

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 6,100 employees**

› Credit ratings:

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

Fourth Quarter Highlights

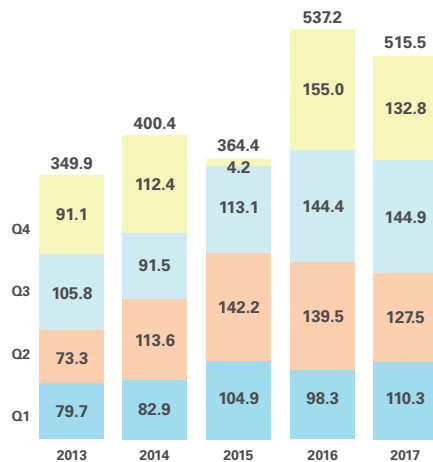
	Q4/2017	Q4/2016
› Net income attributed to common shareholders	\$132.8M	\$155.0M
› EPS (diluted)	\$1.24	\$1.48
› ROE (trailing twelve months)	11.4%	13.2%
› Solvency ratio	209%	225%
› Premiums & deposits	\$2,415.1M	\$2,252.4M
› Assets under management & administration	\$169.5B	\$126.2B
› Book value	\$44.20	\$40.97

"Our 2017 results reflect our strategy to grow our organization organically and through acquisitions. As well as maintaining leading market shares in key business segments, we completed two important acquisitions – HollisWealth and DAC – that added significant distribution capacity, increased our footprint in the Canadian and US markets and beginning in 2018 are expected to make a sizeable contribution to our bottom line. In addition, last week we announced our intention to create a corporate structure to give us the financial flexibility to support our future growth ambitions."

Yvon Charest, President and Chief Executive Officer

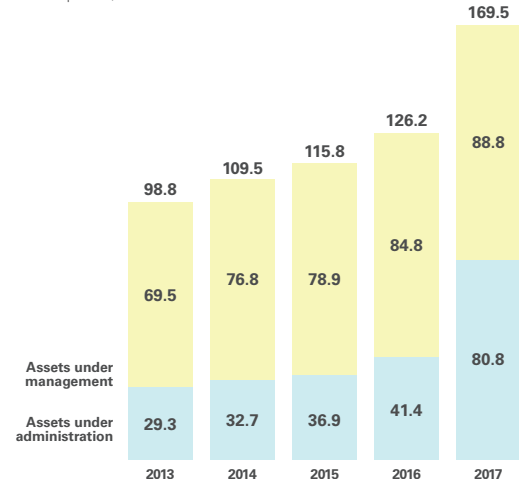
Net Income Attributed to Common Shareholders

(\$Million)



Assets Under Management & Administration

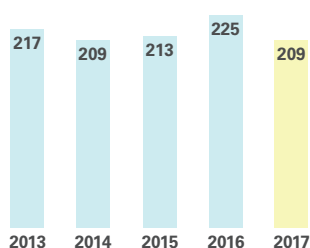
(\$Billion and at end of period)



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

Solvency Ratio

(% and at end of period)



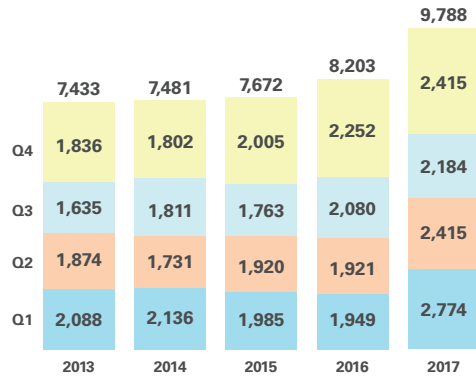
Share Information

(As at December 31, 2017)

- › **Ticker:** IAG (TSX)
- › **Share price for last 12 months (high/low/close):** \$61.73/\$48.74/\$59.82
- › **Market capitalization:** \$6.4 billion
- › **Dividend paid per common share:** \$0.38
- › **Weighted average of outstanding shares diluted:** 107,488,010

Premiums, Premium Equivalents & Deposits

(\$Million)

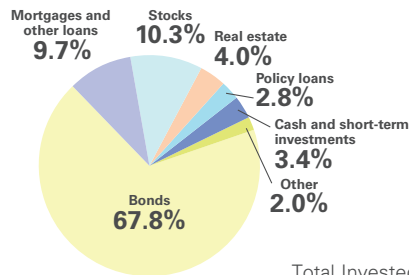


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Quality of Investments

(As at December 31, 2017)

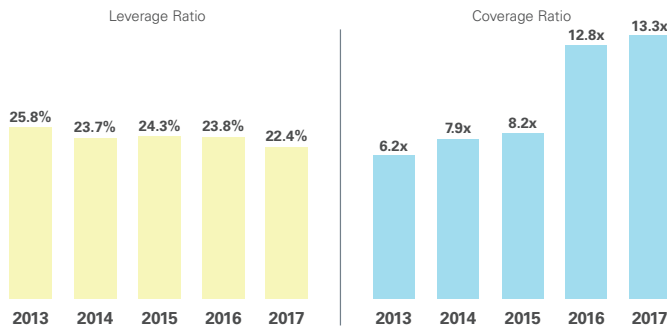
- Net impaired investments: 0.07% of total investments
- Bonds rated BB and lower: 0.99% of bond portfolio
- Mortgage loan delinquency rate: 0.34%
- Real estate occupancy rate: 93.0%



Total Invested Assets
\$33.8B

Debt Measures

(At end of period)



Calendar of Events

- March 7, 2018** BMO 5th Annual Wealth Management Forum
- March 27, 2018** NBF 16th Annual Canadian Financial Services Conference
- May 10, 2018** Annual meeting and 1st quarter 2018 financial results

Sales Growth

Line of business (\$Million)	Q4/2017	Q4/2016
Individual Insurance	74.9	93.4
Individual Wealth Management		
- General fund	86.2	73.2
- Segregated funds	451.9	383.2
- Mutual funds	559.7	535.4
Group Insurance		
- Employee Plans	7.3	23.1
- Dealers – Creditor Insurance	99.0	85.5
- Dealers – P & C	49.0	43.8
- Special Markets Solutions	79.1	59.8
Group Savings and Retirement	334.7	367.2
General Insurance (auto and home)	64.2	59.4

Market Shares¹

Line of business	New Business ²		In force ³	
	Rank	Market Share	Rank	Market Share
Individual Insurance	4th	8.8%	4th	8.4%
Individual Wealth Management				
- Segregated funds	3rd	15.0%	3rd	11.9%
- Mutual funds	16th	-	19th	-
Group Insurance ⁴	5th	8.9%	7th	3.3%
Group Savings and Retirement	4th	9.8%	4th	5.2%

¹ As at September 30, 2017

² 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

³ Premiums for Individual Insurance (life only) and Group Insurance, assets for other sectors

⁴ 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 December 31, 2017)

S&P/TSX closing value	16,209
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%	6,700
Full year impact on net income attributed to common shareholders of a sudden 10% decrease in stock markets	(\$32M)
Impact on net income attributed to common shareholders of a 10 bps decrease in the Initial Reinvestment Rate (IRR)	(\$18M)

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