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iA Financial Corporation Inc.

Interim Condensed Consolidated Financial Statements
For the Third Quarter of 2021

As at September 30, 2021 and 2020



Interim Condensed Consolidated Financial Statements (unaudited)

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Consolidated Income Statements

	Quarters ended September 30		Nine months ended September 30	
(unaudited, in millions of dollars, unless otherwise indicated)	2021	2020	2021	2020
Revenues				
Premiums				
Gross premiums	\$ 3,599	\$ 3,492	\$ 10,578	\$ 8,761
Premiums ceded	(267)	(244)	(767)	(645)
Net premiums (Note 17)	3,332	3,248	9,811	8,116
Investment income (Note 5)				
Interest and other investment income	432	356	1,113	1,107
Change in fair value of investments	(473)	40	(2,974)	2,587
	(41)	396	(1,861)	3,694
Other revenues	543	455	1,559	1,311
	3,834	4,099	9,509	13,121
Policy benefits and expenses				
Gross benefits and claims on contracts	1,604	1,468	5,861	4,301
Ceded benefits and claims on contracts	(172)	(137)	(512)	(408)
Net transfer to segregated funds	1,018	622	2,274	1,834
Increase (decrease) in insurance contract liabilities	96	950	(1,935)	4,266
Increase (decrease) in investment contract liabilities	1	3	(6)	25
Decrease (increase) in reinsurance assets	(39)	(18)	(57)	(112)
	2,508	2,888	5,625	9,906
Commissions	540	468	1,586	1,304
General expenses	441	422	1,309	1,203
Premium and other taxes	35	34	105	94
Financing charges	21	19	58	55
	3,545	3,831	8,683	12,562
Income before income taxes	289	268	826	559
Income taxes (Note 16)	63	49	191	99
Net income	\$ 226	\$ 219	\$ 635	\$ 460
Net income attributed to participating policyholders	3	(4)	(3)	4
Net income attributed to shareholders	\$ 223	\$ 223	\$ 638	\$ 456
Dividends attributed to preferred shares issued by a subsidiary (Note 12)	6	6	17	17
Net income attributed to common shareholders	\$ 217	\$ 217	\$ 621	\$ 439
Earnings per common share (in dollars) (Note 18)				
Basic	\$ 2.01	\$ 2.03	\$ 5.78	\$ 4.11
Diluted	2.01	2.03	5.76	4.10
Weighted average number of shares outstanding (in millions of units) (Note 18)				
Basic	108	107	107	107
Diluted	108	107	108	107
Dividends per common share (in dollars) (Note 11)	0.49	0.49	1.46	1.46

The accompanying notes are an integral part of these Interim Condensed Consolidated Financial Statements.

Consolidated Comprehensive Income Statements

(unaudited, in millions of dollars)	Quarters ended September 30		Nine months ended September 30	
	2021	2020	2021	2020
Net income	\$ 226	\$ 219	\$ 635	\$ 460
Other comprehensive income, net of income taxes				
Items that may be reclassified subsequently to net income:				
Available for sale financial assets				
Unrealized gains (losses) on available for sale financial assets	(17)	46	(53)	73
Reclassification of losses (gains) on available for sale financial assets included in net income	(6)	(2)	(20)	(16)
	(23)	44	(73)	57
Net investment hedge				
Unrealized gains (losses) on currency translation in foreign operations	53	(72)	(9)	—
Hedges of net investment in foreign operations	(33)	23	4	(28)
	20	(49)	(5)	(28)
Cash flow hedge				
Unrealized gains (losses) on cash flow hedges	(1)	(10)	(1)	21
Items that will not be reclassified subsequently to net income:				
Remeasurement of post-employment benefits	29	(15)	183	(71)
Total other comprehensive income	25	(30)	104	(21)
Comprehensive income	\$ 251	\$ 189	\$ 739	\$ 439
Comprehensive income attributed to participating policyholders	3	(4)	(3)	4
Comprehensive income attributed to shareholders	\$ 248	\$ 193	\$ 742	\$ 435

Income Taxes Included in Other Comprehensive Income

(unaudited, in millions of dollars)	Quarters ended September 30		Nine months ended September 30	
	2021	2020	2021	2020
Income tax recovery (expense) related to:				
Items that may be reclassified subsequently to net income:				
Unrealized losses (gains) on available for sale financial assets	\$ 5	\$ (16)	\$ 15	\$ (25)
Reclassification of gains (losses) on available for sale financial assets included in net income	3	2	8	6
Hedges of net investment in foreign operations	6	(4)	—	5
Unrealized losses (gains) on cash flow hedges	—	—	—	(5)
	14	(18)	23	(19)
Items that will not be reclassified subsequently to net income:				
Remeasurement of post-employment benefits	(11)	5	(66)	25
Total income tax recovery (expense) included in other comprehensive income	\$ 3	\$ (13)	\$ (43)	\$ 6

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Consolidated Statements of Financial Position

	As at September 30	As at December 31
	2021	2020
(in millions of dollars)	(unaudited)	
Assets		
Investments (Note 5)		
Cash and short-term investments	\$ 1,445	\$ 1,949
Bonds	32,333	32,099
Stocks	3,725	3,286
Mortgages and other loans	2,897	2,801
Derivative financial instruments (Note 8)	485	1,652
Policy loans	1,015	881
Other invested assets	545	563
Investment properties	1,875	1,916
	44,320	45,147
Other assets	4,407	3,261
Reinsurance assets	2,223	1,981
Fixed assets	369	390
Deferred income tax assets	34	38
Intangible assets	1,666	1,621
Goodwill	1,207	1,224
General fund assets	54,226	53,662
Segregated funds net assets (Note 9)	36,886	32,804
Total assets	\$ 91,112	\$ 86,466
Liabilities		
Insurance contract liabilities	\$ 34,636	\$ 36,527
Investment contract liabilities	566	575
Derivative financial instruments (Note 8)	808	569
Other liabilities	9,222	7,647
Deferred income tax liabilities	437	382
Debentures	1,450	1,449
General fund liabilities	47,119	47,149
Liabilities related to segregated funds net assets (Note 9)	36,886	32,804
Total liabilities	\$ 84,005	\$ 79,953
Equity		
Share capital and contributed surplus	\$ 1,722	\$ 1,694
Preferred shares issued by a subsidiary (Note 12)	525	525
Retained earnings and accumulated other comprehensive income	4,822	4,253
Participating policyholders' accounts	38	41
	7,107	6,513
Total liabilities and equity	\$ 91,112	\$ 86,466

The accompanying notes are an integral part of these Interim Condensed Consolidated Financial Statements.

Consolidated Equity Statements

	As at September 30, 2021						
	Participating policyholders' accounts	Common shares (Note 11)	Preferred shares issued by a subsidiary (Note 12)	Contributed surplus	Retained earnings	Accumulated other comprehensive income (Note 13)	Total
(unaudited, in millions of dollars)							
Balance as at December 31, 2019	\$ 42	\$ 1,666	\$ 525	\$ 18	\$ 3,823	\$ 56	\$ 6,130
Net income attributed to shareholders	—	—	—	—	633	—	633
Net income attributed to participating policyholders' accounts	(1)	—	—	—	—	—	(1)
Other comprehensive income	—	—	—	—	—	(27)	(27)
Comprehensive income for the year	(1)	—	—	—	633	(27)	605
Equity transactions							
Transfer of post-employment benefits	—	—	—	—	(54)	54	—
Stock option plan	—	—	—	3	—	—	3
Stock options exercised	—	—	—	(1)	—	—	(1)
Common shares issued	—	9	—	—	—	—	9
Redemption of common shares	—	(1)	—	—	(3)	—	(4)
Dividends on common shares	—	—	—	—	(208)	—	(208)
Dividends on preferred shares issued by a subsidiary	—	—	—	—	(22)	—	(22)
Other	—	—	—	—	1	—	1
	—	8	—	2	(286)	54	(222)
Balance as at December 31, 2020	41	1,674	525	20	4,170	83	6,513
Net income attributed to shareholders	—	—	—	—	638	—	638
Net income attributed to participating policyholders' accounts	(3)	—	—	—	—	—	(3)
Other comprehensive income	—	—	—	—	—	104	104
Comprehensive income for the period	(3)	—	—	—	638	104	739
Equity transactions							
Transfer of post-employment benefits	—	—	—	—	183	(183)	—
Stock option plan	—	—	—	2	—	—	2
Stock options exercised	—	—	—	(5)	—	—	(5)
Common shares issued	—	31	—	—	—	—	31
Dividends on common shares	—	—	—	—	(156)	—	(156)
Dividends on preferred shares issued by a subsidiary	—	—	—	—	(17)	—	(17)
	—	31	—	(3)	10	(183)	(145)
Balance as at September 30, 2021	\$ 38	\$ 1,705	\$ 525	\$ 17	\$ 4,818	\$ 4	\$ 7,107

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	As at September 30, 2020						
	Participating policyholders' accounts	Common shares	Preferred shares issued by a subsidiary	Contributed surplus	Retained earnings	Accumulated other comprehensive income	Total
(unaudited, in millions of dollars)	(Note 11)	(Note 12)				(Note 13)	
Balance as at December 31, 2019	\$ 42	\$ 1,666	\$ 525	\$ 18	\$ 3,823	\$ 56	\$ 6,130
Net income attributed to shareholders	—	—	—	—	456	—	456
Net income attributed to participating policyholders' accounts	4	—	—	—	—	—	4
Other comprehensive income	—	—	—	—	—	(21)	(21)
Comprehensive income for the period	4	—	—	—	456	(21)	439
Equity transactions							
Transfer of post-employment benefits	—	—	—	—	(71)	71	—
Stock option plan	—	—	—	2	—	—	2
Stock options exercised	—	—	—	(1)	—	—	(1)
Common shares issued	—	8	—	—	—	—	8
Redemption of common shares	—	(1)	—	—	(3)	—	(4)
Dividends on common shares	—	—	—	—	(156)	—	(156)
Dividends on preferred shares issued by a subsidiary	—	—	—	—	(17)	—	(17)
Other	—	—	—	—	2	—	2
	—	7	—	1	(245)	71	(166)
Balance as at September 30, 2020	\$ 46	\$ 1,673	\$ 525	\$ 19	\$ 4,034	\$ 106	\$ 6,403

The accompanying notes are an integral part of these Interim Condensed Consolidated Financial Statements.

Consolidated Cash Flows Statements

(unaudited, in millions of dollars)	Nine months ended September 30	
	2021	2020
Cash flows from operating activities		
Income before income taxes	\$ 826	\$ 559
Financing charges	58	55
Income taxes paid, net of refunds	(187)	(135)
Operating activities not affecting cash:		
Increase (decrease) in insurance contract liabilities	(1,889)	4,390
Increase (decrease) in investment contract liabilities	(9)	(65)
Decrease (increase) in reinsurance assets	(210)	(176)
Unrealized losses (gains) on investments	2,974	(2,583)
Provisions for losses	20	45
Amortization of premiums and discounts	23	14
Other depreciation	294	274
Goodwill impairment (Note 15)	—	24
Gain on disposal of business	—	(16)
Other items not affecting cash	23	(470)
Operating activities affecting cash:		
Sales, maturities and repayments on investments	16,264	12,078
Purchases of investments	(18,844)	(12,415)
Realized losses (gains) on investments	(23)	(41)
Other items affecting cash	562	42
Net cash from (used in) operating activities	(118)	1,580
Cash flows from investing activities		
Acquisition of businesses, net of cash	—	(1,044)
Disposal of business, net of cash	—	79
Sales (purchases) of fixed and intangible assets	(178)	(121)
Net cash from (used in) investing activities	(178)	(1,086)
Cash flows from financing activities		
Issuance of common shares	26	6
Redemption of common shares (Note 11)	—	(4)
Issuance of debentures (Note 10)	—	398
Reimbursement of lease liabilities ¹	(16)	(22)
Dividends paid on common shares	(156)	(156)
Dividends paid on preferred shares issued by a subsidiary	(17)	(17)
Interest paid on debentures	(42)	(37)
Interest paid on lease liabilities	(3)	(4)
Net cash from (used in) financing activities	(208)	164
Foreign currency gains (losses) on cash	—	2
Increase (decrease) in cash and short-term investments	(504)	660
Cash and short-term investments at beginning	1,949	1,108
Cash and short-term investments at end	\$ 1,445	\$ 1,768
Supplementary information:		
Cash	\$ 1,260	\$ 1,293
Short-term investments	185	475
Total cash and short-term investments	\$ 1,445	\$ 1,768

¹ For the nine months ended September 30, 2021, lease liabilities, presented in *Other liabilities* in the Consolidated Statements of Financial Position, include an amount of \$3 (\$20 for the nine months ended September 30, 2020) of non-affecting cash items, mostly attributable to new liabilities.

The accompanying notes are an integral part of these Interim Condensed Consolidated Financial Statements.

Notes to Interim Condensed Consolidated Financial Statements

Nine months ended September 30, 2021 and 2020 (unaudited) (in millions of dollars, unless otherwise indicated)

1 › General Information

iA Financial Corporation Inc. (iA Financial Corporation) is a holding company listed on the Toronto Stock Exchange and incorporated under the *Business Corporations Act* (Quebec). iA Financial Corporation and its subsidiaries (the “Company”) offer a wide range of life and health insurance products, savings and retirement plans, mutual funds, securities, mortgages, auto and home insurance, creditor insurance, replacement insurance, replacement warranties, extended warranties and other ancillary products for dealer services and other financial products and services. The Company’s products and services are offered on both an individual and group basis and extend throughout Canada and the United States.

The Company’s Interim Condensed Consolidated Financial Statements (the “Financial Statements”) are prepared on the basis of International Financial Reporting Standards (IFRS) in accordance with IAS 34 *Interim Financial Reporting*, issued by the International Accounting Standards Board (IASB). These Financial Statements do not contain all the information required in a complete annual financial statement and should be read in conjunction with the Consolidated Financial Statements for the year ended December 31, 2020, which are included in the 2020 Annual Report. The significant accounting policies used to prepare these Financial Statements are consistent with those found in the 2020 Annual Report, except for items mentioned in Note 3.

Publication of these Financial Statements was authorized for issue by the Company’s Board of Directors on November 3, 2021.

2 › Impacts of COVID-19 Pandemic

Since the beginning of 2020, the spread of the COVID-19 virus, elevated to a pandemic by the World Health Organization (WHO) on March 11, 2020, has caused turbulence in the financial markets, resulted in economic uncertainty and disrupted the activities of the business community and citizens. The COVID-19 pandemic has forced governments to implement exceptional measures to slow the progression of this crisis. Governments and central banks implemented significant monetary and fiscal interventions to stabilize economic conditions. The risk management program established by the Company has made it possible, since the beginning of the pandemic, to mitigate the negative effects of this crisis on its results. The initiatives deployed by the Company help to ensure the continuity of all of its activities, while protecting the health and the safety of its employees. More detailed information regarding the pandemic’s impact on the valuation of the Company’s assets and liabilities as at December 31, 2020, is provided in the Financial Statements as at that date, which are included in the 2020 Annual Report, in Note 2, section b) “Important Estimates, Assumptions, Judgments and Impacts of COVID-19 Pandemic”.

At this time, it is impossible to reliably assess the duration and extent of the impacts that the pandemic could have on the Company’s future financial results, due to uncertainties still prevailing as at September 30, 2021. The significant estimates, assumptions and judgments made by management in the preparation of these Financial Statements take into account these uncertainties.

As at December 31, 2020, during the annual assumption review, the Company increased the *Insurance contract liabilities* to take into account the temporary rise in mortality and the lapse assumptions for certain policies, both caused by the COVID-19 pandemic. For the nine months ended September 30, 2021, the Company paid benefits that were related to the pandemic and has consequently reduced the *Insurance contract liabilities*.

The effect of the pandemic on the results for the nine months ended September 30, 2021, are not significant.

Actual results could differ from best estimates, as mentioned in Note 2, section b) “Important Estimates, Assumptions, Judgments and Impacts of COVID-19 Pandemic” of the Financial Statements for the year ended December 31, 2020, which are included in the Company’s 2020 Annual Report.

3 › Changes in Accounting Policies

New Accounting Policies Applied

These standards or amendments apply to financial statements beginning on or after January 1, 2021.

Standards or amendments	Description of the standards or amendments and impacts on financial statements of the Company
IFRS 4 <i>Insurance Contracts</i>	<p><i>Description:</i> On September 12, 2016, the IASB published an amendment to IFRS 4 <i>Insurance Contracts</i>. This amendment, <i>Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts</i>, provides two options to entities applying IFRS 4:</p> <ul style="list-style-type: none"> the deferral approach is an optional temporary exemption from applying IFRS 9 until January 1, 2021 for entities whose predominant activity is issuing contracts within the scope of IFRS 4; the overlay approach permits entities to adopt IFRS 9 but adjust some of the impacts arising from designated financial assets, those being assets related to the insurance contract liabilities. <p>On June 25, 2020, the IASB published an amendment to IFRS 4 <i>Insurance Contracts</i> to extend the deferral approach until January 1, 2023.</p> <p><i>Status:</i> The Company met all criteria and chose the deferral approach, as described below in the section “Information on the Deferral of the Application of IFRS 9 <i>Financial Instruments</i>”. The Company will apply IFRS 9 only to financial statements beginning on or after January 1, 2023.</p>

IFRS 16 Leases	<p><i>Description:</i> On May 28, 2020, the IASB published an amendment to IFRS 16 <i>Leases</i>. The amendment <i>COVID-19-Related Rent Concessions</i> exempts lessees from having to consider individual lease contracts to determine whether rent concessions occurring as a direct consequence of the COVID-19 pandemic are lease modifications and allows lessees to account for such rent concessions as if they were not lease modifications. It applies to COVID-19-related rent concessions that reduce lease payments due on or before June 30, 2021. This amendment applies retrospectively.</p> <p>On March 31, 2021, the IASB published an amendment to IFRS 16 <i>Leases</i>. The amendment <i>COVID-19-Related Rent Concessions beyond 30 June 2021</i> extends the practical relief regarding COVID-19-related rent concessions until June 30, 2022.</p> <p><i>Impact:</i> No impact on the Company's financial statements.</p>
IAS 39 <i>Financial Instruments: Recognition and Measurement</i> , IFRS 7 <i>Financial Instruments: Disclosures</i> , IFRS 4 <i>Insurance Contracts</i> and IFRS 16 <i>Leases</i>	<p><i>Description:</i> On August 27, 2020, the IASB published an amendment to IAS 39 <i>Financial Instruments: Recognition and Measurement</i>, IFRS 7 <i>Financial Instruments: Disclosures</i>, IFRS 4 <i>Insurance Contracts</i> and IFRS 16 <i>Leases</i>. The amendment, <i>Interest Rate Benchmark Reform – Phase 2</i>, clarifies the requirements related to financial assets, financial liabilities and lease liabilities, specific hedge accounting requirements, and disclosure requirements of financial instruments when an existing interest rate benchmark is replaced. This amendment applies on a modified retrospective basis.</p> <p><i>Impact:</i> No impact on the Company's financial statements.</p>

Future Changes in Accounting Policies

Standards or amendments are presented on the basis of their publication date unless a more relevant approach allows for better information.

Standards or amendments	Description of the standards or amendments
IFRS 9 <i>Financial Instruments</i>	<p>The Company adopted the amendment to IFRS 4 <i>Insurance Contracts</i> described in the section "New Accounting Policies Applied". Consequently, even if the provisions of IFRS 9 applied to financial statements beginning on or after January 1, 2018, the Company will apply these provisions simultaneously to the application of the standard IFRS 17.</p> <p><i>Description:</i> On July 24, 2014, the IASB published the standard IFRS 9 <i>Financial Instruments</i> which replaces the provisions of the standard IAS 39 <i>Financial Instruments: Recognition and Measurement</i>. The standard IFRS 9:</p> <ul style="list-style-type: none"> • requires financial assets to be measured at amortized cost or at fair value on the basis of the entity's business model for managing assets; • changes the accounting for financial liabilities measured using the fair value option; • proposes a new accounting model related to the recognition of expected credit losses, requiring the entity to recognize expected credit losses on financial assets using current estimates of expected shortfalls in cash flows on those instruments as at the reporting date; • modifies the hedge accounting model, which aims to present in the financial statements the effect of risk management activities. <p>The provisions of the new standard IFRS 9 will apply retrospectively or on a modified retrospective basis.</p> <p>On October 12, 2017, the IASB published an amendment to IFRS 9 <i>Financial Instruments</i>. The amendment <i>Prepayment Features with Negative Compensation</i> enables entities to measure at amortized cost some prepayable financial assets with so-called negative compensation.</p> <p>On August 27, 2020, the IASB published an amendment to IFRS 9 <i>Financial Instruments</i>. The amendment, <i>Interest Rate Benchmark Reform – Phase 2</i>, clarifies among other things the requirements related to financial assets, financial liabilities and specific hedge accounting requirements when an existing interest rate benchmark is replaced.</p> <p><i>Status:</i> The Company is currently evaluating the impact of this standard on its financial statements.</p>
IFRS 17 <i>Insurance Contracts</i>	<p><i>Description:</i> On May 18, 2017, the IASB published the standard IFRS 17 <i>Insurance Contracts</i> which replaces the provisions of the standard IFRS 4 <i>Insurance Contracts</i>. The standard IFRS 17:</p> <ul style="list-style-type: none"> • has an objective to ensure that an entity provides relevant information that faithfully represents those contracts and gives a basis for users of financial statements to assess the effect that insurance contracts have on the financial position, income statement and cash flows statement; • establishes the principles for recognition, measurement, presentation and disclosure; • defines a general model and a variable fee approach applicable to all insurance contracts and reinsurance contracts to measure the insurance contract liabilities; • defines a specific model for contracts of one year or less. <p>The provisions of the new standard IFRS 17 will apply retrospectively to each group of insurance contracts and, if and only if impracticable, an entity shall apply the modified retrospective or fair value approach to financial statements beginning on or after January 1, 2021. Early adoption is permitted if IFRS 9 <i>Financial Instruments</i> and IFRS 15 <i>Revenue from Contracts with Customers</i> are previously applied.</p> <p>On June 25, 2020, the IASB published an amendment to IFRS 17 <i>Insurance Contracts</i> that clarifies different subjects and that postpones the effective date to financial statements beginning on or after January 1, 2023.</p> <p>On July 28, 2021, the IASB proposed a narrow-scope amendment to the transition requirements for entities that first apply IFRS 17 <i>Insurance Contracts</i> and IFRS 9 <i>Financial Instruments</i> at the same time to improve the usefulness of the comparative information at the time of initial application. The IASB expects to issue the amendment to IFRS 17 <i>Insurance Contracts</i> in the fourth quarter of 2021.</p> <p><i>Status:</i> The Company is currently evaluating the impact on presentation, disclosure and measurement of the insurance contract liabilities that this standard will have on its financial statements.</p>

IAS 1 <i>Presentation of Financial Statements</i>	<p><i>Description:</i> On January 23, 2020, the IASB published an amendment to IAS 1 <i>Presentation of Financial Statements</i>. The amendment concerns the classification of liabilities as current or non-current and only affects the presentation of liabilities in the statement of financial position, and not the amount or timing of recognition of any asset, liability, income or expense, or the information that entities disclose about those items. The provisions of this amendment will apply retrospectively to financial statements beginning on or after January 1, 2022. Early adoption is permitted.</p> <p>On July 15, 2020, the IASB published an amendment to IAS 1 <i>Presentation of Financial Statements</i> that postpones the effective date to financial statements beginning on or after January 1, 2023.</p> <p><i>Status:</i> The Company is currently evaluating the impact of this amendment on its financial statements.</p>
IAS 16 <i>Property, Plant and Equipment</i>	<p><i>Description:</i> On May 14, 2020, the IASB published an amendment to IAS 16 <i>Property, Plant and Equipment</i>. The amendment clarifies the accounting for the net proceeds from selling any items produced while bringing an item of property, plant and equipment into use. The provisions of this amendment will apply retrospectively to financial statements beginning on or after January 1, 2022. Early adoption is permitted.</p> <p><i>Status:</i> The Company has completed the analysis of this amendment and does not expect any significant impact on its financial statements.</p>
IAS 37 <i>Provisions, Contingent Liabilities and Contingent Assets</i>	<p><i>Description:</i> On May 14, 2020, the IASB published an amendment to IAS 37 <i>Provisions, Contingent Liabilities and Contingent Assets</i>. The amendment clarifies that for the purpose of assessing whether a contract is onerous, the cost of fulfilling the contract includes both the incremental costs of fulfilling that contract and an allocation of other costs that relate directly to fulfilling the contract. The provisions of this amendment will apply on a modified retrospective basis to financial statements beginning on or after January 1, 2022. Early adoption is permitted.</p> <p><i>Status:</i> The Company has completed the analysis of this amendment and does not expect any significant impact on its financial statements.</p>
IFRS 3 <i>Business Combinations</i>	<p><i>Description:</i> On May 14, 2020, the IASB published an amendment to IFRS 3 <i>Business Combinations</i>. The amendment updates the reference to the Conceptual Framework and adds an exception to its requirement for an entity to refer to the Conceptual Framework to determine what constitutes an asset or a liability. The exception specifies that, for some types of liabilities and contingent liabilities, an entity applying IFRS 3 should instead refer to IAS 37 <i>Provisions, Contingent Liabilities and Contingent Assets</i>. The provisions of this amendment will apply prospectively to financial statements beginning on or after January 1, 2022. Early adoption is permitted.</p> <p><i>Status:</i> The Company has completed the analysis of this amendment and does not expect any significant impact on its financial statements.</p>
Annual Improvements to IFRSs 2018-2020 Cycle	<p><i>Description:</i> On May 14, 2020, the IASB published the Annual Improvements to IFRSs 2018-2020 Cycle. The Annual Improvements clarify situations specific to four standards:</p> <ul style="list-style-type: none"> • IFRS 1 <i>First-time Adoption of International Financial Reporting Standards</i> related to the fact that a subsidiary that becomes a first-time adopter later than its parent is allowed to measure cumulative translation differences using the amounts reported by its parent, based on the parent's date of transition to IFRSs; • IFRS 9 <i>Financial Instruments</i> related to the fact that only fees paid or received between the entity and the lender, including fees paid or received by either the entity or the lender on the other's behalf, are included when the entity applies the '10 per cent' test in assessing whether to derecognize a financial liability; • IFRS 16 <i>Leases</i> related to Illustrative Example 13 accompanying IFRS 16 that removes from the example the illustration of the reimbursement of leasehold improvements by the lessor in order to resolve any potential confusion; • IAS 41 <i>Agriculture</i> related to the fact that an entity no longer excludes taxation cash flows when measuring the fair value of a biological asset using a present value technique to ensure consistency with the requirements in IFRS 13 <i>Fair Value Measurement</i>. <p>The provisions of IFRS 1, IFRS 9, and IAS 41 will apply prospectively to financial statements beginning on or after January 1, 2022. Considering that the Company met all criteria and chose the IFRS 9 deferral approach, the Company will apply the annual improvement to IFRS 9 only to financial statements beginning on or after January 1, 2023. Early adoption is permitted. The Annual Improvement to IFRS 16 only regards an illustrative example, so it is applicable immediately.</p> <p><i>Status:</i> The Company has completed the analysis of these improvements and does not expect any significant impact on its financial statements.</p>
IAS 1 <i>Presentation of Financial Statements</i>	<p><i>Description:</i> On February 12, 2021, the IASB published an amendment to IAS 1 <i>Presentation of Financial Statements</i>. The amendment <i>Disclosure of Accounting Policies</i> requires entities to disclose their material accounting policy information rather than their significant accounting policies. The provisions of this amendment will apply prospectively to financial statements beginning on or after January 1, 2023. Early adoption is permitted.</p> <p><i>Status:</i> The Company is currently evaluating the impact of this amendment on its financial statements.</p>
IAS 8 <i>Accounting Policies, Changes in Accounting Estimates and Errors</i>	<p><i>Description:</i> On February 12, 2021, the IASB published an amendment to IAS 8 <i>Accounting Policies, Changes in Accounting Estimates and Errors</i>. The amendment <i>Definition of Accounting Estimates</i> introduces the definition of accounting estimates and clarifies the distinction between a change in accounting estimate and a change in accounting policy. The provisions of this amendment will apply prospectively to financial statements beginning on or after January 1, 2023. Early adoption is permitted.</p> <p><i>Status:</i> The Company is currently evaluating the impact of this amendment on its financial statements.</p>
IAS 12 <i>Income Taxes</i>	<p><i>Description:</i> On May 7, 2021, the IASB published an amendment to IAS 12 <i>Income Taxes</i>. The amendment <i>Deferred Tax related to Assets and Liabilities arising from a Single Transaction</i> clarifies the accounting for deferred tax on transactions that give rise to equal taxable and deductible temporary differences on initial recognition, such as with leases and decommissioning obligations. The provisions of this amendment will apply on a modified retrospective basis to financial statements beginning on or after January 1, 2023. Early adoption is permitted.</p> <p><i>Status:</i> The Company is currently evaluating the impact of this amendment on its financial statements.</p>

Information on the Deferral of the Application of IFRS 9 *Financial Instruments*

The Company applies IFRS 4 *Insurance Contracts* in its operations. This standard was amended in 2016 to allow entities that apply IFRS 4 to defer the application of IFRS 9 *Financial Instruments* if total liabilities for insurance activities represent more than 90% of the entity's total liabilities. This calculation is made as of the closing date preceding April 1, 2016, the calculation date identified in the standard.

For this calculation, the Company primarily considered insurance contract liabilities, investment contract liabilities, liabilities related to segregated funds net assets and debentures as at December 31, 2015. Liabilities related to its insurance activities are greater than 90% of total liabilities.

The Company has decided to defer the application of IFRS 9 until IFRS 17 *Insurance Contracts* is adopted. IFRS 17 includes the measurement principles of these policies. If the Company had applied IFRS 9, this would not have had a significant impact on the classification of financial assets designated at fair value through profit or loss in accordance with IAS 39 *Financial Instruments: Recognition and Measurement* given the very close relationship between invested assets and insurance contract liabilities. For financial assets classified as loans and receivables, held to maturity or available for sale as at September 30, 2021, an amount of \$856 (\$948 as at December 31, 2020) would not have met the solely payments of principal and interest test in accordance with IFRS 9. In addition, for mortgages, the Company could not have used the low credit risk exemption in the calculation of expected credit losses.

4 › Acquisition and Disposal of Businesses**Acquisition of Businesses**

On January 10, 2020, the Company announced that it acquired 100% of the shares of three Canadian companies specializing in vehicle warranties: WGI Service Plan Division Inc. and WGI Manufacturing Inc. (collectively "WGI") as well as Lubrico Warranty Inc. WGI wholesale manufactures and administrates chemical protection products for the automobile industry through independent dealers across Canada. As for Lubrico Warranty Inc., it sells car warranties through used vehicle dealerships across Canada (except in the province of Quebec). As at December 31, 2020, the allocation of the acquisition price process was completed for these acquisitions.

On May 22, 2020, the Company acquired 100% of the shares of IAS Parent Holdings, Inc. and its subsidiaries (collectively "IAS"). IAS is one of the largest independent providers of solutions in the U.S. vehicle warranty market. IAS provides a comprehensive portfolio of vehicle warranties and related software and services sold through one of the industry's broadest and most diverse distribution networks in the U.S. market. As at March 31, 2021, the allocation of the acquisition price process was completed for this acquisition, and the adjustments made in the final allocation did not have a significant impact on the Company's financial statements.

Disposal of Business

On June 1, 2020, the Company sold a subsidiary, iA Investment Counsel Inc., to CWB Financial Group. The sale reflects the Company's decision to focus on serving wealth management needs of high-net-worth Canadians exclusively through its expanding network of independent, entrepreneur-owned investment advisory practices.

5 › Invested Assets and Investment Income

a) Carrying Value and Fair Value

As at September 30, 2021

(in millions of dollars)	At fair value through profit or loss	Available for sale	Held to maturity	Loans and receivables	Other	Total	Fair value
Cash and short-term investments	\$ 321	\$ —	\$ —	\$ 1,124	\$ —	\$ 1,445	\$ 1,445
Bonds							
Governments	11,828	2,014	307	107	—	14,256	
Municipalities	1,121	295	—	39	—	1,455	
Corporate and other	11,496	2,466	—	2,660	—	16,622	
	24,445	4,775	307	2,806	—	32,333	32,594
Stocks							
Common	2,051	62	—	—	—	2,113	
Preferred	236	490	—	—	—	726	
Stock indexes	139	7	—	—	—	146	
Investment fund units	733	7	—	—	—	740	
	3,159	566	—	—	—	3,725	3,725
Mortgages and other loans							
Insured mortgages							
Multi-residential	—	—	—	1,344	—	1,344	
Non-residential	—	—	—	4	—	4	
	—	—	—	1,348	—	1,348	
Conventional mortgages							
Multi-residential	35	—	—	191	—	226	
Non-residential	31	—	—	257	—	288	
	66	—	—	448	—	514	
Other loans	—	—	—	1,035	—	1,035	
	66	—	—	2,831	—	2,897	2,984
Derivative financial instruments	485	—	—	—	—	485	485
Policy loans	—	—	—	1,015	—	1,015	1,015
Other invested assets	—	101	—	3	441	545	545
Investment properties	—	—	—	—	1,875	1,875	1,904
Total investments	\$ 28,476	\$ 5,442	\$ 307	\$ 7,779	\$ 2,316	\$ 44,320	\$ 44,697

As at December 31, 2020

(in millions of dollars)	At fair value through profit or loss	Available for sale	Held to maturity	Loans and receivables	Other	Total	Fair value
Cash and short-term investments	\$ 831	\$ —	\$ —	\$ 1,118	\$ —	\$ 1,949	\$ 1,949
Bonds							
Governments	12,729	1,855	494	117	—	15,195	
Municipalities	1,306	205	—	40	—	1,551	
Corporate and other	10,923	1,952	—	2,478	—	15,353	
	24,958	4,012	494	2,635	—	32,099	32,501
Stocks							
Common	1,774	50	—	—	—	1,824	
Preferred	233	506	—	—	—	739	
Stock indexes	61	7	—	—	—	68	
Investment fund units	623	32	—	—	—	655	
	2,691	595	—	—	—	3,286	3,286
Mortgages and other loans							
Insured mortgages							
Multi-residential	—	—	—	1,379	—	1,379	
Non-residential	—	—	—	5	—	5	
	—	—	—	1,384	—	1,384	
Conventional mortgages							
Multi-residential	48	—	—	200	—	248	
Non-residential	33	—	—	226	—	259	
	81	—	—	426	—	507	
Other loans	—	—	—	910	—	910	
	81	—	—	2,720	—	2,801	2,935
Derivative financial instruments	1,652	—	—	—	—	1,652	1,652
Policy loans	—	—	—	881	—	881	881
Other invested assets	—	123	—	4	436	563	563
Investment properties	—	—	—	—	1,916	1,916	1,943
Total investments	\$ 30,213	\$ 4,730	\$ 494	\$ 7,358	\$ 2,352	\$ 45,147	\$ 45,710

The majority of bonds and stocks, designated at fair value through profit or loss, are assets used by the Company to match insurance contract liabilities and investment contract liabilities. The change in the fair value of financial assets designated at fair value through profit or loss is therefore reflected in insurance contract liabilities and investment contract liabilities.

The *At fair value through profit or loss* category includes securities held for trading, mainly derivative financial instruments and short-term investments, as well as securities designated at fair value through profit or loss.

Other invested assets are made up of bonds and investment units which represent restricted investments, notes receivable and investments in associates and joint ventures. Bonds and fund units are classified as available for sale. Notes receivable are classified as loans and receivables. Investments in associates and joint ventures, accounted for using the equity method, are presented in the *Other* column.

The fair value of investment properties includes the carrying value of investment properties accounted for at fair value and the fair value of linearization of rents accounted for in *Other Assets*.

b) Investments in Associates and Joint Ventures

The Company holds interests ranging from 25% to 50% as at September 30, 2021 and as at December 31, 2020. The carrying value of these investments as at September 30, 2021 is \$441 (\$436 as at December 31, 2020). The share of net income and comprehensive income for the nine months ended September 30, 2021 amounts to \$13 (\$13 for the nine months ended September 30, 2020).

c) Investment Income

(in millions of dollars)	Quarters ended September 30		Nine months ended September 30	
	2021	2020	2021	2020
Interest and other investment income				
Interest	\$ 299	\$ 260	\$ 801	\$ 823
Dividends	75	25	149	108
Derivative financial instruments	3	1	9	(2)
Rental income	43	56	138	162
Gains (losses) realized	8	19	23	41
Variation in provisions for losses	(8)	(8)	(20)	(45)
Other	12	3	13	20
	432	356	1,113	1,107
Change in fair value of investments				
Cash and short-term investments	—	1	—	4
Bonds	(287)	(127)	(2,170)	2,048
Stocks	52	88	257	(50)
Mortgages and other loans	2	(2)	(1)	4
Derivative financial instruments	(257)	81	(1,047)	657
Investment properties	—	(4)	(13)	(75)
Other	17	3	—	(1)
	(473)	40	(2,974)	2,587
Total investment income	\$ (41)	\$ 396	\$ (1,861)	\$ 3,694

6 › Fair Value of Financial Instruments and Investment Properties

a) Methods and Assumptions Used to Estimate Fair Values

Fair value is the consideration that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Management exercises its judgment to determine the data that will be used to measure the fair value of financial assets and liabilities, particularly for financial instruments classified as Level 3. Fair value of various categories of financial instruments and investment properties is determined as described below.

Financial Assets

Short-Term Investments – Carrying value of these investments represents the fair value due to their short-term maturity.

Bonds – Bonds are valued based on quoted price, observed on active markets for identical or similar assets. If prices are not available on active markets, fair value is estimated using current valuation methods, including a model based on discounting expected cash flows or other similar techniques. These methods take into account current data observable on the market for financial instruments that have similar risk profiles and comparable terms. The significant data used in these models include, but are not limited to, rate curves, credit risk, issuer spread, volatility and liquidity valuation, and other reference data published by the market. Management makes its best estimates when such data are not available.

Stocks – Stocks are valued based on quote price, observed on active markets. If the price is not available on the active markets, fair value is determined using equity valuation models, which analyze the fair value of the net asset, and other techniques that rely on comparisons with reference data, such as market indices. Investment fund units are evaluated at the net asset value published by the fund manager.

Mortgages and Other Loans – The fair value of mortgages and other loans is estimated by discounting the cash flows with the interest rates currently prevailing on the market for loans with substantially the same credit risk and terms.

Derivative Financial Instruments – Fair value of derivative financial instruments is determined according to the type of derivative financial instrument. Fair value of derivative financial instruments such as futures contracts and options traded on the stock exchanges is determined in accordance with quoted prices on active markets. Derivative financial instruments that are traded over the counter are valued using valuation models such as actualized cash flow analysis and other valuation models used on the market. These valuations are based on observable data on the market, including interest rates, foreign exchange rates, financial indices, rate differentials, credit risk and volatility.

Among derivative financial instruments, certain other derivative contracts are subject to trading restrictions. In such situations, an illiquidity premium based on data that are not observable on the market is used to ascertain the fair value of these derivative financial instruments. While these data are not observable, they are based on assumptions deemed appropriate given the circumstances. Once the restricted trading period ends, the instruments are valued using standard valuation models based on data observable on the market, as described previously. The Company's use of non-observable data is limited to the trading restrictions period, and their effect on the fair value of derivative financial instruments does not represent a significant amount.

Policy Loans – Policy loans are carried at amortized cost. They are guaranteed and may be reimbursed at any time. Their fair value approximates their carrying value due to their nature.

Other Invested Assets – The fair value of other invested assets is determined according to the type of invested assets. Fair value of notes receivable and investments in associates and joint ventures is approximately the same as the carrying value due to the nature of these elements. Bonds which are restricted investments are valued based on quoted price, observed on active markets for identical or similar assets. If prices are not available on active markets, fair value is estimated using current valuation methods, including a model based on discounting expected cash flows or other similar techniques. These methods take into account current data observable on the market for financial instruments that have similar risk profiles and comparable terms. The significant data used in these models include, but are not limited to, rate curves, credit risk, issuer spread, volatility and liquidity valuation, and other reference data published by the market. Management makes its best estimates when such data are not available. Investment fund units which are restricted investments are evaluated at the net asset value published by the fund manager.

Other Assets – The fair value of the other financial assets is approximately the same as the carrying value due to their short-term nature.

Investment Properties

The fair value of investment properties is determined using various recognized methods and standards of assessment in the real estate sector. Among these methods, the income approach is the most commonly used, as it is based on an investor's behaviour in relation to income expected to be generated by an investment property. Under this approach, discounting of the cash flows generated by an investment property is preferred as it measures the relationship between the market value and the reasonably discounted incomes over an investment horizon. Expected cash flows include contractual and projected income as well as the investment property's operating expenses. These cash flows reflect the interest, rental and occupancy rates established based on market studies, rental income expected from leases in effect and estimates of future cash inflows, including revenues projected for future leases, and estimates of future cash inflows made according to the current market circumstances. Future lease rates are estimated based on the location, current type and quality of the building, and market data and projections as of the date of the valuation. Fair values are usually compared to market information, including recent transactions for similar assets to verify their reasonableness. Highest and best use is one of the possible valuation methods. Highest and best use of a site is an integral part of the process to establish the fair value of an investment property. This use is the one that, at the time of the appraisal, provides the highest fair value for the investment property. As a result, this use is determined by considering possible physical use that is legally admissible, financially feasible and achievable in the short term based on demand, and must be tied to the likelihood of being achieved rather than to the simple possibility. Assessments are carried out by external independent appraisers on an annual basis or by qualified Company personnel quarterly.

Financial Liabilities

Derivative Financial Instruments – The fair value of derivative financial instruments recorded as financial liabilities is presented in Note 8 "Derivative Financial Instruments" and is equal to the carrying amounts reported in the negative fair value column. The fair value is determined according to the method and assumptions previously described in the "Financial Assets" section.

Other Liabilities – The fair value of other liabilities, except short-selling securities, securitization liabilities and mortgage debt, is approximately the same as the carrying value due to their short-term nature.

Short-selling securities, classified as held for trading, are measured using the observed market prices in active markets for identical or similar financial instruments. If quoted prices in active markets are not available, fair value is estimated using standard methods of assessment, such as a model based on discounted future cash flows or similar techniques. These methods take into account the current observable market data for financial instruments with a similar risk profile and comparable terms. The significant data used in these models include, but are not limited to, yield curves, credit risks, issuer spreads, volatility and liquidity valuation and other reference data published by the markets.

The fair value of securitization liabilities and mortgage debt is estimated by discounting cash flows with the interest rates currently prevailing on the market for new debts with substantially the same terms.

The fair value of the mortgage debt is \$71 (\$76 as at December 31, 2020). The mortgage debt is secured by an investment property with a carrying value of \$168 (\$174 as at December 31, 2020), bearing interest of 3.143% and maturing on May 1, 2022. The interest expense on the mortgage debt is \$2 (\$2 for the nine months ended September 30, 2020).

Debentures – The fair value of debentures classified as financial liabilities at amortized cost is estimated using a valuation model that takes into account instruments on the market that have substantially the same conditions. This fair value can fluctuate due to interest rates and credit risks associated with these instruments.

b) Hierarchy of the Fair Value

Disclosures regarding financial instruments and investment properties must be presented as a hierarchy that categorizes the inputs to valuation models used to measure the fair value of financial assets and financial liabilities. The hierarchy gives the highest priority to readily available unadjusted quoted prices in active markets for identical assets or liabilities and lowest priority to unobserved inputs. The three levels of the hierarchy are described below:

Level 1 – Valuation based on quoted prices in active markets (unadjusted) for identical assets or liabilities. Stocks traded on the market, among other things, are classified in Level 1.

Level 2 – Valuation model based on inputs other than quoted prices included in Level 1 that are observable on the market for the asset or liability, either directly or indirectly. Most bonds, short-term investments and certain derivative financial instruments are classified in Level 2.

Level 3 – Valuation model based on valuation techniques that use largely unobservable market parameters and that reflect management's best estimates. Most private placements are classified in Level 3.

If a financial instrument classified as Level 1 subsequently ceases to be actively traded, it is reclassified into Level 2. If the measurement of its fair value requires the use of significant unobservable inputs, it is directly reclassified into Level 3.

Assets

(in millions of dollars)	As at September 30, 2021			
	Level 1	Level 2	Level 3	Total
Recurring fair value measurements				
Cash and short-term investments				
Held for trading	\$ —	\$ 321	\$ —	\$ 321
Bonds				
Designated at fair value through profit or loss				
Governments	837	10,991	—	11,828
Municipalities	—	1,121	—	1,121
Corporate and other	—	11,338	158	11,496
	837	23,450	158	24,445
Available for sale				
Governments	295	1,719	—	2,014
Municipalities	—	295	—	295
Corporate and other	—	2,466	—	2,466
	295	4,480	—	4,775
	1,132	27,930	158	29,220
Stocks				
Designated at fair value through profit or loss	1,450	—	1,709	3,159
Available for sale	197	317	52	566
	1,647	317	1,761	3,725
Mortgages and other loans				
Designated at fair value through profit or loss	—	66	—	66
Derivative financial instruments				
Held for trading	137	346	2	485
Other invested assets				
Available for sale	22	79	—	101
Investment properties	—	—	1,875	1,875
General fund investments recognized at fair value	2,938	29,059	3,796	35,793
Segregated funds financial instruments and investment properties	28,892	7,434	358	36,684
Total financial assets at fair value	\$ 31,830	\$ 36,493	\$ 4,154	\$ 72,477

(in millions of dollars)	As at December 31, 2020			
	Level 1	Level 2	Level 3	Total
Recurring fair value measurements				
Cash and short-term investments				
Held for trading	\$ —	\$ 831	\$ —	\$ 831
Bonds				
Designated at fair value through profit or loss				
Governments	420	12,309	—	12,729
Municipalities	—	1,306	—	1,306
Corporate and other	—	10,783	140	10,923
	420	24,398	140	24,958
Available for sale				
Governments	248	1,607	—	1,855
Municipalities	—	205	—	205
Corporate and other	—	1,952	—	1,952
	248	3,764	—	4,012
	668	28,162	140	28,970
Stocks				
Designated at fair value through profit or loss	1,247	—	1,444	2,691
Available for sale	187	365	43	595
	1,434	365	1,487	3,286
Mortgages and other loans				
Designated at fair value through profit or loss	—	81	—	81
Derivative financial instruments				
Held for trading	433	1,216	3	1,652
Other invested assets				
Available for sale	76	47	—	123
Investment properties				
	—	—	1,916	1,916
General fund investments recognized at fair value	2,611	30,702	3,546	36,859
Segregated funds financial instruments and investment properties	25,065	7,365	264	32,694
Total financial assets at fair value	\$ 27,676	\$ 38,067	\$ 3,810	\$ 69,553

There were no transfers from Level 1 to Level 2 during the nine months ended September 30, 2021 (\$564 for the year ended December 31, 2020). Transfers for the year ended December 31, 2020 were related to segregated funds financial instruments and resulted from the application of a fair value adjustment for events that took place after the market close but before the valuation date. There were no transfers from Level 2 to Level 1 during the nine months ended September 30, 2021 (\$564 for the year ended December 31, 2020). Transfers for the year ended December 31, 2020 were related to segregated funds financial instruments.

Transfers from Level 2 to Level 3 during the nine months ended September 30, 2021 amount to \$28 (\$10 for the year ended December 31, 2020). These transfers are from bonds designated at fair value through profit or loss. For some of these bonds the fair value is measured at the quoted market price obtained through brokers who estimate the fair value of these financial instruments. However, the price of these bonds has remained unchanged for more than 30 days which, according to the Company's internal policy, results in a transfer. For the remaining bonds, the fair value is now measured using unobservable inputs.

Transfers from Level 3 to Level 2 during the nine months ended September 30, 2021 amount to \$2 (\$7 for the year ended December 31, 2020). These transfers are from bonds designated at fair value through profit or loss. The fair value of these bonds is measured at the quoted market price obtained through brokers who estimate the fair value of these financial instruments. As at September 30, 2021 and as at December 31, 2020, the value of these bonds is based on a price obtained less than 30 days prior.

There were no transfers from Level 3 to Level 1 during the nine months ended September 30, 2021 (\$7 for the year ended December 31, 2020). Transfers for the year ended December 31, 2020 were related to segregated funds financial instruments. The fair value of the transferred financial instruments was previously determined using internal valuation models that required the use of assumptions, including one main assumption that was not observable in the market.

The Company uses unobservable inputs in the valuation of bonds and stocks classified into Level 3. Regarding bonds, unobservable inputs mainly correspond to credit and liquidity risk premiums ranging from 1.07% to 2.43% as at September 30, 2021 (1.30% to 2.43% as at December 31, 2020). Stocks classified into Level 3 are mainly valued from information available in the financial statements of companies using models based on discounting expected cash flows as well as the use of multiples.

The main unobservable inputs used in the valuation of the investment properties as at September 30, 2021 are the discount rate, which is between 5.25% and 8.00% (5.25% and 8.00% as at December 31, 2020) and the terminal capitalization rate, which is between 4.25% and 7.25% (4.25% and 7.25% as at December 31, 2020). The discount rate is based on market activity by type of building and the location and reflects the expected rate of return to be realized on investments over the next 10 years. The terminal capitalization rate is based on market activity by type of building and the location and reflects the expected rate of return to be realized on investments over the remaining life after the 10-year period. If all other factors remain constant, a decrease (increase) in the discount rate and terminal capitalization rate will lead to an increase (decrease) in fair value of investment properties.

Due to the unobservable nature of the main data used to measure bonds, stocks and investment properties classified in Level 3, the Company does not assess whether the application of other assumptions would have an impact on fair value. Also, the investment properties as well as the bonds and stocks classified as designated at fair value through profit or loss support the insurance contract liabilities. Consequently, changes in the fair value of these assets are offset by changes in the corresponding insurance contract liabilities under the Canadian Asset Liability Method (CALM). Even if the Company were to use possible alternative assumptions affecting fair value, this would not have a significant impact on the Financial Statements.

The following table presents assets recognized at fair value evaluated according to Level 3 parameters:

Nine months ended September 30, 2021									
(in millions of dollars)	Balance as at December 31, 2020	Realized and unrealized gains (losses) included in net income	Realized and unrealized gains (losses) included in other comprehensive income	Purchases	Sales and settlements	Transfers into (out of) Level 3	Balance as at September 30, 2021	Total unrealized gains (losses) included in net income on investments still held	
Bonds									
Designated at fair value through profit or loss	\$ 140	\$ (8)	\$ —	\$ 3	\$ (3)	\$ 26	\$ 158	\$ (10)	
Stocks									
Designated at fair value through profit or loss	1,444	150	—	211	(96)	—	1,709	161	
Available for sale	43	—	4	5	—	—	52	—	
Derivative financial instruments									
Held for trading	3	—	—	—	(1)	—	2	—	
Investment properties	1,916	(13)	—	15	(43)	—	1,875	(13)	
General fund investments recognized at fair value	3,546	129	4	234	(143)	26	3,796	138	
Segregated funds financial instruments and investment properties	264	18	—	86	(10)	—	358	18	
Total	\$ 3,810	\$ 147	\$ 4	\$ 320	\$ (153)	\$ 26	\$ 4,154	\$ 156	

Year ended December 31, 2020

(in millions of dollars)	Balance as at December 31, 2019	Realized and unrealized gains (losses) included in net income	Realized and unrealized gains (losses) included in other comprehensive income	Purchases	Sales and settlements	Transfers into (out of) Level 3	Balance as at December 31, 2020	Total unrealized gains (losses) included in net income on investments still held
Bonds								
Designated at fair value through profit or loss	\$ 129	\$ 11	\$ —	\$ 26	\$ (29)	\$ 3	\$ 140	\$ 11
Available for sale	11	—	—	—	(11)	—	—	—
Stocks								
Designated at fair value through profit or loss	1,291	48	—	199	(94)	—	1,444	49
Available for sale	31	—	2	11	(1)	—	43	—
Derivative financial instruments								
Held for trading	—	3	—	—	—	—	3	3
Investment properties	2,077	(129)	—	28	(60)	—	1,916	(129)
General fund investments recognized at fair value	3,539	(67)	2	264	(195)	3	3,546	(66)
Segregated funds financial instruments and investment properties	90	10	—	181	(10)	(7)	264	10
Total	\$ 3,629	\$ (57)	\$ 2	\$ 445	\$ (205)	\$ (4)	\$ 3,810	\$ (56)

For the nine months ended September 30, 2021, an amount of \$11 (\$28 for the year ended December 31, 2020) presented in *Purchases* for investment properties corresponds to capitalizations to *Investment properties* and an amount of \$4 corresponds to the transfer of fixed assets to *Investment properties*. Also, *Sales and settlements* for investment properties do not include any transfers to fixed assets (none for the year ended December 31, 2020).

Realized and unrealized gains (losses) included in net income and *Total unrealized gains (losses) included in net income on investments still held* are presented in the *Investment income* in the Income Statement, except the value of segregated funds assets, which is not presented in the Income Statement, but is included in the change in segregated funds net assets in Note 9 "Segregated Funds Net Assets". *Realized and unrealized gains (losses) included in other comprehensive income* are presented in Note 13 "Accumulated Other Comprehensive Income" in *Unrealized gains (losses)*.

Fair Value Disclosed in the Notes

The Company classifies certain financial instruments as held to maturity or as loans and receivables. These financial instruments are measured at amortized cost and fair value is disclosed in the notes. The following table shows the hierarchy level of such fair values:

(in millions of dollars)	As at September 30, 2021			
	Level 1	Level 2	Level 3	Total
Classified as held to maturity				
Bonds				
Governments	\$ —	\$ 307	\$ —	\$ 307
Total of assets classified as held to maturity	—	307	—	307
Classified as loans and receivables				
Bonds				
Governments	—	7	135	142
Municipalities	—	50	—	50
Corporate and other	—	185	2,690	2,875
	—	242	2,825	3,067
Mortgages and other loans	—	2,918	—	2,918
Total of assets classified as loans and receivables	—	3,160	2,825	5,985
Total of assets whose fair value is disclosed in the notes	\$ —	\$ 3,467	\$ 2,825	\$ 6,292

(in millions of dollars)	As at December 31, 2020			
	Level 1	Level 2	Level 3	Total
Classified as held to maturity				
Bonds				
Governments	\$ —	\$ 497	\$ —	\$ 497
Total of assets classified as held to maturity	—	497	—	497
Classified as loans and receivables				
Bonds				
Governments	—	8	148	156
Municipalities	—	54	—	54
Corporate and other	—	187	2,637	2,824
	—	249	2,785	3,034
Mortgages and other loans	—	2,854	—	2,854
Total of assets classified as loans and receivables	—	3,103	2,785	5,888
Total of assets whose fair value is disclosed in the notes	\$ —	\$ 3,600	\$ 2,785	\$ 6,385

Financial Liabilities

The following table presents financial liabilities measured at fair value on a recurring basis and those whose fair value is disclosed in a note by hierarchy level:

(in millions of dollars)	As at September 30, 2021			
	Level 1	Level 2	Level 3	Total
Recurring fair value measurements				
Other liabilities				
Held for trading	\$ 568	\$ 216	\$ —	\$ 784
Derivative financial instruments				
Held for trading	32	742	34	808
Total of liabilities classified as held for trading	600	958	34	1,592
Classified at amortized cost				
Other liabilities				
Securitization liabilities	—	917	—	917
Mortgage debt	—	71	—	71
Debentures	—	1,497	—	1,497
Total of liabilities classified at amortized cost	\$ —	\$ 2,485	\$ —	\$ 2,485

(in millions of dollars)	As at December 31, 2020			
	Level 1	Level 2	Level 3	Total
Recurring fair value measurements				
Other liabilities				
Held for trading	\$ 65	\$ 208	\$ —	\$ 273
Derivative financial instruments				
Held for trading	220	310	39	569
Total of liabilities classified as held for trading	285	518	39	842
Classified at amortized cost				
Other liabilities				
Securitization liabilities	—	1,009	—	1,009
Mortgage debt	—	76	—	76
Debentures	—	1,528	—	1,528
Total of liabilities classified at amortized cost	\$ —	\$ 2,613	\$ —	\$ 2,613

7 › Management of Risks Associated with Financial Instruments

a) Impairment of Financial Assets Classified as Available for Sale

During the nine months ended September 30, 2021 and the year ended December 31, 2020, the Company did not reclassify any unrealized losses on stocks classified as available for sale from *Other comprehensive income* to *Investment income* in the Income Statement.

Since the financial assets designated at fair value through profit or loss are matched, variations of fair value, other than those related to credit risk, are directly reflected in the *Increase (decrease) in insurance contract liabilities*, which prevents a disparity of the treatment in the net income. Only variations in the fair value related to credit events regarding cash flows would have an impact on the Company's net income.

The unrealized gains and losses on financial assets classified as available for sale and included in the *Accumulated other comprehensive income* are the following:

(in millions of dollars)	As at September 30, 2021			As at December 31, 2020		
	Fair value	Unrealized losses	Unrealized gains	Fair value	Unrealized losses	Unrealized gains
Bonds						
Governments	\$ 2,014	\$ (24)	\$ 48	\$ 1,855	\$ (1)	\$ 81
Municipalities	295	(1)	6	205	—	10
Corporate and other	2,466	(19)	44	1,952	—	88
	4,775	(44)	98	4,012	(1)	179
Stocks	566	(1)	39	595	(10)	18
Other invested assets	101	—	1	123	—	4
Total	\$ 5,442	\$ (45)	\$ 138	\$ 4,730	\$ (11)	\$ 201

b) Credit Risk

Credit risk corresponds to the possibility that the Company will sustain a financial loss if a counterparty or a debtor does not meet its commitments.

b) i) Credit Quality Indicators

Bonds by Investment Grade

(in millions of dollars)	As at September 30, 2021	As at December 31, 2020
AAA	\$ 2,085	\$ 1,916
AA	13,845	15,176
A	10,190	9,459
BBB	5,881	5,231
BB and lower	332	317
Total	\$ 32,333	\$ 32,099

The Company prepares an assessment of the quality of the investment if the evaluation is not available from a credit rating agency. Bonds that have been internally evaluated represent an amount of \$2,122 as at September 30, 2021 (\$2,116 as at December 31, 2020).

Mortgages and Other Loans

(in millions of dollars)	As at September 30, 2021	As at December 31, 2020
Insured mortgages	\$ 1,348	\$ 1,384
Conventional mortgages	514	507
Other loans	1,035	910
Total	\$ 2,897	\$ 2,801

The credit quality of mortgages and other loans is assessed internally, on a regular basis, when the review of the portfolio is made.

b) ii) Past Due or Impaired Financial Assets

Past Due Bonds, Mortgages and Other Loans

Bonds, mortgages and other loans are considered in arrears when the counterparty has not made a payment at a contractual date. Any loan on which contractual payments are in arrears for 90 days or more in the case of mortgages and 120 days or more in the case of other loans and which is not subject to a measure deployed by the Company to support its clients or in foreclosure is assumed to be impaired. Any loan in default which is not insured and fully guaranteed is generally impaired.

As at September 30, 2021					
(in millions of dollars)	Bonds classified as held to maturity	Bonds classified as loans and receivables	Mortgages classified as loans and receivables	Other loans	Total
Gross values					
Not past due and not impaired	\$ 307	\$ 2,789	\$ 1,796	\$ 1,024	\$ 5,916
Past due and not impaired					
30 – 89 days in arrears	—	—	—	31	31
90 – 119 days in arrears	—	—	—	5	5
120 days or more in arrears	—	—	—	1	1
Impaired	—	23	—	—	23
Total of gross values	\$ 307	\$ 2,812	\$ 1,796	\$ 1,061	\$ 5,976
Specific provisions for losses	—	6	—	—	6
	307	2,806	1,796	1,061	5,970
Collective provisions for losses	—	—	—	26	26
Total of net values	\$ 307	\$ 2,806	\$ 1,796	\$ 1,035	\$ 5,944

As at December 31, 2020					
(in millions of dollars)	Bonds classified as held to maturity	Bonds classified as loans and receivables	Mortgages classified as loans and receivables	Other loans	Total
Gross values					
Not past due and not impaired	\$ 494	\$ 2,604	\$ 1,786	\$ 903	\$ 5,787
Past due and not impaired					
30 – 89 days in arrears	—	—	24	29	53
90 – 119 days in arrears	—	—	—	4	4
120 days or more in arrears	—	—	—	1	1
Impaired	—	45	—	—	45
Total of gross values	\$ 494	\$ 2,649	\$ 1,810	\$ 937	\$ 5,890
Specific provisions for losses	—	14	—	—	14
	494	2,635	1,810	937	5,876
Collective provisions for losses	—	—	—	27	27
Total of net values	\$ 494	\$ 2,635	\$ 1,810	\$ 910	\$ 5,849

Foreclosed Properties

During the nine months ended September 30, 2021, the Company did not take possession of any properties it held as collateral on mortgages (less than \$1 for the year ended December 31, 2020). Foreclosed properties that the Company still held at the end of the period are presented as real estate held for resale in *Other Assets*.

Specific Provisions for Losses

(in millions of dollars)	As at September 30, 2021	As at December 31, 2020
	Bonds classified as loans and receivables	Bonds classified as loans and receivables
Balance at beginning	\$ 14	\$ 10
Variation in specific provisions for losses	(8)	4
Balance at end	\$ 6	\$ 14

During the nine months ended September 30, 2021, the specific provisions for losses did not vary for bonds classified as held to maturity, mortgages classified as loans and receivables and other loans (nor for the year ended December 31, 2020).

8 › Derivative Financial Instruments

The Company is an end user of derivative financial instruments in the normal course of managing exposure to fluctuations in interest rates, currency exchange rates and fair values of invested assets. Derivative financial instruments are financial contracts whose value is derived from underlying interest rates, exchange rates, other financial instruments or indexes.

The notional amount represents the amount to which a rate or price is applied to determine the cash flows to be exchanged periodically and does not represent direct credit exposure. Maximum credit risk is the estimated cost of replacing derivative financial instruments that have a positive value should the counterparty default. The maximum credit risk of derivative financial instruments as at September 30, 2021 is \$466 (\$1,648 as at December 31, 2020). The Company's exposure at the end of each reporting period is limited to the risk that a counterparty does not honour the terms of a derivative financial instrument.

As at September 30, 2021						
(in millions of dollars)	Notional amount			Total	Fair value	
	Less than 1 year	1 to 5 years	Over 5 years		Positive	Negative
Equity contracts						
Swap contracts	\$ 907	\$ 244	\$ 87	\$ 1,238	\$ 2	\$ (26)
Futures contracts	494	—	—	494	17	—
Options	4,289	—	—	4,289	128	(35)
Currency contracts						
Swap contracts	529	342	4,008	4,879	44	(301)
Forward contracts	3,582	512	—	4,094	27	(55)
Interest rate contracts						
Swap contracts	1,712	2,175	3,800	7,687	198	(228)
Forward contracts	1,099	1,557	—	2,656	67	(129)
Other derivative contracts						
	2	5	279	286	2	(34)
Total	\$ 12,614	\$ 4,835	\$ 8,174	\$ 25,623	\$ 485	\$ (808)

As at December 31, 2020						
(in millions of dollars)	Notional amount			Total	Fair value	
	Less than 1 year	1 to 5 years	Over 5 years		Positive	Negative
Equity contracts						
Swap contracts	\$ 735	\$ 460	\$ 87	\$ 1,282	\$ 35	\$ (3)
Futures contracts	660	—	—	660	1	(8)
Options	7,632	—	—	7,632	439	(215)
Currency contracts						
Swap contracts	510	367	3,345	4,222	136	(137)
Forward contracts	4,476	536	—	5,012	129	(18)
Interest rate contracts						
Swap contracts	1,093	3,169	4,845	9,107	538	(148)
Forward contracts	1,597	2,456	—	4,053	371	(1)
Credit risk contracts						
Swap contracts	—	2	—	2	—	—
Other derivative contracts						
	3	5	340	348	3	(39)
Total	\$ 16,706	\$ 6,995	\$ 8,617	\$ 32,318	\$ 1,652	\$ (569)

(in millions of dollars)	As at September 30, 2021		
	Notional amount	Fair value	
		Positive	Negative
Derivative financial instruments not designated as hedge accounting	\$ 23,076	\$ 475	\$ (766)
Net investment hedge	1,585	—	(37)
Fair value hedges			
Interest risk	810	7	(5)
Currency risk	38	1	—
Cash flow hedges			
Currency risk	114	2	—
Total of derivative financial instruments	\$ 25,623	\$ 485	\$ (808)

(in millions of dollars)	As at December 31, 2020		
	Notional amount	Fair value	
		Positive	Negative
Derivative financial instruments not designated as hedge accounting	\$ 29,733	\$ 1,580	\$ (540)
Net investment hedge	1,555	56	—
Fair value hedges			
Interest risk	860	10	(28)
Currency risk	30	1	—
Cash flow hedges			
Currency risk	140	5	(1)
Total of derivative financial instruments	\$ 32,318	\$ 1,652	\$ (569)

Embedded Derivative Financial Instruments

The Company owns perpetual preferred shares with call options that give the issuer the right to redeem the shares at a predetermined price. Accounting standards require that the value of the call options be measured separately from the preferred shares. The value of the call options for embedded derivative financial instruments is determined using a valuation that relies predominantly on the volatility, quoted price on markets and characteristics of the underlying preferred shares. Embedded derivative financial instruments are presented as *Other derivative contracts*.

Net Investment Hedge

Forward contracts, designated as hedges of net investments in foreign operations with a functional currency other than the functional currency of the Company, have maturities of less than 1 year as at September 30, 2021 (less than 1 year as at December 31, 2020). The effective portion of changes in fair value is recorded in *Other comprehensive income*, as is the foreign currency translation of the net investment in a foreign operation. For the nine months ended September 30, 2021 and 2020, the Company did not recognize any ineffectiveness.

Fair Value Hedges

Interest rate risk hedging

The Company entered into a hedging relationship in order to reduce its exposure to interest rate risk related to financial assets classified as available for sale. The Company entered into interest rate swap contracts with maturities ranging from less than 1 year to 13 years as at September 30, 2021 (from 1 year to 14 years as at December 31, 2020).

The Company entered into a hedging relationship in order to reduce its exposure to interest rate risk on financial liabilities classified as financial liabilities at amortized cost. The Company entered into interest rate swap contracts with maturities of less than 1 year to 7 years as at September 30, 2021 (less than 1 year to 8 years as at December 31, 2020).

For the nine months ended September 30, 2021, the Company has recognized a gain of \$17 on the hedging instruments (loss of \$23 for the nine months ended September 30, 2020) and a loss of \$20 on the hedged items (gain of \$22 for the nine months ended September 30, 2020). For the nine months ended September 30, 2021, the Company has recognized an ineffectiveness of \$3 (\$1 for the nine months ended September 30, 2020).

Currency rate risk hedging

The Company entered into a fair value hedge to manage its exposure to changes in currency rate risk related to financial assets classified as available for sale. The Company entered into forward contracts with maturities of less than 1 year as at September 30, 2021 (less than 2 years as at December 31, 2020). For the nine months ended September 30, 2021 and 2020, the Company did not recognize any ineffectiveness.

Cash Flow Hedges

The Company entered into a cash flow hedging relationship in order to manage its exposure to changes in currency rate risk on financial assets denominated in foreign currency. The Company entered into swap contracts that have maturities from less than 1 year to 8 years as at September 30, 2021 (from 2 years to 9 years as at December 31, 2020). For the nine months ended September 30, 2021 and 2020, the Company did not recognize any ineffectiveness.

During the nine months ended September 30, 2020, the Company ended a cash flow hedging relationship which was entered into in 2019 in order to manage its exposure to changes in currency rate risk on forecasted transactions. The Company was using forward contracts that had maturities of less than 1 year. For the nine months ended September 30, 2020, the Company did not recognize any ineffectiveness.

9 › Segregated Funds Net Assets

(in millions of dollars)	As at September 30, 2021	As at December 31, 2020
Assets		
Cash and short-term investments	\$ 1,407	\$ 1,077
Bonds	6,357	6,481
Stocks and investment funds	29,106	25,207
Mortgages	32	27
Investment properties	15	16
Derivative financial instruments	4	26
Other assets	324	155
	37,245	32,989
Liabilities		
Accounts payable and accrued expenses	345	185
Derivative financial instruments	14	—
	359	185
Net assets	\$ 36,886	\$ 32,804

The following table presents the change in segregated funds net assets:

(in millions of dollars)	Quarters ended September 30		Nine months ended September 30	
	2021	2020	2021	2020
Balance at beginning	\$ 35,837	\$ 28,505	\$ 32,804	\$ 27,868
Add:				
Amounts received from policyholders	1,924	1,166	5,988	3,990
Interest and dividends	244	73	456	352
Net realized gains	393	373	1,131	586
Net increase (decrease) in fair value	(359)	700	832	(104)
	38,039	30,817	41,211	32,692
Less:				
Amounts withdrawn by policyholders	978	564	3,840	2,189
Operating expenses	175	134	485	384
	1,153	698	4,325	2,573
Balance at end	\$ 36,886	\$ 30,119	\$ 36,886	\$ 30,119

10 › Debentures

On February 21, 2020, the Company issued subordinated debentures in the amount of \$400 maturing February 21, 2030, bearing interest of 2.40%, payable semi-annually from August 21, 2020 to February 21, 2025, and variable interest equal to the three-month Canadian Dollar Offered Rate (CDOR), plus 0.71%, payable quarterly, commencing May 21, 2025 until February 21, 2030. These subordinated debentures are redeemable by the Company starting February 21, 2025, in whole or in part, subject to prior approval by the Autorité des marchés financiers (AMF). The carrying value of the debentures includes transaction costs and an issuance discount which are amortized for a total of \$2.

11 › Share Capital

The share capital issued by the Company is as follows:

(in millions of dollars, unless otherwise indicated)	As at September 30, 2021		As at December 31, 2020	
	Number of shares (in thousands)	Amount	Number of shares (in thousands)	Amount
Common shares				
Balance at beginning	107,064	\$ 1,674	106,966	\$ 1,666
Shares issued on exercise of stock options	567	31	185	9
Shares redeemed	—	—	(87)	(1)
Balance at end	107,631	\$ 1,705	107,064	\$ 1,674

Stock Option Plan

As at September 30, 2021, the number of outstanding stock options (in thousands) was 1,708 (1,965 as at December 31, 2020). For the nine months ended September 30, 2021, the Company granted (in thousands) 310 stock options exercisable at \$58.55 (285 stock options exercisable at \$73.93 for the year ended December 31, 2020).

Normal Course Issuer Bid Redemption

During the year ended December 31, 2019, with the approval of the Toronto Stock Exchange, the Board of Directors renewed the Normal Course Issuer Bid redemption and authorized the Company to purchase, in the normal course of its activities, from November 12, 2019 to November 11, 2020, up to 5,335,397 common shares, representing approximately 5% of its 106,707,949 common shares issued and outstanding as at November 1, 2019. For the nine months ended September 30, 2020, a total of 86,872 common shares were purchased and cancelled for a net cash amount of \$4, of which \$1 was recorded against share capital and \$3 against retained earnings. On March 13, 2020, redemptions were suspended in accordance with instructions from regulatory authorities. As at September 30, 2021, no Normal Course Issuer Bid redemption was in effect.

Dividends

(in millions of dollars, unless otherwise indicated)	Quarters ended September 30				Nine months ended September 30			
	2021		2020		2021		2020	
	Total	Per share (in dollars)	Total	Per share (in dollars)	Total	Per share (in dollars)	Total	Per share (in dollars)
Common shares	\$ 52	\$ 0.49	\$ 52	\$ 0.49	\$ 156	\$ 1.46	\$ 156	\$ 1.46

Dividends Declared and Not Recognized on Common Shares

A dividend of 0.485 dollars per share was approved by the Board of Directors of the Company on November 3, 2021. This dividend was not recorded as a liability in these Financial Statements. This dividend will be paid on December 15, 2021 to the shareholders of record as of November 19, 2021, date on which it will be recognized in the equity of the Company.

Dividend Reinvestment and Share Purchase Plan

The Company offers a Dividend Reinvestment and Share Purchase Plan to its common shareholders. Dividends on common shares are deducted from equity in the period in which they were authorized. The common shares issued under the plan will be purchased on the secondary market.

12 › Preferred Shares Issued by a Subsidiary

Preferred shares issued by iA Insurance, a subsidiary of the Company, are as follows:

(in millions of dollars, unless otherwise indicated)	As at September 30, 2021		As at December 31, 2020	
	Number of shares (in thousands)	Amount	Number of shares (in thousands)	Amount
Preferred shares, Class A, issued by iA Insurance				
Balance at beginning and at end	21,000	\$ 525	21,000	\$ 525

Dividends

(in millions of dollars, unless otherwise indicated)	Quarters ended September 30				Nine months ended September 30			
	2021		2020		2021		2020	
	Total	Per share (in dollars)	Total	Per share (in dollars)	Total	Per share (in dollars)	Total	Per share (in dollars)
Preferred shares, issued by iA Insurance								
Class A – Series B	\$ 1	\$ 0.29	\$ 1	\$ 0.29	\$ 4	\$ 0.86	\$ 4	\$ 0.86
Class A – Series G	3	0.24	2	0.24	7	0.71	7	0.71
Class A – Series I	2	0.30	3	0.30	6	0.90	6	0.90
Total	\$ 6		\$ 6		\$ 17		\$ 17	

13 › Accumulated Other Comprehensive Income

(in millions of dollars)	Bonds	Stocks	Other invested assets	Currency translation	Hedging	Total
Balance as at December 31, 2020	\$ 136	\$ 6	\$ —	\$ (30)	\$ (29)	\$ 83
Unrealized gains (losses)	(94)	28	(2)	—	—	(68)
Income taxes on unrealized gains (losses)	22	(7)	—	—	—	15
Other	—	—	—	(9)	3	(6)
	(72)	21	(2)	(9)	3	(59)
Realized losses (gains)	(29)	1	—	—	—	(28)
Income taxes on realized losses (gains)	8	—	—	—	—	8
	(21)	1	—	—	—	(20)
Balance as at September 30, 2021	43	28	(2)	(39)	(26)	4
Balance as at December 31, 2019	73	(8)	—	73	(82)	56
Unrealized gains (losses)	118	15	—	—	—	133
Income taxes on unrealized gains (losses)	(31)	(3)	—	—	—	(34)
Other	—	—	—	(103)	63	(40)
Income taxes on other	—	—	—	—	(10)	(10)
	87	12	—	(103)	53	49
Realized losses (gains)	(32)	2	—	—	—	(30)
Income taxes on realized losses (gains)	8	—	—	—	—	8
	(24)	2	—	—	—	(22)
Balance as at December 31, 2020	136	6	—	(30)	(29)	83
Balance as at December 31, 2019	73	(8)	—	73	(82)	56
Unrealized gains (losses)	102	(4)	—	—	—	98
Income taxes on unrealized gains (losses)	(26)	1	—	—	—	(25)
Other	—	—	—	—	(7)	(7)
	76	(3)	—	—	(7)	66
Realized losses (gains)	(21)	(1)	—	—	—	(22)
Income taxes on realized losses (gains)	6	—	—	—	—	6
	(15)	(1)	—	—	—	(16)
Balance as at September 30, 2020	\$ 134	\$ (12)	\$ —	\$ 73	\$ (89)	\$ 106

14 › Capital Management

Regulatory Requirements and Solvency Ratio

The Company is committed to respecting certain requirements of the guideline on capital adequacy requirements for life insurers (CARLI).

According to CARLI, many items are included in the solvency ratio:

The available capital represents the total Tier 1 and Tier 2 capital, less other deductions prescribed by the AMF.

Tier 1 capital contains more permanent equity items and is primarily composed of equity attributable to common shareholders and preferred shares. Goodwill and other intangible assets are deducted from this category.

Tier 2 capital is primarily composed of subordinated debentures.

The surplus allowance is the value of specific provisions for adverse deviations included in insurance contract liabilities.

The eligible deposits are amounts related to unregistered reinsurance agreements, which are deposited in guarantee instruments.

The base solvency buffer is determined according to five risk categories, namely credit risk, market risk, insurance risk, segregated funds guarantee risk and operational risk. These risk components are calculated using various methods and consider the risks associated to asset and liability elements that are on and off the Statement of Financial Position. The base solvency buffer represents the sum of risk components minus some credits (for example, between-risk diversification and adjustable products) multiplied by a scalar of 1.05.

The CARLI total ratio is calculated by dividing the sum of the available capital, the surplus allowance and the eligible deposits by the base solvency buffer.

According to the AMF guideline, the Company must set a target level of available capital that exceeds the minimum requirements. The guideline also stipulates that most of the available capital must be Tier 1, which absorbs the losses related to current operations.

The Company manages its capital on a consolidated basis. As at September 30, 2021, the Company maintains a ratio that satisfies the regulatory requirements.

(in millions of dollars, unless otherwise indicated)

September 30, 2021

Available Capital	
Tier 1 Capital	\$ 3,125
Tier 2 Capital	1,838
Surplus allowance and eligible deposits	5,258
Total	\$ 10,221
Base solvency buffer	\$ 7,815
Total ratio	131%

As at December 31, 2020, the solvency ratio was 130% and the Company maintained a ratio that satisfied the regulatory requirements.

15 › General Expenses

Impairment of Goodwill

As at March 31, 2020, as a result of the COVID-19 pandemic described in Note 2, the Company reviewed the financial projections of PPI Management Inc. Further to this review, an impairment test was performed with respect to PPI Management Inc.'s operations included in the Individual Insurance sector cash-generating units (CGU). This led the Company to recognize an impairment of goodwill of \$24. This amount was recognized in the Income Statement in *General expenses*. The recoverable amount of the CGU is determined by the higher of value in use and fair value less costs of sale which, as of March 31, 2020, was the value in use, determined using cash flow projections before tax based on future financial projections approved by management covering a five-year period.

16 > Income Taxes

The effective income tax rate differs from the Canadian statutory tax rate due to the following items:

(in millions of dollars, unless otherwise indicated)	Quarters ended September 30				Nine months ended September 30			
	2021		2020		2021		2020	
Income before income taxes	\$ 289		\$ 268		\$ 826		\$ 559	
Income tax expense at Canadian statutory tax rate	76	26 %	70	27 %	218	26 %	148	27 %
Increase (decrease) in income taxes due to:								
Differences in tax rates on income not subject to tax in Canada	(1)	— %	(1)	— %	(4)	— %	(2)	— %
Tax-exempt investment income	(13)	(4)%	(21)	(9)%	(36)	(4)%	(50)	(9)%
Non-deductible (non-taxable) portion of the change in fair value of investment properties	—	— %	—	— %	1	— %	7	1 %
Adjustments of previous years	3	1 %	—	— %	10	1 %	(11)	(2)%
Variation in tax rates	—	— %	—	— %	1	— %	(1)	— %
Other	(2)	(1)%	1	— %	1	— %	8	1 %
Income tax expense (recovery) and effective income tax rate	\$ 63	22 %	\$ 49	18 %	\$ 191	23 %	\$ 99	18 %

17 > Segmented Information

The Company operates and manages its activities according to five main reportable operating segments, which reflect its company structure for decision making. Management makes judgments in the aggregation of business units into the Company's operating segments. Its products and services are offered to retail customers, businesses and groups. The Company primarily operates in Canada and the United States. The main products and services offered by each segment are the following:

Individual Insurance – Life, health, disability and mortgage insurance products.

Individual Wealth Management – Individual products and services for savings plans, retirement funds and segregated funds, in addition to securities brokerage, trust operations and mutual funds.

Group Insurance – Life, health, accidental death and dismemberment, dental care and short and long-term disability insurance products for employee plans; creditor insurance, replacement insurance, replacement warranties, extended warranties and other ancillary products for dealer services; and specialized products for special markets.

Group Savings and Retirement – Group products and services for savings plans, retirement funds and segregated funds.

US Operations – Miscellaneous insurance products sold in the United States such as life insurance products and extended warranties relating to dealer services.

Other – Auto and home insurance products, services supporting the activities that have no link with key segments such as asset management and financing, Company capital and some adjustments related to consolidation.

The Company makes judgments and uses assumptions and methodologies to allocate general expenses that are not directly attributable to a business segment. The allocation of other activities is mainly performed according to a formula based on equity and is uniformly applied to each operating segment.

The other assets and other liabilities, except mainly for derivative financial instruments, are classified in their entirety in the *Other* column since they are used for the operational support of the Company's activities.

Segmented Income Statements

(in millions of dollars)	Quarter ended September 30, 2021							Total
	Individual		Group					
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other		
Revenues								
Net premiums	\$ 433	\$ 1,359	\$ 439	\$ 804	\$ 191	\$ 106	\$ 3,332	
Investment income	(114)	(2)	31	(5)	6	43	(41)	
Other revenues	31	458	21	29	119	(115)	543	
	350	1,815	491	828	316	34	3,834	
Operating expenses								
Gross benefits and claims on contracts	219	553	295	361	161	15	1,604	
Ceded benefits and claims on contracts	(77)	—	(14)	(6)	(103)	28	(172)	
Net transfer to segregated funds	—	842	—	176	—	—	1,018	
Increase (decrease) in insurance contract liabilities	(108)	(66)	15	258	(3)	—	96	
Increase (decrease) in investment contract liabilities	—	—	1	—	—	—	1	
Decrease (increase) in reinsurance assets	(46)	—	(1)	1	7	—	(39)	
Commissions, general and other expenses	251	404	154	33	228	(54)	1,016	
Financing charges	4	1	8	—	—	8	21	
	243	1,734	458	823	290	(3)	3,545	
Income before income taxes and allocation of other activities	107	81	33	5	26	37	289	
Allocation of other activities	30	8	2	3	(6)	(37)	—	
Income before income taxes	137	89	35	8	20	—	289	
Income taxes	23	26	9	2	3	—	63	
Net income	114	63	26	6	17	—	226	
Net income attributed to participating policyholders	3	—	—	—	—	—	3	
Net income attributed to shareholders	\$ 111	\$ 63	\$ 26	\$ 6	\$ 17	\$ —	\$ 223	

(in millions of dollars)	Quarter ended September 30, 2020							Total
	Individual		Group					
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other		
Revenues								
Net premiums	\$ 412	\$ 933	\$ 414	\$ 1,168	\$ 230	\$ 91	\$ 3,248	
Investment income	257	(32)	42	71	16	42	396	
Other revenues	27	370	24	26	61	(53)	455	
	696	1,271	480	1,265	307	80	4,099	
Operating expenses								
Gross benefits and claims on contracts	178	480	289	341	171	9	1,468	
Ceded benefits and claims on contracts	(51)	—	(17)	(7)	(94)	32	(137)	
Net transfer to segregated funds	—	381	—	241	—	—	622	
Increase (decrease) in insurance contract liabilities	269	15	17	652	1	(4)	950	
Increase (decrease) in investment contract liabilities	—	—	3	—	—	—	3	
Decrease (increase) in reinsurance assets	(37)	—	3	1	11	4	(18)	
Commissions, general and other expenses	221	325	149	28	187	14	924	
Financing charges	3	1	8	—	1	6	19	
	583	1,202	452	1,256	277	61	3,831	
Income before income taxes and allocation of other activities	113	69	28	9	30	19	268	
Allocation of other activities	17	5	1	1	(5)	(19)	—	
Income before income taxes	130	74	29	10	25	—	268	
Income taxes	24	1	14	6	4	—	49	
Net income	106	73	15	4	21	—	219	
Net income attributed to participating policyholders	(4)	—	—	—	—	—	(4)	
Net income attributed to shareholders	\$ 110	\$ 73	\$ 15	\$ 4	\$ 21	\$ —	\$ 223	

	Nine months ended September 30, 2021						
	Individual		Group				
(in millions of dollars)	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	Total
Revenues							
Net premiums	\$ 1,297	\$ 4,231	\$ 1,267	\$ 2,132	\$ 585	\$ 299	\$ 9,811
Investment income	(1,757)	(157)	69	(102)	(33)	119	(1,861)
Other revenues	93	1,306	57	86	245	(228)	1,559
	(367)	5,380	1,393	2,116	797	190	9,509
Operating expenses							
Gross benefits and claims on contracts	669	1,774	897	2,016	466	39	5,861
Ceded benefits and claims on contracts	(236)	—	(38)	(18)	(302)	82	(512)
Net transfer to segregated funds	—	2,489	—	(215)	—	—	2,274
Increase (decrease) in insurance contract liabilities	(1,732)	(292)	(19)	209	(102)	1	(1,935)
Increase (decrease) in investment contract liabilities	—	—	(6)	—	—	—	(6)
Decrease (increase) in reinsurance assets	(119)	—	—	4	59	(1)	(57)
Commissions, general and other expenses	737	1,184	445	100	583	(49)	3,000
Financing charges	7	2	25	—	1	23	58
	(674)	5,157	1,304	2,096	705	95	8,683
Income before income taxes and allocation of other activities	307	223	89	20	92	95	826
Allocation of other activities	78	19	4	8	(14)	(95)	—
Income before income taxes	385	242	93	28	78	—	826
Income taxes	77	66	27	7	14	—	191
Net income	308	176	66	21	64	—	635
Net income attributed to participating policyholders	(3)	—	—	—	—	—	(3)
Net income attributed to shareholders	\$ 311	\$ 176	\$ 66	\$ 21	\$ 64	\$ —	\$ 638

(in millions of dollars)	Nine months ended September 30, 2020						
	Individual		Group				Total
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	
Revenues							
Net premiums	\$ 1,203	\$ 2,785	\$ 1,204	\$ 2,155	\$ 518	\$ 251	\$ 8,116
Investment income	2,738	223	149	300	162	122	3,694
Other revenues	84	1,116	54	78	128	(149)	1,311
	4,025	4,124	1,407	2,533	808	224	13,121
Operating expenses							
Gross benefits and claims on contracts	605	1,376	863	999	428	30	4,301
Ceded benefits and claims on contracts	(178)	—	(48)	(20)	(245)	83	(408)
Net transfer to segregated funds	—	1,229	—	605	—	—	1,834
Increase (decrease) in insurance contract liabilities	2,766	419	49	838	197	(3)	4,266
Increase (decrease) in investment contract liabilities	—	—	25	—	—	—	25
Decrease (increase) in reinsurance assets	(76)	—	7	3	(49)	3	(112)
Commissions, general and other expenses	669	996	421	82	429	4	2,601
Financing charges	11	2	24	—	1	17	55
	3,797	4,022	1,341	2,507	761	134	12,562
Income before income taxes and allocation of other activities	228	102	66	26	47	90	559
Allocation of other activities	69	11	2	3	5	(90)	—
Income before income taxes	297	113	68	29	52	—	559
Income taxes	43	26	15	5	10	—	99
Net income	254	87	53	24	42	—	460
Net income attributed to participating policyholders	4	—	—	—	—	—	4
Net income attributed to shareholders	\$ 250	\$ 87	\$ 53	\$ 24	\$ 42	\$ —	\$ 456

Segmented Premiums

(in millions of dollars)	Quarter ended September 30, 2021						
	Individual		Group				Total
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	
Gross premiums							
Invested in general fund	\$ 547	\$ 213	\$ 469	\$ 332	\$ 388	\$ 26	\$ 1,975
Invested in segregated funds	—	1,146	—	478	—	—	1,624
	547	1,359	469	810	388	26	3,599
Premiums ceded							
Invested in general fund	(114)	—	(30)	(6)	(197)	80	(267)
Net premiums	\$ 433	\$ 1,359	\$ 439	\$ 804	\$ 191	\$ 106	\$ 3,332

(in millions of dollars)	Quarter ended September 30, 2020							Total
	Individual		Group					
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other		
Gross premiums								
Invested in general fund	\$ 514	\$ 209	\$ 447	\$ 666	\$ 396	\$ 28	\$ 2,260	
Invested in segregated funds	—	724	—	508	—	—	1,232	
	514	933	447	1,174	396	28	3,492	
Premiums ceded								
Invested in general fund	(102)	—	(33)	(6)	(166)	63	(244)	
Net premiums	\$ 412	\$ 933	\$ 414	\$ 1,168	\$ 230	\$ 91	\$ 3,248	

(in millions of dollars)	Nine months ended September 30, 2021							Total
	Individual		Group					
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other		
Gross premiums								
Invested in general fund	\$ 1,618	\$ 662	\$ 1,352	\$ 583	\$ 1,124	\$ 102	\$ 5,441	
Invested in segregated funds	—	3,569	—	1,568	—	—	5,137	
	1,618	4,231	1,352	2,151	1,124	102	10,578	
Premiums ceded								
Invested in general fund	(321)	—	(85)	(19)	(539)	197	(767)	
Net premiums	\$ 1,297	\$ 4,231	\$ 1,267	\$ 2,132	\$ 585	\$ 299	\$ 9,811	

(in millions of dollars)	Nine months ended September 30, 2020							Total
	Individual		Group					
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other		
Gross premiums								
Invested in general fund	\$ 1,494	\$ 589	\$ 1,303	\$ 786	\$ 933	\$ 71	\$ 5,176	
Invested in segregated funds	—	2,196	—	1,389	—	—	3,585	
	1,494	2,785	1,303	2,175	933	71	8,761	
Premiums ceded								
Invested in general fund	(291)	—	(99)	(20)	(415)	180	(645)	
Net premiums	\$ 1,203	\$ 2,785	\$ 1,204	\$ 2,155	\$ 518	\$ 251	\$ 8,116	

Segmented Assets and Liabilities

(in millions of dollars)	As at September 30, 2021						
	Individual		Group				Total
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	
Assets							
Invested assets	\$ 25,037	\$ 1,928	\$ 1,986	\$ 5,137	\$ 1,443	\$ 8,789	\$ 44,320
Segregated funds net assets	—	22,862	—	14,024	—	—	36,886
Reinsurance assets	85	—	225	127	1,994	(208)	2,223
Other	110	1,135	—	—	107	6,331	7,683
Total assets	\$ 25,232	\$ 25,925	\$ 2,211	\$ 19,288	\$ 3,544	\$ 14,912	\$ 91,112
Liabilities							
Insurance contract liabilities and investment contract liabilities	\$ 23,956	\$ 1,964	\$ 2,261	\$ 5,240	\$ 1,892	\$ (111)	\$ 35,202
Liabilities related to segregated funds net assets	—	22,862	—	14,024	—	—	36,886
Other	680	51	3	14	—	11,169	11,917
Total liabilities	\$ 24,636	\$ 24,877	\$ 2,264	\$ 19,278	\$ 1,892	\$ 11,058	\$ 84,005

(in millions of dollars)	As at December 31, 2020						
	Individual		Group				Total
	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	
Assets							
Invested assets	\$ 25,922	\$ 2,145	\$ 1,969	\$ 4,949	\$ 1,347	\$ 8,815	\$ 45,147
Segregated funds net assets	—	19,240	—	13,564	—	—	32,804
Reinsurance assets	(36)	—	222	130	1,805	(140)	1,981
Other	109	1,096	—	—	74	5,255	6,534
Total assets	\$ 25,995	\$ 22,481	\$ 2,191	\$ 18,643	\$ 3,226	\$ 13,930	\$ 86,466
Liabilities							
Insurance contract liabilities and investment contract liabilities	\$ 25,661	\$ 2,246	\$ 2,272	\$ 5,030	\$ 2,003	\$ (110)	\$ 37,102
Liabilities related to segregated funds net assets	—	19,240	—	13,564	—	—	32,804
Other	441	47	3	8	—	9,548	10,047
Total liabilities	\$ 26,102	\$ 21,533	\$ 2,275	\$ 18,602	\$ 2,003	\$ 9,438	\$ 79,953

18 › Earnings Per Common Share

Basic Earnings Per Share

Basic earnings per share are calculated by dividing the net income attributed to common shareholders by the weighted average number of outstanding common shares during the period.

(in millions of dollars, unless otherwise indicated)	Quarters ended September 30		Nine months ended September 30	
	2021	2020	2021	2020
Net income attributed to common shareholders	\$ 217	\$ 217	\$ 621	\$ 439
Weighted average number of outstanding shares (in millions of units)	108	107	107	107
Basic earnings per share (in dollars)	\$ 2.01	\$ 2.03	\$ 5.78	\$ 4.11

Diluted Earnings Per Share

Diluted earnings per share are calculated by adjusting the weighted average number of outstanding common shares to take into account the conversion of all potentially dilutive common shares.

The dilutive effect of stock options considers the number of shares presumed issued without consideration, calculated as the difference between the number of shares deemed to have been issued (by assuming the outstanding stock option grants are exercised) and the number of shares that would have been issued at the average market price for the year (the number of shares that would have been issued using the issuance proceeds, using the average market price of the Company's common shares for the period). For the quarter and for the nine months ended September 30, 2021, an average of 29,273 and 41,573 antidilutive stock options respectively (393,159 options for the quarter and 295,876 options for the nine months ended September 30, 2020) were excluded from the calculation.

(in millions of dollars, unless otherwise indicated)	Quarters ended September 30		Nine months ended September 30	
	2021	2020	2021	2020
Net income attributed to common shareholders	\$ 217	\$ 217	\$ 621	\$ 439
Weighted average number of outstanding shares (in millions of units)	108	107	107	107
Add: dilutive effect of stock options granted and outstanding (in millions of units)	—	—	1	—
Weighted average number of outstanding shares on a diluted basis (in millions of units)	108	107	108	107
Diluted earnings per share (in dollars)	\$ 2.01	\$ 2.03	\$ 5.76	\$ 4.10

There was no transaction on common shares that could affect these calculations after the closing date and before the date of authorization for issue of these Financial Statements.

19 › Post-Employment Benefits

The Company maintains a funded defined benefit plan and a number of unfunded plans that provide pension benefits and defined contribution plans.

The Company also provides other post-retirement benefits. These include additional health care benefits, life insurance and dental benefits. The Company also provides post-employment benefits such as salary continuation for short-term disabilities.

Amounts Recognized in Net Income and Other Comprehensive Income

(in millions of dollars)	Quarters ended September 30			
	2021		2020	
	Pension plans	Other plans	Pension plans	Other plans
Current service cost	\$ 17	\$ 1	\$ 16	\$ 1
Net interest	2	—	2	—
Components of the cost of defined benefits recognized in the net income	19	1	18	1
Remeasurement of net liabilities (assets) as defined benefits ¹				
Rate of return on assets (excluding amounts included in the net interest above)	12	—	(18)	—
Actuarial losses (gains) on financial assumption changes	(48)	(4)	36	2
Losses (gains) on components of the cost of defined benefits recognized in other comprehensive income	(36)	(4)	18	2
Total of defined benefit cost components	\$ (17)	\$ (3)	\$ 36	\$ 3

¹ Changes in financial assumptions and assumptions on rate of return on assets, which represent market-based assumptions, are reviewed on a quarterly basis. All other assumptions are reviewed on an annual basis.

(in millions of dollars)	Nine months ended September 30			
	2021		2020	
	Pension plans	Other plans	Pension plans	Other plans
Current service cost	\$ 51	\$ 2	\$ 46	\$ 3
Net interest	7	1	6	1
Administrative expense	1	—	1	—
Components of the cost of defined benefits recognized in the net income	59	3	53	4
Remeasurement of net liabilities (assets) as defined benefits ¹				
Rate of return on assets (excluding amounts included in the net interest above)	39	—	(37)	—
Actuarial losses (gains) on financial assumption changes	(281)	(7)	130	3
Losses (gains) on components of the cost of defined benefits recognized in other comprehensive income	(242)	(7)	93	3
Total of defined benefit cost components	\$ (183)	\$ (4)	\$ 146	\$ 7

¹ Changes in financial assumptions and assumptions on rate of return on assets, which represent market-based assumptions, are reviewed on a quarterly basis. All other assumptions are reviewed on an annual basis.

Items that will not be reclassified subsequently to net income

(in millions of dollars)	Quarters ended September 30			
	2021		2020	
	Pension plans	Other plans	Pension plans	Other plans
Losses (gains) on components of the cost of defined benefits recognized in other comprehensive income				
Remeasurement of post-employment benefits	\$ (36)	\$ (4)	\$ 18	\$ 2
Income taxes on remeasurement of post-employment benefits	10	1	(4)	(1)
Total of other comprehensive income	\$ (26)	\$ (3)	\$ 14	\$ 1

(in millions of dollars)	Nine months ended September 30			
	2021		2020	
	Pension plans	Other plans	Pension plans	Other plans
Losses (gains) on components of the cost of defined benefits recognized in other comprehensive income				
Remeasurement of post-employment benefits	\$ (242)	\$ (7)	\$ 93	\$ 3
Income taxes on remeasurement of post-employment benefits	64	2	(24)	(1)
Total of other comprehensive income	\$ (178)	\$ (5)	\$ 69	\$ 2

20 › Commitments

Investment Commitments

In the normal course of the Company's business, various outstanding contractual commitments related to offers for commercial loans, private placements, joint ventures and real estate are not reflected in the financial statements and may not be fulfilled. There were \$715 (\$773 as at December 31, 2020) of outstanding commitments as at September 30, 2021, of which the estimated disbursements will be \$109 (\$72 as at December 31, 2020) in 30 days, \$259 (\$308 as at December 31, 2020) in 31 to 365 days and \$347 (\$393 as at December 31, 2020) in more than one year.

Letters of Credit

In the normal course of operations, banks issue letters of credit on behalf of the Company. As at September 30, 2021, the balance of these letters is \$2 (\$7 as at December 31, 2020).

Lines of Credit

As at September 30, 2021, the Company had operating lines of credit totalling \$56 (\$56 as at December 31, 2020). As at September 30, 2021 and 2020, no lines of credit were used. The purpose of these lines of credit is to facilitate financing of the Company's operations and meet its temporary working capital requirements.

21 › Events After the Reporting Period

Acquisition of Businesses

On November 2, 2021, the Company announced that it acquired, through one of its subsidiaries, 70% of the shares of two Canadian companies specializing in insurance technology: Surexdirect.com Ltd and Surexdirect.com (Ontario) Ltd (collectively “Surex”) for a total cash consideration of \$63. As a leading player in digital property and casualty (P&C) insurance distribution in Canada, Surex combines online self-serve capabilities with experienced advisors.

Disposal of Business

On October 1, 2021, PPI Management Inc., a subsidiary of the Company, sold its wholly owned subsidiary PPI Benefits Inc. to AGA Benefits Solutions. A gain of \$12 before tax will be recognized in the Income Statement in *Other revenues* in the next quarter. The sale reflects the decision of PPI Management Inc. to focus on its core business of individual insurance and support for independent advisors.