



About iA Financial Group

iA Financial Group operates in all regions of Canada, as well as in the United States. Through a multi-channel distribution network of more than 25,000 representatives, it offers life and health insurance, savings and retirement plans, mutual and segregated funds, auto and home insurance, mortgage loans, car loans, creditor insurance and extended warranties.

- › **Founded in 1892**
- › **Listed on the TSX in 2000**
- › **More than 4,000,000 clients**
- › **More than 5,500 employees**

› Credit ratings:

S&P:	A+
A.M. Best:	A+ (Superior)
DBRS:	A (high)

First Quarter Highlights

	Q1/2017	Q1/2016
› Net income attributed to common shareholders	\$110.3M	\$98.3M
› EPS (diluted)	\$1.03	\$0.96
› Book value	\$41.86	\$36.48
› ROE (trailing twelve months)	13.4%	9.8%
› Solvency ratio	222%	205%
› Premiums & deposits	\$2,774.2M	\$1,948.6M
› Assets under management & administration	\$130.2B	\$117.7B

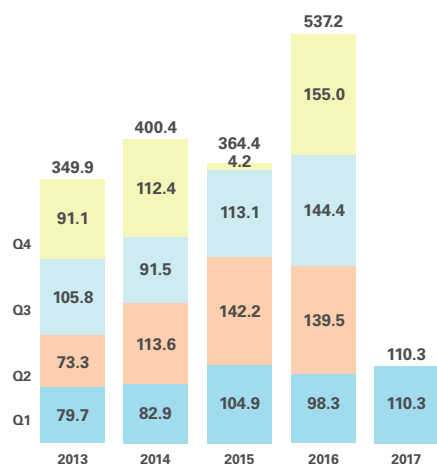
"2017 is off to a running start for all our insurance and wealth management operations in both the individual and group sectors. In addition to our mutual funds that delivered outstanding net sales, I want to highlight our group insurance and wealth businesses, where all segments reported superior business growth. The momentum in our individual insurance and seg fund operations carried over into the first quarter, as it did for our auto and home subsidiary.

On another front, we look forward to completing the HollisWealth transaction in August and continue to seek opportunities to expand our presence in the US market."

Yvon Charest, President and Chief Executive Officer

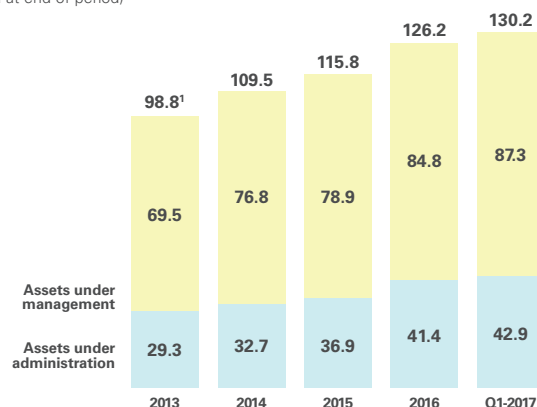
Net Income Attributed to Common Shareholders

(\$Million)



Assets Under Management & Administration

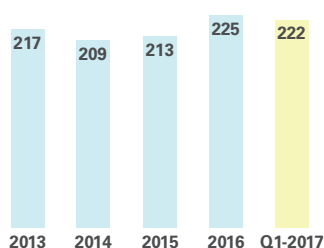
(\$Billion and at end of period)



¹In 2014, an adjustment was made to recognize the deferred income taxes related to certain intangible asset items. This adjustment, which increased the goodwill and future income tax liability by an equivalent amount, was reflected retroactively to January 1, 2013.

Solvency Ratio

(% and at end of period)



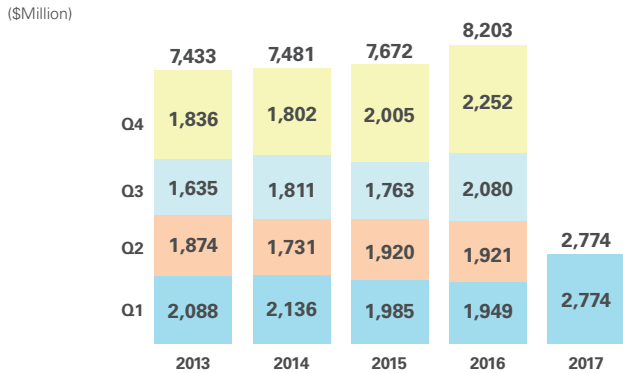
Share Information

(As at March 31, 2017)

- › **Ticker:** IAG (TSX)
- › **Share price last 12 months (high/low/closing):** \$59.41/\$38.47/\$57.63
- › **Market capitalization:** \$6.1 billion
- › **Dividend per common share:** \$0.35 paid on March 15, 2017
\$0.35 payable on June 15, 2017
- › **Number of shares outstanding:*** 107,165,357

* Daily weighted average for the quarter, on a diluted basis

Premiums, Premium Equivalents & Deposits

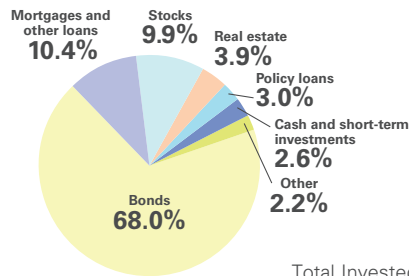


Note: Columns do not always add up due to rounding differences.

Quality of Investments

(As at March 31, 2017)

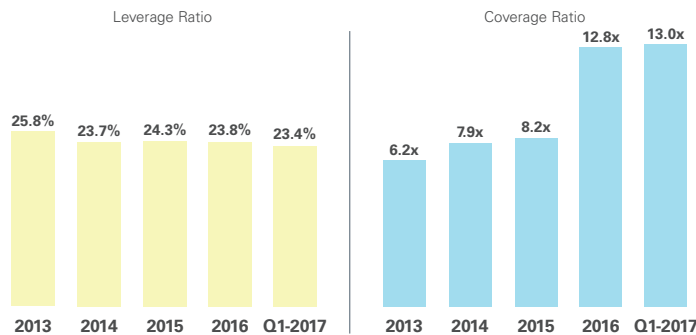
- Net impaired investments: 0.08% of total investments
- Bonds rated BB and lower: 0.68% of bond portfolio
- Mortgage loan delinquency rate: 0.37%
- Real estate occupancy rate: 89.5%



Total Invested Assets
\$31.8B

Debt Measures

(At the end of period)



Calendar of Events

- June 8, 2017** NBF 7th Annual Quebec Conference
- August 3, 2017** 2nd quarter 2017 financial results

Sales Growth

Line of business (\$Million)	Q1/2017	Q1/2016
Individual Insurance	69.8	65.4
Individual Wealth Management		
- General fund	94.0	58.5
- Segregated funds	554.5	454.1
- Mutual funds	783.8	285.3
Group Insurance		
- Employee Plans	35.9	18.0
- Dealers – Creditor Insurance	75.7	66.2
- Dealers – P & C	46.5	39.5
- Special Markets Solutions	54.5	50.8
Group Savings and Retirement	475.2	333.9
General Insurance (auto and home)	59.4	52.7

Market Shares

Line of business	New Business ¹		In force ²	
	Rank	Market Share	Rank	Market Share
Individual Insurance	4th	7.8%	4th	8.4%
Individual Wealth Management				
- Segregated funds	3rd	15.4%	3rd	11.7%
- Mutual funds	18th	-	19th	-
Group Insurance ³	6th	5.7%	7th	3.5%
Group Savings and Retirement	5th	6.8%	4th	5.2%

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 Assets of 50 to 1,000 employees

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

Stock Market and Interest Rate Sensitivity

(As at March 31, 2017)

S&P/TSX closing value	15,548
S&P/TSX level at which provisions for future policy benefits would have to be strengthened	11,300
S&P/TSX level at which the solvency ratio decreases to 150%	5,700
Full year impact on net income of a sudden 10% decrease in stock markets	(\$29M)
After-tax impact on reserves of a 10 bps decrease in the Initial Reinvestment Rate (IRR)	(\$23M)

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