iA Financial Corporation Inc.

Management's Discussion and Analysis for the Second Quarter of 2024

August 6, 2024

iA Financial Group

MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis for iA Financial Corporation Inc. ("iA Financial Corporation" or the "Company") is dated August 6, 2024. This Management's Discussion and Analysis should be read in conjunction with the unaudited interim condensed consolidated financial statements for the three and six months ended June 30, 2024 and 2023. It should also be read with the Management's Discussion and Analysis and the audited consolidated financial statements for the year ended December 31, 2023. The Supplemental Information Package for the last nine quarters may contain additional data that complements the information in this Management's Discussion and Analysis.

Unless otherwise indicated, the results presented in this document are in Canadian dollars and are compared with those from the corresponding period last year.

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† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

A. Highlights

Profitability	Second quarter			Year-to-date at June 30		
	2024	2023	Variation	2024	2023	Variation
Net income attributed to common shareholders (in millions)	$206	$196	5%	$439	$466	(6%)
Core earnings† (in millions)	$267	$247	8%	$510	$464	10%
Weighted average number of common shares (diluted) (in millions)	97	103	(6%)	98	104	(6%)
Earnings per common share (EPS) (diluted)	$2.12	$1.89	12%	$4.47	$4.48	—
Core earnings per common share (EPS) (diluted)†	$2.75	$2.39	15%	$5.19	$4.47	16%

Return on common shareholders' equity (ROE)†	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Reported ROE (trailing twelve months)	11.1%	10.9%	11.6%	9.7%
Core ROE† (trailing twelve months)	15.0%	14.6%	14.4%	14.5%

The Company recorded core earnings† of $267 million in the second quarter of 2024, and core diluted earnings per common share (EPS)† of $2.75, which is 15% higher than the same period in 2023. Core return on common shareholders' equity (ROE)† for the trailing twelve months was 15.0% at June 30, 2024, meeting the Company's medium-term target of 15%+.

On a reported basis, which includes the impact of volatile items (primarily short-term macroeconomic variations), quarterly net income attributed to common shareholders was $206 million, EPS was $2.12, which is 12% higher than the second quarter of 2023, and ROE for the trailing twelve months was 11.1% at June 30, 2024.

Business growth – Total assets under management and administration† increased by 12% year over year, amounting to $235.4 billion at June 30, 2024, and premiums† and deposits of $4.9 billion were up 15% compared to the same period last year. In Insurance, Canada, strong sales of $98 million were recorded in Individual Insurance, and the Company maintained a leading position for the number of policies sold.[1] Also, all other business units in this segment posted good sales growth, in particular iA Auto and Home, Employee Plans and Special Markets. In the Wealth Management segment, the Company recorded solid net segregated fund inflows of $608 million and continued to rank first for both gross and net sales of segregated funds.[†,2] Gross sales of mutual funds posted a strong increase year over year along with net outflows against the backdrop of continuing industry-wide challenges. Sales of insured annuities and other savings products remained elevated during the quarter. Group Savings and Retirement also recorded good sales performance. In the US Operations segment, Dealer Services recorded strong sales and Individual Insurance reached a record level of sales for the quarter.

Financial position – The Company's solvency ratio† was 141% at June 30, 2024, compared with 142% at the end of the previous quarter and 154% a year earlier. This result is well above the Company's operating target of 120%. The one percentage point decrease during the second quarter is the result of various factors. These include the favourable impact of the $350 million LRCN issuance outlined below in this section, as well as strong organic capital generation.† These impacts were more than offset by the high level of capital deployment through share buybacks (NCIB), the acquisition of Vericity completed on June 28, 2024 and, to a lesser extent, IT investments. Subsequent to the second quarter, the Company announced the acquisition of two blocks of business from Prosperity Life Group on July 15, 2024, and on July 29, 2024, Industrial Alliance Insurance and Financial Services Inc. ("iA Insurance") completed the redemption of its Non-Cumulative Class A Preferred Shares Series B. These actions should reduce the Company's solvency ratio by one percentage point each. Therefore, on a pro-forma basis at June 30, 2024, the solvency ratio was 139%. The Company's financial leverage ratio† at June 30, 2024 was 16.4%.[3]

Organic capital generation and capital available for deployment† – The Company organically generated $175 million in additional capital during the second quarter. After six months, $305 million has been generated and this result is in line with projections to exceed the minimum annual target of $600 million in 2024. At June 30, 2024, the capital available for deployment was assessed at $1.1 billion.

1 According to the latest Canadian data published by LIMRA.
2 Source: Investor Economics, May 2024.
3 Calculated as: Debentures, preferred shares issued by a subsidiary and other equity instruments/(Capital structure + post-tax contractual service margin (CSM)†).

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

Book value – In a context where the Company has deployed a high level of capital, the book value per common share[4] was $69.92 at June 30, 2024, up 1% during the quarter and 7% year over year. Excluding the impact of the NCIB, the increase over the last twelve months exceeds 9%.

Normal Course Issuer Bid – In the second quarter of 2024, the Company redeemed and cancelled 3,326,112 outstanding common shares for a total value of $287 million under the NCIB program. Also, the Company increased the maximum number of shares that can be repurchased under its share buyback program from 5% to 8%. A total of 5,625,104 shares, or approximately 5.6% of the issued and outstanding common shares as at October 31, 2023, were redeemed under the current program between November 14, 2023 and June 30, 2024.

Dividend – The Company paid a quarterly dividend of $0.8200 to common shareholders in the second quarter of 2024. The Board of Directors approved a quarterly dividend of $0.8200 per share for the third quarter of 2024. This dividend is payable on September 16, 2024 to the shareholders of record at August 23, 2024.

Dividend Reinvestment and Share Purchase Plan – Registered shareholders wishing to enrol in iA Financial Corporation's Dividend Reinvestment and Share Purchase Plan (DRIP) so as to be eligible to reinvest the next dividend payable on September 16, 2024 must ensure that the duly completed form is delivered to Computershare no later than 4:00 p.m. on August 16, 2024. Enrolment information is provided on iA Financial Group's website at http://ia.ca/investorrelations, under the *Dividends* section. Common shares issued under iA Financial Corporation's DRIP will be purchased on the secondary market and no discount will be applicable.

Acquisition of Vericity Inc. – On June 28, 2024, iA Financial Corporation Inc. completed the acquisition of Vericity, Inc. Vericity is composed of two entities servicing the middle-market life insurance space: Fidelity Life, an insurance carrier, and eFinancial, a direct-to-consumer digital agency. Together, the two entities leverage synergies and deliver innovative, proprietary technology powered by artificial intelligence and rich data analytics and diversify iA's already strong distribution capabilities by providing access to a digital platform and direct access to consumers.

Acquisition of assets of Laurentian Bank Securities' retail full-service investment broker division – On April 4, 2024, the Company's subsidiary, iA Private Wealth (iAPW), agreed to acquire the retail full-service investment broker division of Laurentian Bank Securities Inc., which represents over $2 billion in assets. The transaction closed effective August 2, 2024, and has no material impact on the Company's solvency ratio.

Global Minimum Tax Act (Pillar II) – As announced in the 2023 federal budget, Bill C-69 came into effect on June 20, 2024 and enacts the Global Minimum Tax Act, which aims to ensure that large multinational corporations pay an effective tax rate of at least 15% on their profits per jurisdiction in which they do business. The recurring impact of this new regulation is expected to be immaterial.

Capital issuance – On June 25, 2024, iA Financial Corporation Inc. completed the offering of a $350 million aggregate principal amount of 6.921% Limited Recourse Capital Notes Series 2024-1 (Subordinated Indebtedness) due September 30, 2084. Among other things, this issuance was made in replacement of the Non-Cumulative Class A Preferred Shares Series B mentioned below in the "Subsequent to the second quarter" section.

Launch of Symbiosis program – On June 17, 2024, iA Financial Group launched Symbiosis, an enhanced solution that allows plan sponsors to combine their group insurance and group retirement savings plans and benefit from a complete, streamlined experience.

Annual Shareholder Meeting – The Annual Shareholder Meetings of iA Financial Corporation and iA Insurance were held on May 9, 2024. All fifteen directors nominated for election for iA Financial Corporation and all thirteen directors nominated for election for iA Insurance were elected.

Changes to the Executive Committee – On May 9, 2024, iA Financial Group announced changes to its Executive Committee. Please refer to the May 9, 2024 news release for more information.

iA Financial Group named one of Canada's 50 Best Corporate Citizens – On June 26, 2024, iA Financial Group was named one of Canada's 50 Best Corporate Citizens by Corporate Knights, standing out for its initiatives in the fight against climate change and for its sound and solid corporate governance.

[4] 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.

Subsequent to the second quarter:

- **Strategic partnership with Clutch** – On July 5, 2024, iA Financial Group announced a strategic investment in Toronto-based business Clutch Technologies Inc., which is one of Canada's largest retailers in online sales of pre-owned vehicles. This investment enables the Company's Dealer Services business unit in Canada to add online sales as a new product distribution channel to its current extensive network.

- **Acquisition of two blocks of business from Prosperity Life Group** – On July 15, 2024, iA Financial Group announced the acquisition of two blocks of business from Prosperity Life Group, amounting to over 115,000 policies and US$100 million in annual premiums. The transaction will further increase iA's growth momentum and expand its presence in the United States. It is expected to close in the third quarter and to be accretive from the first year, on both a core and reported basis. The impact on the Company's solvency ratio will be around a one percentage point decrease.

- **Preferred share redemption** – On July 29, 2024, iA Insurance completed the redemption of its 5,000,000 outstanding Non-Cumulative Class A Preferred Shares Series B. The redemption price per share was $25.00 plus an amount of $0.090625 equal to the cash dividend in respect of the third quarter, pro rated to the redemption date, for a total of $25.090625. Following the redemption, iA Insurance will file an application for an order under the securities legislation that iA Insurance will cease to be a reporting issuer. Once the order is granted, iA Insurance will no longer be subject to continuous disclosure requirements under securities legislation, including the requirement to file its financial statements.

OUTLOOK

Medium-term guidance for iA Financial Corporation

- Core earnings per common share:† target of 10%+ annual average growth
- Core return on common shareholders' equity (ROE):† target of 15%+
- Solvency ratio† operating target: target of 120%
- Organic capital generation:† target of $600+ million in 2024
- Dividend payout ratio based on core earnings: target range of 25% to 35%

The Company's outlook, including the market guidance provided, constitutes forward-looking information within the meaning of securities laws. Although the Company believes that its outlook is reasonable, such statements involve risks and uncertainties and undue reliance should not be placed on such statements. Factors that could cause actual results to differ materially from expectations include, but are not limited to: insurance, market, credit, liquidity, strategic and operational risks. In addition, certain material factors or assumptions are applied in preparing the Company's outlook, including but not limited to: accuracy of estimates, assumptions and judgments under applicable accounting policies, and no material change in accounting standards and policies applicable to the Company; no material variation in interest rates; no significant changes to the Company's effective tax rate; no material changes in the level of the Company's regulatory capital requirements; availability of options for deployment of excess capital; credit experience, mortality, morbidity, longevity and policyholder behaviour being in line with actuarial experience studies; investment returns being in line with the Company's expectations and consistent with historical trends; different business growth rates per business unit; no unexpected changes in the economic, competitive, insurance, legal or regulatory environment or actions by regulatory authorities that could have a material impact on the business or operations of iA Financial Group or its business partners; no unexpected change in the number of shares outstanding; and the non-materialization of risks or other factors mentioned or discussed elsewhere in this document. The Company's outlook serves to provide shareholders, market analysts, investors, and other stakeholders with a basis for adjusting their expectations with regard to the Company's performance throughout the year and may not be appropriate for other purposes. Additional information about risk factors and assumptions applied may be found in the "Forward-looking Statements" section of this document.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

B. Business Growth

Business growth is measured by growth in sales,† premiums and deposits† and assets under management and administration.† Sales measure the Company's ability to generate new business and are defined as fund entries on new business written during the period. Assets under management and administration† measure the Company's ability to generate fees, particularly for investment funds and funds under administration. Premiums, premium equivalents and deposits include entries from both new business written and in-force contracts.

Sales Growth by Business Segment

(In millions of dollars, unless otherwise indicated)	Second quarter			Year-to-date at June 30		
	2024	2023	Variation	2024	2023	Variation
INSURANCE, CANADA						
Individual Insurance						
Minimum premiums	87	79	10%	167	161	4%
Excess premiums	11	10	10%	20	17	18%
Total	98	89	10%	187	178	5%
Group Insurance						
Employee Plans	25	13	92%	55	34	62%
Special Markets	100	86	16%	206	177	16%
Total	125	99	26%	261	211	24%
Dealer Services						
Creditor Insurance	55	58	(5%)	94	100	(6%)
P&C Insurance	139	132	5%	248	233	6%
Total	194	190	2%	342	333	3%
General Insurance						
iA Auto and Home	188	163	15%	302	261	16%
WEALTH MANAGEMENT						
Individual Wealth Management						
Gross sales						
Segregated funds	1,270	829	53%	2,548	1,862	37%
Mutual funds	468	370	26%	954	849	12%
Insured annuities and other savings products	541	646	(16%)	1,122	1,362	(18%)
Total	2,279	1,845	24%	4,624	4,073	14%
Net sales						
Segregated funds	608	188	420	1,165	559	606
Mutual funds	(194)	(139)	(55)	(337)	(227)	(110)
Total	414	49	365	828	332	496
Group Savings and Retirement	858	812	6%	1,776	1,591	12%
US OPERATIONS ($US)						
Individual Insurance	49	43	14%	91	84	8%
Dealer Services	279	246	13%	527	476	11%

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

INSURANCE, CANADA

Individual Insurance – Second quarter sales† totalled $98 million, 10% higher than the same period last year. This solid result reflects the strength of all our distribution networks, the excellent performance of our digital tools, as well as our comprehensive and distinctive range of products. Sales were particularly strong for participating insurance and living benefit products, and the Company maintained the leading position in the Canadian market for the number of policies issued.[1]

Group Insurance – Second quarter sales† of $25 million in Employee Plans were significantly higher than the $13 million recorded during the same quarter last year, reflecting our success in generating sales amid a high volume of quotes. Premiums[2] increased by 8% year over year, benefiting from sales and good retention of in-force business. Special Markets sales† were up 16% year over year, reaching $100 million, driven particularly by strong sales growth in travel insurance products.

Dealer Services – Total sales† ended the second quarter at $194 million, 2% higher than the same period in 2023. Sales were tempered by the macroeconomic environment that continued to impact vehicle affordability and by the temporary outage at CDK Global, a dealership software provider, which occurred from June 19 to July 4.

General Insurance (iA Auto and Home) – In the second quarter, direct written premiums† reached $188 million. The solid 15% increase compared to the same period last year is supported by good retention of in-force business, strong new sales and the impact of premium increases implemented in 2023.

WEALTH MANAGEMENT

Individual Wealth Management – Gross sales† of segregated funds amounted to nearly $1.3 billion for the second quarter, an increase of 53% year over year, and net sales† were strong at $608 million. The Company continued to rank first in gross and net segregated fund sales.[3] This robust performance was driven by the strength of our distribution networks. Also favourable was the performance of financial markets, which continued to increase client optimism towards asset classes with higher return potential compared to guaranteed investments. Despite continuing industry-wide challenges, mutual fund gross sales† totalled $468 million for the quarter, up 26% year over year, while net outflows were $194 million. Insured annuities and other savings products generated elevated sales† of $541 million in the second quarter, a good performance that compares to a very strong quarter a year earlier.

Group Savings and Retirement – Sales† for the second quarter totalled $858 million and were up 6% year over year. This good result was mainly driven by strong sales of accumulation products.

US OPERATIONS

Individual Insurance – Record sales† of US$49 million in the second quarter were up 14% from a year earlier, driven by the good results in all markets, in particular the final expense and government/worksite markets. This solid result, along with the Company's recent acquisition of Vericity and the announced acquisition of two existing insurance blocks of business from Prosperity Life Group, confirms our strong growth potential in the U.S. life insurance market.

Dealer Services – Second quarter sales† of US$279 million were up 13% over the same period last year, a good result as dealers' emphasis on supplementary products sold with vehicles (F&I products) continued amid rising vehicle inventories and declining profit margins from vehicle sales. Sales growth was tempered by ongoing reduced consumer affordability, and by the temporary outage at CDK Global, a dealership software provider, which occurred from June 19 to July 4.

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1 According to the latest Canadian data published by LIMRA.
2 Net premiums, premium equivalents and deposits.
3 Source: Investor Economics, May 2024.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

ASSETS UNDER MANAGEMENT AND ADMINISTRATION

Assets Under Management and Administration†				
(In millions of dollars)	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Assets under management†				
General fund[4]	53,879	52,213	52,009	49,848
Segregated funds	46,582	45,192	41,837	40,016
Mutual funds	12,643	12,741	12,204	12,008
Other	5,030	4,679	4,485	4,095
Subtotal	118,134	114,825	110,535	105,967
Assets under administration†	117,243	114,485	108,349	104,216
Total	235,377	229,310	218,884	210,183

Assets under management and administration† ended the second quarter at $235.4 billion, up 12% over the last 12 months and up 3% during the quarter, mainly driven by favourable market conditions and very strong net fund inflows, in particular from segregated funds.

NET PREMIUMS, PREMIUM EQUIVALENTS AND DEPOSITS

Net Premiums, Premium Equivalents and Deposits†,5						
	Second quarter			Year-to-date at June 30		
(In millions of dollars)	2024	2023	Variation	2024	2023	Variation
Insurance, Canada						
Individual Insurance	532	494	38	1,048	977	71
Group Insurance	510	464	46	1,016	932	84
Dealer Services	171	164	7	299	280	19
General Insurance[6]	129	112	17	253	218	35
Wealth Management						
Individual Wealth Management	2,279	1,845	434	4,624	4,073	551
Group Savings and Retirement	853	805	48	1,764	1,577	187
US Operations						
Individual Insurance	179	158	21	352	312	40
Dealer Services	209	179	30	385	355	30
Total	4,862	4,221	641	9,741	8,724	1,017

Net premiums, premium equivalents and deposits† totalled nearly $4.9 billion in the second quarter, recording a solid increase of 15% over the same period last year. All business units contributed to this strong performance, in particular Individual Wealth Management.

4 All general fund assets, including insured annuities, other savings products and other accumulation contracts.
5 Premiums and deposits include all premiums collected by the Company for its insurance and annuity activities (and posted to the general fund), all amounts collected for segregated funds (which are also considered to be premiums), deposits† from the Group Insurance, Group Savings and Retirement and US Operations sectors, and mutual fund deposits.
6 Includes iA Auto and Home and some minor consolidation adjustments.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

C. Analysis of Earnings

This section contains measures that have no IFRS equivalents. See "Non-IFRS Financial Information" at the end of this document for more information and an explanation of the adjustments applied in the Company's core earnings† calculation.

REPORTED AND CORE EARNINGS

The Company recorded core earnings† of $267 million in the second quarter of 2024, which compares to $247 million for the second quarter of 2023. Core diluted earnings per common share (EPS)† of $2.75 in the second quarter is 15% higher than the same period last year. Core return on common shareholders' equity (ROE)† for the trailing twelve months was 15.0% at June 30, 2024, meeting the Company's medium-term target of 15%+.

On a reported basis, which includes the impact of volatile items (primarily short-term macroeconomic variations), quarterly net income attributed to common shareholders was $206 million and compares with $196 million in the second quarter of 2023. EPS of $2.12 was 12% higher than the same period last year and ROE for the trailing twelve months was 11.1% at June 30, 2024.

Earnings

	Second quarter			Year-to-date at June 30		
(In millions of dollars, unless otherwise indicated)	2024	2023	Variation	2024	2023	Variation
Net income to common shareholders	206	196	5%	439	466	(6%)
Earnings per common share (EPS) (diluted)	$2.12	$1.89	12%	$4.47	$4.48	—
Core earnings†	267	247	8%	510	464	10%
Core EPS (diluted)†	$2.75	$2.39	15%	$5.19	$4.47	16%

Return on common shareholders' equity (ROE)†	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Reported ROE (trailing twelve months)	11.1%	10.9%	11.6%	9.7%
Core ROE† (trailing twelve months)	15.0%	14.6%	14.4%	14.5%

REPORTED EARNINGS AND CORE EARNINGS RECONCILIATION

The following table presents net income to common shareholders and the adjustments, divided into six categories, that account for the difference between reported and core earnings.

Core earnings of $267 million in the second quarter are derived from net income to common shareholders of $206 million and a total adjustment of $61 million from:

- the unfavourable market-related impacts that differ from management's best estimate assumptions and that total $27 million, as the impact of favourable equity variations was more than offset by investment property value adjustments and, to a lesser extent, unfavourable interest rate and credit spread variations;
- a total of $12 million for expenses related to the Vericity acquisition ($6 million), the charge for the Surex minority shareholders' sell option ($2 million) and restructuring costs ($4 million);
- the expenses associated with acquisition-related intangible assets of $17 million;
- the impact of non-core pension expense of $4 million; and
- the unfavourable impact of a minor assumption change in the Investment segment ($1 million).

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

Reported earnings and core earnings reconciliation						
	Second quarter			Year-to-date at June 30		
(In millions of dollars, unless otherwise indicated)	2024	2023	Variation	2024	2023	Variation
Net income to common shareholders	**206**	**196**	**5%**	**439**	**466**	**(6%)**
Core earnings adjustments (post tax)						
Market-related impacts	27	72		18	2	
Assumption changes and management actions	1	(43)		(4)	(43)	
Charges or proceeds related to acquisition or disposition of a business, including acquisition, integration and restructuring costs	12	2		15	3	
Amortization of acquisition-related finite life intangible assets	17	16		34	32	
Non-core pension expense	4	4		8	4	
Other specified unusual gains and losses	—	—		—	—	
Total	61	51		71	(2)	
Core earnings	**267**	**247**	**8%**	**510**	**464**	**10%**

CORE EARNINGS BY BUSINESS SEGMENT

The second quarter core earnings result of $267 million is described in the following paragraphs by business segment.

Core earnings by business segment					
(In millions of dollars, unless otherwise indicated)	Q2/2024	Q1/2024	Variation	Q2/2023	Variation
Insurance, Canada	106	92	15%	91	16%
Wealth Management	98	95	3%	76	29%
US Operations	22	19	16%	26	(15%)
Investment	91	86	6%	106	(14%)
Corporate	(50)	(49)	2%	(52)	(4%)
Total	**267**	**243**	**10%**	**247**	**8%**

Insurance, Canada – This operating business segment includes all Canadian insurance activities offering a wide range of life, health, auto and home insurance coverage, as well as vehicle warranties, to individuals and groups. Second quarter core earnings for this business segment were $106 million, which is 16% higher than the same period in 2023. Expected insurance earnings were 5% higher than a year ago and the impact of new insurance business was $5 million lower. Core insurance experience gains of $11 million were recorded during the quarter as a result of: 1) continuing favourable mortality experience in individual and group insurance; 2) a solid result again at iA Auto and Home due to lower auto and home protection claims and the favourable impact of premium increases implemented in 2023; and 3) all other main experience results being near expectations. Core non-insurance activities of $12 million were higher than $9 million in the same period of 2023, mainly due to a higher result from Dealer Services.

Wealth Management – This operating business segment includes all the Company's wealth management activities offering a wide range of savings and retirement solutions to individuals and groups. In this business segment, core earnings of $98 million for the second quarter were much higher than $76 million a year earlier. This solid performance is the result of a 25% year-over-year increase in the core insurance service result for segregated funds and a 29% increase in core non-insurance activities. Also, good financial market performance continues to have a positive impact on the segment's profitability. The higher segregated funds result is due to the increase in the CSM recognized for services provided, strong net sales over the last 12 months and insurance experience that was as expected. As for non-insurance activities, a solid performance once again was recorded from the distribution affiliates, arising mainly from higher net commissions and better margins.

US Operations – This operating business segment includes all the Company's U.S. activities offering individuals a range of life insurance and vehicle warranty products. Second quarter core earnings for this business segment were $22 million, which compares to $26 million for the same period in 2023 and $19 million the previous quarter. The impact of new insurance business was higher than a year ago as a result of higher sales and more onerous contracts. Insurance experience losses were recorded this quarter due to unfavourable insurance lapses and higher claims than expected in Dealer Services. Core non-insurance activities of $22 million in the second quarter compares with $23 million in the second quarter of 2023 and with $17 million in the first quarter. Lastly, core other expenses were lower than the previous quarter and also lower than the same period in 2023.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

Investment – This accounting segment includes the Company's investment and financing activities, except for the investment activities of the wealth distribution affiliates. In this business segment, core earnings of $91 million for the second quarter compare to $86 million the previous quarter and $106 million a year earlier. Expected investment earnings of $113 million were higher than the previous quarter, mainly as a result of interest rate increases during the first quarter of 2024. Recall that expected investment earnings for a given quarter are dependent on the yield curve at the beginning of the quarter. Credit experience was unfavourable during the quarter due to an increased provision for credit loss at iA Auto Finance and, to a lesser extent, more downgrades than upgrades in the fixed income portfolio. Finally, core other expenses of $14 million for the segment were at the same level as the previous quarter.

Corporate – This accounting segment reports all expenses that are not allocated to other segments, such as expenses for certain corporate functions. These expenses include, among other things, investments in the digital transformation, M&A prospecting activities, digital data and security projects, and regulatory compliance projects. During the second quarter of 2024, this segment recorded after-tax expenses of $50 million, which compares with $52 million in the second quarter of 2023. This quarter's result is derived from core other expenses before taxes of $64 million, which is in line with the 2024 quarterly expectation of $65 million plus or minus $5 million and compares with $66 million the previous quarter. The favourable outcome for corporate expenses since the beginning of 2024 is the result of a strong emphasis on operational efficiency, a cost-conscious execution and a disciplined approach to project and workforce management.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

D. Analysis of Results According to Drivers of Earnings†

The analysis of results according to drivers of earnings, presented below on a core basis, discusses the main items that had an impact on the financial results. The measures presented in this analysis are not IFRS measures. They supplement the information presented in the "Analysis According to the Financial Statements" section below and provide additional indicators for evaluating financial performance.

Drivers of Earnings – Core Basis – Consolidated

	Second quarter			Year-to-date at June 30		
(In millions of dollars, unless otherwise indicated)	**2024**	**2023**	**Variation**	**2024**	**2023**	**Variation**
Core insurance service result						
Risk adjustment release	67	59	14%	133	118	13%
CSM recognized for services provided	170	153	11%	334	300	11%
Expected earnings on PAA insurance business[1]	37	34	9%	58	58	—
Expected insurance earnings	274	246	11%	525	476	10%
Impact of new insurance business	(13)	(15)	not meaningful	(31)	(29)	not meaningful
Core insurance experience gains (losses)	6	3	not meaningful	22	(7)	not meaningful
Total - Core insurance service result	267	234	14%	516	440	17%
Expected investment earnings	113	135	(16%)	223	276	(19%)
Credit experience	(5)	(2)	150%	(6)	(4)	50%
Core net investment result	108	133	(19%)	217	272	(20%)
Core non-insurance activities	87	73	19%	162	143	13%
Core other expenses	(123)	(128)	(4%)	(246)	(255)	(4%)
Core earnings before taxes	339	312	9%	649	600	8%
Core income taxes	(64)	(57)	not meaningful	(130)	(125)	not meaningful
Dividends/distributions on equity instruments	(8)	(8)	not meaningful	(9)	(11)	not meaningful
Core earnings	**267**	**247**	**8%**	**510**	**464**	**10%**

Expected insurance earnings† – Expected insurance earnings represent the recurring insurance-related earnings on business in force during the reporting period and is the sum of the risk adjustment release, the CSM recognized for services provided and the expected earnings on PAA[1] insurance business. At $274 million in the second quarter, this result is 11% higher than the same quarter of 2023 and is driven by a 14% higher risk adjustment release, an 11% higher CSM recognized for services provided and a 9% increase in expected earnings on PAA insurance business. This outcome is supported by the last 12 months' good business growth and macroeconomic variations, especially in the Wealth Management segment (see the "Analysis of CSM Movement" section of this document for more details). Also, the higher risk adjustment release compared to last year is in part due to assumption changes implemented at the end of 2023.

Impact of new insurance business† – Impact of new insurance business is the point-of-sale losses of writing new insurance business identified as onerous under IFRS 17 during the period. This item therefore fluctuates from one quarter to another, depending on sales and renewals recorded during the quarter. The expected profit to be realized in the years after a contract is issued is expected to cover the loss incurred at the time of issue. Note that the point-of-sale gains of writing new insurance business are recorded in the contractual service margin instead of immediately benefiting net income. The impact of new insurance business was $13 million in the second quarter, a result of new sales and the renewal period for some groups in the Group Insurance segment and, to a lesser extent, new sales in the US Operations segment.

Core insurance experience gains (losses)† – Core insurance experience gains (losses) are composed of the differences between expected and actual insurance claims and expenses as measured by IFRS 17, and of other specific experience items. During the three-month period ended June 30, 2024, a $6 million gain was recorded. This is the result of experience gains in the Insurance, Canada segment, which were partly offset by experience in the US Operations segment, as detailed in the previous section of this document. Results in the Wealth Management segment were in line with expectations.

[1] Premium Allocation Approach.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

Core insurance service result† – This measure is the sum of expected insurance earnings, the impact of new insurance business and the core insurance experience gains or losses. At $267 million in the second quarter, this measure was 14% higher than a year earlier. The variance is explained by the results of the three aforementioned components.

Core net investment result† – The core net investment result corresponds to investment income net of finance expenses from contract liabilities and net of investment-related expenses that are part of core earnings. It includes all credit-related experience impacts. At $108 million in the second quarter, this result compares with $109 million the previous quarter and $133 million in the same quarter of 2023. As explained in the previous section of this document, the $1 million variation compared to the first quarter of 2024 is the result of favourable interest rate variations, offset by unfavourable credit experience.

Core non-insurance activities† – Core non-insurance activities are revenues net of expenses for non-insurance activities, including but not limited to mutual funds, wealth distribution, insurance distribution, group insurance administrative services only (ASO) business and non-insurance dealer services activities. Core non-insurance activities amounted to $87 million in the second quarter, 19% higher than the same period of 2023. This result is explained by the solid performance in the Wealth Management segment and a good result in the Insurance, Canada segment, as mentioned in the previous section of this document.

Core other expenses† – Core other expenses are expenses not attributable to either insurance contracts or non-insurance activities, including but not limited to corporate expenses and financing charges on debentures. Core other expenses amounted to $123 million in the second quarter, which is lower than $128 million a year ago. This quarter's result includes lower year-over-year expenses in the Wealth Management and US Operations segments, as well as lower corporate expenses, as described in the previous section of this document. For the first six months of 2024, core other expenses are 4% lower than the same period in 2023.

Core income taxes† – Core income taxes represent the value of amounts payable under the tax laws and include both tax payable and deferred income taxes. A life insurer's investment income taxes and premium taxes are not included in these amounts. The tax charge included in core earnings in the second quarter was $64 million, for an effective tax rate of 18.9%. This result is better than management expectations, mainly due to a larger portion of tax-exempt investment income.

Dividends/distributions on equity instruments† – This item represents dividends on preferred shares issued by a subsidiary and distributions on other equity instruments, which amounted to $8 million in the second quarter.

All of these elements together constitute the core earnings result of $267 million for the second quarter of 2024, which is 8% higher than the same period of 2023.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

E. Analysis According to the Financial Statements

The following analysis should be read in conjunction with the consolidated income statement presented in the last pages of this document and Note 16 "Segmented Information" in the Company's unaudited interim condensed consolidated financial statements.

REVENUES

The following table presents the composition of revenues by business segment.

Revenues by Business Segment

(In millions of dollars)	Second quarter											
	Insurance revenue			Net investment income			Other revenues			Total		
	2024	2023	Variation	2024	2023	Variation	2024	2023	Variation	2024	2023	Variation
Insurance, Canada	976	860	116	—	—	—	50	45	5	1,026	905	121
Wealth Management	274	223	51	31	30	1	345	302	43	650	555	95
US Operations	394	293	101	—	—	—	42	43	(1)	436	336	100
Investment	—	—	—	193	608	(415)	9	9	—	202	617	(415)
Corporate and consolidation adjustments	—	—	—	1	(3)	4	(14)	(11)	(3)	(13)	(14)	1
Total	1,644	1,376	268	225	635	(410)	432	388	44	2,301	2,399	(98)

The Company recorded total revenue of $2,301 million for the second quarter of 2024 compared to $2,399 million for the same period in 2023. The year-over-year decrease in net investment income was partly offset by strong growth of 19% in insurance service revenue. The change in net investment income was a result of an increase in interest rates in 2024 versus a decrease in 2023, which, among other things, led to a decrease in the fair value of derivative financial instruments supporting the insurance contract liabilities.

INCOME TAXES

For the second quarter of 2024, the Company recorded an income tax expense of $52 million versus $41 million for the same period in 2023. The increase is consistent with the higher income before taxes and lower savings from prior-year adjustments, net of the impact of higher tax-exempt investment income.

NET INCOME ATTRIBUTED TO COMMON SHAREHOLDERS

Net income attributed to common shareholders totalled $206 million for the second quarter of 2024, up from $196 million for the same period last year. The variation is primarily explained by the factors mentioned below:

- Increase from business growth over the last 12 months, which had a favourable impact on insurance results
- Decrease from market-related impacts

The $206 million for the second quarter of 2024 was generated by the insurance service result of $267 million, which comes from insurance revenue net of insurance service expenses and net expenses from reinsurance contracts; $142 million from the net investment result due to the rise in interest rates and favourable variations in equity markets; and other revenues of $432 million. These items were partly offset by other operating expenses and financing charges of $575 million.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

The following table presents a summary of iA Financial Corporation's financial results for the last nine quarters.

Selected Financial Data

(In millions of dollars, unless otherwise indicated)	IFRS 17 and IFRS 9									IFRS 4 and IAS 39		
	2024		2023				2022[1]			2022		
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q4	Q3	Q2
Revenues (Insurance revenue, net investment income and other revenues)	2,301	1,449	6,347	(728)	2,399	3,242	2,031	1,822	(2,348)	4,354	3,848	241
Net income attributed to common shareholders	206	233	248	55	196	270	181	1	152	229	215	222
Earnings per common share (in dollars)												
Basic	$2.13	$2.35	$2.47	$0.55	$1.90	$2.59	$1.72	$0.01	$1.41	$2.18	$2.03	$2.07
Diluted	$2.12	$2.34	$2.46	$0.54	$1.89	$2.58	$1.71	$0.01	$1.41	$2.17	$2.03	$2.06

RELATED PARTY TRANSACTIONS

There are no material related party transactions outside the normal course of business to report for the second quarter of 2024.

ACCOUNTING POLICIES AND MAIN ACCOUNTING ESTIMATES

The Company's second quarter unaudited interim condensed consolidated financial statements were prepared as outlined in Note 1 "General Information" of these financial statements.

The preparation of financial statements requires management to exercise judgment and make estimates and assumptions that affect the reported amounts of assets and liabilities, net income and complementary information. Actual results could differ from management's best estimates. Management has exercised its judgment and made estimates and assumptions as outlined in Note 2 "Material Accounting Policy Information" in section b) "Important Estimates, Assumptions and Judgments" of the consolidated financial statements in the Company's 2023 Annual Report.

More information on new accounting policies applied and future changes in accounting policies is presented in Note 2 "Changes in Accounting Policies" of the unaudited interim condensed consolidated financial statements for the second quarter of 2024.

[1] The Company's 2022 results have been restated for the adoption of IFRS 17 Insurance Contracts and the related IFRS 9 Financial Instruments overlay ("the new accounting standards"). Additionally, the restated 2022 results are not fully representative of the Company's future market risk profile and future reported and core earnings profile, as the transition of the Company's invested asset portfolio for asset/liability management purposes under the new accounting standards was not fully completed until 2023. Accordingly, analysis based on 2022 comparative results may not be indicative of future trends and should be interpreted within this context.

F. Analysis of CSM Movement

The contractual service margin, or CSM, is an IFRS 17 metric that gives an indication of future profits and that is factored as available capital in the calculation of the solvency ratio.[1] However, this metric is not comprehensive as it does not consider required capital, non-insurance business, PAA[2] insurance business or the risk adjustment metric, which is also an indication of future profit. Organic CSM growth is a component of organic capital generation, a more comprehensive metric.

The following table presents the evolution of the CSM.

At June 30, 2024, the CSM was nearly $6.5 billion, up 13% over the last twelve months.

The organic CSM movement represents the ongoing CSM value creation calculated before the impact of non-organic items that add undue volatility to the total CSM, such as market variations. During the second quarter, the CSM increased organically by $108 million due to the positive impact of new insurance business of $167 million, the organic financial growth of $76 million and an insurance experience gain of $35 million. These favourable items were partly offset by the CSM recognized in earnings of $170 million, which was 11% higher than a year ago. The insurance experience gain for the quarter is mainly explained by the following items:

- favourable policyholder behaviour experience in the segregated fund portfolio
- favourable impact of higher-than-expected segregated fund deposits
- lower expenses than expected
- favourable reinsurance management actions
- favourable other small items

During the second quarter, non-organic items led to a CSM increase of $204 million, which is explained by the following: the positive impact of macroeconomic variations (+$33 million), mainly due to favourable market performance; the positive impact of the Vericity acquisition as outlined in the "Highlights" section of this document (+$164 million); and the slightly favourable impact of currency variations (+$7 million).

As a result of organic and non-organic items, the CSM increased by $312 million in the second quarter of 2024.

CSM Movement Analysis – Consolidated

	Second quarter			Year-to-date at June 30		
(In millions of dollars, unless otherwise indicated)	2024	2023	Variation	2024	2023	Variation
CSM - Beginning of period	6,159	5,756	7%	5,925	5,574	6%
Organic CSM movement						
Impact of new insurance business	167	147		325	315	
Organic financial growth[3]	76	60		151	131	
Insurance experience gains (losses)[4]	35	21		17	3	
CSM recognized for services provided	(170)	(153)		(334)	(300)	
Sub-total - Organic CSM movement	108	75	44%	159	149	7%
Non-organic CSM movement						
Impact of changes in assumptions and management actions	—	(76)		2	(16)	
Impact of markets	33	(3)		201	46	
Currency impact	7	(12)		20	(13)	
Acquisition or disposition of a business	164	—		164	—	
Sub-total - Non-organic CSM movement	204	(91)		387	17	
Total - CSM movement	312	(16)		546	166	
CSM - End of period	6,471	5,740	13%	6,471	5,740	13%

1 The CSM, excluding the CSM for segregated funds, counts as Tier 1 capital in the solvency ratio calculation.
2 PAA: Premium Allocation Approach.
3 Organic financial growth is the movement of the CSM from expected asset returns and from interest accreted based on locked-in discount rates at initial recognition.
4 Insurance experience gains and losses correspond to non-financial experience that relates to future services (e.g., policyholder behaviour that differs from expectations) on non-onerous contracts.

G. Financial Position

Capitalization†

(In millions of dollars)	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Equity				
Share capital and contributed surplus	1,555	1,601	1,620	1,665
Preferred shares issued by a subsidiary and other equity instruments	725	375	375	375
Retained earnings and accumulated other comprehensive income	5,094	5,182	5,043	5,044
Total shareholders' equity	7,374	7,158	7,038	7,084
Debentures	1,496	1,500	1,499	1,898
Total capital structure	8,870	8,658	8,537	8,982

The Company's capital amounted to nearly $8.9 billion at June 30, 2024, an increase of $212 million from March 31, 2024. The quarterly variation is primarily related to the issuance of $350 million in Limited Recourse Capital Notes outlined in the "Highlights" section of this document, partially offset by a decrease in retained earnings, as the contribution from earnings was more than offset by the high level of capital deployment.

Solvency

(In millions of dollars, unless otherwise indicated)	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Available capital				
Tier 1	5,010	5,027	4,831	5,078
Tier 2	3,421	3,200	3,405	3,724
Surplus allowance and eligible deposits	2,538	2,431	2,448	2,358
Total	10,969	10,658	10,684	11,160
Base solvency buffer	7,766	7,527	7,355	7,256
Solvency ratio†	141%	142%	145%	154%

The Company ended the second quarter of 2024 with a solvency ratio† of 141%, compared with 142% at the end of the previous quarter and 154% a year earlier. This result is well above the Company's operating target of 120%. The one percentage point decrease during the second quarter is the result of various factors. These include the favourable impact of the $350 million LRCN issuance outlined in the "Highlights" section of this document, as well as strong organic capital generation.† These impacts were more than offset by the high level of capital deployment through share buybacks (NCIB), the acquisition of Vericity completed on June 28, 2024 and, to a lesser extent, IT investments.

Subsequent to the second quarter, the Company announced the acquisition of two blocks of business from Prosperity Life Group on July 15, 2024, and on July 29, 2024, iA Insurance completed the redemption of its Non-Cumulative Class A Preferred Shares Series B. These actions should reduce the Company's solvency ratio by one percentage point each. Therefore, on a pro-forma basis at June 30, 2024, the solvency ratio was 139%.

During the second quarter, the Company organically generated $175 million in additional capital, which is higher than the same period of 2023. After six months, $305 million has been generated and this result is in line with projections to exceed the minimum annual target of $600 million in 2024. At June 30, 2024, the capital available for deployment was assessed at $1.1 billion.

Financial Leverage

	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Financial leverage ratio†,1	16.4%	14.3%	14.6%	17.3%
Core coverage ratio†,2,3	16.6x	16.7x	16.5x	17.2x

1 Calculated by dividing the sum of debentures, preferred shares issued by a subsidiary and other equity instruments by the sum of capital structure and post-tax CSM.
2 Calculated by dividing earnings for the past twelve months (before interest and taxes) by the sum of interest, dividends on preferred shares issued by a subsidiary and redemption premiums on preferred shares issued by a subsidiary (if applicable).
3 In Q2/2024, the core coverage ratio was restated for the periods from Q4/2022 to Q1/2024.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

The financial leverage ratio† was 16.4% on June 30, 2024, compared to 14.3% at the end of the the previous quarter, and remains at a low, flexible level. The increase is mainly due to the issuance of $350 million in Limited Recourse Capital Notes outlined in the "Highlights" section of this document. The coverage ratio† at June 30, 2024 was 16.6x and compares with 16.7x at March 31, 2024.

Book Value per Common Share[4] and Market Capitalization

	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Book value per common share[4]	$69.92	$68.93	$66.90	$65.39
Number of common shares outstanding	95,142,257	98,350,869	99,642,745	102,624,809
Value per share at close	$85.91	$84.15	$90.33	$90.25
Market capitalization	$8,174M	$8,276M	$9,001M	$9,262M

In a context where the Company has deployed a high level of capital, the book value per common share[4] increased by 7% during the last 12 months and by 1% during the quarter to $69.92 at June 30, 2024. This result is mostly attributable to the increase in retained earnings, which was partly offset by share buybacks (NCIB) and the dividend payment to common shareholders. Excluding the impact of the NCIB, the increase over the last twelve months exceeds 9%.

The number of common shares outstanding decreased by 3,208,612, or 3%, during the quarter. This decrease is mainly due to the Company's redemption and cancellation of common shares under the NCIB program, which was partly offset by the exercise of stock options under the stock option plan for senior managers.

In May 2024, the Company obtained the necessary approval to increase the maximum number of shares that can be repurchased under its normal course issuer bid (NCIB) between November 14, 2023 and November 13, 2024, from 5,046,835 shares, representing approximately 5% of the Company's 100,936,705 issued and outstanding common shares at October 31, 2023, to 8,074,936 common shares, representing approximately 8% of the 100,795,937 common shares that constituted the Company's "public float" at October 31, 2023. No other terms of the NCIB have been amended.

As mentioned in the "Highlights" section, a total of 3,326,112 shares were redeemed and cancelled during the quarter, for a total value of $287 million. A total of 5,625,104 shares, or approximately 5.6% of the issued and outstanding common shares, were redeemed and cancelled under the current program between November 14, 2023 and June 30, 2024.

[4] 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.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

H. Investments

Investment Mix

(In millions of dollars, unless otherwise indicated)	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Book value of investments	42,644	41,586	42,618	40,961
Allocation of investments by asset class				
Bonds	69.7%	71.0%	70.3%	69.0%
Stocks	10.7%	10.4%	9.5%	9.5%
Loans (including mortgages)	8.4%	8.6%	8.6%	9.1%
Investment properties	3.7%	3.8%	3.8%	4.3%
Cash and short-term investments	4.7%	3.5%	3.2%	3.7%
Other	2.8%	2.7%	4.6%	4.4%
Total	100.0%	100.0%	100.0%	100.0%

The total value of the investment portfolio was nearly $43 billion at June 30, 2024, up 3% quarter over quarter and 4% year over year. The increase over the quarter is primarily due to the favourable impact of macroeconomic variations, the addition of Vericity's investment portfolio and the Limited Recourse Capital Notes issuance outlined in the "Highlights" section of this document, partly offset by capital deployment through share buybacks and the acquisition of Vericity. The above table shows the main asset classes that make up the Company's investment portfolio.

Quality of Investments

(In millions of dollars, unless otherwise indicated)	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Bonds – Proportion rated BB or lower	0.6%	0.6%	0.6%	0.7%
Mortgages – Proportion of securitized and insured loans	66.2%	66.8%	68.2%	70.2%
Investment properties – Occupancy rate	86.0%	86.4%	86.7%	85.8%
Car loans – Net impaired loans as a percentage of gross loans	0.43%	0.48%	0.41%	0.33%
Car loans – Total allowance for credit losses (ACL) as a percentage of gross loans	5.20%	5.16%	5.21%	4.75%

The indicators in the above table demonstrate the high quality of the investment portfolio. For investment properties, the occupancy rate remained fairly stable during the quarter and compares favourably with the Canadian office market.[1]

Derivative Financial Instruments

(In millions of dollars, unless otherwise indicated)	June 30, 2024	March 31, 2024	December 31, 2023	June 30, 2023
Total notional amount ($B)	46	44	43	41
Company's credit risk				
AA - or higher	100%	100%	100%	100%
A +	—	—	—	—
Positive fair value	1,039	975	1,787	1,265
Negative fair value	815	892	787	832

The Company uses derivative financial instruments in the normal course of managing the risks associated with fluctuations in interest rates, stock markets, currencies and the fair value of invested assets. These instruments are composed of various types of contracts, including interest rate swaps, market index and exchange rate contracts, forward agreements, futures contracts, and market index and currency options.

Derivative financial instruments are used as part of the Company's hedging program designed to alleviate the sensitivity of segregated fund guarantees to interest rate and stock market fluctuations. They are also used to hedge the Company's foreign exchange and interest rate risks and as part of investment strategies to reduce the Company's risk profile.

[1] Source: CBRE.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

The positive fair value represents the amounts payable to the Company by the different counterparties. This amount fluctuates from one period to another according to changes in interest rates, equity markets and exchange rates. Conversely, negative fair value represents the amount payable by the Company to the different counterparties.

For more information, refer to Note 5 and Note 7 of the Company's unaudited interim condensed consolidated financial statements.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

I. Declaration of Dividend

The Board of Directors of iA Financial Corporation approved a quarterly dividend of $0.8200 per share on the Company's outstanding common shares, the same as that announced the previous quarter.

In the second quarter of 2024, iA Insurance paid a dividend of $300 million to its sole common shareholder, iA Financial Corporation. In the third quarter of 2024, no dividend was approved by the Board of Directors of iA Insurance to its sole common shareholder, iA Financial Corporation. As a result, no dividend should be paid by iA Insurance to iA Financial Corporation during the third quarter of 2024.

As mentioned in the "Highlights" section, iA Insurance completed the redemption of its Non-Cumulative Class A Preferred Shares Series B outstanding on July 29, 2024. iA Insurance paid the holders of the Series B Preferred Shares the redemption price of $25.00 plus an amount of $0.090625 equal to the cash dividend in respect of the third quarter, pro rated to the redemption date, for a total of $25.090625 per Series B Preferred Share.

Following is the amount and the dates of payment and closing of registers for the iA Financial Corporation common shares.

Declaration of Dividend

	Amount	Payment date	Closing date
Common share – iA Financial Corporation	$0.8200	September 16, 2024	August 23, 2024

For the purposes of the *Income Tax Act* (Canada) and any corresponding provincial or territorial tax legislation, all dividends paid by iA Financial Corporation on its common shares are eligible dividends.

REINVESTMENT OF DIVIDENDS

Registered shareholders wishing to enrol in the Company's Dividend Reinvestment and Share Purchase Plan (DRIP) so as to be eligible to reinvest the next dividend payable on September 16, 2024 must ensure that the duly completed form is delivered to Computershare no later than 4:00 p.m. on August 16, 2024. Enrolment information is provided on iA Financial Group's website at ia.ca under *About iA,* in the *Investor Relations/Dividends* section. Common shares issued under the Company's DRIP will be purchased on the secondary market and no discount will apply.

J. Risk Management and Sensitivities – Update

The "Risk Management and Sensitivities – Update" section of this Management's Discussion and Analysis contains certain International Financial Reporting Standards (IFRS) information regarding the nature and scope of the risks arising from financial instruments. This information, which appears in darker grey in this section, is disclosed in the Unaudited Interim Condensed Consolidated Financial Statements for the period ended June 30, 2024, given that the standards permit cross-references between the Notes to the Financial Statements and the Management's Discussion and Analysis. Because of the references made to the financial statements, the terminology used in this section is generally aligned with what is found in the financial statements.

As at June 30, 2024, the Company updated some portions of the Management's Discussion and Analysis for 2023, "Risk Management" section. Considering that the Unaudited Interim Condensed Consolidated Financial Statements do not contain all the information required in complete annual financial statements, they should be read in conjunction with the consolidated financial statements for the year ended December 31, 2023 as well as the Management's Discussion and Analysis for 2023. The Company's risk profile has not changed significantly with respect to strategic risk, credit risk, liquidity risk, model risk, operational risk, or legal, regulatory and reputational risk.

Immediate Sensitivity

		Immediate Impact				
		Net income[1]	**Equity: OCI only[2]**	**Equity: OCI[2] and net income**	**Solvency ratio**	**CSM**
(as at June 30, 2024)		*$M after tax*	*$M after tax*	*$M after tax*	*Percentage points*	*$M before tax*
Public equity	Immediate +10% change in market values[3]	100	25	125	(1%)	200
	Immediate -10% change in market values[3]	(100)	(25)	(125)	1%	(225)
Private non-fixed income (NFI) assets	Immediate +10% change in market values of private equity, investment property and infrastructure	275	25	300	1%	—
	Immediate -10% change in market values of private equity, investment property and infrastructure	(275)	(25)	(300)	(1%)	—
Interest rates	Immediate parallel shift of +50 bps on all rates	(50)	25	(25)	(0.5%)	25
	Immediate parallel shift of -50 bps on all rates	25	(25)	—	0.5%	(25)
Corporate spreads	Immediate parallel shift of +50 bps	(25)	50	25	0.5%	—
	Immediate parallel shift of -50 bps	25	(75)	(50)	(0.5%)	—
Provincial government bond spreads	Immediate parallel shift of +50 bps	—	(25)	(25)	(0.5%)	75
	Immediate parallel shift of -50 bps	(25)	50	25	0.5%	(75)
	Rounding	**±25**	**±25**	**±25**	**±0.5%**	**±25**

Core Earnings Sensitivities

(as at June 30, 2024)	**Variation**	**Impact on future quarter core earnings[4]** *$M after tax*	**Description of shock**
Public equity[3]	+5%	4.5	Immediate +5% change in market values
	-5%	(4.7)	Immediate -5% change in market values
Private non-fixed income (NFI) assets[5]	+5%	2.9	Immediate +5% change in market values
	-5%	(2.9)	Immediate -5% change in market values
Interest rates[6]	+10 bps	1.1	Immediate parallel shift of +10 bps on all rates
	-10 bps	(1.2)	Immediate parallel shift of -10 bps on all rates
Credit and swap spreads	+10 bps	0.4	Immediate parallel shift of +10 bps
	-10 bps	(0.4)	Immediate parallel shift of -10 bps

1 Represents the impact on net income (reported). Note that the non-core adjustment corresponds to the difference between the actual reported net investment result and management's expectations, which for equity and investment properties include long-term expected average annual returns of 8%–9% on aggregate.
2 Impact of macroeconomic variations on equity (OCI) is related to the Company's pension plan.
3 Excluding preferred shares.
4 Impacts on core earnings for the next quarter.
5 Private equity, investment property and infrastructure.
6 Management expectations for interest rates and credit spreads in the core net investment result as of Q3/2024 is the investment income assuming constant interest rate levels throughout each month of the quarter.

† This item is a non-IFRS measure; see the "Non-IFRS and Additional Financial Measures" section in this document for relevant information about such measures.

Sensitivity Reductions

As discussed in the previous quarter, actions have been implemented, mainly in the first six months of 2024, to reduce sensitivity to variations in interest rates, as well as credit spreads. These actions include model refinements to improve consistency of assets and liabilities when rates change. By being more stable, the core net investment result and therefore core earnings should better reflect the Company's underlying operating performance.

Caution Regarding Immediate Sensitivities

Sensitivities are provided in this section for certain risks. The sensitivities are projected using internal models at the reporting date and reflect the Company's assets and liabilities at that date. These sensitivities measure the impact of changing one factor at a time and assume that all other factors remain unchanged. Sensitivities include the impact of rebalancing equity and interest rate hedges as expected with the Company's dynamic hedging program used for guarantees on segregated funds. They exclude any subsequent actions on the Company's investment portfolio.

For solvency ratio sensitivities, it is assumed that no scenario switch occurs when estimating the impact on the interest rate risk under CARLI[7] (CARLI interest rate risk is assessed under four different interest rate scenarios, and the scenario leading to the highest capital requirement is chosen as the worst scenario for each geographic region).

Actual results can differ significantly from these estimates for a variety of reasons, including the interaction among these factors when more than one change occurs: change in business mix, change in actuarial and investment assumptions, change in investment strategies, actual experience differing from assumptions, the effective tax rate, market factors, the fact that sensitivities represent simplified scenarios (e.g., parallel shift of interest rates versus non-parallel movements) and limitations of our internal models. Also, changes in factors that are less than or more than the changes tested may not be linear. For these reasons, the sensitivities should only be viewed as directional estimates of the underlying sensitivities for the respective factors based on the assumptions outlined below.

Immediate sensitivities refer to the instantaneous effects on asset and liability values, ignoring any effects on future revenues and expenses. They should be used with caution to estimate financial impacts from market variations for a quarter. Immediate sensitivities assume an immediate market variation followed by a normally expected market evolution for the rest of the quarter. In other words, immediate sensitivities could be roughly interpreted as the difference between an actual market variation for a quarter versus the expectation for that quarter. For example, for public equity markets where growth is normally expected, flat market values for a quarter would be equivalent to an immediate decline in market values.

Caution Regarding Core Earnings Sensitivities

Sensitivities are provided in this section for certain risks. The sensitivities are projected using internal models at the reporting date and reflect the Company's assets and liabilities at that date. These sensitivities measure the impact of changing one factor at a time and assume that all other factors remain unchanged. Also, they exclude any subsequent actions on the Company's investment portfolio.

Actual results can differ significantly from these estimates for a variety of reasons, including the interaction among these factors when more than one change occurs: change in business mix, change in actuarial and investment assumptions, change in investment strategies, actual experience differing from assumptions, the effective tax rate, market factors, the fact that sensitivities represent simplified scenarios (e.g., parallel shift of interest rates versus non-parallel movements) and limitations of our internal models. Also, changes in factors that are less than or more than the changes tested may not be linear. For these reasons, the sensitivities should only be viewed as directional estimates of the underlying sensitivities for the respective factors based on the assumptions outlined below.

[7] Capital Adequacy Requirements Guideline – Life and Health Insurers.

K. Notice and General Information

INTERNAL CONTROL OVER FINANCIAL REPORTING

No changes were made to the Company's internal control over financial reporting during the interim period ended June 30, 2024, that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

NON-IFRS AND ADDITIONAL FINANCIAL MEASURES

iA Financial Corporation and iA Insurance (hereinafter referred to individually in this section as the "Company") report their financial results and statements in accordance with International Financial Reporting Standards ("IFRS"). They also publish certain financial measures or ratios that are not based on IFRS ("non-IFRS"). A financial measure is considered a non-IFRS measure for Canadian securities law purposes if it is presented other than in accordance with the generally accepted accounting principles ("GAAP") used for the Company's audited financial statements. The Company uses non-IFRS measures when evaluating its results and measuring its performance. The Company believes that non-IFRS measures provide additional information to better understand its financial results and assess its growth and earnings potential, and that they facilitate comparison of the quarterly and full year results of the Company's ongoing operations. Since non-IFRS measures do not have standardized definitions and meaning, they may differ from the non-IFRS financial measures used by other institutions and should not be viewed as an alternative to measures of financial performance determined in accordance with IFRS. The Company strongly encourages investors to review its financial statements and other publicly filed reports in their entirety and not to rely on any single financial measure. These non-IFRS measures are often accompanied by and reconciled with IFRS financial measures. For certain non-IFRS measures, there are no directly comparable amounts under IFRS.

Regulation 52-112 respecting Non-GAAP and Other Financial Measures Disclosure from the Canadian Securities Administrators ("Regulation 52-112") establishes disclosure requirements that apply, respectively, to each of the following categories of non-IFRS measures used by iA Financial Group:

– *Non-IFRS financial measures*, which depict the historical or expected future financial performance, financial position or cash flow, and with respect to their composition, exclude an amount that is included in, or includes an amount that is excluded from, the composition of the most directly comparable financial measure disclosed in the Company's financial statements.
– *Non-IFRS ratios*, which are in the form of a ratio, fraction, percentage, or similar representation, have a non-IFRS financial measure as one or more of their components and are not disclosed in the Company's financial statements.
– *Supplementary financial measures*, which are disclosed on a periodic basis to depict historical or expected future financial performance, financial position, or cash flow and are not disclosed in the Company's financial statements.
– *Capital management measures*, which are financial measures intended to enable the reader to evaluate the Company's objectives, policies, and processes for managing its capital.
– *Segment measures*, which combine financial measures for two or more reportable segments of the Company and are not disclosed in the Company's financial statements.

Below is a description of the non-IFRS financial measures, non-IFRS ratios and supplementary financial measures used by the Company. Additional information is provided, along with a description of the reconciliation to the closest IFRS measure, where applicable.

Non-IFRS measures published by iA Financial Corporation in this document are:

- Return on common shareholders' equity (ROE):
  - *Category under Regulation 52-112*: Supplementary financial measure.
  - *Definition*: A ratio, expressed as a percentage, obtained by dividing the consolidated net income available to common shareholders by the average common shareholders' equity for the period.
  - *Purpose*: Provides a general measure of the Company's efficiency in using equity.

- Core earnings (IFRS 17):
  - *Category under Regulation 52-112*: Non-IFRS financial measures that constitute historical information.
  - *Definition*: Removes from reported earnings (loss) the impacts of the following items that create volatility in the Company's results under IFRS, or that are not representative of its underlying operating performance. Each of these items is classified as a supplementary financial measure and has no directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates, nor are reconciliations available:
    a. market-related impacts that differ from management's expectations, which include the impacts of equity and investment property markets, interest rates and exchange rate variations on the net investment result (including impacts on net investment income and on finance expenses from insurance and reinsurance contracts) and on the

insurance service result (i.e., on losses and reversal of losses on onerous contracts accounted for using the variable fee approach measurement model) and the impacts of the tax-exempt investment income (above or below expected long-term tax impacts) from the Company's multinational insurer status. Management's expectations include:

i. an expected long-term annual return (between 8% and 9% on average) on non-pass-through non-fixed income asset investments (public and private equity, investment properties, infrastructure and preferred shares);
ii. that interest rates (including credit spreads) that are observable on the markets at the beginning of the quarter will remain unchanged during the quarter and that liability discount rates for the non-observable period will change as implied in the discount rate curve at the beginning of the quarter; and
iii. that exchange rates at the beginning of the quarter will remain unchanged during the quarter;

b. assumption changes and management actions;
c. charges or proceeds related to acquisition or disposition of a business, including acquisition, integration and restructuring costs;
d. amortization of acquisition-related finite life intangible assets;
e. non-core pension expense, that represents the difference between the asset return (interest income on plan assets) calculated using the expected return on plan assets and the IFRS prescribed pension plan discount rate; and
f. specified items which management believes are not representative of the performance of the Company, including (i) material legal settlements and provisions, (ii) unusual income tax gains and losses, (iii) material impairment charges related to goodwill and intangible assets, and (iv) other specified unusual gains and losses.

Income taxes on items listed above are also removed from reported earnings. Core earnings include all credit-related experience impacts on reported earnings.

- *Purpose*: The core earnings definition provides a supplementary measure to understand the underlying operating business performance compared to IFRS net earnings. Also, core earnings helps in explaining results from period to period by excluding items that are simply non-representative of the business performance from period to period. In addition, core earnings, along with net income attributed to common shareholders, is used as a basis for management planning and strategic priority setting. Therefore, this measure is useful in understanding how management views the underlying operating business performance of the Company and also helps in better understanding the long-term earnings capacity and valuation of the business.
- *Reconciliation*: "Net income attributed to common shareholders" is the most directly comparable IFRS measure disclosed in the financial statements of the Company to which the measure relates, and a reconciliation with this measure is presented in this document.

▪ Core earnings per common share (core EPS):
  - *Category under Regulation 52-112*: Non-IFRS ratio.
  - *Definition*: Obtained by dividing the core earnings by the diluted weighted average number of common shares.
  - *Purpose*: Used to better understand the Company's capacity to generate sustainable earnings and is an additional indicator for evaluating the Company's financial performance.
  - *Reconciliation*: "Earnings per common share (EPS)" is the most directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates, and a reconciliation with this measure is presented in this document.

▪ Core return on common shareholders' equity (core ROE):
  - *Category under Regulation 52-112*: Non-IFRS ratio.
  - *Definition*: A ratio, expressed as a percentage, obtained by dividing the consolidated core earnings by the average common shareholders' equity for the period.
  - *Purpose*: Provides a general measure of the Company's efficiency in using equity, based on core earnings, and an additional indicator for evaluating the Company's financial performance.
  - *Reconciliation*: There is no directly comparable IFRS financial measure that is disclosed in the financial statements of the Company to which the measure relates.

▪ Components of the drivers of earnings (DOE), on a reported and core basis:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definition*: Presents earnings broken down by the following key drivers:
    a. *Insurance service result*, which is the sum of the following components (on a net-of-reinsurance basis when applicable):
       1. *Expected insurance earnings*, which represent the recurring insurance-related earnings on business in force during the reporting period. It is the sum of the following components:
          ▪ Risk adjustment release, which is the change in risk adjustment for non-financial risk for risk expired.

    - Contractual service margin (CSM) recognized for services provided, which is the CSM recognized in net income for services provided during the period.
    - Expected earnings on PAA insurance business, which is the insurance service result (insurance revenue, net of insurance service expenses) for insurance contracts measured under the premium allocation approach, excluding estimated experience gains (losses).
  2. *Impact of new insurance business*, which is point-of-sale loss of writing new insurance business identified as onerous as per IFRS 17 during the period. The expected profit realized in the years after a contract is issued should cover the loss incurred at the time of issue. The gain of writing new insurance business identified as non-onerous as per IFRS 17 is recorded in the contractual service margin (not in net income).
  3. *Experience gains (losses)*, which are differences between expected and actual insurance claims and expenses as measured by IFRS 17. Also included are: 1) estimated experience gains (losses) on insurance claims and expenses for contracts measured under the premium allocation approach, 2) adjustments related to current and past services, 3) insurance experience that relates to future services for onerous contracts, and 4) market experience for onerous contracts measured under the variable-fee approach. Insurance experience gains (losses) correspond to experience gains (losses), excluding market experience for onerous contracts measured under the variable-fee approach.
  4. *Insurance assumption changes and management actions*, which is the impact on pre-tax net income resulting from changes, on onerous contracts, in non-financial methods and assumptions that relate to future services or other management actions. Changes in non-financial assumptions result from the Company ensuring the adequacy of its liabilities given the Company's own experience in terms of mortality, morbidity, lapse rates, expenses, and other factors. Management actions represent the impact of actions apart from the normal operation of the business, including but not limited to changes in methodology, model refinement and impacts of acquisitions, mergers and divestitures.

b. *Net investment result*, which is the sum of the following components (on a net-of-reinsurance basis when applicable):
  1. *Core net investment result,* which is net investment income, net of finance expenses from contract liabilities and net of investment-related expenses that are part of core earnings. It includes all credit-related experience impacts. It excludes financing charges on debentures.
  2. *Market experience gains (losses)*, which are impacts on net investment income and on finance expenses from contract liabilities of actual market variations (e.g., equity markets, interest rates and exchanges rates) that differ from expectations.
  3. *Financial assumption changes and other*, which is the impact on pre-tax net income resulting from changes in financial methods and assumptions. Changes in financial assumptions result from the Company ensuring the adequacy of its liabilities.

c. *Non-insurance activities*, which are revenues net of expenses for non-insurance activities such as, but not limited to, mutual funds, wealth distribution, insurance distribution, group insurance administrative services only (ASO) business and non-insurance dealer services activities.

d. *Other expenses*, which are expenses not attributable to either insurance contracts or non-insurance activities, such as, but not limited to, corporate expenses, amortization of acquisition-related intangible assets, financing charges on debentures and intangible asset and goodwill writedowns.

e. *Income taxes*, which represent the value of amounts payable under the tax laws and include tax payable and deferred income taxes. A life insurer's investment income taxes and premium taxes are not included in these amounts.

f. *Dividends/distributions on equity instruments*, which are dividends on preferred shares issued by a subsidiary and distributions on other equity instruments.

◦ *Purpose*: Provides additional information for evaluating the Company's financial performance and is an additional tool to help investors better understand the drivers of shareholder value creation.

◦ *Reconciliation*: There is no directly comparable IFRS financial measure for components of the DOE that is disclosed in the financial statements of the Company to which the measure relates.
  – "Insurance service result": Equal to the "Insurance service result" IFRS measure disclosed in the Company's financial statements.
  – "Net investment result": The "Net investment result" disclosed in the Company's financial statements is the most directly comparable IFRS financial measure. A reconciliation with this measure is presented in this document.

- CSM movement analysis:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definition*: Presents the movement of the contractual service margin (CSM) on a net-of-reinsurance basis, broken down as follows:
    a. *Organic CSM movement*, which excludes the impacts of items that create undue volatility or are non-representative of the underlying business performance from period to period and helps in better understanding the ongoing CSM value creation, in an approach similar to that of core earnings. It is the sum of the following components:
       1. *Impact of new insurance business*, which is the CSM established from non-onerous insurance contracts initially recognized in the period. It includes the impacts related to policy cancellations and acquisition expenses, and it excludes the impacts of unusual new reinsurance contracts on in-force business that are categorized as management actions.
       2. *Organic financial growth*, which is the movement of the CSM from 1) expected asset returns on underlying items (for insurance contracts measured under the variable-fee approach); and 2) interest accreted based on locked-in discount rates at initial recognition (for insurance contracts measured under the general measurement model).
       3. *Insurance experience gains (losses)*, which is non-financial experience that relates to future services (e.g., policyholder behaviour that differs from expectations) on non-onerous contracts.
       4. *CSM recognized for services provided*, which is the CSM recognized in net income for services provided during the period.

    b. *Non-organic CSM movement*, which is the sum of the following components:
       1. *Impact of changes in assumptions and management actions*, which is the impact on non-onerous contracts of changes in methods and assumptions that relate to future services or other management actions. Changes in assumptions result from the Company ensuring the adequacy of its liabilities. Management actions represent the impact of actions apart from the normal operation of the business, including but not limited to changes in methodology, model refinement and impacts of acquisitions, mergers and divestitures.
       2. *Impact of markets*, which represents the market experience for non-onerous contracts measured under the variable-fee approach. It is the impact on fulfilment cash flows of actual market variations (e.g., equity markets and interest rates) that differ from expectations.
       3. *Currency impact*, which is the impact of variations in exchange rates on the CSM, presented in Canadian dollars.
  - *Purpose*: Provides additional information to better understand the drivers of the changes in contractual service margin from one period to another.
  - *Reconciliation*: The total CSM movement equals the sum of the variation of the CSM for insurance contracts and the variation of the CSM for reinsurance contracts disclosed in the note titled "Insurance Contracts and Reinsurance Contracts" in the Company's financial statements.

- Net impaired loans as a percentage of gross loans:
  - *Category under Regulation 52-112*: Non-IFRS ratio.
  - *Definition*: The ratio of impaired loans net of allowance for credit losses expressed as a percentage of gross loans.
  - *Purpose*: An indicator of the quality of the loan portfolio.
  - *Reconciliation*: There is no directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates.

- Total allowance for credit losses (ACL) as a percentage of gross loans:
  - *Category under Regulation 52-112*: Non-IFRS ratio.
  - *Definition*: The ratio of ACL expressed as a percentage of gross loans.
  - *Purpose*: Provides a measure of the expected credit experience of the loan portfolio.
  - *Reconciliation*: There is no directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates.

- Dividend payout ratio:
  - *Category under Regulation 52-112*: Supplementary financial measure.
  - *Definition*: The percentage of net income attributed to common shareholders, on a reported basis, that is distributed to common shareholders in the form of dividends during the period.
  - *Purpose*: Indicates the percentage of the Company's reported revenues shareholders received in the form of dividends.
  - *Reconciliation*: The dividend payout ratio is the ratio of the dividend per common share paid during the period (an IFRS measure) divided by the reported earnings per common share for the period.

- Core dividend payout ratio:
  - *Category under Regulation 52-112*: Non-IFRS ratio.
  - *Definition*: The percentage of net income attributed to common shareholders, on a core earnings basis, that is distributed to common shareholders in the form of dividends during the period.
  - *Purpose*: Indicates the percentage of the Company's core revenues shareholders received in the form of dividends.
  - *Reconciliation*: The core dividend payout ratio is the ratio of the dividend per common share paid during the period (an IFRS measure) divided by the core earnings per common share for the period.

- Organic capital generation:
  - *Category under Regulation 52-112*: Supplementary financial measure.
  - *Definition*: Excess capital generated in the normal course of business, excluding the impact of the macroeconomic environment, where excess capital is the amount of capital over and above the target ratio, calculated under the CARLI guideline.
  - *Purpose*: Provides a measure of the Company's capacity to generate excess capital in the normal course of business.

- Potential capital deployment, Capital available for deployment, Deployable capital or Capital for deployment:
  - *Category under Regulation 52-112*: Supplementary financial measure.
  - *Definition*: Amount of capital the Company can deploy assuming a merger or acquisition type transaction, taking into account all limits and constraints of the regulatory capital guideline and the Company's own internal targets. The calculation of this amount considers potential capital issuances while taking into consideration the Company's own internal target level and assumes the most restrictive transaction parameters with respect to regulatory capital.
  - *Purpose*: Provides a measure of the Company's capacity to deploy capital for transactions.

- Post-tax contractual service margin (CSM):
  - *Category under Regulation 52-112*: Non-IFRS financial measures that constitute historical information.
  - *Definition*: Calculated as the difference between the contractual service margin (CSM) balance and the product obtained by multiplying the CSM balance for each legal entity by the applicable statutory tax rate.
  - *Purpose*: Provides a measure of the Company's capacity to deploy capital for transactions.
  - *Reconciliation*: "Contractual service margin (CSM)" is the most directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates.

- Total payout ratio (trailing 12 months):
  - *Category under Regulation 52-112*: Supplementary financial measure.
  - *Definition*: The sum of common dividends paid and common shares repurchased (buybacks) over the last twelve months divided by the net income available to common shareholders over the last twelve months.
  - *Purpose*: Indicates the percentage of the Company's reported revenues shareholders received in the form of dividends over a twelve-month period.

- Sensitivity measures:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definition*: The impact of macroeconomic variations, such as interest rate and equity market variations, on other Company metrics, such as net income or the solvency ratio.
  - *Purpose*: Used to assess the Company's risk exposure to macroeconomic variations.

- Financial leverage measure – Debentures/Capital:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definition*: Calculated by dividing total debentures by the sum of total debentures plus shareholders' equity.
  - *Purpose*: Provides a measure of the Company's financial leverage.

- Financial leverage measure – Debentures + Preferred Shares issued by a subsidiary and other equity instruments/Capital:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definition*: Calculated by dividing the total debentures plus preferred shares issued by a subsidiary and other equity instruments by the sum of total debentures plus shareholders' equity.
  - *Purpose*: Provides a measure of the Company's financial leverage.

- Financial leverage measure – Financial leverage ratio:
  - *Category under Regulation 52-112*: Non-IFRS ratio.
  - *Definition*: Calculated by dividing the total debentures plus preferred shares issued by a subsidiary and other equity instruments by the sum of total debentures plus shareholders' equity and post-tax contractual service margin (CSM).
  - *Purpose*: Provides a measure of the Company's financial leverage.
  - *Reconciliation*: There is no directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates.

- Financial leverage measure – Coverage ratio:
  - *Category under Regulation 52-112*: Non-IFRS ratio.
  - *Definition*: Calculated by dividing earnings for the past twelve months (before interest and taxes) by the sum of interest, preferred shares issued by a subsidiary, and dividends and redemption premiums on preferred shares issued by a subsidiary (if applicable).
  - *Purpose*: Provides a measure of the Company's ability to meet liquidity requirements for obligations when they come due.
  - *Reconciliation*: There is no directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates.

- Capitalization:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definition*: The sum of the Company's equity and debentures.
  - *Purpose*: Provides an additional indicator for evaluating the Company's financial performance.
  - *Reconciliation*: This measure is the sum of several IFRS measures.

- Solvency ratio:
  - *Category under Regulation 52-112*: In accordance with the Capital Adequacy Requirements Guideline – Insurance of Persons (CARLI) revised in January 2023 by the Autorité des marchés financiers ("AMF"), this financial measure is exempt from certain requirements of Regulation 52-112.
  - *Definition*: Calculated by dividing the sum of the available capital, the surplus allowance and the eligible deposits by the base solvency buffer.
  - *Purpose*: Provides a measure of the Company's solvency and allows the regulatory authorities to determine if an insurance company is sufficiently capitalized in relation to the minimum set by the Company's regulator.

- Assets under administration (AUA):
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definition:* All assets with respect to which the Company acts only as an intermediary between a client and an external fund manager.
  - *Purpose:* Used to assess the Company's ability to generate fees, particularly for investment funds and funds under administration.
  - *Reconciliation*: There is no directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates.

- Assets under management (AUM):
  - *Category under Regulation 52-112*: Non-IFRS financial measures that constitute historical information.
  - *Definition*: All assets with respect to which the Company establishes a contract with a client and makes investment decisions for amounts deposited in this contract.
  - *Purpose:* Used to assess the Company's ability to generate fees, particularly for investment funds and funds under management.
  - *Reconciliation*: "General fund assets" and "Segregated funds net assets" disclosed in the Company's financial statements are IFRS measures and components of the AUM calculation. A reconciliation is presented in this document.

- Individual Wealth Management mutual fund deposits, Group Savings and Retirement deposits, US Operations Dealer Services premium equivalents and Group Insurance Employee Plans ASO, investment contracts and premium equivalents and deposits:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definitions*:
    a. Deposits refer to amounts received from clients under an investment contract. Deposits are not reflected in the Company's income statements.
    b. Premium equivalents refer to amounts related to service contracts (such as Administrative Services Only (ASO) contracts) or related to services where the Company is primarily an administrator. For some business units, they also include the amount of premiums kept externally for insurance contracts where the Company will compensate the counterparty for losses that exceed a specific threshold, or failure to pay. These amounts are not accounted for in "Net premiums".
  - *Purpose*: Premium equivalents and deposits are one of many measures used to assess the Company's ability to generate income from in-force and new business.

- Individual Insurance minimum and excess premium sales, Individual Wealth Management gross and net mutual fund sales, Group Insurance Employee Plans sales, US Operations Individual Insurance sales, Group Insurance Special Markets sales, Dealer Services P&C sales, Group Savings and Retirement sales of accumulation contracts and insured annuities, US Operations Dealer Services sales, iA Auto & Home sales and Dealer Services Creditor Insurance sales:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definitions*:
    a. Individual Insurance minimum and excess premium sales are defined as first-year annualized premiums. Individual Wealth Management total sales (or gross sales) for general fund and segregated fund products correspond to the net premiums. Sales for mutual funds are defined as deposits and include primary market sales of ETFs. Individual Wealth Management net sales for segregated funds and mutual funds correspond to net entries (gross mutual fund sales less withdrawals and transfers). Group Insurance Employee Plans sales are defined as first-year annualized premiums, including premium equivalents (administrative services only).
    b. US Operations Individual Insurance sales are defined as first-year annualized premiums.
    c. Group Insurance Special Markets sales are defined as premiums before reinsurance.
    d. Dealer Services P&C sales are defined as direct written premiums (before reinsurance and cancellations).
    e. Group Savings and Retirement sales of accumulation contracts and insured annuities include gross premiums (before reinsurance) and premium equivalents, or deposits.
    f. US Operations Dealer Services sales are defined as direct written premiums (before reinsurance) and premium equivalents.
    g. iA Auto & Home sales are defined as direct written premiums.
    h. Dealer Services Creditor Insurance sales are defined as premiums before insurance and cancellations.
  - *Purpose*: Used to assess the Company's ability to generate new business and serve as additional tools to help investors better assess the Company's growth potential.
  - *Reconciliation*: There is no directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates.

- Net premiums:
  - *Category under Regulation 52-112*: Supplementary financial measures.
  - *Definition*:
    a. Individual Insurance net premiums, Group Insurance Employee Plans net premiums and US Operations Individual Insurance net premiums are defined as premiums reduced by premiums ceded to reinsurers and include both fund entries on new business written during the period and on in-force contracts.
    b. Dealer Services P&C net premiums, US Operations Dealer Services net premiums and iA Auto & Home net premiums are defined as direct written premiums less amounts ceded to a reinsurer.
    c. Group Insurance Special Markets net premiums and Dealer Services Creditor Insurance net premiums refer to gross premiums less amounts ceded to a reinsurer.
    d. Group Savings and Retirement net premiums refer to net premium after reinsurance and exclude premium equivalents.
  - *Purpose*: Premiums are one of many measures used to assess the Company's ability to generate income from in-force and new business.
  - *Reconciliation*: There is no directly comparable IFRS financial measure disclosed in the financial statements of the Company to which the measure relates.

RECONCILIATION OF SELECT NON-IFRS FINANCIAL MEASURES

Net investment result

	Second quarter		
(in millions of dollars, unless otherwise indicated)	**2024**	**2023**	**Variation**
Net investment result – IFRS Income Statements	142	138	4
Investment income of wealth distribution affiliates *Income statements: Net investment result* *DOE: Non-insurance activities*	-30	-19	-11
Investment expenses *Income statements: Other operating expenses* *DOE: Net investment result*	-9	-9	—
Other revenues and other operating expenses of iA Auto Finance *Income statements: Other revenues and other operating expenses* *DOE: Net investment result*	-23	-19	-4
Income relating to the DSU hedging instrument *Income statements: Change in fair value of investment* *DOE: Other expenses*	-1	—	-1
Net investment result – non-IFRS Drivers of Earnings (DOE)	**79**	**91**	**-12**

FORWARD-LOOKING STATEMENTS

This document may contain statements relating to strategies used by iA Financial Group 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", "goal", "guidance", "outlook" and "forecast", or other similar words or expressions. Such statements constitute forward-looking statements within the meaning of securities laws. In this document, forward-looking statements include, but are not limited to, information concerning possible or assumed future operating results. These statements are not historical facts; they represent only expectations, estimates and projections regarding future events and are subject to change.

Although iA Financial Group 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. In addition, 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.

– Material factors and risks 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 and ability to adapt products and services to market or customer changes; information technology, data protection, governance and management, including privacy breach, and information security risks, including cyber risks; level of inflation; performance and volatility of equity markets; interest rate fluctuations; hedging strategy risks; accuracy of information received from counterparties and the ability of counterparties to meet their obligations; unexpected changes in pricing or reserving assumptions; the occurrence of natural or man-made disasters, international conflicts, pandemic diseases (such as the COVID-19 pandemic) and acts of terrorism; iA Financial Group liquidity risk, including the availability of funding to meet financial liabilities as they come due; mismanagement or dependance on third-party relationships in a supply chain context; ability to attract, develop and retain key employees; risk of inappropriate design, implementation or use of complex models; fraud risk; changes in laws and regulations, including tax laws; contractual and legal disputes; actions by regulatory authorities that may affect the business or operations of iA Financial Group or its business partners; changes made to capital and liquidity guidelines; risks associated with the regional or global political and social environment; climate-related risks including extreme weather events or longer-term climate changes and the transition to a low-carbon economy; iA Financial Group's ability to satisfy stakeholder expectations on environmental, social and governance issues; and downgrades in the financial strength or credit ratings of iA Financial Corporation or its subsidiaries.

– Material factors and assumptions used in the preparation of financial outlooks include, but are not limited to: accuracy of estimates, assumptions and judgments under applicable accounting policies, and no material change in accounting standards and policies applicable to the Company; no material variation in interest rates; no significant changes to the Company's effective tax rate; no material changes in the level of the Company's regulatory capital requirements; availability of options for deployment of excess capital; credit experience, mortality, morbidity, longevity and policyholder behaviour being in line with actuarial experience studies; investment returns being in line with the Company's expectations and consistent with historical trends; different business growth rates per business unit; no unexpected changes in the economic, competitive, insurance, legal or regulatory environment or actions by regulatory authorities that could have a material impact on the business or operations of iA Financial Group or its business partners; no unexpected change in the number of shares outstanding; and the non-materialization of risks or other factors mentioned or discussed elsewhere in this document or found in the "Risk Management" section of the Company's Management's Discussion and Analysis for 2023 that could influence the Company's performance or results.

Economic and financial uncertainty in a context of geopolitical tensions – Unfavourable economic conditions and financial instability are causing some concern, with persistent inflation, further deterioration in the credit market due to a high-rate environment, rising defaults and declining realizable value, and higher unemployment. The war in Ukraine, the Israel-Hamas conflict spreading to other regions, and the strategic competition between the United States and China are also causing instability in global markets. In addition, 2024 is a record year for elections in 50 countries, including the United States. These events, among others, could lead to reduced consumer and investor confidence, significant financial volatility and more limited growth opportunities, potentially affecting the Company's financial outlook, results and operations.

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 2023, the "Management of Risks Associated with Financial Instruments" note to the audited consolidated financial statements for the year ended December 31, 2023 and elsewhere in iA Financial Group's filings with the Canadian Securities Administrators, which are available for review at sedarplus.ca.

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

DOCUMENTS RELATED TO THE FINANCIAL RESULTS

All documents related to iA Financial Corporation's and iA Insurance's financial results are available on the iA Financial Group website at ia.ca under *About iA,* in the *Investor Relations/Financial Reports* section. More information about the companies can also be found on the SEDAR+ website at sedarplus.ca, as well as in the Annual Information Form for iA Financial Corporation and for iA Insurance, which can also be found on the iA Financial Group website or the SEDAR+ website.

CONFERENCE CALL

Management will hold a conference call to present iA Financial Group's second quarter results on Wednesday, August 7, 2024 at 11:00 a.m. (ET). To listen to the conference call, choose one of the options below:

- **Live Webcast:** Click here (https://app.webinar.net/aNRLPpEn9YE) or go to the iA Financial Group website, at ia.ca under *About iA,* in the *Investor Relations/Events and Presentations* tab.

- **By phone:** Click here (https://emportal.ink/3wZppU8) and enter your phone number to receive a phone call that will instantly connect you to the conference. You can also dial 416-764-8651 or 1-888-390-0620 (toll-free in North America) fifteen minutes before the conference call is scheduled to take place and an operator will connect you.

ABOUT iA FINANCIAL GROUP

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 symbol IAG (common shares).

iA Financial Group is a business name and trademark of **iA Financial Corporation Inc.** and **Industrial Alliance Insurance and Financial Services Inc.**

L. Consolidated Income Statements

	Quarters ended June 30		Six months ended June 30	
(unaudited, in millions of Canadian dollars, unless otherwise indicated)	**2024**	2023	**2024**	2023
Insurance service result				
Insurance revenue	**$ 1,644**	$ 1,376	**$ 3,239**	$2,735
Insurance service expenses	**(1,297)**	(1,143)	**(2,580)**	(2,262)
Net income (expenses) from reinsurance contracts	**(80)**	5	**(143)**	(29)
	267	238	**516**	444
Net investment result				
Net investment income				
Interest and other investment income	**547**	512	**1,124**	945
Change in fair value of investments	**(322)**	123	**(1,449)**	1,197
	225	635	**(325)**	2,142
Finance income (expenses) from insurance contracts	**(57)**	(498)	**736**	(1,744)
Finance income (expenses) from reinsurance contracts	**33**	39	**36**	85
(Increase) decrease in investment contract liabilities and interest on deposits	**(59)**	(38)	**(109)**	(67)
	142	138	**338**	416
Investment income (expenses) from segregated funds net assets	**870**	830	**3,511**	2,505
Finance income (expenses) related to segregated funds liabilities	**(870)**	(830)	**(3,511)**	(2,505)
	—	—	**—**	—
	142	138	**338**	416
Other revenues	**432**	388	**836**	764
Other operating expenses	**(558)**	(505)	**(1,085)**	(993)
Other financing charges	**(17)**	(14)	**(34)**	(32)
Income before income taxes	**266**	245	**571**	599
Income tax (expense) recovery	**(52)**	(41)	**(123)**	(122)
Net income	**214**	204	**448**	477
Dividends on preferred shares issued by a subsidiary and distributions on other equity instruments	**(8)**	(8)	**(9)**	(11)
Net income attributed to common shareholders	**$ 206**	$ 196	**$ 439**	$ 466
Earnings per common share (in dollars)				
Basic	**$ 2.13**	$ 1.90	**$4.48**	$4.49
Diluted	**2.12**	1.89	**4.47**	4.48
Weighted average number of shares outstanding (in millions of units)				
Basic	**97**	103	**98**	104
Diluted	**97**	103	**98**	104
Dividends per common share (in dollars)	**0.82**	0.77	**1.64**	1.44

M. Consolidated Statements of Financial Position

(in millions of Canadian dollars)	As at June 30 2024 (unaudited)	As at December 31 2023
Assets		
Investments		
Cash and short-term investments	**$ 1,990**	$ 1,379
Bonds	**29,716**	29,940
Stocks	**4,569**	4,069
Loans	**3,589**	3,660
Derivative financial instruments	**1,039**	1,787
Other invested assets	**165**	172
Investment properties	**1,576**	1,611
	42,644	42,618
Other assets	**4,397**	3,157
Insurance contract assets	**145**	167
Reinsurance contract assets	**2,622**	2,312
Fixed assets	**318**	320
Deferred income tax assets	**398**	270
Intangible assets	**1,921**	1,847
Goodwill	**1,434**	1,318
General fund assets	**53,879**	52,009
Segregated funds net assets	**46,582**	41,837
Total assets	**$ 100,461**	$ 93,846
Liabilities		
Insurance contract liabilities	**$ 33,514**	$ 33,630
Reinsurance contract liabilities	**23**	8
Investment contract liabilities and deposits	**6,376**	6,050
Derivative financial instruments	**815**	787
Other liabilities	**3,982**	2,678
Deferred income tax liabilities	**299**	319
Debentures	**1,496**	1,499
General fund liabilities	**46,505**	44,971
Insurance contract liabilities related to segregated funds	**33,685**	30,201
Investment contract liabilities related to segregated funds	**12,897**	11,636
Total liabilities	**$ 93,087**	$ 86,808
Equity		
Share capital and contributed surplus	**$ 1,555**	$ 1,620
Preferred shares issued by a subsidiary and other equity instruments	**725**	375
Retained earnings and accumulated other comprehensive income	**5,094**	5,043
	7,374	7,038
Total liabilities and equity	**$ 100,461**	$ 93,846

N. Segmented Information

The Company offers its products and services to retail customers, businesses and groups and primarily operates in Canada and in the United States. The Company's business units are grouped into reportable operating segments based on their similar economic characteristics. The Company's operating segments, which reflect its organizational structure for decision making, are described below according to their main products and services or to their specific characteristics:
Insurance, Canada – Life and health insurance products, auto and home insurance products, creditor insurance, replacement insurance and warranties, extended warranties and other ancillary products for dealer services, and specialized products for special markets.

Wealth Management – Products and services for savings plans, retirement funds and segregated funds, in addition to securities brokerage (including cross-border services), trust operations and mutual funds.

US Operations – Life insurance products and extended warranties relating to dealer services sold in the United States.

Investment – Investment and financing activities of the Company, except the investment activities of wealth distribution affiliates.

Corporate – All expenses that are not allocated to other operating segments, such as expenses for certain corporate functions.

Inter-segment transactions as well as some adjustments related to consolidation are shown in the *Consolidation adjustments* column. Inter-segment transactions consist primarily of activities carried out in the normal course of business for those operating segments and are subject to normal market conditions.

Considering the Company's total portfolio management strategy, most of the Company's investments are allocated to the Investment segment. When assessing segmented performance, management allocates *Finance income (expenses) from insurance contracts*, *Finance income (expenses) from reinsurance contracts* and nearly all *(Increase) decrease in investment contract liabilities and interest on deposits* to this operating segment.

The Company makes judgments and uses assumptions and methodologies to allocate operating expenses that are not directly attributable to an operating segment

Segmented Results

	Quarter ended June 30, 2024						
(in millions of Canadian dollars)	**Insurance, Canada**	**Wealth Management**	**US Operations**	**Investment**	**Corporate**	**Consolidation adjustments**	**Total**
Insurance service result							
Insurance revenue	**$976**	**$274**	**$394**	**$—**	**$—**	**$—**	**$1,644**
Insurance service expenses and net expenses from reinsurance contracts	**(826)**	**(188)**	**(363)**	**—**	**—**	**—**	**(1,377)**
	150	**86**	**31**	**—**	**—**	**—**	**267**
Net investment result							
Net investment income	**—**	**31**	**—**	**193**	**1**	**—**	**225**
Finance income (expenses) from insurance and reinsurance contracts and change in investment contracts and interest on deposits	**—**	**(1)**	**—**	**(82)**	**—**	**—**	**(83)**
	—	**30**	**—**	**111**	**1**	**—**	**142**
Other revenues	**50**	**345**	**42**	**9**	**3**	**(17)**	**432**
Other expenses	**(67)**	**(334)**	**(64)**	**(55)**	**(72)**	**17**	**(575)**
Income before income taxes	**133**	**127**	**9**	**65**	**(68)**	**—**	**266**
Income tax (expense) recovery	**(36)**	**(36)**	**(1)**	**6**	**15**	**—**	**(52)**
Net income	**97**	**91**	**8**	**71**	**(53)**	**—**	**214**
Dividends on preferred shares issued by a subsidiary and distribution on other equity instruments	**—**	**—**	**—**	**(8)**	**—**	**—**	**(8)**
Net income attributed to common shareholders	**$97**	**$91**	**$8**	**$63**	**($53)**	**$—**	**$206**

	Quarter ended June 30, 2023						
(in millions of Canadian dollars)	Insurance, Canada	Wealth Management	US Operations	Investment	Corporate	Consolidation adjustments	Total
Insurance service result							
Insurance revenue	$860	$223	$293	$—	$—	$—	$1,376
Insurance service expenses and net expenses from reinsurance contracts	(731)	(154)	(253)	—	—	—	(1,138)
	129	69	40	—	—	—	238
Net investment result							
Net investment income	—	30	—	608	—	(3)	635
Finance income (expenses) from insurance and reinsurance contracts and change in investment contracts and interest on deposits	—	(7)	—	(493)	—	3	(497)
	—	23	—	115	—	—	138
Other revenues	45	302	43	9	3	(14)	388
Other expenses	(62)	(296)	(57)	(45)	(73)	14	(519)
Income before income taxes	112	98	26	79	(70)	—	245
Income tax (expense) recovery	(29)	(28)	(6)	4	18	—	(41)
Net income	83	70	20	83	(52)	—	204
Dividends on preferred shares issued by a subsidiary and distribution on other equity instruments	—	—	—	(8)	—	—	(8)
Net income attributed to common shareholders	$83	$70	$20	$75	($52)	$—	$196

Six months ended June 30, 2024							
(in millions of Canadian dollars)	**Insurance, Canada**	**Wealth Management**	**US Operations**	**Investment**	**Corporate**	**Consolidation adjustments**	**Total**
Insurance service result							
Insurance revenue	**$1,944**	**$536**	**$759**	**$—**	**$—**	**$—**	**$3,239**
Insurance service expenses and net expenses from reinsurance contracts	**(1,660)**	**(368)**	**(695)**	**—**	**—**	**—**	**(2,723)**
	284	**168**	**64**	**—**	**—**	**—**	**516**
Net investment result							
Net investment income	**—**	**63**	**—**	**(387)**	**(1)**	**—**	**(325)**
Finance income (expenses) from insurance and reinsurance contracts and change in investment contracts and interest on deposits	**—**	**(2)**	**—**	**665**	**—**	**—**	**663**
	—	**61**	**—**	**278**	**(1)**	**—**	**338**
Other revenues	**94**	**673**	**81**	**17**	**4**	**(33)**	**836**
Other expenses	**(131)**	**(654)**	**(121)**	**(108)**	**(138)**	**33**	**(1,119)**
Income before income taxes	**247**	**248**	**24**	**187**	**(135)**	**—**	**571**
Income tax (expense) recovery	**(67)**	**(69)**	**(4)**	**(15)**	**32**	**—**	**(123)**
Net income	**180**	**179**	**20**	**172**	**(103)**	**—**	**448**
Dividends on preferred shares issued by a subsidiary and distribution on other equity instruments	**—**	**—**	**—**	**(9)**	**—**	**—**	**(9)**
Net income attributed to common shareholders	**$180**	**$179**	**$20**	**$163**	**($103)**	**$—**	**$439**

Six months ended June 30, 2023							
(in millions of Canadian dollars)	Insurance, Canada	Wealth Management	US Operations	Investment	Corporate	Consolidation adjustments	Total
Insurance service result							
Insurance revenue	$1,703	$442	$590	$—	$—	$—	$2,735
Insurance service expenses and net expenses from reinsurance contracts	(1,466)	(311)	(514)	—	—	—	(2,291)
	237	131	76	—	—	—	444
Net investment result							
Net investment income	—	59	—	2,088	—	(5)	2,142
Finance income (expenses) from insurance and reinsurance contracts and change in investment contracts and interest on deposits	—	(15)	—	(1,716)	—	5	(1,726)
	—	44	—	372	—	—	416
Other revenues	86	602	85	17	3	(29)	764
Other expenses	(116)	(590)	(119)	(94)	(135)	29	(1,025)
Income before income taxes	207	187	42	295	(132)	—	599
Income tax (expense) recovery	(55)	(57)	(12)	(31)	33	—	(122)
Net income	152	130	30	264	(99)	—	477
Dividends on preferred shares issued by a subsidiary and distribution on other equity instruments	—	—	—	(11)	—	—	(11)
Net income attributed to common shareholders	$152	$130	$30	$253	($99)	$—	$466