

### 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 6,700 employees**

### › Credit ratings:

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

### Second Quarter Highlights

	Q2/2018	Q2/2017
› <b>Net income attributed to common shareholders</b>	<b>\$159.1M</b>	\$127.5M
› <b>EPS (diluted)</b>	<b>\$1.44</b>	\$1.19
› <b>ROE (trailing twelve months)</b>	<b>12.0%</b>	12.9%
› <b>Solvency ratio<sup>1</sup></b>	<b>122%</b>	—
› <b>Premiums &amp; deposits</b>	<b>\$2,436.7M</b>	\$2,415.0M
› <b>Assets under management &amp; administration</b>	<b>\$172.9B</b>	\$132.2B
› <b>Book value</b>	<b>\$46.56</b>	\$42.26

<sup>1</sup>Solvency ratio under new capital regime effective as at January 1, 2018.

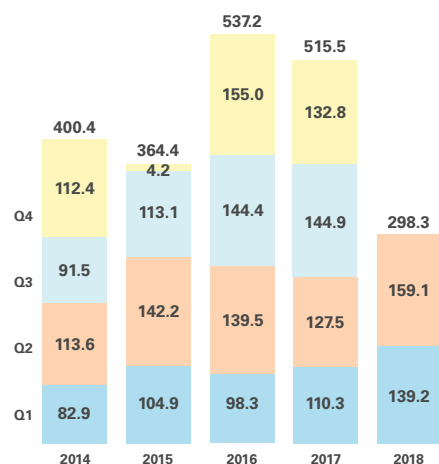
“The momentum in our operations continued to be very strong in the second quarter. In the US, we had our first full-quarter contribution from the DAC acquisition and in Canada, our Employee Plans and Special Markets segments delivered outstanding organic growth. In addition, our retail insurance and wealth operations in Canada continue to deliver solid top-line results while adapting their strategies to benefit from technological and regulatory changes in the industry.

Acquisitions have played an important role in our growth strategy to expand our geographic footprint, enter a new line of business or simply grow existing ones. Whether organically or through acquisitions, we remain steadfast in our commitment to maintain the long-term growth and shareholder value creation delivered under the leadership of Yvon Charest.”

Denis Ricard, Incoming President and CEO of iA Financial Group

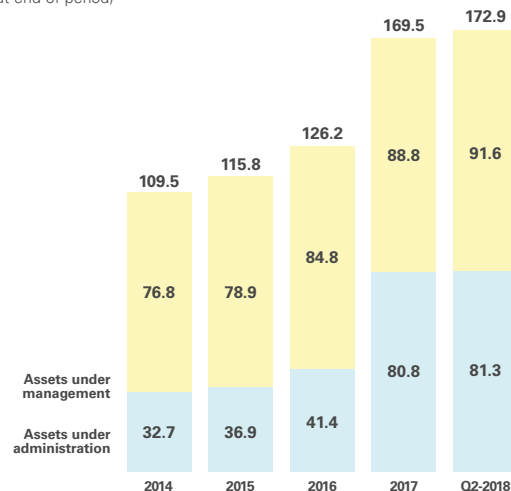
### Net Income Attributed to Common Shareholders

(\$Million)



### Assets Under Management & Administration

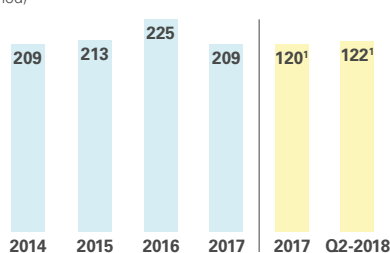
(\$Billion and at end of period)



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

### Solvency Ratio

(% and at end of period)



<sup>1</sup>Solvency ratio under new capital regime effective as at January 1, 2018.

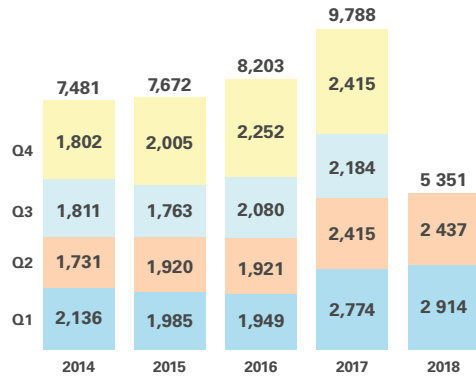
### Share Information

(As at June 30, 2018)

- › **Ticker:** IAG (TSX)
- › **Share price for last 12 months (high/low/close):** \$62.01/\$48.67/\$50.75
- › **Market capitalization:** \$5.6 billion
- › **Dividend paid per common share:** \$0.38
- › **Weighted average of outstanding shares diluted:** 110,187,094

## Premiums, Premium Equivalents & Deposits

(\$Million)



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

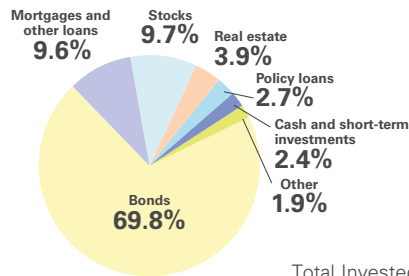
## Sales Growth

Line of business (\$Million)	Q2/2018	Q2/2017
Individual Insurance	47.4	48.0
Individual Wealth Management		
- General fund	98.0	74.4
- Segregated funds	445.9	453.8
- Mutual funds	543.9	560.1
Group Insurance		
- Employee Plans	56.4	28.9
- Dealer – Creditor Insurance	106.6	106.4
- Dealers – P&C	71.4	71.8
- Special Markets Solutions	56.8	43.5
Group Savings and Retirement	370.0	426.0
US Operations (in USD)		
- Individual Insurance	21.5	20.0
- Dealer Services and P&C	102.9	—
General Insurance (auto and home)	104.8	102.7

## Quality of Investments

(As at June 30, 2018)

- Net impaired investments: 0.05% of total investments
- Bonds rated BB and lower: 0.81% of bond portfolio
- Mortgage loan delinquency rate: 0.12%
- Real estate occupancy rate: 92.0%



Total Invested Assets  
**\$34.8B**

## Market Shares

Line of business	New Business <sup>1</sup>		In force <sup>2</sup>	
	Rank	Market Share	Rank	Market Share
Individual Insurance	3rd	11.8%	3rd	10.0%
Individual Wealth Management				
- Segregated funds	3rd	18.0%	3rd	12.3%
- Mutual funds	21st	—	21st	—
Group Insurance <sup>3</sup>	6th	4.4%	7th	3.3%
Group Savings and Retirement	4th	9.8%	4th	5.2%

<sup>2</sup> 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

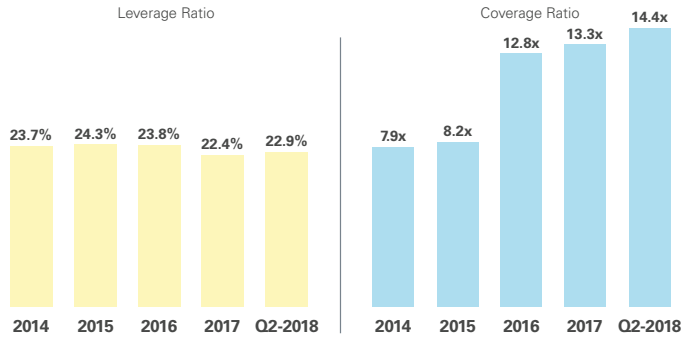
<sup>3</sup> Premiums for Individual Insurance (life only) and Group Insurance, assets for other sectors

<sup>4</sup> Market of 50 to 1,000 employees

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

## Debt Measures

(At end of period)



## Stock Market and Interest Rate Sensitivity

(As at June 30, 2018)

S&P/TSX closing value	<b>16,278</b>
S&P/TSX level at which provisions for future policy benefits would have to be strengthened	<b>11,800</b>
S&P/TSX level at which the solvency ratio decreases to 100%	<b>5,400</b>
Full year impact on net income attributed to common shareholders of a sudden 10% decrease in stock markets	<b>(\$32M)</b>
Impact on net income attributed to common shareholders of a 10 bps decrease in the Initial Reinvestment Rate (IRR)	<b>(\$11M)</b>

## Calendar of Events

- September 6, 2018: ScotiaBank Financials Summit 2018
- September 27, 2018: CIBC 17th Annual Eastern Conference

- November 7, 2018: 3rd quarter 2018 financial results
- February 14, 2019: 4th quarter 2018 financial results

### Head Office

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### Transfer Agent

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