

Company Profile

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 one of Canada's largest public companies and is listed on the Toronto Stock Exchange under the ticker symbols IAG (common shares) and IAF (preferred shares).

Our 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.

Our five values



Today

4 million
+

clients

6,800
+

employees

25,000
+

representatives

\$4.7
billion

market capitalization

Our financial strength gives us the means to achieve our ambitions. Our balance sheet is solid and flexible and we have full confidence in the positioning of our reserves. Our capital position has never been better. We remain committed to manage our operations with a long-term perspective.

Our new company structure gives us more flexibility to execute our growth strategy. Our newly created holding company, iA Financial Corporation Inc., will better serve our ambitions and the changing needs of our multi-faceted financial services organization.

Our goal for earnings growth was reaffirmed in June 2018 when we announced our target of at least 10% average annual growth in earnings per share until new accounting standards come into effect in 2022. Our EPS guidance for 2019 is in line with this target.

Our commitments and achievements in sustainable development demonstrate our strong will to make environmental, social and governance criteria an integral concern in our activities. Our sustainable development policy was adopted by the board of directors at the beginning of 2018.

Sustainable growth

Lines of business	Divisions
Individual Insurance	
Individual Wealth Management	
Group Insurance	> Employee Plans
	> Dealer Services
	> Special Markets Solutions
Group Savings and Retirement	
US Operations	> Individual Insurance
	> Dealer Services
Subsidiary: iA Auto and Home	

Financial strength and shareholder return

Since initial public offering on February 3, 2000, through December 31, 2018



iA Financial Group's strong 2018 performance translated into a 9% increase in book value per share and an 11% year-over-year increase in the dividend paid to common shareholders. In addition, the company's solvency ratio finished well above the target range at 126%.

In Canada, 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. A fifth line of business comprises the company's US Operations.

EPS commitment:

annual growth of 10%

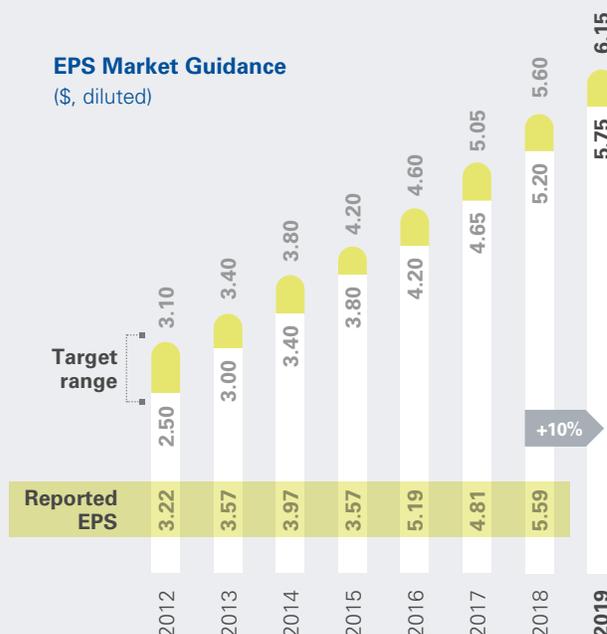
At Investor Day in June 2018, iA Financial Group announced its goal of increasing earnings per share (EPS) by 10% on average annually through the effective date of IFRS-17.

In 2018, the EPS target range given as guidance at the beginning of the year was \$5.20 to \$5.60. The company reached this annual objective, reporting earnings per common share of \$5.59 for the year.

For 2019, the midpoint of the EPS guidance target range is 10% higher than the previous year.

EPS Market Guidance

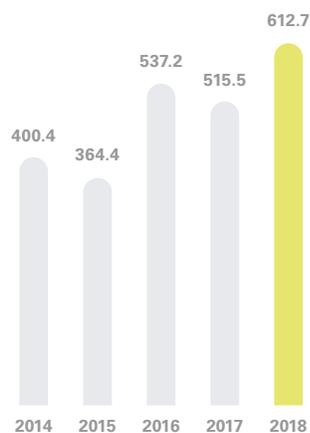
(\$, diluted)



Financial highlights

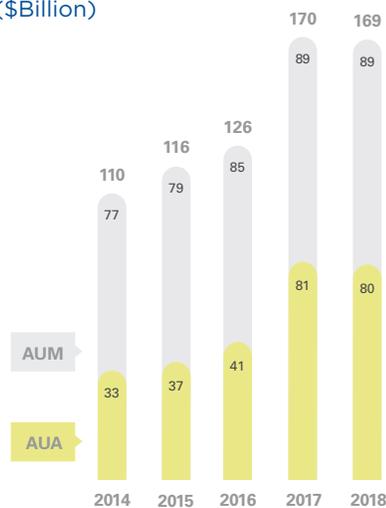
Net income attributed to common shareholders

(\$Million)



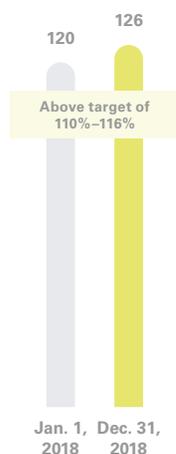
Assets under management (AUM) and administration (AUA)

(\$Billion)



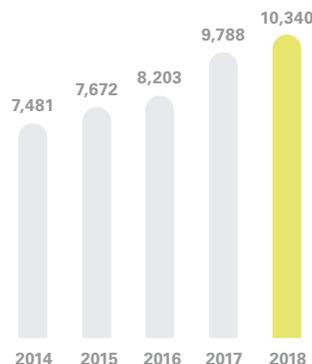
Solvency ratio

(%)



Net 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	10.0%	4th	8.5%
Individual Wealth Management				
— Segregated funds	3rd	17.0%	3rd	12.7%
— Mutual funds	17th	1.1%	18th	1.2%
Group Insurance ³	6th	5.0%	6th	3.9%
Group Savings and Retirement	7th	5.3%	4th	4.3%

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

Credit ratings

(as at March 31, 2019)

iA Financial Corporation Inc.

Credit Agency	S&P	DBRS
Issuer rating	A-	A (low)

Industrial Alliance Insurance and Financial Services Inc.

Credit Agency	S&P	DBRS	A.M. Best
Financial Strength	A+	A (high)	A+ (Superior)

Sustainable development

iA Financial Group becomes a signatory of the United Nations Principles for Responsible Investment

In the first quarter of 2019, iA Financial Group became a signatory of the United Nations Principles for Responsible Investment (PRI) through its iA Investment Management (iAIM) subsidiary.

The Principles for Responsible Investment were developed by an international group of institutional investors in partnership with the United Nations Environment Programme (UNEP) Finance Initiative and the UN Global Compact. They reflect the increasing relevance of environmental, social and corporate governance issues to investment practices. The process was convened by the United Nations Secretary-General.

2018 results

Main environmental impacts

- \$65 million invested in renewable energy
- Addition of two LEED Gold certified buildings to our real estate portfolio (Vancouver and Winnipeg)
- Over 167 tons of paper recovered for recycling, representing the equivalent of 2,870 trees saved

Main social impacts

- Optimization of the company's donation and community involvement policy
- \$5.1 million in donations to close to 500 organizations, the equivalent of \$750 per employee
- Record contribution of over \$1.5 million to United Way-Centraide campaigns

Main governance impacts

- Adoption of a board diversity policy
- Adoption of sustainable development policy

Guidelines

Our sustainable development policy sets out seven guidelines for our strategy and actions in this area:

- 1 Ensure the financial wellbeing of our clients
- 2 Effectively manage risks
- 3 Follow high standards of governance
- 4 Actively contribute to our communities
- 5 Manage environmental impact
- 6 Create a rewarding work environment
- 7 Practice responsible sourcing



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TCF



Votre logo FSC

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