



COMPANY PROFILE

Data as at December 31, 2016

Mission

To ensure the financial wellbeing of our clients by offering them personal insurance coverage and investment solutions to help them achieve their personal goals.

Values



Today



clients



employees



representatives



market capitalization

iA Financial Group is turning 125!

Founded in 1892, iA Financial Group is celebrating its 125th anniversary. Our history begins with two pioneering Canadian insurance companies: Alliance Nationale and Industrial Life.

In 1987, these two companies merged to become Industrial Alliance. The company's development then continued, progressing notably in three specific areas: from a mutual to a stock company; from a Quebec company to one operating across Canada and in the United States; and from an insurance company to a financial institution. In 2015, Industrial Alliance was re-branded as iA Financial Group, reflecting the company's position as a major Canadian financial institution.



Four lines of business

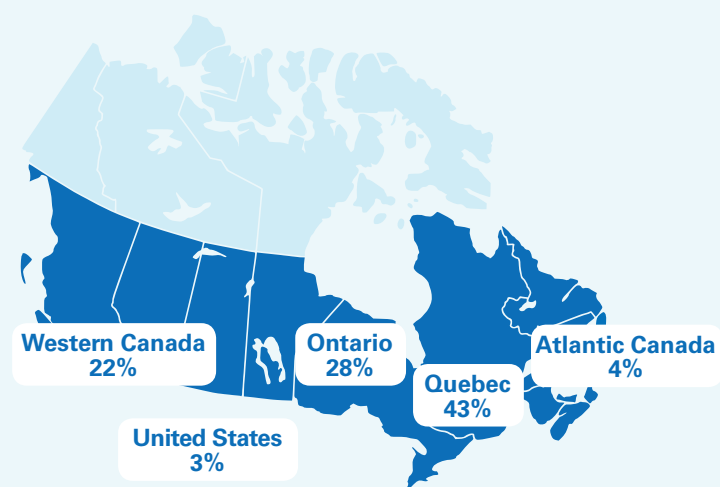


iA Financial Group has four main lines of business: Individual Insurance and Individual Wealth Management, which address the needs of retail customers; and Group Insurance and Group Savings and Retirement, which address the needs of groups and businesses.

Continuous growth

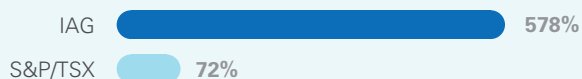
Geographic presence

Premiums, premium equivalents and deposits by region – 2016



Stock performance

Since initial public offering on February 3, 2000, through December 31, 2016



Acquisitions

Since 2000

iA Financial Group has completed over 50 acquisitions, half of them in wealth management. In 2016, the company announced five acquisitions: Groupe PPP, BMO Group Retirement Services Inc., Doherty & Bryant Financial Strategists, Groupe financier Moreau, and HollisWealth. The closing of this last acquisition is scheduled for the third quarter of 2017.

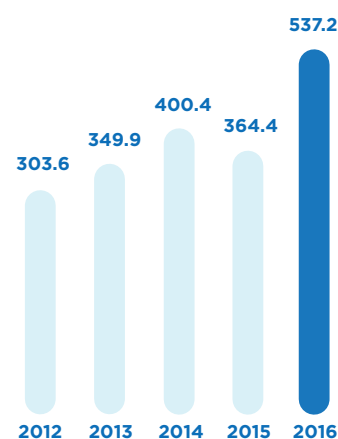
HollisWealth

HollisWealth is a leading Canadian financial network. This acquisition makes iA Financial Group one of Canada's largest non-bank wealth management advisory firms.

Financial highlights

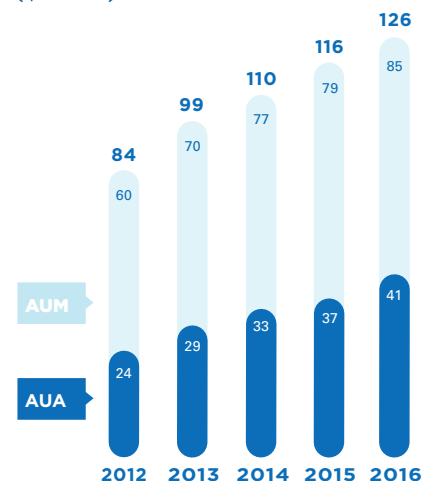
Net income attributed to common shareholders

(\$Million)



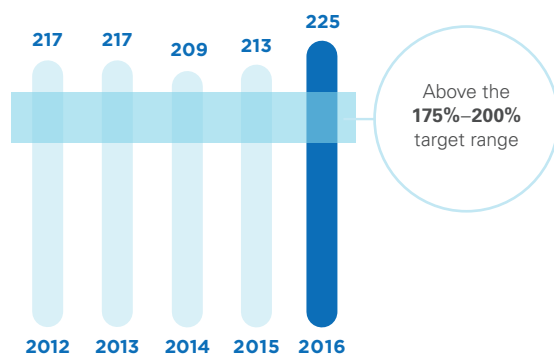
Assets under management (AUM) and administration (AUA)

(\$Billion)



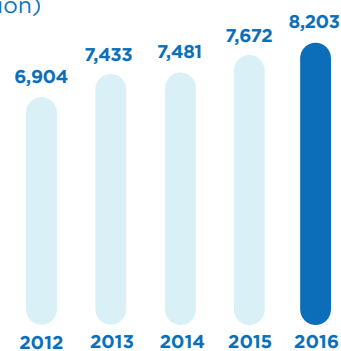
Solvency ratio

(%)



Premiums, premium equivalents and deposits

(\$Million)



Market share

(Canada)

Line of business	New business ¹		In force ²	
	Rank	Market share	Rank	Market share
Individual Insurance	4th	8.6%	4th	8.7%
Individual Wealth Management				
— Segregated funds	3rd	14.1%	3rd	11.6%
— Mutual funds	20th	-	18th	-
Group Insurance ³	6th	5.5%	7th	3.5%
Group Savings and Retirement	5th	7.0%	4th	5.2%

Credit ratings

Standard & Poor's	A+
A.M. Best	A+ (Superior)
DBRS	A (high)

¹ First-year annualized premiums, except for Individual Wealth Management where it refers to gross sales

² Assets, except for Individual and Group Insurance where it refers to premiums

³ Employee Groups Market of 50 to 1,000 employees

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

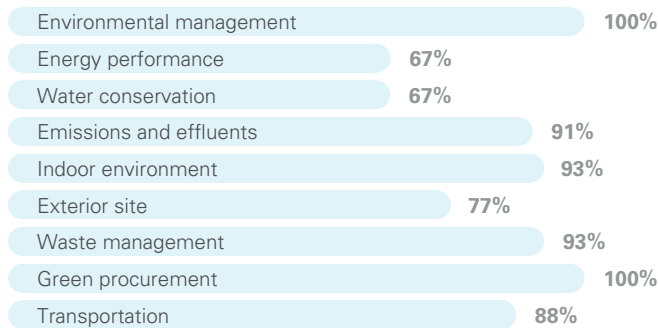
Social responsibility

iA Financial Group's sustainable development strategy centres around five essential components:

- Ensuring the financial wellbeing of our clients
- Actively contributing to communities
- Creating a rewarding work environment
- Effectively managing risks
- Following high standards of governance

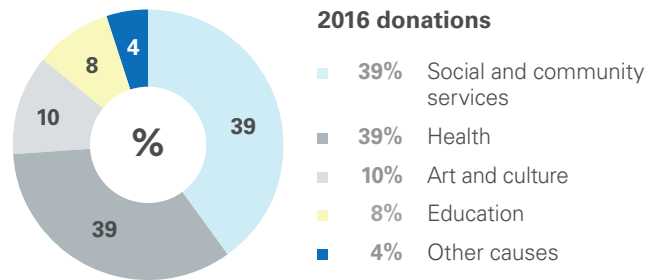
Environmental impact

Environmental performance of our head office according to the assessment by BOMA BEST in 2014



Social impact

In 2016, iA Financial Group donated \$4 million, or the equivalent of \$765 per employee, to close to 500 different organizations.



To contact us

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iA Financial Group does its part to respect and protect the environment.

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