

## Sun Life Financial U.S. – Group Benefits key facts and figures

Sun Life Financial U.S. has the sixth-largest group benefits business in the United States<sup>1</sup> and serves more than 60,000 employers in small, medium, and large workplaces across the country. With the integration of products, capabilities, and talent from its acquisition of Assurant Employee Benefits on March 1, 2016, Sun Life provides one of the broadest ranges of group benefits solutions to U.S. employers and their employees.

<b>U.S. Group Benefits Employees</b>	~3,500	
<b>Key Offices</b>	<ul style="list-style-type: none"> <li>• Wellesley Hills, MA</li> <li>• Windsor, CT</li> <li>• Scarborough, ME</li> <li>• Portsmouth, NH</li> </ul>	<ul style="list-style-type: none"> <li>• Kansas City, MO</li> <li>• Edina, MN</li> <li>• 28 regional field offices</li> </ul>
<b>Experience in U.S. Group Benefits</b>	Since 1924	
<b>Revenue Ranking<sup>1</sup></b>	#6	
<b>Business In Force<sup>2</sup></b>	\$4 billion	
<b>U.S. Group Benefits Clients</b>	More than 60,000	
<b>Products</b>	<ul style="list-style-type: none"> <li>• Life</li> <li>• Accidental Death &amp; Dismemberment</li> <li>• Long-Term Disability</li> <li>• Short-Term Disability</li> <li>• Absence Management</li> <li>• Dental</li> <li>• Vision</li> </ul>	<ul style="list-style-type: none"> <li>• Accident</li> <li>• Critical Illness</li> <li>• Cancer</li> <li>• Supplemental Medical Expense (Gap insurance)</li> <li>• Stop-Loss</li> <li>• Both issue-age and attained-age Voluntary products</li> </ul>
<b>Business In Force Ranking by Product<sup>3</sup></b>	<ul style="list-style-type: none"> <li>• Stop-Loss: #2</li> <li>• Group Disability: #6</li> <li>• Group Term Life: #8</li> </ul>	<ul style="list-style-type: none"> <li>• Dental: #10</li> <li>• Voluntary: #11</li> </ul>
<b>Key Differentiated Offerings</b>	<ul style="list-style-type: none"> <li>• Focus on workforce productivity with integrated claims and absence management services</li> <li>• Innovative analytics tools and proprietary benefits communications and administration including end-to-end enrollment</li> <li>• Efficient and cost-effective benefits delivery including one-stop shopping</li> <li>• Stop-Loss clinical knowledge and cost containment solutions</li> <li>• Turnkey disability reinsurance through dedicated business unit Disability RMS</li> </ul>	
<b>Target Market Segments</b>	<ul style="list-style-type: none"> <li>• Small Business, Middle Market, and National Accounts</li> <li>• Hospitals, physicians, attorneys, public sector, and educators/schools</li> </ul>	
<b>Distribution Overview</b>	<ul style="list-style-type: none"> <li>• Partnership with brokers/consultants and third-party-administrators for stop-loss</li> <li>• Specialized salesforce for group size, stop-loss, and voluntary benefits</li> <li>• Presence on several private exchanges</li> <li>• Programs to help brokers/consultants build their business</li> </ul>	

## About Sun Life Financial

Sun Life Financial is a highly respected international financial services organization that was founded more than 150 years ago. It is headquartered in Toronto, Canada, and provides a diverse range of protection and wealth products and services to over 37 million people.

As of June 30, 2016, the Sun Life Financial group of companies had total assets under management of C\$865 billion, with its primary subsidiary Sun Life Assurance Company of Canada rated AA- by Standard & Poor's and Aa3 by Moody's. Ratings details: [Sun Life Global Ratings](#).

Sun Life Financial is recognized for its strong governance and corporate social responsibility, including being named as one of the Global 100 Most Sustainable Corporations in the World. The public company Sun Life Financial Inc. is listed on the Toronto, New York and Philippine stock exchanges and had a market cap of C\$20 billion as of June 30, 2016.

Sun Life Financial's strategy is based on growing its balanced and diversified set of businesses across four pillars:

- Leader in financial protection and wealth solutions in its Canadian home market
- Premier global asset management operations
- Leader in U.S. group benefits and International high net worth solutions
- Growing Asia through distribution excellence in higher growth markets

Sun Life Financial's U.S. operations include the Group Benefits business, the Individual Life Insurance business, which manages a large in force block of customers across the U.S., and SLF International, a business unit in Bermuda<sup>4</sup> that offers individual life insurance solutions to high-net-worth clients around the world and services in force wealth products. Dan Fishbein, MD, President, Sun Life Financial U.S., has headed the U.S. operations since early 2014.

- (1) Sun Life Financial's U.S. group benefits business is the sixth-largest group benefits business (excluding group health care) in the U.S. based on pro forma combined revenue from an internal analysis of publicly available information as of May 31, 2016.
- (2) Pro forma combined business in force as of December 31, 2015; includes Disability RMS premium under management.
- (3) Source: LIMRA 2015 Annual Sales & In-Force reports for Group Life, Group Disability and Group Dental Plans; LIMRA 2015 Annual U.S. Worksite Sales and In-Force Survey. Eastbridge 2015 U.S. Voluntary/Worksite Sales report; NAIC 2014 Accident and Health Policy Experience Report; company statutory filings. Disability business in force includes Disability RMS premium under management.
- (4) Investment and life insurance products offered through the international offshore business based in Bermuda are issued by Sun Life Financial Investments (Bermuda), Ltd., and Sun Life Assurance Company of Canada respectively. These products may not be sold in the United States, nor to citizens or residents of the United States or Canada, nor to residents of Bermuda. In certain communications the companies may individually or collectively be referred to as "Sun Life Financial International" strictly as a marketing name and no legal significance is express of implied.

All figures are in U.S. dollars unless otherwise marked as C\$ for Canadian dollars.

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