

## ABOUT US

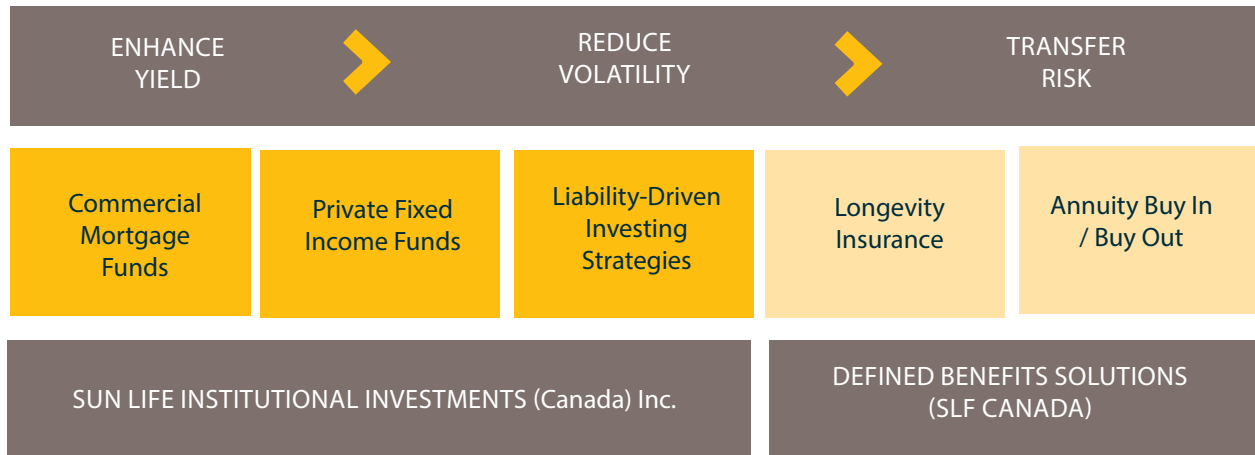
Sun Life Institutional Investments (Canada) Inc. offers private asset class pooled funds (particularly in private fixed income and commercial mortgages) and liability-driven investment (LDI) strategies for defined benefit pension plans, insurance companies and other institutional investors in Canada. We work alongside our clients to develop and launch new and innovative products to the Canadian marketplace, specifically designed to meet our clients' investment objectives.

## QUICK FACTS

- Launched in 2014
- Growing product shelf, with total AUM (including funded & committed sales) of \$4.3 billion as at September 30, 2016
- Leverage expertise of over 200 investment professionals, recognized and trusted by institutional investors
- Recently ranked by Benefits Canada as fastest growing asset manager in Canada
- Offices in Toronto and Waterloo, ON, Montreal, QC, Vancouver, BC, Calgary, AB and Wellesley, MA

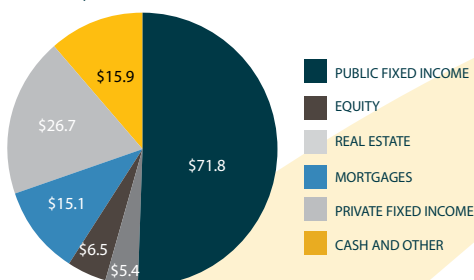
## OUR SERVICES

Our mission is to design and deliver investment solutions that help clients achieve their goals by utilizing our long-standing experience in asset-liability matching, private asset classes, public fixed income and derivatives markets.



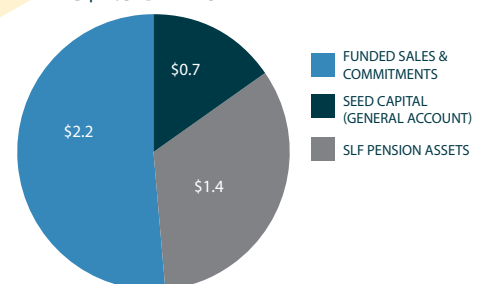
## ASSETS UNDER MANAGEMENT

SUN LIFE ASSURANCE COMPANY OF CANADA  
GENERAL ACCOUNT INVESTED ASSETS  
C\$141.4 BILLION



June 30, 2016

FUNDED SALES AND COMMITMENTS  
C\$4.3 BILLION



September 30, 2016

LEVERAGING  
GENERAL ACCOUNT  
CAPABILITIES

## INVESTMENT PHILOSOPHY

We believe EXPERIENCED INVESTMENT TEAMS can achieve excess return on a risk-adjusted basis in private asset classes.

Our investment process is focused on RIGOROUS ANALYSIS and DISCIPLINED DEAL STRUCTURING, which can lead to superior returns over the long-term.

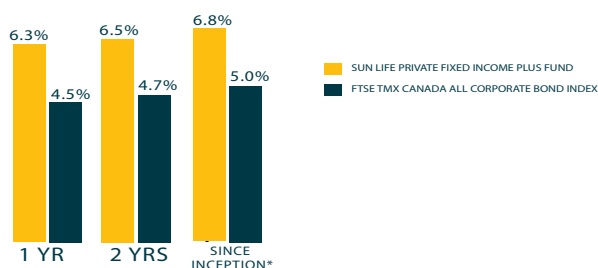
Effective RISK MANAGEMENT is central to successful investing.

## INVESTMENT APPROACH

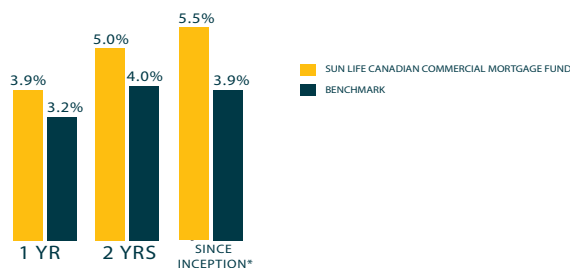
Sun Life Investment Management operates under a highly developed infrastructure of investment processes and controls. Through rigorous, in-house credit analysis and experience in legal and operational due diligence, we have a strong focus on managing security level risks. In addition, our dedicated portfolio management team has the ability to access public markets, providing a broader opportunity set and additional tools to effectively manage risks at the overall portfolio level.

## INVESTMENT PERFORMANCE

### PRIVATE FIXED INCOME RATE OF TOTAL RETURN



### COMMERCIAL MORTGAGE FUND RATE OF TOTAL RETURN



Performance data as of June 30, 2016. Past investment performance and fund returns are not indicative of future returns. \*Since inception date is March 31, 2014 (PFI) and February 28, 2014 (CCM)

## OUR PEOPLE

Sun Life Institutional Investments (Canada) Inc. is supported by Sun Life Assurance Company of Canada's private fixed income and mortgage teams, as well as the public fixed income, credit research and derivatives teams.

Our investment professionals average over 16 years of industry experience, with senior members of our team averaging over 15 years of working together at Sun Life Assurance Company of Canada. Recognizing changing market, regulatory and business environments over the past 10 years, we have added significant resources, moved to a more global structure – particularly with regard to credit research – and enhanced specialization in areas such as derivatives management.

## OUR EXPERIENCE

Investment team	Size of team	Average tenure of management team at SLF
Private fixed income	46	15
Real estate	20	20
Commercial mortgages	48	23
Derivatives	17	12
Public bonds	17	11
Credit Research	12	13
Asia Investment Operations	32	6
Investment strategy	15	14



### About Sun Life Financial

Sun Life Financial is a leading international financial services organization providing a diverse range of protection and wealth products and services to individuals and corporate customers. Sun Life Financial and its partners have operations in a number of markets worldwide, including Canada, the United States, the United Kingdom, Ireland, Hong Kong, the Philippines, Japan, Indonesia, India, China, Australia, Singapore, Vietnam, Malaysia and Bermuda. As of June 30, 2016, the Sun Life Financial group of companies had total assets under management of \$865 billion. For more information please visit [www.sunlife.com](http://www.sunlife.com).

Sun Life Financial Inc. trades on the Toronto (TSX), New York (NYSE) and Philippine (PSE) stock exchanges under the ticker symbol SLF.

### About Sun Life Investment Management

The Sun Life Investment Management group of institutional investment management companies comprises Bentall Kennedy (U.S.) Limited Partnership and Bentall Kennedy (Canada) Limited Partnership in North America, Prime Advisors, Inc. and Ryan Labs Asset Management Inc. in the United States, and Sun Life Investment Management Inc. in Canada. These operations have combined third-party assets under management of \$49 billion, as of June 30, 2016. Sun Life Investment Management is supported by the investment division of Sun Life Assurance Company of Canada that manages approximately \$141 billion in assets under management for the Sun Life Financial group of companies as of June 30, 2016.