

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 6,800 employees**

› Credit ratings:

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

Fourth Quarter Highlights

	Q4/2018	Q4/2017
› Net income attributed to common shareholders	\$149.5M	\$132.8M
› EPS (diluted)	\$1.36	\$1.24
› ROE (trailing twelve months)	12.5%	11.4%
› Solvency ratio	126%	120% ¹
› Premiums & deposits	\$2,551.0M	\$2,415.4M
› Assets under management & administration	\$168.8B	\$169.5B
› Book value²	\$47.40	\$43.65

“Our 2018 results demonstrate strong progress on the objectives we presented at our Investor Day in June. First, earnings per share are up by a strong 16% over the previous year. Second, I am very pleased with the improved profitability at iA Auto and Home and Employee Plans, both of which made a good contribution to our 2018 results. Third, both our insurance and P&C businesses in the U.S. are delivering above expectations which bodes well for the future.”

“Sales were generally satisfactory for the year, except in our mutual fund business that is operating in a difficult business environment. With the HollisWealth integration behind us, we are now focused on executing our strategy to leverage our affiliated distribution networks and to increase our share of their business. We are making real progress on this front and will be working closely with our affiliates in 2019 to build upon those valuable relationships.”

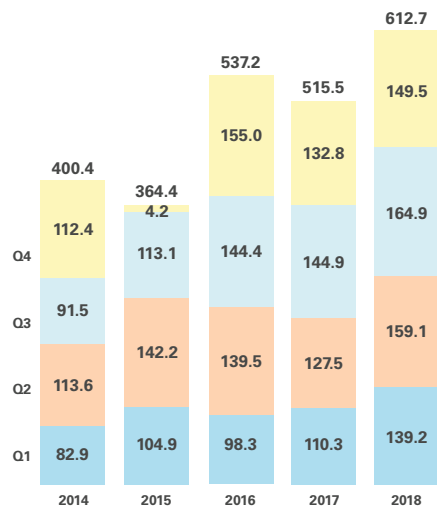
Denis Ricard, President and CEO of iA Financial Group

¹ Value as at January 1, 2018, under the new capital regime

² In Q4-2018, the Company made an adjustment to the estimates used to establish income taxes payable in prior periods by decreasing the retained earnings as at January 1, 2017 by 58 \$

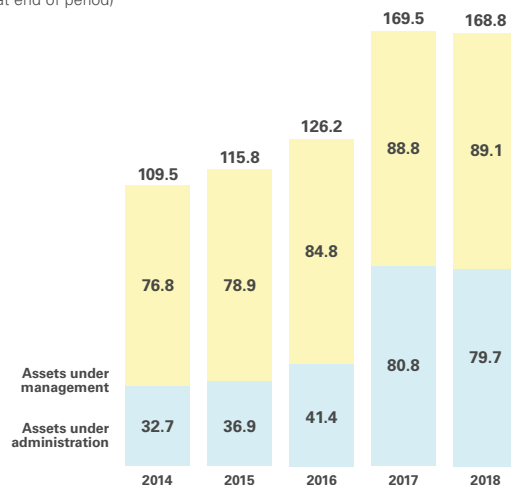
Net Income Attributed to Common Shareholders

(\$Million)



Assets Under Management & Administration

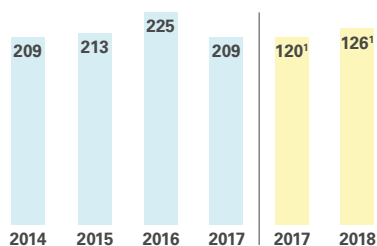
(\$Billion and at end of period)



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

Solvency Ratio

(% and at end of period)



¹ Value as at January 1, 2018, under the new capital regime

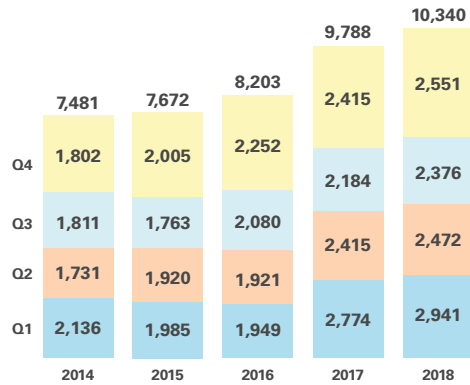
Share Information

(As at December 31, 2018)

- › **Ticker:** IAG (TSX)
- › **Share price for last 12 months (high/low/close):** \$62.01/\$41.32/\$43.57
- › **Market capitalization:** \$4.7 billion
- › **Dividend paid per common share:** \$0.415
- › **Shares repurchased and cancelled during the quarter :** 1,089,638
- › **Weighted average of outstanding shares diluted:** 109,811,121

Premiums, Premium Equivalents & Deposits

(\$Million)



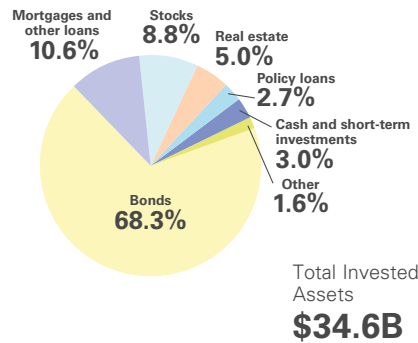
Notes: Columns do not always add up due to rounding differences.

In Q3-2018, an adjustment was made retroactively to Q1-2018 to include premium equivalents for the US P&C business following the acquisition of IA American Casualty Holdings Inc.

Quality of Investments

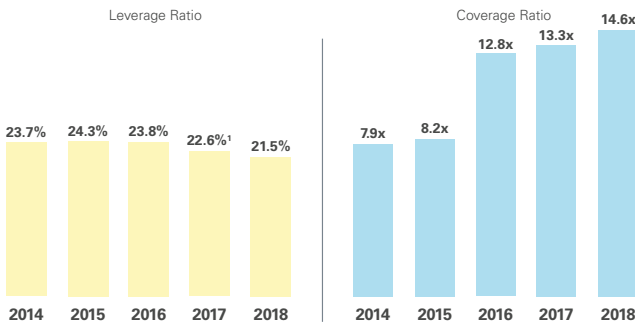
(As at December 31, 2018)

- Net impaired investments: 0.05% of total investments
- Bonds rated BB and lower: 0.78% of bond portfolio
- Mortgage loan delinquency rate: 0.09%
- Real estate occupancy rate: 95.0%



Debt Measures

(At end of period)



¹ In Q4-2018, the Company made an adjustment to the estimates used to establish income taxes payable in prior periods by decreasing the retained earnings as at January 1, 2017 by 58 \$

Calendar of Events

- March 28, 2019** NBF 17th Annual Financial Services Conference
- May 9, 2019** Annual meeting and 1st quarter 2019 financial results

- August 1, 2019** 2nd quarter 2019 financial results
- November 6, 2019** 3rd quarter 2019 financial results

Sales Growth

Line of business (\$Million)	Q4/2018	Q4/2017
Individual Insurance	47.3	52.8
Individual Wealth Management		
- General fund	104.8	83.7
- Segregated funds	460.0	451.9
- Mutual funds	481.8	559.7
Group Insurance		
- Employee Plans	7.2	7.2
- Dealer – Creditor Insurance, P&C and loan	240.7	210.2
- Special Markets Solutions	76.2	79.1
Group Savings and Retirement	438.3	334.7
US Operations (in USD)		
- Individual Insurance	21.4	17.5
- Dealer Services and P&C	79.3	—
General Insurance (auto and home)	68.5	64.2

Market Shares

Line of business	New Business ¹		In force ²	
	Rank	Market Share	Rank	Market Share
Individual Insurance	3rd	10.7%	4th	9.2%
Individual Wealth Management				
- Segregated funds	3rd	17.4%	3rd	12.5%
- Mutual funds	17th	1.2%	17th	1.3%
Group Insurance ³	8th	4.4%	6th	3.9%
Group Savings and Retirement	5th	7.1%	4th	4.3%

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 December 31, 2018)

S&P/TSX closing value	14,323
S&P/TSX level at which provisions for future policy benefits would have to be strengthened	11,500
S&P/TSX level at which the solvency ratio decreases to 110%	5,000
Full year impact on net income attributed to common shareholders of a sudden 10% decrease in stock markets	(\$30M)
Impact on net income attributed to common shareholders of a 10 bps decrease in the Initial Reinvestment Rate (IRR)	(\$10M)

Head Office

iA Financial Group
1080 Grande Allée West
Quebec City, QC G1S 1C7
Tel.: 418-684-5000
Toll-free: 1-800-463-6236

Transfer Agent

For questions regarding share accounts, dividends, changes of address and ownership and other related matters
Computershare Investor Services Inc.
Tel.: 514-982-7555
Toll-free: 1-877-684-5000
ia@computershare.com

Investor Relations

For analysts, portfolio managers and other investors requesting financial information
1080 Grande Allée West
PO Box 1907, Station Terminus
Quebec City, QC G1K 7M3
Tel.: 418-684-5000 ext. 105862
Toll-free: 1-800-463-6236 ext. 105862
Fax: 418-684-5192
ia.ca investors@ia.ca

Notice to readers: The information contained in this document is provided for general information purposes only and cannot be considered as constituting legal, tax, financial or professional advice. For more details on the financial results and inherent risks, refer to the complete financial documents published on our website (ia.ca) and on SEDAR (sedar.com).