# Proven values, looking to the future

## **Annual meeting 2024**

Information for participating policyholders Industrial Alliance Insurance and Financial Services Inc.



## Notice of the 2024 Annual Meeting of the Sole Common Shareholder and of the Participating Policyholders

#### When?

May 9, 2024 2:00 p.m. (Eastern time)

#### Where?

Virtual Meeting only: via live webcast online at the following address: https://www.icastpro.ca/eia240509

Please refer to the "Meeting Information" section of the Information Document to obtain login instructions to join the Meeting virtually via live webcast online.

#### Agenda

- receive the consolidated financial statements of Industrial Alliance Insurance and Financial Services Inc. (the "Corporation" or "iA Insurance") and the report of the external auditor for the year ended December 31, 2023;
- 2) elect the directors for the ensuing year;
- 3) appoint the external auditor for the ensuing year; and
- 4) transact such other business as may be properly brought before the Meeting.

The annual meeting of iA Financial Corporation Inc. ("iA Financial Corporation") will be held on the same webcast



## For Your Information

- Please note that, according to the applicable regulation, only the Sole Common Shareholder and the holders of a participating policy issued or assumed by the Corporation before June 13, 2019 ("Participating Policyholders") are entitled to receive notice and vote at the Annual Meeting. According to the law, the Participating Policyholders will be invited to vote only on item 2 of the Agenda, as more fully described in this document.
- In order for a proxy to be voted at the Annual Meeting, the properly completed Proxy Form must be received by Computershare Investor Services Inc., 100 University Avenue, 8th floor, Toronto, Ontario, M5J 2Y1, no later than 5:00 p.m. (local time) on May 7, 2024, or 48 hours prior to any adjournment(s) of the Meeting.

Please refer to the "Meeting Information" section for all voting information.

Quebec City, Quebec, March 12, 2024

Amélie Cantin Corporate Secretary of the Corporation

## Message from the Chair of the Board of Directors

## **Dynamism and long-term vision**

Hello everyone,

I am delighted to invite you to iA Insurance's Annual Meeting, which will be held virtually on Thursday, May 9, 2024 at 2:00 p.m.

I would like to assure you that, once again this year, all the necessary measures have been taken to guarantee your rights as a Participating Policyholder with regard to voting and interaction throughout the event. This meeting is an excellent opportunity to discuss important issues relating to the Corporation's governance.

#### Good financial health

I would like to start by emphasising that iA Financial Group had a good year in 2023, thanks to the dynamism of its various business units. The Corporation's financial results follow an effective transition to IFRS 17 and IFRS 9 accounting standards.

Business growth remained solid overall, and profitability continued to be strong. The Corporation has been active in deploying capital. It made significant investments in organic growth and digital transformation. It also announced the acquisition of Vericity, a life insurance company and digital agency in the United States. It also repurchased an important number of shares, totalling 461 million dollars.

Earnings from core activities amounted to \$956 million in 2023. The Corporation has a robust capital position, with a solvency ratio of 145%, well above the target of 120%.

The dividend paid in 2023 per ordinary share was 14% higher than in 2022.

#### Solid ESG achievements

iA Financial Group also stood out in terms of sustainability. In terms of the environment, the Corporation updated its climate strategy, particularly with regard to its greenhouse gas (GHG) emission reduction targets, for which new targets have been adopted.

On the social front, iA Financial Group has evolved its commitment to the Progressive Aboriginal Relations™ (''PAR'') certification process of the Canadian Council for Aboriginal Business. The Corporation has completed the first phase of this important certification. Finally, the Corporation continued its philanthropic efforts in 2023, with philanthropic contributions totalling \$9.4 million to various charities in Canada and the United States.

In terms of governance, iA Financial Group consulted its stakeholders in 2023 and completed a materiality assessment, which sets the table for the next stages of its sustainability plan.

The Corporation has always attached great importance to establishing and maintaining sound and prudent corporate governance, in the interests of the Corporation and its stakeholders.

In 2023, iA Financial Group was ranked seventh out of 219 companies in The Globe and Mail (Board Games). This is an important ranking of the largest Canadian companies listed on the Toronto Stock Exchange in terms of the quality of their corporate governance practices. iA Financial Group obtained a score of 94%. In 2022, iA ranked 22° with a score of 91%.

### **Continued deployment of Employee and Client Experiences**

In 2023, the Corporation continued to promote and bring to life its FLEXIBLE Working Model. This model allows the majority of employees to choose on a daily basis where to work in order to be most effective and encourages the balanced use of the two main workplaces: the office and the home.

According to Forbes, iA Financial Group is ranked 48<sup>th</sup> among the best employers in Canada. This annual ranking of the top 300 Canadian organizations is based primarily on a survey of more than 40,000 people working for Canadian companies and institutions employing at least 500 people.

The Corporation also continued to implement its extensive "Global Client Experience" program. Aligning the entire organisation with clients' needs is at the heart of its success, and will help to deliver an even simpler, more consistent client experience and achieve its growth objectives.

This vision of the client experience is constantly evolving in line with what clients are saying, but the Corporation's objective remains and will remain the same: to meet its client' expectations as fully as possible.

All these topics and more will be presented at the Annual Meeting.

In the meantime, I invite you to read the information contained in this Information Document and to exercise your right to vote at the Annual Meeting.

On behalf of the Board of Directors and senior management of the Corporation, I would like to thank you for your confidence and support. I look forward to talking with you at our Annual Meeting on May 9, 2024.

The Chairman of the Board of Directors.

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Jacques Martin
Chair of the Board

# Meeting Information



## **For Your Information**

- This Information Document is part of the solicitation of proxies by the management of iA Insurance for use at the 2024 Annual Meeting (the "Annual Meeting" or "Meeting"). Herein you shall find important information required to exercise your voting right.
- In this Information Document, "iA Financial Group" refers to iA Financial Corporation and all its subsidiaries. "Sole Common Shareholder" refers to iA Financial Corporation.
- Participating Policyholders may attend the Meeting virtually via live webcast online only. The virtual mode allows simplicity and provides shareholders and Participating Policyholders with an equal opportunity to participate at the Meeting regardless of their geographic location.
- At the meeting, Participating Policyholders will have the opportunity to ask questions and to exercise their voting right.
- We ask that you give preference to the vote by proxy.
- Please note that according to the applicable regulation, the Participating Policyholders will be invited to vote only on item 2 of the Agenda, as more fully described in this document.
- You have received the Information Document because you held, at the close of business on March 12, 2024, a participating policy issued or assumed by iA Insurance before June 13, 2019.
- Unless otherwise indicated, the information contained in the Information Document is up to date as of March 12, 2024, and all amounts are in Canadian dollars.
- In order for a proxy to be voted at the Meeting, the properly completed Proxy Form must be received by Computershare Investor Services Inc., 100 University Avenue, 8th floor, Toronto, Ontario, M5J 2Y1, no later than 5:00 p.m. (local time) on May 7, 2024, or 48 hours prior to any adjournment(s) of the Meeting.
- The financial statements presented to the Sole Common Shareholder and to the Participating Policyholders are those of iA Insurance.
- We will hold the meeting of common shareholders of iA Financial Corporation at the same time. The questions on the agenda of each meeting will be reviewed separately. However, management's presentation will cover both companies and a joint question and answer session will follow.



## **Questions Submitted at the Meeting**

#### **Our Financial Statements**

The consolidated financial statements of iA Insurance for the year ended December 31, 2023 will be presented at the Meeting. You will find our financial statements on our website at ia.ca and on the SEDAR+ website at sedarplus.ca

#### **Election of Directors**

The term of office of each of the current directors expires at the close of the Meeting. Thirteen directors will be elected at the Meeting.

Each director elected at the Meeting will hold office until the close of the next annual meeting, unless the director resigns or otherwise vacates office. In accordance with our *Policy Regarding the Majority Election of Directors*, a candidate who receives a number of abstentions higher than the number of votes in favour is required to submit their resignation to the Board.



## **Vote FOR**

The Board recommends that you vote FOR each director nominee as proposed by the Corporation.

In accordance with the *Insurers Act* (Quebec), Participating Policyholders are entitled to elect at least one third of the Board of Directors' members. Therefore, the Participating Policyholders are entitled to elect five directors.

All directors, whether elected by the Participating Policyholders or by the Sole Common Shareholder, have a duty to act in the best interest of the Corporation, taking into account both the interests of the Participating Policyholders and of the Sole Common Shareholder.

## **Appointment of the External Auditor**

The Sole Common Shareholder will vote regarding the appointment of the external auditor. Deloitte LLP has been our external auditor since 1940.

### **Consideration of Other Matters**

As at the date of this Information Document, iA Insurance is aware of no amendment to the matters discussed above nor of any other matters that may come before the Meeting.



## **Delivery of Meeting Materials**

#### Notice-and-Access

We use Notice-and-Access to deliver this Information Document to Participating Policyholders. As such, you received by mail a notice indicating how to obtain the Information Document electronically and how to request a paper copy. You also received a Proxy Form enabling you to vote your participating policy.

Notice-and-Access allows for faster access to this Information Document, helps to lower the printing and mailing costs incurred, contributes to environmental protection and is consistent with our sustainability strategy.

You may obtain a copy of the Meeting materials on our website at ia.ca.

You can request free of charge a paper copy of the meeting materials in the year following the date of this Information Document. You can make the request at any time before the Meeting by phone, by calling 1-866-962-0498 (Canada and the United States) or 1-514-982-8716 (other countries) and by following the instructions. After the Meeting, requests can be made by calling 1-800-564-6253 (Canada and the United States) or 1-514-982-7555 (other countries).

If you request a paper copy of the Information Document, you will not receive a new Proxy Form. You should therefore keep the initial form sent to you in order to vote.

If you request it before the date of the Meeting, the Information Document will be sent to you within three business days of receiving your request. To receive the Information Document before the voting deadline and the date of the Meeting, we estimate that your request must be received no later than 5:00 p.m. (ET) on April 19, 2024. Please note that postal delays could cause you to receive the Information Document after the proxy voting deadline and after the date of the Meeting. If you request it on the day of the Meeting or within the year following the date of this Information Document, it will be sent to you within ten calendar days of receiving your request.



## Who Can Vote?

Persons who hold, as of March 12, 2024, a participating policy issued or assumed by the Corporation before June 13, 2019, will be entitled to vote at the Meeting, but only for the election of at least one third of the Board of Directors' members, the whole in accordance with the *Insurers Act* (Quebec). The Participating Policyholders will be entitled to one vote per person, notwithstanding the number of participating policies they hold.

As at March 12, 2024, the number of Participating Policyholders is 55 264.



You may exercise your voting right in one of two ways:



Vote by proxy before the Meeting



Vote by online ballot during the Meeting

## Vote by proxy before the Meeting

The persons named in the accompanying Proxy Form for the Participating Policyholders are the Chair of the Board of Directors and the President and Chief Executive Officer. They will represent Participating Policyholders. You are entitled to appoint a person (who need not to be a participating policyholder) other than the persons designated in the Proxy Form to represent you at the Meeting.

If you do not intend to attend the Meeting or, if you simply wish to vote before the Meeting, you must (i) indicate your voting instructions on the Proxy Form; or (ii) appoint another person, called a "Proxy", to attend the Meeting and exercise your voting right on your behalf. In either case, you must complete and return the Proxy Form by following the instructions indicated therein.

For the proxy voting rights to be exercised at the Meeting, the duly completed Proxy Form must be received by Computershare Investor Services Inc., 100 University Avenue, 8th Floor, Toronto, Ontario, M5J 2Y1, no later than 5:00 p.m. (local time) on May 7, 2024, or 48 hours prior to any adjournment(s) of the Meeting.

## Vote by online ballot during the Meeting

If you wish to attend the Meeting online and exercise your voting right at that moment, you must, on the day of the Meeting, follow the steps below:

- Log in online at https://www.icastpro.ca/eia240509. We recommend that you log in at least thirty minutes before the Meeting starts;
- Enter your control number (see below) and password "iA2024" (case sensitive);
- The control number located on the Proxy Form you received is your "control number".

Do not complete the Proxy Form that was sent to you if you choose to vote at the Meeting.

It is important to be connected to the Internet at all times during the Meeting in order to vote. It is your responsibility to ensure connectivity for the duration of the Meeting. You should allow ample time to check into the Meeting online and complete the related procedure. The Corporation has published on its website at ia.ca, the rules of conduct applicable to the virtual Meeting. These rules are intended to ensure the proper conduct of the Meeting and provide, among other things, the way a participating policyholder may virtually intervene at the Meeting and ask questions. We encourage Participating Policyholders to consult the rules of conduct and to carefully follow the instructions in this Information Document and on their Proxy Form, as applicable, to attend and participate fully in the Meeting.

#### **Solicitation of Proxies**

The solicitation of proxies will be made primarily by mail. However, our management, our employees or employees of Computershare Investor Services Inc., our transfer agent, may also contact you by telephone. We may also retain the services of solicitation agents to assist us with this process. We will pay all expenses in connection with the solicitation of Proxies.

## **Amendment of Your Voting Instructions**

If you change your mind about how you want to vote, please note that you may change your vote:

- by sending a new Proxy Form, following the instructions and time limit mentioned above; or
- by submitting an instrument in writing executed by you or by your duly authorized attorney to the Corporate Secretary of iA Insurance at 1080 Grande Allée West, P.O. Box 1907, Station Terminus, Quebec City, Quebec, G1K 7M3, or by email: secretariat\_corporatif@ia.ca at any time up to and including the last business day preceding the day of the Meeting at which the proxy is to be used or any adjournment(s) thereof.

## **How Will Your Proxy Vote?**

If you provided voting instructions in your Proxy Form, your Proxy must exercise your voting right in accordance with your instructions.

If you did not provide voting instructions in your Proxy Form, your Proxy will vote FOR the election of the director nominees to be elected by the Participating Policyholders.



## How to Attend the Webcast of the Meeting as a Guest

In addition to your right to attend the Meeting as a Participating Policyholder (see instructions above), you may also attend the Meeting as a guest (without the right to vote). You need to log in at the following address: https://www.icastpro.ca/eia240509 and then complete the online form. As a guest you can attend the Meeting, but you are not entitled to vote.

The recording of the Meeting will be available at least until the next annual meeting is held. It will be accessible on the "Investor Relations" section of our website (ia.ca/investorrelations).

## **Our Directors**

## **Majority Voting**

Our *Policy Regarding the Majority Election of Directors* provides that a nominee for election as a director for whom the number of votes withheld or abstentions exceeds the number of votes cast in favour will be required to submit his or her resignation to the Board. Within 90 days following the date of the meeting at which a director does not receive a majority of the votes cast in favour of his or her election, the Board, upon recommendation of the Risk, Governance and Ethics Committee, must decide if it will accept or refuse the director's resignation. Barring exceptional circumstances, the Board will accept the resignation.

The Corporation must promptly issue a news release announcing the Board's decision. If the Board refuses the resignation, the reasons underlying this decision will be disclosed in the news release. Otherwise, the resignation will take effect upon its acceptance by the Board. This policy does not apply to a director who is not recommended by the Board during a contested election.

## **Director Nominees**

The director nominees for the ensuing year are presented in the following pages.

This year, thirteen directors are nominated for election to the Board for a one-year term. Mr. Martin Gagnon joined the Board in January 2024 and Ms. Danielle G. Morin will retire from the Board on May 9, 2024.

The table below lists the director nominees to be elected by the Participating Policyholders and the director nominees who will be elected by the Sole Common Shareholder of iA Insurance.

Director nominees to be elected by the Participating Policyholders	Director nominees to be elected by the Sole Common Shareholder
Benoit Daignault	William F. Chinery
Ginette Maillé	Nicolas Darveau-Garneau
Monique Mercier	Martin Gagnon
Suzanne Rancourt	Emma K. Griffin
Marc Poulin	Jacques Martin
	Denis Ricard
	Ouma Sananikone
	Rebecca Schechter

The Sole Common Shareholder of iA Insurance, iA Financial Corporation, intends to vote FOR the election of each of the director nominees to be elected by the Sole Common Shareholder.

## William F. Chinery



Age: 69
Residence:
Toronto (Ontario)

Language(1): English

Director since May 2021 Independent

Obtained 100% of votes FOR by the Sole Common Shareholder at the 2023 Annual Meeting William F. Chinery is a corporate director. Until early 2013, he was President and Chief Executive Officer of BlackRock Asset Management Canada. During his 13 years with BlackRock and its predecessor, Barclays Global Investors, Mr. Chinery was a Managing Director in both the Toronto and San Francisco offices with various responsibilities including heading Latin America and the Americas Institutional Business. Prior to BlackRock, he spent 6 years as Senior Vice-President Quantitative Products at YMG Capital Management Inc. where he was responsible for managing Tactical Asset Allocation products for pension plans and mutual funds. He started his career at Mercer where he had account responsibility for some of the largest pension plans in Canada. He also started the Mercer Investment Consulting practice.

Mr. Chinery was formerly on the Board of the Ontario Teachers' Pension Plan and was the past Chair of their Investment Committee. He is also a Trustee and Chair of the Board of the Toronto Fire Department Superannuation and Benefit Fund. Finally, he is a member of the Investment Committee of GreenSky Capital Inc.

Mr. Chinery is a Fellow of the Society of Actuaries and a Fellow of the Canadian Institute of Actuaries. He holds a B.Math. with honours from the University of Waterloo and has his ICD.D designation from the Institute of Corporate Directors.

Board/Committee Membership	Attend	dance	Publicly Traded Company Board Membership During Last Five Years
Board of Directors	11/11	100%	N/A
Investment Committee	3/4	75%	

- Financial
- Risk Management
- Sales, Distribution and Client Experience
- Business Areas
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Benoit Daignault**



Age: 60 Residence: Hudson (Quebec) Canada

Languages(1): English, French

Director since May 2019 Independent

Obtained 90.64% of votes FOR by Participating Policyholders at the 2023 Annual Meeting Benoit Daignault is a corporate director. He was President and Chief Executive Officer of EDC between February 2014 and February 2019. Prior to this appointment, Mr. Daignault served as Senior Vice-President, Financing and Investments, after having served as Senior Vice-President, Business Development. Prior to joining EDC in 2004, Mr. Daignault worked for more than 10 years at General Electric Capital, where he held increasingly senior positions in both Canada and the United States.

Mr. Daignault currently serves on the Advisory Committee of COPAP Inc., a corporation offering international trade finance and supply chain solutions. He also previously served on the Board of Directors of the Conference Board of Canada.

Mr. Daignault holds a Bachelor of Business Administration from HEC Montréal and is a designated Chartered Financial Analyst (CFA). He completed the Proteus Programme at the London Business School and the Senior Executive Program at Columbia University.

Board/Committee Membership	Atten	dance	Publicly Traded Company Board Membership During Last Five Years
Board of Directors	11/11	100%	N/A
Investment Committee	4/4	100%	
Human Resources and Compensation Committee	6/6	100%	

- Corporate Management
- Financial
- Business Areas
- Talent Management
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## Nicolas Darveau-Garneau



Age: 55
Residence:
Los Gatos
(California) U.S.A.
Languages(1):

**English, French** 

Director since May 2018 Independent

Obtained 100% of votes FOR by the Sole Common Shareholder at the 2023 Annual Meeting Nicolas Darveau-Garneau is a corporate director. He has over 30 years of experience in the information technology field, especially in digital innovation in businesses. From January 2022 to May 2023, he was Chief Growth and Strategy Officer of Coveo Solutions Inc. (TSX: CVO), a leading applied artificial intelligence software company providing digital solutions for companies.

Prior to that, Mr. Darveau-Garneau was Chief Strategist at Google Search. He started with Google as Manager of the Montreal office and then was Director of Sales in charge of a \$1.2 billion division. Prior to Google, Mr. Darveau-Garneau was an internet entrepreneur, consultant and investor. Since 1995, he has co-founded many internet companies, including Imix.com, BigDeal and Liquor.com. Mr. Darveau-Garneau is also an angel investor in Silicon Valley, California. He worked as a business analyst at McKinsey & Co. in Montreal and senior analyst at Sanford C. Bernstein & Co., LLC in New York. He specializes in marketing and internet product development.

Since 2012, Mr. Darveau-Garneau has been a director of several notfor-profit organizations. He currently serves on the Board of Directors of Alida Inc., a customer experience software company.

Mr. Darveau-Garneau holds an MBA with honours from Harvard Business School and a bachelor's degree in mathematics from the University of Waterloo.

Board/Committee Membership	Atten	dance	Publicly Traded Comp Membership During L	
Board of Directors	11/11	100%	TMX Group Limited	2018 –
Human Resources and Compensation Committee	6/6	100%	McEwen Mining Inc.	2023 –

- Sales, Distribution and Client Experience
- Talent Management
- Business Areas
- IT Management
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Martin Gagnon**



Age: 56
Residence:
Montreal (Quebec)
Canada

Languages(1): English, French

Director since January 2024 Independent Martin Gagnon is a corporate director. He has over 25 years of experience in banking, asset management and brokerage firms. From 2016 to 2023, Mr. Gagnon was Executive Vice-President, Wealth Management and Co-President and Co-CEO of National Bank Financial (NBF), where he was responsible for all wealth management activities. He was an active member of the Office of the President, participating in its transformation and chairing many of its subsidiaries, and led the development of a high performing team that delivered top results in the Canadian wealth management industry while transforming the business. Between 2003 and 2016, he held positions of increasing responsibility with National Bank of Canada and its subsidiaries. Prior to joining the bank, Mr. Gagnon held senior positions in Canada and the United States, notably with Goldman Sachs and Laurentian Bank between 1995 and 2003.

Mr. Gagnon has always been committed to various charities, foundations and associations. He volunteers for the people experiencing homelessness at the Welcome Hall Mission in downtown Montreal and is a member of the Relais & Châteaux organizing committee at the Foundation of the Institut de tourisme et d'hôtellerie du Québec, an institution for training in tourism, hospitality and restaurant services in Quebec. He was a member of the board of directors of the Association of Quebec Women in Finance, chair of the board of directors of the Fondation de l'Institut universitaire en santé mentale de Montréal, chair of the Human Resources Committee of the board of directors of the Chamber of Commerce of Metropolitan Montreal. He was also governor and copresident of several Centraide Greater Montreal campaigns.

Mr. Gagnon holds a Bachelor of Commerce, Finance from Université du Québec à Montréal and a Master of Business Administration from the University of British Columbia. He holds the Chartered Financial Analyst (CFA) designation.

Board/Committee Membership	Attendance		Publicly Traded Company Board Membership During Last Five Years
Board of Directors	_(2)	-	N/A
Investment Committee	_(2)	-	

- Business Areas
- Financial
- Corporate Management
- Talent Management
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.
- (2) Mr. Gagnon has been a member of the Board of Directors and the Investment Committee since January 17, 2024.

## **Emma K. Griffin**



Age: 51
Residence:
Henley on Thames
(Oxfordshire) U.K.

Languages(1): English, French, German (conversational), Italian (conversational)

Director since November 2016 Independent

Obtained 100% of votes FOR by the Sole Common Shareholder at the 2023 Annual Meeting Emma K. Griffin is a corporate director. From 2020 to 2023, Ms. Griffin was a director of ED&F Man Holdings as a condition precedent to the financial restructuring which subsequently took place. From 2015 to 2018, she was a director and strategic advisor for Golder Associates, now part of WSP Global Inc. From 2016 to 2019, Ms. Griffin was a director of Aimia Inc. From 2014 to 2015, she was managing director and co-founder of Refined Selection Limited, a holding company created to invest in the professional services and recruitment industries. From 2002 to 2013, Ms. Griffin was a founding partner of Oriel Securities, an independent brokerage firm recognized for its independence and for providing trusted advice, which was sold to Stifel Financial Corp. Until November 2016, Ms. Griffin was also Chair of the board of Cancer Research UK's Catalyst Club, a pioneering venture that raises money for personalized medicine research.

Ms. Griffin has served as director of Claridge Inc. since November 2017 and since January 2020, she has served as a director of one of its key investments, Solotech Inc. In May 2023, she was also named a non-executive director of NM Rothschild & Sons Limited, a privately owned independent financial services group.

Ms. Griffin holds a bachelor's degree and a master's degree from Oxford University.

Board/Committee Membership	Attendance		Publicly Traded Compan Membership During Last	
Board of Directors	11/11	100%	SDCL Energy Efficiency Incom Trust PLC	ne 2020 –
Investment Committee (Chair)	4/4	100%	St. James's Place PLC	2020 –
Risk, Governance and Ethics Committee	5/5	100%	Aimia Inc.	2016 – 2019

- Financial
- Corporate Management
- Corporate Governance
- Risk Management
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## Ginette Maillé



Age: 61 Residence: Montreal (Quebec) Canada

Languages(1): English, French

Director since July 2019 Independent

Obtained 92.28% of votes FOR by Participating Policyholders at the 2023 Annual Meeting Ginette Maillé is a corporate director. She was Executive Vice-President and Special Advisor to the President and CEO at Aéroports de Montréal from July 2023 until December 2023. Prior to that appointment, she served as Vice-President, Finance and Administration and Chief Financial Officer. She has more than 30 years of financial, operational and strategic experience in startups and large companies, both private and publicly listed (TSX and NASDAQ), operating nationally and internationally. In particular, she was with Yellow Pages Ltd. for 14 years, where she held the position of Vice-President and Chief Accounting Officer to later be promoted to Executive Vice-President and Chief Financial Officer. She has also held management positions in the field of information technology, particularly in the area of digital transformation. She sat on the board of Financial Executives International Canada (Quebec chapter) from 2014 to 2017

Ms. Maillé is currently a member of the Boards of Directors of La Fondation Le Chaînon and of Association d'entraide Le Chaînon inc.

A Chartered Professional Accountant, Ms. Maillé holds a Bachelor of Accounting Science from Université du Québec à Montréal and has her ICD.D designation from the Institute of Corporate Directors.

Board/Committee Membership	Attend	dance	Publicly Traded Company Board Membership During Last Five Years
Board of Directors	11/11	100%	N/A
Audit Committee	7/7	100%	

- Financial
- Risk Management
- Corporate Governance
- IT Management
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Jacques Martin**



Chair of the Board Age: 68

Residence: Larchmont (New York) U.S.A.

Languages(1): English, French

Director since January 2011 Independent

Obtained 100% of votes FOR by the Sole Common Shareholder at the 2023 Annual Meeting Jacques Martin is a corporate director. He has been the Chair of the Board since September 2018. He spent 17 years at Goldman Sachs in London and New York where he was Managing Director and Head of International Equities at the time of his departure in 2003. From 2004 until 2008, he was Senior Vice-President, International Equities, based in New York, for the Caisse de dépôt et placement du Quebec.

Mr. Martin is currently a member of the Board of Directors of RGA Life Reinsurance Company of Canada.

Mr. Martin holds a Bachelor of Commerce from McGill University and a Bachelor of Law from Université de Montréal. He also holds an MBA and a certificate in corporate governance from INSEAD. He is a member of the Quebec Bar.

Board/Committee Membership	Attendance		Publicly Traded Company Board Membership During Last Five Years
Board of Directors (Chair)	11/11	100%	N/A
Risk, Governance and Ethics Committee (Chair)	5/5	100%	
Human Resources and Compensation Committee	6/6	100%	

- Business Areas
- Financial
- Talent Management
- Social Responsibility and Sustainability
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Monique Mercier**



Age: 67 Residence: Outremont (Quebec) Canada

Languages(1):

Independent

**English, French** 

Director since May 2019

Obtained 91.95% of votes FOR by Participating Policyholders at the 2023 Annual Meeting Monique Mercier is a corporate director. She is also a Senior Advisor with the law firm Bennett Jones. During her career, she has held various executive roles in the telecommunications and technology industry. From 2014 until she retired in December 2018, she held the position of Executive Vice-President, Corporate Affairs and Chief Legal and Governance Officer at TELUS. She oversaw legal and regulatory affairs, government relations, media, real estate and sustainable development. She began her career at Stikeman Elliott as a tax lawyer in 1984. She then worked at BCE and Bell Canada International before joining Emergis in 1999, which was acquired by TELUS in 2008.

Ms. Mercier previously sat on the Board of Directors of the Bank of Canada. She gives back to the community through her involvement on the Board of Directors of the Thoracic Surgery Research Foundation of Montreal.

Ms. Mercier holds a degree from the Faculty of Law at Université de Montréal and a master's degree in political science from Oxford University, where she was awarded the prestigious Commonwealth Scholarship.

In June 2018, Ms. Mercier received a Lifetime Achievement Award at the Canadian General Counsel Awards. In 2017, she received the title of Emeritus Lawyer from the Quebec Bar. In 2016, she was honoured as Woman of the Year by Women in Communications and Technology (WCT). In 2015, she was inducted into the Hall of Fame of the Women's Executive Network Top 100 Most Powerful Women in Canada.

Board/Committee Membership	Attendance		Publicly Traded Comp Membership During La	
Board of Directors	10/11	91%	Innergex Renewable Energ	y Inc. 2015 –
Audit Committee	7/7	100%	Alamos Gold Inc.	2019 –
Human Resources and Compensation Committee	6/6	100%	TMX Group Limited	2022 –

- Corporate Management
- Legal and Regulatory
- Talent Management
- Corporate Governance
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Marc Poulin**



Age: 62 Residence: Outremont (Quebec) Canada

Languages<sup>(1)</sup>: English, French

Director since May 2018 Independent

Obtained 91.30% of votes FOR by Participating Policyholders at the 2023 Annual Meeting Marc Poulin currently serves as a corporate director. He was a senior-level manager in the food industry in Canada. Over the last 19 years he was at Sobeys Inc., he held, successively, the roles of Vice-President, Purchasing and Merchandising, Executive Vice-President and Assistant General Manager (Quebec), Head of Operations for Quebec and, from 2012 to 2016, President and Chief Executive Officer. He also served as President and Chief Executive Officer of Empire Company Limited from 2012 to 2016. Prior thereto, Mr. Poulin had held the strategic positions of Vice-President at Desiardins-Laurentian Life Group and at Culinar.

Mr. Poulin is a member of the Board of Directors and of the Human Resources and Corporate Governance Committee of Richelieu Hardware Ltd. He also currently advises various private companies in the food industry.

Mr. Poulin holds a bachelor's degree in actuarial science from Université Laval and an MBA from the J.L. Kellogg Graduate School of Management in Evanston (Illinois).

Board/Committee Membership	Attendance		Publicly Traded Compa Membership During Las	
Board of Directors	11/11	100%	Richelieu Hardware Ltd.	2013 –
Risk, Governance and Ethics Committee	2/2(2)	100%	Sportscene Group Inc.	2018 – 2022
Audit Committee	3/3(2)	100%		
Human Resources and Compensation Committee (Chair)	6/6	100%		

- Corporate Management
- Sales, Distribution and Client Experience
- Financial
- Talent Management
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Suzanne Rancourt**



Age: 65
Residence:
Île-des-Sœurs, Verdun
(Quebec) Canada
Languages(1):

Director since May 2021 Independent

English, French

Obtained 91.64% of votes FOR by Participating Policyholders at the 2023 Annual Meeting Suzanne Rancourt is a corporate director with more than 30 years of experience in consulting and management in finance and information technology.

From 2006 to 2016, Ms. Rancourt was Vice-President Enterprise Risks and Internal Audit at CGI. Since her arrival at CGI in 1985, she held increasingly senior positions in consulting, strategy and information technology, business development, project management and corporate functions in a multinational environment. Prior to her arrival at CGI, Ms. Rancourt began her career as an auditor and worked in operations, finance and accounting in distribution, retail and financial industries.

Ms. Rancourt is chair of the Board of Directors of the Institute of Corporate Directors (Quebec Chapter).

Ms. Rancourt holds a Bachelor of Business Administration from Université du Québec à Montréal and an ICD.D designation from the Institute of Corporate Directors. She is a Chartered Professional Accountant (CPA) and was appointed Fellow of the *Ordre des comptables professionnels agréés du Québec* (Quebec CPA Order) in 2024.

Board/Committee Membership	Attendance		Publicly Traded Com Membership During L	
Board of Directors	11/11	100%	WSP Global Inc.	2016 –
Audit Committee	7/7	100%		
Risk, Governance and Ethics Committee	5/5	100%		

- IT Management
- Risk Management
- Financial
- Corporate Governance
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Denis Ricard**



Age: 62 Residence: Quebec City (Quebec) Canada

Languages(1): English, French

Director since September 2018 Non-independent (management)

Obtained 100% of votes FOR by the Sole Common Shareholder at the 2023 Annual Meeting Denis Ricard has been President and Chief Executive Officer of iA Financial Group since September 2018. He is an engaged leader who values employee development in a learning, socially responsible organization.

Mr. Ricard began his career at iA Financial Group in 1985, after completing his bachelor's degree in actuarial sciences at Université Laval. Over the years, he has assumed positions of increasing responsibility in sectors ranging from actuarial to business development to corporate management.

Mr. Ricard has been involved in the community for many years. He currently serves as honorary chair for various charitable events and campaigns. Among these, he co-presides the fundraising campaign cabinet for the Maison des sciences of the Musée de la civilisation in Quebec City, the Grande Campagne of the Maison Michel-Sarrazin Foundation and is a member of the campaign cabinet of the Fondation IUCPO.

Mr. Ricard is a Fellow of the Canadian Institute of Actuaries (FCIA) and of the Society of Actuaries (FSA). He currently serves as Chair of the 2023-2024 Board of Directors of the Canadian Life and Health Insurance Association (CLHIA).

Board/Committee Membership	Attendance		Publicly Traded Company Board Membership During Last Five Years
Board of Directors	11/11	100%	N/A

- Business Areas
- Corporate Management
- Financial
- Talent Management
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Ouma Sananikone**



Age: 66 Residence: New York (New York) U.S.A.

Languages(1): English, French, Lao, Thai

Director since May 2022 Independent

Obtained 100% of votes FOR by the Sole Common Shareholder at the 2023 Annual Meeting Ouma Sananikone serves as a corporate director. She has extensive experience in finance, particularly investment management and ESG, covering all asset classes, including private equity, infrastructure, real estate, renewable energy and real assets, having spent over 30 years in the industry at both executive and board levels.

Ms. Sananikone was CEO of Aberdeen Asset Management (Australia), CEO of the EquitiLink Group (Australia, New Zealand, USA, Canada and UK) as well as founding Managing Director of BNP Investment Management (Australia).

Ms. Sananikone currently serves on the Board of Directors of Ivanhoe Cambridge (Canada). She has also served on the Boards of Directors of the Caisse de dépôt et placement du Québec (Canada), Smarte Carte, Air-Serve Holdings (USA), Moto Hospitality Ltd (UK), and State Super Corporation of NSW (Australia). She also acted as an honorary Australian Financial Services fellow for the USA on behalf of the Australian government.

Ms. Sananikone has always been committed to the community, serving as director for a number of arts, education and charitable organizations, among them, the United Nations High Commission for Refugees.

Ms. Sananikone holds a BA (economics and political sciences) from the Australian National University and a Master of Commerce (economics) from the University of New South Wales. She is a recipient of the Centenary Medal from the Australian Government for services to the Australian finance industry.

Board/Committee Membership	Attendance		Publicly Traded Company Board Membership During Last Five Years			
Board of Directors	11/11	100%	Innergex Renewable Energy In	c. 2019 –		
Investment Committee	4/4	100%	DMC Global Inc.	2023 –		
			Macquarie Infrastructure Holdings, LLC	2013 – 2022		
			Hafnia Ltd.	2019 – 2023		
			Xebec Adsorption Inc.	2021 – 2022		

- Business Areas
- Financial
- Talent Management
- Social Responsibility and Sustainability
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## Rebecca Schechter



Age: 54
Residence:
Needham (Massachusetts)
U.S.A.

Languages<sup>(1)</sup>: English, French, German (conversational), Spanish (conversational)

Director since May 2022 Independent

Obtained 100% of votes FOR by the Sole Common Shareholder at the 2023 Annual Meeting Rebecca Schechter is a Senior Vice-President and General Manager of Dragon Ambient eXperience (DAX) at Nuance Communications Inc., a Microsoft Company, focused on transforming the provider-patient experience and improving total health outcomes. She holds a track record of profitably growing and transforming businesses in group benefits, retirement and healthcare.

Prior to Nuance, Ms. Schechter was an executive at Optum, a leading health solutions and care delivery organisation where she served as Chief Executive Officer of United Behavioral Health, during which time she drove transformation across coverage, care delivery and digital capabilities. Before that, she served as Executive Vice-President, Commercial Insurance and President of Liberty Mutual Benefits where she led a division focused on group, individual life & annuities and voluntary benefits. Before joining Liberty Mutual, Ms. Schechter worked for State Street Corporation as Senior Vice-President, Asset Servicing for corporations, nonprofits and midmarket employers. She also held executive roles as Chief Risk Officer, Asset Servicing and Senior Managing Director, Electronic Trading. Prior to State Street, she held leadership roles at Thomson Financial, as well as a consulting role at McKinsev.

In 2023, Ms. Schechter joined Nina Capital, a specialized global venture capital firm investing exclusively at the intersection of healthcare and technology, as a venture partner. In addition, she serves on a nonprofit board at Jumpstart and is a member of the McGill University Desautels Global Experts Panel and of The Boston Club's Executive Advisory Committee.

Ms. Schechter holds a Bachelor of Commerce degree from McGill University and a Master of Business Administration from the MIT Sloan School of Management.

Board/Committee Membership	Attendance		Publicly Traded Company Board Membership During Last Five Years
Board of Directors	11/11	100%	N/A
Risk, Governance and Ethics Committee	5/5	100%	

- Business Areas
- Financial
- Sales, Distribution and Client Experience
- Risk Management
- (1) Unless otherwise indicated, means, at a minimum, business proficiency.

## **Board Member Areas of Expertise and Knowledge**

Director nominees offer a wide variety of knowledge and expertise to meet our needs. Each year, the Risk, Governance and Ethics Committee ensures that together the nominees possess an array of experience and skill sets that will enable the Board to effectively fulfill its mandate.

The following table presents the diversity of expertise and knowledge essential to our operations.

Board Competency Profile <sup>(1)</sup>	William F. Chinery	Benoit Daignault	Nicolas Darveau- Garneau	Martin Gagnon	Emma K. Griffin	Ginette Maillé	Jacques Martin
Business Areas	•	•	•	•			•
Key Competencies							
Corporate Management	•	•		•	•	•	•
Corporate Governance	•	•	•	•	•	•	•
Functional Expertise							
Financial	•	•	•	•	•	•	•
Talent Management	•	•	•	•			•
Sales, Distribution and Client Experience	•	•	•	•	•		
IT Management			•			•	
Legal and Regulatory					•		•
Risk Management	•			•	•	•	•
Social Responsibility and Sustainability					•	•	•

#### (1) Definition of Competencies:

**Business Areas -** Oversight, advisory or operational experience, combined with a strong knowledge of one or more of the markets in which the Corporation operates, including financial services, the sale and distribution of financial products and services, wealth management, real estate and international financial markets.

**Key Competencies -** Business experience in one or more of the following areas:

- Corporate Management: competencies, including senior executive experience, in corporate management (public companies or large corporations operating in heavily regulated industries), strategic planning, organizational development and transformation;
- Corporate Governance: competencies in corporate governance practices of publicly listed or large corporations.

Functional Expertise - Expertise in one or more of the following functions:

- Financial: expertise in the finance, accounting, actuarial, and/or investment area(s);

Board Competency Profile <sup>(1)</sup>	Monique Mercier	Marc Poulin	Suzanne Rancourt	Denis Ricard	Ouma Sananikone	Rebecca Schechter
Business Areas				•	•	•
Key Competencies						
Corporate Management	•	•	•	•	•	•
Corporate Governance	•	•	•	•	•	
Functional Expertise						
Financial	•	•	•	•	•	•
Talent Management	•	•		•	•	•
Sales, Distribution and Client Experience		•		•		•
IT Management			•			•
Legal and Regulatory	•					
Risk Management	•	•	•	•	•	•
Social Responsibility and Sustainability	•		•		•	

- Talent Management: expertise in organizational development, compensation, leadership development, talent management, succession planning and diversity, equity and inclusion;
- Sales, Distribution and Client Experience: expertise in sales, distribution, marketing, brand development and awareness and the company-client relationship;
- IT Management: expertise in digital strategy, online services, information management, data security and emerging technologies and their integration, including artificial intelligence;
- Legal and Regulatory: expertise in complex legal systems and relationships with governments in heavily regulated industries;
- Risk Management: expertise in identification, assessment, mitigation and monitoring of risks and their related controls:
- Social Responsibility and Sustainability: experience in corporate social responsibility, sustainability, which includes climate risk, carbon reduction and other climate sensitive practices, and repercussions on the various stakeholders.

# Directors' Compensation

Except for the President and Chief Executive Officer, who does not receive any compensation as a director for attending meetings of the Board or its committees, directors receive the compensation set out in the chart on page 27.

The chart on page 29 shows the total compensation paid to the directors for services rendered to iA Financial Corporation and services rendered to iA Insurance. Except as otherwise mentioned in the table on page 29, the compensation is divided equally between the two corporations.

Every year, in accordance with its charter, the Risk, Governance and Ethics Committee analyzes and reviews the directors' compensation, including the adequacy and form of directors' compensation. The Committee then makes recommendations to the Board to ensure that such compensation realistically reflects the responsibilities of the directors and that it is competitive and fair, without compromising directors' independence.

## Our peer group must meet the following selection criteria:

- From the list of companies in the S&P/TSX Capped Financial Index (excluding the top five Canadian banks):
  - (i) all Canadian company in the Life and Health Insurance Sector; and
  - (ii) any company with annual revenues or a market capitalization between \$1.5 billion and \$10 billion.
- Any other publicly traded
   Canadian company in the Life
   and Health Insurance Sector
   not included in the Index

A review of the directors' compensation was performed in 2023. The consulting firm Towers Watson Canada Inc. ("**Towers Watson**") was retained and assisted the Committee with its analysis. This analysis involved reviewing the composition of the comparator group and comparing compensation of independent members of the Board of Directors with that of the following comparator group:

Canaccord Genuity Group Inc. Canadian Western Bank Laurentian Bank of Canada National Bank of Canada CI Financial Corp. E-L Financial Corporation Limited Element Fleet Management Corp. Equitable Group Inc. Sun Life Financial Inc. Great-West Lifeco Inc. TMX Group Limited Home Capital Group Inc. Intact Financial Corporation IGM Financial Corporation Inc. Manulife Financial Corporation In 2023, the Committee evaluated the compensation paid to its directors to ensure the competitiveness of the director compensation program. The evaluation also aimed at confirming that the adjustments made to the compensation in the previous year fully closed the gap identified in 2022 with the market median. The analysis showed that the compensation offered to the directors

### Our compensation structure:

- is competitive;
- is simple and easy to administer;
- takes an equitable approach between the committees; and
- ensures mobility between the committees.

of the Corporation remained below the market median in 2023, if compared with the comparator group. Following the results of the study performed by Towers Watson, a compensation increase was recommended for all directors by the Risk, Governance and Ethics Committee and was accepted by the Board of Directors effective as of October 1, 2023:

- The annual retainer for the Chair of the Board was increased from \$330,000 to \$360,000. Of this amount, \$140,000 is paid in Deferred Share Units ("DSU");
- The annual retainer for directors serving on the Board of Directors was increased from \$150,000 to \$160,000. Of this amount, \$60,000 is paid in DSUs.

In order to maintain the competitiveness of iA Financial Corporation's director compensation policy compared to the US market and to be able to attract and retain directors residing in the United States, the compensation offered to US directors is paid in US dollars, regardless of the exchange rate between the Canadian and the US dollar.

The following table summarizes the various elements of compensation paid to the Board and committee members for 2023:

	From January 1, 2023 to September 30, 2023 (\$) <sup>(1)</sup>	From October 1, 2023 to December 31, 2023 (\$) <sup>(1)</sup>
Board Chair Annual Retainer	330,000	360,000
Directors' Annual Retainer <sup>(2)</sup>	150,000	160,000
Additional Committee Chair Retainer <sup>(3)</sup>		
Audit Committee	35,000	35,000
Investment Committee	25,000	25,000
Human Resources and Compensation Committee	25,000	25,000
Risk, Governance and Ethics Committee	35,000	35,000
Additional Committee Member Retainer <sup>(4)</sup>		
Audit Committee	20,000	20,000
Investment Committee	15,000	15,000
Human Resources and Compensation Committee	15,000	15,000
Risk, Governance and Ethics Committee	20,000	20,000
Board or Committee Attendance Fees in the event of more than two additional meetings (not planned in the directors' approved schedule) per year <sup>(5)</sup>	1,500 in person 1,000 by telephone	1,500 in person 1,000 by telephone
Travel Allowance <sup>(6)</sup>	1,500	1,500

<sup>(2)</sup> All fees for a director residing in the United States, including attendance fees and travel allowances, are paid in US currency without taking into account the exchange rate between the Canadian dollar and the US dollar. It is understood that the fees for US resident directors are the same as those for other directors.

<sup>(3)</sup> Other than the Chair of the Board.

<sup>(4)</sup> The Chair of the Board does not receive this compensation.

<sup>(5)</sup> The Chair of the Board and the Committee Chairs do not receive additional fees as committee members.

<sup>(6)</sup> If a meeting is spread over two days, attendance fees shall be paid for each of the days.

<sup>(7)</sup> Applies to a director who resides outside of the provinces of Quebec and Ontario, to attend one or more Board and/or committee meetings in Quebec.

Directors' compensation is paid in cash and in DSU. A DSU is a bookkeeping entry, which equals the value of iA Financial Corporation's common shares credited to an account in the name of the director and accumulates notional dividends. DSUs accumulated by a director are payable in cash on a specified date after the director leaves the Board.

Except for the Chair of the Board who receives \$140,000 of his annual retainer in DSUs, all directors must receive \$60,000 of their annual retainer in DSUs. The number of DSUs that is awarded is determined by dividing the amount of the retainer payable in DSUs by the weighted average closing price of a common share of iA Financial Corporation on the Toronto Stock Exchange for the five trading days preceding the awarded date. For directors who receive their compensation in US dollars, the amount payable in DSUs will be converted into Canadian dollars using the daily average exchange rate applicable on the date of award of the DSUs.

If directors wish to receive all or a greater portion of their compensation in DSUs, they must notify the Secretary of the Corporation before December 31 of a given year for the compensation that is payable the following year, failing which the election applicable for the current year will be applicable for the following year.

In addition to the above-mentioned fees, if a director also serves on the Board of Directors of any other subsidiary of iA Financial Group, such director will also be entitled to receive the same compensation paid, if any, to the other members of the Board of Directors of such subsidiaries. For 2023, only Ludwig W. Willisch received additional compensation for serving on the Board of Directors of certain US subsidiaries, and said compensation was paid by such subsidiaries.

Directors are also entitled to be reimbursed for expenses incurred to attend Board meetings or committee meetings. Directors other than the President and Chief Executive Officer do not receive pension benefits and are not eligible for stock options.

Denis Ricard, President and Chief Executive Officer of the Corporation, does not receive any compensation in his capacity as director of the Corporation.

The Corporation and iA Financial Corporation have implemented a group insurance policy that guarantees, at no charge, \$20,000 in life insurance to each independent director in office and \$10,000 in life insurance to each independent director who leaves these Boards of Directors after 10 years of service, also at no charge.

The following table shows total compensation paid to the directors for the year ended December 31, 2023:

	Fees <sup>(1)</sup> Received in Cash		Total Fees Earned	Percentage in DSUs	Other Fees	Total
	\$	\$	\$	%	\$	\$
Mario Albert (2)	4,863	61,777	66,640	93	-	66,640
William F. Chinery	0	167,500	167,500	100	-	167,500
Benoit Daignault	110,000	72,500	182,500	40	-	182,500
Nicolas Darveau-Garneau	0	230,180	230,180(3)	100	-	230,180
Emma K. Griffin	0	202,000	202,000	100	-	202,000
Ginette Maillé	0	172,500	172,500	100	-	172,500
Jacques Martin	301,267	157,138	458,405(4)	34	-	458,405
Monique Mercier	0	187,500	187,500	100	-	187,500
Danielle G. Morin	145,000	62,500	207,500	30	-	207,500
Marc Poulin	72,527	125,027	197,554	63	-	197,554
Suzanne Rancourt	70,000	122,500	192,500	64	-	192,500
Denis Ricard	0	0	0	0	-	0
Ouma Sananikone	0	230,180	230,180(5)	100	-	230,180
Rebecca Schechter	0	236,872	236,872(6)	100	-	236,872
Ludwig W. Willisch (7)	59,730	150,525	210,255(8)	72	56,687(9)	266,942
Total	763,387	2,178,699	2,942,086		56,687	2,998,773

- (1) Includes attendance fees, if applicable, and travel allowances, but does not include reimbursement of expenses. Amounts have been rounded to the nearest dollar.
- (2) Mr. Albert ceased to be a member of the Board of Directors on May 10, 2023.
- (3) Mr. Darveau-Garneau's compensation payable in US dollars (US\$172,000) was paid in DSUs (this amount has been converted into Canadian dollars using the average exchange rate on the last day of each quarter being, for the 1st quarter of 2023 US\$42,750 at a rate of 1.3533 = CAN\$57,854; 2nd quarter of 2023 US\$42,750 at a rate of 1.3255 = CAN\$56,665; 3nd quarter of 2023 US\$42,750 at a rate of 1.3520 = CAN\$57,798 and for the 4th quarter of 2023 US\$43,750 at a rate of 1.3226 = CAN\$57,863 for a total of CAN\$230,180 for 2023).
- (4) Mr. Martin's compensation was paid in US dollars (US\$342,000) and converted into Canadian dollars (for the portion payable in cash the amount was converted into Canadian dollars using the average exchange rate on the date of payment being, for the 1st quarter of 2023 US\$56,500 at a rate of 1.3359 = CAN\$75,478; 2nd quarter of 2023 US\$56,500 at a rate of 1.3857 = CAN\$77,162 and for the 4th quarter of 2023 US\$55,000 at a rate of 1.3657 = CAN\$77,162 and for the 4th quarter of 2023 US\$55,000 at a rate of 1.3311 = CAN\$73,211 for a total of CAN\$301,267 for 2023. For the portion payable in DSUs the amount was converted into Canadian dollars using the average exchange rate on the last day of each quarter being, for the 1st quarter of 2023 US\$27,500 at a rate of 1.3533 = CAN\$37,216; 2nd quarter of 2023 US\$27,500 at a rate of 1.3520 = CAN\$37,180 and for the 4th quarter of 2023 US\$35,000 at a rate of 1.3526 = CAN\$46,291 for a total of CAN\$157,138 for 2023).
- (5) Ms. Sananikone's compensation payable in US dollars (US\$172,000) was paid in DSUs (this amount has been converted into Canadian dollars using the average exchange rate on the last day of each quarter being, for the 1st quarter of 2023 US\$42,750 at a rate of 1.3533 = CAN\$57,854; 2nd quarter of 2023 US\$42,750 at a rate of 1.3553 = CAN\$57,854; 2nd quarter of 2023 US\$42,750 at a rate of 1.3520 = CAN\$57,798 and for the 4th quarter of 2023 US\$43,750 at a rate of 1.3226 = CAN\$57,863 for a total of CAN\$230.180 for 2023).

- (6) Ms. Schechter's compensation payable in US dollars (US\$177,000) was paid in DSUs (this amount has been converted into Canadian dollars using the average exchange rate on the last day of each quarter being, for the 1<sup>st</sup> quarter of 2023 US\$44,000 at a rate of 1.3533 = CAN\$59,545; 2<sup>nd</sup> quarter of 2023 US\$44,000 at a rate of 1.3520 = CAN\$59,488 and for the 4<sup>th</sup> quarter of 2023 US\$45,000 at a rate of 1.3226 = CAN\$59,517 for a total of CAN\$236,872 for 2023).
- (7) Mr. Willish served the Board of Directors of iA Insurance until May 10, 2023 but remains a member of the Boards of Directors of iA Financial Corporation and of certain US subsidiaries. Only the portion of the compensation relating to the services actually performed by Mr. Willish up until May 10, 2023 for iA Insurance were paid by the Corporation.
- (8) Mr. Willisch's compensation was paid in US dollars (US\$157,000) and converted into Canadian dollars (for the portion payable in cash the amount was converted into Canadian dollars using the average exchange rate on the date of payment being, for the 1st quarter of 2023 US\$11,500 at a rate of 1.3359 = CAN\$15,363; 2nd quarter of 2023 US\$11,500 at a rate of 1.3657 = CAN\$15,706 and for the 4th quarter of 2023 US\$10,000 at a rate of 1.3311 = CAN\$13,311 for a total of CAN\$59,730 for 2023. For the portion payable in DSUs the amount was converted into Canadian dollars using the average exchange rate on the last day of each quarter being, for the 1st quarter of 2023 US\$27,500 at a rate of 1.3533 = CAN\$37,216; 2nd quarter of 2023 US\$27,500 at a rate of 1.3520 = CAN\$37,180 and for the 4th quarter of 2023 US\$30,000 at a rate of 1.3226 = CAN\$39,678 for a total of CAN\$15,0525 for 2023).
- (9) Mr. Willisch also serves on the Board of Directors of certain US subsidiaries. For this role, he received an additional compensation of US\$42,000 in 2023, paid by the subsidiaries, in US dollars, and converted to Canadian dollars using the average exchange rate for 2023 (1.3497 = CAN\$56,687).

# Board of Directors and its Committee

## As at December 31, 2023

of our 13 directors are independent

Diversity fosters a variety of ideas and opinions



Average age:

62 years

Average tenure:

**5.28 years** 

Attendance rate of Board candidates at Board and committee meetings:

Board:

Committees:

99.2% 98.9%

## **Board Meetings and Board Committee Meetings**

The table below indicates the number of meetings held by the Board and its committees in 2023.

	Meetings
Board of Directors	11
Audit Committee	7
Human Resources and Compensation Committee	6
Risk, Governance and Ethics Committee	5
Investment Committee	4
Total	33

## **Composition of the Committees**

The table below indicates the composition of the different committees as of March 12, 2024.

	Audit Committee	Human Resources and Compensation Committee	Risk, Governance and Ethics Committee	Investment Committee
William F. Chinery				•
Benoit Daignault		•		•
Nicolas Darveau-Garneau		•		
Martin Gagnon				•
Emma K. Griffin			•	(Chair)
Ginette Maillé	•			
Jacques Martin		•	(Chair)	
Monique Mercier	•	•		
Danielle G. Morin	(Chair)		•	
Marc Poulin	•	(Chair)		
Suzanne Rancourt	•		•	
Denis Ricard				
Ouma Sananikone				•
Rebecca Schechter			•	

## **Director Attendance at Meetings**

The table below presents an attendance record for Board candidates at Board meetings and committee meetings.

Name of Director	Board Direct		Audi Commi		Huma Resour and Compens Commit	ces	Risk Governa and Eth Commi	ance nics	Investn Commi		Total
	Number	%	Number	%	Number	%	Number	%	Number	%	%
William F. Chinery	11/11	100	-	-	-	-	-	-	3/4	75	93.3
Benoit Daignault	11/11	100	-	-	6/6	100	-	-	4/4	100	100
Nicolas Darveau-Garneau	11/11	100	-	-	6/6	100	-	-	-	-	100
Martin Gagnon <sup>(1)</sup>	-	-	-	-	-	-	-	-	-	-	N/A
Emma K. Griffin	11/11	100	-	-	-	-	5/5	100	4/4	100	100
Ginette Maillé	11/11	100	7/7	100	-	-	-	-	-	-	100
Jacques Martin <sup>(2)</sup>	11/11	100	-	-	6/6	100	5/5	100	-	-	100
Monique Mercier	10/11	91	7/7	100	6/6	100	-	-	-	-	95.8
Marc Poulin <sup>(3)</sup>	11/11	100	3/3	100	6/6	100	2/2	100	-	-	100
Suzanne Rancourt	11/11	100	7/7	100	-	-	5/5	100	-	-	100
Denis Ricard	11/11	100	-	-	-	-	-	-	-	-	100
Ouma Sananikone	11/11	100	-	-	-	-	-	-	4/4	100	100
Rebecca Schechter	11/11	100	-	-	-	-	5/5	100	-	-	100
Total	131/132	99.2	24/24	100	30/30	100	22/22	100	15/16	93.8	99.1

- (1) Mr. Gagnon and Ms. Gautam joined the Board of Directors on January 17, 2024.
- (2) As Chair of the Board, Mr. Martin has the right to attend all committee meetings, as a guest, for committees to which he is not appointed. He attended all committee meetings in 2023.
- (3) Mr. Poulin ceased to be a member of the Risk, Governance and Ethics Committee and became a member of the Audit Committee on May 10, 2023.

In addition to the above, Mr. Mario Albert, who retired from the Board of Directors on May 10, 2023 attended one meeting of the Board of directors in 2023 and Ms. Danielle G. Morin, who will retire from the Board of Directors on May 9, 2024, attended eight meetings of the Board of Directors, seven meetings of the Audit Committee and five meetings of the Risk, Governance and Ethics Committee in 2023. Mr. Ludwig W. Willish ceased to be a member of the Board of directors of iA Insurance on May 10, 2023 and now only serves on the board of iA Financial Corporation and the boards of certain US subsidiaries of iA Financial Group.

## Industrial Alliance Insurance and Financial Services Inc.

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