



# **BMO FIXED INCOME INSURANCE CONFERENCE**

**Marlene Van den Hoogen**  
Treasurer and Head of Capital Planning

**JUNE 16, 2016**

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#### Forward-looking statements

Certain statements in this presentation made on June 16, 2016, (collectively, this "presentation"), including, but not limited to, statements that are not historical facts, are forward-looking and are subject to inherent risks, uncertainties and assumptions. The results or events predicted in these forward-looking statements may differ materially from actual results or events and we cannot guarantee that any forward-looking statement will materialize. Except as may be required by Canadian securities laws, we do not undertake any obligation to update or revise any forward-looking statements made in this presentation.

#### Non-IFRS Financial Measures

The Company prepares its financial statements in accordance with international financial reporting standards ("IFRS"). This presentation includes financial measures that are not based on IFRS ("non-IFRS financial measures"). The Company believes that these non-IFRS financial measures provide information that is useful to investors in understanding the Company's performance and facilitate the comparison of the quarterly and full year results from period to period. These non-IFRS financial measures do not have any standardized meaning and may not be comparable with similar measures used by other companies. For certain non-IFRS financial measures, there are no directly comparable amounts under IFRS. These non-IFRS financial measures should not be viewed as alternatives to measures of financial performance determined in accordance with IFRS.

#### Additional information

Additional information concerning forward-looking statements and non-IFRS financial measures is included at the end of this presentation.

All figures are in CDN\$ unless otherwise stated

# AGENDA

- *Business Overview*
- *Financials*
- *Capital Management*
- *Asset Portfolio*
- *Appendices*

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# BUSINESS OVERVIEW



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# SUN LIFE FINANCIAL IN 2016



A **\$28 billion<sup>(1)</sup>**, **international** financial services provider... operating through a **balanced** and **diversified** model... focused on creating **shareholder value** now and in the future



**Leader in Financial Protection and Wealth Solutions** in our Canadian home market

**Leader in U.S. Group Benefits and International high net worth solutions**

**Premier global Asset Management operations**

**Growing Asia through Distribution Excellence in Higher Growth Markets**

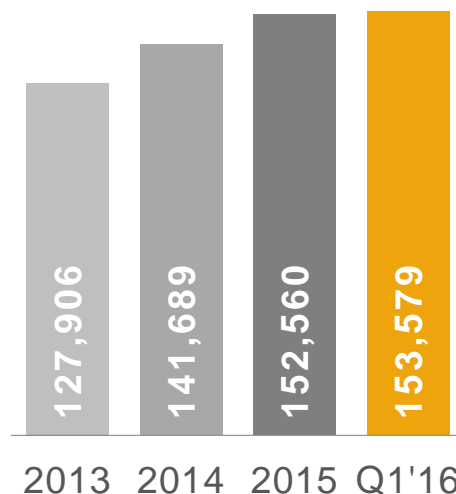
(1) Market capitalization (C\$), as of May 31, 2016



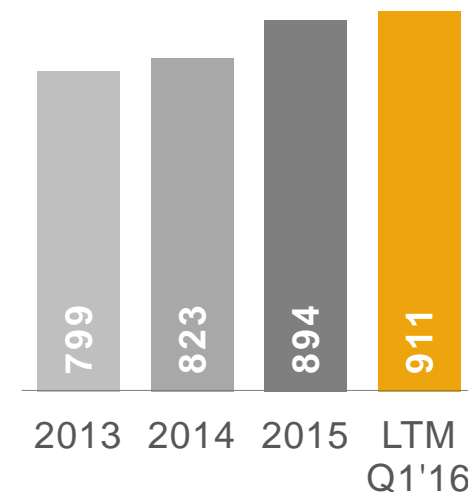
## HIGHLIGHTS

- ✓ #1 market share in Group Benefits<sup>(1)</sup> and Group Retirement Services<sup>(2)</sup>
- ✓ Strong net flows in Sun Life Global Investments mutual funds and Sun Life Guaranteed Investment Funds
- ✓ Continued investment in innovative digital and data analytics capabilities with the launch of the digital benefits assistant and digital enrollment tool MAX my money @ work

**ASSETS UNDER MANAGEMENT**  
(C\$MILLIONS)



**UNDERLYING NET INCOME<sup>(3)</sup>**  
(C\$MILLIONS)



(1) 2015 Fraser Group Universe Report, for the year ended December 31, 2014

(2) December 2015 Benefits Canada report.

(3) Represents a non-IFRS financial measure. See Use of Non-IFRS Financial Measures and Reconciliation on Non-IFRS Financial Measures

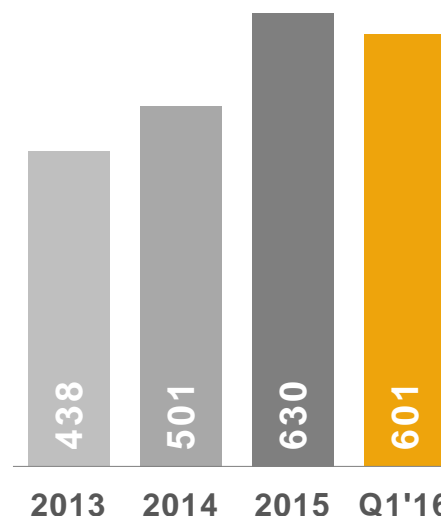
# SLF ASSET MANAGEMENT STRONG ASSET MANAGEMENT CAPABILITIES



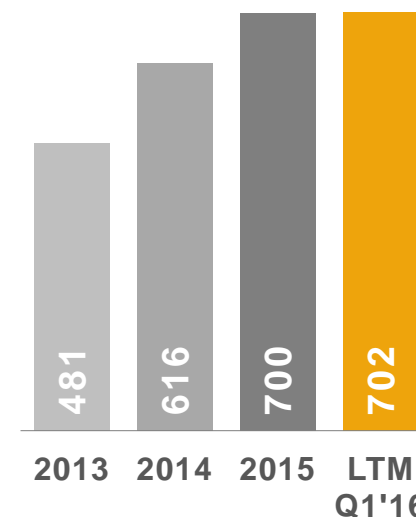
## HIGHLIGHTS

- ✓ *MFS recognized by Barron's among the Best Mutual Fund Families*
  - ✓ *Ranked #1 for 5-year performance*
  - ✓ *Ranked #2 for 10-year performance*
- ✓ *MFS among the top 10 retail fund groups in the United States<sup>(1)</sup>*
- ✓ *Delivering investment solutions through Sun Life Investment Management – liability driven investing and alternative asset classes*

### ASSETS UNDER MANAGEMENT (C\$BILLIONS)



### UNDERLYING NET INCOME<sup>(2)</sup> (C\$MILLIONS)



## SUN LIFE FINANCIAL ASSET MANAGEMENT



**AUM C\$544 billion**



**AUM C\$57 billion**



Note: All data as at March 31, 2016

(1) Strategic Insight Simfund/MF, based on retail assets under management

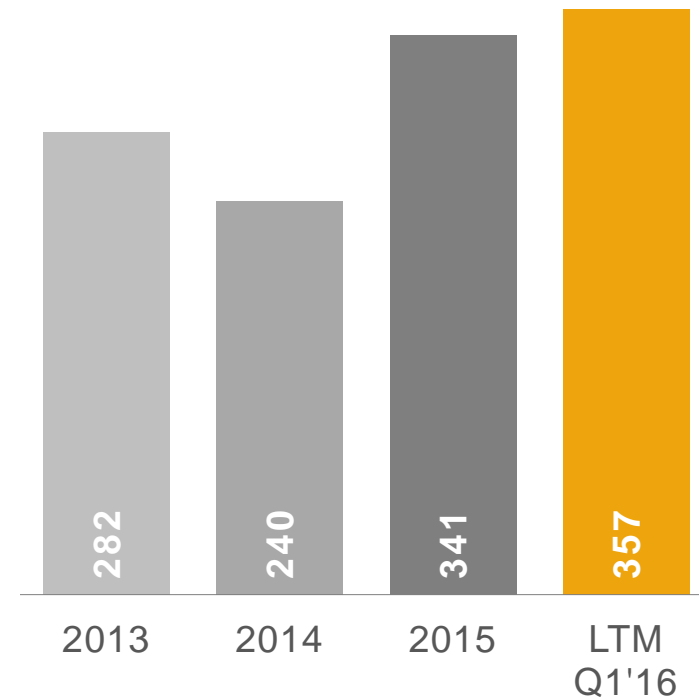
(2) Represents a non-IFRS financial measure. See Use of Non-IFRS Financial Measures and Reconciliation on Non-IFRS Financial Measures



## HIGHLIGHTS

- ✓ *Completed the purchase of Assurant's U.S. employee benefits business, becoming the 6<sup>th</sup> largest employee benefits provider in the U.S.<sup>(1)</sup>*
- ✓ *Strong growth in Group Life & Health, Voluntary and Stop Loss sales; contribution from Assurant employee benefits business*
- ✓ *Launched new International life insurance product to accelerate growth*

## SLF U.S. UNDERLYING NET INCOME<sup>(2)</sup> (US\$MILLIONS)



(1) Based on U.S. Group Benefits revenues based on public company reports. Includes DRMS and Stop-Loss revenues.

(2) Represents a non-IFRS financial measure. See Use of Non-IFRS Financial Measures and Reconciliation on Non-IFRS Financial Measures

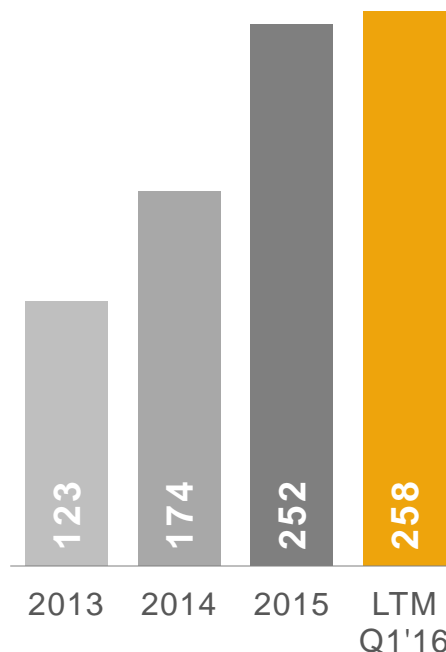




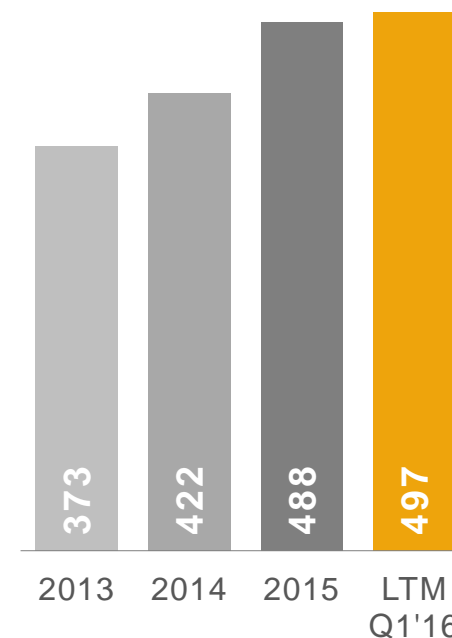
## HIGHLIGHTS

- ✓ *Our 3,000 employees and 90,000 advisors serve clients across seven Asian markets*
- ✓ *Strengthened presence in Asia by increasing ownership levels in India, Vietnam, Indonesia and investment in the Mandatory Provident Fund business in Hong Kong*
- ✓ *Retained the number 1 ranking in the Philippines<sup>(1)</sup> for the fifth consecutive year. Increased market share in Indonesia, Malaysia and Vietnam*

## UNDERLYING NET INCOME<sup>(2)</sup> (C\$MILLIONS)



## INDIVIDUAL LIFE AND HEALTH INSURANCE SALES<sup>(3)</sup> (C\$MILLIONS)



(1) Insurance Commission in the Philippines.

(2) Represents a non-IFRS financial measure. See Use of Non-IFRS Financial Measures and Reconciliation on Non-IFRS Financial Measures

(3) Sales for joint ventures are based on proportionate equity interest.

# FINANCIALS



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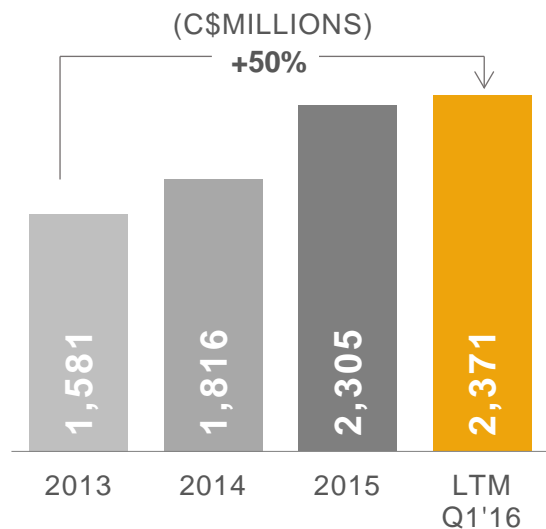


# SUN LIFE FINANCIAL

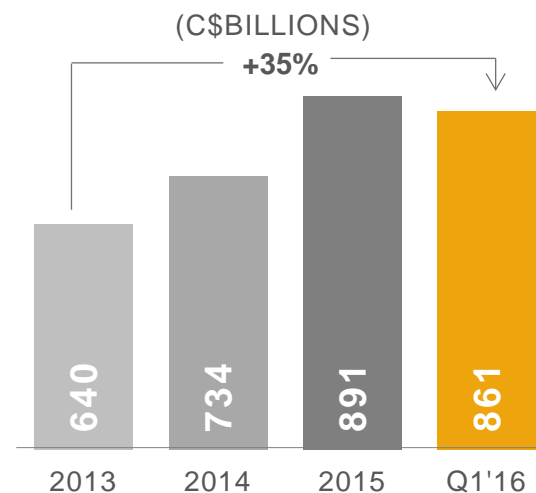
## OVERVIEW OF RESULTS



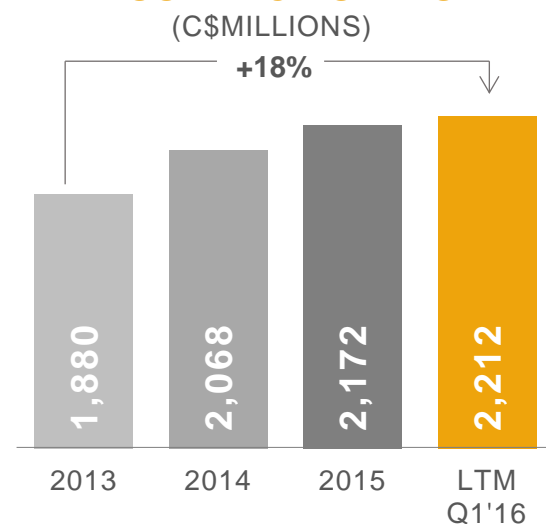
### UNDERLYING NET INCOME<sup>(1)</sup>



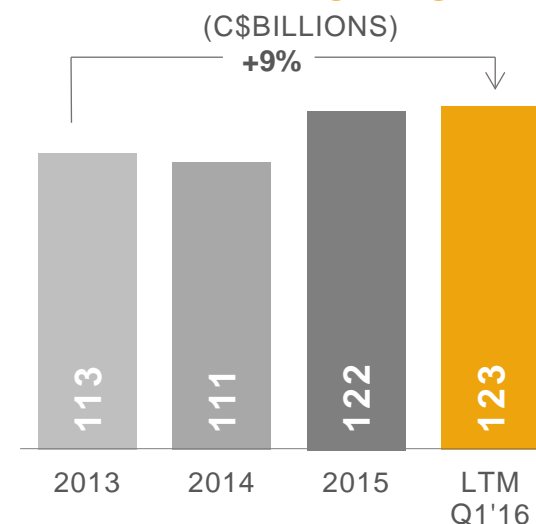
### TOTAL ASSETS UNDER MANAGEMENT



### INSURANCE SALES



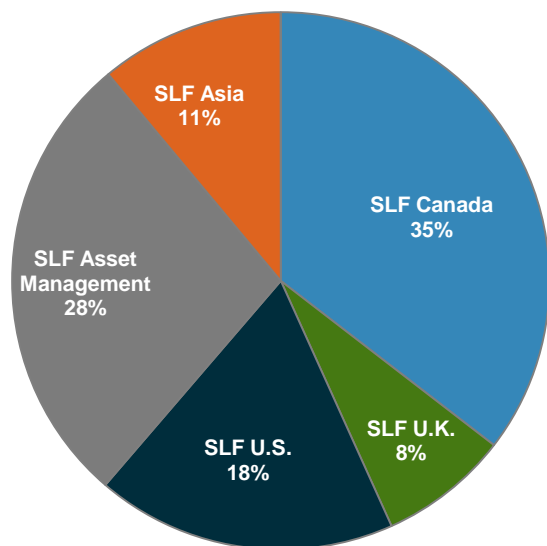
### WEALTH SALES



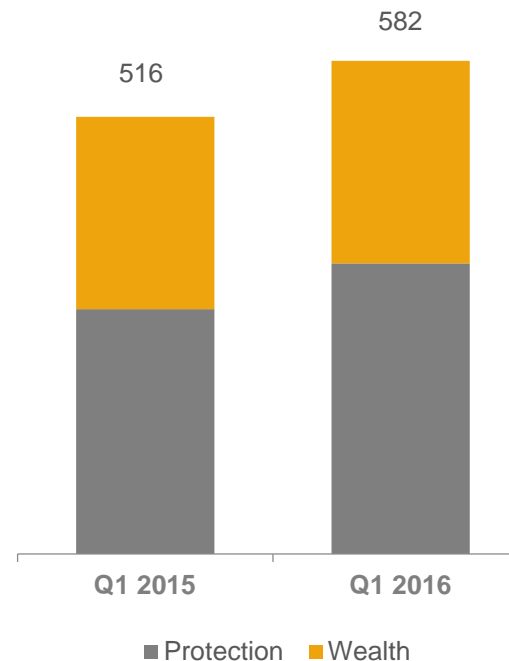
(1) Represents a non-IFRS financial measure. See Use of Non-IFRS Financial Measures and Reconciliation on Non-IFRS Financial Measures



**BY BUSINESS GROUP –  
Q1 2016 Underlying Net Income**  
\$582 million<sup>(1)</sup>



**STRONG UNDERLYING RESULTS FROM  
BOTH WEALTH AND INSURANCE<sup>(2)</sup>**  
(C\$MILLIONS)

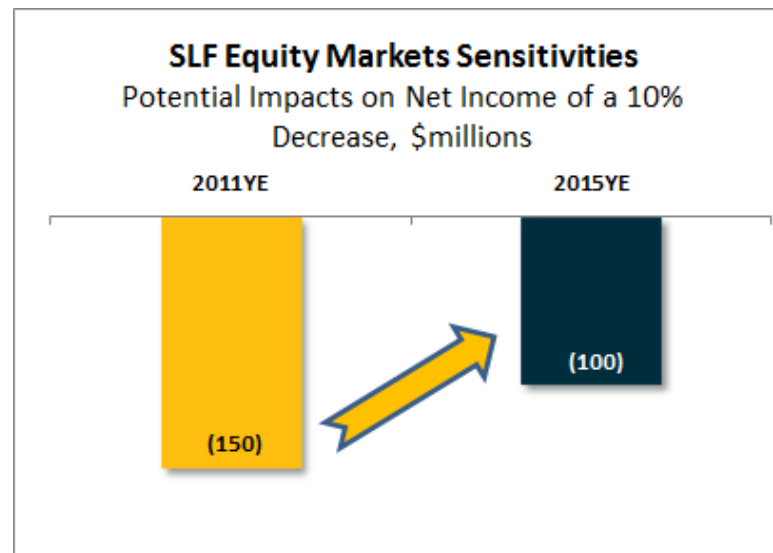
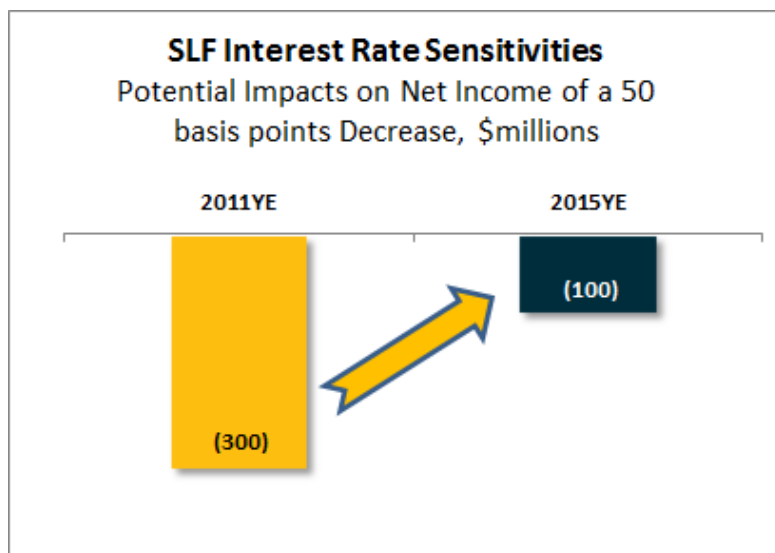


(1) Graphic excludes Corporate Support results

(2) Wealth earnings include results of Individual Wealth and Group Retirement Services in SLF Canada, Sun Life Financial Asset Management, International Wealth in SLF U.S., and the Company's wealth businesses in SLF Asia



- ✓ Material improvement in risk sensitivities<sup>(1)</sup> over time as a result of substantial de-risking activities, including the sale of the U.S. Annuity Business



(1) Market risk sensitivities as disclosed in the 2011 and 2015 annual management's discussion and analysis of Sun Life Financial Inc. The estimated immediate impact or sensitivity of net income to certain instantaneous changes in interest rates and equity market prices as of December 31, 2011 and December 31, 2015.



**Average EPS growth: 8-10% per annum**

**ROE objective: 12-14%**

**Payout ratio<sup>(2)</sup>: 40-50%**

(1) The objectives are forward-looking non-IFRS financial measures and are not earnings guidance. These objectives were provided on March 5, 2015 (Investor Day).

(2) Dividend payout ratio is based on underlying net income.

# CAPITAL MANAGEMENT



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Stakeholder	Metric	Target
Policyholders	Capital Adequacy	SLA MCCSR ratio > internal targets Local Capital ratios > internal targets
Rating Agencies	Leverage Ratio	Lower than expectations for current rating: Maintain less than 30%
	Interest Coverage	Higher than expectations for current rating: Greater than 8x
Shareholders	Capital generation	Positive capital generation after capital support for new business and initiatives
	Cash generation	Positive cash generation after interest expenses and dividend payments
	Hold Co Cash	Operating target of \$500 million
	Dividend Payout <sup>(1)</sup>	40%-50% of underlying income
	ROE <sup>(1)</sup>	12%-14%
	EPS growth <sup>(1)</sup>	8%-10% per annum

(1) The objectives are forward-looking non-IFRS financial measures and are not earnings guidance. These objectives were provided on March 5, 2015 (Investor Day).





\$1 billion cash at Holding Company

**SLF**

MCCSR of 231%

\$0.60B – Senior Debt<sup>(1)</sup>

\$2.69B – Subordinated Debt

\$2.26B – Preferred Shares

**SLA**

MCCSR of 216%

\$0.15B – Subordinated Debt

\$0.70B – SLEECs

Sun Life Asset Management

U.K.

Canada

Bermuda

Asia

U.S. Branch

MFS

Sun Life Investment Management

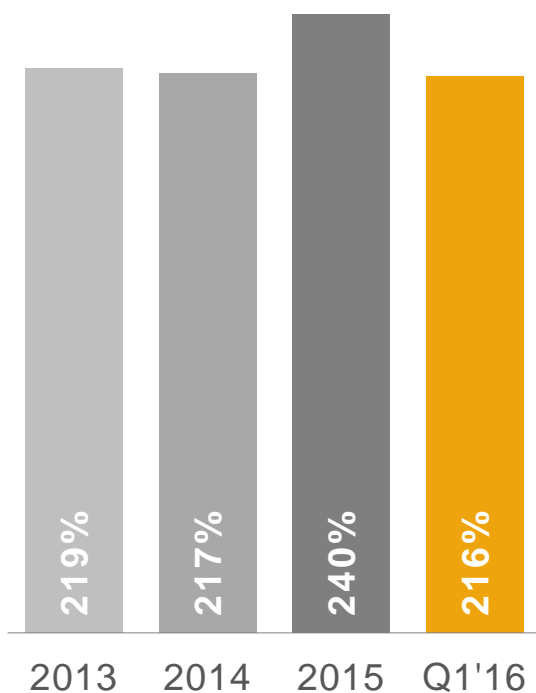
Capitalized to meet local capital rules

Book value excl. from MCCSR

(1) Net of \$950 million Series B Senior Unsecured 4.95% Fixed/Floating Debentures redeemed on June 1, 2016. As of March 31, 2016, total outstanding principal amount of senior debt was \$1.55 billion.



**MCCSR RATIO –  
SUN LIFE ASSURANCE  
COMPANY OF CANADA**

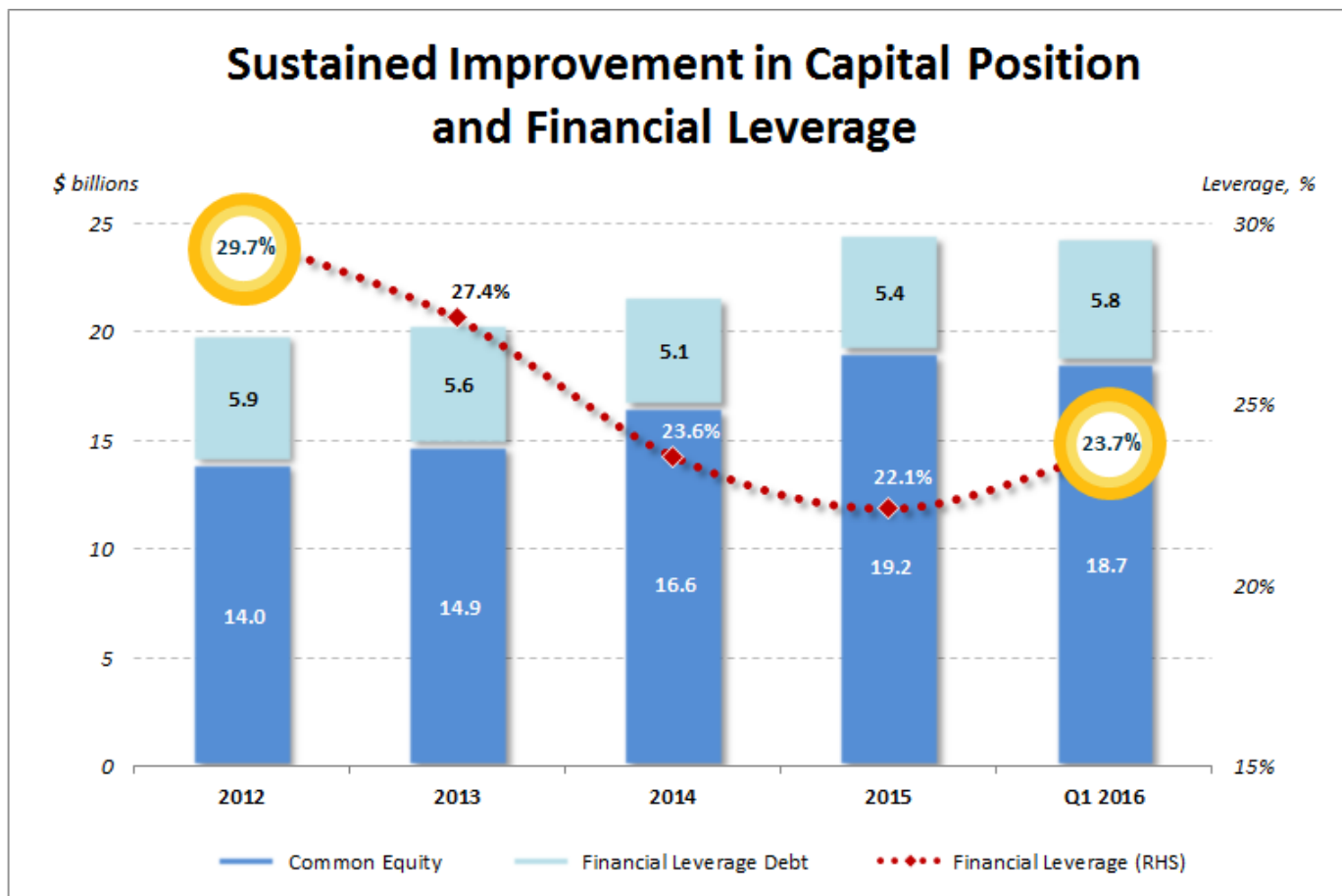


- \$1 billion cash level at Sun Life Financial Inc. as at March 31, 2016
- \$500 million minimum cash target at Sun Life Financial Inc.

**Financial Strength Rating**

Sun Life Assurance Company of Canada	Q1'16	2015	2014	2013
Standard & Poor's	AA-	AA-	AA-	AA-
Moody's	Aa3	Aa3	Aa3	Aa3
A.M. Best	A+	A+	A+	A+
DBRS	AA(low) <sup>(1)</sup>	AA(low) <sup>(1)</sup>	IC-1	IC-1

(1) On December 17, 2015 DBRS released its revised Global Insurance Methodology and withdrew the Claims Paying Rating of Sun Life Assurance Company of Canada, replacing it with a newly assigned financial strength rating, with a Stable trend.





## RECENT ACQUISITION ACTIVITY



ASSURANT  
Employee  
Benefits®



**Birla Sun Life**



**Bentall  
Kennedy**

**CIMB Sun Life**



### Capital Management

- Dividend of \$0.405 per common share, up 12.5% in the last 12 months
- Share Repurchases of \$212 million in 2015
- Underlying ROE of 12.8% in 2015

# ASSET PORTFOLIO



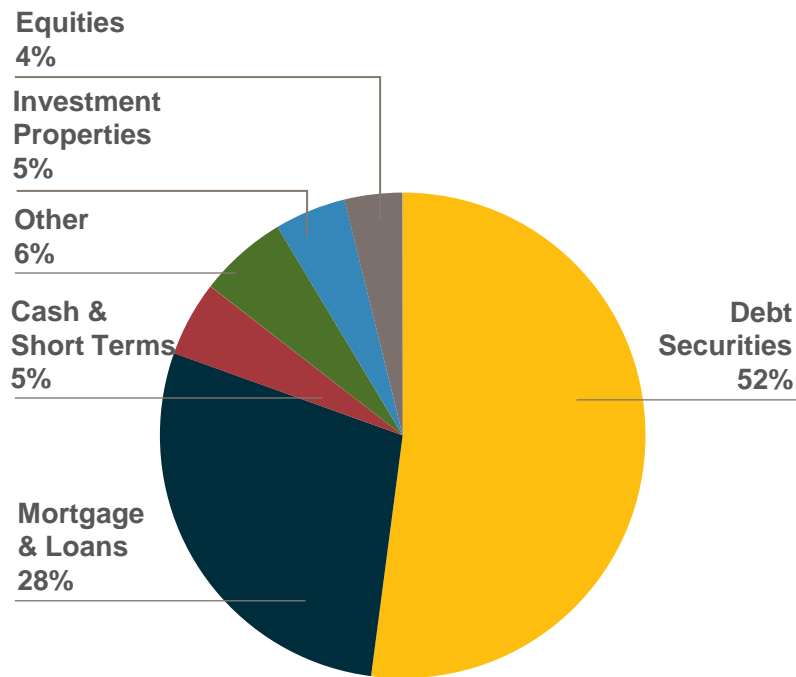
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## Q1'16 INVESTED ASSETS

(C\$139 billion)



- ✓ *Investment portfolio is well diversified by geography, asset class, industry sector or issuer*
- ✓ *High quality asset base*

97% of our bond portfolio is investment grade or higher



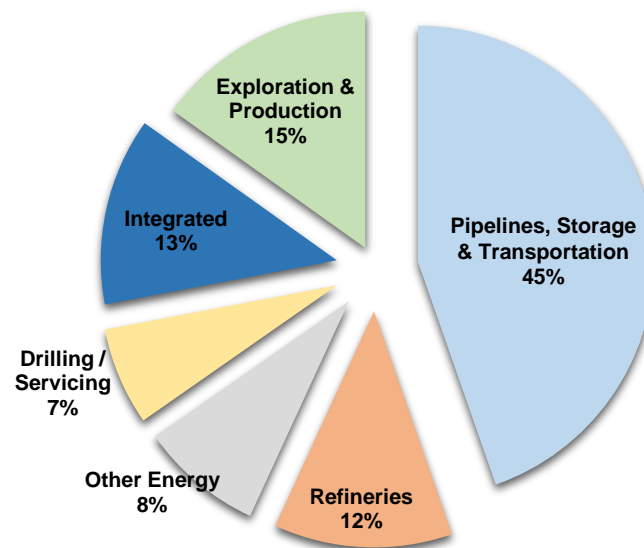
## Highlights

- ✓ Total of \$5.4 billion in energy debt securities and corporate loans, **4% of total invested assets**.
- ✓ **93% of our energy portfolio is rated investment grade**
- ✓ Real estate and commercial mortgage holdings in Alberta of approximately **\$1.4 billion** and **\$1.2 billion**, respectively

**Sun Life has a high quality bond portfolio with manageable exposure to energy**

## Debt Securities & Corporate Loans Carrying Value by Rating (as of March 31, 2016)

Credit Quality	AAA	AA	A	BBB	BB and Below
% Total	0.5%	2.9%	33.6%	56.3%	6.7%





1. Leadership position in Canada, one of the best financial markets in the world
2. First-rate investment management businesses – MFS and Sun Life Investment Management
3. Significant and growing business in Asia, exclusively in higher growth markets
4. Leading medical stop-loss business in the U.S., with upside improvement in Group Benefits and leading International High Net Worth business
5. Strong capital and risk stance, with no U.S. variable annuities
6. Significant investments to drive earnings growth



# APPENDICES



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	Operating Leverage Debt (C\$ millions)	Q1 2016
Operating Leverage	Debt supporting reserve financing	
	Senior Debt <sup>(1)</sup>	1,548
	Bilateral Senior Financing	1,970
	<b>Total Operating Leverage Debt</b>	<b>\$3,518</b>
	<b>Capital (C\$ millions)</b>	<b>Q1 2016</b>
Tier 2	Subordinated Debt	\$2,841
Tier 1	SLEECs (Innovative Tier 1 Securities)	697
	Preferred Shareholders' Equity	2,257
	<b>Total Capital Securities</b>	<b>5,795</b>
Tier 1	Common Shareholders' Equity and Par <sup>(2)</sup>	18,666
	<b>Total Capital</b>	<b>\$24,461</b>
	<b>Financial Leverage, %</b>	<b>23.7%</b>

(1) \$950 million Series B Senior Unsecured 4.95% Fixed/Floating Debentures were redeemed on June 1, 2016.

(2) Participating policyholders' equity and non-controlling interest.

In this presentation, Sun Life Financial Inc. and its subsidiaries, joint ventures and associates are referred to as “we”, “us”, “our” and the “Company”.

## Use of Non-IFRS Financial Measures

We report certain financial information using non-IFRS financial measures, as we believe that these measures provide information that is useful to investors in understanding our performance and facilitate a comparison of our quarterly and full year results from period to period. These non-IFRS financial measures do not have any standardized meaning and may not be comparable with similar measures used by other companies. For certain non-IFRS financial measures, there are no directly comparable amounts under IFRS. These non-IFRS financial measures should not be viewed as alternatives to measures of financial performance determined in accordance with IFRS. Additional information concerning these non-IFRS financial measures and reconciliations to the closest IFRS measures are included in our annual and interim management’s discussion and analysis (“MD&A”) and the Supplementary Financial Information packages that are available on [www.sunlife.com](http://www.sunlife.com) under Investors – Financial results & reports. Reconciliations to IFRS measures are also available in this document under the heading Reconciliation of Non-IFRS Financial Measures.

Operating net income (loss) and financial measures based on operating net income (loss), consisting of operating earnings per share (“EPS”) or operating loss per share, and operating return on equity (“ROE”), are non-IFRS financial measures. Operating net income (loss) excludes from reported net income the impact of the following amounts that are not operational or ongoing in nature to assist investors in understanding our business performance: (i) certain hedges in SLF Canada that do not qualify for hedge accounting; (ii) fair value adjustments on MFS’s share-based payment awards; (iii) acquisition, integration and restructuring costs (including impacts related to acquiring and integrating acquisitions); (iv) goodwill and intangible asset impairment charges; and (v) other items that are not operational or ongoing in nature.

Underlying net income (loss) and financial measures based on underlying net income (loss), consisting of underlying EPS or underlying loss per share, and underlying ROE, are non-IFRS financial measures. Underlying net income (loss) removes from operating net income (loss) the impact of the following items that create volatility in our results under IFRS and when removed assist in explaining our results from period to period: (a) market related impacts; (b) assumption changes and management actions; and (c) other items that have not been treated as adjustments to operating net income and when removed assist in explaining our results from period to period. Market related impacts include: (i) the impact of changes in interest rates that differ from our best estimate assumptions in the reporting period on investment returns and the value of derivative instruments used in our hedging programs, including changes in credit and swap spreads, and any changes to the assumed fixed income reinvestment rates in determining the actuarial liabilities; (ii) the impact of changes in equity markets, net of hedging, above or below our best estimate assumptions of approximately 2% growth per quarter in the reporting period and of basis risk inherent in our hedging program for products that provide benefit guarantees; and (iii) the impact of changes in the fair value of real estate properties in the reporting period. Assumption changes reflect the impact of revisions to the assumptions used in determining our liabilities for insurance contracts and investment contracts. The impact on our liabilities for insurance contracts and investment contracts of actions taken by management in the current reporting period, referred to as management actions include, for example, changes in the prices of in-force products, new or revised reinsurance on in-force business, or material changes to investment policies for asset segments supporting our liabilities. Underlying EPS also excludes the dilutive impact of convertible instruments.

Other non-IFRS financial measures that we use include adjusted revenue, administrative services only (“ASO”), premium and deposit equivalents, mutual fund assets and sales, managed fund assets and sales, premiums and deposits, adjusted premiums and deposits, assets under management (“AUM”), assets under administration, and effective income tax rate on an operating net income basis.

Unless indicated otherwise, all factors discussed in this document that impact our results are applicable to reported net income (loss), operating net income (loss), and underlying net income (loss). Reported net income (loss) refers to Common shareholders’ net income (loss) determined in accordance with IFRS.

### Management also uses the following non-IFRS financial measures:

1. Adjusted revenue. This measure adjusts revenue for the impact of: (i) the effects of exchange rate fluctuations, from the translation of functional currencies to the Canadian dollar, for comparisons (the “Constant Currency Adjustment”); (ii) excluding fair value and foreign currency changes on assets and liabilities (the “FV Adjustment”); and (iii) excluding reinsurance for the insured business in SLF Canada’s GB operations (the “Reinsurance in SLF Canada’s GB Operations Adjustment”). This measure is an alternative measure of revenue that provides greater comparability across reporting periods.
2. Adjusted premiums and deposits. This measure adjusts premiums and deposits for the impact of: (i) the Constant Currency Adjustment and (ii) the Reinsurance in SLF Canada’s GB Operations Adjustment. This measure is an alternative measure of premiums and deposits that provides greater comparability across reporting periods.
3. Sales, including individual and health.
4. Pre-tax operating profit margin ratio for MFS. This ratio is a measure of MFS’s underlying profitability, which excludes certain investment income and commission expenses that are offsetting. These amounts are excluded in order to neutralize the impact these items have on the pre-tax operating profit margin ratio, as they are offsetting in nature and have no impact on MFS’s underlying profitability.
5. Impact of foreign exchange. Several IFRS financial measures are adjusted to exclude the impact of foreign exchange rate fluctuations. These measures are calculated using the average or period end foreign exchange rates, as appropriate, in effect at the date of the comparative period.
6. MCCR market sensitivities.
7. Administrative services only, premium and deposit equivalents, mutual fund assets and sales, managed fund assets sales, premiums and deposits, assets under management and assets under administration.
8. The value of new business, which is used to measure the estimated lifetime profitability of new sales and is based on actuarial calculations.
9. Assumption changes and management actions, which is a component of our sources of earnings disclosure. Sources of earnings is an alternative presentation of our Consolidated Statements of Operations that identifies and quantifies various sources of income. The Company is required to disclose its sources of earnings by its principal regulator, the Office of the Superintendent of Financial Institutions.

## UNDERLYING NET INCOME RECONCILIATION



Underlying Net Income Reconciliation	SLF Canada C\$	SLF U.S. US\$	SLF Asset Management C\$	SLF Asia C\$	Total Company C\$
<b>2013</b>					
<b>Common shareholders' reported net income (loss)</b>	<b>879</b>	<b>577</b>	<b>252</b>	<b>150</b>	<b>1,696</b>
Certain hedges that do not qualify for hedge accounting	38	0	0	0	38
Acquisition, integration and restructuring	16	(37)	0	(7)	(56)
Fair value adjustments on share-based payment awards at MFS	0	0	(229)	0	(229)
<b>Common Shareholders' operating net income (loss)</b>	<b>825</b>	<b>614</b>	<b>481</b>	<b>157</b>	<b>1,943</b>
Market related impacts	89	59	0	27	192
Assumption changes and management actions	(63)	273	0	7	170
<b>Common shareholders' underlying net income (loss)</b>	<b>799</b>	<b>282</b>	<b>481</b>	<b>123</b>	<b>1,581</b>
<b>2014</b>					
<b>Common shareholders' reported net income (loss)</b>	<b>790</b>	<b>305</b>	<b>491</b>	<b>182</b>	<b>1,762</b>
Certain hedges that do not qualify for hedge accounting	(7)	0	0	0	(7)
Acquisition, integration and restructuring	0	0	0	0	(26)
Fair value adjustments on share-based payment awards at MFS	0	0	(125)	0	(125)
<b>Common Shareholders' operating net income (loss)</b>	<b>797</b>	<b>305</b>	<b>616</b>	<b>182</b>	<b>1,920</b>
Market related impacts	(77)	(37)	0	(12)	(123)
Assumption changes and management actions	51	102	0	20	227
<b>Common shareholders' underlying net income (loss)</b>	<b>823</b>	<b>240</b>	<b>616</b>	<b>174</b>	<b>1,816</b>
<b>2015</b>					
<b>Common shareholders' reported net income (loss)</b>	<b>824</b>	<b>251</b>	<b>691</b>	<b>311</b>	<b>2,185</b>
Certain hedges that do not qualify for hedge accounting	21	0	0	0	21
Acquisition, integration and restructuring	0	(46)	0	0	(80)
Fair value adjustments on share-based payment awards at MFS	0	0	(9)	0	(9)
<b>Common Shareholders' operating net income (loss)</b>	<b>803</b>	<b>297</b>	<b>700</b>	<b>311</b>	<b>2,253</b>
Market related impacts	(106)	26	0	19	(43)
Assumption changes and management actions	15	(70)	0	40	(9)
<b>Common shareholders' underlying net income (loss)</b>	<b>894</b>	<b>341</b>	<b>700</b>	<b>252</b>	<b>2,305</b>
<b>LTM Q1'16</b>					
<b>Common shareholders' reported net income (loss)</b>	<b>843</b>	<b>301</b>	<b>720</b>	<b>334</b>	<b>2,284</b>
Certain hedges that do not qualify for hedge accounting	(7)	0	0	0	(7)
Acquisition, integration and restructuring	0	(57)	0	31	(65)
Fair value adjustments on share-based payment awards at MFS	0	0	18	0	18
<b>Common Shareholders' operating net income (loss)</b>	<b>850</b>	<b>358</b>	<b>702</b>	<b>303</b>	<b>2,338</b>
Market related impacts	(61)	19	0	(2)	(61)
Assumption changes and management actions	0	(18)	0	47	28
<b>Common shareholders' underlying net income (loss)</b>	<b>911</b>	<b>357</b>	<b>702</b>	<b>258</b>	<b>2,371</b>

## Financial Objectives

Our 2015 overall company financial objectives, as updated in 2013, were operating net income of \$1.85 billion and operating ROE of 12%-13%. Our 2015 results exceeded our net income objective with operating net income of \$2.25 billion, and we achieved our objective with an ROE of 12.6%. At our March 5, 2015 Investor Day, we provided updated medium-term financial objectives to achieve average annual underlying EPS growth of 8%-10% per annum, underlying ROE of 12%-14%, and a common share dividend payout ratio of 40%-50% of underlying net income. Our ability to achieve our medium-term financial objectives is dependent on the Company's success in achieving the growth initiatives, and business objectives that were described at our March 5, 2015 Investor Day and on certain key assumptions that include:

- (i) a modest increase in interest rates, broadly in line with the forward yield curve;
- (ii) average equity market growth of 8% per annum, in line with long-term experience;
- (iii) credit experience within best estimate actuarial assumptions;
- (iv) no significant changes in regulatory capital requirements;
- (v) no significant changes to our effective tax rate;
- (vi) no significant change in the number of shares outstanding; and
- (vii) other key assumptions include: no material changes to our hedging program, hedging costs that are consistent with our best estimate assumptions, no material assumption changes including updates to the economic scenario generator and no material accounting standard changes.

Our medium-term financial objectives are also based on best estimate actuarial assumptions at the time the objectives were established. The Company's underlying ROE is dependent upon capital levels and options for deployment of excess capital. Our medium-term financial objectives do not reflect the indirect effects of interest rate and equity market movements including the potential impacts on goodwill or the current valuation allowance on deferred tax assets as well as other items that may be nonoperational in nature. Our target dividend payout ratio of 40%-50% assumes that economic conditions and the Company's results will enable us to maintain our payout ratio in the target range, while maintaining a strong capital position. Our dividends are subject to the approval of the Company's Board of Directors at each quarter and SLF Inc.'s compliance with the capital requirements in the Insurance Companies Act (Canada). Additional information on dividends is provided in the section in this MD&A under the heading Capital and Liquidity Management - Shareholder Dividends. Although considered reasonable by the Company, we may not be able to achieve our medium-term financial objectives as our assumptions may prove to be inaccurate. Accordingly, our actual results could differ materially from our medium-term financial objectives as described in the section in this MD&A under the heading Forward-looking Statements. Our medium-term financial objectives do not constitute guidance.

## Forward-Looking Statements

Certain statements in this presentation, including statements (i) relating to our growth strategies, (ii) statements concerning our medium-term financial objectives, (iii) statements relating to productivity and expense initiatives, growth initiatives and other business objectives and (iv) statements that are predictive in nature or that depend upon or refer to future events or conditions and (v) statements that include words such as "aim", "anticipate", "assumption", "believe", "could", "estimate", "expect", "goal", "intend", "may", "objective", "outlook", "plan", "project", "seek", "should", "initiatives", "strategy", "strive", "target", "will" and similar expressions are forward-looking statements. All such forward-looking statements are made pursuant to the "safe harbour provisions" of applicable Canadian securities laws and of the United States Private Securities Litigation Reform Act of 1995.

The forward-looking statements in this presentation represent our current expectations, estimates and projections regarding future events and are not statements of historical facts. By their very nature, forward-looking statements are subject to inherent risks and uncertainties and are based on several assumptions, both general and specific, which give rise to the possibility that actual results or events could differ materially from our expectations expressed in or implied by such forward-looking statements. As a result, we cannot guarantee that any forward-looking statement will materialize and undue reliance should not be placed on these forward-looking statements. Future results and shareholder value may differ materially from those expressed in forward-looking statements due to, among other factors, the matters set out in the Company's MD&A for the year ended December 31, 2015 and for the quarter ended March 31, 2016 under the heading "Forward-looking Statements" and in the risk factors set out in the Company's annual information form for the year ended December 31, 2015 (our "AIF") under the heading "Risk Factors" and other factors detailed in the Company's annual and interim financial statements and any other filings with Canadian and U.S. securities regulators made available at [www.sedar.com](http://www.sedar.com) and [www.sec.gov](http://www.sec.gov).

The forward-looking statements contained in this presentation describe our expectations, estimates and projected future events as at June 16, 2016. Except as may be required by Canadian securities laws, we do not undertake any obligation to update or revise any forward-looking statements contained in this presentation. The forward-looking statements do not reflect the potential impact of any non-recurring or other special items or of any dispositions, mergers, acquisitions, other business combinations or other transactions that may be announced or that may occur after June 16, 2016. If any non-recurring or other special item or any transaction should occur, the financial impact could be complex and the effect on our operations or results would depend on the facts particular to such item and we cannot describe the expected impact in a meaningful way or in the same way we could present known risks affecting our business. Factors that could cause actual results to differ materially from expectations include, but are not limited to: credit risks - related to issuers of securities held in our investment portfolio, debtors, structured securities, reinsurers, counterparties, other financial institutions and other entities; market risks - related to the performance of equity markets; changes or volatility in interest rates or credit spreads or swap spreads; real estate investments; and fluctuations in foreign currency exchange rates; insurance risks - related to mortality, morbidity, longevity and policyholder behaviour; product design and pricing; the impact of higher-than-expected future expenses; and the availability, cost and effectiveness of reinsurance; business and strategic risks - related to global economic and political conditions; changes in distribution channels or customer behaviour including risks relating to market conduct by intermediaries and agents; changes in the competitive, legal or regulatory environment, including capital requirements and tax laws; tax matters, including estimates and judgments used in calculating taxes; the design and implementation of business strategies; the performance of our investments and investment portfolios managed for clients such as segregated and mutual funds; our international operations, including our joint ventures; market conditions that affect our capital position or ability to raise capital; downgrades in financial strength or credit ratings; and the impact of mergers, acquisitions and divestitures; operational risks - related to breaches or failure of information system security and privacy, including cyber-attacks; our ability to attract and retain employees; the execution and integration of mergers, acquisitions and divestitures; legal, regulatory compliance and market conduct, including the impact of regulatory inquiries and investigations; our information technology infrastructure; a failure of information systems and Internet-enabled technology; dependence on third-party relationships, including outsourcing arrangements; business continuity; model errors; information management; the environment, environmental laws and regulations and third-party policies; and liquidity risks - the possibility that we will not be able to fund all cash outflow commitments as they fall due.

Forward-looking statements are presented for the purpose of assisting investors and others in understanding our expected financial position and results of operations as at the date of this presentation, as well as our objectives, strategic priorities and business outlook, and in obtaining a better understanding of our anticipated operating environment. Readers are cautioned that such forward-looking statements may not be appropriate for other purposes.