

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 5,700 employees**

› Credit ratings:

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

Second Quarter Highlights

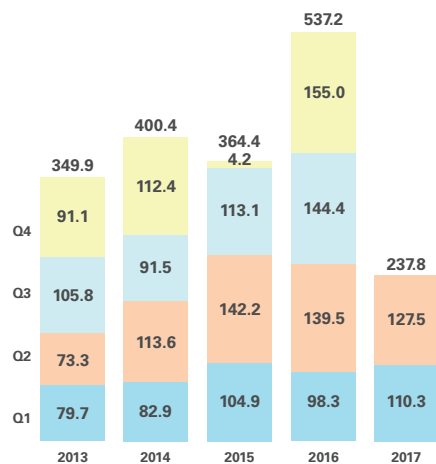
	Q2/2017	Q2/2016
› Net income attributed to common shareholders	\$127.5M	\$139.5M
› EPS (diluted)	\$1.19	\$1.35
› Book value	\$42.26	\$37.60
› ROE (trailing twelve months)	12.9%	9.4%
› Solvency ratio	220%	199%
› Premiums & deposits	\$2,414.6M	\$1,921.1M
› Assets under management & administration	\$132.2B	\$121.9B

“Our top-line continues to grow with premiums and deposits up 26% during the second quarter. Wealth management, a key area of growth for us, is showing sustained momentum, and HollisWealth will be a very good addition. We are also pleased to note the strong growth in our group operations, which is in line with our aim for them to become a more meaningful contributor to iA Financial Group.”

Yvon Charest, President and Chief Executive Officer

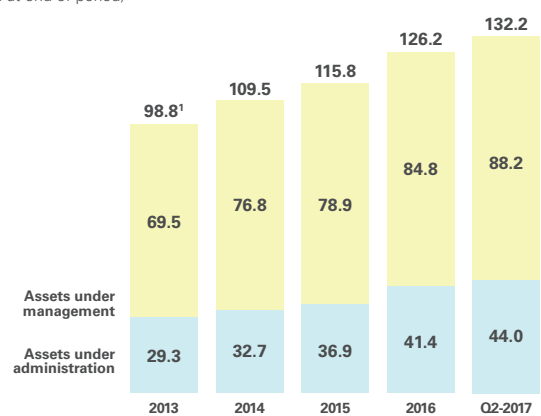
Net Income Attributed to Common Shareholders

(\$Million)



Assets Under Management & Administration

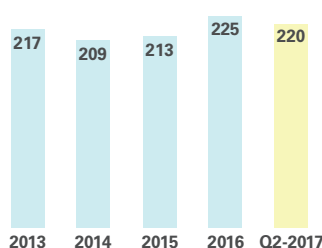
(\$Billion and at end of period)



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)



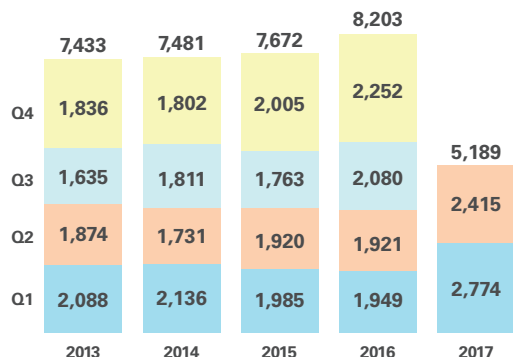
Share Information

(As at June 30, 2017)

- › **Ticker:** IAG (TSX)
- › **Share price for last 12 months (high/low/close):** \$59.41/\$39.26/\$56.26
- › **Market capitalization:** \$6.0 billion
- › **Dividend per common share:** \$0.35 paid on June 15, 2017
- › **Weighted average of outstanding shares diluted:** 107,189,901

Premiums, Premium Equivalents & Deposits

(\$Million)

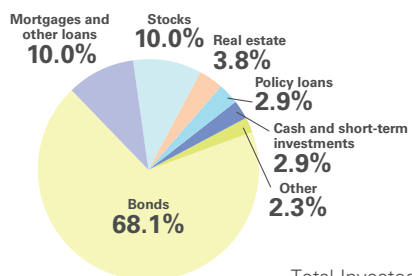


Note: Columns do not always add up due to rounding differences.

Quality of Investments

(As at June 30, 2017)

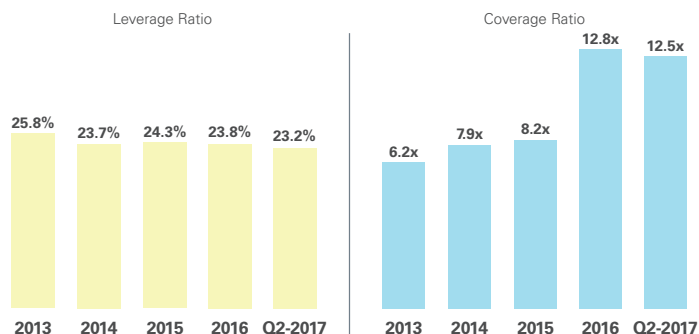
- Net impaired investments: 0.08% of total investments
- Bonds rated BB and lower: 0.66% of bond portfolio
- Mortgage loan delinquency rate: 0.37%
- Real estate occupancy rate: 92.0%



Total Invested Assets
\$32.8B

Debt Measures

(At end of period)



Calendar of Events

- September 7, 2017: Scotiabank Financials Summit 2017
- September 28, 2017: CIBC 16th Annual Eastern Institutional Investor Conference

- November 8, 2017: 3rd quarter 2017 financial results
- February 15, 2018: 4th quarter 2017 financial results

Sales Growth

Line of business (\$Million)	Q2/2017	Q2/2016
Individual Insurance	74.8	72.9
Individual Wealth Management		
- General fund	77.2	85.0
- Segregated funds	453.8	352.1
- Mutual funds	560.1	316.7
Group Insurance		
- Employee Plans	28.9	17.1
- Dealers – Creditor Insurance	106.4	101.6
- Dealers – P & C	71.8	58.0
- Special Markets Solutions	43.5	40.6
Group Savings and Retirement	426.0	325.2
General Insurance (auto and home)	102.7	91.6

Market Shares

Line of business	New Business ¹		In force ²	
	Rank	Market Share	Rank	Market Share
Individual Insurance	4th	6.5%	4th	8.4%
Individual Wealth Management				
- Segregated funds	3rd	15.0%	3rd	11.8%
- Mutual funds	15th	-	19th	-
Group Insurance ³	5th	8.5%	8th	3.3%
Group Savings and Retirement	4th	7.3%	4th	5.2%

¹ 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

² Premiums for Individual Insurance (life only) and Group Insurance, assets for other sectors

³ Market 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 June 30, 2017)

S&P/TSX closing value	15,182
S&P/TSX level at which provisions for future policy benefits would have to be strengthened	11,400
S&P/TSX level at which the solvency ratio decreases to 150%	5,800
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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