

Company Profile

Responsible Choices

STRENGTH
GROWTH
AMBITION



iA Financial Group is one of the largest insurance and wealth management groups in Canada, with operations in the United States.

Founded in 1892, it is an important Canadian public company and is listed on the Toronto Stock Exchange under the ticker symbols IAG (common shares) and IAF (preferred shares).

OUR PURPOSE

For our clients to be confident and secure about their future.

OUR MISSION

To ensure the financial wellbeing of our clients by offering them personal insurance coverage and investment solutions to help them achieve their personal goals.

OUR AMBITION

To be the company that best meets client expectations, in partnership with our distributors.

OUR FIVE VALUES

Teamwork

1

High performance environment

2

Continuous improvement

3

Respect for individuals and distributors

4

Service-oriented

5

4 million +

clients

7,700 +

employees

25,000 +

representatives

\$197.5 billion

assets under management and administration

\$5.9 billion

market capitalization

SUSTAINABLE GROWTH

In Canada, iA Financial Group has four main lines of business: Individual Insurance and Individual Wealth Management, which address the needs of retail customers; and Group Insurance and Group Savings and Retirement, which address the needs of groups and businesses. A fifth line of business comprises the company's US Operations.

LINES OF BUSINESS

Individual Insurance

Individual Wealth Management

Group Insurance

Group Savings and Retirement

US Operations

QUEBEC
Subsidiary:
iA Auto and Home

DIVISIONS

> Employee Plans

> Dealer Services

> Special Markets Solutions

> Individual Insurance

> Dealer Services

Financial strength and shareholder return

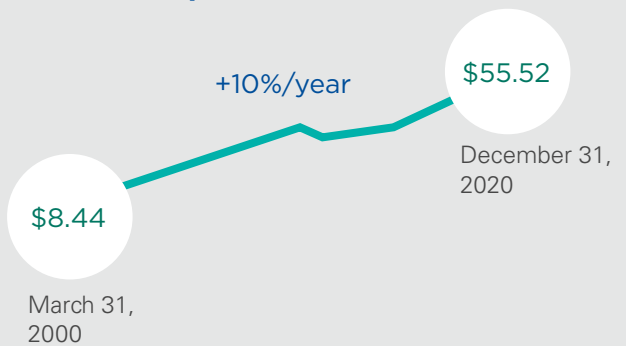
We have a solid balance sheet and a low debt ratio that provides us with great financial flexibility. Our capital position is robust and we manage our business with a long-term perspective, all of which supports our growth strategy. In addition, the company's solvency ratio finished well above the target range at 130%.

Since initial public offering on February 3, 2000, through December 31, 2020



iA Financial Group's strong 2020 performance translated into a 10% increase in book value per share and an 10% year-over-year increase in the dividend paid to common shareholders.

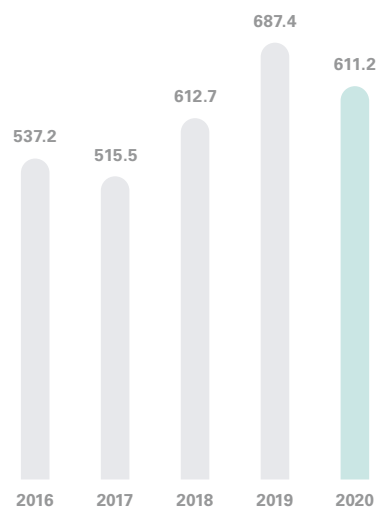
Book value per share



FINANCIAL HIGHLIGHTS

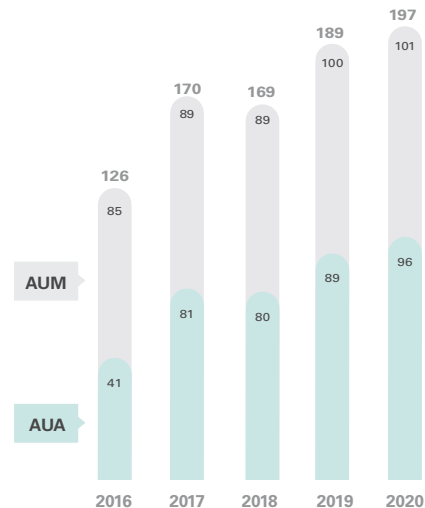
Net income attributed to common shareholders

(\$Million)



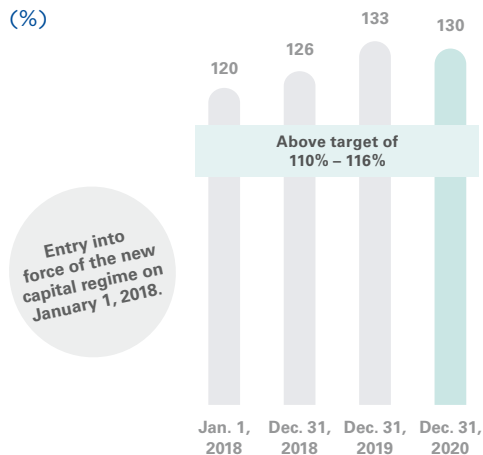
Assets under management (AUM) and administration (AUA)

(\$Billion)



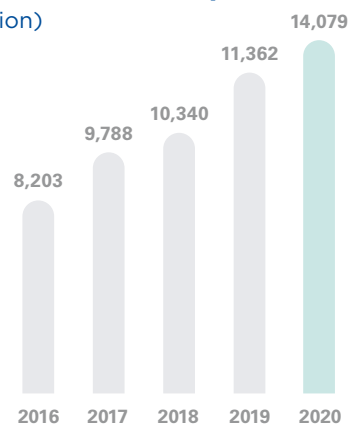
Solvency ratio

(%)



Net premiums, premium equivalents and deposits

(\$Billion)



Market share

(Canada)

Line of business	New business ¹		In force ²	
	Rank	Market share	Rank	Market share
Individual Insurance	4th	10.4 %	4th	9.3 %
Individual Wealth Management				
— Segregated funds	2nd	25.5 %	3rd	14.7 %
— Mutual funds	17th	—	19th	1.0 %
Group Insurance ³	6th	6.8 %	7th	3.7 %
Group Savings and Retirement	2nd	17.2 %	5th	4.5 %

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 Employee Groups Market of 50 to 1,000 employees

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

Credit ratings

(as at December 31, 2020)

iA Financial Corporation Inc.

Credit Agency	S&P	DBRS
Issuer rating	A	A (low)

Industrial Alliance

Insurance and Financial Services Inc.

Credit Agency	S&P	DBRS	A.M. Best
Financial strength	AA-	A (high)	A+ (Superior)

SUSTAINABLE DEVELOPMENT



ENVIRONMENTAL

- All GHG emissions that cannot be eliminated are calculated and offset
- Continuing projects and initiatives aimed at reducing GHG emissions at the source
- Over 50% of our forty plus properties in Canada are BOMBA BEST or LEED certified



SOCIAL

- Extensive donation program equivalent to \$850/employee
- Annual Canada-wide philanthropic contest
- Offering a suite of socially responsible mutual funds and portfolio solutions



GOVERNANCE

- Best governance practices
- Solid diversity and inclusion program adopting in early 2019 a *Board Diversity Policy*
- Signatory of United Nations Principles for Responsible Investment (PRI)



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INVESTED IN YOU.

iA Financial Group is a business name and trademark of **iA Financial Corporation Inc.** and **Industrial Alliance Insurance and Financial Services Inc.**

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