

# 2019 Annual Meeting

**iA Financial Corporation Inc.  
and Industrial Alliance Insurance  
and Financial Services Inc.**



INVESTED IN YOU.

# Agenda

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1. Opening of the Meeting
2. Convocation, Scrutineers and Quorum
3. Message from the Chair of the Board
4. Election of Directors
5. Appointment of the External Auditor
6. Advisory Resolution on iA Financial Corporation's Approach to Executive Compensation
7. Shareholder Proposals
8. Message from the President and Chief Executive Officer
9. Results of the Vote
10. Question Period
11. Adjournment of the Meeting



# Jacques Martin

## Chair of the Board

2019 Annual Meeting

Welcome



INVESTED IN YOU.

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# Caution Regarding Forward-looking Statements



This presentation consists of these slides and the associated remarks and comments. This presentation may contain statements relating to strategies used by the Company or statements that are predictive in nature, that depend upon or refer to future events or conditions, or that include words such as “may”, “will”, “could”, “should”, “would”, “suspect”, “expect”, “anticipate”, “intend”, “plan”, “believe”, “estimate”, and “continue” (or the negative thereof), as well as words such as “objective” or “goal” or other similar words or expressions. Such statements constitute forward looking statements within the meaning of securities laws. Forward-looking statements include, but are not limited to, information concerning the Company’s possible or assumed future operating results. These statements are not historical facts; they represent only the Company’s expectations, estimates and projections regarding future events.

Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, such statements involve risks and uncertainties, and undue reliance should not be placed on such statements. Certain material factors or assumptions are applied in making forward-looking statements, and actual results may differ materially from those expressed or implied in such statements. Factors that could cause actual results to differ materially from expectations include, but are not limited to: general business and economic conditions; level of competition and consolidation; changes in laws and regulations including tax laws; liquidity of the Company including the availability of financing to meet existing financial commitments on their expected maturity dates when required; accuracy of information received from counterparties and the ability of counterparties to meet their obligations; accuracy of accounting policies and actuarial methods used by the Company; insurance risks including mortality, morbidity, longevity and policyholder behaviour including the occurrence of natural or man made disasters, pandemic diseases and acts of terrorism.

Additional information about the material factors that could cause actual results to differ materially from expectations and about material factors or assumptions applied in making forward-looking statements may be found in the “Risk Management” section of the Management’s Discussion and Analysis for the year 2018 and in the “Management of Risks Associated with Financial Instruments” note to the Company’s audited consolidated financial statements for the year ended December 31, 2018, and elsewhere the Company’s filings with the Canadian securities regulators, which are available for review at [www.sedar.com](http://www.sedar.com).

The forward-looking statements in this presentation reflect the Company’s expectations as of the date of this presentation. The Company does not undertake to update or release any revisions to these forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events, except as required by law.

# Attention

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**Please silence  
your mobile devices.  
Thank you!**



# Who can vote? – iA Financial Corporation

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## Common Shareholders

- Election of Directors
- Appointment of the External Auditor
- Advisory Resolution on Executive Compensation Approach
- Shareholder Proposals

# Who can vote? – iA Insurance

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## Common Shareholder

- Election of Two-Thirds (2/3) of Directors
- Appointment of the External Auditor

## Participating Policyholders

- Election of One-Third (1/3) of Directors

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# Message from the Chair of the Board

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**Jacques Martin**  
Chair of the Board

# Message from the Chair of the Board

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- **Strength of business strategy for all business lines**
- **Digital evolution of operations**
- **Change with continuity**
  - New President and Chief Executive Officer



Denis Ricard

# Message from the Chair of the Board

- Creation of iA Financial Corporation
- Changes on the Board of Directors

Two new directors



Monique  
Mercier



Benoit  
Daignault

# Message from the Chair of the Board

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## Advances in environmental, social and governance factors

- Sustainable Development Policy
- Board Diversity Policy
- United Nations Principles for Responsible Investment

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# Director Nominees – iA Financial Corporation



Agathe  
Côté



Benoit  
Daignault



Nicolas  
Darveau-Garneau



Emma  
K. Griffin



Marc  
Poulin



Louis  
Têtu



Claude  
Lamoureux



Jacques  
Martin



Monique  
Mercier



Danielle  
G. Morin



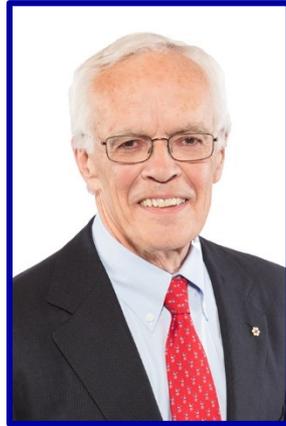
Denis  
Ricard

# Director Nominees – iA Insurance

For Participating Policyholders



Agathe  
Côté



Claude  
Lamoureux



Danielle  
G. Morin



Louis  
Têtu

# Director Nominees – iA Insurance For the Common Shareholder



Benoit  
Daignault



Nicolas  
Darveau-Garneau



Emma  
K. Griffin



Marc  
Poulin



Jacques  
Martin



Monique  
Mercier



Denis  
Ricard

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# Message from the President and Chief Executive Officer

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**Denis Ricard**

President and Chief Executive Officer

# Message from the President and Chief Executive Officer

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- Financial strength
- Sound risk management
- iA Financial Group's solvency has never been better since becoming a public company in 2000.

# Message from the President and Chief Executive Officer



## Strategic acquisitions

**DAC**  
in the  
United States

**PPI**  
Management  
Inc.

**ABEX**  
Brokerage  
Services Inc.

**We continue to grow our distribution network in Canada  
and expand our operations in the United States.**

# Message from the President and Chief Executive Officer

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**We will continue to focus on two areas:**

- Expanding our operations in the United States
- Growing our distribution network in Canada

# Message from the President and Chief Executive Officer

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## Five major development areas

- Maintain our solid business growth
- Continually safeguard our strong financial position
- Continue to focus on distribution, our major strength
- Reshape the advisor and client experience through digital
- Focus employee development on mobility and a culture of long-term engagement

# Message from the President and Chief Executive Officer

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**Creation of a holding company**

iA Financial Corporation



# 2018 in Review

# Message from the President and Chief Executive Officer



## 2018 in review

+6%

■ Premiums and deposits

\$169B

■ Assets under management and administration

\$4.5B

■ Gross Individual Wealth Management sales

+46%

■ Car loan portfolio

+11%

■ Special Markets Solutions sales

# Message from the President and Chief Executive Officer



## 2018 in review

**+14%** — ■ **Group Insurance – Employee Plans total premiums**

**+11%** — ■ **U.S. insurance sales**

**+19%** — ■ **Net income attributed to common shareholders**

**+16%** — ■ **Earnings per share (EPS)**

**+11%** — ■ **Dividend paid to common shareholders**

# Message from the President and Chief Executive Officer



## First quarter 2019

- \$181B** — Assets under management and administration
- +2%** — Premiums and deposits
- \$151M** — Net income attributed to common shareholders
- \$1.40** — Diluted earnings per common share

# Message from the President and Chief Executive Officer

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## First quarter 2019

**+10%** —■ Book value per share

**+8%** —■ Quarterly dividend

# Message from the President and Chief Executive Officer

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**Sustainable development:**

A long-term vision for building the future

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