

WITH YOU



# Company Profile

iA Financial Group is one of the largest insurance and wealth management groups in Canada, with operations in the United States.

Founded in 1892, it is an important Canadian public company and is listed on the Toronto Stock Exchange under the ticker symbols IAG (common shares) and IAF (preferred shares).

## OUR PURPOSE

For our clients to be confident and secure about their future.

## OUR MISSION

To ensure the financial wellbeing of our clients by offering them personal insurance coverage and investment solutions to help them achieve their personal goals.

## OUR AMBITION

To be the company that best meets client expectations, in partnership with our distributors.

## OUR FIVE VALUES

Teamwork

1

High-performance environment

2

Continuous improvement

3

Respect for individuals and distributors

4

Service-oriented

5

4 million +

clients

8,600 +

employees

50,000<sup>1</sup> +

representatives

\$196.2 billion

assets under management and administration<sup>†</sup>

\$7.4 billion

market capitalization



<sup>1</sup> In prior years, the number of representatives presented was that of the individual insurance and individual wealth management sectors in Canada.

<sup>†</sup> This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" in the "Management's Discussion and Analysis" for 2021, which is available at [sedar.com](http://sedar.com) for relevant information about such measures.

# SUSTAINABLE GROWTH

In Canada, iA Financial Group has four main lines of business: Individual Insurance and Individual Wealth Management, which address the needs of retail customers; and Group Insurance and Group Savings and Retirement, which address the needs of groups and businesses. A fifth line of business comprises the company's US Operations.

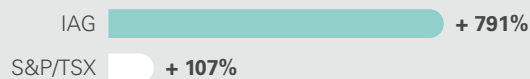


## Financial strength and shareholder return

We have a solid balance sheet and a low debt ratio <sup>†</sup> that provides us with great financial flexibility. Our capital position is robust and we manage our business with a long-term perspective, all of which supports our growth strategy. In addition, the company's solvency ratio<sup>1</sup> was well above the target range at September 30, 2022, standing at 130%.

## IAG stock performance

Since initial public offering on February 3, 2000, through September 30, 2022



## Book value per share<sup>1</sup>

iA Financial Group's strong performance has translated into an average increase in book value per share<sup>1</sup> of 10% per year since IPO.



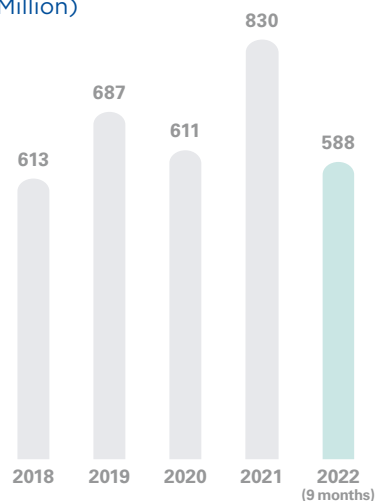
<sup>1</sup> Book value per common share is a financial measure calculated by dividing the common shareholders' equity by the number of common shares outstanding at the end of the period; all components of this measure are IFRS measures.

<sup>†</sup> This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" in the "Management's Discussion and Analysis" for 2021, which is available at [sedar.com](http://sedar.com) for relevant information about such measures.

# FINANCIAL HIGHLIGHTS

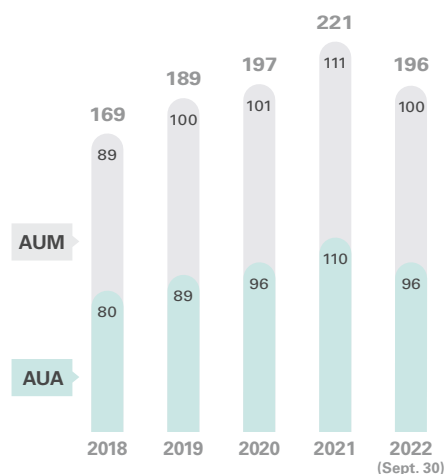
## Net income attributed to common shareholders

(\$Million)



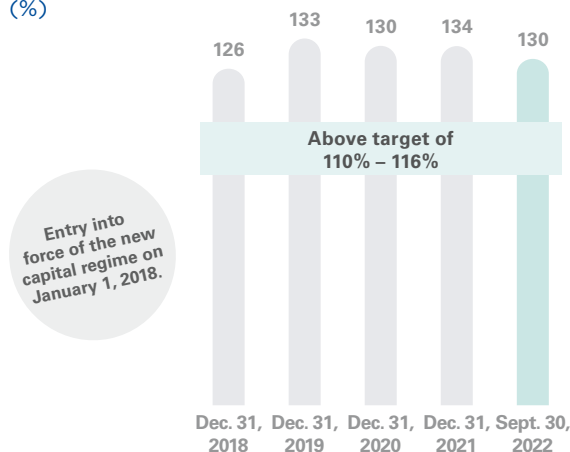
## Assets under management (AUM) and administration (AUA)<sup>†</sup>

(\$Billion)



## Solvency ratio<sup>†</sup>

(%)



## Net premiums, premium equivalents and deposits<sup>†</sup>

(\$Million)



## Market share

(Canada)

Line of business	New business <sup>1</sup>		In force <sup>2</sup>	
	Rank	Market share	Rank	Market share
Individual Insurance	3rd	16.0 %	4th	15.3 %
Individual Wealth Management				
— Segregated funds	1st	30.5 %	3rd	17.9 %
— Mutual funds	15th	—	19th	1.0 %
Group Insurance – Employee Plans <sup>3</sup>	9th	4.0 %	7th	3.8 %
Group Savings and Retirement	4th	8.9 %	5th	4.7 %

<sup>1</sup> First-year annualized minimum premiums (life, disability and critical illness) for Individual Insurance, gross sales for Individual Wealth Management and first-year annualized premiums for other sectors

<sup>2</sup> Premiums for Individual Insurance (life only) and Group Insurance, assets for other sectors

<sup>3</sup> Market of 50 to 1,000 employees

Source: Latest available industry data from: CLHIA, Fraser Group, Investor Economics, IFIC and LIMRA

## Credit ratings

(as at December 31, 2021)

iA Financial Corporation Inc.

Credit Agency	S&P	DBRS Morningstar
Issuer rating	A	A

Industrial Alliance Insurance and Financial Services Inc.

Credit Agency	S&P	DBRS Morningstar	A.M. Best
Financial strength	AA-	AA (low)	A+ (Superior)

<sup>†</sup> This item is a non-IFRS measure; see the “Non-IFRS and Additional Financial Measures” in the “Management’s Discussion and Analysis” for 2021, which is available at [sedar.com](http://sedar.com) for relevant information about such measures.

# SUSTAINABLE DEVELOPMENT

## ESG Ambition

To contribute to sustainable growth and wellbeing for our clients, employees, partners, investors and communities

### Targets

- Reduction of our GHG emissions by 20% per employee by 2025
- Now and in the future, achieve increased gender equity of between 40% and 60% in iA Financial Group senior leadership positions and appointments



### ENVIRONMENT

- *Climate Change Position Statement* through which we commit to become a leader on climate change in North America
- Continue to be carbon neutral by offsetting GHG emission and reducing our emissions
- Climate change task force to achieve and improve reduction targets
- Work From Anywhere model estimated to result in the reduction of 3,500 tonnes in GHG equivalents
- Majority of our 30+ properties in Canada are BOMA BEST or LEED certified

### SOCIAL

- Commitment to obtain the Progressive Aboriginal Relations (PAR) certification of the Canadian Council for Aboriginal Business
- Diversity and Inclusion program, including a three-year action plan
- Efforts to support employees' wellbeing promoting global health
- Offering our clients products and services that provide access to quality health care and health services
- Continued effort to harmonize and further implement NPS metrics across the Company
- 2021 donations of \$7.5M to different social and community organizations

### GOVERNANCE

- Best governance practices reinforced with a formalized *Governance Framework*
- Use of the TCFD and SASB reporting frameworks to guide ESG disclosure
- Integration of sustainable development in our governance structure through several committees
- ESG criteria included in executive compensation since 2021
- Publication of several policies, practices and statements to support our governance

## To contact us

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iA Financial Group

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iA Financial Group has been carbon neutral since 2020