

### 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 symbols IAG (common shares) and IAF (preferred shares).

- › Founded in 1892
- › Listed on the TSX in 2000
- › More than 4,000,000 clients
- › More than 8,200 employees

### Credit ratings:

iA Financial Corporation Inc.

Credit Agency	S&P	DBRS
Issuer credit rating	A	A

Industrial Alliance Insurance and Financial Services Inc.

Credit Agency	S&P	DBRS	A.M. Best
Financial strength rating	AA-	AA (low)	A+ (Superior)

### Third Quarter Highlights

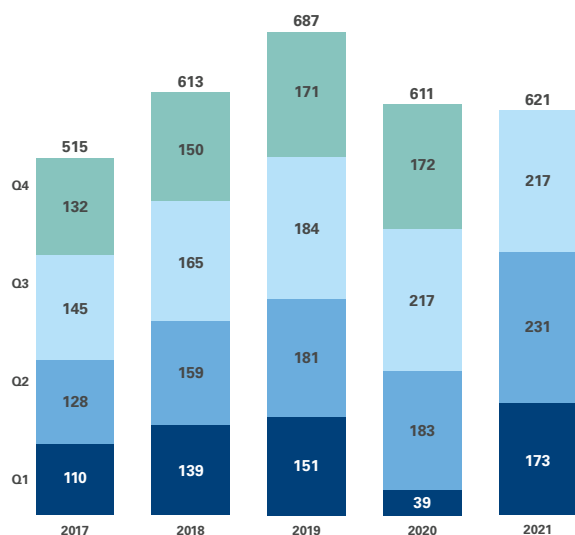
	Q3/2021	Q3/2020
› Net income attributed to common shareholders	\$217M	\$217M
› EPS (diluted)	\$2.01	\$2.03
› ROE (trailing twelve months)	12.8%	10.9%
› Solvency ratio	131%	125%
› Net Premiums, Premium Equivalents & Deposits	\$4,092M	\$3,916M
› Assets under management & administration	\$214.5B	\$185.8B
› Book value	\$60.82	\$54.50

"Keeping up the positive momentum of previous quarters, we are happy to report strong results in terms of both sales and profit. Supported by our state-of-the-art digital tools, our extensive distribution networks continued to be very successful in individual insurance and wealth management. Equally impressive is our U.S. dealer services division, a high growth potential segment, where sales increased despite the low vehicle inventory environment."

Denis Ricard, President and CEO of iA Financial Group

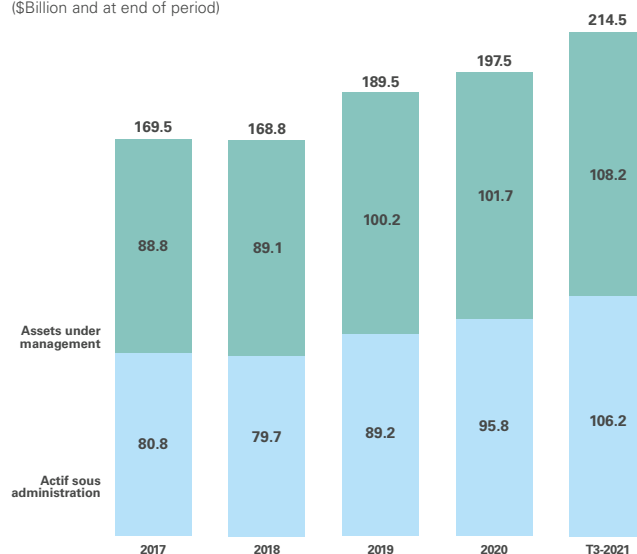
### Net Income Attributed to Common Shareholders

(\$Million)



### Assets Under Management & Administration

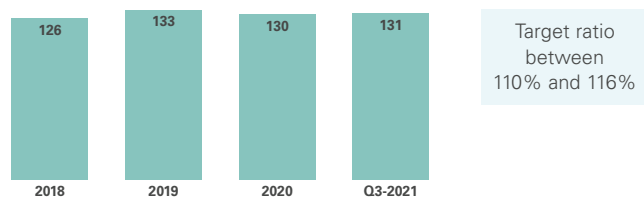
(\$Billion and at end of period)



Note: Columns do not always add up due to rounding differences.

### Solvency Ratio

(% and at end of period)



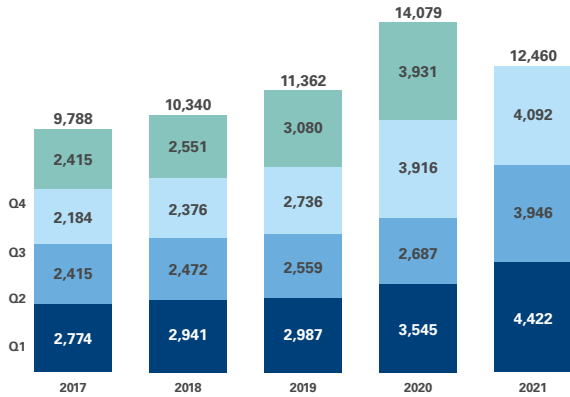
### Share Information

(As at September 30, 2021)

- › Ticker: IAG (TSX)
- › Share price for last 12 months (high/low/close): \$75.30/\$44.54/\$71.86
- › Market capitalization: \$7.7 billion
- › Dividend paid per common share: \$0.485
- › Weighted average of outstanding shares diluted: 107,931,188

## Net Premiums, Premium Equivalents & Deposits

(\$Million)

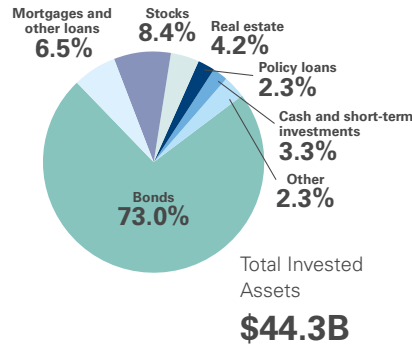


Notes: In Q3-2018, an adjustment was made retroactively to Q1-2018 to include premium equivalents for the US P&C business following the acquisition of IA American Casualty Holdings Inc..

## Quality of Investments

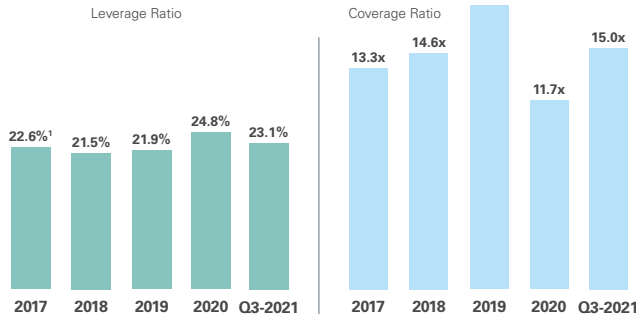
(As at September 30, 2021)

- Net impaired investments: 0.04% of total investments
- Bonds rated BB and lower: 1.03% of bond portfolio
- Mortgage loan delinquency rate: —%
- Real estate occupancy rate: 92.5%



## Debt Measures

(At end of period)



<sup>1</sup> In Q4-2018, the Company made an adjustment to the estimates used to establish income taxes payable in prior periods by decreasing the retained earnings as at January 1, 2017 by \$58M.

## Calendar of Events

- February 16, 2022** 4th quarter 2021 financial results

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## Sales Growth

Line of business (\$Million)	Q3/2021	Q3/2020
Individual Insurance	68	53
Individual Wealth Management		
- General fund	213	208
- Segregated funds	1146	725
- Mutual funds	660	545
Group Insurance		
- Employee Plans	19	26
- Dealer – Creditor Insurance, P&C and car loans	300	310
- Special Markets Solutions	48	40
Group Savings and Retirement	810	1180
US Operations (in USD)		
- Individual Insurance	34	34
- Dealer Services and P&C	295	222
General Insurance (auto and home)	118	110

## Market Shares

Line of business	New Business <sup>1</sup>		In force <sup>2</sup>	
	Rank	Market Share	Rank	Market Share
Individual Insurance	4th	10.5%	4th	9.2%
Individual Wealth Management				
- Segregated funds	2nd	27.9%	3rd	16.3%
- Mutual funds	16th	—	23rd	0.7%
Group Insurance <sup>3</sup>	5th	7.9%	7th	3.9%
Group Savings and Retirement	4th	15.0%	5th	4.7%

<sup>1</sup> First-year annualized minimum premiums (life, disability and critical illness) for Individual Insurance, gross sales for Individual Wealth Management and first-year annualized premiums for other sectors

<sup>2</sup> Premiums for Individual Insurance (life only) and Group Insurance, assets for other sectors

<sup>3</sup> Market of 50 to 1,000 employees

Source: Latest available industry data from: CLHIA, Fraser Group, Investor Economics, IFC and LIMRA

## Stock Market and Interest Rate Sensitivity

(As at September 30, 2021)

S&P/TSX closing value	<b>20,070</b>
S&P/TSX level at which provisions for future policy benefits would have to be strengthened	<b>14,700</b>
S&P/TSX level at which the solvency ratio decreases to 110%	<b>800</b>
Full year impact on net income attributed to common shareholders of a sudden 10% decrease in stock markets	<b>(\$40M)</b>
Impact on net income attributed to common shareholders of a 10 bps decrease in the Initial Reinvestment Rate (IRR)	<b>\$1M</b>