largest in the U.S.⁽¹⁰⁾
- New partnership with Pareto Captive Services in the U.S. to offer a group stop loss captive program



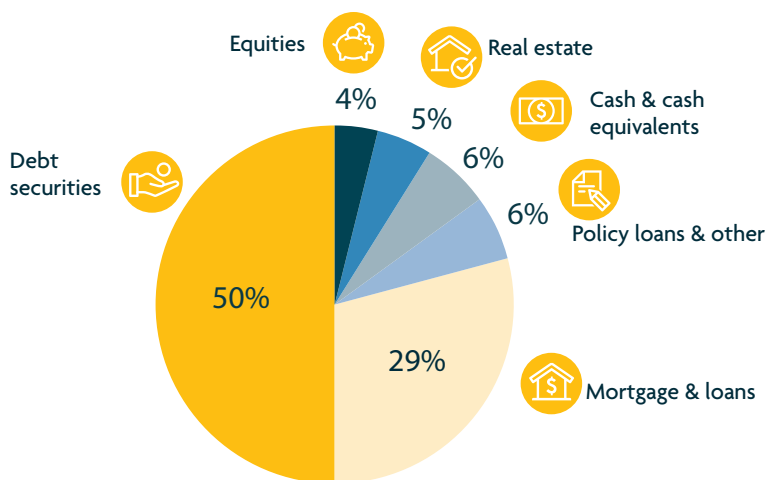
A LEADER IN ASIA THROUGH DISTRIBUTION EXCELLENCE IN HIGHER GROWTH MARKETS

- Growing Mandatory Provident Fund in Hong Kong and wealth business in India
- Progress on new telco distribution relationships in Asia

Invested assets



Q3'17 INVESTED ASSETS (C\$141.5 BILLION)



98% of our bond portfolio is investment grade or higher

Achievements & recognition



Global 100 Most Sustainable Corporations



Canada's Best 50 Corporate Citizens



Most Trusted Brand™ Award



Top 10 for Governance Practices



FTSE4Good®



Dow Jones Sustainability Index



Canada's Top Employers for Young People

Events calendar



February 15, 2018 4th Quarter 2017 Financial Results

Investor Relations contact



Gregory Dilworth
Vice President, Investor Relations
(416) 979-6230

investor.relations@sunlife.com

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

⁽¹⁾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 2016 annual MD&A under the heading Forward-looking Statements - Medium-Term Financial Objectives and under the heading “Financial Objectives”. ⁽²⁾Includes 11,917 employed by our Asia joint ventures as at Dec. 31, 2016. ⁽³⁾Includes 71,410 advisors from our joint ventures in China, India and the Philippines as at Dec. 31, 2016. ⁽⁴⁾Based on TSX60 (as at Nov. 3, 2017). ⁽⁵⁾Management uses certain non-IFRS measures such as underlying net income (loss), underlying EPS, underlying ROE, assets under management and premiums and deposits, and information calculated on a constant currency basis. These measures should not be viewed as an alternative to measures of financial performance determined in accordance with IFRS. ⁽⁶⁾Ratings are for Sun Life Assurance Company of Canada. ⁽⁷⁾Wealth earnings include results of Individual Wealth and Group Retirement Services in SLF Canada, Sun Life Financial Asset Management, International Wealth in SLF U.S. and the Company's wealth businesses in SLF Asia. ⁽⁸⁾Excludes the U.S. investment product sales in SLF U.S.'s International Wealth business, which was closed to new sales in December 2015. ⁽⁹⁾SLGI - Sun Life Global Investments. ⁽¹⁰⁾Source: Ignition Group, September 2017. Additional information concerning non-IFRS financial measures and reconciliations to IFRS measures are included in our annual and interim MD&A. EPS measures refer to fully diluted EPS, unless otherwise stated. The items excluded in determining underlying income measures are set out in the 2017 Interim MD&A under the heading Financial Performance - Third Quarter 2017 Performance. All data is in C\$ unless otherwise noted.