

SUSTAINABLE GROWTH



**2018
Annual
Report**

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8 President and Chief Executive Officer's Report



iA Financial Group has built an enviable reputation with investors for its solid results.

Denis Ricard
President and
Chief Executive Officer

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Financial Highlights (Consolidated Financial Data)

Years ended December 31 (In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Profitability			
Net income attributed to common shareholders	612.7	515.5	19%
Earnings per common share (diluted)	\$5.59	\$4.81	\$0.78
Return on common shareholders' equity	12.5%	11.4%	110 bps
Business Growth			
Net premiums, premium equivalents and deposits by line of business			
Individual Insurance	1,554.4	1,492.5	4%
Individual Wealth Management	4,526.4	4,565.3	(1%)
Group Insurance	1,789.1	1,621.4	10%
Group Savings and Retirement	1,642.0	1,518.9	8%
US Operations			
Individual Insurance	347.9	309.8	12%
Dealer Services - P&C	185.8	---	---
General Insurance	294.5	280.5	5%
Total	10,340.1	9,788.4	6%
Sales by line of business			
Individual Insurance	190.8	194.0	(2%)
Individual Wealth Management			
General fund	400.6	316.5	27%
Segregated funds	1,987.9	1,883.4	6%
Mutual funds	2,137.9	2,365.4	(10%)
Total	4,526.4	4,565.3	(1%)
Group Insurance			
Employee Plans	92.5	107.3	(14%)
Dealer Services - Creditor Insurance	374.2	401.4	(7%)
Dealer Services - P&C	242.2	233.4	4%
Special Markets Solutions	255.6	231.2	11%
Total	964.5	973.3	(1%)
Group Savings and Retirement	1,666.9	1,545.1	8%
US Operations			
Individual Insurance	105.2	94.5	11%
Dealer Services - P&C	485.9	---	---
Assets under management and administration			
Assets under management	89,094.0	88,752.7	---
Assets under administration	79,677.5	80,787.1	(1%)
Total	168,771.5	169,539.8	---
Financial Position (as at December 31)			
Book value per common share	\$47.40	\$43.65	9%
Equity and debentures	6,619.5	6,074.4	9%
Solvency ratio	126%	120%	600 bps
Debt ratios			
Debentures/capital structure	13.6%	16.4%	(280 bps)
Debentures and preferred shares/capital structure	21.5%	22.6%	(110 bps)
Quality of Investments (as at December 31)			
Net impaired investments as a % of investment portfolio	0.05%	0.07%	(2 bps)
Bonds: BB and lower as a % of the portfolio	0.78%	0.99%	(21 bps)
Mortgages: delinquency rate	0.09%	0.34%	(25 bps)
Investment properties: occupancy rate	95.0%	93.0%	200 bps
Share Information (as at December 31)			
Number of common shares outstanding (in millions)	108.6	106.8	2%
Weighted average number of common shares - diluted (in millions)	109.6	107.3	2%
Share price	\$43.57	\$59.82	(27%)
Market capitalization	4,730.6	6,386.2	(26%)
Human Resources			
Number of employees	6,877	6,115	762

FINANCIAL GROUP

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 one of Canada's largest public companies and is listed on the Toronto Stock Exchange under the ticker symbols IAG (common shares) and IAF (preferred shares).

iA Financial Group serves over four million clients, employs more than 6,800 people and is backed by a network of some 25,000 advisors.

Our new company structure

gives us more flexibility to execute our growth strategy. Our new holding company created on January 1, 2019, iA Financial Corporation Inc., will better serve our ambitions and the changing needs of our multi-faceted financial services organization.

About us

Our mission

is 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

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

Our purpose

is for our clients to be confident and secure about their future.

Our values

that guide us in action are:

- Teamwork
- High-performance environment
- Continuous improvement
- Respect for individuals and distributors
- Service oriented



SUSTAINABLE DEVELOPMENT

Our commitments

and achievements in sustainable development demonstrate our strong will to make environmental, social and governance criteria an integral concern in our activities.

Our seven guidelines

for the company's strategy and actions in sustainable development are:

- 1 Ensure the financial wellbeing of our clients
- 2 Effectively manage risks
- 3 Follow high standards of governance
- 4 Actively contribute to our communities
- 5 Manage environmental impact
- 6 Create a rewarding work environment
- 7 Practice responsible sourcing

Our policy

on sustainable development was adopted by the Board of Directors at the beginning of 2018, setting out a code of reference in sustainability and defining our guidelines in this area.

Our adherence

to the United Nations Principles for Responsible Investment (UN PRI) through our iA Investment Management (iAIM) subsidiary at the beginning of 2019 shows our commitment to incorporate environmental, social and governance (ESG) factors into our investment decisions.



To learn about all of our sustainable development commitments and achievements, refer to our *Sustainability Report* available at:

**[ia.ca/About iA/
Sustainable development](http://ia.ca/About%20iA/Sustainable%20development)**



CONTINUED GROWTH

Our goal for earnings growth

was reaffirmed at our Investor Day in June 2018. Backed by our financial strength and continued growth, we announced our target of at least 10% average annual growth in earnings per share (EPS) until new accounting standards come into effect in 2022. Our EPS guidance for 2019 is in line with this target.

Our growth through acquisitions

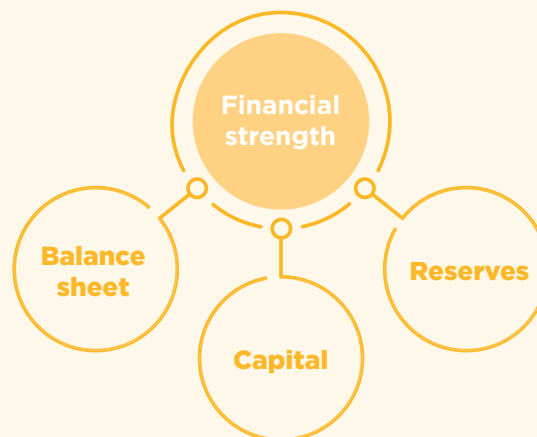
remains a priority to further expand our businesses in the United States and our distribution capacity in Canada.

Our digital development

is at the heart of our priorities to enhance advisor and client experience and increase our overall efficiency.

Our financial strength

gives us the means to achieve our ambitions. Our balance sheet is solid and our debt ratio is relatively low. We remain committed to manage our operations with a long-term perspective.



VALUE CREATION

Our sound management

continues to be felt through the growth of our earnings per share, our book value and the price of the IAG share, as shown in the two graphs below.

IAG share price and book value

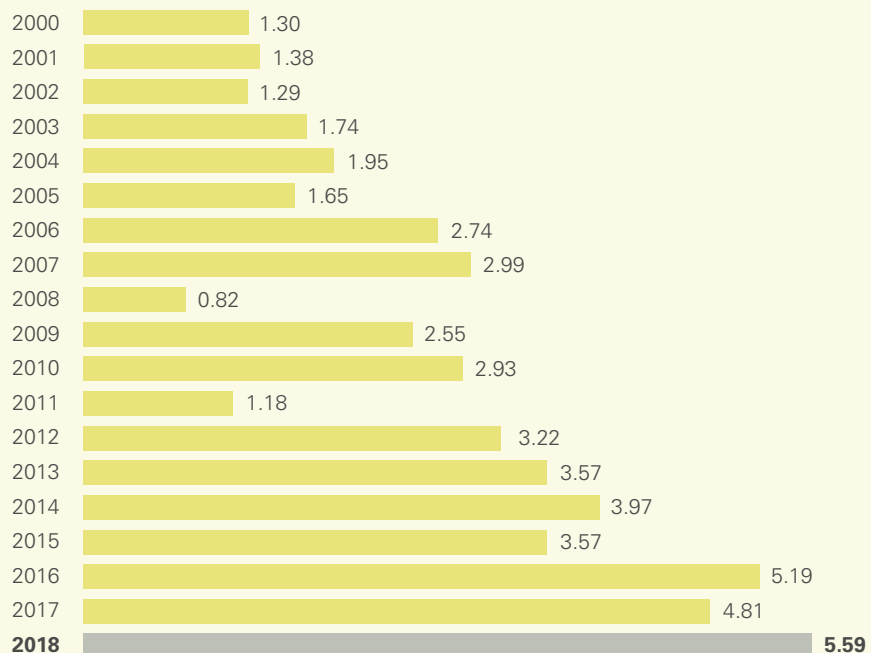


¹ Industrial Alliance became a public company on February 3, 2000. The IAG share began trading on the Toronto Stock Exchange at a price of \$7.88 taking into account the two-for-one split of the Company's common shares on May 16, 2005.

² As at March 31, 2000 (first disclosure as a public company) (\$9.36 as at December 31, 2000)

³ As at December 31, 2018

Earnings per share (\$)





Message from the Chair of the Board

Jacques Martin

B.Comm., LL.B., MBA, IDP-C

Chair of the Board

We are enthusiastic about the future and confident about the challenges ahead.

It is with honour and humility that I have accepted the position of Chair of the Board of Directors of Industrial Alliance Insurance and Financial Services Inc. (iA Insurance) as of September 6, 2018, and of iA Financial Corporation Inc. as of January 1, 2019. iA Financial Group now comprises both of these major companies.

Effective January 1, 2019, iA Financial Corporation Inc. became the parent company of iA Financial Group, including Industrial Alliance Insurance and Financial Services Inc. (iA Insurance), and the members of the boards of iA Insurance and iA Financial Corporation Inc. are the same. The creation of this new holding company was previously approved by common shareholders at the annual and special meeting held on May 10, 2018.

This new legal structure is adapted to the current scale of iA Financial Group's operations and will provide more financial flexibility to pursue the Company's growth and diversification strategy.

Change in continuity

I would like to pay tribute to Yvon Charest and the exceptional legacy he built during his time as President and Chief Executive Officer of iA Financial Group.

I congratulate Denis Ricard for his well-deserved appointment as President and Chief Executive Officer of iA Financial Group. An actuary by training, Denis Ricard began his career at iA Financial Group in 1985. Over the last 33 years, he has assumed positions of increasing responsibility that allowed him to gain a well-rounded perspective on the organization.

We are enthusiastic about the future and confident about the challenges ahead.

Solid financial results

The Board of Directors is pleased at the strength of the fundamentals supporting the Company's operations demonstrated in the 2018 financial results. All lines of business actively pursued their business strategies with the common goal of growing earnings per share.

The Company's financial strength is backed by three fundamental components: well-positioned reserves, a solid and flexible balance sheet and a high solvency ratio.

For further commentary on the financial results, please refer to the President and Chief Executive Officer's Report.

About the Board

I would like to thank Jocelyne Bourgon who preceded me as Chair of the iA Financial Group Board of Directors.

She guided the Board through a pivotal period which included the departure of Yvon Charest after 18 years as President and Chief Executive Officer and the harmonious transition leading to the appointment of Denis Ricard as of September 1, 2018.

During 2018, two directors informed us of their decision not to seek another term, those being Robert Coallier and Michael Hanley. In addition, in accordance with our Board renewal policy, Mary C. Ritchie will not seek another term after 15 years as a director with the Company. On behalf of myself and the Board, I thank them for their dedication and valuable contribution to the Company's Board of Directors.

Two new director nominees will be proposed for election by shareholders and participating policyholders at the annual meeting to be held Thursday, May 9, 2019. They are Monique Mercier and Benoît Daignault.

Monique Mercier has held various executive positions with TELUS. From 2014 until her retirement in January 2019, she was Executive Vice-President, Corporate Affairs and Chief Legal and Governance Officer. She began her career as a tax lawyer at Stikeman Elliott in 1984. She then worked at BCE and Bell Canada International before joining Emergis in 1999, which was acquired by TELUS in 2008.

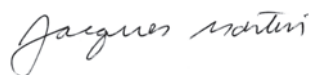
In 2015, Monique Mercier was inducted into the Hall of Fame of the Women's Executive Network Top 100 Most Powerful Women in Canada. In 2002, she was honoured with the Queen Elizabeth II Golden Jubilee Medal as a Canadian businesswoman who has made exemplary contributions to Canada as a whole. Ms. Mercier serves on the Board of Trustees of the Legal Leaders for Diversity Trust Fund, and she sits on the boards of directors of the Canadian Cancer Research Society and the Bank of Canada.

Benoît Daignault is a corporate director. He was President and Chief Executive Officer of EDC between February 2014 and February 2019. Prior to that, he served as Senior Vice-President, Financing and Investments after serving as Senior Vice-President, Business Development.

Before joining EDC in 2004, Benoît Daignault spent more than 10 years with General Electric Capital, where he held increasingly senior positions in both Canada and the United States. Mr. Daignault has a Baccalaureate in Business Administration from HEC Montreal and is a CFA charterholder. He completed the Proteus program of the London Business School and the Senior Executive Program of Columbia University. He currently serves on the board of directors of the Conference Board of Canada.

During 2018, the iA Financial Group Board of Directors met eleven times and the Board's various committees held a total of thirty-two meetings. The participation rate was 95% in Board meetings and 94% in Board committee meetings.

In closing, I would like to sincerely thank the executive team and all iA Financial Group employees for their outstanding work throughout the year.



Chair of the Board

The Board of Directors is pleased
at the strength of the fundamentals
supporting the Company's
operations demonstrated
in the 2018 financial results.



President and Chief Executive Officer's Report

Denis Ricard
FSA, FCIA

President and
Chief Executive Officer

iA Financial Group has built an enviable reputation with investors for its solid results.

Since September 1, 2018, I have held the honour of being President and Chief Executive Officer of iA Financial Group. I have inherited a company in excellent health from my predecessor.

I would like to pay tribute to Yvon Charest who retired during the year and highlight the exceptional legacy he has left us. Under his leadership, iA Financial Group rose to become one of Canada's largest financial services companies with an unparalleled reputation.

We will remain committed to the qualities that have allowed us to achieve this high level of excellence while continuing to focus on new development strategies.

Acquisitions have and will continue to be a key component for growth.

In 2018, we acquired the shares of privately-owned, US-based Dealers Assurance Company and Southwest Reinsure (collectively "DAC") in the automotive warranty industry. We also acquired PPI Management, a leading Canadian insurance marketing organization, and ABEX Brokerage Services, a Western Canadian insurance brokerage firm.

iA Financial Group has built an enviable reputation with investors for its solid results. For every dollar invested in 2000, investors have gotten a total return of 453% to date.

We will continue making every effort to carry these results into the future.

Primary development strategies

When I arrived as President and CEO, I identified five main development strategies for the coming years:

- Maintain solid business growth
- Continually safeguard our strong financial position
- Continue to focus on distribution as a business, our major strength

- Reshape the advisor and client experience through digital
- Focus employee development on mobility and a culture of long-term engagement

We put clients at the centre of our actions. Today, this means that as a company we must make interactions easier for consumers and go at their speed, when they want and how they want. We must also simplify the work of our advisors and employees, who are at the heart of the client experience.

Technology is the driver of this change. It is profoundly impacting the world as we know it and the way we do business.

I can confidently say that we are on the right track.

About three years ago, we started a major digital transformation in every department and team. This transformation included the arrival of three new members on our Board of Directors who are or have been very close to this reality during their careers: Louis Tétu, President and CEO of Coveo, an artificial intelligence search applications company; Nicolas Darveau-Garneau, Chief Strategist at Google Search; and Marc Poulin, a corporate director and former senior-level manager in the Canadian food industry, which has undergone a major shift in client experience and digital technology.

In August 2018, we announced the appointment of Pierre Miron as Executive Vice-President, Information Technology. A member of the iA Planning Committee, this senior manager is mainly responsible for the development and implementation of our technology and global infrastructure strategy to support our growth.

Holding company

2018 was also marked by our efforts to create a holding company for the group. As of January 1, 2019, Industrial Alliance Insurance and Financial Services Inc. became a subsidiary of the new holding company, iA Financial Corporation Inc.

We are confident that this new structure will better serve the changing needs of our organization as it evolves. Since becoming public in 2000, we have grown our wealth management business, expanded our operations across Canada and in the United States and become a true multi-faceted financial services organization.

It is our ambition to continue growing and diversifying our business, and we believe this new structure will be beneficial from a value creation standpoint.

Business growth

In 2018, our business growth was strong.

2018 sales in individual insurance generally outperformed the industry, and we continue to maintain a solid market share.

Our individual wealth management operations stayed the course with gross sales of over \$4.4 billion despite difficult market conditions. This includes record segregated fund sales, which have kept us in first place for net sales in Canada.

Gross sales continued to be good in mutual funds. With the completion of the HollisWealth integration, we are now focused on optimizing our affiliated distribution networks.

Turning to our car dealer services, our car loans are still gaining momentum with growth of 46% during the year. The rest of our dealer services, that is creditor insurance and extended warranties, continue to maintain a leading market position.

Our special markets solutions continued to grow in 2018 with an 11% increase in sales.

As for employee plans, which is a little more volatile, sales were slightly lower than last year but total premiums were up 14%.

In group savings and retirement, the top line showed good growth for the year with an increase in new sales, premiums, deposits and assets.

In the United States, insurance sales continued to show good momentum with growth of 11% in 2018, and the car dealer business exceeded expectations.

Financial strength

For the year in 2018, net income attributed to common shareholders increased by 19% to \$612.7 million and earnings per share (EPS) were also significantly up, increasing 16%.

In terms of capitalization, our solvency ratio finished the year well above our target. We are also pleased to announce that we received regulatory recognition for our segregated fund hedging program, which not only improves our capital position, but also further reduces the sensitivity of our solvency ratio to the macroeconomic environment.

Our balance sheet remains flexible and solid with a low debt ratio, and our capital position has never been better given our current solvency ratio and its low sensitivity.

These results are confidence inspiring and our quarterly dividend has been increased. The total dividend paid in 2018 was 11% higher than in 2017.

We also initiated a Normal Course Issuer Bid for the redemption of common shares. In the fourth quarter, we put nearly \$50 million toward the buyback and cancellation of a little over 1% of our common shares. This will continue to be a component of our capital allocation this year in the absence of other significant deployment opportunities.

Lastly, we have introduced our 2019 EPS guidance of \$5.75 to \$6.15, which represents an increase of 10% over last year's guidance at the midpoint.

Sustainable growth

We believe that sustainable growth is putting in place the conditions required to help our clients ensure their financial security, support our distribution partners, offer high-quality jobs, minimize our environmental impact, maximize our support for communities, follow strict governance standards and provide good returns for our shareholders.

This is what we strive to do every day, backed by the commitment and drive of our more than 6,800 employees, who I sincerely thank for their outstanding contribution.



President and
Chief Executive Officer

Planning Committee



Denis Ricard
FSA, FCIA

President and
Chief Executive Officer

Martin Bélanger

Senior Vice-President
Group Benefits, Group
Savings and Retirement and
Special Markets Solutions

Jean-François Boulet
B.I.R., Fellow CHRP

Senior Vice-President
Client and Employee
Experience

Renée Laflamme
FCPA, FCA, CFA

Executive Vice-President
Individual Insurance,
Savings and Retirement



Pierre Miron

Executive Vice-President
Information Technology

Carl Mustos
MBA

Executive Vice-President
Wealth Management

Sean O'Brien

Senior Vice-President
Dealer Services

Normand Pépin
FSA, FCIA, ICD.D

Executive Vice-President and
Assistant to the President



Jacques Potvin
FSA, FCIA

Executive Vice-President,
CFO and Chief Actuary

Michael L. Stickney
FSA, FCIA, MBA

Executive Vice-President
U.S. Development

Michel Tremblay
FSA, FCIA, CFA

Executive Vice-President and
Chief Investment Officer

Legal Constitution and General Information

Industrial Alliance Insurance and Financial Services Inc. (“iA Insurance”) is a stock insurance company constituted under the *Act respecting insurance* (Québec). It is listed on the Toronto Stock Exchange and governed by the *Act respecting Industrial-Alliance Life Insurance Company* (Québec) (the “1999 Private Bill”), as amended by the *Act to amend the Act respecting Industrial-Alliance Life Insurance Company* (Québec) (the “2018 Private Bill”, collectively with the 1999 Private Bill, the “Private Bill”) and by the *Business Corporations Act* (Québec). iA Insurance and its subsidiaries are authorized by the appropriate regulatory authorities to operate in all provinces and territories of Canada, and most of the United States. iA Insurance is also an issuer subject to the various securities laws in effect in the provinces of Canada.

Effective January 1, 2019, iA Insurance is a subsidiary all of whose common shares are held by iA Financial Corporation Inc. (“iA Financial Corporation”), a holding company that comprises all the group’s activities. Under the terms of a plan of arrangement (the “arrangement”), all the common shares of iA Insurance outstanding at January 1, 2019 have been exchanged for newly issued common shares of iA Financial Corporation, the new holding company, on a one for one basis. Issued and outstanding series of preferred shares and debentures remain issued by iA Insurance and have been guaranteed by iA Financial Corporation in accordance with the terms of the arrangement. iA Financial Corporation is a “successor issuer” of iA Insurance as defined in securities regulations with respect to the common shares previously issued by iA Insurance. Following the arrangement, iA Insurance remains a “reporting issuer” as defined in securities regulations.

In February 2000, iA Insurance became a public company governed under the 1999 Private Bill. The 1999 Private Bill was enacted by the Quebec National Assembly on November 26, 1999, and its amendment, the 2018 Private Bill, was enacted on June 15, 2018. The Private Bill prohibits any person and his/her affiliates from acquiring, either directly or indirectly, voting shares of iA Financial Corporation if the acquisition results in the person and his/her affiliates holding 10% or more of the voting rights related to the shares. The Private Bill further provides that in the event that an acquisition is made in contravention of the foregoing, an individual on behalf of whom the shares are acquired cannot exercise the voting rights attached to the aggregate of his/her shares for as long as they are in contravention of this provision. In addition, under this Private Bill, iA Financial Corporation must directly or indirectly hold 100% of the common shares of iA Insurance.

To simplify the reading of this report, iA Insurance and iA Financial Corporation are often presented in a generic form (“the Company”), or the business form (“iA Financial Group”).

Please note that regardless of how iA Insurance and iA Financial Corporation are referred to in this report (legal name, generic form, abbreviated name or business name), unless otherwise indicated, all results and operations of iA Insurance and its subsidiaries presented on a consolidated basis in this report also constitute the consolidated results of iA Financial Corporation.

Unless otherwise indicated, all information presented in the Management’s Discussion and Analysis is established as at December 31, 2018, or for the period ended on that date.

Unless otherwise indicated, all amounts that appear in the Management’s Discussion and Analysis are denominated in Canadian dollars. The financial information is presented in accordance with International Financial Reporting Standards (IFRS), as they apply to life insurance companies in Canada, and with the accounting requirements prescribed by the regulatory authorities.

The Management’s Discussion and Analysis is dated February 14, 2019.

Non-IFRS Financial Measures

iA Financial Group reports its financial results and statements in accordance with International Financial Reporting Standards (IFRS). It also publishes certain financial measures that are not based on IFRS (non-IFRS). A financial measure is considered a non-IFRS measure for Canadian securities law purposes if it is presented other than in accordance with the generally accepted accounting principles used for the Company’s audited financial statements. These non-IFRS financial measures are often accompanied by and reconciled with IFRS financial measures. For certain non-IFRS financial measures, there are no directly comparable amounts under IFRS. The Company believes that these non-IFRS financial measures provide additional information to better understand the Company’s financial results and assess its growth and earnings potential, and that they facilitate comparison of the quarterly and full-year results of the Company’s ongoing operations. Since non-IFRS financial measures do not have standardized definitions and meaning, they may differ from the non-IFRS financial measures used by other institutions and should not be viewed as an alternative to measures of financial performance determined in accordance with IFRS. The Company strongly encourages investors to review its financial statements and other publicly-filed reports in their entirety and not to rely on any single financial measure.

Non-IFRS financial measures published by the Company include, but are not limited to: return on common shareholders’ equity (ROE), core earnings per common share (core EPS), core return on common shareholders’ equity (core ROE), sales, net sales, assets under management (AUM), assets under administration (AUA), premium equivalents, deposits, sources of earnings measures (expected profit on in-force, experience gains and losses, strain on sales, changes in assumptions, management actions and income on capital), capital, solvency ratio, interest rate and equity market sensitivities, loan originations, finance receivables and average credit loss rate on car loans.

The analysis of profitability according to the sources of earnings presents sources of income in compliance with the guideline issued by the Office of the Superintendent of Financial Institutions and developed in co-operation with the Canadian Institute of Actuaries. This analysis is intended to be a supplement to the disclosure required by IFRS and to facilitate the understanding of the Company’s financial position by both existing and prospective stakeholders to better form a view as to the quality, potential volatility and sustainability of earnings. It provides an analysis of the difference between actual income and the income that would have been reported had all assumptions at the start of the reporting period materialized during the reporting period. It sets out the following measures: expected profit on in-force business (representing the portion of the consolidated net income on business in force at the start of the reporting period that was expected to be realized based on the achievement of best-estimate assumptions); experience gains and losses (representing gains and losses that are due to differences between the actual experience during the reporting period and the best-estimate assumptions at the start of the reporting period); new business strain (representing the point-of-sale impact on net income of writing new business during the period); changes in assumptions, management actions and income on capital (representing the net income earned on the Company’s surplus funds).

Sales is a non-IFRS measure used to assess the Company’s ability to generate new business. They are defined as fund entries on new business written during the period. Net premiums, which are part of the revenues presented in the financial statements, include both fund entries from new business written and in-force contracts. Assets under management and administration is a non-IFRS measure used to assess the Company’s ability

to generate fees, particularly for investment funds and funds under administration. An analysis of revenues by sector is presented in the Profitability section of this report.

Core earnings per common share is a non-IFRS measure used to better understand the capacity of the Company to generate sustainable earnings.

Management's estimate of core earnings per common share excludes: 1) specific items, including but not limited to year-end assumption changes and unusual income tax gains and losses; 2) market gains and losses related to universal life policies, investment funds (MERs) and the dynamic hedging program for segregated fund guarantees; 3) gains and losses in excess of \$0.04 per share, on a quarterly basis, for strain on Individual Insurance sales, for policyholder experience by business segment (Individual Insurance, Individual Wealth Management, Group Insurance, Group Savings and Retirement, US Operations and iA Auto and Home Insurance), for usual income tax gains and losses and for investment income on capital.

Forward-Looking Statements

This Management's Discussion and Analysis may contain statements relating to strategies used by iA Financial Group or statements that are predictive in nature, that depend upon or refer to future events or conditions, or that include words such as "may," "could," "should," "would," "suspect," "expect," "anticipate," "intend," "plan," "believe," "estimate," and "continue" (or the negative thereof), as well as words such as "objective" or "goal" or other similar words or expressions. Such statements constitute forward-looking statements within the meaning of securities laws. Forward-looking statements include, but are not limited to, information concerning the Company's possible or assumed future operating results. These statements are not historical facts; they represent only the Company's expectations, estimates and projections regarding future events.

Although iA Financial Group believes that the expectations reflected in such forward-looking statements are reasonable, such statements involve risks and uncertainties, and undue reliance should not be placed on such statements. Certain material factors or assumptions are applied in making forward-looking statements, and actual results may differ materially from those expressed or implied in such statements. Factors that could cause actual results to differ materially from expectations include, but are not limited to: general business and economic conditions; level of competition and consolidation; changes in laws and regulations including tax laws; liquidity of iA Financial Group including the availability of financing to meet existing financial commitments on their expected maturity dates when required; accuracy of information received from counterparties and the ability of counterparties to meet their obligations; accuracy of accounting policies and actuarial methods used by iA Financial Group; insurance risks including mortality, morbidity, longevity and policyholder behaviour including the occurrence of natural or man-made disasters, pandemic diseases and acts of terrorism.

Additional information about the material factors that could cause actual results to differ materially from expectations and about material factors or assumptions applied in making forward-looking statements may be found in the Risk Management section of this Management's Discussion and Analysis and in the Management of Risks Associated with Financial Instruments note to iA Financial Group's consolidated financial statements, and elsewhere in iA Financial Group's filings with Canadian securities regulators, which are available for review at sedar.com.

The forward-looking statements in this Management's Discussion and Analysis reflect the Company's expectations as of the date of this document. iA Financial Group does not undertake to update or release any revisions to these forward-looking statements to reflect events or circumstances after the date of this document or to reflect the occurrence of unanticipated events, except as required by law.

Documents Related to the Financial Results

All documents related to the financial results of iA Financial Group are available on the Company's website at ia.ca, under *About iA*, in the *Investor Relations* section. More information about the Company can be found on the SEDAR website at sedar.com, as well as in the Company's Annual Information Form, which can be found on the Company website or the SEDAR website.

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Highlights

iA Financial Group had a strong year in 2018. Net income to common shareholders was up 19%, earnings per share (EPS) was at the top of guidance and business growth was solid.

In 2018, Denis Ricard became President and Chief Executive Officer, succeeding Yvon Charest who retired during the year. The Company held an Investor Day where it reconfirmed its goal of growing EPS by an average of at least 10% annually through the effective date of IFRS-17, now postponed to 2022. The Company also acquired PPI Management Inc., helping to further expand its sizable Canadian distribution network, and integrated its recently acquired U.S. dealer services business (DAC).

The Company finished the year with a solvency ratio well above the target range. Its investment portfolio continued to be of excellent quality and book value per share increased 9%. The Company also issued common and preferred shares and redeemed debentures for net proceeds of approximately \$200 million. Organic generation of capital was also good, allowing the Company to increase the dividend paid to common shareholders by 11% in 2018 and initiate a Normal Course Issuer Bid in November.

Creation of Holding Company

Industrial Alliance Insurance and Financial Services Inc. has become a subsidiary of iA Financial Corporation Inc. effective January 1, 2019, as per the plan of arrangement described in the 2018 Circular and approved by common shareholders at the annual general meeting held on May 10, 2018. Under this arrangement, iA Financial Corporation Inc. becomes the successor issuer and the financial results of Industrial Alliance Insurance and Financial Services Inc. for the year ended December 31, 2018 constitute the results of iA Financial Corporation Inc. (See the Notice at the beginning of this Management's Discussion and Analysis for more information about the legal constitution of iA Financial Group.)

Profitability

Net income attributed to common shareholders amounted to \$612.7 million in 2018 compared to \$515.5 million the year before. Diluted EPS was \$5.59, reaching the top of guidance of \$5.20 to \$5.60 per share. Refer to the Profitability section of this Management's Discussion and Analysis for more information on the Company's profitability in 2018.

Profitability

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Net income attributed to common shareholders	612.7	515.5	19%
Earnings per common share (EPS) (diluted)	\$5.59	\$4.81	16%

Business Growth

Premiums and deposits of \$10.3 billion were up 6% compared to 2017. Assets under management and administration were relatively stable at \$169 billion at December 31, their growth having been slowed by the decline in equity markets. Sales growth was notably strong in segregated funds, the Dealer Services and Special Markets Solutions divisions, Group Savings and Retirement, and both U.S. divisions. Refer to the sections that follow for more information on business growth by line of business.

Assets Under Management and Administration

As at December 31			
(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Assets under management	89,094.0	88,752.7	1%
Assets under administration	79,677.5	80,787.1	(1%)
Total	168,771.5	169,539.8	---

Premiums and Deposits¹

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Individual Insurance	1,554.4	1,492.5	4%
Individual Wealth Management	4,526.4	4,565.3	(1%)
Group Insurance	1,789.1	1,621.4	10%
Group Savings and Retirement	1,642.0	1,518.9	8%
US Operations ²	533.7	309.8	72%
General Insurance	294.5	280.5	5%
Total	10,340.1	9,788.4	6%

Sales by Line of Business³

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Individual Insurance			
Minimum premiums	173.7	170.2	2%
Excess premiums	17.1	23.8	(28%)
Total	190.8	194.0	(2%)
Individual Wealth Management			
General fund	400.6	316.5	27%
Segregated funds	1,987.9	1,883.4	6%
Mutual funds	2,137.9	2,365.4	(10%)
Total	4,526.4	4,565.3	(1%)
Group Insurance			
Employee Plans	92.5	107.3	(14%)
Dealer Services ⁴	962.9	913.4	5%
Special Markets Solutions	255.6	231.2	11%
Total	1,311.0	1,251.9	5%
Group Savings and Retirement	1,666.9	1,545.1	8%
US Operations²			
Individual Insurance	81.2	72.9	11%
Dealer Services	375.1	---	---
iA Auto and Home	322.8	308.8	5%

¹ Premiums and deposits include all premiums collected by the Company for its insurance and annuity activities (and posted to the Company's general fund), all amounts collected for segregated funds (which are also considered to be premiums), deposits from the Group Insurance and Group Savings and Retirement sectors and mutual fund deposits.

² As of first quarter 2018, the Company began presenting its US Operations as a separate line of business.

³ Refer to the sections on the Company's different business lines for a definition of sales.

⁴ Includes creditor insurance, P&C products and car loan originations

Financial Strength

In 2018, a new capital regime took effect with a favourable impact for the Company. Organic capital growth was also strong during the year and the Company received credit for its segregated fund hedging program.

The solvency ratio¹ was 126% at December 31, 2018, compared to 120% a year earlier, putting it well above the Company's defined target range. At the end of 2018, the Company's capital totalled over \$6.6 billion with equity and participating policyholders' accounts representing 86% of total capital.

The coverage ratio¹, which is calculated by dividing the earnings for the last twelve months (before taxes and financing expenses) by the financing expenses, improved in 2018 and ended the year relatively high at 14.6x. The debt ratio including debentures and preferred shares dropped slightly to 21.5% at December 31, 2018.

In November 2018, the Company initiated a Normal Course Issuer Bid under which over 1% of its outstanding common shares were redeemed before the end of the year.

For detailed comments on financial strength, refer to the Financial Position section of this Management's Discussion and Analysis.

Dividends

In August 2018, iA Financial Group increased its quarterly dividend per common share from \$0.3800 to \$0.4150. As a result, the dividend for 2018 totalled \$1.59 per common share, compared to \$1.43 per common share in 2017, an increase of 11%. The dividend payout ratio was 28% for the year, which is close to the midpoint of the 25% to 35% target range given as guidance at the beginning of 2018.

Quality of Investments

The Company's investment portfolio continued to be of excellent quality in 2018. At December 31, 2018, as presented in the table below, the proportion of net impaired investments decreased slightly and continued to be relatively low at 0.05% of total investments, bonds rated BB and lower accounted for just 0.78% of the bond portfolio, the delinquency rate on mortgages decreased considerably to 0.09% and the occupancy rate of the real estate portfolio increased to 95.0%.

Investment Quality Indices

(In millions of dollars, unless otherwise indicated)	As at December 31	
	2018	2017
Net impaired investments	15.9	23.4
Net impaired investments as a % of total investments	0.05%	0.07%
Bonds – Proportion rated BB and lower	0.78%	0.99%
Mortgages – Delinquency rate	0.09%	0.34%
Investment properties – Occupancy rate	95.0%	93.0%

Sensitivity Analysis²

The analysis of the Company's sensitivity to macroeconomic changes was updated at the end of 2018. The main results are shown in the table below and explanations regarding the results of this analysis are provided under "Market Risk" in the Risk Management section of this Management's Discussion and Analysis.

Sensitivity Analysis

(In millions of dollars, unless otherwise indicated)	As at December 31	
	2018	2017
Drop in the S&P/TSX ³ index requiring a strengthening of the provisions for future policy benefits for stocks matched to long-term liabilities	20%	30%
Drop in the S&P/TSX ² index that would decrease the solvency ratio to 110%	65%	n.a.
Drop in the S&P/TSX ² index that would decrease the solvency ratio to 100%	87%	n.a.
Impact on net income of a sudden 10% drop in the stock markets (impact for a full year)	(30)	(32)
Impact on net income of a 10 basis point decrease in the initial reinvestment rate (IRR)	(10)	(18)
Impact on net income of a 10 basis point decrease in the ultimate reinvestment rate (URR)	(66)	(71)

Acquisitions, Dispositions and Structure of Businesses

On January 23, 2018, the Company acquired, through its U.S. subsidiary, privately-owned, U.S.-based IA American Casualty Holdings Inc. (formerly Helios Financial Holdings Corp.), which owns 100% of the shares of Dealers Assurance Company and Southwest Reinsure Inc. (collectively "DAC"). The goal of this acquisition was to expand the Company's dealer services offering to the United States.

During the year, the Company acquired insurance brokerage firms as well. In particular, on February 26, 2018, the Company completed the acquisition of PPI Management Inc., a Canadian insurance product marketing and distribution firm acting as managing general agent. Then, on April 10, the Company acquired ABEX National Brokerage, an insurance brokerage firm in Western Canada.

For more information on acquisitions, refer to note 4 of the Company's consolidated financial statements.

On February 5, 2018, the Company announced a plan to create a holding company that would comprise all iA Financial Group activities. During the year, all steps required to create the new holding company were completed. Effective January 1, 2019, all of the Company's outstanding common shares were exchanged for newly issued common shares of iA Financial Corporation Inc. on a one-for-one basis. As a result, the Company is now a subsidiary of iA Financial Corporation Inc.

No material dispositions or mergers took place during the year.

Litigation

The Company is involved in a litigation with a third party seeking to use insurance contracts for purposes not originally intended. The application was heard by the Court in September 2018 and the parties now await the Court's decision. Subsequent to this application, new regulations limiting the amount of premiums a life insurer may receive or accept for deposit in life insurance policies and associated side accounts was published. These regulations are consistent with the position taken by the Company. The Company believes that its legal position in this matter is strong and expects that it will be successful in its defence.

¹ The solvency and coverage ratios are not IFRS measures. For more details, refer to the Financial Position section of this Management's Discussion and Analysis.

² The sensitivity analysis includes measures that have no IFRS equivalents.

³ Decrease compared to the actual index values at December 31 of the indicated years.

Changes to Accounting Policies in 2018 and Future Changes in Accounting

The International Accounting Standards Board (IASB) issued a number of amendments and new standards that took effect on January 1, 2018. None of these amendments or standards had an impact on the Company's financial statements, with the exception of IFRS-15 "Revenue from Contracts with Customers", which led to the derecognition of a deferred sales commissions asset of \$27 million, a decrease in the deferred income tax liabilities of \$7 million and a decrease in retained earnings of \$20 million as at January 1, 2018. For more information on these amendments and new standards, refer to note 3 of the consolidated financial statements, entitled "Changes in Accounting Policies".

Outlook for 2019

At the Investor Day held in June 2018, the Company reconfirmed its goal of growing earnings per share (EPS) by an average of at least 10% annually through the effective date of IFRS-17. Consistent with this goal, the midpoint of the EPS target range given as guidance for 2019 (\$5.95) is 10% higher than in 2018 (\$5.40).

EPS growth in 2019 is expected to come mainly from organic growth, that is, normal growth in expected profit on in-force, profitability improvement initiatives in all business lines and initiatives to fully benefit from the Company's Canada-wide insurance and wealth management distribution networks. In addition, the Company's recent acquisitions in Canada and the United States will further contribute to EPS growth, and the Company remains on the lookout for new acquisition opportunities, particularly in the United States and in distribution in Canada. Lastly, the Normal Course Issuer Bid should also have a positive impact on EPS growth in 2019.

Note that guidance for the effective tax rate in 2019 has been reduced slightly to return to the 2017 level. In addition, the low end of the solvency ratio target range has been lowered from 112% to 110% in light of the Company's reduced macroeconomic sensitivity resulting from the new capital regime and the recognition of the internal segregated fund hedging program.

The balance sheet continues to be solid and the Company has the protection and resources it needs to adjust to macroeconomic changes. In short, iA Financial Group has the financial flexibility and the means to achieve its goals, which include continuing to make acquisitions in specific target markets.

It should be noted that the 2019 guidance provided in all fourth quarter and year-end financial disclosure documents pertains to iA Financial Corporation Inc.

Market Guidance

	2019	2018
Earnings per common share ¹	\$5.75 to \$6.15	\$5.20 to \$5.60
Return on common shareholders' equity ³	11.0% to 12.5%	11.0% to 12.5%
Effective tax rate	20% to 22%	21% to 23%
Solvency ratio	110% to 116%	112% to 116%
New business strain	6% (quarterly range of 0% to 15%)	6% (quarterly range of 0% to 15%)
Dividend payout ratio	25% to 35% (midpoint)	25% to 35% (midpoint)

¹ Guidance for EPS and ROE excludes any potential impact of year-end assumption review.

Analysis by Business Segment

Lines of Business		Divisions
Individual Insurance		
Individual Wealth Management		
Group Insurance	>	Employee Plans
	>	Dealer Services
	>	Special Markets Solutions
Group Savings and Retirement		
US Operations	>	Individual Insurance
	>	Dealer Services
Subsidiary: iA Auto and Home		



Individual Insurance

In the Individual Insurance sector, the Company relies on an extensive distribution network made up of Career Network advisors and independent representatives to serve its vast Canadian client base.

The Individual Insurance sector generated 42% of the Company's operating profit¹ in 2018.

The Company's success in the sector rests on the strength of its distribution network and on its wide range of products. The Company makes improvements to its offering on a regular basis.

In June 2018, for example, the Company announced changes to one of its simplified issue products. Because of its simplicity, this type of product has become increasingly popular with clients.

Throughout 2018, the Individual Insurance sector also invested a lot of effort in improving sales tools for advisors. The Company's traditional insurance illustration and electronic signature tools, for example, were both reworked during the year for an enhanced advisor and client experience.

In February, the Company acquired PPI Management Inc., a Canadian insurance marketing and distribution firm that acts as a managing general agency with a national distribution network of over 3,000 advisors. This acquisition made iA Financial Group Canada's leader in insurance brokerage.

In April, the Company acquired ABEX Brokerage Services Inc. and its subsidiary ABEX National Brokerage, an insurance brokerage firm in Western Canada.

Business Growth

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Sales²			
Minimum premiums ³	173.7	170.2	2%
Excess premiums ³	17.1	23.8	(28%)
Total	190.8	194.0	(2%)
Premiums	1,554.4	1,492.5	4%

The sector ended the year with \$190.8 million in sales. In 2018, premium income, carried by good business persistency, grew 4%. Premium income is the key long-term profitability driver for the sector.

In terms of sales mix by product type, there was little change in 2018. Term life insurance represented a little over a quarter of sales, permanent and universal life products about half, living benefit products close to 20%, and other products the remainder. Of note in 2018 were sales of EquiBuild, our universal life product offering strong surrender values, which grew 49%.

On an industry basis, according to the Canadian data published by LIMRA for the first nine months of the year, iA Financial Group ranked:

- First for the number of individual insurance policies sold (life, critical illness and disability combined) and third for sales, with a market share of 10.7%.
- First for critical illness insurance sales, with a market share of 25.7%.
- Second for disability product sales, with 14.4% of sales.

Business Focus

- Distribution as a business
- Reshaping advisor and client experience through digital

Products and Services

- Life insurance (universal, permanent and term)
- Critical illness insurance
- Short and long-term disability insurance
- Mortgage insurance
- Accidental death and dismemberment (AD&D) insurance
- Creditor insurance (life and disability)
- Travel insurance

Manufacturers and Subsidiaries

- iA Financial Group
- iA Excellence
- PPI Management Inc.
- Michel Rhéaume et associés

Distribution Affiliates and Networks

- Career Network (iA) (1,955 advisors)
- Managing General Agents Network (15,600 representatives)
- National Accounts Network (465 representatives)
- PPI Management Inc.
- Michel Rhéaume et associés

¹ Operating profit is derived from the sources of earnings analysis and is not an IFRS measure. The Company considers this measure an important additional tool to help investors better understand the source of shareholder value creation. This figure excludes changes in assumptions and management actions.

² Sales are not an IFRS measure. Sales are defined as fund entries on new business written during the period. They measure the Company's ability to generate new business. In the Individual Insurance sector, sales are defined as first-year annualized premiums. The net premiums presented in the consolidated financial statements include both fund entries on new business written during the period and on in-force contracts, less premiums ceded to reinsurers.

³ Minimum premiums are the portion of the premium used to cover the insurance risks under an individual insurance contract and are an important way to measure the sector's performance. Excess premiums are the portion of the premium allocated to additional savings. The option to pay an excess premium is only available with universal life insurance products.

Individual Wealth Management

In the Individual Wealth Management sector, the Company offers a broad range of savings and retirement products. Clients can invest in these products through registered retirement savings plans (RRSPs), registered education savings plans (RESPs), tax-free savings accounts (TFSA), registered retirement income funds (RRIFs) and non-registered plans.

The Individual Wealth Management sector generated 33% of the Company's operating profit¹ in 2018.

During the year, the Company completed the integration of HollisWealth, which was acquired in August 2017. This addition made iA Financial Group one of Canada's largest non-bank wealth management advisory firms.

Business Focus

- Distribution as a business
- Reshaping advisor and client experience through digital

Products and Services

- Segregated funds
- Mutual funds
- Securities
- Life and fixed-term annuities
- Registered savings and disbursement plans (RRSP, RESP, TFSA and RRIF)
- Investment advice
- Private wealth management

Manufacturers and Subsidiaries

- iA Financial Group
- iA Clarington
- iA Trust
- iA Investment Management
- iA Investment Counsel
- Forstrong Global Asset Management

Distribution Affiliates and Networks

- Career Network (iA) (5,500 advisors)
- Managing General Agents Network (4,400 representatives)
- National Accounts Network (3,300 representatives)
- Independent advisors (888)
- Distribution affiliates (FundEX, iAS and Investia) (2,200 advisors)
- PPI Management Inc.

Business Growth

(In millions of dollars, unless otherwise indicated)	2018	2017 ⁶	Variation
Gross sales²			
General fund	400.6	316.5	27%
Segregated funds	1,987.9	1,883.4	6%
Mutual funds	2,137.9	2,365.4	(10%)
Total	4,526.4	4,565.3	(1%)
Net sales			
Segregated funds	422.3	509.9	(17%)
Mutual funds	(157.6)	329.2	NM*
Total	264.7	839.1	(68%)

* Not meaningful

Gross sales of \$4.5 billion were similar to those recorded in 2017. By product category, sales were up 27% for guaranteed return products (found in the Company's general fund), reflecting the Company's competitive position.

Gross segregated fund sales reached a record high, with 6% growth compared to 2017. This is explained in part by the success of the Company's distribution strategy. Gross segregated fund sales for the industry were down 6.2% during the year. The Company continued to rank first in Canada for net segregated fund sales and third in terms of assets.³

Gross mutual fund sales fell from their record high in 2017, posting net outflows, as was the trend in the industry.

The sector's total assets amounted to \$108.9 billion at December 31, 2018, down 2% from the end of the previous year, mainly due to the market decline. Growth in assets under management, which is reliant on gross sales, in-force business persistency and the return on assets, is the key long-term profitability driver for the sector.

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Funds under management			
General fund	1,531.9	1,345.5	14%
Segregated funds	13,993.5	14,466.2	(3%)
Mutual funds	10,832.8	11,723.2	(8%)
Other ⁴	4,173.6	4,345.9	(4%)
Subtotal	30,531.8	31,880.8	(4%)
Funds under administration⁵	78,414.1	79,300.4	(1%)
Total	108,945.9	111,181.2	(2%)

¹ Operating profit is derived from the sources of earnings analysis and is not an IFRS measure. The Company considers this measure an important additional tool to help investors better understand the source of shareholder value creation. This figure excludes changes in assumptions and management actions.

² Sales are not an IFRS measure. Sales are defined as fund entries on new business written during the period. They measure the Company's ability to generate new business. In the Individual Wealth Management sector, total sales (or gross sales) for general fund and segregated fund products correspond to the net premiums presented in the consolidated financial statements. Sales for mutual funds are defined as deposits.

³ Source: Investor Economics

⁴ The "Other" category of funds under management includes assets from the Company's private wealth management activities.

⁵ Includes assets related to affiliated dealers.

⁶ Adjusted following the addition of a fifth line of business (US Operations).

Group Insurance

Employee Plans

The Employee Plans division offers a broad range of group benefits products for companies and organizations. The division has over 510 employees, has signed agreements with some 1,200 groups, and serves over 500,000 plan members.

To help manage plans more effectively and promote the health and wellness of insureds, the division offers a number of services and technology tools for plan administrators, members and benefits advisors. These include a disability management program, a drug management program (PharmAssist), a health and wellness program (Well-Balanced), and a continually enhanced omnichannel online portal (My Client Space and iA Mobile).

The sector's efforts to improve competitiveness in 2018 included the launch of a self-serve online enrolment process, the addition of features in the iA Mobile app, the development of the iA Virtual Assistant, and the rollout of a communication platform for plan members on disability.

Business Growth

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Sales ¹	92.5	107.3	(14%)
Premiums	981.6	906.8	8%
Premium equivalents ²	66.6	53.9	24%
Investment contracts ³	110.9	60.0	85%
Total	1,159.1	1,020.7	14%

The total for premiums, premium equivalents and investment contract deposits reached \$1,159.1 million in 2018, an increase of 14% compared to 2017. Growth in this item is a key long-term profitability driver and is a function of the increase in gross sales, in-force business persistency and growth in premiums from renewed contracts.

Total sales for Employee Plans amounted to \$92.5 million in 2018, compared to \$107.3 million the previous year. Premiums, premium equivalents and investment contracts all posted good growth.

Looking at sales by region, more than half of all sales were in Ontario in 2018, compared to 32% the previous year. In 2017, the largest portion of sales came from the province of Quebec.

For the first nine months of the year, industry sales for groups with 100 to 4,999 employees, the market closest to the division's target market, were down 8%.⁴ iA Financial Group ranked sixth in this market with 4% of sales.

Business Focus

- Being client-centric by focusing on technology to improve engagement
- Delivering growth by digitalizing the value chain
- Increasing presence in the global wellness marketplace

Products and Services

- Life and health, accidental death and dismemberment (AD&D), dental care, short and long-term disability, critical illness and home care insurance
- Voluntary benefits (life, AD&D and critical illness)
- Out-of-Canada medical insurance

Manufacturers and Subsidiaries

- iA Financial Group

Distribution Affiliates and Networks

- Specialized brokers
- Actuarial consulting firms

¹ Sales are not an IFRS measure. Sales are defined as fund entries on new business written during the period. They measure the Company's ability to generate new business. In the Employee Plans division, sales are defined as first-year annualized premiums, including premium equivalents (Administrative Services Only). The net premiums presented in the consolidated financial statements are net of reinsurance and include fund entries on new business written during the period and on in-force contracts. Net premiums for the Employee Plans division are included in the net premiums for the Group Insurance sector, along with those of the sector's two other divisions, Dealer Services and Special Markets Solutions.

² Premium equivalents are income from administrative services only (ASO) contracts.

³ Premiums from Hold Harmless Agreements

⁴ Source: LIMRA

Group Insurance

Dealer Services

Dealer Services distributes creditor insurance products (life, disability and critical illness), car loan financing, and property and casualty (P&C) products that include extended warranties, replacement insurance, guaranteed asset protection and a full range of ancillary products.

The division has over 575 employees, insures over 750,000 individuals and 500,000 vehicles, and has more than 26,000 car loans outstanding. Its products are offered through a Canada-wide direct distribution network of more than 3,300 automobile and other motor vehicle dealers. Distributors demand one-stop shopping for their after-market needs and iA Financial Group is one of the few companies that can provide it.

Business Focus

- Signing new dealer groups
- Partnering with original equipment manufacturers

Products and Services

- Creditor insurance
- P&C products
- Car loans

Manufacturers and Subsidiaries

- iA Financial Group
- SAL Marketing Inc.
- National Warranties MRWV Limited
- Industrial Alliance Pacific General Insurance Corporation
- iA Auto Finance

Distribution Affiliates and Networks

- Direct distribution through automobile and other motor vehicle dealers (3,350 dealers)
- Original equipment manufacturers (OEM)
- Preferred partnerships

Business Growth

Dealer Services sales totalled \$962.9 million in 2018, representing 5% growth compared to the prior year. The car loan business is increasing at a good pace, and the division is expanding its presence across Canada by signing deals with large dealership groups and car manufacturers.

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Sales¹			
Creditor ²	374.2	401.4	(7%)
P&C	242.2	233.4	4%
Car Loans	346.5	278.6	24%
Total	962.9	913.4	5%

Creditor Insurance

Creditor insurance sales decreased from 2017, totalling \$374.2 million. This variation was partly caused by declining Canadian light vehicle sales, which were down 2.3%³ compared to 2017. This trend should reverse as a deal was signed with one of the largest groups of car dealerships in Canada in the second part of the year.

P&C Products

P&C sales were up 4% from 2017 to reach \$242.2 million despite declining Canadian light vehicle sales. New distribution agreements have been the major driver of sales growth.

Car Loans

Non-prime car loan originations recorded strong growth in 2018, up 24% from 2017 to reach \$346.5 million. This is explained by the division's solid footing in the expanding non-prime loan market. Dealer Services' car loan division grew faster than the market in 2018.

¹ Sales are not an IFRS measure. Sales are defined as fund entries on new business written during the period. They measure the Company's ability to generate new business. Creditor insurance sales are defined as premiums before reinsurance and cancellations. P&C sales are defined as direct written premiums (before reinsurance). Net premiums for the Dealer Services division are included in the net premiums for the Group Insurance sector along with those of the other two divisions, Employee Plans and Special Markets Solutions. Loan sales are defined as loan originations from the car loans business.

² Includes all creditor insurance business sold by the Company.

³ Source: DesRosiers Automotive Consultants Inc., November 2018 year-to-date information.

Group Insurance

Special Markets Solutions

Special Markets Solutions specializes in niche insurance markets that are underserved by traditional group insurance carriers. The division primarily offers accidental death & dismemberment (AD&D) insurance, critical illness insurance, disability insurance and other specialized insurance products to employers and associations, as well as travel medical and health insurance through distribution partners and term life insurance to alumni associations and other affinity groups.

Special Markets Solutions has more than 100 employees, has signed agreements with over 4,000 groups and associations, and insures millions of Canadians.

Business Focus

- Being client-centric by focusing on technology to improve engagement
- Delivering growth by digitalizing the value chain
- Increasing presence in the global wellness marketplace

Products and Services

- Accidental death & dismemberment (AD&D) insurance, critical illness insurance, disability insurance and other specialized products
- Travel medical and health insurance
- Term life insurance

Manufacturers and Subsidiaries

- iA Financial Group

Distribution Affiliates and Networks

- Distribution partners
- Specialized insurance brokers

Business Growth

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Sales (gross premiums) ¹	255.6	231.2	11%
Net sales ²	239.5	216.4	11%

Special Markets Solutions sales grew 11% in 2018 to \$255.6 million. The division had very good sales growth in health insurance, along with good growth in travel medical, AD&D, critical illness and life insurance.

Net sales, defined as gross premiums net of reinsurance, also experienced 11% growth in 2018.

Efforts to maintain a competitive edge continued throughout 2018, including further development of product enhancements and advances in online interaction with clients.



¹ Sales are not an IFRS measure. Sales (gross premiums) are before reinsurance.

² Net sales in Special Markets Solutions are equivalent to net premiums (IFRS measure). Net premiums for this division are included in the net premiums for the Group Insurance sector along with those of the other two divisions, Employee Plans and Dealer Services.

Group Savings and Retirement

The Group Savings and Retirement sector offers a wide range of products and services adapted to the needs of companies and their employees. The products offered can be broken down into two categories: accumulation products (savings products, such as defined contribution or defined benefit plans, and institutional money management services) and disbursement products (essentially insured annuities).

Products are marketed Canada-wide through specialized brokers and actuarial consulting firms.

The Group Savings and Retirement sector has approximately 200 employees, has signed agreements with nearly 12,600 groups and serves approximately 390,000 plan members. It has regional offices in Halifax, Quebec City, Montreal, Toronto, Calgary and Vancouver.

The sector's efforts to improve competitiveness in 2018 included the addition of group savings and retirement products to the iA Mobile app, where plan members can now view their investment account balances and returns, the development of the iA Virtual Assistant, and the launch of the CoPilot personalized support program for plan members.

Business Focus

- Being client-centric by focusing on technology to improve engagement
- Delivering growth by digitalizing the value chain
- Increasing presence in the global wellness marketplace

Products and Services

- Capital accumulation products
- Disbursement products

Manufacturers and Subsidiaries

- iA Financial Group

Distribution Affiliates and Networks

- Specialized brokers
- Actuarial consulting firms

Business Growth

Group Savings and Retirement ended the year with total sales up 8% over 2017.

Premiums (Sales¹)

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Accumulation Products			
Recurring premiums	951.0	847.3	12%
Transfers	450.4	520.6	(13%)
Premium equivalents	47.1	55.0	(14%)
Subtotal	1,448.5	1,422.9	2%
Insured Annuities	218.4	122.2	79%
Total	1,666.9	1,545.1	8%
New Plan Sales²	475.7	414.8	15%

Accumulation Products

Sales were up slightly from 2017. This growth was generated by the increase in recurring premiums, which represent sustainable business development and are the core of the sector's strategy. Recurring premiums correspond to regular member contributions collected from in-force group clients.

New plan sales were up 15% from the previous year.

Accumulation Products – Net Fund Entries³

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Entries	1,448.5	1,422.9	2%
Disbursements	943.8	862.2	9%
Net entries	504.7	560.7	(10%)

Insured Annuities

In the insured annuities segment, the year ended with \$218.4 million in sales, up 79% compared to 2017. The Company continues to aim for selective, prudent growth by focusing on appropriate risk management.

Funds Under Management

(In millions of dollars, unless otherwise indicated)	As at December 31		
	2018	2017	Variation
Accumulation Products	10,868.6	10,707.9	2%
Insured Annuities	3,246.1	3,246.6	---
Net entries	14,114.7	13,954.5	1%

Funds under management totalled more than \$14.1 billion at year-end. Growth was slowed by weak equity markets. Growth in assets under management is the key long-term profitability driver for the sector.

¹ Sales are not an IFRS measure. Sales are defined as fund entries on new business written during the period. They measure the Company's ability to generate new business. In the Group Savings and Retirement sector, sales include gross premiums (before reinsurance) and premium equivalents, or deposits. The net premiums presented in the consolidated financial statements are after reinsurance and exclude premium equivalents.

² New plan sales are measured by first-year annualized premiums, which equal the total of the initial asset transfer and recurring first-year annualized premiums.

³ Net fund entries are not an IFRS measure. In the Group Savings and Retirement sector, net fund entries are a useful measure because they provide a more detailed understanding of the source of growth in assets under management. The change in assets under management is important because it determines the management fees recorded in the consolidated financial statements under "Other revenues".

US Operations

Individual Insurance

iA American Life Insurance Company and four other downline subsidiaries are located in Waco, Texas, and represent the base for iA Financial Group's U.S. life insurance operations.

The iA American group of companies markets their life insurance products through independent marketing organizations, or IMOs, and collectively these organizations have over 12,500 independent agents under contract with the group.

These companies operate primarily in the simplified issue marketplace offering whole life insurance protection for final expenses and term life insurance protections for mortgages and family markets. They also offer universal life and other specialty life products in the family and government markets. They have the ability to customize products for independent marketing organizations and this flexibility has played a key role in their success.

Digital enhancements to simplify the sales process from both the agent and client perspectives have been an important component in the companies' ability to compete. A point of sale underwriting decision engine for primary term life products was developed in late 2017. This platform simplifies and greatly accelerates the sales process and a substantial portion of term life products were sold this way in 2018.

Business Growth

(In millions of US dollars, unless otherwise indicated)	2018	2017	Variation
Sales ¹	81.2	72.9	11%
Premiums	268.5	238.9	12%

U.S. life insurance sales ended the year at US\$81.2 million, an 11% increase over the previous year. The increase in sales resulted from several top IMOs having high growth rates in conjunction with significant contributions from newly contracted sales organizations. Total premiums grew to US\$268.5 million in 2018, representing a 12% increase over 2017.

The sales mix by product is relatively consistent and varied only slightly in 2018. Whole life insurance products remain popular with almost 75% of sales, while term life insurance products represented almost 25%.

As for the sales mix by market, it has also been consistent from year to year. Final expense sales as a percentage of total sales represents nearly 60%, the family market is over 25%, and governments and employers make up the rest.

Business Focus

- Increasing distribution
- Enhancing agent and client experience through digital

Products and Services

- Life (universal, permanent and term)
- Critical illness
- Short-term disability
- Accidental death
- Annuities
- Group life

Manufacturers and Subsidiaries

- iA American Life Insurance Company
- American-Amicable Life Insurance Company of Texas
- Occidental Life Insurance Company of North Carolina
- Pioneer American Insurance Company
- Pioneer Security Life Insurance Company

Distribution Affiliates and Networks

- Independent marketing organizations (12,680 agents)

¹ Sales are not an IFRS measure. In the Individual Insurance division of the US Operations sector, sales are defined as first-year annualized premiums. The premiums presented in the consolidated financial statements include both premium entries on new business written during the period and on in-force contracts.

US Operations

Dealer Services

In January 2018, iA Financial Group concluded the acquisition of Dealers Assurance Company and Southwest Reinsure Inc., expanding the Company's presence in the U.S. IA American Casualty Holdings is now the official name of iA's dealer services activities in the United States.

IA American Casualty Holdings and its downstream subsidiaries distribute casualty (P&C) products that include extended warranties and a full range of ancillary products. The company benefits from vertical integration of insurance, administration, and reinsurance services and is one of only a handful of full service providers in the United States. Products are sold through a network of general agents, automobile dealers, finance companies, and third party administrators with an emphasis on reinsurance participation by the producer of the business.

Product sales volume is heavily weighted to vehicle service contracts. Aftermarket contracts are a combination of many different products, providing coverage for a wide range of risks, including non-automotive products.

The division employs 140 people and administers products for more than 5,000 dealerships throughout the U.S. Products are often customized for larger producers and this flexibility has played a key role in the success of IA American Casualty Holdings and its subsidiaries.

Business Growth

Sales production was very good and totalled \$375.1 million in 2018.

(In millions of US dollars)	2018
Sales ¹	375.1

U.S. P&C operations market delineation was evenly split during 2018 between affiliate and non-affiliate sales. Both types of producers saw their sales increase in 2018.

Sales by Market	%
Affiliate producers	50
Non-affiliate producers	50
Total	100



Business Focus

- Increasing distribution
- Enhancing the client experience

Products and Services

- Extended guarantees
- Guaranteed asset protection
- Other ancillary products

Manufacturers and Subsidiaries

- Dealers Assurance Company
- Dealers Alliance Company
- Ecoblock
- First Automotive Service Corp.
- Southwest Reinsurance

Distribution Affiliates and Networks

- General agents
- Direct sales (auto dealers and finance companies)
- Third party administrators

¹ Sales are not an IFRS measure. In the Dealer Services division of the US Operations sector, sales are defined as direct written premiums (before reinsurance) and premium equivalents.

Auto and Home Insurance

iA Auto and Home Insurance (iAAH) is a Company subsidiary that markets auto and home insurance products in the province of Quebec.

One advantage that sets iAAH apart is the referral of clients by the Company's distribution networks, providing a business development opportunity that is unique in the industry. A significant portion of its clients are referred by advisors in the Career Network and by the Dealer Services division. In 2015, iAAH set up a subsidiary (Prysm General Insurance) that creates strategic partnerships that allow preferred distributors to offer the subsidiary's products.

Business Focus

- Balancing growth and profitability
- Reshaping client experience through digital
- Developing new distribution channels

Products and Services

- Auto and home insurance

Manufacturers and Subsidiaries

- iA Auto and Home Insurance
- Prysm General Insurance

Distribution Affiliates and Networks

- Direct sales (300 agents)
- Referrals from iA networks
- Preferred-partner distribution

Business Growth

Direct written premiums totalled \$322.8 million in 2018, up 5% from the previous year. Premium growth was lower in 2018 than in previous years due to the application of pricing increases targeting the subsidiary's return to profitability. The five-year compound annual growth rate for iAAH's business volume remains over 8%.

(In millions of dollars, unless otherwise indicated)	2018	2017	Variation
Direct written premiums	322.8	308.8	5%

Combined Ratio

The combined ratio, which represents the sum of the expense ratio and the claims ratio, dropped below 100% for the first time since 2014. This has allowed the subsidiary to regain profitability, as discussed in the Profitability section of this report.

(%)	2018	2017	2016	2015	2014
Combined ratio	95.8	103.9	105.5	102.3	98.6



Profitability

Highlights

The Company ended the year with net income attributed to common shareholders of \$612.7 million, up 19% from 2017. Diluted earnings per common share (EPS) was \$5.59 in 2018, compared to \$4.81 in 2017, and return on common shareholders' equity (ROE) grew by more than a percentage point over the year to 12.5%. Both of these results were at the top of guidance given at the beginning of 2018.

The annual review of provisions for future policy benefits had almost no impact on the 2018 results (-\$0.4 million before tax), in contrast to 2017, when the impact was more significant.

As mentioned at the beginning of this document, Industrial Alliance Insurance and Financial Services Inc. has become a subsidiary of iA Financial Corporation Inc. effective January 1, 2019, as per an arrangement. Under this arrangement, iA Financial Corporation Inc. becomes the successor issuer and the financial results of Industrial Alliance Insurance and Financial Services Inc. for the year ended December 31, 2018 constitute the results of iA Financial Corporation Inc. (See the Notice at the beginning of this Management's Discussion and Analysis for more information about the legal constitution of iA Financial Group.)

Profitability

(In millions of dollars, unless otherwise indicated)	2018	2017	2016	2015	2014
Income attributed to shareholders	633.7	531.4	553.7	386.4	432.9
Less: preferred share dividends	21.0	15.9	16.5	18.0	28.5
Less: redemption premium on preferred shares	---	---	---	4.0	4.0
Net income attributed to common shareholders	612.7	515.5	537.2	364.4	400.4
Earnings per common share (EPS)					
Basic	\$5.62	\$4.84	\$5.22	\$3.59	\$4.01
Diluted	\$5.59	\$4.81	\$5.19	\$3.57	\$3.97
Return on common shareholders' equity (ROE) ¹	12.5%	11.4%	13.2%	10.2%	12.4%

Analysis According to Sources of Earnings

The profitability analysis according to sources of earnings below discusses the main items that had an impact on the financial results for the year in comparison with management's expectations. The measures presented in this analysis are not IFRS measures. They supplement the other information presented in the Analysis According to the Financial Statements section below and provide additional indicators for evaluating financial performance.

Expected profit on in-force – Expected profit on in-force amounted to \$689.5 million in 2018, a year-over-year increase of \$50.2 million before tax, or 8%. Expected profit on in-force reflects the best estimates determined by management when the 2018 budget was prepared at the end of 2017.

However, expected profit for the savings sectors is updated quarterly to reflect changes in the stock markets and net fund entries. The increase in 2018 stems from growth in Individual Wealth Management, Group Insurance and US Operations.

Experience gains (losses) compared to expected profit – Experience gains or losses represent the difference between the expected profit on in-force and the realized profit. Gains or losses emerge when actual results differ from those derived from the assumptions used to calculate expected profit.

The Company ended the year with experience gains of \$24.9 million before tax, compared to a slight loss in 2017. This year's gains were generated despite a pre-tax loss of \$32.9 million caused by the markets. Experience was particularly favourable in the Individual Wealth Management, Group Insurance and US Operations business lines. Experience in Individual Insurance also saw strong improvement. The paragraphs that follow provide details on the 2018 results for each line of business.

- **Individual Insurance** – An experience loss of \$10.7 million before tax was recorded in 2018, compared to a loss of \$25.7 million in 2017. The loss recorded in 2018 was mainly caused by the negative impact of equity markets on universal life policies (-\$21.7 million before tax). Excluding this impact, policyholder experience was positive in 2018, with mortality and lapse being more favourable than expected.
- **Individual Wealth Management** – A positive variance of \$7.7 million before tax was recorded in 2018, compared to a positive variance of \$25.1 million in 2017. The positive variance in 2018 was mainly generated by the final adjustment of the HollisWealth acquisition price and by various small assumption-related gains. The sector also recorded a sizable negative impact from equity markets with respect to investment fund income (management expense ratios) and the dynamic hedging program. This program is mainly designed to reduce the sensitivity of net income to the volatility of the financial markets with respect to the capital guarantees offered on certain segregated funds.
- **Group Insurance** – A significant experience gain of \$21.8 million before tax was recorded in 2018, compared to a loss of \$4.0 million in 2017. Experience was positive for all three of the sector's divisions in 2018, with the Employee Plans division posting the biggest gain, mainly due to favourable disability.
- **Group Savings and Retirement** – A slightly unfavourable variance of \$0.5 million before tax was recorded in 2018, compared to a favourable variance of \$1.7 million in 2017. The sector therefore finished the year close to expectations with no major variance to report.

¹ ROE is not an IFRS measure.

- **US Operations** – An experience gain of \$6.6 million before tax was recorded in 2018, versus a loss of \$1.0 million the year before. This positive result was due to better than expected experience in the Dealer Services division and, to a lesser extent, favourable mortality experience in the Individual Insurance division.

Gain (strain) on sales – In the Individual Insurance sector and the Individual Insurance division of the US Operations sector, new business strain was \$26.7 million before tax in 2018, compared to \$22.7 million the previous year. The strain expressed as a percentage of sales (measured in terms of first-year annualized premiums) was 9% in 2018 versus 8% a year earlier. This was above the 6% target given as guidance for 2018, mainly due to an unfavourable sales mix.

Strain is a charge incurred by an insurance company mainly resulting from the expense of issuing new policies. Certain products have features that make them more strain-intensive than others, such as products with long-term guarantees. If experience remains in line with expectations in the coming years, profits realized will cover the strain incurred at policy issue.

Changes in assumptions – At the end of each quarter, the Company ensures the adequacy of its provisions given the existing economic environment. It also updates all its valuation assumptions at the end of each year to take into account the most recent developments in the economic and financial environment as well as its own experience and that of the industry in terms of mortality, morbidity, lapse rates, unit costs and other factors.

At December 31, 2018, changes in actuarial assumptions (for non-participating business) used to calculate net insurance contract liabilities had a slight net impact on operating profit (-\$0.4 million before tax).

Among the assumption changes made in 2018 was a 15-basis point decrease in the interest rate used for long-term projections (URR). This was offset by adjustments in other economic assumptions, owing to improved portfolio yield and matching. Also, a reserve release was generated by the review of mortality and morbidity assumptions, and strengthening was generated by refined modelling of policy liabilities and expenses. For more details, refer to note 14 to the financial statements entitled Insurance Contract Liabilities and Investment Contract Liabilities.

Income on capital – Income on capital represents the income derived from investments in which the Company's capital is invested, minus any expenses incurred to generate this income. The Company also includes the results of the iA Auto and Home (iAAH) subsidiary in this item.

Income on capital amounted to \$126.0 million before tax in 2018, compared to \$84.0 million the previous year. This increase is attributable to two items: 1) increased investment income from higher-than-expected returns on assets and a gain on the sale of a property, and 2) a higher-than-expected contribution from iAAH, which had recorded a loss in 2017.

Income taxes – Income taxes represent the value of amounts payable under the tax laws and include tax payable and deferred income taxes. A life insurer's investment income taxes and premium taxes are not included in these amounts. They are considered to be an expense for the purpose of calculating the operating profit.

Income taxes amounted to \$179.9 million in 2018. The effective tax rate was therefore 22%, which is in the middle of the 21% to 23% target range given as guidance at the beginning of the year.

Net Income Attributed to Common Shareholders¹

(In millions of dollars)	Individual Insurance		Individual Wealth Management		Group Insurance		Group Savings and Retirement		US Operations		Total	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Sources of earnings:												
Expected profit on in-force	317.2	317.9	219.3	186.8	84.4	74.5	23.4	26.8	45.2	33.3	689.5	639.3
Experience gains (losses)	(10.7)	(25.7)	7.7	25.1	21.8	(4.0)	(0.5)	1.7	6.6	(1.0)	24.9	(3.9)
Gain (strain) on sales	(16.7)	(13.9)	(0.1)	---	---	---	0.4	(1.9)	(10.0)	(8.8)	(26.4)	(24.6)
Changes in assumptions	(41.9)	(31.9)	(13.7)	6.1	4.3	(2.3)	49.7	12.6	1.2	1.0	(0.4)	(14.5)
Operating profit	247.9	246.4	213.2	218.0	110.5	68.2	73.0	39.2	43.0	24.5	687.6	596.3
Income on capital	90.1	74.2	12.8	(9.1)	5.7	7.8	0.5	2.2	16.9	8.9	126.0	84.0
Income taxes	(52.9)	(52.9)	(61.5)	(55.4)	(32.5)	(20.0)	(20.5)	(10.6)	(12.5)	(10.0)	(179.9)	(148.9)
Net income attributed to shareholders	285.1	267.7	164.5	153.5	83.7	56.0	53.0	30.8	47.4	23.4	633.7	531.4
Less: preferred share dividends	15.0	9.7	4.6	4.2	1.2	1.6	0.2	0.4	---	---	21.0	15.9
Less: redemption premium on preferred shares	---	---	---	---	---	---	---	---	---	---	---	---
Net income attributed to common shareholders	270.1	258.0	159.9	149.3	82.5	54.4	52.8	30.4	47.4	23.4	612.7	515.5
Additional information according to the financial statements:												
Net premiums (excluding general insurance)	1,554.4	1,492.5	2,388.5	2,199.9	1,611.6	1,507.5	1,594.9	1,463.9	405.4	309.8	7,554.8	6,973.6
Net income attributed to shareholders	285.1	267.7	164.5	153.5	83.7	56.0	53.0	30.8	47.4	23.4	633.7	531.4
Less: preferred share dividends	15.0	9.7	4.6	4.2	1.2	1.6	0.2	0.4	---	---	21.0	15.9
Less: redemption premium on preferred shares	---	---	---	---	---	---	---	---	---	---	---	---
Net income attributed to common shareholders	270.1	258.0	159.9	149.3	82.5	54.4	52.8	30.4	47.4	23.4	612.7	515.5

¹ The operating profit and income taxes presented in this table are not defined by IFRS. Operating profit is an important additional tool to help investors better understand the source of shareholder value creation. A reconciliation between non-IFRS and IFRS financial measures is presented below. Comments for each line of business are presented in other sections of this Management's Discussion and Analysis that describe each sector's activities in detail.

Reconciliation of Certain Non-IFRS Measures with IFRS Measures

The following table reconciles the operating profit and income taxes indicated in the above table with IFRS.

Reconciliation of Sources of Earnings with IFRS

(In millions of dollars)	2018	2017
Components of earnings before taxes:		
Operating profit (according to sources of earnings)	687.6	596.3
Income on capital (according to sources of earnings)	126.0	84.0
Income attributable to participating contracts and other items	5.4	2.6
Earnings before taxes according to the financial statements	819.0	682.9
Income taxes:		
On operating profit and on income on capital	(179.9)	(148.9)
Amount for participating contracts and other items	1.1	(0.6)
Income taxes according to financial statements	(181.0)	(149.5)
Net income according to financial statements	638.0	533.4

Analysis According to the Financial Statements

Annual Results

Following are the Company's financial results according to the financial statements for the years ended December 31, 2018, 2017 and 2016.

Consolidated Income Statement

(In millions of dollars)	2018	2017	2016
Revenues			
Net premiums	7,849.3	7,253.8	6,547.5
Investment income	310.8	2,580.9	1,593.2
Other revenues	1,752.3	1,441.4	1,206.2
Total	9,912.4	11,276.1	9,346.9
Policy benefits and expenses			
Net policy benefits	4,870.0	4,500.5	4,186.5
Net transfers to segregated funds	821.1	1,020.7	743.8
Increase (decrease) in insurance contract liabilities	216.0	1,726.0	1,099.1
Increase (decrease) in investment contract liabilities	9.2	14.0	12.0
Decrease (increase) in reinsurance assets	76.2	579.8	122.2
Commissions	1,582.2	1,448.7	1,282.1
General expenses	1,328.8	1,121.4	1,018.0
Premium and other taxes	126.9	118.1	112.2
Financing charges	63.0	64.0	76.9
Total	9,093.4	10,593.2	8,652.8
Income before income taxes	819.0	682.9	694.1
Less: income taxes	181.0	149.5	146.4
Net income	638.0	533.4	547.7
Less: net income attributed to participating policyholders	4.3	2.0	(6.0)
Net income attributed to shareholders	633.7	531.4	553.7
Less: preferred share dividends	21.0	15.9	16.5
Less: redemption premium on preferred shares	---	---	---
Net income attributed to common shareholders	612.7	515.5	537.2

Net Income Attributed to Common Shareholders

The growth in net income attributed to common shareholders between 2017 and 2018 is explained by the items mentioned below.

Revenues

Revenues, whose components are indicated in the above table, totalled \$9.9 billion in 2018, a decrease of 12% compared to 2017. This decrease is entirely due to a decrease in investment income of \$2.3 billion, which is mainly attributable to the change in the fair value of investments stemming from variations in interest rates, stock markets and issuer spreads. Generally speaking, variations in the fair value of investments are largely neutralized by corresponding variations in insurance contract liabilities, making their impact on net income fairly minimal. In 2018, net premiums grew \$596 million, or 8%, compared to the previous year. This growth was observed in all sectors, with more than half coming from individual and group savings products such as segregated funds, guaranteed investment certificates, insured annuity contracts and accumulation contracts. Finally, the \$311 million in growth generated by other revenues compared to the previous year came mainly from the HollisWealth acquisition completed August 4, 2017. This acquisition increased average assets under administration and therefore the fees earned in the Individual Wealth sector and, to a lesser extent, the fees generated since the acquisitions of PPI Management Inc. and iA American Casualty Holdings Inc. A gain on a property sale also contributed to the increase in other revenues.

Policy Benefits and Expenses

Policy benefits and expenses were down \$1.5 billion from the previous year. This decrease is in line with the decrease in investment income, as insurance contract liabilities are matched to underlying assets which decreased in value. The main items contributing to this decrease are as follows (in order of significance):

- A decrease in insurance contract liabilities compared to 2017 (\$1,510.0 million). The variation in this liability during a given period reflects a number of factors, including the variation in the fair value and the return on assets matched to the provisions for future policy benefits, the variation in net policy premiums and benefits, net transfers to segregated funds and variations in the provisions for future policy benefits due to assumption changes.
- A decrease in reinsurance assets compared to 2017 (\$503.6 million). This item is generally influenced by the same factors that influence the variation in insurance contract liabilities.
- A decrease in net transfers to segregated funds compared to 2017, as benefit growth exceeded premium growth in both individual and group insurance (\$199.6 million).

The decrease in policy benefits and expenses was reduced by the following:

- An increase in net policy benefits reflecting the normal course of business (\$369.5 million). Net policy benefits include benefits paid due to death, disability, illness, claims or contract terminations, as well as annuity payments.
- An increase in commissions compared to the previous year, which primarily reflects the growth of the in-force block of business (\$133.5 million). Commissions correspond to the compensation of financial advisors for new sales and certain in-force contracts.
- An increase in general expenses, mainly related to the recent acquisitions of HollisWealth, PPI Management Inc. and iA American Casualty Holdings Inc. (\$207.4 million).

Income Taxes

The consolidated financial statements indicate an income tax expense of \$181.0 million in 2018, compared to \$149.5 million in 2017. These amounts represent the Company's tax expense net of all adjustments for prior years, and the variation is consistent with the increase in income before income taxes.

The following table provides more details regarding the composition of revenues by sector.

Revenues by Sector

	Year ended December 31, 2018						
	Ind. Ins.	Ind. Wealth Mgmt	Grp Ins.	Grp Sav. and Rmt	US Oper. ¹	Other ²	Total
(In millions of dollars)							
Net premiums	1,554.4	2,388.5	1,611.6	1,594.9	405.4	294.5	7,849.3
Variation vs. 2017	61.9	188.6	104.1	131.0	95.6	14.3	595.5
Investment income	(89.0)	118.4	102.5	94.6	(21.0)	105.3	310.8
Variation vs. 2017	(2,178.8)	146.6	1.0	(104.2)	(99.1)	(35.6)	(2,270.1)
Other revenues	111.5	1,471.5	57.5	89.5	66.8	(44.5)	1,752.3
Variation vs. 2017	16.9	252.8	(11.5)	3.9	23.9	24.9	310.9
Total	1,576.9	3,978.4	1,771.6	1,779.0	451.2	355.3	9,912.4
Variation vs. 2017	(2,100.0)	588.0	93.6	30.7	20.4	3.6	(1,363.7)

Quarterly Results

Below is a summary of the Company's quarterly results, taken from the financial statements for the last eight quarters. The analysis in this section focuses primarily on the Company's results for the fourth quarter of 2018. Generally speaking, the terminology used in this section is the same terminology used in the financial statements.

Net Premiums

Net premiums amounted to nearly \$2.0 billion in the fourth quarter, a year-over-year increase of 9%. This variation is mainly explained by significant net premium growth in the Group Savings and Retirement sector.

Stock market behaviour and the signing of new agreements with large groups in the group business lines contribute to the fluctuation of premiums from one quarter to another.

Quarterly Results

(In millions of dollars, unless otherwise indicated)	2018				2017			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Revenues								
Net premiums	1,976.8	1,836.0	1,850.0	2,186.5	1,810.1	1,684.5	1,818.4	1,940.8
Investment income	170.3	(295.0)	484.9	(49.4)	1,451.0	(433.0)	964.5	598.4
Other revenues	440.3	439.2	437.8	435.0	419.1	371.3	333.2	317.8
Total	2,587.4	1,980.2	2,772.7	2,572.1	3,680.2	1,622.8	3,116.1	2,857.0
Income before income taxes	195.5	220.0	225.2	178.3	178.1	194.5	164.8	145.5
Income taxes	37.7	49.1	59.4	34.8	39.9	45.7	33.1	30.8
Net income	157.8	170.9	165.8	143.5	138.2	148.8	131.7	114.7
Less: net income attributed to participating policyholders	2.8	0.4	0.6	0.5	1.6	0.1	---	0.3
Net income attributed to shareholders	155.0	170.5	165.2	143.0	136.6	148.7	131.7	114.4
Less: preferred share dividends	5.5	5.6	6.1	3.8	3.8	3.8	4.2	4.1
Net income attributed to common shareholders	149.5	164.9	159.1	139.2	132.8	144.9	127.5	110.3
Earnings per common share								
Basic	\$1.37	\$1.50	\$1.45	\$1.30	\$1.25	\$1.36	\$1.20	\$1.04
Diluted	\$1.36	\$1.50	\$1.44	\$1.29	\$1.24	\$1.35	\$1.19	\$1.03
Net transfers to segregated funds	221.5	113.9	170.6	315.1	168.0	192.5	279.4	380.8
Increase (decrease) in insurance contract liabilities	261.3	(346.2)	350.8	(49.9)	873.2	(577.7)	937.7	492.8
Increase (decrease) in investment contract liabilities	8.2	(2.5)	2.1	1.4	7.9	(4.9)	4.6	6.4
Total general fund assets	39,759.5	39,067.5	39,920.0	39,133.0	37,789.4	37,146.2	37,001.8	36,329.6
Segregated fund net assets	23,780.6	25,033.6	24,887.6	24,100.1	24,117.0	23,207.1	22,942.0	22,664.1

Net premiums include the amounts invested by insureds in the Company's segregated funds, but exclude those invested by clients in mutual funds.

Investment Income

In the fourth quarter of 2018, investment income was down \$1.3 billion from the same quarter in 2017, when increases in fair value were particularly high. The decrease in the fourth quarter of 2018 is primarily due to a variation in the fair value of bond investments, derivative financial instruments and equities. The drop in interest rates during the period was less significant than in 2017, which led to a smaller increase in the fair value of bond investments and derivative financial instruments than in the fourth quarter of 2017. The decrease in investment income is also explained by a decrease in the fair value of the equity portfolio due to stock market variations.

Investment income fluctuates in large part based on the fair value of investments, which is influenced by changes in interest rates, stock markets and issuer spreads, particularly for bonds, equities and derivatives. Investment income also varies based on interest income, dividends, rental income from real estate, and realized profits and losses on the disposition of available-for-sale assets.

From an accounting standpoint, the majority of stocks and bonds are classified as "Designated at fair value through profit or loss" and are used as underlying assets for the provisions for future policy benefits. The variation in the fair value of these assets is therefore reflected in the increase (decrease) in insurance contract liabilities.

Other Revenues

Other revenues represent fees earned from the management of segregated funds and mutual funds, income from administrative services only (ASO) contracts, and fee income from the Company's brokerage subsidiaries and assets managed for third parties. Other revenues for the fourth quarter were up \$21.2 million year over year. This increase is essentially due to fees generated by the PPI Management Inc. block of business.

¹ As of first quarter 2018, the Company began presenting its US Operations as a separate line of business.

² Includes auto and home insurance revenues, services supporting activities not related to the main business segments such as asset management and financing, Company capital and some consolidation adjustments.

Financial Position

Capitalization and Solvency

Capitalization

iA Financial Group's capital structure can be divided into three categories: equity, debentures, and participating policyholders' accounts. At December 31, 2018, the Company's capital exceeded \$6.6 billion, a year-over-year increase of nearly 8%, with equity and participating policyholders' accounts representing over 86% of total capital.

The increase in 2018 is mainly due to the issuances of common and preferred shares in February 2018 (as discussed in the following section) and the contribution of retained earnings resulting from profits realized during the year, net of dividends paid to common shareholders.

Capital Structure

(In millions of dollars)	As at December 31				
	2018	2017	2016	2015	2014
Equity					
Common shares	1,655.5	1,520.9	1,498.8	1,310.5	1,243.5
Preferred shares ¹	525.0	375.0	375.0	375.0	475.0
Retained earnings ²	3,447.0	3,072.8	2,793.2	2,374.0	2,081.9
Contributed surplus	22.8	19.5	18.5	21.4	21.1
AOCI ³	22.5	48.9	40.1	58.1	63.6
Subtotal	5,672.8	5,037.1	4,725.6	4,139.0	3,885.1
Debentures ¹	901.4	996.3	995.3	846.1	597.2
Participating policyholders' accounts	45.3	41.0	39.0	45.0	49.4
Total	6,619.5	6,074.4	5,759.9	5,030.1	4,531.7

Financial Leverage and Coverage Ratio

The debt ratio measured as debentures over the capital structure was 13.6% at December 31, 2018. With the preferred shares added to the debentures, the ratio was 21.5%. The decrease from 22.6% twelve months earlier stems from the increase in capital, mainly from the contribution of retained earnings. The issuances and redemptions of financial instruments mentioned below had almost no net impact on the debt ratio.

At December 31, 2018, the coverage ratio was 14.6x, compared to 13.3x at December 31, 2017. In 2018, the ratio, which was already relatively high, increased further mainly due to the increase in earnings during the year. The coverage ratio represents the Company's earnings for the last twelve months before interest and income tax expenses divided by its interest and dividend expenses.

Debt Ratios and Coverage Ratio

	As at December 31				
	2018	2017	2016	2015	2014
Debt ratios					
Debentures/capital structure ²	13.6%	16.4%	17.3%	16.8%	13.2%
Debentures and preferred shares/capital structure ²	21.5%	22.6%	23.8%	24.3%	23.7%
Coverage ratio ⁴					
(number of times)	14.6	13.3	12.8	8.2	7.9

¹ Items considered as long-term debt and included in the debt ratio calculation.

² In the fourth quarter of 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 million.

³ AOCI: Accumulated other comprehensive income

⁴ Calculated by dividing earnings for the past twelve months (before interest and taxes) by the sum of interest, preferred share dividends and preferred share redemption premiums (if applicable).

⁵ This measure, which has no IFRS equivalent, is established in accordance with regulatory requirements.

Solvency

In 2018, a new capital regime establishing capital adequacy requirements for life insurers (CARLI) was introduced by the Autorité des marchés financiers (AMF). The transition to the new regime was favourable for the Company thanks to higher excess capital at the time of the transition and lower sensitivity to interest rate fluctuations. The Company's solvency ratio⁵ under the new regime was 126% at December 31, 2018, compared to 120% at January 1, 2018.

The six percentage point increase during the year is explained by the contribution of retained earnings realized in 2018, financing activities and the recognition of the internal hedging program for segregated funds. The year-end ratio remained well above the 112% to 116% guidance range.

For 2019, the target range for the holding company, iA Financial Corporation Inc., is 110% to 116%, as mentioned in the Highlights section at the beginning of this document. For the operating company, the target range remains 112% to 116% and may be revised in 2019 based on the evolution of the corporate structure.

	December 31, 2018	January 1, 2018
Available capital	4,468.9	4,464.2
Surplus allowance	4,045.6	4,155.0
Base solvency buffer	6,755.2	7,210.2
Solvency ratio⁵	126%	120%

Equity and Financing

Redemption and Issue of Financial Instruments

The Company completed two capital issuances in the first quarter of 2018. On February 26, it announced the issuance of 2.75 million common shares (including an over-allotment) for a total value of \$148.8 million, and the issuance of 6 million preferred shares (Series I) for aggregate gross proceeds of \$150 million. Then, during the third quarter, it redeemed all of its private subordinated debentures issued August 1, 2008 with a nominal value of \$100 million and bearing interest of 5.63%.

Debentures

The Company had three series of debentures on its balance sheet at December 31, 2018, with a total book value of \$901.4 million. These three series, for which details are provided in the table later in this section, were classified as financial liabilities at amortized cost. The debentures represent direct unsecured obligations of the Company that are subordinate to those of the Company's policyholders and other creditors. In 2018, the financing expense, made up of interest only, amounted to \$31.3 million, versus \$33.4 million in 2017.

Outstanding Common Shares

The Company has only one class of common shares and all common shares contain a single voting right. Effective January 1, 2019, the Company has become a subsidiary of iA Financial Corporation Inc. Under the terms of a plan of arrangement, all the Company's common shares outstanding at January 1, 2019 have been exchanged for newly issued common shares of iA Financial Corporation on a one-for-one basis. In addition, no shareholder may acquire, directly or indirectly, 10% or more of the voting shares of iA Financial Corporation, and iA Financial Corporation must directly or indirectly hold 100% of the Company's common shares. iA Financial Corporation's common shares are traded on the Toronto Stock Exchange under the ticker symbol IAG. (See the Notice at the beginning of this Management's Discussion and Analysis for more information about the legal constitution of iA Financial Group.)

The number of issued and outstanding common shares at December 31, 2018 was 108,575,222, an increase of 1,818,862 compared to December 31, 2017. This increase is mainly explained by the February 2018 issuance of common shares and the exercise of options under the Stock Option Plan for executives, net of shares redeemed under the Normal Course Issuer Bid.

Common Shares

(In millions)	As at December 31				
	2018	2017	2016	2015	2014
Number of common shares outstanding	108.6	106.8	106.2	102.4	100.8

Stock Price and Market Capitalization

Industrial Alliance became a stock company in February 2000. The Company's stock began trading on the Toronto Stock Exchange on February 3, 2000, at a price of \$7.875, taking into account the two-for-one split of the Company's common shares, which took place on May 16, 2005.

The Company's stock closed the year at \$43.57 in 2018, with market capitalization exceeding \$4.7 billion.

Stock Price and Market Capitalization

(In millions of dollars, unless otherwise indicated)	As at December 31				
	2018	2017	2016	2015	2014
Stock price	\$43.57	\$59.82	\$53.39	\$44.13	\$44.43
Market capitalization	4,730.6	6,386.2	5,670.3	4,520.5	4,477.4

Book Value per Common Share

The book value per common share was \$47.40 at the end of 2018, up nearly 9% during the year. This increase stems mainly from the contribution of retained earnings net of dividends paid in 2018.

Book Value per Common Share

	As at December 31				
	2018	2017	2016	2015	2014
Book value ¹ per common share	\$47.40	\$43.65	\$40.97	\$36.76	\$33.83

Preferred Shares

In 2018, the Company paid \$21.0 million in dividends to preferred shareholders with Class A Shares, Series B, G and I. The Company's capital currently includes these three series of Class A Preferred Shares, as shown in the table next page.

Dividends

In August 2018, iA Financial Group increased its quarterly dividend per common share from \$0.3800 to \$0.4150. As a result, the dividend for 2018 totalled \$1.59 per common share, compared to \$1.43 per common share in 2017, an increase of over 11%. In total, the Company paid out \$173.1 million in dividends to common shareholders in 2018 and the dividend payout ratio for the year was 28% of the net income attributed to common shareholders.

Dividends

	2018	2017	2016	2015	2014
Dividends paid per common share	\$1.59	\$1.43	\$1.26	\$1.16	\$1.06
Dividend payout ratio	28%	30%	24%	32%	26%

Declaration of Fourth Quarter Dividends

Following are the amounts and dates of payment and closing of registers for common shares and the various categories of preferred shares.

The Board of Directors of iA Financial Corporation Inc. has declared the payment of a quarterly dividend of \$0.4150 per common share. The dividend is payable in cash on March 15, 2019, to the common shareholders of record as at March 1, 2019.

The Board of Directors of Industrial Alliance Insurance and Financial Services Inc. has declared the payment of a quarterly dividend of \$1.65783681 per common share. The dividend is payable to the sole voting shareholder, iA Financial Corporation Inc.

The Board of Directors of Industrial Alliance Insurance and Financial Services Inc. has declared the payment of a quarterly dividend of \$0.2875 per non-cumulative Class A Preferred Share – Series B. The dividend is payable in cash on April 1, 2019, to the preferred shareholders of record as at March 1, 2019.

The Board of Directors of Industrial Alliance Insurance and Financial Services Inc. has declared the payment of a quarterly dividend of \$0.2360625 per non-cumulative Class A Preferred Share – Series G. The dividend is payable in cash on April 1, 2019, to the preferred shareholders of record as at March 1, 2019.

The Board of Directors of Industrial Alliance Insurance and Financial Services Inc. has declared the payment of a quarterly dividend of \$0.3000 per non-cumulative Class A Preferred Share – Series I. The dividend is payable in cash on April 1, 2019, to the preferred shareholders of record as at March 1, 2019.

For the purposes of the *Income Tax Act* (Canada) and any corresponding provincial and territorial tax legislation, all dividends paid by iA Financial Corporation Inc. on its common shares and by Industrial Alliance Insurance and Financial Services Inc. on its preferred shares are eligible dividends.

Stock Option Plan

In accordance with the Stock Option Plan adopted by the Board of Directors in 2001, the Human Resources and Compensation Committee granted 311,333 new share purchase options in 2018. These new options, which will expire in 2028, were granted at a weighted average exercise price of \$58.18. The issue, net of the options exercised and cancelled during the year, brings the number of share purchase options outstanding to 2,875,333, or 2.6% of the number of issued and outstanding shares at December 31, 2018.

¹ In the fourth quarter of 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 million.

Dividend Reinvestment and Share Purchase Plan for Common Shareholders

The Dividend Reinvestment and Share Purchase Plan for Common Shareholders allows participants to have their dividends automatically reinvested in iA Financial Corporation Inc. common shares and to make cash purchases of additional iA Financial Corporation Inc. common shares. Shares issued under the plan are acquired on the secondary market.

Normal Course Issuer Bid

On November 7, 2018, the Company announced the launch of a Normal Course Issuer Bid to redeem, between November 12, 2018 and November 11, 2019, up to 5,482,768 common shares, representing approximately 5% of its 109,655,360 common shares issued and outstanding as at November 1, 2018. At December 31, 2018, the number of shares redeemed totalled 1,089,638, for a total cost of \$49.7 million. Pursuant to the plan of arrangement, this program has been transferred to iA Financial Corporation Inc. as of January 1, 2019.

Preferred Shares and Debentures

Class A Preferred Shares – Series B

Number:	5,000,000
Nominal value:	\$125.0 million
Book value:	Shares recognized at their acquisition value
Dividend:	Fixed non-cumulative quarterly dividend of \$0.2875 per preferred share
Voting rights:	No voting rights
Conversion:	Not convertible into common shares
Redemption:	Redeemable in whole or in part at the option of the Company, subject to approval by the Autorité des marchés financiers (AMF), on or after March 31, 2011.

Class A Preferred Shares – Series G

Number:	10,000,000
Nominal value:	\$250.0 million
Book value:	Shares recognized at their acquisition value
Dividend:	Non-cumulative 5-year rate reset quarterly dividend at an initial annual rate of \$1.0750 in cash per preferred share until June 30, 2017. The annual rate was modified on June 30, 2017 to \$0.94425 in cash per preferred share.
Voting rights:	No voting rights
Conversion:	Convertible at the option of the holder to Class A Preferred Shares – Series H on June 30, 2017 and on June 30 every 5 years thereafter.
Redemption:	Redeemable in whole or in part at the option of the Company, subject to approval by the AMF, on June 30, 2017 and on June 30 every 5 years thereafter.

Class A Preferred Shares – Series I

Number:	6,000,000
Nominal value:	\$150.0 million
Book value:	Shares recognized at their acquisition value
Dividend:	Non-cumulative 5-year rate reset quarterly dividend at an initial annual rate of \$1.20 in cash per preferred share until March 31, 2023. On March 31, 2023 and on March 31 every 5 years thereafter, the dividend rate will be adjusted to equal the sum of the then current 5-year Government of Canada bond yield plus 2.75%.
Voting rights:	No voting rights
Conversion:	Convertible at the option of the holder to Class A Preferred Shares – Series J on March 31, 2023 and on March 31 every 5 years thereafter.
Redemption:	Redeemable in whole or in part at the option of the Company, subject to approval by the AMF, on March 31, 2023 and on March 31 every 5 years thereafter.

Subordinated debentures issued on May 16, 2014 and maturing on May 16, 2024

Nominal value:	\$250.0 million
Book value:	\$249.3 million
Interest:	2.80% until May 16, 2019. After that date, the interest rate will be a variable annual rate of return equal to the three-month CDOR (Canadian Dollar Offered Rate), plus 0.79%, payable quarterly.
Redemption and repayment:	Redeemable by the Company on or after May 16, 2019, in whole or in part, subject to prior approval by the regulatory bodies. The book value of these debentures includes the transaction costs and the premium at issue for a total of \$1.4 million.

Subordinated debentures issued on February 23, 2015 and maturing on February 23, 2027

Nominal value:	\$250.0 million
Book value:	\$249.0 million
Interest:	2.64% until February 23, 2022. After that date, the interest rate will be a variable annual rate of return equal to the three-month CDOR (Canadian Dollar Offered Rate), plus 1.08%, payable quarterly.
Redemption and repayment:	Redeemable by the Company on or after February 23, 2022, in whole or in part, subject to prior approval by the regulatory bodies. The book value of these debentures includes the transaction costs and the premium at issue for a total of \$1.4 million.

Subordinated debentures issued on September 16, 2016 and maturing on September 15, 2028

Nominal value:	\$400.0 million
Book value:	\$398.0 million
Interest:	3.30% until September 15, 2023. After that date, the interest rate will be a variable annual rate of return equal to the three-month CDOR (Canadian Dollar Offered Rate), plus 2.14%, payable quarterly.
Redemption and repayment:	Redeemable by the Company on or after September 15, 2023, in whole or in part, subject to prior approval by the regulatory bodies. The book value of these debentures includes the transaction costs and the premium at issue for a total of \$2.3 million.

More information about the features of the preferred shares and debentures can be found in the prospectus documents, which are available on the Company's website at ia.ca in the *Investor Relations* section under *About iA*.

Controls and Procedures

Disclosure Controls and Procedures

Disclosure controls and procedures are designed to provide reasonable assurance that all material information is gathered and reported in a timely fashion to senior management, in particular the President and Chief Executive Officer and the Executive Vice-President, Chief Financial Officer and Chief Actuary in order that appropriate decisions may be made regarding disclosure. These controls and procedures are also designed to ensure that the information is gathered, recorded, processed, condensed and reported within the time frames prescribed by the Canadian Securities Act.

The Company's President and Chief Executive Officer and the Executive Vice-President, Chief Financial Officer and Chief Actuary are responsible for establishing and maintaining the controls and procedures for disclosing the Company's information. Following an evaluation carried out by these senior officers as at December 31, 2018, the Company's disclosure controls and procedures were deemed to be effective.

Internal Control Over Financial Reporting

The Company's internal control over financial reporting is designed to provide reasonable assurance that the Company's financial reporting is reliable and that, for the purposes of publishing its financial information, the financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).

The Company's President and Chief Executive Officer and the Executive Vice-President, Chief Financial Officer and Chief Actuary are responsible for establishing and maintaining the Company's internal control over financial reporting as defined in Multilateral Instrument 52-109 (*Certification of Disclosure in Issuers' Annual and Interim Filings*). As at December 31, 2018, they evaluated the effectiveness of the internal control over financial reporting using the framework and criteria established in the *Internal Control – Integrated Framework* report published by the Committee of Sponsoring Organizations of the Treadway Commission. Following this evaluation, they concluded that the internal control over financial reporting was effective. During the period, no changes had, or are reasonably likely to have had, a material impact on internal control over financial reporting.

Significant Accounting and Actuarial Policies

The consolidated financial statements are prepared in accordance with International Financial Reporting Standards (IFRS).

For more information on significant accounting policies, refer to note 2 of the Company's consolidated financial statements.

The preparation of the financial statements requires that management make judgments, estimates and assumptions that affect the reported amounts of assets and liabilities, net income and additional information. Actual results may differ from management's estimates. The estimates and assumptions are revised periodically based on changes in relevant facts and circumstances. The changes are then accounted for in the period in which the revisions are made and in all subsequent periods affected by the revisions. The most significant estimates and judgments pertain to the classification of contracts and the determination of policy liabilities.

Other Items

Credit Ratings

Industrial Alliance Insurance and Financial Services Inc. receives credit ratings from three independent rating agencies: Standard & Poor's, DBRS and A.M. Best. These ratings confirm the Company's financial strength and its ability to meet its commitments to policyholders and creditors.

In 2018, the credit ratings assigned by Standard & Poor's, DBRS and A.M. Best remained unchanged, with a stable outlook.

Credit Ratings

Agency	Type of Evaluation	Rating
Standard & Poor's	Financial Strength	A+
	Issuer Credit Rating	A+
	Subordinated Debentures	A
	Preferred Shares	
	Canadian scale	P-1 (Low)
DBRS	Global scale	A-
	Financial Strength	A (high)
	Issuer Credit Rating	A (high)
	Subordinated Debentures	A
	Preferred Shares	Pfd-2 (high)
A.M. Best	Financial Strength	A+ (Superior)
	Issuer Credit Rating	aa-
	Subordinated Debentures	a
	Preferred Shares	a-

Related Party Transactions

The value of the related party transactions is presented in note 27 of the Company's consolidated financial statements.

Guarantees, Commitments and Contingencies

In the normal course of business, the Company frequently signs various types of contracts or agreements which, in certain cases, can be considered to be guarantees, commitments or contingencies.

As at December 31, 2018, the Company's contractual obligations and commitments were as follows:

Contractual Obligations – Payments Due by Period

(In millions of dollars)	As at December 31, 2018			
	Total	Less than 1 year	1 year to 5 years	More than 5 years
Debentures ¹	901.4	---	---	901.4
Capital lease	1.2	0.6	0.6	---
Operating lease	187.4	32.9	83.3	71.2
Purchasing commitments	299.5	56.8	242.7	---
Other long-term commitments ²	5,045.9	3,147.4	1,310.6	587.9
Total of contractual obligations	6,435.4	3,237.7	1,637.2	1,560.5

For more information on commitments to third parties, investment commitments and the Company's lines of credit, refer to note 28 of the consolidated financial statements.

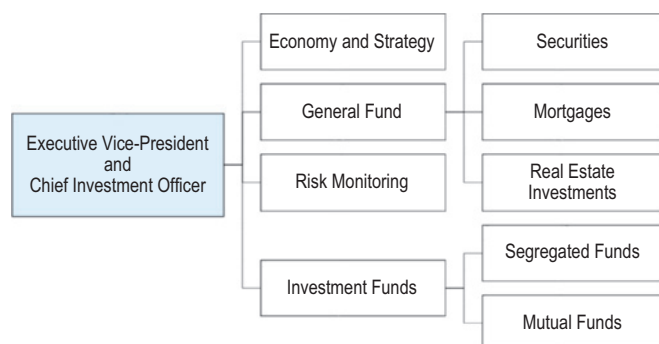
¹ The debentures can be redeemed at the Company's option on various dates. Refer to note 16 of the consolidated financial statements for more information on debentures.

² Includes long-term financial liabilities only.

Investments

Description of Sector

The Investments sector has two main functions: managing the assets in the Company's general fund and managing the investment funds offered to its clients. All of iA Financial Group's investment activities, including those associated with its US Operations, are combined under a single authority and share a common philosophy. The investment management structure is illustrated below.



The general fund experts manage a diverse range of investments, including bonds, stocks, residential and commercial mortgages, real estate investments, short-term investments and derivatives.

The risk monitoring team is responsible for developing a global vision for the control and monitoring of the various investment risks (interest rate, stock market, foreign currency, credit, liquidity, etc.). In addition to quantifying the risks, the team helps develop strategies for managing these risks effectively.

Most of iA Financial Group's investment professionals work for iA Investment Management, where they look after asset allocation and securities selection for the general fund and for a number of segregated and mutual funds, in addition to overseeing all external managers.

Assets Under Management and Administration

At December 31, 2018, iA Financial Group had \$168.8 billion in assets under management and administration, a decrease of \$0.8 billion, or 0.4%, versus the previous year.

Assets Under Management and Administration

(In millions of dollars)	As at December 31				
	2018	2017	2016	2015	2014
Assets under management					
General fund ¹	39,759.5	37,789.4	35,223.8	33,161.4	31,591.2
Segregated funds	23,780.6	24,117.0	21,825.8	19,776.7	18,748.2
Mutual funds	10,832.8	11,723.2	10,937.5	10,428.3	11,832.9
Other	14,721.1	15,123.1	16,859.9	15,526.1	14,621.3
Subtotal	89,094.0	88,752.7	84,847.0	78,892.5	76,793.6
Assets under administration	79,677.5	80,787.1	41,387.2	36,920.8	32,687.2
Total	168,771.5	169,539.8	126,234.2	115,813.3	109,480.8

Assets under management, which are made up of amounts in the general fund, segregated funds and mutual funds, as well as certain assets managed for third parties (classified as "Other"), remained similar to the previous year.

Assets under administration decreased slightly following the market downturn in the fourth quarter. Assets under administration essentially include third-party assets that are administered through the mutual fund brokerage companies (primarily Investia Financial Services and FundEX Investments), the securities brokerage company (iA Securities) and the trust company (iA Trust).

General Fund

General Fund Investments

The Company uses a prudent, disciplined approach to investing and aims to achieve an optimal balance between risk and return. In addition to ensuring that its investments are well diversified among issuers and operating sectors, as well as geographically, the Company closely monitors its asset/liability matching and maintains a sufficient level of liquidity at all times. For more information about liquidity risk and how it is managed and about the asset/liability matching process and the measures used by the Company to reduce the risks associated with this process, refer to the Risk Management section of this Management's Discussion and Analysis.

The assets related to the Company's insurance and annuity operations are mainly invested in fixed-income securities, such as bonds, and to a lesser extent, in equity securities (stocks). The assets related to the Company's capital are invested in fixed-income securities and preferred shares.

Composition of General Fund Investments

At the end of 2018, 68.3% of the Company's investments were invested in bonds and 10.6% in mortgages and other loans, for a total of 78.9% in fixed-income securities. The proportion of fixed-income securities has fluctuated between 76% and 78% over the last five years, while stocks have varied between 10% and 13%.

General Fund Investments

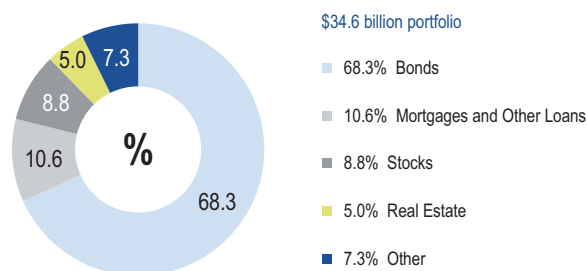
(In millions of dollars)	As at December 31				
	2018	2017	2016	2015	2014
Bonds	23,592.3	22,944.1	21,086.8	19,278.1	18,575.3
Mortgages and other loans	3,661.3	3,288.1	3,292.3	3,169.3	2,886.0
Stocks	3,054.8	3,467.0	3,083.0	2,924.1	3,242.0
Real estate	1,720.5	1,340.8	1,237.8	1,215.9	1,190.1
Other invested assets ²	2,550.0	2,781.9	2,391.0	2,362.2	1,515.7
Total	34,578.9	33,821.9	31,090.9	28,949.6	27,409.1

¹ At December 31, 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.

² In 2017, one item under "Other invested assets" was reclassified under "Other assets" on the balance sheet. This change is reflected back through 2015.

Investments by Asset Category

As at December 31, 2018



Overall Quality of Investments

At December 31, 2018, net impaired investments were down \$7.5 million. On a \$34.6 billion portfolio, this represents just 0.05% of total investments (0.07% at December 31, 2017).

The overall quality of investments continued to be very good in 2018.

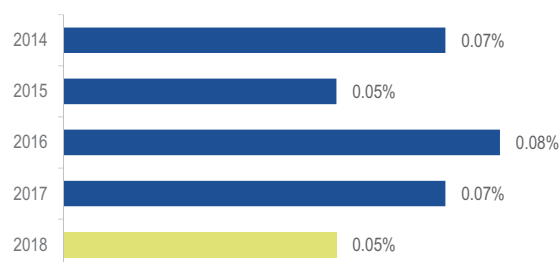
Net Impaired Investments (Excluding Insured Loans)

(In millions of dollars)	As at December 31				
	2018	2017	2016	2015	2014
Bonds	12.8	15.1	16.9	6.0	7.2
Mortgages and other loans	3.1	8.3	6.5	8.2	11.5
Total	15.9	23.4	23.4	14.2	18.7

Net impaired investments are made up of bonds and conventional mortgages that are three or more months in arrears, as well as restructured loans and other loans in default, taking into account any specific provisions for losses set up in consideration of these assets.

Net Impaired Investments as a Percentage of Total Investments

As at December 31



For the investment portfolio as a whole, unrealized losses on corporate fixed-income securities classified as "available for sale" amounted to \$23.1 million at December 31, 2018 (\$9.2 million at December 31, 2017).

Bond Portfolio

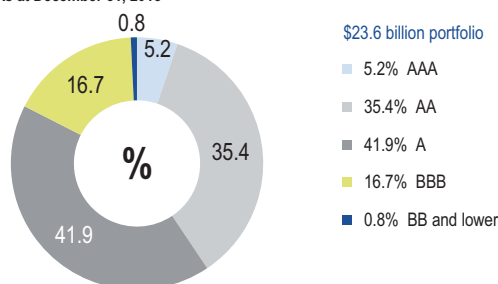
The quality of the Company's bond portfolio is very good, totalling \$23.6 billion at December 31, 2018.

In accordance with the rules defined in the investment policies, the Company largely invests in bonds whose credit rating from a recognized rating agency is BBB low or higher at the time of acquisition. In the event no evaluation is available from a recognized rating agency, the Company uses an in-house method to evaluate the quality of the bonds in question.

The proportion of bonds rated A or higher represented 82.5% of the portfolio at the end of 2018, compared to 82.7% at the end of 2017. At December 31, 2018, bonds rated BB and lower (high-yield bonds) represented \$184.3 million (0.8% of the portfolio), compared to \$227.0 million at December 31, 2017 (1.0% of the portfolio).

Bonds by Credit Rating

As at December 31, 2018



In addition to investing in bonds issued through public placements (government bonds and bonds of public corporations), the Company also invests in bonds issued through private placements. These bonds offer investment opportunities that are generally not available on the public market, and offer performance and risk features that are suitable for the operations of a life insurance company. They also provide greater access to information from issuers. However, bonds issued through private placements do not have the same level of liquidity and could be affected by changing credit conditions in the market. At December 31, 2018, private issue bonds totalled \$4.2 billion, which represents 17.9% of the bond portfolio (\$3.9 billion or 16.9% of the portfolio at December 31, 2017).

Bond Portfolio

	As at December 31				
	2018	2017	2016	2015	2014
Book value of the portfolio (\$Million)	23,592.3	22,944.1	21,086.8	19,278.1	18,575.3
Distribution by category of issuer (%)					
Governments ¹	50.7	52.0	51.4	50.0	49.7
Municipalities	5.1	5.0	4.4	5.2	5.2
Corporates – Public issues	26.3	26.1	26.2	25.9	27.4
Corporates – Private issues	17.9	16.9	18.0	18.9	17.7
Total	100.0	100.0	100.0	100.0	100.0

¹ Government issuers and those with an equivalent direct or indirect guarantee, excluding municipal issuers.

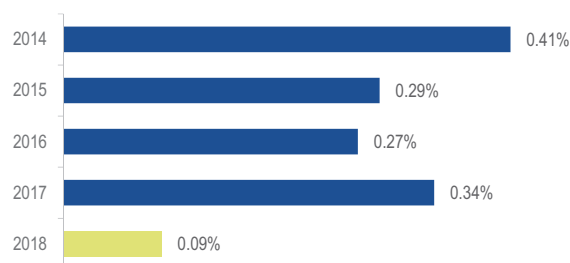
Mortgages and Other Loans Portfolio

The mortgages and other loans portfolio amounted to \$3.7 billion at December 31, 2018, a \$373.2 million increase from December 31, 2017. Nearly a third of this portfolio, for an amount of \$1.1 billion, was securitized at the end of 2018 through CMHC's Canada Mortgage Bond (CMB) program.

Mortgages as such totalled \$3.0 billion at the end of 2018, and they were of excellent quality. The delinquency rate decreased during the year, from 0.34% at December 31, 2017 to 0.09% at December 31, 2018. In total, delinquent mortgages represented just \$2.6 million at December 31, 2018 (\$9.2 million at December 31, 2017). The delinquency rate data includes both insured and uninsured mortgages.

Delinquency Rate as a Percentage of Mortgages

As at December 31



As shown in the table below, insured mortgages have represented approximately three-quarters of total mortgages in recent years (76.4% in 2018).

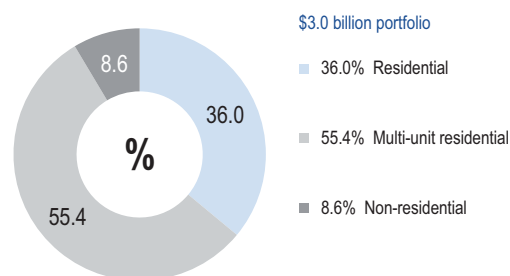
Mortgages and Other Loans Portfolio

	As at December 31				
	2018	2017	2016	2015	2014
Book value of the portfolio (\$Million)					
Mortgages	2,999.4	2,718.5	2,776.5	2,877.2	2,759.7
Other loans – Car loans	661.9	569.6	515.8	292.1	126.3
Total	3,661.3	3,288.1	3,292.3	3,169.3	2,886.0
Distribution of mortgages by type of loan (%)					
Insured loans	76.4	78.1	77.1	76.0	75.9
Conventional loans	23.6	21.9	22.9	24.0	24.1
Total	100.0	100.0	100.0	100.0	100.0
Mortgage delinquency rate (%)	0.09	0.34	0.27	0.29	0.41

At December 31, 2018, the proportion of mortgages secured by single-family and multi-unit residential properties was 91.4% (92.2% at December 31, 2017). This number has been above 80% for several years.

Mortgages by Type of Property

As at December 31, 2018



In addition to mortgages and other loans, the Company also manages assets for third parties. In total, the Company's portfolio of mortgages and other loans plus assets managed for third parties amounted to \$13.0 billion at December 31, 2018 (\$12.7 billion at December 31, 2017). After several years of growth, loans managed for third parties were down slightly in 2018. The Company continues to develop new partnerships and to capitalize on its underwriting, compliance, customer service and management expertise.

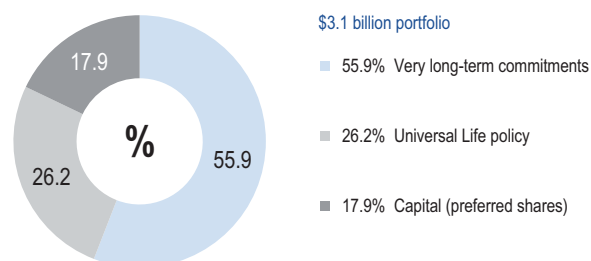
Stock Portfolio

At December 31, 2018, investments in equity securities amounted to \$3.1 billion, or 8.8% of the Company's total investments, compared to \$3.5 billion or 10.3% a year earlier.

Investments in equity securities, as well as the Company's preferred shares, are used to match long-term insurance contract liabilities and to cover the commitments on certain Universal Life policies. The stock portfolio matched to long-term commitments delivered a return of 1.0% in 2018. The Company's preferred shares delivered a return of -6.5%. These results are mainly due to widening credit spreads and decreased interest rates. Private equities occupy an increasingly large part of the portfolio. This equity category offers opportunities in terms of diversification, returns and matching of long-term commitments.

Stock Portfolio by Type of Matching

As at December 31, 2018



The management strategy used for the stock portfolio aims to optimize return through investments in preferred shares, high dividend shares, market indices and investment funds. The Company favours a policy of diversification by industrial sector and by issuer to limit its exposure to concentration risk and to participate in the growth of all primary economic sectors.

Stock Portfolio

	As at December 31				
	2018	2017	2016	2015	2014
Book value of the portfolio (\$Million)	3,054.8	3,467.0	3,083.0	2,924.1	3,242.0
Distribution by category of stock (%)					
Common shares and investment fund units	35.7	41.2	43.3	50.3	59.4
Preferred shares	16.3	18.3	19.7	19.1	16.6
Market indices	10.2	14.3	13.7	13.0	14.2
Private equities	37.8	26.2	23.3	17.6	9.8
Total	100.0	100.0	100.0	100.0	100.0

Real Estate Portfolio

The Company recognizes investment properties at fair value. The book value of investment properties increased by \$379.7 million in the past year to reach \$1.7 billion at December 31, 2018. Changes in the book value are normally due to the net amount of acquisitions and dispositions, the increase in the fair value of investment properties that were reappraised during the year and any renovations to the properties. Real estate investments represented 5.0% of total investments at December 31, 2018.

The occupancy rate of investment properties increased slightly during the year (95.0% at December 31, 2018, compared to 93.0% at December 31, 2017). It continues to compare very favourably with that of commercial rental properties in large Canadian cities.

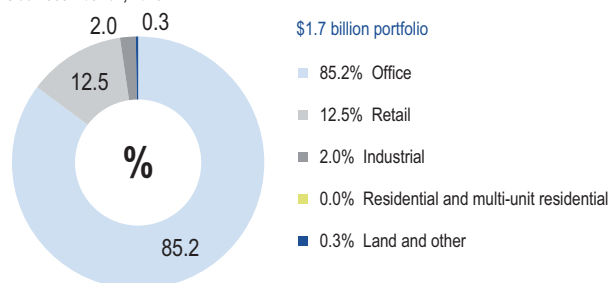
Office buildings account for over 80% of the Company's real estate investments.

Investment Properties

	As at December 31				
(In millions of dollars, unless otherwise indicated)	2018	2017	2016	2015	2014
Book value of the portfolio	1,720.5	1,340.8	1,237.8	1,215.9	1,190.1
Occupancy rate	95.0%	93.0%	90.2%	90.1%	91.0%

Investment Properties by Category of Property

As at December 31, 2018



Derivative Financial Instruments

The Company uses derivative financial instruments in the normal course of managing the risk arising from fluctuations in interest rates, equity markets, currencies and credit. These instruments are primarily made up of interest rate, equity and foreign exchange swaps, as well as options, futures and forward contracts.

Derivative financial instruments are used as part of the Company's hedging program. This program aims to alleviate the sensitivity of the capital guarantees on certain segregated fund products to interest rate and stock market fluctuations.

The Company also uses derivatives in the implementation of strategies to improve the matching of assets backing long-term life insurance liabilities and to hedge the risk associated with the Universal Life policy funds.

The table below presents certain values pertaining to the Company's financial instruments. For more information, refer to note 8 of the Company's consolidated financial statements.

Derivative Financial Instruments – Fair Value and Exposure

	As at December 31	
(In millions of dollars)	2018	2017
Net fair value ¹	(204.3)	200.0
Notional amount ²	17,432	13,137

Other Invested Assets

The "Other invested assets" category is made up of cash and cash equivalents, policy loans (most insurance contracts, except for term insurance contracts, allow policyholders to obtain a loan on the surrender value of their contracts), derivatives, short-term investments and other investments. These investments totalled \$2.6 billion at December 31, 2018 (\$2.8 billion at December 31, 2017).

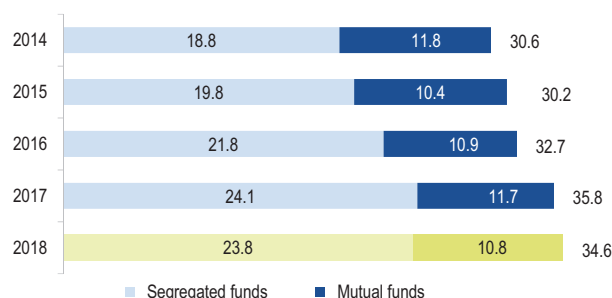
Investment Funds

(Segregated Funds and Mutual Funds)

Investment Fund Assets

Investment fund assets for iA Financial Group totalled \$34.6 billion at December 31, 2018 (\$23.8 billion in segregated funds and \$10.8 billion in mutual funds), down from the previous year. This decrease is mainly explained by unfavourable markets.

Segregated Fund and Mutual Fund Assets as at December 31 (\$Billion)



¹ Positive fair value of the derivative financial instruments presented under Assets in the Consolidated Statements of Financial Position, minus the negative fair value presented under Liabilities.

² Amount used to determine the contractual amount of the cash flows to be exchanged.

Range of Funds

iA Financial Group offers a broad, diverse range of investment funds. At December 31, 2018, the Company offered over 200 funds to its clients, and over half of the assets in these funds were managed in-house.

The Company continued to redesign its segregated fund offer in 2018 to include funds that are more diverse and complementary. Some innovative new options were also introduced for certain market segments and products, in particular a series of balanced global mandates that aim to invest a portion of holdings in non-liquid alternative assets and a thematic innovation U.S. equity fund.

On the mutual fund front, iA Clarington made a number of improvements to its fund lineup during the year. These include the involvement of a new manager on a multi-asset global mandate and the launch of the Active ETF (exchange-traded fund) Series for three fixed-income funds.

Lastly, in the Group Savings and Retirement sector, the Company added several funds to provide greater depth within certain fund categories.

Compared to the competition, our funds posted slightly above-average returns for the year. Overall, 51% of the assets held in funds offered by the Company surpassed their respective one-year medians, compared to 44% in 2017. This percentage increases slightly to 54% and 62% for three- and five-year periods.

The returns on all the Company's investment funds, as well as detailed financial information on these funds, are presented in the investment fund financial reports prepared by iA Financial Group.

iA Financial Group's Active Investment Funds

	As at December 31, 2018	
	Assets (\$Billion)	Distribution of assets
Segregated funds	23.8	69%
Mutual funds	10.8	31%
Total	34.6	100%

Investment Fund Performance

Amid signs of a slowdown in an otherwise favourable economic environment, the financial markets had their worst year in a decade.

Despite growth in U.S. corporate profits, the Federal Reserve's decision to continue "normalizing" its monetary policy and the escalation of trade tensions between the U.S. and China created a highly volatile environment on Wall Street, especially in the fourth quarter. Case in point, over 80 sessions with daily fluctuations of more than 1% were recorded in 2018 versus just eight in 2017.

Consequently, on the heels of solid performances in recent years, all stock markets were down in 2018. In Canada, the market was down 8.9% for the year and 10.1% in the fourth quarter. In the U.S., the S&P 500 posted a return of -4.4% in local currency, or +4.4% in Canadian dollars given the appreciation of the U.S. dollar. However, the U.S. market was down almost 15% from its peak earlier in the year. In foreign markets, the MSCI EAFE was down 13.4% in local currency or 5.8% in Canadian dollars.

On the bond markets, the stock market volatility in the fourth quarter pushed rates down, allowing the Canadian bond market to finish 2018 in positive territory. As a result, the FTSE TMX Canada Universe Bond Index finished the year with a return of 1.4%, despite a risk premium on corporate bonds that grew substantially in the fourth quarter from a level which, it should be noted, was abnormally low.

In this context, 2018 was a difficult year for the vast majority of funds, even diversified investment funds and portfolios exposed to multiple asset classes.

Risk Management

The Risk Management section of the Management's Discussion and Analysis contains certain information required under IFRS-7 *Financial Instruments: Disclosures* of the International Financial Reporting Standards (IFRS) regarding the nature and scope of the risks arising from financial instruments. This information, which appears in the shaded sections, is an integral part of the audited consolidated financial statements for the period ended December 31, 2018, given that the standard permits cross-references between the Notes to the Financial Statements and the Management's Discussion and Analysis. Because of the references made to the financial statements, the terminology used in this section is generally aligned with what is found in the financial statements.

As a financial group, Industrial Alliance assumes a variety of risks inherent in the development and diversification of its operations. As a result, its risk management approach is attuned to its business expansion strategy. The goal of the Company's risk management program is to generate maximum sustainable value for its clients, shareholders and employees, and for the community it serves. More specifically, the Company is committed to carrying out sound and prudent risk management through an approach that balances risk and return. This approach is aligned with the Company's strategic directions, takes risk into account in all decision-making and respects the Company's risk appetite and tolerance. It also ensures that the Company can meet its commitments to policyholders, creditors and regulatory bodies.

The Company's risk management program is supported by a strong code of conduct, a sound risk management culture and an effective framework. The Company maintains an overall vision and continuously demonstrates prudence in implementing its strategies and business decisions in order to protect its reputation and the Company's value. The Company also places particular emphasis on its capital adequacy by maintaining a solvency ratio higher than that required by the regulatory authorities.

Risk Management Principles and Responsibilities

The Company defines risk as the possibility of an event occurring that will have an impact on achieving its objectives. Sound, effective risk management rests on identifying, measuring, assessing, understanding, and communicating the risks the Company is exposed to in the course of its operations.

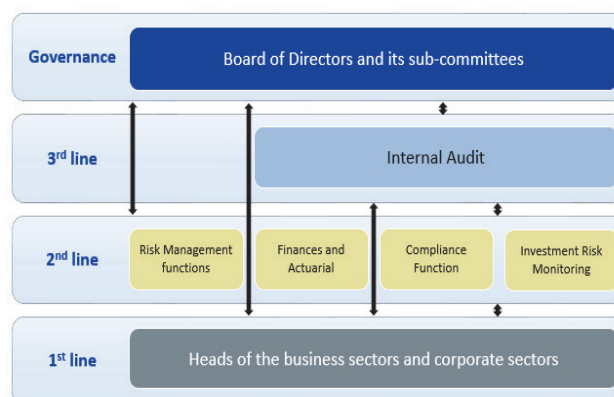
In accordance with this principle, the Company has implemented an enterprise risk management framework that is continually applied and taken into account in developing the Company's business strategies and in all of its operations.

The goal of the framework is to identify, measure, assess, understand, manage and monitor the risks the Company is exposed to in the course of its operations. The framework also defines the Company's risk appetite and tolerance, in other words, the amount of risk the Company wants and is willing to take in order to execute its business strategy and achieve its goals. Lastly, compliance with the framework helps ensure that pertinent information regarding risks is communicated and shared on a regular and timely basis with the various people involved in risk management.

The enterprise risk management framework therefore provides the Board of Directors with reasonable assurance that all required elements are in place within the Company to ensure effective risk management. Compliance with and application of the framework allow for a sound risk management culture to be maintained and promoted within the Company.

The framework is governed by a global policy designed to classify and define the risks the Company is exposed to, outline the risk management governance and organizational structure, including the roles and responsibilities of the various people involved in the risk management process, and identify the key steps in the process, particularly in terms of identifying, measuring, assessing, communicating and monitoring the risks.

The diagram that follows illustrates the responsibility levels with respect to enterprise risk management within the Company.



Supported by a strong risk culture, the Company's risk management approach includes a "three lines of defense" governance model. This approach breaks down the responsibilities according to those who take the risk, those who monitor it and those who provide an independent assessment of the overall process.

The first line of defense includes the President and Chief Executive Officer and the heads of the business and corporate sectors. They are responsible for selecting and executing the business strategies in keeping with the Company's defined risk appetite and tolerance and ensuring a good long-term balance between risk and return. They are also responsible for implementing policies and procedures and for identifying, communicating and managing risks that could prevent them from achieving the objectives identified in their respective areas of responsibility.

The second line of defense includes the risk management and compliance functions, respectively headed up by the Chief Risk Officer and the Chief Compliance Officer. Also included are the Finance and Actuarial and Investment Risk Monitoring sectors. The second line of defense is responsible for coordinating the application and enforcement of the enterprise risk management framework within the Company and ensuring that appropriate policies and procedures are defined and effectively implemented by the first line of defense. To this end, it coordinates, guides and supports the first line of defense in the rigorous assessment of significant risks to which the Company is exposed. It works together with the first line to ensure prudent and disciplined management in protecting the Company's reputation and long-term sustainability. The first two lines of defense are also responsible for

keeping the Board of Directors regularly informed about the Company's main risks and the steps taken to manage them.

The Chief Risk Officer and his team work closely with the other second-line functions and with the first line to promote a culture of sound risk management across the organization. Based on a holistic view of the risks and considering the interrelationships that may exist between them, the Chief Risk Officer communicates any pertinent information to senior management and the Board of Directors.

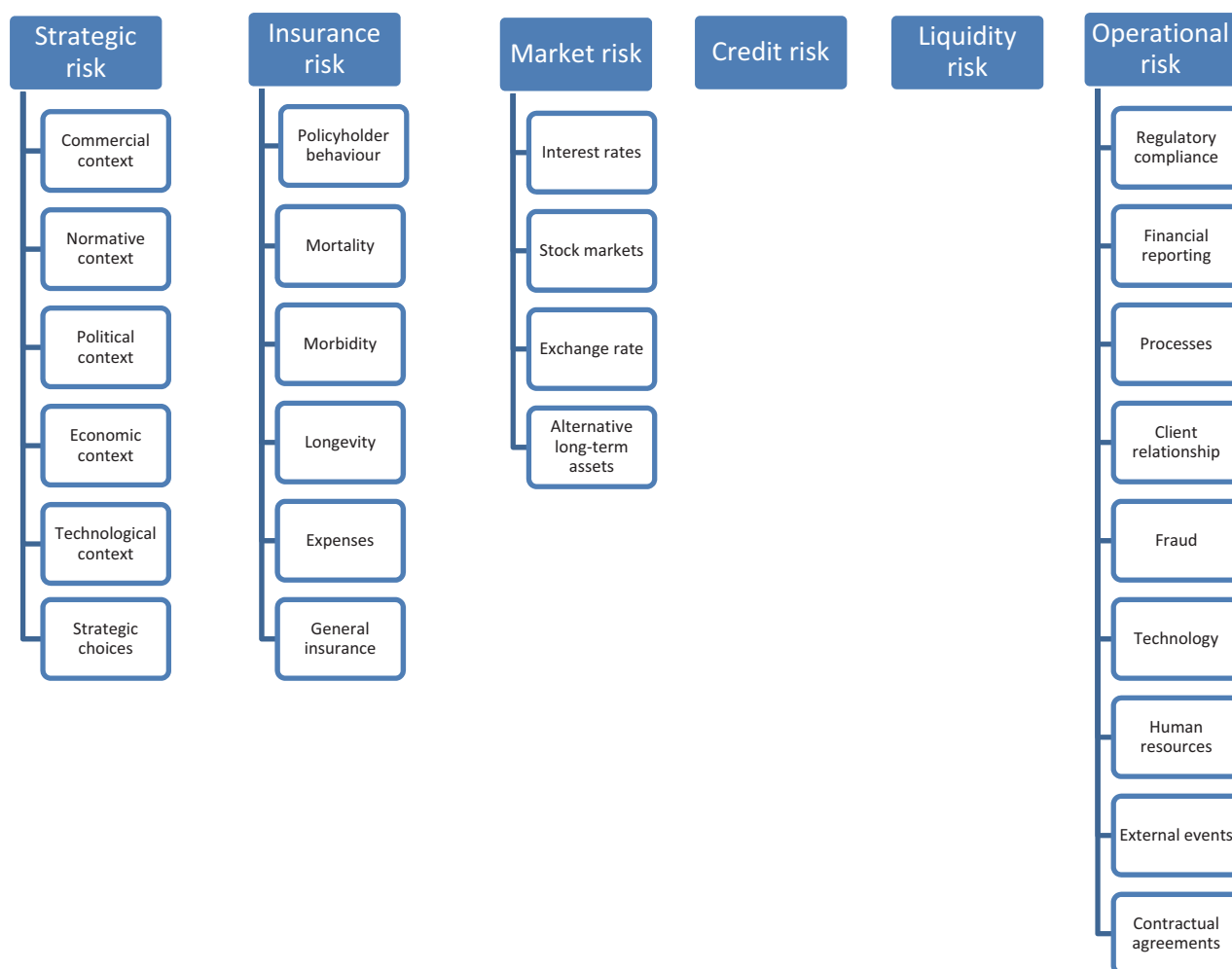
As the third line of defense, Internal Audit assesses the effectiveness of the enterprise risk management framework, recommends improvements to the people involved in the process and reports on the situation to the Board of Directors' Audit Committee.

The Board of Directors monitors the effectiveness of the enterprise risk management framework. It verifies and approves the global policy governing this framework as well as any changes that are made to it. The Board also approves the overall level of risk the Company is willing to take as well as the tolerance thresholds it is willing to withstand in order to meet its business and growth objectives.

The enterprise risk management framework also applies to the Company's subsidiaries. A functional reporting relationship is established between the risk management and compliance functions and those responsible for risk management and compliance in the subsidiaries.

The boards of directors of the subsidiaries, which are made up of members renowned for their expertise in their respective fields as well as senior executives from the parent company, also play an important role in risk management.

Risk Categories



The previous diagram illustrates the categories of risk the Company is exposed to in the course of pursuing its strategic objectives. A summary of these risks and the processes for managing them is outlined in the following pages.

The Company is also exposed to reputation risk. This risk can arise from the occurrence of one or more risks that appear in the six categories

outlined below. It may result from negligence or unauthorized actions by an employee or other individual affiliated with the Company, inappropriate behaviour by one of its representatives, or some other event that may, rightly or wrongly, have a negative impact on the public's perception of the Company and potentially lead to fewer clients, lost revenues or considerable litigation costs.

Each of these risk categories can include known or emerging risks. The way in which they are managed across the organization is adjusted accordingly.

Specific management strategies are used for each of the six risk categories. That said, the management of these risks is based on a common underlying element that transcends the organization: the risk management culture. This culture can be defined as the behaviours adopted by Company employees, who observe and apply the principles of the enterprise risk management framework to their job and their day-to-day activities. These behaviours are also governed by respect for ethics and transparency in decision-making. This culture and these behaviours make up the solid common foundation for the Company's risk management activities.

Strategic Risk

Strategic risk may arise from poor strategic decisions or not adapting well to changes in the business, normative, political, economic or technological environment.

Risk Associated with the Business Environment – The insurance and wealth management sectors are highly competitive. There is a risk that competitive pressures could lead to increased pressure on the business model and harm the Company's overall profitability. Changes in client needs and spending habits could also have an adverse effect on the Company's results if it doesn't adapt accordingly.

Risk Associated with the Normative Environment – Financial institutions are subject to a vast number of laws and regulations. As a result, legislative and regulatory changes could increase the amount of time and resources needed to ensure ongoing compliance. The Company is also exposed to risk related to changes in accounting and actuarial standards.

Risk Associated with the Political Environment – Political events or decisions could have an adverse impact on the relevance of the Company's products or its profitability.

Risk Associated with the Economic Environment – Changes in the economic environment like increased credit risk or a deterioration in financial market conditions that leads to increased volatility could increase pressure on the business model or adversely affect the Company's profitability, financial strength and access to capital.

Risk Associated with the Technological Environment – Not adapting well to changes in the technological environment could impact the integrity of our information systems and technology infrastructure or generally disrupt the Company's business plan.

In concrete terms, known and emerging strategic risks are reassessed by senior management at least once a year or more frequently at their discretion, according to the circumstances. During the corporate and sector strategic planning exercises carried out across the organization, these risks are analyzed to determine their impact on the Company's strategy and, conversely, to identify whether additional strategies are needed to manage or mitigate the risks.

Senior management lays out the strategies and oversees their execution. This work is supported by various key processes:

- Strategic planning in compliance with defined risk tolerance levels and capital adequacy requirements
- Review of the strategies and risks that apply to the Company's main activities

Main strategic and emerging risks

In 2018, the Company continued to put strategies in place for managing its main strategic and emerging risks.

Changes in technology and the client relationship – The advent of new digital and software technologies coupled with shifts in demographics and client preferences has prompted the Company to make strategic choices in these areas. One of these choices was the introduction of a modern digital strategy that focuses on the client and partner experience.

Regulatory changes – Operating in the insurance and wealth management industry, the Company is subject to the requirements of several regulatory bodies. A number of new regulatory requirements are currently being introduced on a variety of topics, such as business practices, integrated commissions, privacy and new accounting standards. Supported by its rigorous risk management and compliance framework, the Company carries out effective monitoring and quickly takes steps to proactively respond to these new requirements.

Risk related to changes in economic conditions – Operating in the financial sector, the Company relies in part on the economic and financial conditions of the markets in which it operates. In the complex, globalized environment that characterizes these markets, economic conditions can change suddenly and drastically. To protect itself from these unforeseen changes, the Company relies on a balanced business model and chooses strategies that allow it to shield itself while benefitting from the different economic conditions. This balanced strategy allows the Company to remain solvent and prosperous and to continue its long-term growth despite economic volatility.

Insurance Risk

Insurance risk is the risk of loss arising from higher claims than anticipated during product pricing and design. This category includes risk factors associated with policyholder behaviour, mortality, morbidity, longevity, expenses and general insurance. Insurance risk can occur at various stages of a product's life cycle, for example during product design and pricing, during underwriting or claims adjudication or when calculating the provisions for future policy benefits. The Company has put controls and processes in place at each of these stages to ensure appropriate management of these risks.

Product design and pricing – For certain types of contracts, the insurance risk may be shared with or transferred to the policyholder through dividend and experience refund policies, or through the Company's ability to adjust the premiums or future benefits if experience turns out to be different than expected. For other types of contracts, the Company assumes the entire risk, thus the need to carry out a proper valuation of the commitments in this regard.

The Company has adopted a product design and pricing policy that establishes standards and guidelines on pricing methods, formulation of assumptions, profitability objectives, analysis of profitability sensitivity according to various scenarios, documentation, and the accountability of the various people involved.

At this stage of a product's life cycle, the risk is primarily managed by regularly analyzing the pricing adequacy of Company products as compared to recent experience. The pricing assumptions are revised as needed or the various options offered by the reinsurance market are utilized.

Underwriting and Claims Adjudication – Given the geographic diversity of its clients, the Company is not heavily exposed to concentration risk with respect to individuals or groups. The largest portion of the Company's mortality risk is in Canada.

The Company has established guidelines pertaining to underwriting and claims adjudication risk that specify the Company's retention limits. These retention limits vary according to the type of protection and the characteristics of the insureds, and are revised regularly according to the Company's capacity to manage and absorb the financial impact associated with unfavourable experience regarding each risk. Once the retention limits have been reached, the Company turns to reinsurance to cover the excess risk.

In the normal course of business, the Company uses reinsurance agreements to limit its risk on every life insured. It has adopted a reinsurance risk management policy whereby maximum benefit amounts, which vary by line of business, are established for life and health insurance. The Company also has reinsurance agreements covering financial losses from multiple claims due to catastrophic events affecting multiple lives insured. One of these agreements applies to events that may produce losses in excess of \$200 million, up to a maximum of \$400 million, which is equivalent to a maximum claim of up to \$200 million.

Calculating Provisions for Future Policy Benefits – In any insurance company, calculating the provisions for future policy benefits is a complex process that relies on financial projection models and assumptions to determine the value of the amounts that will be paid in the future to policyholders and beneficiaries. In-house studies on evolving claims experience as well as external sources of information are used to revise the assumptions, which may lead to changes in the provisions for future policy benefits.

The Company has developed a policy that outlines the documentation and the control rules needed to ensure that the actuarial valuation standards defined by the Canadian Institute of Actuaries (or any other relevant body), as well as the Company's standards, are followed and applied consistently in all sectors and in all territories where the Company conducts business.

Every year, the appointed actuary ensures that the valuation of provisions for future policy benefits is carried out in accordance with accepted actuarial practice in Canada and that the selected assumptions and valuation methods are appropriate.

The Company's Sensitivity to Certain Insurance Risks – The table below summarizes the impact on net income attributed to common shareholders of adverse deviations from assumptions for certain insurance risks.

Decrease in Net Income Attributed to Common Shareholders Resulting from Adverse Deviations from the Assumptions

(In millions of dollars)	2018	2017
Insurance risk: adverse deviation of 5%		
Mortality rate ¹	194	187
Lapse rate ²	146	148
Unit costs ³	58	52
Morbidity rate ⁴	52	49

Favourable variances from the assumptions would have the same impact, but in the opposite direction.

For more information on insurance risk management, refer to notes 13 and 14 of the Company's audited consolidated financial statements.

Market Risk

The Company is exposed to market risk, which is the risk that the fair value/future cash flows of an insurance contract/financial instrument will fluctuate due to variations in market risk factors. This category includes risk factors related to interest rates, stock markets, foreign currency and return on alternative long-term assets.

The Company has established investment policies that contain a variety of quantitative measures designed to limit the impact of these risks. The investment policies are reviewed annually and any modifications are submitted to the Board of Directors for approval. Policy management and compliance is monitored regularly and the results are reported to the Board of Directors' Investment Committee at least quarterly.

Interest Rate Risk – One of an insurer's fundamental activities is to invest client premiums for the purpose of paying future benefits. In some cases—for death benefits and annuity payments, for instance—the maturity date may be uncertain and potentially a long time in the future. Interest rate risk is the risk of loss associated with fluctuations in benchmark interest rates and/or rate spreads. It can occur if the asset cash flows cannot be reinvested at high enough interest rates compared to the interest rates on the corresponding liabilities, or if an asset needs to be liquidated in order to match the liability cash flows and a loss in market value of the liquidated asset occurs due to rising interest rates. This risk depends on asset allocation as well as external factors that have a bearing on the markets, the nature of the built-in product guarantees, and the policyholder options.

¹ The adverse deviation is expressed assuming 105% of the expected mortality rates, adjusted to reflect the adjustability of certain products.

² The adverse deviation is expressed assuming 95% of the expected lapse rates for lapse-supported products and 105% of the expected lapse rates for other products, adjusted to reflect the adjustability of certain products.

³ Adjusted to reflect the adjustability of certain products.

⁴ The adverse deviation is expressed assuming 95% of the expected termination rate when the insured is or becomes disabled and 105% of the expected occurrence rate when the insured is active, adjusted to reflect the adjustability of certain products.

To mitigate this risk, the Company has developed a strict matching process that takes into account the characteristics of the financial liabilities associated with each type of annuity and insurance product. Some of the important factors considered in the matching process include the structure of projected cash flows and the degree of certainty with regard to their maturity, the type of return (fixed or variable), the existence of options or guarantees inherent in the assets and liabilities, and the availability of appropriate assets in the marketplace. Some liabilities can be immunized to a very large degree against interest rate fluctuations because they can be backed by assets offering a similar cash flow structure.

The Company's investment policy clearly defines the type of matching that is appropriate for each type of liability, as well as the constraints and guidelines to follow for choosing the assets. To illustrate the application of this policy, the liabilities are divided into three main categories, as presented below, based on the structure of the underlying financial commitments.

Net Liabilities According to Type of Matching

As at December 31				
	2018		2017	
	\$M	%	\$M	%
Immunized liabilities				
On a cash flow basis	6,425	25%	6,116	24%
Universal Life policy accounts	1,437	6%	1,567	6%
Subtotal	7,862	31%	7,683	30%
Non-immunized liabilities	17,745	69%	17,534	70%
Total	25,607	100%	25,217	100%

1) Liabilities Immunized on a Cash Flow Basis

This category represents 25% of the policy liabilities and primarily reflects the commitments with regard to annuity and other insurance contracts with a maturity of less than thirty years.

The Company's main goal in this regard is to minimize its exposure to interest rate sensitivity. With this in mind, for liabilities immunized on a cash flow basis, the objective of the matching strategy is to minimize the volatility of the deviations that can occur between the returns realized on the assets and those expected for the liabilities. In terms of the liabilities, the expected returns include the interest rates credited to client contracts and the fluctuation margins set out in the actuarial valuation of the policy liabilities. To appropriately monitor matching, investments are segmented by blocks based on the cash flow structure of the liabilities, and these blocks are grouped together by line of business. A careful examination of these matching blocks is carried out once a month, and a number of techniques are used to assess the quality of the matching in order to guide the selection of investments.

To measure the sensitivity to interest rate fluctuations, the Company uses metrics recognized by immunization experts, such as duration and dispersion. The investment policy sets out a maximum spread between the result of the measures applied to the assets and the corresponding result obtained for the liabilities. These results are provided to the Investment Committee on a quarterly basis.

The Company also carries out sensitivity analyses to assess the financial impact that would result from various types of fluctuations in the interest rate yield curve. These analyses are carried out using stochastic scenarios that are used to quantify the residual risks that may remain in the portfolios. Simulations based on predefined scenarios are also analyzed to measure the impact of specific fluctuations. The sensitivity analyses are also used to assess the behaviour of the future fluctuation margins projected in the actuarial valuation of the policy liabilities.

In addition, in order to minimize the reinvestment risk that can arise when the maturity of the assets does not match the maturity of the corresponding liabilities, the investment policy also requires that an effort be made to ensure that the asset cash flows correspond to the liability cash flows. To this end, the policy sets relative and absolute limits regarding the size of the cumulative net cash flows, both for all the matching blocks combined and for each individual block.

For this liability category, the use of a very strict immunization approach means that the impact on net income of a decrease or increase in interest rates would be negligible.

2) Immunized Liabilities Linked to Universal Life Policy Accounts

This category represents 6% of policy liabilities, and includes all liabilities linked to Universal Life policy accounts. The returns on these liabilities are determined on the basis of a market or portfolio index. For these liabilities, the matching is carried out using assets whose characteristics correspond to those of the liabilities, or to those of the benchmark index, so as to strictly reproduce the returns credited to the underlying accounts.

For accounts where the return varies based on an index, the impact on net income of a change in the stock markets applied to the assets would be negligible, since an equivalent change would be applied to the corresponding liabilities.

3) Non-Immunized Liabilities

This category corresponds to 69% of the Company's policy liabilities and primarily encompasses individual insurance products whose cash flows have a specific structure and for which a classic immunization strategy cannot be applied. Therefore, for this category, the Company advocates an investment management strategy designed to optimize the long-term returns on the assets by using the various types of leverage available to limit its exposure to reinvestment risk.

The Company uses high-quality assets, primarily made up of long-term fixed-income securities, equity securities (common and preferred shares, market indexes and investment fund units), and real estate. The asset class allocation aims to achieve an optimal return at maturity, taking into account capital requirements, expectations regarding the interest rate structure and performance of the stock markets. At the same time, the strategy takes into account the constraints imposed by the investment policy, particularly with regard to diversification of the portfolio.

The Company also uses various types of leverage, including an inter-segment note program that allows cash flows to be exchanged among activity sectors and various derivative financial instruments to be used to reduce the reinvestment risk.

For this liability category, a widespread decrease in interest rates could have an adverse impact on annual net income to common shareholders, primarily due to the attendant increase in policy liabilities. If interest rates were to decrease, the reinvested cash flows would generate lower investment income for the total duration of the investment. A decrease in interest rates could lead to a downward adjustment of the initial reinvestment rate (IRR) assumption or the ultimate reinvestment rate (URR) assumption used to calculate the policy liabilities.

During the period ended December 31, 2018, derivative financial instruments were used as part of the Company's strategy to optimize returns. To mitigate its risk related to interest rate fluctuations, the Company used hedge accounting through derivative instruments with a nominal value of \$780 million in 2018 (\$689 million in 2017). For more information, refer to notes 7 and 8 of the Company's consolidated financial statements as at December 31, 2018.

The following tables summarize the impact of matching and interest rate risk on net income attributed to common shareholders and on accumulated other comprehensive income.

Decrease in Net Income Attributed to Common Shareholders Resulting from Adverse Deviations

(In millions of dollars)	2018	2017
Interest rate risk		
25 basis point decrease in the initial reinvestment rate (IRR) ¹	26	44
10 basis point decrease in the ultimate reinvestment rate (URR)	66	71

Increase in Accumulated Other Comprehensive Income Resulting from Interest Rate Fluctuations

(In millions of dollars)	2018	2017
Interest rate risk		
25 basis point drop in interest rates ²	(2)	3

Similar increases in the IRR, URR and interest rates would have the same impact as corresponding decreases, but in the opposite direction.

To test for market sensitivity, the Company uses an interest rate variance of 25 basis points for the IRR and 10 basis points for the URR because it believes these interest rate variances to be reasonable given market conditions as at December 31, 2018.

The impact of this variance in interest rates does not take into account the protection for the IRR in the actuarial reserves.

Stock Market Risk – Stock market risk represents the risk of loss resulting from a downturn in the stock markets. The Company is exposed to this risk in various ways as part of its regular operations, through: 1) the fee income collected on the investment funds managed by the Company, which is calculated based on assets under management; 2) the discounted future revenues on Universal Life policy funds; 3) a strengthening of provisions for future policy benefits; and 4) the income on capital generated by the assets backing the Company's capital. For these items, the Company estimates that a sudden 10% drop in the markets as at December 31, 2018 would have led to a \$30 million decrease in net income and a \$39 million decrease in other comprehensive income. A 25% drop in the markets as at December 31, 2018 would have reduced net income by approximately \$201 million, and other comprehensive income by \$98 million.

If the markets were to drop more than 20% from their levels at December 31, 2018, all other things being equal, the Company would not have the leeway to absorb an additional drop in the markets without a significant impact on its provisions for future policy benefits related to individual insurance.

In addition to the impact on the Company's income, a stock market downturn could also have an impact on the Company's solvency ratio.

Sensitivity of the Solvency Ratio to Variances in the S&P/TSX Index (CARLI)

	2018	2017
Solvency ratio as at December 31	126%	n.a.
S&P/TSX Index as at December 31	14,323	n.a.
Level of S&P/TSX index for the solvency ratio to be at 110%	5,000	n.a.
Level of S&P/TSX index for the solvency ratio to be at 100%	1,900	n.a.

Sensitivity of the Solvency Ratio to Variances in the S&P/TSX Index (CAR)

	2018	2017
Solvency ratio as at December 31	n.a.	209%
S&P/TSX Index as at December 31	n.a.	16,209
Level of S&P/TSX index for the solvency ratio to be at 175%	n.a.	8,600
Level of S&P/TSX index for the solvency ratio to be at 150%	n.a.	6,700

In order to measure its market sensitivity, the Company examined the impact of a 10% market variance at the end of 2018, believing that this kind of variance was reasonable in the current market environment. However, to take into account the possibility that a market variance of more than 10% could have an impact that is not linearly proportional, the Company also measured the impact of a 25% market variance.

¹ These estimates do not take into account any compensatory measures to alleviate the impact of an interest rate decrease. The Company could reconsider the investment allocation for each asset class backing the very long-term commitments.

² Excluding any downward adjustment of the IRR or URR.

Segregated funds expose the Company significantly to the risk of a stock market downturn. In order to mitigate some of the risk associated with this exposure, the Company has set up a dynamic hedging program, which is described a little later in this section.

A segregated fund is a type of investment similar to a mutual fund, but which generally includes a guarantee in the event of death and a guarantee at maturity. Some products may also offer a guarantee for partial withdrawals. Because of the volatility inherent in the stock markets, the Company is exposed to the risk that the market value of the segregated funds will be lower than their guaranteed minimum value at the time the guarantee is applied and that it will then have to compensate the investor for the difference in the form of a benefit. In order to get an overview of its exposure to the risk associated with the segregated fund guarantees, the Company determines the net amount at risk, which is the amount by which the guaranteed minimum value exceeds the market value for all contracts in this situation at a given point in time. The net amount at risk does not constitute a payable benefit as such, since in reality, benefits that might have to be paid in the future will depend on various eventualities, including market performance and contract holder longevity and behaviour.

The following table provides information on the segregated fund assets under management in the Individual Wealth Management sector.

Individual Wealth Management Segregated Fund Assets Under Management

(In millions of dollars)	2018	2017
Assets under management	13,994	14,466
Guaranteed minimum value	12,936	12,367
Value of assets underlying significant guarantees ¹	7,276	8,574
Value of assets underlying minimum guarantees ²	6,718	5,892

All contracts with significant guarantees are covered under the hedging program. For some of these contracts issued before the hedging program was in place, the Company assumes 10% of the risk for the guarantees at maturity. There is limited risk for guarantees at death and minimum guarantees, so the Company has decided not to include them in its dynamic hedging program.

The dynamic hedging program involves short selling futures contracts on market indices traded on stock exchanges, as well as signing agreements for forward exchange contracts for currencies traded on stock exchanges, interest rate swaps and internal total-rate-of-return swaps for indices traded on stock exchanges. This program is used to hedge a good portion of the sensitivity of net income to the performance of the bond and equity funds and to the interest rate fluctuations arising from the segregated fund guarantees. In order for the Company's strategy to adequately cover the risks related to the hedged guarantees, a dynamic rebalancing of the hedging instruments is carried out based on changes in financial market conditions.

Hence, the variations in the economic worth of the liabilities are largely offset by variations in assets held under the hedging program. In the last eight quarters, the quarterly effectiveness of our dynamic hedging program has fluctuated between 89% and 95% depending on the volatility of the financial markets. In addition, it has had an excellent effectiveness rate of 93% since it was implemented in October 2010.

Under the dynamic hedging program, the value of the liabilities associated with the guarantees is updated weekly to reflect differences between expected experience and actual results. In the process of calculating expected experience, the Company uses certain assumptions regarding policyholder longevity and future redemptions. The redemption assumption, however, has certain limitations. The timing and size of the withdrawals and fund transfers cannot be hedged using derivative financial instruments since these are factors decided by the contract holder, and adverse deviation from expected experience can alter the quality of the hedge.

The dynamic hedging program is not designed to completely eliminate the risks associated with the hedged guarantees. A number of factors can alter the quality of the hedge and potentially lead to a gain or loss on the income statement. The hedging program itself entails certain risks that may limit the program's effectiveness, in particular:

- The program is based on dynamic rebalancing of the derivative hedging instruments. A decrease in the liquidity of these instruments would have an adverse impact on the effectiveness of the program.
- The use of derivative hedging instruments entails a counterparty risk, which is mitigated by the presence of collateral agreements whose net settlement is carried out on a daily basis.
- There may be a favourable or unfavourable variance between the returns realized on the segregated funds and those realized on the hedge positions held to cover the guarantees associated with these funds.

In order to ensure sound management of the risk of a stock market downturn, the Company's investment policies define quantitative and qualitative limits for the use of equity securities. The target asset mix in the form of equity securities is designed to maximize the Company's returns and reduce the potential risk associated with guaranteed minimum returns under long-term commitments.

The investment policy allows the Company to use derivative financial instruments. The use of these instruments, however, must comply with the risk tolerance limits and the prudential requirements set out in the investment policy, including a minimum credit rating for the counterparty financial institution.

During the period ended December 31, 2018, derivative financial instruments were used as part of yield enhancement strategies. They were also used as part of the hedging program for segregated fund guarantees and to hedge the risk associated with Universal Life policy funds.

¹ Represents the value of assets underlying guarantees at maturity with a significant level of risk, or withdrawal guarantees.

² Represents the value of assets for which the risk of the guarantees is limited and which the Company has decided not to include in the dynamic hedging program.

Foreign Currency Risk – Foreign currency risk represents the risk that the Company will have to assume losses due to exchange rates on foreign currencies to which the Company is exposed. The Company has adopted a policy to avoid exposing itself to material currency risk. To this end, liabilities are generally matched with assets expressed in the same currency; otherwise, derivative financial instruments are used to reduce net currency exposure. As at December 31, 2018, the Company was not exposed to any material foreign currency risk.

Risk Associated with the Return on Alternative Long-Term

Assets – This is the risk of loss arising from fluctuations in the value of private equity, real estate, infrastructure, timberland and farmland.

To mitigate this risk, the Company's investment policy authorizes prudent investments in the real estate market, private equity and infrastructure within certain clearly defined limits, both globally and by geographic region. Real estate investments are used to back long-term commitments for certain lines of business, like Individual Insurance, and help ensure sound diversification of the Company's investments.

Credit Risk

Credit risk represents the risk of loss arising from a deterioration in credit quality (downgrading) or counterparty default. This risk originates mainly from credit granted in the form of loans, private placements and corporate bonds, but also from exposure to derivative financial instruments and to reinsurers that share our policyholder commitments.

The Company uses derivative products under its investment policy, primarily swaps and futures contracts. These contracts are not used for speculation purposes but for matching assets and liabilities and managing financial risk. They are primarily used to mitigate credit risk, as well as risks associated with fluctuations in interest rates, currencies and stock markets.

The derivative products used under the hedging program for segregated fund guarantees expose the Company to credit risk due to the presence of counterparties involved in the program. As indicated earlier, the counterparty financial institutions for derivative products must meet certain well-defined criteria, and collateral exchange agreements have been reached with these institutions in accordance with industry norms and standards in order to minimize and control the credit risk.

Credit risk can also occur when there is a concentration of investments in entities with similar characteristics or that operate in the same sector or the same geographic region, or when a major investment is made in one entity. More information about concentration risk is presented in note 7 of the consolidated financial statements as at December 31, 2018.

The Company's investment policies aim to mitigate concentration risk by promoting the sound diversification of investments, limiting exposure to any one issuer and seeking a relatively high quality of issuers. They also impose limits by groups of related issuers, by activity sector and by geographic region. These limits depend on the credit quality of the issuers.

The Company also has a specific credit policy for private placements and loans that stipulates the assignment of internal credit ratings for investments that do not have a credit rating assigned by a recognized rating agency. The policy and procedures in place establish certain selection criteria and define the credit authorization limits based on the scope and degree of risk. In order to manage the credit risk associated with these investments, the Company may require collateral, particularly for real estate, residential or commercial mortgages.

Lastly, although reinsurance agreements provide for the recovery of claims arising from the liabilities ceded, the Company retains primary responsibility to its policyholders, and is therefore exposed to the credit risk associated with the amounts ceded to reinsurers. This risk category includes residual insurance risk, legal risk, counterparty risk and liquidity risk resulting from reinsurance operations. The reinsurance risk management policy describes the processes and criteria the Company uses to minimize this risk.

Liquidity Risk

Liquidity risk represents the possibility that the Company will not be able to raise the necessary funds, at the appropriate time and under reasonable conditions, to honour its financial commitments.

This risk is managed through matching of assets with financial liabilities as well as strict cash flow management. Moreover, to maintain an appropriate level of liquidity, the Company makes sure it holds a good proportion of its assets in marketable securities.

The use of derivatives requires that securities be sent as collateral to clearing houses and derivative counterparties in order to mitigate the credit risk. Simulations are carried out to measure the liquidity needs that could arise due to interest rate and stock market turmoil in order to assess the liquidity that needs to be maintained to meet those requirements.

In addition to the requirements mentioned above, the Company needs to have additional liquidity available for possible surrenders and contract terminations. A number of scenarios are analyzed in order to plan for all eventualities.

To monitor liquidity risk, the Investment Department's managers prepare a monthly report indicating that the Company will be able to meet all of these commitments over a minimum twelve-month horizon based on various adverse scenarios affecting inflows and outflows of liabilities, asset liquidity, collateral needs and the capacity of the various liquidity channels. This report is sent to the Investment Committee on a quarterly basis.

Given the quality of its investment portfolio, and despite financial market volatility, the Company believes its current liquidity level to be adequate.

Operational Risk

Operational risk is the risk of loss arising from deficiencies or errors attributable to processes, people, systems or external events.

This risk is present in all the Company's activities and can be related to regulatory compliance, financial reporting, process execution, business relationships with clients, fraud, information security and technology, human resources, external events or contractual agreements with suppliers. The impact of one of these risks occurring can take the form of financial losses, loss of competitive position or injury to reputation.

To manage operational risk, the Company emphasizes proactive management practices by ensuring that appropriate and effective internal controls are in place and by utilizing competent, well-trained employees at all levels. The Company also makes it a priority to revise its policies and develop stricter standards, when appropriate, to account for changes in its operations and environment.

In addition, through its enterprise and operational risk management frameworks, the Company makes all managers accountable by asking them to confirm their sector's compliance with procedures, describe the processes in place for ensuring this compliance, and confirm that policies and procedures are up to date. The risks that could arise are also assessed and quantified, as well as the steps taken to manage the most material risks.

Information and Communications Technologies – Reliable, secure and sophisticated information and communications technologies (ICTs) are essential for the successful execution of the business process, and the Company places special emphasis on this aspect. In fact, it has set up a comprehensive plan for controlling the risk of ICT failure. Drawing from information technology best practices, the Company has broken down the main risks that could adversely affect its operations into four main categories: risk associated with the non-availability of essential components (this risk is controlled by the implementation of technology solutions to ensure the availability of the components and by the development of a detailed business continuity plan); risk of loss of data integrity (this risk is mainly controlled through malware management and the use of proven data management solutions); risk of unauthorized access to information (this risk is controlled through component monitoring and the management and periodic review of access privileges and clearance); and risk of outside penetration of systems (this risk is controlled by multiple ICT security and detection measures to protect ICTs from cyber attacks). The management of these risks is reviewed at regular intervals in order to adapt to changing technologies and Company needs.

Cybersecurity – Changing business needs in the insurance and financial services industry are accelerating the use of online applications, mobile technologies and cloud computing. Along with this acceleration comes an increase in cybersecurity risk as it is difficult to develop and implement effective preventive measures to keep up with industry attacks. Cybercrime techniques are sophisticated and continually evolving, and they come from an increasing number of sources: viruses, malware, denial of service, phishing, ransomware, exfiltration, etc.

The potential consequences range from service interruptions and unauthorized access to sensitive or personal information to asset or intellectual property theft. These can lead to reputation damage, lawsuits and other repercussions.

To mitigate cybersecurity risks, the Company has set up and regularly maintains a security risk log for tracking changes in cyberthreats, countermeasures and regulatory requirements. In addition, the Company has adopted a digital information security authority framework outlining roles and responsibilities with respect to cybersecurity. It has also approved a cybersecurity investment program that includes policies, procedures and technologies for preventing, detecting and eliminating threats against its assets and operations. These measures are complemented by information security awareness campaigns and training for all Company employees. The Company also holds a cyber risk insurance policy.

Business Continuity – The Company's crisis management structure for business continuity covers all the potential risks the Company may be exposed to, including the risk associated with the physical occupancy of the premises and disruptions in service in the event of a natural disaster, cyber attack, pandemic or other type of disaster. The Company has implemented an extensive business continuity plan and has procedures in place in its primary business offices to minimize service recovery times. Both the business continuity plan and the related procedures are reviewed and tested on a regular basis.

The Company has adopted a detailed communication plan designed to protect its corporate image in a crisis situation and to reassure the public about its ability to manage this kind of situation. The plan outlines the communication strategies to use in a crisis situation in order to notify the public of the causes and consequences of the crisis, the procedures in place to resolve it and the measures taken to reduce the risk of the same thing happening again. In addition, the Company continually monitors the Web for elements that could have a negative impact on the Company's reputation and produces a report on the subject once a year. It also keeps a log of complaints found on social media.

Human Resources – The competency of human resources is an essential factor in implementing business and operational risk management strategies. In this regard, the Company follows best practices and has a code of business conduct in addition to well-defined policies and procedures with respect to compensation, recruitment, training, employment equity and occupational health and safety. These policies are continually kept up to date in order to attract and retain the best candidates at every level of the Company. The Company shows its concern for its employees' quality of life by offering programs that promote a healthy lifestyle and adopting various measures designed to improve the work environment.

Regulatory Non-Compliance Risk – The Company is regulated by the provinces and territories of Canada and by the various states in the U.S. where it conducts business. It is also supervised by various regulatory bodies.

Regulatory non-compliance risk arises from the possibility of the Company failing to comply with applicable regulatory requirements in the jurisdictions where it operates.

The Company has adopted a *Regulatory Risk Management Policy* that is used as the basis for a regulatory risk management program. The Chief Compliance Officer is responsible for coordinating the program within the Company and ensuring that it is implemented and enforced in the various business lines.

To ensure the sound management of regulatory non-compliance risk, the Company uses a methodology that focuses on identifying, assessing and quantifying risk and putting effective, efficient and appropriate controls in place in its day-to-day activities. The Company's assessment of regulatory non-compliance risk includes the potential impacts on its operations and reputation, among other things.

The Company monitors new regulatory risks and communicates them to the appropriate business lines to ensure that any controls required to comply with new laws or directives are put in place in a timely manner. More generally, the Company emphasizes ongoing communication to remind employees of the importance of legal and regulatory compliance issues.

The Company also maintains an ongoing control evaluation program in order to issue the certification required by the regulatory authorities with respect to the financial information presented in the Company's annual and interim filings (certification under Multilateral Instrument 52-109). Under this program, the managers of each business line evaluate and test the controls in their sector, following which a designated team verifies the quality of the controls and the conclusion of the managers' evaluation. A summary report is submitted annually to the Audit Committee, which then reports the results of the evaluation to the Board of Directors. The certification of the financial information presented in the annual and interim filings is submitted quarterly in the prescribed format. This certification is available on SEDAR and on the Company's website.

Consolidated Financial Statements



Consolidated Financial Statements

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Responsibility for Financial Reporting

The Consolidated Financial Statements of **Industrial Alliance Insurance and Financial Services Inc.**, which have been approved by the Board of Directors, were prepared by Management in accordance with International Financial Reporting Standards and contain certain amounts based on best judgment and estimates as their final determination is dependent upon subsequent events. It is the opinion of Management that the significant accounting policies utilized are appropriate in the circumstances and are adequate to reflect the financial position and the results of operations within reasonable limits of materiality. The financial information presented elsewhere in the annual report is consistent with the information contained in the financial statements.

In order to carry out its responsibilities with regard to the financial statements, Management maintains internal control systems that aim to provide a reasonable degree of certainty that transactions are duly authorized, that the assets are well protected, and that adequate records are kept. These internal control systems provide for communication of professional conduct rules and principles, using a professional code of ethics prepared by the Company for all organizational members. These internal control systems are reinforced by the work of a team of internal auditors, who make a periodic review of all material departments within the Company.

The Audit Committee of the Board of Directors, which is composed solely of independent directors, ensures that Management assumes its responsibility in terms of financial statements.

The functions of the Audit Committee are to:

- › Review the financial statements and recommend them for approval by the Board of Directors;
- › Review the internal control systems and security;
- › Recommend the appointment of the independent auditor and their fee arrangements to the Board of Directors;
- › Review other accounting, financial and security matters as required.

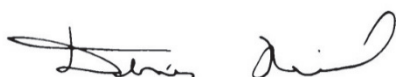
The Audit Committee meets regularly with Management, the internal auditor and the independent auditor. The latter may, as they see fit, meet with the Audit Committee, with or without Management, to discuss matters affecting the audit and financial information.

The Appointed Actuary is appointed by the Board of Directors pursuant to *An Act respecting insurance* (Quebec), and is responsible for ensuring that assumptions and methods used in the valuation of insurance contract liabilities are in accordance with the standards of practice of the Canadian Institute of Actuaries. The Appointed Actuary is required to express an opinion regarding the appropriateness of the insurance contract liabilities net of reinsurance assets at the Statement of Financial Position date to meet all policyholder obligations of the Company. Examination of supporting data for the accuracy and completeness analysis of Company assets for their ability to support the amount of insurance contract liabilities net of reinsurance assets are important elements of the work required to form this opinion.

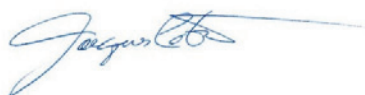
The independent auditor is appointed to report to the shareholders regarding the fairness of presentation of the Company's Consolidated Financial Statements. The independent auditor fulfills this responsibility by carrying out an independent audit of these financial statements in accordance with Canadian generally accepted auditing standards.

The Autorité des marchés financiers has the power to perform checks to ensure that the Company respects *An Act respecting insurance*, preserves the interests of the policyholders and pursues sound capitalization and good solvency.

On behalf of Management,



Denis Ricard
President and Chief Executive Officer
Quebec City, February 14, 2019



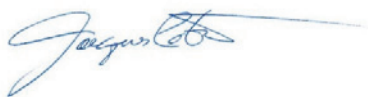
Jacques Potvin
Executive Vice-President, CFO and Chief Actuary
Quebec City, February 14, 2019

Appointed Actuary's Report

To the policyholders and shareholders of **Industrial Alliance Insurance and Financial Services Inc.**

I have valued the policy liabilities and reinsurance recoverables of **Industrial Alliance Insurance and Financial Services Inc.** for its Consolidated Statements of Financial Position as at December 31, 2018 and 2017¹ and their changes in the Consolidated Income Statements for the years then ended in accordance with accepted actuarial practice in Canada, including selection of appropriate assumptions and methods.

In my opinion, the amount of policy liabilities net of reinsurance recoverables makes appropriate provision for all policy obligations and the Consolidated Financial Statements fairly present the results of the valuation.



Jacques Potvin
Fellow of the Canadian Institute of Actuaries
Quebec City, February 14, 2019

¹ The 2017 Appointed Actuary's Report was signed by René Chabot, Fellow of the Canadian Institute of Actuaries.

Independent Auditor's Report

To the policyholders and shareholders of **Industrial Alliance Insurance and Financial Services Inc.**

Opinion

We have audited the consolidated financial statements of **Industrial Alliance Insurance and Financial Services Inc.** and its subsidiaries (the "Company"), which comprise the consolidated statements of financial position as at December 31, 2018 and 2017, and the consolidated income statements, consolidated comprehensive income statements, consolidated equity statements and consolidated cash flows statements for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2018 and 2017, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards ("IFRS").

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards ("Canadian GAAS"). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Information

Management is responsible for the other information. The other information comprises:

- Management's Discussion and Analysis
- The information, other than the financial statements and our auditor's report thereon, in the Annual Report.

Our opinion on the financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon. In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We obtained Management's Discussion and Analysis prior to the date of this auditor's report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact in this auditor's report. We have nothing to report in this regard.

The Annual Report is expected to be made available to us after the date of the auditor's report. If, based on the work we will perform on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact to those charged with governance.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with IFRS, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian GAAS will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian GAAS, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Company to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

The engagement partner on the audit resulting in this independent auditor's report is Richard Simard.

Deloitte LLP¹

¹ CPA auditor, CA, public accountancy permit No. A112991

Quebec City, Canada
February 14, 2019

Consolidated Income Statements

Years ended December 31 (in millions of dollars, unless otherwise indicated)	2018	2017
	\$	\$
Revenues		
Premiums		
Gross premiums	8,622	7,829
Premiums ceded	(773)	(575)
Net premiums (Note 23)	7,849	7,254
Investment income (Note 5)		
Interest and other investment income	1,306	1,200
Change in fair value of investments	(995)	1,381
	311	2,581
Other revenues	1,752	1,441
	9,912	11,276
Policy benefits and expenses		
Gross benefits and claims on contracts	5,399	4,879
Ceded benefits and claims on contracts	(529)	(379)
Net transfer to segregated funds	821	1,021
Increase (decrease) in insurance contract liabilities (Note 14)	216	1,726
Increase (decrease) in investment contract liabilities (Note 14)	9	14
Decrease (increase) in reinsurance assets (Note 14)	76	580
	5,992	7,841
Commissions	1,582	1,449
General expenses (Note 20)	1,329	1,121
Premium and other taxes	127	118
Financing charges (Note 21)	63	64
	9,093	10,593
Income before income taxes	819	683
Income taxes (Note 22)	181	150
Net income	638	533
Net income attributed to participating policyholders	4	2
Net income attributed to shareholders	634	531
Dividends attributed to preferred shares (Note 17)	21	16
Net income attributed to common shareholders	613	515
Earnings per common share (in dollars) (Note 24)		
Basic	5.62	4.84
Diluted	5.59	4.81
Weighted average number of shares outstanding (in millions of units) (Note 24)		
Basic	109	106
Diluted	110	107
Dividends per common share (in dollars) (Note 17)	1.59	1.43

The accompanying notes are an integral part of these Consolidated Financial Statements.

Consolidated Comprehensive Income Statements

Years ended December 31 (in millions of dollars)	2018	2017
	\$	\$
Net income	638	533
Other comprehensive income, net of income taxes		
Items that may be reclassified subsequently to net income:		
Available for sale financial assets		
Unrealized gains (losses) on available for sale financial assets	(60)	23
Reclassification of losses (gains) on available for sale financial assets included in net income	21	(1)
	(39)	22
Net investment hedge		
Unrealized gains (losses) on currency translation in foreign operations	86	(44)
Hedges of net investment in foreign operations	(71)	29
	15	(15)
Cash flow hedges		
Unrealized gains (losses) on cash flow hedges	(1)	1
Reclassification of losses (gains) on cash flow hedges included in net income	(1)	1
	(2)	2
Items that will not be reclassified subsequently to net income:		
Remeasurement of post-employment benefits	(10)	(28)
Total other comprehensive income	(36)	(19)
Comprehensive income	602	514
Comprehensive income attributed to participating policyholders	4	2
Comprehensive income attributed to shareholders	598	512

Income Taxes Included in Other Comprehensive Income

Years ended December 31 (in millions of dollars)	2018	2017
	\$	\$
Income tax recovery (expense) related to:		
Items that may be reclassified subsequently to net income:		
Unrealized gains (losses) on available for sale financial assets	22	(9)
Reclassification of losses (gains) on available for sale financial assets included in net income	(7)	---
Hedges of net investment in foreign operations	13	(15)
	28	(24)
Items that will not be reclassified subsequently to net income:		
Remeasurement of post-employment benefits	3	11
Total income tax recovery (expense) included in other comprehensive income (loss)	31	(13)

The accompanying notes are an integral part of these Consolidated Financial Statements.

Consolidated Statements of Financial Position

As at December 31 (in millions of dollars)	2018 \$	2017 \$
Assets		
Cash and short-term investments	1,046	1,141
Bonds	23,592	22,944
Stocks	3,055	3,467
Mortgages and other loans	3,661	3,288
Derivative financial instruments (Note 8)	225	395
Policy loans	951	946
Other invested assets	329	300
Investment properties	1,720	1,341
Total investments (Note 5)	34,579	33,822
Other assets (Note 9)	2,172	1,903
Reinsurance assets (Note 14)	1,001	482
Fixed assets (Note 10)	277	256
Deferred income tax assets (Note 22)	26	22
Intangible assets (Note 11)	1,071	827
Goodwill (Note 11)	633	477
General fund assets	39,759	37,789
Segregated funds net assets (Note 12)	23,781	24,117
Total assets	63,540	61,906
Liabilities		
Insurance contract liabilities (Note 14)	25,940	25,564
Investment contract liabilities (Note 14)	630	587
Derivative financial instruments (Note 8)	429	195
Other liabilities ¹ (Note 15)	5,875	5,152
Deferred income tax liabilities (Note 22)	266	217
Debentures (Note 16)	901	996
General fund liabilities	34,041	32,711
Segregated funds liabilities (Note 12)	23,781	24,117
Total liabilities	57,822	56,828
Equity¹		
Share capital and contributed surplus	2,203	1,915
Retained earnings and accumulated other comprehensive income	3,470	3,122
Participating policyholders' accounts	45	41
	5,718	5,078
Total liabilities and equity	63,540	61,906

¹ The "Retained earnings" and "Other liabilities" as at January 1, 2017, have been adjusted according to the "Accounting Adjustment" section in Note 2.

The accompanying notes are an integral part of these Consolidated Financial Statements.



Denis Ricard
President and Chief Executive Officer



Michael Hanley
Chairman of Audit Committee

Consolidated Equity Statements

Years ended December 31 (in millions of dollars)

	Participating policyholders' accounts	Common shares (Note 17)	Preferred shares (Note 17)	Contributed surplus	Retained earnings	Accumulated other comprehensive income (Note 18)	Total
	\$	\$	\$	\$	\$	\$	\$
Balance as at December 31, 2016	39	1,499	375	19	2,793	40	4,765
Accounting adjustment (Note 2)	---	---	---	---	(58)	---	(58)
Balance as at January 1, 2017	39	1,499	375	19	2,735	40	4,707
Net income attributed to shareholders	---	---	---	---	531	---	531
Net income attributed to participating policyholders' accounts	2	---	---	---	---	---	2
Other comprehensive income	---	---	---	---	---	(19)	(19)
Comprehensive income for the year	2	---	---	---	531	(19)	514
Transfer of post-employment benefits (Note 26)	---	---	---	---	(28)	28	---
Other	---	---	---	---	3	---	3
Equity transactions							
Stock option plan (Note 25)	---	---	---	5	---	---	5
Stock options exercised	---	---	---	(5)	---	---	(5)
Common shares issued	---	22	---	---	---	---	22
Dividends on common shares	---	---	---	---	(152)	---	(152)
Dividends on preferred shares	---	---	---	---	(16)	---	(16)
Balance as at December 31, 2017	41	1,521	375	19	3,073	49	5,078
Impact of adopting IFRS-15 (Note 3)	---	---	---	---	(20)	---	(20)
Balance as at January 1, 2018	41	1,521	375	19	3,053	49	5,058
Net income attributed to shareholders	---	---	---	---	634	---	634
Net income attributed to participating policyholders' accounts	4	---	---	---	---	---	4
Other comprehensive income	---	---	---	---	---	(36)	(36)
Comprehensive income for the year	4	---	---	---	634	(36)	602
Transfer of post-employment benefits (Note 26)	---	---	---	---	(10)	10	---
Equity transactions							
Stock option plan (Note 25)	---	---	---	5	---	---	5
Stock options exercised	---	---	---	(1)	---	---	(1)
Common shares issued	---	151	---	---	---	---	151
Preferred shares issued net of issuance costs	---	---	150	---	(3)	---	147
Redemption of common shares	---	(17)	---	---	(33)	---	(50)
Dividends on common shares	---	---	---	---	(173)	---	(173)
Dividends on preferred shares	---	---	---	---	(21)	---	(21)
Balance as at December 31, 2018	45	1,655	525	23	3,447	23	5,718

The accompanying notes are an integral part of these Consolidated Financial Statements.

Consolidated Cash Flows Statements

Years ended December 31 (in millions of dollars)	2018 \$	2017 \$
Cash flows from operating activities		
Income before income taxes	819	683
Financing charges	63	64
Income taxes paid, net of refunds	(189)	(159)
Operating activities not affecting cash:		
Increase (decrease) in insurance contract liabilities	243	1,778
Increase (decrease) in investment contract liabilities	43	(19)
Decrease (increase) in reinsurance assets	1	578
Unrealized losses (gains) on investments	1,000	(1,377)
Provisions for losses	27	22
Amortization of premiums and discounts	28	34
Other depreciation	173	122
Gain on other assets disposal	(59)	---
Other items not affecting cash	(81)	30
Operating activities affecting cash:		
Sales, maturities and repayments on investments	11,632	16,281
Purchases of investments	(13,074)	(17,657)
Realized losses (gains) on investments	19	(13)
Other items affecting cash	(253)	278
Net cash from (used in) operating activities	392	645
Cash flows from investing activities		
Acquisition of businesses, net of cash	(223)	(107)
Sales (purchases) of fixed and intangible assets	(177)	(124)
Net cash from (used in) investing activities	(400)	(231)
Cash flows from financing activities		
Issuance of common shares	148	17
Redemption of common shares	(50)	---
Issuance of preferred shares	146	---
Redemption of subordinated debentures	(111)	---
Dividends paid on common shares	(173)	(152)
Dividends paid on preferred shares	(21)	(16)
Interest paid on subordinated debentures	(32)	(32)
Net cash from (used in) financing activities	(93)	(183)
Foreign currency gains (losses) on cash	6	(2)
Increase (decrease) in cash and short-term investments	(95)	229
Cash and short-term investments at beginning	1,141	912
Cash and short-term investments at end	1,046	1,141
Supplementary information:		
Cash	718	839
Short-term investments	328	302
Total cash and short-term investments	1,046	1,141

The accompanying notes are an integral part of these Consolidated Financial Statements.

Notes to Consolidated Financial Statements

Years ended December 31, 2018 and 2017 (in millions of dollars, unless otherwise indicated)

1 › General Information

Industrial Alliance Insurance and Financial Services Inc. is a life and health insurance company listed on the Toronto Stock Exchange, incorporated under the *Companies Act* (Quebec), governed by *An Act respecting insurance* and regulated by the Autorité des marchés financiers (AMF). Industrial Alliance Insurance and Financial Services Inc. and its subsidiaries (the "Company") offer a wide range of life and health insurance products, savings and retirement plans, mutual funds, securities, auto and home insurance, mortgages, and other financial products and services. The Company's products and services are offered on both an individual and group basis and extend throughout Canada and to the United States.

Publication of these financial statements was authorized for issue by the Company's Board of Directors on February 14, 2019.

Effective January 1, 2019, the Company became a subsidiary and all of its common shares are held by iA Financial Corporation Inc. ("iA Financial Corporation"). Under a plan of arrangement (the "arrangement"), all the outstanding common shares of the Company on January 1, 2019 were exchanged for newly issued common shares of iA Financial Corporation, a new portfolio management company, on a one-for-one basis. The Company's preferred shares and debentures issued and outstanding remain issued by iA Financial Corporation and are guaranteed by iA Financial Corporation in accordance with the terms of the arrangement. iA Financial Corporation is a "successor issuer" of the Company as defined in the securities regulation in respect of the Company's previously issued common shares (Note 30).

2 › Significant Accounting Policies

a) Basis of Presentation

The Company's financial statements are established according to International Financial Reporting Standards on December 31, 2018. The International Financial Reporting Standards (IFRS) are published by the International Accounting Standards Board (IASB) and are based on International Financial Reporting Standards, International Accounting Standards (IAS), and on interpretations developed by the IFRS Interpretations Committee (IFRS IC).

IFRS does not currently include an insurance contract measurement standard. Therefore, as permitted by IFRS-4 "Insurance Contracts", insurance contract liabilities are measured in accordance with accepted actuarial practice in Canada using the Canadian Asset Liability Method (CALM).

The financial statements are presented in millions of Canadian dollars. The Canadian dollar is the Company's functional and reporting currency. The presentation order of the items included in the Statements of Financial Position is based on liquidity. Each line item includes both current and non-current balances, if applicable.

b) Important Estimates, Assumptions, Use of Judgment and Accounting Adjustment

The preparation of financial statements requires management to use judgment and make estimates and assumptions that affect the reported amounts of assets and liabilities, net income and complementary information. Management has exercised its judgment, made estimates and established the assumptions described in the notes referred to below:

Classification of contracts, measurement of insurance contract liabilities and investment contract liabilities and measurement of reinsurance assets	Note 2, section j) Reinsurance Assets Note 2, section k) Insurance and Investment Contract Liabilities Note 14 Insurance Contract Liabilities and Investment Contract Liabilities
Fair value and impairment of financial instruments and fair value of investment properties	Note 2, section d) Invested Assets and Investment Income Note 5 Invested Assets and Investment Income Note 6 Fair Value of Financial Instruments and Investment Properties Note 7 Management of Risks Associated with Financial Instruments
Impairment of goodwill and intangible assets	Note 2, section g) Intangible Assets Note 2, section h) Goodwill Note 11 Intangible Assets and Goodwill
Post-employment benefits	Note 2, section s) Post-Employment Benefits Note 26 Post-Employment Benefits
Determination of control for purposes of consolidation	Note 2, section c) Basis of Consolidation and Method Note 7 Management of Risks Associated with Financial Instruments, section b) iii) Other Information on Credit Risk – Interests in Non-Consolidated Structured Entities
Income taxes	Note 2, section m) Income Taxes Note 22 Income Taxes
Determination of reporting segments and allocation methodologies in the presentation of segmented information	Note 23 Segmented Information

Actual results could differ from management's best estimates. Estimates and assumptions are periodically reviewed according to changing circumstances and facts, and changes are recognized in the period in which the revision is made and future periods affected by this revision. The significant accounting policies, estimates and assumptions used are detailed in the following notes when it is meaningful and relevant.

Accounting Adjustment

In 2018, the Company made an accounting adjustment relating to the estimate of the tax liability related to prior years for an amount of \$58. This accounting adjustment has no material effect on the prior years results to which it relates. The Company decreased the retained earnings by \$58 as of January 1, 2017. As a result, the ending retained earnings for the year ended December 31, 2017 was adjusted from \$3,131 to \$3,073.

c) Basis of Consolidation and Method

Entities over which the Company exercises control are consolidated. Control is defined as being the exposure or the right to receive variable returns from the involvement with an entity and the ability to affect those returns through the power held over it. The Company holds the power when it has existing rights that give it the current ability to direct the relevant activities, that is, the activities that significantly affect the investee's returns. Management uses judgment in determining whether control exists, particularly in determining the extent to which the Company has the ability to exercise its power to generate variable returns. Entities are consolidated from the date control is obtained and deconsolidated on the date control ceases. The acquisition method is used to account for the acquisition of a subsidiary and the difference between the acquisition cost of the subsidiary and the fair value of the subsidiary's net identifiable assets acquired is recorded as goodwill. The Company uses uniform accounting policies in the Financial Statements for similar transactions and events. Intercompany balances, and revenues and expenses for intercompany transactions are eliminated on consolidation.

The Company uses the equity method to record joint ventures and entities over which it has significant influence. Significant influence is the power to participate in the financial and operating policies of an entity but is not control over those policies. Significant influence is presumed to exist by holding 20% or more of the voting rights. A joint venture exists when the Company has joint control of a joint arrangement and has rights to the net assets of the arrangement. Joint control is the sharing of control under a contractual agreement and exists only when the decisions about the relevant activities require the unanimous consent of the parties sharing control. The Company records its share of the entity's net assets and financial results using uniform accounting policies for similar transactions and events.

d) Invested Assets and Investment Income

Invested assets include financial assets such as cash and short-term investments, bonds, stocks, mortgages and other loans, derivative financial instruments, policy loans, other invested assets and investment properties.

Financial assets are classified into one of the following categories:

- › assets at fair value through profit or loss, including assets held for trading and assets designated at fair value through profit or loss;
- › assets held to maturity, carried at amortized cost;
- › assets available for sale, carried at fair value, with fair value variations recognized in *Other comprehensive income*;
- › loans and receivables, carried at amortized cost using the effective interest method.

Financial assets are classified according to their nature and use by the Company at the time of initial recognition. The fair value option of designating financial assets in the category assets at fair value through profit or loss is used by the Company for its assets matching the insurance contract liabilities and investment contract liabilities, except for mortgages and other loans and bonds that are not quoted on an active market. Thus, any changes in the fair value of underlying assets matched to the insurance contract liabilities and investment contract liabilities are directly reflected in the insurance contract liabilities and investment contract liabilities. Changes in fair value of assets matching these liabilities and changes in corresponding insurance contract and investment contract liabilities are directly recognized in the Income Statement in order to avoid a mismatch that would otherwise arise.

Bonds and stocks that are not matched with insurance contract liabilities and investment contract liabilities are classified as available for sale. Mortgages and other loans, as well as bonds not quoted in an active market are classified as loans and receivables. The Company does not hold any financial assets in the category held to maturity.

The Company applies the trade date accounting method, which is the date on which the Company commits to purchase or sell assets. Transaction costs related to financial assets classified at fair value through profit or loss are recorded in the Income Statement as incurred. Transaction costs related to financial assets available for sale are capitalized to the asset and, in the case of bonds, these costs are amortized using the effective interest method. Transaction costs related to loans and receivables are capitalized to the asset and amortized in the Income Statement using the effective interest method.

Invested assets are accounted for using the methods described below.

i) Cash and Short-Term Investments

Cash and short-term investments consist of cash, payments in transit and fixed income securities held for short-term commitment. Cash and payments in transit are classified as loans and receivables and accounted for at amortized cost using the effective interest method. Fixed income securities are classified as held for trading and accounted for at fair value.

ii) Bonds

Designated at Fair Value Through Profit or Loss

Bonds designated at fair value through profit or loss are carried at fair value. Realized and unrealized gains and losses are immediately recognized in the Income Statement in *Change in fair value of investments* and interest income earned is accounted for in *Interest and other investment income*.

Available for Sale

Bonds classified as available for sale are carried at fair value. Unrealized gains and losses are recognized in *Other comprehensive income*, except for the portion related to foreign exchange difference which is recorded in the Income Statement. Upon realization, gains or losses are reclassified to the Income Statement in *Interest and other investment income*. Interest as well as premiums and discounts are calculated according to the effective interest method and are accounted for in *Interest and other investment income* in the Income Statement.

At each reporting date, bonds classified as available for sale are tested for impairment. The Company considers an impairment loss if it deems it unlikely that it will be able to recover all amounts due according to the contractual terms of the obligation if it represents objective evidence of impairment, such as the issuer's financial difficulty, a bankruptcy or default of payment of principal or interest. When there is impairment, the cumulative loss recorded in *Accumulated other comprehensive income* is reclassified as an impairment loss in the Income Statement under *Investment income*. Following impairment loss recognition, these bonds continue to be recorded at fair value. Subsequent decreases in fair value are recorded in the Income Statement and they are evaluated at each reporting date to determine whether there is a fair value increase. If there is a fair value increase, impairment loss recorded in the Income Statement could be reversed if the fair value increase can be objectively linked to an event occurring after the impairment loss was recognized.

Loans and Receivables

Private bonds not traded in an active market are classified as loans and receivables. These bonds are carried at amortized cost using the effective interest method. The interest calculated according to this method and the realized gains or losses on disposal of these securities are accounted for in *Interest and other investment income* in the Income Statement.

At each reporting date, bonds classified as loans and receivables are tested for impairment. The Company considers an impairment loss if it deems it unlikely that it will be able to recover all amounts due according to the contractual terms of the obligation if it represents objective evidence of impairment, such as the issuer's financial difficulty, a bankruptcy or default of payment of principal or interest. When there is impairment, a provision for losses is recorded, which corresponds to the spread between the carrying value of the asset and the recoverable amount valued according to the estimated future cash flows discounted at the initial effective interest rate. This provision is immediately recorded in the Income Statement. When the effects of the cause of the impairment begin to fade and future payments are reasonably assured, the provision is reduced or reversed and the changes related to provisions for losses are recorded in the Income Statement.

iii) Stocks

Designated at Fair Value Through Profit or Loss

Stocks designated at fair value through profit or loss are measured at fair value. Realized and unrealized gains and losses are recognized immediately in *Change in fair value of investments* in the Income Statement. Dividends are recognized in *Interest and other investment income* in the Income Statement from the moment that the Company has the right to receive payment.

Available for Sale

Stocks classified as available for sale are carried at fair value. Unrealized gains and losses and variations of exchange rates are recognized in *Other comprehensive income*. Upon realization, gains or losses are reclassified in *Interest and other investment income* in the Income Statement. Dividends are recognized in *Interest and other investment income* in the Income Statement from the moment that the Company has the right to receive payment.

On each reporting date, stocks classified as available for sale are tested for impairment. The Company records an impairment loss if evidence of impairment exists, such as observable data about the issuer's significant financial difficulty or changes in the economic, legal or technological environment that have a negative effect on the issuer. A significant or prolonged decline in the fair value of an investment in an equity instrument below its cost is also objective evidence of impairment. For stocks with similar characteristics and behaviour to debt instruments, the Company records an impairment loss if evidence of impairment exists and considers that the amount invested will not be recovered.

When there is impairment, the cumulative losses previously accounted for in *Accumulated other comprehensive income* are reclassified as impairment losses under *Interest and other investment income* in the Income Statement. These stocks continue to be recorded at fair value. Any decline in value subsequent to impairment is recorded in the Income Statement, while increases are recorded in *Other comprehensive income*. An increase in value of an impaired security is only recorded in the Income Statement when the security is sold or derecognized.

iv) Mortgages and Other Loans

Loans and Receivables

Other loans consist of personal loans. Mortgages and other loans classified as loans and receivables are carried at amortized cost using the effective interest method, net of a provision for credit losses, if applicable. Interest and realized gains or losses on disposition of these securities are accounted for in *Interest and other investment income* in the Income Statement.

At each reporting date, the Company performs an impairment test on each loan. A group test is then performed on groups of assets with similar risks, including loans valued individually and which had no indication of impairment. On a group basis, the Company considers similar risk characteristics that take into account the type of loan, the activity sector, geographic situation, potential late payment observed and other relevant factors. On an individual basis, the Company considers an impairment loss if it deems it unlikely that it will be able to recover the full amount of principal and interest at maturity due to objective evidence of impairment, including the borrower's financial difficulty, a bankruptcy or a default of payment of principal or interest. When there is impairment, a provision for losses is recorded, which corresponds to the spread between the carrying value of the loan and the recoverable amount valued according to the estimated future cash flows, discounted at the initial effective interest rate. The estimated cash flows consider the fair value of any guarantee underlying the loans, less related costs. When the effects of the cause of the impairment begin to fade, and future payments are reasonably assured, the provision is reduced or reversed. When there is no longer a realistic probability of recovery or when the asset is derecognized after the guarantee is exercised or the asset is sold, the provision is written down and reduced by any recovery. All changes affecting the provision for losses are recorded in the Income Statement.

When an impairment loss is recognized on a loan, the future interest is recognized based on the interest rate used to discount the future cash flows in order to value the fair value loss. When contractual payments are 90 days or more in arrears in the case of mortgages and 120 days or more in the case of other loans, contractual interest is no longer recognized. Contractual interest is resumed once the contractual payments are no longer considered in arrears and are considered current.

Designated at Fair Value Through Profit or Loss

Mortgages and other loans designated at fair value through profit or loss are carried at fair value. Realized and unrealized gains and losses are immediately recognized in the Income Statement in *Change in fair value of investments* and interest income earned is accounted for in *Interest and other investment income*.

Securitization of Mortgages and Other Loans

As part of the securitization of mortgages and other loans, since the Company conserves substantially all risks and rewards related to the transferred mortgages and other loans, the asset derecognition criteria are not met. The Company continues to recognize mortgages and other loans in the Statement of Financial Position and an obligation of a value equal to the amounts securitized is recorded in *Other liabilities*. Interest income on securitized loans continues to be recorded in *Interest and other investment income* in the Income Statement according to the effective interest method and interest expenses on liabilities are recorded in *Financing charges* in the Income Statement.

v) Derivative Financial Instruments

The Company uses derivative financial instruments to manage exposure to foreign currency, interest rates, credit risk and other market risks associated with specific assets and liabilities. Derivative financial instruments are classified as held for trading. Therefore, they are initially recorded at fair value on the acquisition date and subsequently revalued at their fair value. Derivative financial instruments with a positive fair value are recorded as assets while derivative financial instruments with a negative fair value are recorded as liabilities. Changes in fair value are recorded in *Change in fair value of investments* in the Income Statement unless the derivative financial instruments are part of a qualified hedging relationship, as described below.

Hedge Accounting

When the Company determines that hedge accounting is appropriate, a hedging relationship is designated and documented from inception. Effectiveness of the hedge is valued on inception and at the end of each financial reporting period for the duration of the hedge. Hedge accounting, which recognizes the offsetting effects of hedging instruments and hedged items the same way, can only be applied if the relationship is demonstrated to be effective. If it is established that the hedging instrument is no longer an effective hedge, if the hedging instrument is sold or if the expected transaction has ceased to be highly probable, the Company ceases to apply hedge accounting prospectively.

Fair Value Hedging

Changes in fair value of hedging instruments and changes in fair value of assets arising from the hedged risk are recorded in *Change in fair value of investments* in the Income Statement. At the same time, the gain or loss on the inefficient portion of the hedge is recorded in *Net income*.

Hedging of Cash Flows

The effective portion of changes in fair value of hedging instruments is recognized in *Other comprehensive income*. Gains or losses on the ineffective portion are immediately recorded in the Income Statement in *Change in fair value of investments*. When accumulated gains and losses in *Other comprehensive income* in respect of the hedged item have an impact on results during the period, they are reclassified to the Income Statement, whereas when they affect the Statement of Financial Position, they are reclassified to the Statement of Financial Position.

Net Investment Hedge

The Company uses currency forward contracts as hedging items of foreign exchange risk related to net investments in foreign operations. The effective portion of changes in fair value of hedging instruments is recognized in *Other comprehensive income*. Gains or losses on the ineffective portion are immediately recorded in the Income Statement as *Change in fair value of investments*. Cumulative gains and losses in *Other comprehensive income* are reclassified in the Income Statement in the period in which the net investment in foreign operations is subject to a total or partial disposition.

vi) Embedded Derivative Financial Instruments

Embedded derivative financial instruments are separate from the host contract and are accounted for at fair value if the economic characteristics and risks of the embedded derivative financial instruments are not closely linked to the economic characteristics and risks of the host contract, if the terms of the embedded derivative financial instrument are the same as an independent derivative financial instrument, and if the host instrument itself is not accounted for at fair value through profit or loss. Changes in the fair value of embedded derivative financial instruments are recorded in the Income Statement under *Change in fair value of investments*.

vii) Policy Loans

Policy loans, classified as loans and receivables, correspond to the unpaid capital balance and are fully secured by the cash surrender value on the insurance contracts on which the respective loans are made.

viii) Other Invested Assets

Other invested assets include the investment in associates and joint ventures and notes receivable. Notes receivable are classified as loans and receivables and are accounted for at amortized cost using the effective interest method. Investments in associates and joint ventures are accounted for according to the equity method as described in section c) Basis of Consolidation and Method, in the present note.

ix) Investment Properties

Investment properties owned by the Company and which it does not primarily occupy for its own use are held to earn rental income or capital appreciation. Investment properties are recognized at the transaction price plus transaction costs upon acquisition. These properties are subsequently valued at fair value. It excludes the fair value of the linearization of rents which is recorded in *Other assets*. Changes in fair value are recognized in *Change in fair value of investments* in the Income Statement. Rental income is recognized in the Income Statement linearly according to the term of the lease, and operating expenses of properties are recorded in *General expenses*.

x) Derecognition

A financial asset (or portion of a financial asset) is derecognized when the contractual rights to the cash flows from the financial asset expire, or if the Company transfers to a third party the financial asset and substantially all the risks and rewards of the financial asset. If the Company does not transfer or retain substantially all the risks and rewards of the financial asset and keeps control over the ceded asset, the Company accounts for the part of the asset it kept and recognizes a corresponding liability for the amount payable.

e) Other Assets

Other assets mainly include investment income due and accrued, outstanding premiums, accounts receivable, deferred sales commissions, prepaid expenses, real estate held for resale, linearization of rents, income tax receivable, funds deposited in trust and securities purchased under reverse repurchase agreements. Financial assets included in *Other assets* are classified as loans and receivables and are measured at amortized cost. Real estate held for resale (foreclosed properties) is measured at the lower of fair value less cost to sell and the carrying value of the underlying loans at foreclosure date. Funds deposited in trust represent amounts received from clients held in trust.

In 2017, deferred sales commissions arising from mutual fund sales were recorded at cost and amortized on a straight-line basis over a maximum period of five years. Unamortized deferred sales commissions were written down if the carrying value exceeded the expected future discounted cash flow. Following the adoption of IFRS-15, the sales commissions are no more capitalized and are recognized directly as an expense.

The Company purchases securities and, simultaneously, agrees to resell them in the short term, at a set price and date. These reverse repurchase agreements are recorded in the Statement of Financial Position at the consideration paid plus accrued interest. Commitments related to securities purchased under reverse repurchase agreements are recorded at amortized cost using the effective interest method and are classified as loans and receivables. Interest on reverse repurchase operations is recorded in the Income Statement as *Interest and other investment income*.

The Company is involved in a public-private type service agreement which must be accounted for in accordance with IFRIC-12 "Service Concession Arrangements". The concession service to be received increases based on the fair value of operational and maintenance services, recovery costs, administrative costs and financing costs, and decreases through payments received. The concession account receivable, included in *Accounts receivable*, is classified as a loan and receivable and is carried at amortized cost using the effective interest rate.

f) Fixed Assets

Real estate classified as own-use properties and all other items classified under fixed assets are recorded at cost less accumulated depreciation. The Company calculates depreciation using the straight-line method. The depreciation period is based on the estimated useful life. Each own-use properties component is depreciated over a period of 10 to 60 years, and other fixed assets are depreciated over periods ranging from 3 to 15 years. At the end of each year, the Company must revise the residual value and useful life of fixed assets. Any change represents a modification of an accounting estimate and must be accounted for prospectively.

g) Intangible Assets

Intangible assets are composed of assets with finite and indefinite useful life. Intangible assets are initially recorded at cost.

Intangible assets with finite useful life primarily include capitalized software applications, distribution networks and customer relationships. These assets are depreciated linearly over their estimated useful life varying between 4 years and 30 years. Useful life is reassessed each year and any depreciation expense is adjusted prospectively, if applicable. Finite life intangible assets are subject to impairment testing if there is evidence of impairment and losses in value are calculated and recorded on an individual basis for each asset.

Intangible assets with indefinite useful life primarily include fund management contracts. These assets are not subject to depreciation and are tested for impairment at least annually or more frequently if events or changes in circumstances indicate that the asset might be impaired. An impairment loss is recognized in the Income Statement under *General expenses* when the carrying value exceeds the recoverable value. Intangible assets are considered to have indefinite useful lives when, on the basis for analysis of all relevant factors, there is no foreseeable limit to the period in which the asset is expected to generate net cash inflows for the Company.

h) Goodwill

Goodwill represents the difference between the acquisition cost and the fair value of identifiable assets, assumed liabilities and contingent liabilities of the acquired entities at the acquisition date. Following its initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill resulting from business combinations is presumed to have an indefinite life and is not amortized.

The Company allocates goodwill to a cash-generating unit (CGU), which is the smallest group of identifiable assets that generate cash flows that are largely independent of cash flows from other assets or groups of assets. Goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that the assets might be impaired. To determine whether there is impairment, the Company compares for each CGU the net carrying value and the recoverable amount. The recoverable amount is the higher of the fair value less costs of sale and the value in use. The value in use of a CGU is the discounted value of expected future cash flows resulting from a CGU. When the assets and liabilities of the CGU have not changed significantly, the recoverable amount substantially exceeds the carrying value of the CGU and impairment is unlikely under current circumstances, the most recent detailed calculation of the recoverable amount of the CGU carried out during a prior period is used in the impairment test for the period considered. Goodwill impairments are recorded as *General expenses* in the Income Statement and cannot be reversed subsequently.

i) Segregated Funds

Funds from group or individual annuities issued by the Company may be invested in segregated portfolios at the option of the policyholders. The underlying assets are registered in the name of the Company and the segregated funds policyholders have no direct access to the specific assets. The policyholders bear the risks and rewards of the funds' investment performance. The Company derives fee income from the management of its segregated funds. These revenues are accounted for in *Other revenues* in the Income Statement. Investment income and changes in fair value of the segregated fund assets are not presented separately in the Income Statement and are offset by a corresponding change in the segregated fund liabilities.

Segregated Funds Net Assets

Segregated funds net assets are accounted for separately from the total general fund assets in the Statement of Financial Position and investments constituting segregated funds assets are accounted for at fair value. Fair value is determined according to market prices or, if market prices are not available, according to the estimated fair values that the Company has established. The liabilities included in the segregated funds net assets are accounted for at amortized cost.

Segregated Funds Liabilities

Insurance or investment contract liabilities whose financial risk corresponds to the risk assumed by insureds are presented separately from the total general fund liabilities in the Statement of Financial Position and are accounted for at the fair value of segregated funds net assets.

Liabilities related to the segregated funds guarantees granted by the Company are included in *Insurance contract liabilities* or *Investment contract liabilities* in the Statement of Financial Position.

j) Reinsurance Assets

In the normal course of business, the Company uses reinsurance to limit its risk exposure. Reinsurance refers to the transfer of insurance risk, along with the respective premiums, to one or more reinsurers who share the risks. Reinsurance assets represent the amounts due to the Company for insurance contract, investment contract liabilities and unearned premiums ceded. The calculation of these amounts is similar to the underlying insurance, investment contracts liabilities and unearned premiums, in accordance with the contract provisions of reinsurance agreements. To the extent that assuming reinsurers are unable to meet their obligations, the Company remains liable to its policyholders for the portion reinsured.

Gains or losses that could occur on buying reinsurance are recognized in *Net income* immediately and are not amortized. The gross amounts of assets and liabilities related to reinsurance are presented separately in the Statement of Financial Position. The amounts due to or from reinsurers for premiums received or claims made are included in *Other assets* and *Other liabilities* in the Statement of Financial Position. Premiums for ceded reinsurance are shown under *Ceded premiums* in the Income Statement. The *Ceded benefits and claims on contracts* item in the Income Statement shows expense recoveries related to reinsurance contracts.

The reinsurance assets are tested for impairment. The Company considers impairment if it deems it unlikely that it will be able to recover all amounts due according to the contractual terms of the reinsurance agreement if it represents objective evidence of impairment, such as the third party's financial difficulty, a bankruptcy or default of payment of amounts due. This provision is immediately recorded in *General expenses* in the Income Statement.

k) Insurance and Investment Contract Liabilities

i) Classification of Contracts

The Company issues contracts that contain an insurance risk, a financial risk or both. Insurance contracts, including reinsurance acceptances, are contracts that contain a significant insurance risk. Significant insurance risk exists when the Company agrees to compensate policyholders or beneficiaries of the contract for specified uncertain future events that adversely affect the policyholder and whose amount and timing is unknown. This risk is assessed by reviewing a portfolio of contracts with similar risk features.

Investment contracts are contracts that contain a financial risk and which do not include a significant insurance risk. The financial risk represents the risk of a possible future change in one or more of the following items: specified interest rate, financial instrument price, foreign exchange rate, index of prices or rates, credit rating or credit index or other variable, provided that in the case of a non-financial variable, the variable is not specific to a party to the contract.

Service contracts are contracts that do not contain any significant insurance risk and no financial risk and for which the Company offers administrative services only. Service contracts also include the service components of investment contracts. The accounting policy relating to the fee income earned from these contracts is described in q) Other Revenues.

Management uses judgment to evaluate the classification of contracts to determine whether these arrangements should be accounted for as insurance, investment or service contracts.

Once a contract has been classified as an insurance contract, it remains an insurance contract for the remainder of its term, even if the insurance risk reduces significantly during this period, unless all rights and obligations are extinguished or expire. Investment contracts can be reclassified as insurance contracts if insurance risk subsequently becomes significant.

Insurance contracts are accounted for in accordance with IFRS-4 "Insurance Contracts", whereas investment contracts are accounted for according to IAS-39 "Financial Instruments, Recognition and Measurement", and service contracts according to IFRS-15 "Revenue from Contracts with Customers".

ii) Insurance Contract Liabilities

The Company's appointed actuary determines the amount of insurance contract liabilities using the Canadian Asset Liability Method (CALM), in accordance with the standards of the Canadian Institute of Actuaries (CIA), and as permitted by IFRS-4 "Insurance Contracts". Pursuant to the CALM method, insurance contract liabilities represent the amount which, added to future premiums and investment income, will be sufficient to cover estimated future benefits, policyholder dividends and experience rating refunds, taxes (other than income taxes), commissions and fees to administer in-force policies. The change in the insurance contract liabilities is included in *Increase (decrease) in insurance contract liabilities* in the Income Statement.

iii) Investment Contract Liabilities

Investment contract liabilities are the amounts that the Company owes to clients since these contracts do not have significant insurance risk. These contracts are initially carried at fair value less transaction cost directly related to the establishment of the contract and are subsequently re-measured at amortized cost. This liability is derecognized when all the obligations relating to this type of contract are performed, extinguish or expire.

I) Other Liabilities

Other liabilities are primarily made up of unearned premiums, post-employment benefits, amounts on deposit on products other than insurance contracts, accounts payable, securities sold under repurchase agreements, short-selling securities, securitization liabilities and other liabilities. Financial liabilities included in the *Other liabilities* are classified as financial liabilities at amortized cost, except for short-selling securities, which are classified as held for trading. The commitments related to short-selling securities reflect the Company's obligation to deliver securities that it sold without owning them at the time of sale. Short-selling securities are recorded at fair value in the Statement of Financial Position. Realized and unrealized gains and losses are recognized in *Change in fair value of investments* in the Income Statement. A financial liability is derecognized when the obligation related to the financial liability is settled, cancelled or expires.

The Company sells securities and, simultaneously, agrees to repurchase them in the short term, at a set price and date. These repurchase agreements are recorded in the Statement of Financial Position at the consideration received plus accrued interest. Commitments related to securities acquired under repurchase agreements are recorded at amortized cost using the effective interest method. Interest on repurchase operations is recorded in the Income Statement under *Financing charges*.

The purchased businesses in force are initially recorded at fair value. If negative, this fair value is recorded in the Statement of Financial Position in *Other liabilities* for an amount equal to the discounted value of estimated future gains or losses related to purchased businesses in force at the acquisition date. The discounted value of the future gain or loss takes into consideration the cost of capital and is estimated using actuarial assumptions that are similar to the ones used to establish the insurance contract liability purchased and a discount rate integrating a risk premium. The fair value of purchased businesses in force recorded as part of a business combination is amortized over the useful life of the portfolio contracts.

m) Income Taxes

The income tax expense includes current taxes and deferred taxes. The calculation of current income tax expense is based on taxable income for the year. Current tax assets and liabilities for the current and previous periods are measured at the amount expected to be paid to or received from tax authorities using tax rates that have been enacted or substantively enacted at the Statement of Financial Position date. Deferred income taxes result from temporary differences between the assets' and liabilities' carrying value and their value for tax purposes, using those rates enacted or substantively enacted applicable to the periods the differences are expected to reverse. Deferred tax assets are recognized for all deductible temporary differences subject to certain exceptions, carry forward for unused tax credits and unused tax losses to the extent that it is probable that future taxable profit will be available against which these assets can be utilized. The Company assesses all available evidence, both positive and negative, to determine the amount of deferred tax assets to be recognized.

Deferred tax liabilities are recognized for all taxable temporary differences, subject to certain exceptions in respect of taxable temporary differences associated with investments in subsidiaries, associates and joint ventures, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Current and deferred tax assets and liabilities are offset when the Company has a legally enforceable right to offset them, for the same legal entity and levied by the same taxation authority, and if the Company intends either to settle on a net basis, or to realize the assets and settle the liabilities simultaneously. The current and deferred taxes are presented in the Income Statement except when they relate to items that are recognized in *Other comprehensive income* or directly in *Equity*. In this case, they are presented in the Comprehensive Income Statement and the Statement of Financial Position respectively.

To determine the impact of taxes, the Company must comply with both IFRS and actuarial standards of practice. Consequently, according to the CALM method, the determination of insurance contract liabilities must account for all cash flows associated with the insurance contract liabilities provided, including income taxes. Insurance contract liabilities are determined by considering the tax impacts related to these contracts on a discounted basis, adjusted for all related deferred tax assets and liabilities. The net result of this adjustment is to leave the discounting effect of deferred taxes related to temporary differences on tax items related to insurance contracts in the *Insurance contract liabilities*.

The Company is subject to income tax laws in Canada and the United States. Tax laws are complex and may be subject to different interpretations by the Company and by the tax authority. The provision for income taxes and deferred income taxes represents the Company's interpretation of the tax laws and estimates of current and future tax consequences of the transactions and events during the period. In addition, future events, such as changes in tax laws, tax regulations or the interpretations of such laws or regulations could have a material effect on the amounts of the tax expense, the deferred income tax and the effective tax rate during the year in which they occur.

n) Debentures

The Company has chosen to classify its debentures as financial liabilities at amortized cost. The fair value, net of related transaction costs, is used to initially recognize the debentures. Debentures are subsequently measured at amortized cost using the effective interest method. Interest calculated according to the effective interest method and premiums paid on redemption of debentures are recognized in the Income Statement and presented as *Financing charges*.

o) Foreign Exchange Conversion

Transactions in foreign currencies are converted into the functional currency at the rate in effect when each transaction takes place. Cash items in the Statement of Financial Position are converted at the end-of-period exchange rate. Non-cash items in the Statement of Financial Position that are measured at fair value are converted at the end-of-period exchange rate, while non-cash items that are measured at historical cost are converted at the exchange rate in effect when each transaction takes place. Gains and losses on foreign currency conversions are recognized in the Income Statement.

The financial statements of certain entities of the group, whose functional currency (the currency of the principal economic environment in which the entity operates) differs from the parent company, are converted into the reporting currency. Assets and liabilities denominated in foreign currency are translated into Canadian dollars at the end-of-period exchange rate. Revenues and expenses are translated at the average rate. Gains and losses on foreign currency and hedge results of some of these investments are accounted for in *Other comprehensive income, net of income taxes*.

p) Premiums and Expenses

Insurance and annuity premiums, including those invested in the general fund and segregated funds, are recognized as revenue when due under contracts in force. Net premiums represent gross premiums, including assumed premiums, net of the share ceded to reinsurers for insuring a part of the risk. When premiums are recognized, provisions for future policy benefits are calculated, with the result that benefits and expenses are matched with such revenue.

General insurance premiums are recorded when written. Premiums are recognized as premiums earned over the contract period. The unrecognized portion is recorded as unearned premiums in *Other liabilities* in the Statement of Financial Position.

Benefits and claims on contracts mainly consist of amounts paid on death, annuities, redemptions and health.

Benefits and claims as well as expenses are recognized when incurred.

q) Other Revenues

Other revenues mainly come from contracts that meet the definition of service contracts and especially include fees earned from the management of the Company's segregated fund and mutual fund assets, commissions from intermediary activities and administrative services only (ASO) income. Revenues are recognized based on the considerations specified in the contract with the customer and exclude any amounts received on behalf of third parties. The nature of the activities included in the other products represents a single performance obligation (service) which consists of a series of similar services provided to the same customer. The Company recognizes other revenue in the Income Statement on an accrual basis when services are rendered and when it is unlikely that they will be reversed.

Before the adoption of IFRS-15 "Revenue from Contracts with Customers", other revenues included exactly the same activities as above and were recorded on an accrual basis when services were rendered.

r) Net Transfer to Segregated Funds

Net transfer to segregated funds represents the total amount transferred from the general fund to segregated funds less the total amount transferred from the segregated funds to the general fund at the request of policyholders.

s) Post-Employment Benefits

The Company has established defined benefit plans and provides certain post-retirement benefits to eligible employees. In some cases, eligible retirees have to pay a portion of premiums for these benefits. The cost of the retirement plans is determined using the Projected Unit Credit Method and management's best estimate regarding the discount rate, salary increases, mortality and expected health care costs. Defined benefit costs are divided into three components: service cost and net interest, which are shown in the Income Statement as *General expenses*, and revaluations, which are presented in *Other comprehensive income*.

The revaluations of defined benefit net liabilities (assets) includes the actuarial gain or loss, the yield on plan assets (excluding amounts included in net interest on the defined benefit net liabilities (assets)) and the variation of the effect of the asset ceiling, if applicable, and are recognized immediately as *Other liabilities (Other assets)* in the Statement of Financial Position and in *Other comprehensive income* on the other side. The Company decided to transfer the amounts recorded in *Other comprehensive income* to *Retained earnings*. The cost of past service is recognized in *Net income* in the period in which there has been a change, reduction or liquidation of the pension plan. The net interest is calculated by multiplying the defined benefit net liabilities (assets) at the beginning of the period by the discount rate. The difference between defined benefit assets and defined benefit obligations under defined benefit plans is recognized as an asset or liability in the Statement of Financial Position. The discount rate used to determine obligations under defined benefit plans is based on the market interest rate at the valuation date for debt securities with high quality and cash flows in line with forecast benefit payments.

t) Stock-Based Compensation

Stock Option Plan

The stock option plan is accounted for as a transaction which is settled in equity. The cost of stock options granted is calculated using the fair value method. Fair value of options is estimated at the grant dates taking into account a forfeiture rate and using the graded vesting method. The cost of stock options is accounted for as a remuneration expense included in *General expenses* in the Income Statement. The corresponding amount is recorded in the Company's contributed surplus in the Statement of Financial Position. For options that are cancelled before vesting, the remuneration expense that has previously been recognized is reversed. When options are exercised, contributed surplus is reversed and the shares issued are credited to share capital. Stock-based compensation is recognized at the grant date for grants to management personnel who are eligible to retire on the grant date and over the period from the date of grant to the date of retirement eligibility for grants to management personnel who will become eligible to retire during the vesting period.

Share Purchase Plan for Employees

The Company's cash contribution is charged to the Income Statement as *General expenses* in the period the shares are purchased.

Deferred Share Units (DSU)

Measurement of deferred share units, which are settled in cash, is based on the value of the Company's shares. When a grant is made, the Company recognizes a remuneration expense in the Income Statement and a liability equivalent to the fair value of the Company's common shares in the Statement of Financial Position. This liability is revalued at the end of each reporting period and on the settlement date according to the value of the Company's shares and the change in fair value is recorded in *General expenses* in the Income Statement.

Mid-Term Incentive Plan

Measurement of the mid-term incentive plan, which is settled in cash, is based on the value of the Company's shares. At the end of each reporting period, the Company records a remuneration expense in the Income Statement and a liability in the Statement of Financial Position, equal to the average fair value of the Company's common shares for the reference period. This expense is amortized linearly according to the estimated number of shares expected to be vested at the end of the vesting period. Changes in the fair value of liabilities are recorded in *General expenses* in the Income Statement.

3 › Changes in Accounting Policies

New Accounting Policies Applied

These standards or amendments apply to financial statements beginning on or after January 1, 2018.

Standards or amendments	Description of the standard or amendment and impact on financial statements of the Company
IFRS-4 "Insurance Contracts"	<p><i>Description:</i> On September 12, 2016, the IASB published an amendment to IFRS-4 "Insurance Contracts". This amendment, "Applying IFRS-9 Financial Instruments with IFRS-4 Insurance Contracts", provides two options to entities applying IFRS-4:</p> <ul style="list-style-type: none">the deferral approach is an optional temporary exemption from applying IFRS-9 until January 1, 2021 for entities whose predominant activity is issuing contracts within the scope of IFRS-4;the overlay approach permits entities to adopt IFRS-9 but adjust some of the impacts arising from designated financial assets, those being assets related to the insurance contract liabilities. <p>On November 14, 2018, the IASB decided to propose extending the deferral approach until January 1, 2022. This decision is subject to public consultation in the coming year.</p> <p><i>Status:</i> The Company met all criteria and has chosen the deferral approach. The Company will apply IFRS-9 only to financial statements beginning on January 1, 2021, or January 1, 2022 if approved.</p>

IFRS-15 "Revenue from Contracts with Customers"	<p><i>Description:</i> On May 28, 2014, the IASB published the standard IFRS-15 "Revenue from Contracts with Customers", which replaces the standards IAS-11 "Construction Contracts" and IAS-18 "Revenues". This new standard specifies:</p> <ul style="list-style-type: none"> • how to recognize revenues; and • when to recognize revenues according to a single five-step model, and the additional disclosure requirements. <p>The provisions of this new standard were expected to apply to financial statements beginning on or after January 1, 2017. On September 11, 2015, the IASB published an amendment to the standard which deferred the effective date to financial statements beginning on or after January 1, 2018.</p> <p>On April 12, 2016, the IASB published an amendment to IFRS-15 in order to:</p> <ul style="list-style-type: none"> • clarify some requirements; and • provide additional transitional relief. <p>The provisions of this amendment apply retrospectively or on a modified retrospective basis.</p> <p><i>Impact:</i> The Company chose to apply this new standard on a modified retrospective basis as at January 1, 2018. The application of this new standard has no significant impact on the Company's financial statements, except the derecognition of a deferred sales commissions asset of \$27. This adjustment also results in a decrease in deferred income tax liabilities of \$7 and a decrease in retained earnings of \$20 as at January 1, 2018.</p>
IFRS-2 "Share-based Payment"	<p><i>Description:</i> On June 20, 2016, the IASB published an amendment to IFRS-2 "Share-based Payment". The amendment "Classification and Measurement of Share-based Payment Transactions" clarifies how to account for certain types of share-based payment transactions. The amendment provides requirements on the accounting for:</p> <ul style="list-style-type: none"> • the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments; • share-based payment transactions with a net settlement feature for withholding tax obligations; • the effect of a modification to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled. <p><i>Impact:</i> No impact on the Company's financial statements.</p>
IAS-40 "Investment Property"	<p><i>Description:</i> On December 8, 2016, the IASB published an amendment to IAS-40 "Investment Property". The amendment "Transfers of Investment Property" clarifies the requirements on transfers to, or from, investment property. The provisions of this amendment apply retrospectively.</p> <p><i>Impact:</i> No impact on the Company's financial statements.</p>
IFRIC-22 "Foreign Currency Transactions and Advance Consideration"	<p><i>Description:</i> On December 8, 2016, the IASB published Interpretation IFRIC-22, "Foreign Currency Transactions and Advance Consideration". This interpretation provides guidance on the exchange rate to use in transactions that involve advance consideration paid or received in a foreign currency.</p> <p><i>Impact:</i> No significant impact on the Company's financial statements.</p>
Annual Improvements to IFRSs 2014-2016 Cycle	<p><i>Description:</i> On December 8, 2016, the IASB published the Annual Improvements to IFRSs 2014-2016 Cycle. The Annual Improvements clarify situations specific to two standards:</p> <ul style="list-style-type: none"> • IFRS-1 "First-Time Adoption of International Financial Reporting Standards" related to short-term exemptions; • IAS-28 "Investments in Associates and Joint Ventures" relating to the measurement at fair value which applies retrospectively to financial statements. <p><i>Impact:</i> No impact on the Company's financial statements.</p>

Future Changes in Accounting Policies

Standards or amendments are presented on the basis of their publication date unless a more relevant approach allows for better information.

Standards or amendments	Description of the standards or amendments
IFRS-9 "Financial Instruments"	<p>The Company adopted the amendment to IFRS-4 "Insurance Contracts", described in the section New Accounting Policies Applied. Consequently, even if the provisions of IFRS-9 applied to financial statements beginning on or after January 1, 2018, the Company will apply these provisions only to financial statements beginning on or after January 1, 2021.</p> <p><i>Description:</i> On July 24, 2014, the IASB published the standard IFRS-9 "Financial Instruments" which replaces the provisions of the standard IAS-39 "Financial Instruments: Recognition and Measurement". The standard IFRS-9:</p> <ul style="list-style-type: none"> • requires financial assets to be measured at amortized cost or at fair value on the basis of the entity's business model for managing assets; • changes the accounting for financial liabilities measured using the fair value option; • proposes a new accounting model related to the recognition of expected credit losses, requiring the entity to recognize expected credit losses on financial assets using current estimates of expected shortfalls in cash flows on those instruments as at the reporting date; • modifies the hedge accounting model, which aims to present in the financial statements the effect of risk management activities. <p>The provisions of this new standard will apply retrospectively or on a modified retrospective basis.</p> <p>On October 12, 2017, the IASB published an amendment to IFRS-9 "Financial Instruments". The amendment "Prepayment Features with Negative Compensation" enables entities to measure at amortized cost some prepayable financial assets with so-called negative compensation. The provisions of this amendment will apply retrospectively to financial statements beginning on or after January 1, 2019. Early adoption is permitted.</p> <p><i>Status:</i> The Company is evaluating the impact of this standard on its financial statements.</p>
IFRS-17 "Insurance Contracts"	<p><i>Description:</i> On May 18, 2017, the IASB published the standard IFRS-17 "Insurance Contracts" which replaces the provisions of the standard IFRS-4 "Insurance Contracts". The standard IFRS-17:</p> <ul style="list-style-type: none"> • has an objective to ensure that an entity provides relevant information that faithfully represents those contracts and gives a basis for users of financial statements to assess the effect that insurance contracts have on the financial position, income statement and cash flows statement; • establishes the principles for recognition, measurement, presentation and disclosure; • defines a general model and a variable fee approach applicable to all insurance contracts and reinsurance contracts to measure the insurance contract liabilities; • defines a specific model for contracts of one year or less. <p>The provisions of this new standard will apply retrospectively to each group of insurance contracts and, if and only if impracticable, an entity shall apply the modified retrospective or fair value approach to financial statements beginning on or after January 1, 2021. Early adoption is permitted if IFRS-9 "Financial Instruments" and IFRS-15 "Revenue from Contracts with Customers" are previously applied.</p> <p>On November 14, 2018, the IASB decided to propose extending the date of application to financial statements beginning on or after January 1, 2022. This decision is subject to public consultation in the coming year.</p> <p><i>Status:</i> The Company is evaluating the impact on presentation, disclosure and measurement of the insurance contract liabilities that this standard will have on its financial statements.</p>
IFRS-10 "Consolidated Financial Statements" and IAS-28 "Investments in Associates and Joint Ventures"	<p><i>Description:</i> On September 16, 2014, the IASB published an amendment to IFRS-10 "Consolidated Financial Statements" and to IAS-28 "Investments in Associates and Joint Ventures". This amendment, "Sale or Contribution of Assets between an Investor and its Associate or Joint Venture", clarifies the accounting for the gain or loss resulting from loss of control or from transfer of assets following a transaction with an associate or joint venture. The provisions of this amendment should apply prospectively to financial statements beginning on or after January 1, 2016. In December 2015, the IASB published an amendment which defers the application to financial statements beginning on or after a date yet to be determined. Early adoption is permitted.</p> <p><i>Status:</i> The Company has completed the analysis of this amendment and concluded that it will not have an impact on its financial statements.</p>

IFRS-16 "Leases"	<p><i>Description:</i> On January 13, 2016, the IASB published the standard IFRS-16 "Leases", which replaces the standard IAS-17 "Leases". This new standard specifies:</p> <ul style="list-style-type: none"> • how to recognize, measure, present and disclose leases; • for the lessee: <ul style="list-style-type: none"> ○ the requirement to recognize assets and liabilities for all leases; ○ unless the lease term is 12 months or less or the underlying asset has a low value; • for the lessor: <ul style="list-style-type: none"> ○ that the accounting remains substantially unchanged. <p>The provisions of this new standard will apply retrospectively or on a modified retrospective basis to financial statements beginning on or after January 1, 2019. Early adoption is permitted if IFRS-15 "Revenue from Contracts with Customers" is previously applied.</p> <p><i>Status:</i> The Company finalized its analysis of the impact of this new standard on its financial statements and has decided to apply this new standard on a modified retrospective basis as of January 1st, 2019. Consequently, the comparative information will not be restated. As at January 1st, 2019, the Company anticipates the recognition of a right-of-use asset and a lease liability for a value between \$134 and \$150.</p>
IFRIC-23 "Uncertainty over Income Tax Treatments"	<p><i>Description:</i> On June 7, 2017, the IASB published Interpretation IFRIC-23, "Uncertainty over Income Tax Treatments". This interpretation clarifies how to apply the recognition and measurement requirement in IAS-12 "Income Taxes" when there is uncertainty over income tax treatments. An entity shall recognize and measure its current or deferred tax asset or liability applying the requirement of IAS-12 based on taxable profit (taxable loss), tax bases, unused tax losses, unused tax credits and tax rates determined applying this interpretation. The provisions of this interpretation will apply retrospectively or on a modified retrospective basis to financial statements beginning on or after January 1, 2019. Early adoption is permitted.</p> <p><i>Status:</i> The Company has completed the analysis of this interpretation and concluded that it will not have a significant impact on its financial statements.</p>
IAS-28 "Investments in Associates and Joint Ventures"	<p><i>Description:</i> On October 12, 2017, the IASB published an amendment to IAS-28 "Investments in Associates and Joint Ventures". The amendment "Long-term Interest in Associates and Joint Ventures" clarifies the situation where an entity applies the equity method and owns long-term interests that meet the criteria to be qualified in substance as long-term net investments. This amendment applies more specifically to shares when there are losses that must be absorbed by long-term interests. The provisions of this amendment will apply retrospectively to financial statements beginning on or after January 1, 2019. Early adoption is permitted.</p> <p><i>Status:</i> The Company has completed the analysis of this amendment and concluded that it will not have a significant impact on its financial statements.</p>
Annual Improvements to IFRSs 2015-2017 Cycle	<p><i>Description:</i> In December 2017, the IASB published the Annual Improvements to IFRSs 2015-2017 Cycle. The Annual Improvements clarify situations specific to four standards:</p> <ul style="list-style-type: none"> • IFRS-3 "Business Combinations" related to the fact that a business combination achieved in stages is applicable when a party to a joint arrangement obtains control of a business that is a joint operation, and this improvement will apply prospectively; • IFRS-11 "Joint Arrangements" related to the fact that an interest previously owned by an entity in a joint operation is not remeasured when the entity obtains joint control of the joint operation, and this improvement will apply prospectively; • IAS-12 "Income Taxes" related to the recognition of income taxes on dividend liabilities to be paid, and this improvement will apply retrospectively; • IAS-23 "Borrowing Costs" related to the fact that an entity shall exclude from the calculation of capitalized borrowing costs the borrowing costs for the period during the completion of the assets, and this improvement will apply prospectively. <p>The provisions of these Improvements will apply to financial statements beginning on or after January 1, 2019. Early adoption is permitted.</p> <p><i>Status:</i> The Company has completed the analysis of the Annual Improvements and concluded that they will not have a significant impact on its financial statements.</p>

IAS-19 "Employee Benefits"	<p><i>Description:</i> On February 7, 2018, the IASB published an amendment to IAS-19 "Employee Benefits". The amendment "Plan Amendment, Curtailment or Settlement" clarifies, for defined benefit pension plans, when changes require a revaluation of the net cost of asset and liabilities involved. The amendment requires the entity to use the adjusted assumptions resulting from the reassessment to determine the cost of services rendered during the period and the net interest for the period following the changes made to the pension plans or the revaluation. The provisions of this amendment will apply prospectively to financial statements beginning on or after January 1, 2019. Early adoption is permitted.</p> <p><i>Status:</i> The Company has completed the analysis of this amendment and concluded that it will not have a significant impact on its financial statements.</p>
Conceptual Framework for Financial Reporting	<p><i>Description:</i> On March 29, 2018, the IASB published a revised version of the Conceptual Framework for Financial Reporting. The IASB decided to revise the Conceptual Framework because important issues were not addressed and some indications were outdated or unclear. This revised version includes, among other things, a new chapter on valuation, guidance on the presentation of financial performance and improved definitions of an asset and a liability and guidance in support of those definitions. The Conceptual Framework helps entities to develop their accounting method when no IFRS is applicable to a specific situation. The provisions will apply prospectively to financial statements beginning on or after January 1, 2020. Early adoption is permitted.</p> <p><i>Status:</i> The Company is currently evaluating the impact of this revised version on its financial statements.</p>
IFRS-3 "Business Combinations"	<p><i>Description:</i> On October 22, 2018, the IASB published an amendment to the standard IFRS-3 "Business Combinations". The amendment "Definition of a Business" clarifies the definition of a business, with the objective of assisting entities to determine whether a transaction should be accounted for as a business combination or as an asset acquisition. The provisions of this amendment will apply prospectively to transaction for which the acquisition date is on or after January 1, 2020. Early adoption is permitted.</p> <p><i>Status:</i> The Company is currently evaluating the impact of this amendment on its financial statements.</p>
IAS-1 "Presentation of Financial Statements" and IAS-8 "Accounting Policies, Changes in Accounting Estimates and Errors"	<p><i>Description:</i> On October 31, 2018, the IASB published an amendment to IAS-1 "Presentation of Financial Statements" and IAS-8 "Accounting Policies, Changes in Accounting Estimates and Errors". The amendment "Definition of Material" clarifies the definition of material in IAS-1, the explanation accompanying that definition and aligns the definitions used across IFRS standards. The provisions of this amendment will apply prospectively to financial statements beginning on or after January 1, 2020. Early adoption is permitted.</p> <p><i>Status:</i> The Company is currently evaluating the impact of this amendment on its financial statements.</p>

Information on the Deferral of the Application of IFRS-9 "Financial Instruments"

The Company applies IFRS-4 "Insurance Contracts" in its operations. This standard was amended in 2016 to allow entities that apply IFRS-4 to defer the application of IFRS-9 "Financial Instruments" if total liabilities for insurance activities represent more than 90% of the entity's total liabilities. This calculation is made as of the closing date preceding April 1, 2016, the calculation date identified in the standard.

For this calculation, the Company primarily considered insurance contract liabilities, investment contract liabilities, segregated fund liabilities and debentures as at December 31, 2015. Liabilities related to its insurance activities are greater than 90% of total liabilities.

The Company has decided to defer the application of IFRS-9 until January 1, 2021 (or January 1, 2022 if the discussions result in an amendment), when IFRS-17 "Insurance Contracts", which includes the valuation of these policies, comes into force. If the Company had applied IFRS-9, this would not have had a significant impact on the classification of financial assets designated at fair value through profit or loss in accordance with IAS-39 "Financial Instruments: Recognition and Measurement" given the very close relationship between invested assets and insurance contract liabilities. For financial assets classified as loans and receivables or available for sale, an amount of \$815 does not meet the solely payments of principal and interest test in accordance with IFRS-9. In addition, for mortgages, the Company cannot use the low credit risk exemption in the calculation of expected credit losses.

4 › Acquisition of Businesses

Acquisitions

US Operations

On January 23, 2018, the Company acquired, through its wholly-owned subsidiary IA American Holdings Inc., 100% of the shares of IA American Casualty Holdings Inc. (formerly Helios Financial Holdings Corp.), which owns 100% of the shares of Dealers Assurance Company and Southwest Reinsure Inc. (collectively "DAC"). DAC manufactures and distributes vehicle service contracts, or extended warranties, through a cross-country network of new and used car dealers in the United States.

Individual Insurance and Wealth Management

On February 26, 2018, the Company acquired 100% of the shares of PPI Management Inc., a Canadian insurance product marketing and distribution firm acting as managing general agent, for a total amount of \$137.

During the year, the Company also acquired insurance brokers for a total amount of \$22.

The final allocation of the acquisition price is summarized as follows:

	As at December 31, 2018	
	US Operations \$	Individual \$
Fair value of identifiable assets and liabilities acquired	101	(62)
Fair value of intangible assets	38	139
Fair value of deferred income tax liabilities on intangible assets	(8)	(33)
Fair value of net identifiable assets acquired	131	44
Goodwill	36	115
	167	159
Acquisition price:		
Cash	167	126
Account payable	---	9
Contingent consideration payable in 3 years	---	24
	167	159

Revenues and net income of all the acquired entities did not have a significant impact on the Company's financial results. Goodwill is not deductible for tax purposes, except for assets acquisition.

In addition, the Company completed the allocation of the purchase price of the acquisitions made during the year that are presented in the table above.

Final Allocation of the Acquisition Price

During the year 2017, the Company acquired HollisWealth, a Canadian financial network. The Company acquired 100% of the shares of HollisWealth Advisory Services Inc. and HollisWealth Insurance Agency Ltd., and all assets and liabilities of HollisWealth's securities activities. The Company also acquired, directly or through its wholly-owned subsidiaries, insurance and mutual fund broker businesses. As at March 31, 2018, the final allocation of the acquisition price was completed and the adjustments made in the final allocation did not have a significant impact on the Company's consolidated financial statements.

5 › Invested Assets and Investment Income

a) Carrying Value and Fair Value

	2018					
	At fair value through profit or loss \$	Available for sale \$	Loans and receivables \$	Other \$	Total \$	Fair value \$
Cash and short-term investments	465	---	581	---	1,046	1,046
Bonds						
Governments	9,857	1,996	118	---	11,971	
Municipalities	1,045	110	40	---	1,195	
Corporate and other	6,721	1,725	1,980	---	10,426	
	17,623	3,831	2,138	---	23,592	23,733
Stocks						
Common stocks	1,793	31	---	---	1,824	
Preferred stocks	177	320	---	---	497	
Stock indexes	236	77	---	---	313	
Investment fund units	415	6	---	---	421	
	2,621	434	---	---	3,055	3,055
Mortgages and other loans						
Insured mortgages						
Residential	---	---	859	---	859	
Multi-residential	---	---	1,427	---	1,427	
Non-residential	---	---	6	---	6	
	---	---	2,292	---	2,292	
Conventional mortgages						
Residential	---	---	221	---	221	
Multi-residential	60	---	174	---	234	
Non-residential	30	---	222	---	252	
	90	---	617	---	707	
Other loans	---	---	662	---	662	
	90	---	3,571	---	3,661	3,705
Derivative financial instruments	225	---	---	---	225	225
Policy loans	---	---	951	---	951	951
Other invested assets	---	---	7	322	329	329
Investment properties	---	---	---	1,720	1,720	1,738
Total	21,024	4,265	7,248	2,042	34,579	34,782

	At fair value through profit or loss \$	Available for sale \$	Loans and receivables \$	Other \$	Total \$	Fair value \$
Cash and short-term investments	610	---	531	---	1,141	1,141
Bonds						
Governments	9,838	1,946	121	---	11,905	
Municipalities	966	151	40	---	1,157	
Corporate and other	6,477	1,520	1,885	---	9,882	
	17,281	3,617	2,046	---	22,944	23,106
Stocks						
Common stocks	1,842	18	---	---	1,860	
Preferred stocks	244	392	---	---	636	
Stock indexes	471	26	---	---	497	
Investment fund units	467	7	---	---	474	
	3,024	443	---	---	3,467	3,467
Mortgages and other loans						
Insured mortgages						
Residential	---	---	809	---	809	
Multi-residential	---	---	1,308	---	1,308	
Non-residential	---	---	7	---	7	
	---	---	2,124	---	2,124	
Conventional mortgages						
Residential	---	---	155	---	155	
Multi-residential	57	---	178	---	235	
Non-residential	7	---	197	---	204	
	64	---	530	---	594	
Other loans	---	---	570	---	570	
	64	---	3,224	---	3,288	3,355
Derivative financial instruments	395	---	---	---	395	395
Policy loans	---	---	946	---	946	946
Other invested assets	---	---	4	296	300	300
Investment properties	---	---	---	1,341	1,341	1,354
Total	21,374	4,060	6,751	1,637	33,822	34,064

The *At fair value through profit or loss* category includes securities held for trading, mainly derivative financial instruments and short-term investments as well as securities designated at fair value through profit or loss. Other invested assets are made up of notes receivable, investments in associates and investments in joint ventures accounted for using the equity method. Investment fees are presented in Note 20 *General Expenses*.

Fair value of investment properties is \$1,738 (\$1,354 in 2017) and is composed of investment properties of \$1,720 (\$1,341 in 2017) and of linearization of rents of \$18 (\$13 in 2017). The linearization of rents is the total rental income under the lease, distributed evenly over the lease term, using an average rate which considers free rents and other advantages granted to tenants. Amounts related to the linearization of rents are presented in Note 9 *Other Assets*. Rental income is presented in the investment income table in section c) of this note and operating expenses for investment properties are shown in Note 20 *General Expenses*.

b) Investments in Associates and Joint Ventures

The Company holds interests ranging from 25% to 30%. The financial information for these entities as a whole is as follows:

	2018 \$	2017 \$
Carrying value of the investment	322	296
Share of net income and net comprehensive income	21	34

c) Investment Income

	2018				
	At fair value through profit or loss \$	Available for sale \$	Loans and receivables \$	Other \$	Total \$
Cash and short-term investments					
Interest	---	---	30	---	30
Change in fair value	5	---	---	---	5
Bonds					
Interest	473	111	131	---	715
Change in fair value	(534)	---	---	---	(534)
Gains (losses) realized	---	(12)	5	---	(7)
Variation in provisions for losses	---	---	(2)	---	(2)
Stocks					
Dividends	138	17	---	---	155
Change in fair value	(77)	---	---	---	(77)
Gains (losses) realized	---	(16)	---	---	(16)
Mortgages and other loans					
Interest	3	---	176	---	179
Change in fair value	6	---	---	---	6
Gains (losses) realized	---	---	4	---	4
Variation in provisions for losses	---	---	(25)	---	(25)
Derivative financial instruments					
Interest	17	---	---	---	17
Change in fair value	(433)	---	---	---	(433)
Policy loans					
Interest	---	---	49	---	49
Other invested assets	(5)	---	7	34	36
Investment properties					
Rental income	---	---	---	166	166
Change in fair value	---	---	---	43	43
Total	(407)	100	375	243	311
Interest	476	111	386	---	973
Dividends	138	17	---	---	155
Derivative financial instruments	17	---	---	---	17
Rental income	---	---	---	166	166
Gains (losses) realized	---	(28)	9	---	(19)
Variation in provisions for losses	---	---	(27)	---	(27)
Other	---	---	7	34	41
Interest and other investment income	631	100	375	200	1,306
Cash and short-term investments	5	---	---	---	5
Bonds	(534)	---	---	---	(534)
Stocks	(77)	---	---	---	(77)
Mortgages and other loans	6	---	---	---	6
Derivative financial instruments	(433)	---	---	---	(433)
Investment properties	---	---	---	43	43
Other	(5)	---	---	---	(5)
Change in fair value of investments	(1,038)	---	---	43	(995)
Total	(407)	100	375	243	311

	2017				
	At fair value through profit or loss \$	Available for sale \$	Loans and receivables \$	Other \$	Total \$
Cash and short-term investments					
Interest	---	---	15	---	15
Change in fair value	4	---	---	---	4
Bonds					
Interest	440	96	99	---	635
Change in fair value	931	---	---	---	931
Gains (losses) realized	---	2	6	---	8
Variation in provisions for losses	---	---	(2)	---	(2)
Stocks					
Dividends	112	15	---	---	127
Change in fair value	169	---	---	---	169
Gains (losses) realized	---	(1)	---	---	(1)
Mortgages and other loans					
Interest	2	---	156	---	158
Change in fair value	(4)	---	---	---	(4)
Gains (losses) realized	---	---	6	---	6
Variation in provisions for losses	---	---	(20)	---	(20)
Derivative financial instruments					
Interest	32	---	---	---	32
Change in fair value	323	---	---	---	323
Policy loans					
Interest	---	---	54	---	54
Other invested assets	(3)	---	9	31	37
Investment properties					
Rental income	---	---	---	149	149
Change in fair value	---	---	---	(40)	(40)
Total	2,006	112	323	140	2,581
Interest	442	96	324	---	862
Dividends	112	15	---	---	127
Derivative financial instruments	32	---	---	---	32
Rental income	---	---	---	149	149
Gains (losses) realized	---	1	12	---	13
Variation in provisions for losses	---	---	(22)	---	(22)
Other	(1)	---	9	31	39
Interest and other investment income	585	112	323	180	1,200
Cash and short-term investments	4	---	---	---	4
Bonds	931	---	---	---	931
Stocks	169	---	---	---	169
Mortgages and other loans	(4)	---	---	---	(4)
Derivative financial instruments	323	---	---	---	323
Investment properties	---	---	---	(40)	(40)
Other	(2)	---	---	---	(2)
Change in fair value of investments	1,421	---	---	(40)	1,381
Total	2,006	112	323	140	2,581

6 › Fair Value of Financial Instruments and Investment Properties

a) Methods and Assumptions Used to Estimate Fair Values

Fair value is the consideration that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Management exercises its judgment to determine the data to be used to measure the fair value of financial assets and liabilities, particularly for financial instruments classified as Level 3. Fair value of various categories of financial instruments and investment properties is determined as described below.

Financial Assets

Short-Term Investments – Carrying value of these investments represents the fair value due to their short-term maturity.

Bonds – Bonds are valued based on quoted price, observed on active markets for identical or similar assets. If prices are not available on active markets, fair value is estimated using current valuation methods, including a model based on discounting expected cash flows or other similar techniques. These methods take into account current data observable on the market for financial instruments that have a similar risk profile and comparable terms. The significant data used in these models include, but is not limited to, rate curves, credit risk, issuer spread, volatility and liquidity valuation and other reference data published by the market. Management uses its best estimates when such data are not available.

Stocks – Stocks are valued based on quote price, observed on active markets. If the price is not available on the active markets, fair value is determined using equity valuation models, which analyze the fair value of the net asset, and other techniques that rely on comparisons with reference data, such as market indices. Investment fund units are evaluated at the net asset value published by the fund manager.

Mortgages and Other Loans – The fair value of mortgages and other loans is estimated by discounting the cash flows with the interest rates currently prevailing on the market for loans with substantially the same credit risk and terms.

Derivative Financial Instruments – Fair value of derivative financial instruments is determined according to the type of derivative instrument. Fair value of derivative financial instruments, such as futures contracts and options traded on the stock exchanges, is determined in accordance with quoted prices on active markets. Derivative financial instruments that are traded over the counter are valued using valuation models such as actualized cash flow analysis and other valuation models used on the market. These valuations are based on observable data on the market, including interest rates, foreign exchange rates, financial indices, rate differentials, credit risk and volatility.

Among derivative financial instruments, certain other derivative contracts are subject to trading restrictions. In such situations, an illiquidity premium based on data that are not observable in the market is used to ascertain the fair value of these derivative financial instruments. While these data are not observable, they are based on assumptions deemed appropriate given the circumstances. Once the restricted trading period ends, the instruments are valued using standard valuation models based on data observable in the market, as described previously. The Company's use of non-observable data is limited to the trading restrictions period, and their effect on the fair value of derivative financial instruments does not represent a significant amount.

Policy Loans – Policy loans are carried at amortized cost. They are guaranteed and may be reimbursed at any time. Their fair value approximates their carrying value due to their short-term nature.

Other Investments – The fair value of other investments is approximately the same as the carrying value due to the nature of these elements.

Other Assets – The fair value of the other financial assets is approximately the same as the carrying value due to their short-term nature.

Investment Properties

The fair value of investment properties is determined by various recognized methods and standards of assessment in the real estate sector. One of these methods is based on expected capitalization rates and models which discount the expected future cash flows at prevailing interest rates on the market based on the characteristics, location and market of each property. The expected future cash flows include contractual and projected cash flows and projected operating expenses. They reflect the interest, rental and occupancy rates established based on market studies, rental income expected from leases in effect and estimates of future cash inflows, including revenues projected from leases in force, and estimates of future cash inflows made according to the current market circumstances. Future lease rates are estimated based on the location, type and current quality of the building, and market data and projections as of the date of the appraisal. Fair values are usually compared to market information, including recent transactions for similar assets to verify their reasonableness. High and best use is one of the possible evaluation methods. High and best use is determined by taking into account possible physical, legally permissible, financially feasible use, and in terms of market, even if the Company plans a different use. Assessments are carried out by external independent appraisers or by qualified Company personnel. Each building is assessed by an external appraiser at least once every three years. During the year, 77% of the investment properties portfolio was assessed by independent appraisers (81.2% in 2017).

Financial Liabilities

Other Liabilities – The fair value of other liabilities, except securitization liabilities and short-selling securities, is approximately the same as the carrying value due to their short-term nature.

The fair value of securitization liabilities is estimated by discounting cash flows with the interest rates currently prevailing in the market for new debt with substantially the same terms. This fair value is disclosed in Note 7 *Management of Risks Associated with Financial Instruments* in section b) iii).

Short-selling securities, classified as held for trading, are measured using the observed market prices in active markets for identical or similar financial instruments. If quoted prices in active markets are not available, fair value is estimated using standard methods of assessment, such as a model based on discounted future cash flows or similar techniques. These methods take into account the current observable market data for financial instruments with a similar risk profile and comparable terms. Important data used in these models include, but are not limited to, yield curves, credit risk, issuer spreads, volatility and liquidity valuation and other reference data published by the markets.

Debentures – The fair value of debentures classified as financial liabilities at amortized cost is estimated using a valuation model that takes into account instruments on the market that have substantially the same conditions. This fair value can fluctuate due to interest rates and credit risks associated with these instruments. Fair value of debentures is presented in Note 16 *Debentures*.

Derivative Financial Instruments – The fair value of derivative financial instruments recorded as financial liabilities is presented in Note 8 *Derivative Financial Instruments* and is equal to the carrying amounts reported in the negative fair value column. The fair value is determined according to the method and assumptions previously described in the Financial Assets section.

b) Hierarchy of the Fair Value

Disclosures regarding financial instruments and investment properties must be presented as a hierarchy that categorizes the inputs to valuation models used to measure the fair value of financial assets and liabilities. The hierarchy gives the highest priority to readily available unadjusted quoted prices in active markets for identical assets or liabilities and lowest priority to unobserved inputs. The three levels of the hierarchy are described below:

- Level 1 – Valuation based on quoted prices in active markets (unadjusted) for identical assets or liabilities. Stocks traded on the market, among other things, are classified in Level 1.
- Level 2 – Valuation model based on inputs other than quoted prices included in Level 1 that are observable on the market for the asset or liability, either directly or indirectly. Most bonds, short-term investments and certain derivative financial instruments are classified in Level 2.
- Level 3 – Valuation model based on valuation techniques that use largely unobservable market parameters and that reflect management's best estimates. Most private placements are classified in Level 3.

If a financial instrument classified as Level 1 subsequently ceases to be actively traded, it is reclassified into Level 2. If the measurement of its fair value requires the use of significant unobservable inputs, it is directly reclassified into Level 3.

Assets

	2018			
	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Recurring fair value measurements				
Cash and short-term investments				
Held for trading	---	465	---	465
Bonds				
Designated at fair value through profit or loss				
Governments	358	9,499	---	9,857
Municipalities	---	1,045	---	1,045
Corporate and other	---	6,581	140	6,721
	358	17,125	140	17,623
Available for sale				
Governments	185	1,811	---	1,996
Municipalities	---	110	---	110
Corporate and other	---	1,709	16	1,725
	185	3,630	16	3,831
	543	20,755	156	21,454
Stocks				
Designated at fair value through profit or loss	1,487	---	1,134	2,621
Available for sale	86	319	29	434
	1,573	319	1,163	3,055
Mortgages and other loans				
Designated at fair value through profit or loss	---	90	---	90
Derivative financial instruments				
Held for trading	27	197	1	225
Investment properties				
	---	---	1,720	1,720
General fund investments accounted at fair value	2,143	21,826	3,040	27,009
Segregated fund financial instruments and investment properties	17,852	5,894	47	23,793
Total financial assets at fair value	19,995	27,720	3,087	50,802

	2017			
	Level 1	Level 2	Level 3	Total
	\$	\$	\$	\$
Recurring fair value measurements				
Cash and short-term investments				
Held for trading	---	610	---	610
Bonds				
Designated at fair value through profit or loss				
Governments	355	9,483	---	9,838
Municipalities	---	966	---	966
Corporate and other	---	6,332	145	6,477
	355	16,781	145	17,281
Available for sale				
Governments	96	1,850	---	1,946
Municipalities	---	151	---	151
Corporate and other	---	1,505	15	1,520
	96	3,506	15	3,617
	451	20,287	160	20,898
Stocks				
Designated at fair value through profit or loss	2,122	---	902	3,024
Available for sale	34	391	18	443
	2,156	391	920	3,467
Mortgages and other loans				
Designated at fair value through profit or loss	---	64	---	64
Derivative financial instruments				
Held for trading	---	393	2	395
Investment properties				
	---	---	1,341	1,341
General fund investments accounted at fair value	2,607	21,745	2,423	26,775
Segregated fund financial instruments	18,027	5,956	22	24,005
Total financial assets at fair value	20,634	27,701	2,445	50,780

There were no transfers between Level 1 and Level 2 for the years ended December 31, 2018 and 2017.

There were no transfers from Level 2 to Level 3 during the years ended December 31, 2018 and 2017.

There were no transfers from Level 3 to Level 2 during the year ended December 31, 2018 (\$1 for the year ended December 31, 2017). These transfers are related to bonds designated at fair value through profit or loss. The fair value of these bonds was previously determined using internal valuation models that required the use of assumptions, including one main assumption that was not observable in the market. The fair value of these bonds is now valued at market prices obtained through brokers who assess the fair value of these financial instruments.

Transfers from Level 3 to Level 1 during the year ended December 31, 2018 have a value of \$16 (none for the year ended December 31, 2017). These transfers are related to stocks designated at fair value through profit or loss. The fair value of these stocks was previously determined using internal valuation models that required the use of assumptions, including one main assumption that was not observable in the market.

The Company presents the transfers between hierarchy levels at the quarter-end fair value for the quarter during which the transfer occurred.

The Company uses unobservable inputs in the valuation of bonds and stocks classified into Level 3. Regarding bonds, unobservable inputs mainly correspond to credit and liquidity risk premiums ranging from 1.40% to 3.25% as at December 31, 2018 (0.47% to 4.69% as at December 31, 2017). Stocks classified into Level 3 are mainly valued from information available in the financial statements of companies using models based on discounting expected cash flows as well as the use of multiples.

The main unobservable inputs used in the valuation of the investment properties as at December 31, 2018 are the discount rate, which is between 5.00% and 9.00% (between 5.00% and 9.00% in 2017) and the terminal capitalization rate, which is between 4.25% and 7.75% (between 3.50% and 7.75% in 2017). The discount rate is based on market activity by type of building as well as the location and reflects the expected rate of return to be realized on investments over the next 10 years. The terminal capitalization rate is based on market activity by type of building as well as location and reflects the expected rate of return on the investment over the remaining life after the 10-year period. If all other factors remain constant, a decrease (increase) in the discount rate and terminal capitalization rate will lead to an increase (decrease) in fair value of investment properties.

Due to the unobservable nature of the main data used to measure bonds, stocks and investment properties classified in Level 3, the Company does not assess whether the application of other assumptions would have an impact on fair value. Also, the investment properties as well as bonds and stocks classified as designated at fair value through profit or loss support the Company's insurance contract liabilities. Consequently, changes in fair value of these assets are offset by changes in the corresponding insurance contract liabilities under the Canadian Asset Liability Method (CALM). Even if the Company uses reasonable possible alternative assumptions affecting fair value, this would not have a significant impact on the Financial Statements.

The following table presents assets recognized at fair value evaluated according to Level 3 parameters:

2018								
	Balance as at December 31, 2017 \$	Realized and unrealized gains (losses) included in net income \$	Realized and unrealized gains (losses) included in other comprehensive income \$	Purchases \$	Sales and settlements \$	Transfers in (out of) Level 3 \$	Balance as at December 31, 2018 \$	Total unrealized gains (losses) included in net income on investments still held \$
Bonds								
Designated at fair value through profit or loss	145	(2)	---	---	(3)	---	140	(2)
Available for sale	15	---	1	---	---	---	16	---
Stocks								
Designated at fair value through profit or loss	902	74	---	235	(61)	(16)	1,134	77
Available for sale	18	---	2	9	---	---	29	---
Derivative financial instruments								
Held for trading	2	---	---	---	(1)	---	1	---
Investment properties	1,341	43	---	378	(42)	---	1,720	43
General fund investments accounted at fair value	2,423	115	3	622	(107)	(16)	3,040	118
Segregated fund financial instruments and investment properties	22	---	---	27	(2)	---	47	---
Total	2,445	115	3	649	(109)	(16)	3,087	118

2017								
	Balance as at December 31, 2016 \$	Realized and unrealized gains (losses) included in net income \$	Realized and unrealized gains (losses) included in other comprehensive income \$	Purchases \$	Sales and settlements \$	Transfers in (out of) Level 3 \$	Balance as at December 31, 2017 \$	Total unrealized gains (losses) included in net income on investments still held \$
Bonds								
Designated at fair value through profit or loss	150	---	---	---	(4)	(1)	145	---
Available for sale	42	---	(1)	---	(26)	---	15	---
Stocks								
Designated at fair value through profit or loss	731	44	---	209	(82)	---	902	43
Available for sale	8	---	1	9	---	---	18	---
Derivative financial instruments								
Held for trading	---	2	---	---	---	---	2	2
Investment properties	1,238	(40)	---	201	(58)	---	1,341	(40)
General fund investments accounted at fair value	2,169	6	---	419	(170)	(1)	2,423	5
Segregated fund financial instruments	12	---	---	16	(6)	---	22	---
Total	2,181	6	---	435	(176)	(1)	2,445	5

For the year ended December 31, 2018, an amount of \$332 (\$169 as at December 31, 2017) presented in *Purchases* corresponds to acquisitions of investment properties and an amount of \$46 (\$32 as at December 31, 2017) corresponds to capitalizations. Also, the *Sales and settlements* for investment properties include transfers of \$7 (\$42 in 2017) to fixed assets.

Realized and unrealized gains (losses) included in net income and *Total unrealized gains (losses) included in net income on financial instruments still held* are presented in the *Investment income* in the Income Statement, except the value of segregated fund assets, which are not presented in the Income Statement, but are included in the change in segregated funds net assets in Note 12 *Segregated Funds Net Assets*. *Realized and unrealized gains (losses) included in other comprehensive income* are presented in Note 18 *Accumulated Other Comprehensive Income in Unrealized gains (losses)*.

Fair Value Disclosed in the Notes

The Company classifies certain financial instruments as loans and receivables. These financial instruments are measured at amortized cost and fair value is disclosed in the notes. The following table shows the hierarchy level of such fair values.

	2018			
	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Classified as loans and receivables				
Bonds				
Governments	---	9	128	137
Municipalities	---	48	---	48
Corporate and other	---	251	1,843	2,094
	---	308	1,971	2,279
Mortgages and other loans	---	3,615	---	3,615
Total of assets classified as loans and receivables	---	3,923	1,971	5,894

	2017			
	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Classified as loans and receivables				
Bonds				
Governments	---	9	125	134
Municipalities	---	49	---	49
Corporate and other	---	268	1,757	2,025
	---	326	1,882	2,208
Mortgages and other loans	---	3,291	---	3,291
Total of assets classified as loans and receivables	---	3,617	1,882	5,499

Financial Liabilities

The following table presents financial liabilities measured at fair value on a recurring basis and those whose fair value is disclosed in a note, by hierarchy level:

	2018			
	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Recurring fair value measurements				
Other liabilities				
Held for trading	48	127	---	175
Derivative financial instruments				
Held for trading	10	388	31	429
Total of liabilities classified as held for trading	58	515	31	604
Classified at amortized cost				
Other liabilities				
Securitization liabilities	---	1,154	---	1,154
Debentures	---	899	---	899
Total of liabilities classified at amortized cost	---	2,053	---	2,053

	2017			
	Level 1	Level 2	Level 3	Total
	\$	\$	\$	\$
Recurring fair value measurements				
Other liabilities				
Held for trading	59	119	---	178
Derivative financial instruments				
Held for trading	2	151	42	195
Total of liabilities classified as held for trading	61	270	42	373
Classified at amortized cost				
Other liabilities				
Securitization liabilities	---	1,147	---	1,147
Debentures	---	1,004	---	1,004
Total of liabilities classified at amortized cost	---	2,151	---	2,151

The following table presents liabilities recognized at fair value evaluated according to Level 3 parameters:

2018								
	Balance as at December 31, 2017 \$	Realized and unrealized gains (losses) included in net income \$	Realized and unrealized gains (losses) included in other comprehensive income \$	Purchases \$	Sales and settlements \$	Transfers in (out of) Level 3 \$	Balance as at December 31, 2018 \$	Total unrealized gains (losses) included in net income on financial liabilities \$
Derivative financial instruments	42	(9)	---	18	(20)	---	31	---

2017								
	Balance as at December 31, 2016 \$	Realized and unrealized gains (losses) included in net income \$	Realized and unrealized gains (losses) included in other comprehensive income \$	Purchases \$	Sales and settlements \$	Transfers in (out of) Level 3 \$	Balance as at December 31, 2017 \$	Total unrealized gains (losses) included in net income on financial liabilities \$
Derivative financial instruments	36	3	---	8	(5)	---	42	---

7 › Management of Risks Associated with Financial Instruments

Effective risk management rests on identifying, understanding and communicating all risks the Company is exposed to in the course of its operations. Risk management is comprised of a series of objectives, policies and procedures that are approved by the Board of Directors and enforced by managers. The main risk management policies and procedures are subject to annual reviews. More information regarding the principles, responsibilities and key measures and management practices of the Company's risk management is provided in the shaded portion of the Risk Management section of the Management's Discussion and Analysis on pages 40 to 49. The shaded information in these pages is considered an integral part of these financial statements. Market risk, credit risk and liquidity risk are the most significant risks that the Company must manage for financial instruments.

a) Market Risk

Market risk represents the risk of fluctuation in the fair value of a financial instrument, which could lead to a loss due to changes in market factors, such as interest rates, stock prices and exchange rates.

Interest Rate Risk

One of an insurer's fundamental activities is to invest client premiums for the payment of future benefits, whose maturity date may be a long-time in the future, such as death benefits and annuity payments. To properly manage the risks of interest rate fluctuations and fund availability, the Company maintains a system to match its assets to its insurance contract liabilities and long-term debts, matches its liabilities until they expire and uses derivative financial instruments as complementary management tools. Consequently, assets are chosen on the basis of amount, cash flow and return in order to correspond to the characteristics of the matched liabilities. The accounting policies for derivative financial instruments used for matching correspond to those used for the underlying items. Therefore, any change in the fair value of assets held for matching purposes will have little impact on the financial position of the Company and on its ability to honour its obligations. One of the strategies used in matching is immunization. This strategy consists in using fixed income securities to immunize a liability against interest rate variations. In the measurement of its insurance contract liabilities, as described in Note 14 *Insurance Contract Liabilities and Investment Contract Liabilities*, the Company takes into account the level of matching achieved between assets and liabilities.

Risk of a Market Downturn

The risk of a market downturn represents the risk of losses caused by stock market fluctuations or caused by private equity value fluctuations. The Company is exposed to this risk in various ways as part of its regular operations, through: 1) the fee income collected on the investment funds managed by the Company, which is calculated based on assets under management; 2) the discounted future revenues on Universal Life policy funds; 3) the income on capital generated by the assets backing the Company's capital; and 4) benefits from guarantees on segregated funds.

In its risk management strategy, the Company has implemented a dynamic hedging program for all minimum withdrawal guarantees and almost all maturity guarantees offered by the Individual Wealth Management sector. The value of the assets underlying the hedged guarantees represents \$7,276 as at December 31, 2018 (\$8,574 in 2017). More detailed information on the hedging program is provided in the shaded portion of the Risk Management section of the Management's Discussion and Analysis on page 46.

Foreign Currency Risk

Foreign currency risk represents the risk that the Company assumes for losses due to exchange rates related to foreign currencies to which the Company is exposed. The Company has adopted a policy to avoid exposure to currency risk whereby liabilities are generally matched with assets of the same currency; otherwise, derivative financial instruments are used. To protect itself against foreign currency risk, the Company also uses hedge accounting to limit the impact of changes in equity, primarily with respect to a net investment in a foreign operation that has a different functional currency from the Company's functional currency. Disclosure of hedge accounting is presented in Note 8 *Derivative Financial Instruments*.

Impairment of Financial Assets Classified as Available for Sale

For the years ended December 31, 2018 and 2017, the Company did not reclassify any unrealized losses of stocks classified as available for sale from *Other comprehensive income* to *Investment income* in the Income Statement.

Since the assets designated at fair value through profit or loss are matched, variations of fair value, other than those related to credit risk, are directly reflected in the *Increase (decrease) in insurance contract liabilities*, which prevents a disparity of the treatment in the net income. Only variations in the fair value related to credit events regarding cash flows would have an impact on the Company's net income.

The unrealized gains and losses on financial assets classified as available for sale and included in the *Accumulated other comprehensive income* are the following:

	Fair value \$	2018 Unrealized losses \$	Unrealized gains \$	Fair value \$	2017 Unrealized losses \$	Unrealized gains \$
Bonds						
Governments	1,996	(6)	31	1,946	(14)	41
Municipalities	110	(1)	1	151	(1)	1
Corporate and other	1,725	(23)	7	1,520	(9)	14
	3,831	(30)	39	3,617	(24)	56
Stocks	434	(21)	8	443	(9)	20
Total	4,265	(51)	47	4,060	(33)	76

Unrealized losses on financial assets classified as available for sale according to the period for which the assets had an unrealized loss are the following:

	2018				Total	
	Less than 12 months		12 months or over			
	Fair value \$	Unrealized losses \$	Fair value \$	Unrealized losses \$	Fair value \$	Unrealized losses \$
Bonds						
Governments	258	(2)	290	(4)	548	(6)
Municipalities	42	(1)	15	---	57	(1)
Corporate and other	889	(18)	246	(5)	1,135	(23)
	1,189	(21)	551	(9)	1,740	(30)
Stocks	232	(17)	47	(4)	279	(21)
Total	1,421	(38)	598	(13)	2,019	(51)

	2017					
	Less than 12 months		12 months or over		Total	
	Fair value \$	Unrealized losses \$	Fair value \$	Unrealized losses \$	Fair value \$	Unrealized losses \$
Bonds						
Governments	1,019	(13)	26	(1)	1,045	(14)
Municipalities	43	(1)	7	—	50	(1)
Corporate and other	740	(8)	36	(1)	776	(9)
	1,802	(22)	69	(2)	1,871	(24)
Stocks	62	(1)	144	(8)	206	(9)
Total	1,864	(23)	213	(10)	2,077	(33)

b) Credit Risk

Credit risk corresponds to the possibility that the Company will sustain a financial loss if a counterparty or a debtor does not meet its commitments. This is a material risk for the Company, and it originates mainly from credit granted in the form of mortgages and other loans as well as private placements, exposure to different investment portfolios, derivative financial instruments and reinsurance activities. The maximum credit risk associated with financial instruments corresponds to the carrying value of financial instruments presented in the Statement of Financial Position, except for the investments in associates and joint ventures.

Credit risk can also occur when there is a concentration of investments in entities with similar characteristics or that operate in the same sector or the same geographic region, or when a major investment is made in one entity. This constitutes concentration risk.

The Company's credit risk management policies include the assignment of risk ratings, management of impaired loans, as well as a level of authorization according to the rating and the amount of the financial instrument. The Company establishes investment policies that are regularly reviewed, updated and approved by the Board of Directors. Consequently, the Company manages credit risk in accordance with these investment policies. These policies define the credit risk limits according to the characteristics of the counterparties. The Company requires prudent diversification of its credit portfolios, the use of follow-up mechanisms that rely on pricing procedures and granting of credit and a regular follow-up of its risk measurement after the initial granting of credit. The Company also requires a review and independent audit of its credit risk management program and reports the results of the follow-up, review and audit program to the Board of Directors. The credit risk related to derivative financial instruments is presented in Note 8 *Derivative Financial Instruments*.

b) i) Credit Quality Indicators

Bonds by Investment Grade

	2018	2017
	Carrying amount	
	\$	\$
AAA	1,229	1,112
AA	8,355	7,846
A	9,882	10,010
BBB	3,942	3,749
BB and lower	184	227
Total	23,592	22,944

The Company prepares an assessment of the quality of the investment if the evaluation is not available from a credit rating agency. Bonds that have been internally evaluated represent an amount of \$1,801 (\$2,105 as at December 31, 2017).

Mortgages and Other Loans

	2018	2017
	\$	\$
Insured mortgages	2,292	2,124
Conventional mortgages	707	594
Other loans	662	570
Total	3,661	3,288

The credit quality of mortgages and other loans is assessed internally by the regular review of the portfolio.

Derivative Financial Instruments

The Company's credit risk exposure is limited to the risk that a counterparty does not honour the terms of a derivative financial instrument. The Company applies the same criteria in selecting counterparties as it does for investing in bonds. As at December 31, 2018, all counterparties to derivative financial instrument contracts have a credit rating of AA- or higher (AA- or higher as at December 31, 2017).

Reinsurance Assets

The Company assesses the financial soundness of reinsurers before signing any reinsurance agreements and monitors their situation on a regular basis. It can eliminate certain risks by using letters of credit and by requiring cash deposits in trust accounts. Reinsurance agreements without security held from reinsurers are with several well-established, highly rated reinsurers. The Company's reinsurance assets are with reinsurers who have a minimum credit rating of A- in a proportion of 97% (97% in 2017).

b) ii) Past Due or Impaired Financial Assets

To manage risk, the Company evaluates, among other things, the ability of the issuer to ensure current and future contractual payments of principal and interest. The Company follows up monthly to ensure that cash flows stipulated in the contract are recovered in a timely manner and takes the necessary action to address the outstanding amounts. In addition, the Company identifies the issuers that may have an unstable financial situation and classifies each of the issuer's assets under one of the following quality lists:

Watch list: The collection of current and future contractual payments of principal and interest is reasonably assured, but changes in the facts and circumstances specific to the issuer require monitoring. No impairment loss is recognized in respect of assets of these issuers.

List of securities on the monitor list: The collection of current and future contractual payments of principal and interest is reasonably assured, but changes in the facts and circumstances specific to the issuer require increased monitoring. An asset is moved from the watch list to the list of securities on the monitor list when changes in facts and circumstances of the issuer increase the likelihood that a security suffers as a loss-generating event in the near future. No impairment loss is accounted for in respect of assets of these issuers.

List of impaired assets: The collection of current and future contractual payments of principal and interest is no longer assured. For investments classified as available for sale or carried at amortized cost, an impairment loss is recognized in *Net income*.

The Company maintains provisions for potential credit losses, including losses of principal and interest on bonds, mortgages and other loans, and real estate held for resale. Provisions for credit losses consist of specific provisions for loans and debt securities considered to be impaired, as well as amounts for financial assets which have similar credit risks that are subject to a collective impairment test.

The carrying value of loans and debt securities considered by the Company to be impaired is reduced by specific provisions to the value estimated to be realizable. A loan is considered to be impaired if, as a result of a deterioration in credit quality, there is no longer reasonable assurance of timely collection of the full amount of principal and interest. Any loan on which contractual payments are in arrears for 90 days or more in the case of mortgages and 120 days or more in the case of other loans or in foreclosure is assumed to be impaired. Any impaired loan which is not insured and fully guaranteed is considered as an impaired investment. When an asset is classified as impaired, allowances for losses are established to adjust the carrying value of the asset to its net recoverable amount. To determine this amount, several factors are taken into account, including market conditions, evaluations obtained from third parties and/or the discounted value of expected cash flows. A provision for losses on reinsurance assets is established when a reinsurance counterparty is no longer able to meet its contractual commitments to the Company. In addition, a provision, included as a component of insurance contract liabilities, is made for other potential future losses on loans and debt securities matching these liabilities, in compliance with actuarial standards.

Past Due Bonds, Mortgages and Other Loans

Bonds, mortgages and other loans are considered in arrears when the counterparty has not made a payment at a contractual date.

	2018			
	Bonds classified as loans and receivables \$	Mortgages classified as loans and receivables \$	Other loans \$	Total \$
Gross values				
Not past due and not impaired	2,125	2,902	636	5,663
Past due and not impaired				
30 – 89 days in arrears	---	2	27	29
90 – 119 days in arrears	---	3	4	7
120 days or more in arrears	---	---	2	2
Impaired	21	3	1	25
Total of gross values	2,146	2,910	670	5,726
Specific provisions for losses	8	1	---	9
	2,138	2,909	670	5,717
Collective provisions	---	---	8	8
Total of net values	2,138	2,909	662	5,709

	2017			
	Bonds classified as loans and receivables \$	Mortgages classified as loans and receivables \$	Other loans \$	Total \$
Gross values				
Not past due and not impaired	2,031	2,641	554	5,226
Past due and not impaired				
30 – 89 days in arrears	---	3	17	20
90 – 119 days in arrears	---	3	3	6
120 days or more in arrears	---	---	1	1
Impaired	21	9	1	31
Total of gross values	2,052	2,656	576	5,284
Specific provisions for losses	6	2	---	8
	2,046	2,654	576	5,276
Collective provisions	---	---	6	6
Total of net values	2,046	2,654	570	5,270

Foreclosed Properties

During the year ended December 31, 2018, the Company took possession of properties held as collateral on mortgages for less than \$1 (less than \$1 as at December 31, 2017). Foreclosed properties that the Company still held at year-end are presented as *Real estate held for resale* in Note 9 *Other Assets*.

Specific Provisions for Losses

	2018			
	Bonds classified as loans and receivables \$	Mortgages classified as loans and receivables \$	Other loans \$	Total \$
Balance at beginning	6	2	---	8
Variation in specific provisions for losses	2	(1)	---	1
Balance at end	8	1	---	9

	2017			
	Bonds classified as loans and receivables \$	Mortgages classified as loans and receivables \$	Other loans \$	Total \$
Balance at beginning	4	2	---	6
Variation in specific provisions for losses	2	---	---	2
Balance at end	6	2	---	8

b) iii) Other Information on Credit Risk

Investment properties

Minimum payments receivable from rental of investment properties in future years are as follows:

	2018 \$	2017 \$
Due in 1 year or less	75	60
Due after 1 year to 5 years	261	200
Due after 5 years	466	449
Total	802	709

These payments are received under operating leases and are therefore not recorded in the Statement of Financial Position.

Securitization of Mortgages and Other Loans

During the years ended December 31, 2018 and 2017, as part of the Canada Mortgage and Housing Corporation (CMHC) program, the Company transferred insured mortgages to an unrelated counterparty. As part of this transfer, the Company conserved substantially all risks and rewards related to the transferred mortgages. The Company is exposed to credit risk in the event of a late payment by the borrower. In this situation, the unrelated counterparty has no obligation to compensate the Company. Additionally, in the event of prepayment, any difference between the return generated by the reinvestment versus the Company's obligations to the counterparty would be assumed by the Company. Consequently, the Company continues to recognize the full carrying value of mortgages. As at December 31, 2018, the carrying value of ceded mortgages is \$1,115 (\$1,097 in 2017) and the value of the corresponding liability is \$1,160 (\$1,136 in 2017). Their fair values are \$1,103 and \$1,154 respectively (\$1,090 and \$1,137 respectively in 2017).

Also in 2017, the Company transferred other loans to an unrelated counterparty. As part of this transfer, the Company conserved substantially all risks and rewards related to the transferred loans. The Company was exposed to credit risk in the event of a late payment by the borrower. Consequently, the Company continued to recognize the full carrying value of the other loans. In 2017, the carrying value of ceded other loans was \$12 and the value of the corresponding liability was \$10. Their fair values were \$12 and \$10 respectively. In 2018, the Company ceased transferring other loans to an unrelated party.

Securities Lending

The Company engages in securities lending to generate additional income. Certain securities from its portfolio are loaned to other institutions for short periods. Collateral, which represents between 102% and 105% (between 102% and 105% in 2017) of the fair value of the loaned securities according to their nature, is deposited by the borrower with a lending agent, usually a securities custodian, and retained by the lending agent until the underlying security has been returned to the Company. The fair value of the loaned securities is monitored on a daily basis with additional collateral obtained or refunded as the market values fluctuate. It is Company practice to obtain a guarantee from the lending agent against counterparty default, including collateral deficiency. As at December 31, 2018, the Company had loaned securities, which are included in invested assets, with a carrying value of approximately \$4,604 (\$4,679 in 2017).

Right of Offset, Collateral Held and Transferred

The Company negotiates financial instruments in accordance with the Credit Support Annex, which forms part of the International Swaps and Derivative Association's (ISDA) Master Agreement and in accordance with the Supplemental Terms or Conditions Annex, which forms part of the Global Master Repurchase Agreement (GMRA). These agreements require guarantees by the counterparty or by the Company. The amount of assets to pledge is based on changes in fair value of financial instruments. The fair value is monitored daily. The assets pledged as collateral consist of, but are not limited to cash, Treasury bills and Government of Canada bonds. The Company may receive assets as collateral from the counterparty. According to the conditions set forth in the Credit Support Annex, the Company may be authorized to sell or re-pledge the assets it receives. In addition, under the ISDA and the GMRA, the Company has the right to offset in the event of default, insolvency, bankruptcy or other early termination. The following table presents the impact of conditional compensation on the financial situation and that of other similar agreements, namely the GMRA and the Credit Support Appendices (CSA).

As at December 31, 2018				
	Financial instruments presented in the Statements of Financial Position	Related amount not set off in the Statements of Financial Position		Net amount
		Financial instruments	Financial collateral received/pledged	
	\$	\$	\$	\$
Financial assets				
Derivative financial instruments (Note 8)	225	196	---	29
Financial liabilities				
Derivative financial instruments (Note 8)	429	196	155	78

As at December 31, 2017

	Financial instruments presented in the Statements of Financial Position	Related amount not set off in the Statements of Financial Position		Net amount
		Financial instruments	Financial collateral received/pledged	
	\$	\$	\$	\$
Financial assets				
Derivative financial instruments (Note 8)	395	151	266	(22)
Financial liabilities				
Derivative financial instruments (Note 8)	195	151	---	44
Securities sold under repurchase agreements	460	---	460	---
Total financial liabilities	655	151	460	44

Since the Company does not offset the financial instruments presented in the Statement of Financial Position, the net amount of the financial instruments is identical to the gross amount of the financial position.

Financial collateral received/pledged shown in the table above excludes initial margin on over-the-counter derivatives and forward currency contracts traded on the stock exchange, amounts related to segregated funds assets, overcollateralization as well as overcollateralized derivative financial instruments. The total value of collateral received was \$285 as at December 31, 2017 on the assets of derivative financial instruments. The Company's pledge was \$179 (none as at December 31, 2017) on derivative financial instrument liabilities and \$454 as at December 31, 2017 on securities sold under repurchase agreements.

Interests in Non-Consolidated Structured Entities

The Company has determined that its investments in asset-backed securities and its investments in investment fund units represent interests held in non-consolidated structured entities.

Asset-backed securities and mortgage securities are managed by entities that combine similar assets and sell them to investors who receive all or a portion of the cash flows generated. These entities are managed by managers who are not related to the Company.

The goal of the investment fund units in which the Company invests is to generate capital growth. These investment fund units are either managed by external managers or by internal managers through Company subsidiaries. The managers apply various investment strategies to meet their respective objectives. The Company also invests in fund units through its segregated funds.

The table below presents the non-consolidated structured entities according to their type in the Statement of Financial Position.

	2018		2017	
	Carrying amount	Maximum risk	Carrying amount	Maximum risk
	\$	\$	\$	\$
Government bonds				
Mortgage-backed securities	104	104	40	40
Corporate and other bonds				
Asset-backed securities	3	3	---	---
	107	107	40	40
Stocks				
Investment fund units managed internally	212	212	227	227
Investment fund units managed externally	209	209	247	247
	421	421	474	474
Total	528	528	514	514

The maximum risk represents the risk of total loss that the Company could suffer on investments in non-consolidated structured entities, which equals the carrying amount of these investments in the above table.

The Company develops and sponsors mutual funds to implement investment strategies on behalf of investors, and earns management fees for providing these services. The Company does not control these mutual funds. The Company's interest in mutual funds is limited to the capital invested, if any, and fees earned. The Company's mutual fund assets under management as at December 31, 2018 were \$10,833 (\$11,723 as at December 31, 2017).

b) iv) Concentration Risk

Concentration risk arises when there is a concentration of investments in entities with similar characteristics, or when a substantial investment is made with a single entity. The following tables provide information about the Company's investment concentration risk.

Bonds by sector of activity

	2018			
	At fair value through profit or loss \$	Available for sale \$	Loans and receivables \$	Total \$
Bonds (corporate and other)				
Financial services	1,105	1,032	350	2,487
Utilities	2,286	74	724	3,084
Consumer cyclical and non-cyclical	1,346	199	370	1,915
Energy	909	237	324	1,470
Industry	567	35	176	778
Communications	364	111	---	475
Other	144	37	36	217
Total	6,721	1,725	1,980	10,426

	2017			
	At fair value through profit or loss \$	Available for sale \$	Loans and receivables \$	Total \$
Bonds (corporate and other)				
Financial services	1,112	915	406	2,433
Utilities	2,279	81	745	3,105
Consumer cyclical and non-cyclical	1,177	153	295	1,625
Energy	909	171	268	1,348
Industry	543	20	137	700
Communications	351	137	---	488
Other	106	43	34	183
Total	6,477	1,520	1,885	9,882

Mortgages and other loans by region and type

	2018					
	Atlantic provinces \$	Quebec \$	Ontario \$	Western provinces \$	Outside Canada \$	Total \$
Insured mortgages						
Residential	1	804	49	5	---	859
Multi-residential	27	796	177	427	---	1,427
Non-residential	---	---	1	5	---	6
	28	1,600	227	437	---	2,292
Conventional mortgages						
Residential	1	113	91	15	1	221
Multi-residential	---	30	25	35	144	234
Non-residential	22	54	42	86	48	252
	23	197	158	136	193	707
Other loans	65	205	209	183	---	662
Total	116	2,002	594	756	193	3,661

	2017					
	Atlantic provinces \$	Quebec \$	Ontario \$	Western provinces \$	Outside Canada \$	Total \$
Insured mortgages						
Residential	---	789	16	4	---	809
Multi-residential	29	643	190	446	---	1,308
Non-residential	---	---	2	5	---	7
	29	1,432	208	455	---	2,124
Conventional mortgages						
Residential	---	90	54	11	---	155
Multi-residential	---	45	25	21	144	235
Non-residential	22	49	32	75	26	204
	22	184	111	107	170	594
Other loans	45	203	180	142	---	570
Total	96	1,819	499	704	170	3,288

Investment properties by type

	2018 \$	2017 \$
Residential and multi-residential	---	22
Office	1,463	1,101
Retail	216	184
Industrial	35	28
Land and other	6	6
Total	1,720	1,341

c) Interest Rate Risk

Interest rate risk arises, among other things, from the uncertainty of the future interest rates at which maturing investments will be reinvested. The following table provides information on the maturity dates of the Company's investments subject to interest rate risk. Policy loans do not have a maturity date.

	2018		2017	
	Bonds \$	Mortgages and other loans \$	Bonds \$	Mortgages and other loans \$
Due in 1 year or less	582	288	489	281
Due after 1 year to 5 years	2,576	2,221	2,210	1,879
Due after 5 years to 10 years	2,586	873	2,609	737
Due after 10 years	17,848	279	17,636	391
Total	23,592	3,661	22,944	3,288

The effective yield is between 0.00% and 15.64% (0.00% and 12.64% in 2017) for bonds, between 1.57% and 35.99% (1.57% and 35.99% in 2017) for mortgages and other loans and between 0.00% and 10.78% (1.25% and 10.00% in 2017) for policy loans.

d) Liquidity Risk

Liquidity risk represents the possibility that the Company will not be able to raise the necessary funds, at the appropriate time and under reasonable conditions, to honour its financial commitments.

The following tables present the maturities of financial liabilities:

	2018				
	Due in 1 year or less \$	Due in over 1 year to 3 years \$	Due in over 3 years to 5 years \$	Due in over 5 years \$	Total \$
Benefits payable	129	---	---	---	129
Other policy liabilities	39	6	2	---	47
Amounts on deposit related to products other than insurance contracts	1,543	60	4	---	1,607
Short-selling securities	175	---	---	---	175
Investment contract liabilities	217	92	61	260	630
Derivative financial instruments	142	71	48	168	429
Other financial liabilities	1,108	39	17	11	1,175
Securitization liabilities	100	415	496	149	1,160
Debentures	---	---	---	901	901
Total	3,453	683	628	1,489	6,253

	Due in 1 year or less \$	Due in over 1 year to 3 years \$	2017 Due in over 3 years to 5 years \$	Due in over 5 years \$	Total \$
Benefits payable	138	---	---	---	138
Other policy liabilities	42	6	2	---	50
Amounts on deposit related to products other than insurance contracts	1,357	54	31	---	1,442
Short-selling securities	178	---	---	---	178
Investment contract liabilities	194	87	60	246	587
Derivative financial instruments	22	13	34	126	195
Other financial liabilities	891	35	13	9	948
Securities sold under repurchase agreements	460	---	---	---	460
Securitization liabilities	162	306	509	169	1,146
Debentures	---	---	---	996	996
Total	3,444	501	649	1,546	6,140

Annual interest payments are as follows:

	2019 \$	2020 \$	2021 \$	2022 \$	2023 \$
Securitization liabilities	22	20	17	14	8
Debentures	27	27	27	27	27

Information concerning off-Statement of Financial Position commitments is presented in Note 28 *Guarantees, Commitments and Contingencies*.

8 › Derivative Financial Instruments

The Company is an end user of derivative financial instruments in the normal course of managing exposure to fluctuations in interest rates, currency exchange rates and fair values of invested assets. Derivative financial instruments are financial contracts whose value is derived from underlying interest rates, exchange rates, other financial instruments or indexes.

Swaps are over-the-counter (OTC) contractual agreements between the Company and a third party to exchange a series of cash flows based on rates applied to a notional amount. Interest rate swaps are contractual agreements in which two counterparties exchange a fixed or a floating interest rate payment based on the notional amount for a specified period, according to a frequency and denominated in the same currency. Currency rate swaps are transactions in which two counterparties exchange cash flows of the same nature and denominated in two different currencies. Total return swaps are contracts which transfer the variations in value of a reference asset, including any returns such as interest earned on these assets, in exchange for a reference return specified in the contract.

Forwards, which are OTC contractual agreements negotiated between counterparties, and futures contracts, which are traded on an organized market, are contractual obligations to buy or to sell a financial instrument at a predetermined future time at a given price.

Options are contractual agreements whereby the holder has the right, but not the obligation, to buy or to sell a financial asset at a predetermined price during a given time period or at a fixed date.

The notional amount represents the amount to which a rate or price is applied to determine the cash flows to be exchanged periodically and does not represent credit exposure. Maximum credit risk is the estimated cost of replacing derivative financial instruments which have a positive value, should the counterparty default. The maximum credit risk of derivative financial instruments is \$220 (\$392 in 2017). The Company's exposure at the end of each reporting period is limited to the risk that a counterparty does not honour the terms of a derivative financial instrument.

	2018 Notional amount				Fair value	
	Less than 1 year \$	1 to 5 years \$	Over 5 years \$	Total \$	Positive \$	Negative \$
Equity contracts						
Swap contracts	521	16	88	625	4	(11)
Futures contracts	642	---	---	642	4	(3)
Options	740	225	---	965	31	(7)
Currency contracts						
Forward contracts	3,157	49	---	3,206	6	(104)
Swap contracts	20	764	1,489	2,273	25	(136)
Interest rate contracts						
Swap contracts	1,089	2,477	3,126	6,692	126	(108)
Forward contracts	760	1,898	---	2,658	28	(29)
Other derivative contracts						
	2	2	367	371	1	(31)
Total	6,931	5,431	5,070	17,432	225	(429)

	2017					
	Notional amount			Fair value		
	Less than 1 year \$	1 to 5 years \$	Over 5 years \$	Total \$	Positive \$	Negative \$
Equity contracts						
Swap contracts	309	20	68	397	6	(5)
Futures contracts	243	---	---	243	---	(2)
Options	76	---	---	76	---	---
Currency contracts						
Forward contracts	2,377	116	---	2,493	54	(6)
Swap contracts	---	670	1,433	2,103	76	(66)
Interest rate contracts						
Swap contracts	669	2,805	3,073	6,547	198	(74)
Forward contracts	12	900	---	912	58	---
Other derivative contracts	1	4	361	366	3	(42)
Total	3,687	4,515	4,935	13,137	395	(195)

	2018		
	Notional amount		Fair value
	\$	Positive \$	Negative \$
Derivative financial instruments not designated as hedge accounting	15,590	211	(373)
Net investment hedge	1,022	---	(46)
Fair value hedges			
Interest risk	736	14	(8)
Currency risk	15	---	(1)
Cash flow hedges			
Interest risk	44	---	---
Currency risk	25	---	(1)
Total of derivative financial instruments	17,432	225	(429)

	2017		
	Notional amount		Fair value
	\$	Positive \$	Negative \$
Derivative financial instruments not designated as hedge accounting	11,740	359	(186)
Net investment hedge	655	16	---
Fair value hedges			
Interest risk	677	20	(7)
Currency risk	3	---	---
Cash flow hedges			
Interest risk	12	---	---
Currency risk	50	---	(2)
Total of derivative financial instruments	13,137	395	(195)

Embedded Derivative Financial Instruments

The Company owns perpetual preferred shares with call options which give the issuer the right to redeem the shares at a predetermined price. Accounting standards require that the value of the call options be measured separately from the preferred shares. The value of the call options for embedded derivative financial instruments is determined using a valuation which relies predominantly on the volatility, quoted price on markets and characteristics of the underlying preferred shares. Embedded derivative financial instruments are presented as other derivative contracts.

Net Investment Hedge

Forward contracts, designated as hedges of net investments in foreign operations with a functional currency other than the functional currency of the Company, have maturities of less than one year (less than one year in 2017). The effective portion of changes in fair value is recorded in *Other comprehensive income*, as is the foreign currency translation of the net investment in a foreign operation. For the years ended December 31, 2018 and 2017, the Company has recognized no ineffectiveness.

Fair Value Hedges

The interest rate swap contracts, designated as interest rate risk hedging related to financial assets classified as available for sale, have maturities ranging from 3 years to 9 years (from 4 years to 10 years as at December 31, 2017). Changes in fair value due to the interest rate of the hedged item are recorded in *Investment income* in the Income Statement against variations in fair value of the derivative financial instruments considered as hedging items. Variations in fair value related to the credit risk of hedged items continue to be reported in *Other comprehensive income*.

The Company used a fair value hedge to manage its exposure to changes in currency rate risk related to financial assets classified as available for sale. The Company uses forward contracts with maturities of less than 4 years (less than 4 years as at December 31, 2017). For the year ended December 31, 2018, the Company has recognized no ineffectiveness (none for the year ended December 31, 2017).

The Company used a hedging relationship in order to reduce its exposure to interest rate risk on financial liabilities classified as financial liabilities at amortized cost. The Company uses interest rate swap contracts with maturities ranging from less than one year to 10 years (less than one year to 10 years as at December 31, 2017).

The effective portion of the hedging relationship of fair value is recorded in *Net income*. For the year ended December 31, 2018, the Company recognized a gain of \$2 on the hedging instruments (gain of \$7 as at December 31, 2017) and a loss of \$3 on the hedged items (loss of \$10 as at December 31, 2017). For the year ended December 31, 2018, the Company has recognized an ineffectiveness of \$1 (\$3 in 2017).

Cash Flow Hedges

The Company uses a cash flow hedging relationship in order to manage its exposure to variations of interest risks in forecasted transactions. The Company uses forward contracts on obligations that have maturities of less than 1 year (less than 1 year as at December 31, 2017). For the years ended December 31, 2018 and 2017, the Company has recognized no ineffectiveness.

During the year, the Company hedged its exposure to changes in currency rate risk on financial assets denominated in foreign currency. The Company uses swap contracts that have maturities from 6 years to 10 years. For the year ended December 31, 2018 the Company has recognized no ineffectiveness.

During the year, the Company terminated a cash flow hedging relationship in order to manage its exposure to changes in currency rate risk in forecasted transactions. The Company used forward contracts that had maturities of less than one year. For the year ended December 31, 2018, the Company has recognized no ineffectiveness.

9 › Other Assets

	2018	2017
	\$	\$
Investment income due and accrued	165	180
Outstanding premiums	98	81
Due from reinsurers	99	82
Due from agents	72	74
Accounts receivable	1,049	1,027
Deferred sales commissions	139	77
Prepaid expenses	35	34
Real estate held for resale	3	12
Linearization of rents	18	13
Income tax receivable	82	55
Funds deposited in trust	409	265
Miscellaneous	3	3
Total	2,172	1,903

The amount of *Other assets* that the Company expects to receive within the next 12 months is \$1,565 (\$1,499 as at December 31, 2017).

10 › Fixed Assets

	Own-use Property			
	Land \$	Real estate \$	Other \$	Total \$
Cost				
Balance as at December 31, 2016	47	150	170	367
Acquisitions	---	26	28	54
Disposals/Write-offs	(3)	(10)	(7)	(20)
Transfer of an investment property	18	24	---	42
Transfer to properties held for resale	---	(2)	---	(2)
Effect of changes in exchange rates	---	(1)	---	(1)
Balance as at December 31, 2017	62	187	191	440
Acquisitions	---	24	33	57
Business acquisitions	1	3	16	20
Disposals/Write-offs	---	---	(10)	(10)
Transfer of an investment property	---	7	---	7
Transfer to properties held for resale	(15)	(11)	---	(26)
Effect of changes in exchange rates	---	1	1	2
Balance as at December 31, 2018	48	211	231	490
Accumulated depreciation				
Balance as at December 31, 2016	---	57	115	172
Depreciation for the year	---	7	18	25
Depreciation on disposals/write-offs	---	(6)	(6)	(12)
Depreciation acquired through business combinations	---	(1)	---	(1)
Balance as at December 31, 2017	---	57	127	184
Depreciation for the year	---	9	21	30
Depreciation on disposals/write-offs	---	---	(8)	(8)
Depreciation acquired through business combinations	---	---	12	12
Depreciation transferred to properties held for resale	---	(6)	---	(6)
Effect of changes in exchange rates	---	---	1	1
Balance as at December 31, 2018	---	60	153	213
Net carrying value as at December 31, 2018	48	151	78	277
Net carrying value as at December 31, 2017	62	130	64	256

The net carrying value of fixed assets held under a finance lease was \$2 as at December 31, 2018 (\$2 as at December 31, 2017). As at December 31, 2018, the Company completed the construction of the real estate that represented an unamortized cost of \$23 as at December 31, 2017 and which was presented as a real estate under construction.

Real estates transferred in the year to properties held for resale in "Other Assets" have been sold before December 31, 2018.

11 › Intangible Assets and Goodwill

	Intangible assets			
	Finite useful life		Indefinite useful life	Total
	Software applications	Other		
	\$	\$	\$	\$
Cost				
Balance as at December 31, 2016	256	214	370	840
Acquisitions	83	9	---	92
Acquisitions through business combinations	---	118	---	118
Disposals/Write-offs	(3)	(1)	---	(4)
Reclassification after allocation of the purchase price	3	2	---	5
Effect of changes in exchange rates	---	(1)	---	(1)
Balance as at December 31, 2017	339	341	370	1,050
Acquisitions	112	11	---	123
Acquisitions through business combinations	7	177	---	184
Research and development credit	(1)	---	---	(1)
Disposals/Write-offs	(6)	(1)	---	(7)
Effect of changes in exchange rates	---	4	---	4
Balance as at December 31, 2018	451	532	370	1,353
Accumulated depreciation				
Balance as at December 31, 2016	117	64	---	181
Depreciation for the year	22	21	---	43
Depreciation on disposals/Write-offs	(1)	(1)	---	(2)
Reclassification after allocation of the purchase price	1	---	---	1
Balance as at December 31, 2017	139	84	---	223
Depreciation for the year	27	35	---	62
Depreciation on disposals/Write-offs	(4)	(1)	---	(5)
Reclassification after allocation of the purchase price	2	---	---	2
Balance as at December 31, 2018	164	118	---	282
Net carrying value as at December 31, 2018	287	414	370	1,071
Net carrying value as at December 31, 2017	200	257	370	827

Indefinite useful life intangible assets include mainly funds management contracts. Finite useful life intangible assets presented in *Other* primarily represent the discounted value of future profits from distribution networks and from customer relationships.

	Goodwill
	\$
Balance as at December 31, 2016	313
Acquisition of businesses	160
Reclassification after allocation of the purchase price	4
Balance as at December 31, 2017	477
Acquisition of businesses	151
Reclassification after allocation of the purchase price	1
Effect of changes in exchange rates	4
Balance as at December 31, 2018	633

No impairment was recognized in 2018 and 2017 on goodwill or indefinite useful life intangible assets.

	2018		2017	
	Indefinite useful life intangible assets	Goodwill	Indefinite useful life intangible assets	Goodwill
	\$	\$	\$	\$
Cash generating unit				
Individual Wealth Management	332	309	332	308
Individual Insurance	6	171	6	56
Group Insurance	1	81	1	81
General Insurance	2	11	2	11
U.S. Business	3	41	3	1
Other activities	26	20	26	20
Total	370	633	370	477

Goodwill and intangible assets with indefinite useful life are tested for impairment annually, or more frequently if events or changes in circumstances occur that may cause the recoverable amount of a cash generating unit (CGU) to decrease to below its carrying value. The recoverable amount is the higher of the fair value less costs of sale and the value in use. Fair value less costs of sale is assessed by using a valuation multiples methodology. Under this methodology, fair value is assessed with reference to multiples or ratios of comparable businesses or previous business acquisition transactions. The value in use is based on the best estimates of future earnings and the level and cost of capital estimated on contract duration. The value attributed to new business is based on the business plans, on reasonable assumptions about growth and the levels of profitability of this new business. The discount rates reflect the nature and environment of the CGU.

When estimating the recoverable amount of the CGU, the Company uses judgment and various assumptions and estimates which could result in material adjustments to the recoverable amount. Any significant change in a key assumption, such as the discount rate, growth rates, the value of new sales and any significant change in projected cash flows could result in significant changes in the recoverable amounts. As at December 31, 2018, management has determined that no reasonably possible change in the assumptions used would lead to a recoverable amount of a CGU less than its carrying amount.

Individual Wealth Management, General Insurance and Other Activities

The recoverable amount of CGUs in the *Individual Wealth Management* sector is determined according to calculations of the value in use, or, according to the fair value less costs of sale when management judges that this method is more relevant and reliable. The recoverable amount of CGUs in the *General Insurance* and *Other activities* sectors is determined according to calculations of the value in use.

The calculations of the recoverable amount of CGUs call upon cash flow projections before tax based on financial budgets approved by management and which cover a five-year period. Cash flows that go beyond this period are extrapolated using estimated growth rates. The calculation of the fair value less costs of sale is based on price-to-assets-under-management or price-to-assets-under-administration measures. The fair value measurements are categorized in Level 3 of the fair value hierarchy.

The Company uses several key assumptions in determining the recoverable amount. The assumed discount rate for determining the value of the CGUs is between 14% and 15% before tax (between 11% and 15% before tax in 2017). The assumptions used in the calculation are set for the medium-term growth rate between 2% and 7% (between 2% and 7% in 2017) and the long-term growth rate between 1% and 4% (between 1% and 4% in 2017).

Management determined the gross margin forecast according to past returns and its expectations in terms of market development. The growth rates used are in line with forecasts published in industry reports. The long-term growth rates used are projected industry growth rates. The discount rate is the interest rate used to establish the present value of future cash flows, and the rates used are before tax, which take into account specific risks in relation to relevant activity sectors.

Individual Insurance, Group Insurance and U.S. Business

The recoverable amount of CGUs in the *Individual Insurance*, *Group Insurance* and *U.S. Business* sectors was determined according to calculations of the value in use or according to the fair value less costs of sale when management judges that this method is more relevant and reliable. The calculation of the fair value less costs of sale is based on measures such as multiple based on results. The calculations of the recoverable amount call upon discounted cash flow projections and represent estimated actuarial amounts which take into account the present value of net shareholder assets, future profitability of in-force business and profitability of new business where insurance companies are concerned. Cash flow projections before tax based on financial budgets approved by management, and which cover a five-year period are used for other kinds of businesses. Cash flows that go beyond this period are extrapolated using estimated growth rates.

The Company uses several key assumptions in delivering the recoverable amount. The assumed discount rate for determining the value of the CGUs is between 13% and 16% before tax (between 12% and 14% before tax in 2017).

The key assumptions of the valuation take into account the discount rate, expected business growth, expected return of the financial markets, mortality and improved mortality, lapses and fees.

12 Segregated Funds Net Assets

Policyholders can select from a variety of segregated funds. Although the underlying assets are registered in the name of the Company and the segregated funds policyholder has no direct access to the specific assets, the contractual arrangements are such that the segregated fund policyholder bears the risk and rewards of the funds' investment performance. However, the Company offers guarantees on some contracts and is exposed to equity market risk and interest rate risk as a result of these guarantees. The Company's exposure to loss from segregated fund products is limited to the value of these guarantees and the related liabilities are recorded in *Insurance contract liabilities*.

	2018	2017
	\$	\$
Assets		
Cash, short-term and other investments	1,156	934
Bonds	5,006	5,324
Stocks	17,743	17,809
Mortgages	16	---
Investment properties	9	---
Derivative financial instruments	---	25
Other assets	166	234
	24,096	24,326
Liabilities		
Accounts payable and accrued expenses	310	209
Derivative financial instruments	5	---
	315	209
Net assets	23,781	24,117

The following table presents the change in segregated funds net assets:

	2018	2017
	\$	\$
Balance at beginning	24,117	21,826
Add:		
Amounts received from policyholders	3,650	3,550
Interest and dividends	988	818
Net realized gains	256	416
Net increase (decrease) in fair value	(1,906)	514
	27,105	27,124
Less:		
Amounts withdrawn by policyholders	2,860	2,565
Operating expenses	464	442
	3,324	3,007
Balance at end	23,781	24,117
	2018	2017
	%	%
Type of funds		
Money market	1	1
Fixed income	20	20
Balanced	38	38
Equity	41	41
Total	100	100

Money market funds consist of investments that have a term of maturity of less than one year. Fixed income funds primarily consist of investments in fixed income securities and, for some funds, a small proportion in high-yield bonds. The balanced funds consist of fixed income securities and a larger equity investment component. The equity funds, which range from low volatility equity funds to aggressive equity funds, invest in a varying mix of Canadian, U.S. and global equities.

13 › Management of Insurance Risk

Insurance risk is the risk of loss resulting from higher actual benefit amounts than those expected at the time of product design and pricing. It may arise at different stages in a product's life, either during product design and pricing, during underwriting or claims settlement, or when establishing provisions for future policy benefits.

When designing and pricing products, insurance risk may result from inappropriate pricing resulting in insufficient returns as compared to the Company's profitability objectives. This risk may be due to a poor estimate of the future experience regarding several factors, such as mortality, morbidity, lapse, expenses and taxes.

Insurance risk may also arise when the selection of the risks to be insured or the settlement of claims is inconsistent with the design and pricing of the product. When calculating provisions for future policy benefits, a financial loss could arise in the event of inadequate use of experience results to establish assumptions.

The Company has controls and processes in place at each of these stages to ensure that these risks are adequately managed.

Product Design and Pricing

For certain types of contracts, insurance risk may be shared with or transferred to the policyholder through a dividends and experience refunds policy, or through the fact that the Company can adjust the premiums or future benefits if experience turns out to be different than expected. For other types of contracts, the Company assumes the entire risk, thus the need to carry out a proper valuation of the commitments in this regard.

The Company has adopted a product design and pricing policy that establishes standards and guidelines on pricing methods, formulation of assumptions, profitability objectives, analysis of the sensitivity of this profitability according to various scenarios, documentation, and the accountability of the various people involved.

At this stage in the life of a product, risk is primarily managed through a regular analysis of the pricing adequacy of Company products as compared to recent experience. The pricing assumptions are revised as needed or the various options offered by the reinsurance market are utilized.

Underwriting and Claims Adjudication

Given the geographic diversity of its clients, the Company is not heavily exposed to concentration risk with respect to individuals or groups. The largest portion of the Company's mortality risk is in Canada.

The Company has established guidelines pertaining to underwriting and claims adjudication risk that specify the Company's retention limits. These retention limits vary according to the type of protection and the characteristics of the insureds, and are revised regularly according to the Company's capacity to manage and absorb the financial impact associated with unfavourable experience regarding each risk. Once the retention limits have been reached, the Company turns to reinsurance to cover the excess risk.

Calculation of Provisions for Future Policy Benefits

In any insurance company, calculating the provisions for future policy benefits is a complex process that relies on financial projection models and assumptions to determine the value of the amounts that will be paid in the future to policyholders and beneficiaries. Internal reviews of changes in technical results and external sources of information are monitored for the purpose of revising the assumptions, which may result in revisions of provisions for future policy benefits.

The Company has developed a policy that outlines the documentation and the control rules needed to ensure that the actuarial valuation standards defined by the CIA (or another relevant organization), as well as the Company's standards, are followed and applied consistently in all sectors and in all territories where the Company conducts business.

Every year, the appointed actuary ensures that the valuation of provisions for future policy benefits is carried out in accordance with accepted actuarial practice in Canada and that the selected assumptions and valuation methods are appropriate.

Reinsurance

In the normal course of business, the Company uses reinsurance agreements to limit its risk on every life insured. The Company adopted a reinsurance risk management policy whereby maximum benefit amounts, which vary by line of business, are established for life and health insurance.

Although reinsurance agreements provide for the recovery of claims arising from the liabilities ceded, the Company retains primary responsibility to its policyholders, and is therefore exposed to the credit associated with the amounts ceded to reinsurers in the event that the reinsurers are unable to meet their obligations.

The Company also has reinsurance agreements covering financial losses from multiple claims due to catastrophic events affecting multiple lives insured.

14 Insurance Contract Liabilities and Investment Contract Liabilities

A) Insurance Contract Liabilities

Insurance contract liabilities are determined according to the Canadian Asset Liability Method (CALM) described in Note 2 *Significant Accounting Policies*, section k) ii) *Insurance Contract Liabilities*. Insurance contract liabilities are determined using generally accepted actuarial practices according to standards established by the CIA. An explicit projection of the cash flows using the most probable assumptions for each cash flow component and each significant contingency is used to calculate the provisions for future policy benefits.

a) Composition

	2018	2017
	\$	\$
Provisions for future policy benefits	25,307	24,964
Other insurance contract liabilities		
Benefits payable and provisions for unreported claims	260	262
Policyholders' amounts on deposit	333	304
Provisions for dividends to policyholders and experience rating refunds	40	34
	633	600
Total	25,940	25,564

	2018						Total \$
	Individual Insurance \$	Wealth Management \$	Group Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	
Insurance contract liabilities (gross)							
Canada	17,785	1,643	1,519	3,451	---	(6)	24,392
United States	---	---	---	---	1,602	(56)	1,546
Other countries	2	---	---	---	---	---	2
Total	17,787	1,643	1,519	3,451	1,602	(62)	25,940
Reinsurance assets							
Canada	(697)	---	154	131	---	(6)	(418)
United States	---	---	---	---	802	(51)	751
Total	(697)	---	154	131	802	(57)	333
Net insurance contract liabilities	18,484	1,643	1,365	3,320	800	(5)	25,607

	2017*						Total \$
	Individual Insurance \$	Wealth Management \$	Group Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	
Insurance contract liabilities (gross)							
Canada	17,708	1,350	1,492	3,441	---	(10)	23,981
United States	---	---	---	---	1,626	(45)	1,581
Other countries	2	---	---	---	---	---	2
Total	17,710	1,350	1,492	3,441	1,626	(55)	25,564
Reinsurance assets							
Canada	(779)	---	155	154	---	(11)	(481)
United States	---	---	---	---	869	(41)	828
Total	(779)	---	155	154	869	(52)	347
Net insurance contract liabilities	18,489	1,350	1,337	3,287	757	(3)	25,217

*The Company changed the presentation of its segmented information in 2018; data as at December 31, 2017 has been adjusted for comparison purposes.

b) Changes in Insurance Contract Liabilities and Reinsurance Assets

	2018			
	Provisions for future policy benefits \$	Other insurance contract liabilities \$	Insurance contract liabilities \$	Reinsurance assets \$
Balance at beginning	24,964	600	25,564	347
Increase (decrease) of insurance contract liabilities and reinsurance assets				
Normal changes – provisions for future policy benefits				
On in-force	(26)	---	(26)	(96)
On new policies	229	---	229	(2)
Changes in methods and assumptions	13	---	13	12
	216	---	216	(86)
Other	---	31	31	5
Changes in methods and assumptions	---	(4)	(4)	---
Effect of change in exchange rates	127	6	133	67
Balance at end	25,307	633	25,940	333

	2017			
	Provisions for future policy benefits	Other insurance contract liabilities	Insurance contract liabilities	Reinsurance assets
	\$	\$	\$	\$
Balance at beginning	23,346	553	23,899	994
Increase (decrease) of insurance contract liabilities and reinsurance assets				
Normal changes – provisions for future policy benefits				
On in-force	2,274	---	2,274	66
On new policies	53	---	53	(34)
Changes in methods and assumptions	(601)	---	(601)	(618)
	1,726	---	1,726	(586)
Other	---	57	57	3
Changes in methods and assumptions	---	(5)	(5)	(2)
Effect of change in exchange rates	(108)	(5)	(113)	(62)
Balance at end	24,964	600	25,564	347

The variation of insurance contract liabilities and reinsurance assets include the amounts related to participating contracts.

Profits and Losses on New Reinsurance Treaties

For the years ended December 31, 2018 and 2017, the Company has not concluded any new reinsurance agreement for which it would have recorded a profit or loss in the Income Statement.

c) Risk Management and Assumptions for Valuation of Insurance Contract Liabilities

Best estimate assumptions represent current and objective estimates of the expected outcomes. Their selection takes into consideration current circumstances, historical data from the Company, the industry or the sector, the relationship between the historical and anticipated future results as well as other relevant factors. The use of actuarial assumptions in the valuation of insurance contract liabilities requires significant judgment. The margins for adverse deviations assumptions and methods used to establish the most significant assumptions are described below:

Mortality and Morbidity

Mortality represents the occurrence of death in a given population. The mortality assumptions are based on recent technical results of the Company. The Company also uses the technical results of the industry if those of the Company are not sufficiently representative. For Individual Insurance, the Company's mortality experience has exhibited a gradually declining trend. The calculation of insurance contract liabilities for this operating segment takes into account an improvement in future mortality rates. For Individual Wealth Management and Group Savings and Retirement, annuity mortality improvement has been projected to occur throughout the future. For the Group Insurance segment, the expected future mortality experience is incorporated into the calculation of insurance contract liabilities for this block, but no future mortality improvement is assumed.

Morbidity represents the occurrence of accident or illness among insured risks. The morbidity assumptions are based on recent technical results of the Company. The Company also uses the technical results of the industry if those of the Company are not sufficiently representative.

To manage mortality and morbidity risk, the Company uses detailed and uniform underwriting procedures that assess the insurability of the candidate and control exposure to large claims. The Company conducts monthly monitoring of technical results relating to claims and fixes retention limits that vary across markets and regions. Once the retention limits have been reached, the Company turns to reinsurance to cover the excess risk.

As at December 31, 2018, the Company estimates that a 5% permanent deterioration in mortality rates would result in a \$194 reduction in net income attributed to common shareholders due to the strengthening of the insurance contract liabilities (\$187 as at December 31, 2017). An improvement of the same percentage in mortality rates would have a similar impact, but in the opposite direction.

As at December 31, 2018, the Company estimates that a 5% deterioration in morbidity rates would result in a \$52 reduction in net income attributed to common shareholders (\$49 as at December 31, 2017). The 5% deterioration is expressed assuming 95% of the termination rate of disability when the insured is or becomes disabled and 105% of the expected occurrence rate when the insured is not disabled. An improvement of the same percentage in morbidity rates would have a similar impact, but in the opposite direction.

Investment Return and Interest Rate Risk

The Company segments assets to sustain liabilities by sector and by geographic market and establishes appropriate investment strategies for each liability.

CALM is the method prescribed by the standards of the CIA to ensure the adequacy of assets backing the insurance contract liabilities. By closely matching the asset cash flows with those of the corresponding liabilities, the Company reduces its sensitivity to future variations. These cash flows related to the assets and liabilities are projected based on a number of scenarios, some of which are prescribed by the CIA. The disinvestment or reinvestment occurs according to the specifications of each scenario and the insurance contract liabilities are determined based on the range of possible outcomes. Changes in fair value of assets matching these liabilities and changes in insurance contract liabilities are directly recognized in the Income Statement in order to avoid a mismatch that would otherwise arise. A description of CALM is found in Note 2 *Significant Accounting Policies*, section k) ii) *Insurance Contract Liabilities*.

Interest rate risk is the risk of loss due to future changing interest rates. The investment returns are projected from the current investment portfolios as well as the planned reinvestment strategies. The uncertainty related to interest rate fluctuation is that economic losses or gains can occur following the disinvestment or reinvestment of future cash flows. The Company manages interest rate risk through an asset and liability matching policy which is updated periodically. The primary objective of this policy is to minimize the volatility of profit margins caused by fluctuations between the realized returns and those credited to existing contracts. To monitor matching, investments are segmented by matching blocks established based on the cash flow structure of the liabilities, with blocks of business being grouped together by line of business. For non-immunized liabilities, primarily individual insurance products that have very long-term commitments, the Company favours an investment strategy that tends to achieve a balance between optimizing after-tax return and capital protection since it is impossible to apply a complete immunization strategy due to a lack of availability of fixed income securities for such maturities. However, the Company has taken several initiatives to improve the short-term flows of non-immunized liabilities.

As at December 31, 2018, the Company estimates that a 0.1% decrease in the initial reinvestment rate would lead to an increase in the insurance contract liabilities of approximately \$10 after taxes (\$18 after taxes as at December 31, 2017). A 0.1% decrease in the ultimate reinvestment rate would lead to an increase in the insurance contract liabilities of about \$66 after taxes (\$71 after taxes as at December 31, 2017). The Company estimates that a 0.1% increase in the initial reinvestment rate and in the ultimate reinvestment rate would have a similar impact to a decrease, but in the opposite direction.

Also, the Company estimates that if the markets suddenly decreased by 10% as at December 31, 2018, net income attributed to common shareholders would be about \$30 lower than expected for its regular operations (\$32 as at December 31, 2017). The Company estimates that a 10% increase at the beginning of the period, followed by market growth in line with expectations, would have a similar impact but in the opposite direction.

Expenses

Maintenance expenses include costs of servicing and maintaining in-force policies and associated overhead expenses. Policy maintenance expenses were calculated using the Company's internal expense allocation studies. No productivity gains are projected. Unit expense factors are projected to increase in the future assuming an inflation rate, established coherently with the interest rate assumption.

The risk related to expenses is the risk that the costs of future expenses are greater than the estimated costs in the measurement of liabilities or used in the design and pricing of products. A rigorous budget process is implemented annually. The budget is monitored on an ongoing basis throughout the year to assess the differences between budgeted costs and actual costs. To manage the risk, the Company prices its products to cover expected costs.

As at December 31, 2018, the Company estimates that a 5% increase in unit costs would result in a \$58 reduction in net income attributed to common shareholders (\$52 as at December 31, 2017). A decrease of the same percentage would have a similar impact, but in the opposite direction.

Lapse

Cancellation of contracts includes lapses and surrenders. Lapse means that the policyholder has stopped paying premiums. Surrender means that the policyholder voluntarily cancelled the contract. Expected lapse rate assumptions are generally based on the Company's recent lapse experience. Estimates of future lapse rates are adjusted to take into account industry experience where the Company's experience is limited. Long-term lapse rate assumptions take into account the usually lower lapse rates with respect to lapse-supported products compared to the rates of other products.

The Company reduces its exposure to lapse and surrender risk as much as possible through the way it develops its products. The contracts are built with modalities having a positive impact on the lapse rate. These modalities may result in charges for surrenders, limitations on the amounts surrendered or limitations regarding the moment when surrenders may be made. Finally, the Company has established a monthly method to follow-up on lapses and surrenders.

As at December 31, 2018, the Company estimates that a 5% deterioration in lapse rates would result in a \$146 reduction in net income attributed to common shareholders (\$148 as at December 31, 2017). These rates were evaluated respecting the adjustability of certain products. An improvement of the same percentage would have a similar impact, but in the opposite direction.

Premium Payment Patterns

For Universal Life contracts, assumptions must be established with respect to premium payment patterns. The Company has studied the payment pattern experience of Universal Life contracts. When this experience is not sufficiently representative, it is adjusted to take into consideration the industry experience. The premium payment patterns can vary depending on the payment frequency, the level of the target premium compared to the minimum premium, the type of policy insurance costs (level or annually increasing costs), the type of product and the year of issue.

Currency Risk

Currency risk results from a difference between the currency of liabilities and the currency of the assets they are backing. Generally speaking, the Company's strategy to manage exposure to currency risk consists of matching assets to the corresponding liabilities according to the currency. The Company implements a hedging strategy when the liabilities are matched to assets of a different currency.

Guarantees on Segregated Funds

A segregated fund is a type of investment similar to a mutual fund, but which generally includes a guarantee in the event of death and a guarantee at maturity. Because of the volatility inherent in the stock markets, the Company is exposed to the risk that the market value of the segregated funds will be lower than their guaranteed minimum value at the time the guarantee is applied and that it will then have to compensate the investor for the difference in the form of a benefit. The Company has set up a dynamic hedging program. In this program, a large part of the variations in the economic value of liabilities are offset by variations in assets held. The hedging program is not designed to completely eliminate the risks associated with the hedged guarantees. A number of factors can alter the quality of the hedge and potentially lead to a gain or loss in the Income Statement.

A liability related to the segregated fund guarantees granted by the Company is maintained in the general fund. The amount of the liability is at least as great as the amount determined using the methodology defined by the CIA.

Margins for Adverse Deviations

Assumptions that rely on best estimates are used to calculate the insurance contract liabilities. According to CIA standards, the appointed actuary must adjust these assumptions to include margins for adverse deviations and to take into account the uncertainty related to the establishment of these best estimates and a potential deterioration of the expected experience. These margins increase insurance contract liabilities and provide reasonable assurance that the amount of assets backing the insurance contract liabilities is sufficient to cover the impact of adverse experience.

The range of margins for adverse deviations is set out in standards issued by the CIA. The factors considered in the selection of appropriate ranges include the degree of uncertainty with respect to the expected experience and the relative volatility of potential losses over the remaining term of the policies. Provisions for adverse deviations that are not required to offset future adverse experience will be released back as an increase in *Net income*.

d) Impact of Changes in Assumptions and Methodologies on Net Insurance Contract Liabilities

A review of the assumptions and methods is performed annually to reflect changing experience and to reduce the uncertainty risk related to the insurance contract liabilities and the assets backing the liabilities.

The following table presents the impact of changes in assumptions and methodologies as well as their explanation:

	2018 \$	2017 \$	
Mortality and morbidity	(44)	(378)	Explained by the update of annual studies and refinements of mortality and morbidity assumptions.
Policyholder behaviour	4	675	Mainly explained by the update of lapse rates annual studies.
Investment returns	(75)	(229)	Mainly explained by the annual update of the investment return assumptions and gains due to transactions improving asset-liability matching, partly offset by the strengthening related to the decrease of the interest rate used for long term projections (URR).
Expenses, models and other	115	(54)	Mainly explained by model refinements for policy liabilities and expenses.
Impact on net non-participating insurance contract liabilities	---	14	
Impact on net participating insurance contract liabilities	(3)	---	
Impact on net insurance contract liabilities	(3)	14	

B) Investment Contract Liabilities

a) Composition

Non-participating deficit reimbursement agreement group insurance contracts are classified as investment contracts. Under deficit reimbursement agreements, the policyholder reimburses any deficit to the Company at the end of the contract.

The fair value of these investment contracts is determined using the parameters of the agreement concluded between the Company and the policyholder for this type of contract. Investment contract liabilities represent the balance that is due to the policyholder. Transactions involving deposits, withdrawals and earned interest correspond to the variation in investment contract liabilities.

	2018		
	Group		
	Insurance \$	Savings and Retirement \$	Total \$
Investment Contract Liabilities (gross)			
Canada	629	1	630
Reinsurance assets			
Canada	82	---	82
Net investment contract liabilities	547	1	548

	2017		
	Insurance \$	Group Savings and Retirement \$	Total \$
Investment Contract Liabilities (gross)			
Canada	587	---	587
Reinsurance assets			
Canada	73	---	73
Net investment contract liabilities	514	---	514

b) Variations in Net Investment Contract Liabilities

	2018		2017	
	Investment contract liabilities \$	Reinsurance assets \$	Investment contract liabilities \$	Reinsurance assets \$
Balance at beginning	587	73	606	73
Deposits	123	16	152	23
Withdrawals	(86)	(10)	(179)	(24)
Increase (decrease) in investment contract liabilities and reinsurance assets	9	---	14	---
Other	(3)	3	(6)	1
Balance at end	630	82	587	73

C) Assets Backing Liabilities and Equity

The carrying value of total assets backing insurance contract liabilities, investment contract liabilities, other liabilities and equity are as follows:

	2018									
	Individual		Group							
	Insurance \$	Wealth Management \$	Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	Insurance contract liabilities total \$	Investment contract liabilities \$	Other liabilities and equity \$	Total \$
Cash and short-term investments	287	122	60	26	---	---	495	37	514	1,046
Bonds	12,720	1,366	1,162	2,782	694	(5)	18,719	436	4,437	23,592
Mortgages and other loans	170	107	137	483	41	---	938	79	2,644	3,661
Stocks	2,451	1	4	33	8	---	2,497	2	556	3,055
Policy loans	871	21	1	---	57	---	950	---	1	951
Other invested assets	318	---	1	---	---	---	319	---	10	329
Derivative financial instruments ¹	(159)	26	---	(4)	---	---	(137)	(6)	(61)	(204)
Investment properties	1,714	---	---	---	---	---	1,714	---	6	1,720
Reinsurance assets	(697)	---	154	131	802	(57)	333	82	586	1,001
Other	112	---	---	---	---	---	112	---	4,067	4,179
Total	17,787	1,643	1,519	3,451	1,602	(62)	25,940	630	12,760	39,330

2017*

	Individual		Group							
	Insurance \$	Wealth Management \$	Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	Insurance contract liabilities total \$	Investment contract liabilities \$	Other liabilities and equity \$	Total \$
Cash and short-term investments	(27)	37	49	(29)	---	---	30	19	1,092	1,141
Bonds	12,727	1,154	1,143	2,751	659	(3)	18,431	421	4,092	22,944
Mortgages and other loans	179	131	125	527	40	---	1,002	71	2,215	3,288
Stocks	2,794	5	17	37	8	---	2,861	7	599	3,467
Policy loans	883	11	1	---	50	---	945	---	1	946
Other invested assets	290	---	1	---	---	---	291	---	9	300
Derivative financial instruments ¹	201	12	1	1	---	---	215	(4)	(11)	200
Investment properties	1,335	---	---	---	---	---	1,335	---	6	1,341
Reinsurance assets	(779)	---	155	154	869	(52)	347	73	62	482
Other	107	---	---	---	---	---	107	---	3,378	3,485
Total	17,710	1,350	1,492	3,441	1,626	(55)	25,564	587	11,443	37,594

*The Company changed the presentation of its segmented information in 2018; data as at December 31, 2017 has been adjusted for comparison purposes.

¹ In its matching process, the Company considers the net value of derivative financial instruments, therefore, both assets and liabilities. Derivative financial instruments liabilities of an amount of \$284 (\$97 in 2017) for Individual Insurance, \$59 (\$43 in 2017) for Individual Wealth Management, none for Group Insurance (\$2 in 2017) and \$3 (\$1 in 2017) for Group Savings and Retirement were considered in the matching process.

The fair value of assets backing net insurance contract liabilities as at December 31, 2018 was estimated at \$25,776 (\$25,410 as at December 31, 2017). Insurance contract liabilities are measured at fair value as per the CALM method, except for liabilities backed by assets which are measured at amortized cost, such as mortgages, and bonds classified as loans and receivables.

The fair value of assets backing net investment contract liabilities as at December 31, 2018 represents approximately \$552 (\$519 as at December 31, 2017).

15 Other Liabilities

	2018 \$	2017 \$
Unearned premiums	1,350	616
Other insurance contract liabilities	77	64
Post-employment benefits	227	195
Income taxes payable	73	80
Amounts on deposit on products other than insurance contracts	1,607	1,442
Accounts payable	1,038	844
Due to reinsurers	137	104
Securities sold under repurchase agreements	---	460
Short-selling securities	175	178
Securitization liabilities	1,160	1,146
Fair value of purchased business in force	13	13
Miscellaneous	18	10
Total	5,875	5,152

16 Debentures

	2018		2017	
	Carrying value \$	Fair value \$	Carrying value \$	Fair value \$
Subordinated debentures bearing interest at 2.64%	249	246	249	247
Subordinated debentures bearing interest at 2.80%	250	250	249	250
Subordinated debentures bearing interest at 3.30%	398	399	398	405
Subordinated debentures bearing interest at 5.63%	---	---	100	102
Floating rate surplus notes based on LIBOR plus 4.25%	4	4	---	---
Total	901	899	996	1,004

Subordinated debentures represent direct unsecured obligations of the Company that are subordinate to the Company's policyholders and other creditors.

Subordinated Debentures Bearing Interest at 2.64%

Subordinated debentures maturing February 23, 2027, bearing interest of 2.64%, payable semi-annually from August 23, 2015 to February 23, 2022, and a variable interest rate equal to the three-month Canadian Dollar Offered Rate (CDOR) plus 1.08%, payable quarterly commencing May 23, 2022 until February 23, 2027. These subordinated debentures are redeemable by the Company starting February 23, 2022, in whole or in part, subject to approval by the AMF. The carrying value of the debentures includes transaction costs and issue discount for a total of \$1.

Subordinated Debentures Bearing Interest at 2.80%

Subordinated debentures maturing May 16, 2024, bearing interest of 2.80%, payable semi-annually from May 16, 2014 to May 16, 2019, and a variable interest rate equal to the three-month CDOR plus 0.79%, payable quarterly commencing August 16, 2019 until May 16, 2024. These subordinated debentures are redeemable by the Company starting May 16, 2019, in whole or in part, subject to approval by the AMF. The carrying value of the debentures includes transaction costs and issue discount for a total of \$1.

Subordinated Debentures Bearing Interest at 3.30%

Subordinated debentures maturing September 15, 2028, bearing interest of 3.30%, payable semi-annually from September 15, 2017 to September 15, 2023, and a variable interest rate equal to the three-month CDOR plus 2.14%, payable quarterly commencing September 15, 2023 until September 15, 2028. These subordinated debentures are redeemable by the Company starting September 15, 2023, in whole or in part, subject to approval by the AMF. The carrying value of the debentures includes transaction costs and issue discount for a total of \$2.

Subordinated Debentures Bearing Interest at 5.63%

On August 3, 2018, the Company redeemed all of its subordinated debentures of \$100 bearing interest at 5.63%, payable semi-annually until 2018, with a maturity date of August 1, 2023. These subordinated debentures were redeemable by the Company starting August 1, 2018, in whole but not in part, at par value, with the prior approval of the AMF.

Floating Rate Surplus Notes Based on LIBOR plus 4.25%

Floating rates surplus notes, bearing interest equal to the LIBOR 3 months rate plus 4.25%, payable quarterly, maturing in May 2034.

17 › Share Capital

The authorized share capital consists of the following:

Common Shares

Unlimited common shares without par value, with one voting right.

Preferred Shares

Unlimited preferred shares of Class A, without par value, without voting rights that can be issued in series, and 10,000,000 preferred shares with a par value of 25 dollars each, without voting rights, which can be issued in series.

3,000,000 Series 1 preferred shares, with a non-cumulative preferential dividend of 1% until 2004 and redeemable at the issuing value at the option of the Company under certain conditions, including approval by the AMF, convertible at the option of the holder into common shares at 95% of the market value of these shares. This conversion option may itself lead to a conversion of the Series 1 preferred shares into Series 2 preferred shares at the option of the Company.

3,000,000 Series 2 preferred shares, issuable for the sole purpose of conversion of Series 1 preferred shares, with a non-cumulative preferential dividend of 1% until 2004 and redeemable at the option of the Company at the issuing value, multiplied by 1.0526 under certain conditions, including the necessity to proceed with the issue of Series 3 preferred shares.

3,000,000 Series 3 preferred shares, redeemable after 5 years at their issue value at the option of the Company, subject to prior approval by the AMF, or convertible into common shares at their market value.

An unlimited number of Class A – Series A preferred shares, without par value, without voting rights, with a non-cumulative semi-annual dividend in cash of 0.5625 dollars per share, redeemable at the option of the Company after December 31, 2008, subject to approval by the AMF, for 25 dollars per share.

An unlimited number of Class A – Series B preferred shares, without par value, without voting rights, with a fixed non-cumulative quarterly dividend in cash of 0.2875 dollars per share, redeemable in whole or in part at the option of the Company commencing on March 31, 2011, subject to approval by the AMF, for an amount between 26 dollars and 25 dollars per share according to the year and convertible at the option of the shareholders, subject to approval by the AMF, into new Class A preferred shares.

An unlimited number of Class A – Series C preferred shares, without par value, without voting rights, with a non-cumulative quarterly dividend and adjusted every 5 years with an initial annual rate in cash of 1.55 dollars per share, redeemable in whole or in part at the option of the Company commencing December 31, 2013 and thereafter on December 31 every 5 years, subject to approval by the AMF, for 25 dollars per share, and convertible at the option of the shareholders into Class A – Series D preferred shares commencing on December 31, 2013 and thereafter on December 31 every 5 years.

An unlimited number of Class A – Series D preferred shares, without par value, without voting rights, with a non-cumulative variable rate quarterly dividend, redeemable in whole or in part at the option of the Company on December 31, 2018 and thereafter on December 31 every 5 years for a cash value of 25 dollars or redeemable in whole or in part at the option of the Company at any date other than at Series D conversion dates after December 31, 2013, for an amount of 25.50 dollars, subject to approval by the AMF, and convertible at the option of the shareholders into Class A – Series C preferred shares commencing on December 31, 2018 and thereafter on December 31 every 5 years.

An unlimited number of Class A – Series E preferred shares, without par value, without voting rights, with a fixed non-cumulative quarterly dividend in cash with an annual rate of 1.50 dollars per share, redeemable in whole or in part at the option of the Company commencing on December 31, 2014, subject to approval by the AMF, for an amount between 26 dollars and 25 dollars per share according to the year.

An unlimited number of Class A – Series F preferred shares, without par value, without voting rights, with a fixed non-cumulative quarterly dividend in cash with an annual rate of 1.475 dollars per share, redeemable in whole or in part at the option of the Company commencing on March 31, 2015, subject to approval by the AMF, for an amount between 26 dollars and 25 dollars per share according to the year.

An unlimited number of Class A – Series G preferred shares, without par value, without voting rights, with a non-cumulative quarterly dividend in cash with an initial annual rate equal to 1.0750 dollars per share, redeemable in whole or in part at the option of the Company on June 30, 2017 and on June 30 every 5 years thereafter for a cash value of 25 dollars, subject to approval by the AMF, and convertible at the option of the shareholders into Class A – Series H preferred shares commencing on June 30, 2017 and thereafter on June 30 every 5 years. On June 30, 2017, the Company modified the non-cumulative quarterly dividend to an annual rate equal to 0.94425 dollars in cash per share.

An unlimited number of Class A – Series H preferred shares, without par value, without voting rights, with a non-cumulative variable rate quarterly dividend, redeemable in whole or in part at the option of the Company on June 30, 2022, and on June 30 every 5 years thereafter for a cash value of 25 dollars or redeemable in whole or in part at the option of the Company at any date other than at Series H conversion dates after June 30, 2017, for an amount of 25.50 dollars, subject to approval by the AMF and convertible at the option of the shareholders into Class A – Series G preferred shares commencing on June 30, 2022 and thereafter on June 30 every 5 years.

An unlimited number of Class A – Series I preferred shares, without par value, without voting rights, with a fixed non-cumulative quarterly dividend in cash with an annual rate equal to 1.20 dollars per share, redeemable in whole or in part at the option of the Company on March 31, 2023 and on March 31 every 5 years thereafter for a cash value of 25 dollars, subject to approval by the AMF, and convertible at the option of the shareholders into Class A – Series J preferred shares commencing on March 31, 2023 and thereafter on March 31 every 5 years.

An unlimited number of Class A – Series J preferred shares, without par value, without voting rights, with a non-cumulative variable rate quarterly dividend, redeemable in whole or in part at the option of the Company on March 31, 2028, and on March 31 every 5 years thereafter for a cash value of 25 dollars or redeemable in whole or in part at the option of the Company at any date other than at Series J conversion dates after March 31, 2028, for an amount of 25.50 dollars, subject to approval by the AMF and convertible at the option of the shareholders into Class A – Series I preferred shares commencing on March 31, 2028 and thereafter on March 31 every 5 years.

An unlimited number of Class A – Series YY preferred shares, without par value, without voting rights, with a non-cumulative semi-annual dividend in cash of 0.450 dollars per share, redeemable at the option of the Company for 25 dollars per share or convertible into common shares after December 31, 2008, subject to approval by the AMF. Also, the shares are convertible at the option of the shareholders into common shares at each conversion date, on the last day of June and December of each year commencing on June 30, 2014.

An unlimited number of Class A – Series ZZ preferred shares, without par value, without voting rights, with a non-cumulative semi-annual dividend in cash of 0.5625 dollars per share, redeemable at the option of the Company for 25 dollars per share or convertible into common shares after December 31, 2008, subject to approval by the AMF. Also, the shares are convertible at the option of the shareholders into common shares at each conversion date, the last day of June and December of each year commencing on June 30, 2014.

The capital issued by the Company is the following:

	2018		2017	
	Number of shares (in thousands)	Amount \$	Number of shares (in thousands)	Amount \$
Common shares				
Balance at beginning	106,756	1,521	106,205	1,499
Shares issued on exercise of stock options	159	7	551	22
Shares issued	2,750	144	---	---
Shares redemption	(1,090)	(17)	---	---
Balance at end	108,575	1,655	106,756	1,521
Preferred shares, Class A				
Balance at beginning	15,000	375	15,000	375
Shares redeemed	6,000	150	---	---
Balance at end	21,000	525	15,000	375
Total of share capital		2,180		1,896

Common Shares

Issues

On March 7, 2018, the Company completed the closing of a common share issue. Under this offering, a total of 2,500,000 common shares were issued for a net cash amount of \$131. On March 12, 2018, an additional 250,000 common shares were issued for a net cash amount of \$13.

Normal Course Issuer Bid Redemption

With the approval of the Toronto Stock Exchange, the Board of Directors has authorized the Company to purchase, in the normal course of its activities, from November 12, 2018 to November 11, 2019, up to 5,482,768 common shares, representing approximately 5% of its 109,655,360 common shares issued and outstanding as at November 1, 2018. During the year, a total of 1,089,638 common shares were purchased and cancelled for a net cash amount of \$50, of which \$17 was recorded against share capital and \$ 33 against retained earnings.

Preferred Shares, Class A

Issue

On March 7, 2018, the Company completed the closing of a Class A – Series I preferred share issue. Under this offering, a total of 6,000,000 Class A – Series I preferred shares were issued for a gross cash amount of \$150.

Dividends

	2018		2017	
	Total \$	Per share (in dollars)	Total \$	Per share (in dollars)
Common shares	173	1.59	152	1.43
Preferred shares				
Class A – Series B	6	1.15	6	1.15
Class A – Series G	9	0.94	10	1.01
Class A – Series I	6	0.98	---	---
	21		16	
Total	194		168	

Preferred Shares – Redemption Right, Dividend Rate and Conversion Privilege

As at June 30, 2017, the Class A – Series G preferred shares were redeemable in whole or in part at the option of the Company and will be on June 30 every 5 years thereafter. At this date, the Company decided not to redeem these preferred shares. Effective June 30, 2017, the annual dividend rate for these shares changed from 1.0750 dollars in cash per share to 0.94425 dollars. In addition, these shares were convertible at the option of the shareholders to Class A – Series H preferred shares on June 30, 2017 and will be every 5 years thereafter. The shareholders chose not to convert these shares.

Dividends Declared and Not Recognized on Common Shares of the Company

A dividend of an amount of \$180 was approved by the Board of Directors of the Company on February 14, 2019. This dividend was not recorded as a liability in these financial statements. This dividend will be paid by March 31, 2019 to iA Financial Corporation, date on which it will be recognized in the equity of the Company.

Dividends Declared and Not Recognized on Common Shares of iA Financial Corporation (Note 1)

A dividend of 0.415 dollars per share was approved by the Board of Directors of iA Financial Corporation on February 14, 2019. This dividend will be paid on March 15, 2019 to the shareholders of record as of March 1, 2019, date on which it will be recognized in the equity of iA Financial Corporation.

Dividend Reinvestment and Share Purchase Plan

The Company offers a Dividend Reinvestment and Share Purchase Plan to its common shareholders. Dividends on common shares are deducted from equity in the period in which they were authorized. The common shares issued under the plan are purchased on the secondary market.

18 › Accumulated Other Comprehensive Income

	Bonds \$	Stocks \$	Currency translation \$	Hedging \$	Total \$
Balance as at December 31, 2016	30	(17)	93	(66)	40
Unrealized gains (losses)	---	32	---	---	32
Income taxes on unrealized gains (losses)	---	(9)	---	---	(9)
Other	---	---	(44)	46	2
Income taxes on other	---	---	---	(15)	(15)
	---	23	(44)	31	10
Realized losses (gains)	(2)	1	---	---	(1)
Balance as at December 31, 2017	28	7	49	(35)	49
Unrealized gains (losses)	(42)	(40)	---	---	(82)
Income taxes on unrealized gains (losses)	11	11	---	---	22
Other	---	---	86	(86)	---
Income taxes on other	---	---	---	13	13
	(31)	(29)	86	(73)	(47)
Realized losses (gains)	12	16	---	---	28
Income taxes on realized losses (gains)	(3)	(4)	---	---	(7)
	9	12	---	---	21
Balance as at December 31, 2018	6	(10)	135	(108)	23

19 › Capital Management

As part of its capital management, the Company pursues sound capitalization and good solvency objectives to ensure capital protection, to respect the requirements established by the organization that regulates its operations, the AMF, to favour its development and growth, to enhance shareholder returns and to maintain favourable credit ratings.

To reach its objectives, the Company has an enterprise risk management framework that aims to describe the relationship between the Company's appetite, risk tolerance and capital requirements. This framework includes a capital management policy which describes the key processes related to capital management, including the process for determining the target operating level of the solvency ratio. The framework also comprises reporting on the Company's risk profile and a dynamic capital adequacy testing (DCAT) report. These reports enable the identification of risks and contain proposals for possible risk management actions. DCAT consists in quantifying the financial impact of adverse scenarios related among other things to stress on the stock market, interest rates and credit. These documents are revised annually and filed with the Board of Directors.

Considering the various items that can influence the Company's capital, including the contribution of net income and the features of assets underlying the capital, the Company adjusts its management strategy to enable it to optimize the structure and cost of its capital according to needs and regulatory requirements. For example, the Company may issue or redeem participating shares or subordinated debt securities.

Regulatory Requirements and Solvency Ratio

The Company's capital adequacy requirements are regulated according to a guideline established by the AMF. Since January 1, 2018, the capital adequacy requirements (CAR) guideline has been replaced prospectively by the new guideline on capital adequacy requirements for life insurers (CARLI).

CARLI

According to CARLI, many items are included in the solvency ratio:

Tier 1 capital, which contains more permanent equity items and which is primarily composed of equity attributable to common shareholders and preferred shares. Goodwill and other intangible assets are deducted from this category.

Tier 2 capital, which is primarily composed of subordinated debentures.

The available capital represents the total Tier 1 and Tier 2 capital, less other deductions prescribed by the AMF.

The surplus allowance is the value of specific provisions for adverse deviations included in insurance contract liabilities.

The eligible deposits are amounts related to unregistered reinsurance agreements, which are deposited in guarantee instruments.

The base solvency buffer is determined according to five risk categories, namely credit risk, market risk, insurance risk, segregated funds guarantee risk and operational risk. These risk components are calculated using various methods and consider the risks associated to asset and liability elements that are on and off the Statement of Financial Position. The base solvency buffer represents the sum of risk components minus some credits (for example, between-risk diversification and adjustable products) multiplied by a scalar of 1.05.

The CARLI total ratio is calculated by dividing the sum of the available capital, the surplus allowance and the eligible deposits by the base solvency buffer.

According to the AMF CARLI guideline, the Company must set a target level of available capital that exceeds the minimum requirements. The guideline also stipulates that most of the available capital must be Tier 1, which absorbs the losses related to current operations.

The Company manages its capital on a consolidated basis. As at December 31, 2018, the Company maintained a ratio that satisfies the regulatory requirements.

	2018
	\$
Available capital	
Tier 1 capital	3,077
Tier 2 capital	1,392
Surplus allowance and eligible deposits	4,046
Total	8,515
Base solvency buffer	6,755
Total ratio	126%

CAR

As at December 31, 2017, the solvency ratio was established according to the CAR guideline.

According to the CAR guideline, regulatory capital contains two categories:

Tier 1 capital, which contains more permanent equity items and which is primarily composed of equity attributable to common shareholders and preferred shares. Goodwill and other intangible assets are deducted from the capital of this category.

Tier 2 capital, which is primarily composed of subordinated debentures.

The available capital represents the total Tier 1 and Tier 2 capital, less other deductions prescribed by the AMF.

Required capital is determined according to four risk categories, namely asset default risk, insurance risk, changes in interest rate environment risk and segregated fund risk. Capital requirements of each category of risk are determined using factor-based or other methods that are applied to specific assets and liabilities on and off the Statement of Financial Position.

The capital adequacy ratio (solvency ratio) is calculated by dividing available capital by required capital.

According to the AMF CAR guideline, the Company must set a target level of available capital that exceeds the minimum requirements. The guideline also stipulates that most of the capital must be Tier 1, which absorbs the losses related to current operations.

The Company manages its capital on a consolidated basis. As at December 31, 2017, the Company maintained a ratio that satisfied the regulatory requirements.

	2017
	\$
Available capital	
Total Tier 1 capital (net)	3,755
Total Tier 2 capital (net)	1,154
Total	4,909
Required capital	2,353
Solvency ratio	209%

20 › General Expenses

General Expenses by Nature

	2018	2017
	\$	\$
Salaries, benefits and stock-based compensation	624	534
Professional fees	197	162
Depreciation of fixed assets (Note 10)	21	18
Depreciation of own-use properties (Note 10)	9	7
Depreciation of intangible assets (Note 11)	62	43
Real estate operating expenses	90	85
Other administrative expenses	326	272
Total	1,329	1,121

General expenses include investment fees for an amount of \$62 (\$57 in 2017). These investment fees exclude real estate operating expenses.

21 › Financing Charges

	2018	2017
	\$	\$
Interest on debentures	31	33
Interest on securitization liabilities	24	22
Other	8	9
Total	63	64

22 › Income Taxes

a) Income Tax Expense (recovery) for the Year

Income tax

	2018	2017
	\$	\$
Current income tax		
Current year	147	114
Adjustments of previous years	2	4
	149	118
Deferred income tax		
Creation and reversal of temporary differences	21	37
Adjustments of previous years	12	(4)
Variation in tax rates	(1)	(1)
	32	32
Income tax expense (recovery)	181	150
Income tax recognized directly in equity		
	2018	2017
	\$	\$
Recognized in other comprehensive income		
Current income tax expense (recovery)	(1)	(3)
Deferred income tax expense (recovery)	(30)	16
Total	(31)	13
	2018	2017
	\$	\$
Recognized in share capital and retained earnings		
Deferred income tax expense (recovery)	(10)	---

b) Reconciliation of Income Tax Expense

The effective income tax rate is different than the Canadian statutory tax rate due to the following items:

	2018		2017	
	\$	%	\$	%
Income before income taxes	819		683	
Income tax expense at Canadian statutory tax rate	220	27	183	27
Increase (decrease) in income taxes due to:				
Differences in tax rates on income not subject to tax in Canada	(4)	(1)	3	---
Tax-exempt investment income	(40)	(5)	(33)	(5)
Non-taxable portion of the change in fair value of investment properties	(13)	(2)	(1)	---
Recovery of unrecognized tax losses from previous periods	---	---	(1)	---
Adjustments of previous years	14	2	---	---
Variation in tax rates	(1)	---	(1)	---
Other	5	1	---	---
Income tax expense (recovery) and effective income tax rate	181	22	150	22

c) Deferred Income Taxes

i) Recognized deferred income tax assets and liabilities

	Deferred income tax assets		Deferred income tax liabilities	
	2018	2017	2018	2017
	\$	\$	\$	\$
Insurance contract liabilities ¹	---	(24)	(40)	(44)
Real estate	---	1	126	112
Bonds	---	(8)	16	5
Intangible assets	---	---	203	139
Stocks	---	---	31	3
Post-employment benefits	4	5	(59)	(12)
Losses available for carryforward	18	16	(8)	(1)
Other	4	32	(3)	15
	26	22	266	217
Net deferred income tax liability			240	195

¹Consists of insurance contract liabilities and investment contract liabilities, less reinsurance assets and policy loans.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current tax liabilities for the same taxable entity and the same taxation authority and if the Company intends either to settle on a net basis or realize the asset and settle the liability simultaneously.

ii) Changes in net deferred tax assets (liabilities) for the year are as follows:

	Insurance contract liabilities	Real estate	Bonds	Stocks	Intangible assets	Post-employment benefits	Losses available for carry-forward	Other	Total
	\$	\$	\$	\$	\$	\$	\$	\$	\$
Balance as at December 31, 2016	50	(123)	(26)	(11)	(138)	44	19	38	(147)
Recognized in net income	(18)	12	13	8	2	(38)	(3)	(8)	(32)
Recognized in other comprehensive income	(14)	---	---	---	---	11	---	(13)	(16)
Acquisition of businesses	---	---	---	---	(3)	---	1	2	---
Effect of changes in exchange rates	2	---	---	---	---	---	---	(2)	---
Balance as at December 31, 2017	20	(111)	(13)	(3)	(139)	17	17	17	(195)
Recognized in net income	4	(15)	(2)	(28)	(21)	43	(2)	(11)	(32)
Recognized in other comprehensive income	16	---	1	---	---	3	---	10	30
Acquisition of businesses	---	---	(1)	---	(43)	---	11	(19)	(52)
Effect of changes in exchange rates	---	---	(1)	---	---	---	---	---	(1)
Recognized directly in equity other than accumulated other comprehensive income	---	---	---	---	---	---	---	10	10
Balance as at December 31, 2018	40	(126)	(16)	(31)	(203)	63	26	7	(240)

Non-capital carryforward tax losses for which a deferred tax asset has not been recognized amount to \$6 (\$5 in 2017). These losses will expire between the years 2024 and 2038.

The Company recognizes a deferred tax liability on all temporary differences associated with investments in subsidiaries, branches, associates and joint ventures unless the Company is able to control the timing of the reversal of these differences and it is probable that these differences will not reverse in the foreseeable future. As at December 31, 2018, temporary differences associated with investments in subsidiaries, branches, associates and joint ventures for which a deferred tax liability has not been recognized amount to \$491 (\$347 in 2017).

23 › Segmented Information

As of 2018, the Company has decided to present information relating to its US operations separately. As a result, comparative data has been modified for comparable presentation. The Company operates and manages its activities according to five main reportable operating segments, which reflect its organizational structure for decision making. Management uses judgment in the aggregation of business units into the Company's operating segments. Its products and services are offered to retail customers, businesses and groups. The Company primarily operates in Canada and the United States. The main products and services offered by each segment are the following:

Individual Insurance – Life, health, disability, and mortgage insurance products.

Individual Wealth Management – Individual products and services for savings plans, retirement funds and segregated funds, in addition to securities brokerage, trust operations and mutual funds.

Group Insurance – Life, health, accidental death and dismemberment, dental care and short and long-term disability insurance products for employee plans; creditor insurance, replacement insurance, replacement warranties, extended warranties and other ancillary products for dealer services; and specialized products for special markets solutions.

Group Savings and Retirement – Group products and services for savings plans, retirement funds and segregated funds.

US Operations – Miscellaneous insurance products sold in the United States such as life insurance products and extended warranties relating to dealer services.

Other – Auto and home insurance products, services supporting the activities that have no link with key segments such as asset management and financing, Company capital and some adjustments related to consolidation.

The Company uses assumptions, judgments and methodologies to allocate general expenses that are not directly attributable to a business segment. The allocation of other activities is mainly performed according to a formula based on equity and is uniformly applied to each operating segment.

The other assets and other liabilities, except mainly for derivative financial instruments, are classified in their entirety in the *Other* column since they are used for the operational support of the Company's activities.

Segmented Income Statements

	2018						Total \$
	Individual		Group				
	Insurance \$	Wealth Management \$	Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	
Revenues							
Net premiums	1,554	2,389	1,612	1,595	405	294	7,849
Investment income	(89)	118	103	95	(21)	105	311
Other revenues	112	1,471	57	89	67	(44)	1,752
	1,577	3,978	1,772	1,779	451	355	9,912
Operating expenses							
Gross benefits and claims on contracts	769	1,773	1,115	1,216	375	151	5,399
Ceded benefits and claims on contracts	(245)	---	(69)	(24)	(225)	34	(529)
Net transfer to segregated funds	---	439	---	382	---	---	821
Increase (decrease) in insurance contract liabilities	83	293	(2)	11	(167)	(2)	216
Increase (decrease) in investment contract liabilities	---	---	9	---	---	---	9
Decrease (increase) in reinsurance assets	(79)	---	(6)	23	138	---	76
Commissions, general and other expenses	776	1,261	597	97	286	21	3,038
Financing charges	19	---	18	---	1	25	63
	1,323	3,766	1,662	1,705	408	229	9,093
Income before income taxes and allocation of other activities	254	212	110	74	43	126	819
Allocation of other activities	90	13	6	---	17	(126)	---
Income before income taxes	344	225	116	74	60	---	819
Income taxes	54	61	32	21	13	---	181
Net income	290	164	84	53	47	---	638
Net income attributed to participating policyholders	4	---	---	---	---	---	4
Net income attributed to shareholders	286	164	84	53	47	---	634

	2017*						
	Individual		Group				
	Insurance \$	Wealth Management \$	Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	Total \$
Revenues							
Net premiums	1,493	2,200	1,507	1,464	310	280	7,254
Investment income	2,089	(28)	102	199	78	141	2,581
Other revenues	95	1,218	69	85	43	(69)	1,441
	3,677	3,390	1,678	1,748	431	352	11,276
Operating expenses							
Gross benefits and claims on contracts	695	1,622	1,036	1,112	251	163	4,879
Ceded benefits and claims on contracts	(203)	---	(62)	(27)	(121)	34	(379)
Net transfer to segregated funds	---	535	---	486	---	---	1,021
Increase (decrease) in insurance contract liabilities	1,672	(29)	41	44	34	(36)	1,726
Increase (decrease) in investment contract liabilities	---	---	14	---	---	---	14
Decrease (increase) in reinsurance assets	521	---	(12)	5	31	35	580
Commissions, general and other expenses	731	1,044	580	88	212	33	2,688
Financing charges	12	---	13	---	---	39	64
	3,428	3,172	1,610	1,708	407	268	10,593
Income before income taxes and allocation of other activities	249	218	68	40	24	84	683
Allocation of other activities	74	(9)	8	2	9	(84)	---
Income before income taxes	323	209	76	42	33	---	683
Income taxes	54	55	20	11	10	---	150
Net income	269	154	56	31	23	---	533
Net income attributed to participating policyholders	2	---	---	---	---	---	2
Net income attributed to shareholders	267	154	56	31	23	---	531

*The Company changed the presentation of its segmented information in 2018; data for the year ended December 31, 2017 has been adjusted for comparison purposes.

Segmented Premiums

	2018						Total \$
	Individual		Group				
	Insurance \$	Wealth Management \$	Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	
Gross premiums							
Invested in general fund	1,928	401	1,787	279	708	190	5,293
Invested in segregated funds	---	1,988	---	1,341	---	---	3,329
Total	1,928	2,389	1,787	1,620	708	190	8,622
Premiums ceded							
Invested in general fund	(374)	---	(175)	(25)	(303)	104	(773)
Net premiums	1,554	2,389	1,612	1,595	405	294	7,849

	2017*						
	Individual		Group				
	Insurance \$	Wealth Management \$	Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	Total \$
Gross premiums							
Invested in general fund	1,839	317	1,684	170	438	178	4,626
Invested in segregated funds	---	1,883	---	1,320	---	---	3,203
Total	1,839	2,200	1,684	1,490	438	178	7,829
Premiums ceded							
Invested in general fund	(346)	---	(177)	(26)	(128)	102	(575)
Net premiums	1,493	2,200	1,507	1,464	310	280	7,254

*The Company changed the presentation of its segmented information in 2018; data for the year ended December 31, 2017 has been adjusted for comparison purposes.

Segmented Assets and Liabilities

	2018						Total \$
	Individual		Group				
	Insurance \$	Wealth Management \$	Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	
Assets							
Invested assets	19,056	1,823	1,869	3,349	926	7,556	34,579
Segregated fund assets	---	13,994	---	9,787	---	---	23,781
Reinsurance assets	(697)	---	236	131	1,317	14	1,001
Other	121	940	---	---	27	3,091	4,179
Total assets	18,480	16,757	2,105	13,267	2,270	10,661	63,540
Liabilities							
Insurance contract liabilities and investment contract liabilities	17,787	1,643	2,148	3,452	1,602	(62)	26,570
Segregated fund liabilities	---	13,994	---	9,787	---	---	23,781
Other	287	59	6	3	---	7,116	7,471
Total liabilities	18,074	15,696	2,154	13,242	1,602	7,054	57,822

	2017*						Total \$
	Individual		Group				
	Insurance \$	Wealth Management \$	Insurance \$	Savings and Retirement \$	US Operations \$	Other \$	
Assets							
Invested assets	18,849	1,633	1,721	3,292	768	7,559	33,822
Segregated fund assets	---	14,466	---	9,651	---	---	24,117
Reinsurance assets	(779)	---	228	154	869	10	482
Other	113	792	13	---	---	2,567	3,485
Total assets	18,183	16,891	1,962	13,097	1,637	10,136	61,906
Liabilities							
Insurance contract liabilities and investment contract liabilities	17,710	1,350	2,079	3,441	1,626	(55)	26,151
Segregated fund liabilities	---	14,466	---	9,651	---	---	24,117
Other	99	43	4	1	---	6,413	6,560
Total liabilities	17,809	15,859	2,083	13,093	1,626	6,358	56,828

*The Company changed the presentation of its segmented information in 2018; data as at December 31, 2017 has been adjusted for comparison purposes.

24 › Earnings Per Common Share

Basic Earnings Per Share

Basic earnings per share are calculated by dividing the net income attributed to common shareholders by the weighted average number of outstanding common shares during the year.

	2018	2017
Net income attributed to common shareholders	613	515
Weighted average number of outstanding shares (in millions of units)	109	106
Basic earnings per share (in dollars)	5.62	4.84

Diluted Earnings Per Share

Diluted earnings per share are calculated by adjusting the weighted average number of outstanding common shares to take into account the conversion of all potentially dilutive common shares.

The dilutive effect of stock options considers the number of shares presumed issued without consideration, calculated as the difference between the number of shares deemed to have been issued (by assuming the outstanding stock option grants are exercised) and the number of shares that would have been issued at the average market price for the year (the number of shares that would have been issued using the issuance proceeds, using the average market price of the Company's common shares for the year). In 2018, an average of 150,368 antidilutive stock options were excluded from the calculation (56,837 options in 2017).

	2018	2017
Net income attributed to common shareholders	613	515
Weighted average number of outstanding shares (in millions of units)	109	106
Add: dilutive effect of stock options granted and outstanding (in millions of units)	1	1
Weighted average number of outstanding shares on a diluted basis (in millions of units)	110	107
Diluted earnings per share (in dollars)	5.59	4.81

There was no transaction on common shares that could affect these calculations after the closing date and before the date of authorization for issue of these financial statements.

25 Stock-Based Compensation

Stock Option Plan

The Company grants a certain number of common stock options to management and to senior management and determines the exercise price of the options, the expiry date and the date on which the options can be exercised. Once they are exercised, these options involve the issuance of new shares of the Company.

The exercise price of each option is equal to the weighted average price of the shares traded on the Toronto Stock Exchange during the five days of trading preceding the option grant date. The options are generally valid for 10 years. They can be exercised at a maximum rate of 25% per year for the first four anniversaries of the grant. In certain cases, the Human Resources and Compensation Committee can modify the number of options purchased following an event, moving up the expiration date of the option.

The Board can grant options for a total of 11,350,000 common shares and cannot grant more than 1.4% of the issued and outstanding common shares of the Company per person eligible for the plan.

The following table presents the activities of the plan:

	2018		2017	
	Number of stock options (in thousands)	Weighted average exercise price (in dollars)	Number of stock options (in thousands)	Weighted average exercise price (in dollars)
Balance at beginning	2,735	40.85	2,798	36.75
Options granted	311	58.18	491	55.85
Options exercised	(159)	37.25	(551)	33.45
Options cancelled	(12)	48.19	(3)	39.96
Balance at end	2,875	42.89	2,735	40.85
Exercisable at end	1,841	36.18	1,520	35.89

The stock options outstanding as at December 31, 2018 by exercise price are as follows:

Exercise price (in dollars)	Number of options (in thousands)	Weighted average exercise price (in dollars)	Average remaining life (in years)
18.63 – 23.44	45	19.23	0.09
23.45 – 28.72	204	26.03	3.12
28.73 – 32.08	154	32.08	1.10
32.09 – 43.51	1,675	39.98	5.31
43.52 – 55.85	499	55.76	8.16
55.86 – 58.43	298	58.43	9.12
Total	2,875	42.89	5.73

Fair value of options is estimated at the grant dates using the Black-Scholes option pricing model. The weighted average fair value of the options granted in 2018 is 13.12 dollars (12.33 dollars in 2017). The pricing model assumes the following information:

	2018	2017
Risk-free interest rate	2.17%	1.18%
Expected volatility	29.01%	29.00 %
Expected life	5.6 years	5.5 years
Expected dividends	2.70%	2.48%
Exercise price (in dollars)	58.18\$	55.85\$

The stock-based compensation expense during the year is \$5 (\$5 in 2017), and an equivalent amount was accounted for in *Contributed surplus* in the Equity Statements.

The Black-Scholes option pricing model estimates the fair value of traded options that have no vesting restrictions and are fully transferable. Option pricing models also use assumptions that are highly subjective, including expected volatility of the underlying stocks. The expected volatility is based on historical volatility of the common shares as well as comparable market data analysis. Changes in assumptions can materially affect estimates of fair values.

Share Purchase Plan for Employees

The Company adopted an employee share purchase plan in which employees can contribute up to 5% of their salary to a maximum of 3,000 dollars per year. The Company matches 50% of the employee's contribution amount up to a maximum of 1,000 dollars per year. The share purchase plan for employees does not involve the issuance of new shares. The shares purchased by employees are already outstanding shares of the Company and they are purchased on the market. The shares purchased by the employees under the share purchase plan must be kept by the employees for a minimum period of two years. During the year, the remuneration expense for this plan is \$2 (\$2 in 2017).

Deferred Share Units (DSU)

This plan is offered to the Company's directors, management and senior management. Under this plan, each member may choose to receive all or a percentage of their annual directors' remuneration, or management or senior management incentive bonus in the form of DSUs. The election to participate must be made on an annual basis and rights issued are vested immediately. Each DSU is equivalent to one common share and earns dividend equivalents in the form of additional DSUs at the same rate as the dividends on common shares. The value at the time of the settlement will be based on the fair market value of the common shares. To manage the risk of cash flow variation of its common share quoted price fluctuation, the Company uses derivative financial instruments. The amount of outstanding deferred share units is 368,487 (329,335 in 2017). The variation related to the fluctuation of the Company's common share quoted price, excluding adjustments arising from derivative financial instruments which are accounted for in *Interest and other investment income*, generated a gain of \$5 (an expense of \$2 in 2017) recorded in *General expenses*. The liability for this plan is \$16 (\$20 in 2017).

Mid-Term Incentive Plan

This plan was created for the Company's management and senior management. Under this plan, each member may receive performance share units (PSU), a compensation based on the Company's performance over three years. Performance is measured based on the Company's total net income attributed to common shareholders and the common share price. Each PSU is equivalent to one common share and earns dividend equivalents in the form of additional PSUs at the same rate as the dividends on common shares. The value at the time of settlement will be based on the fair market value of common shares for the last 20 working days of the period, increased by a vesting factor based on the Company's net income attributed to common shareholders return on equity over the three-year period. Settlement is made in cash. As at December 31, 2018, 107,084 (92,004 in 2017) performance share units are outstanding. The compensation expense recognized in respect of this plan is \$1 (\$3 in 2017) and the liabilities are \$4 (\$4 in 2017).

Stock-Based Compensation Expense

	2018	2017
	\$	\$
Expense arising from equity-settled stock-based payment transactions	5	5
Expense (gain) arising from cash-settled stock-based payment transactions	(2)	7
Total of stock-based compensation expense	3	12

These expenses are recorded in the Income Statement as *General expenses*.

26 Post-Employment Benefits

The Company maintains a number of funded and unfunded defined benefit plans which provide pension benefits and defined contribution plans.

Defined Benefit Plans

The Company provides defined benefit plans to eligible employees. The defined benefit plans are end-of-career plans based on the average of the best five years of salary. No indexation clause is included in the plan. The defined benefit plans are administered separately from the Company by retirement funds that are legally distinct entities. The retirement committees of the retirement plans are made up of members from the Company, members of retirement plans and non-members of retirement plans. The laws and regulations that the retirement plans are subject to require that the retirement committees act in the interests of the retirement funds and stakeholders, such as active, inactive and retired members. The retirement committees are responsible for the investment policy for retirement plan assets.

The plans are exposed to investment risks, such as credit risk, market risk, concentration risk and interest rate risk, and actuarial risks, such as risk related to mortality, rate of compensation increase and discount rate. The Company measures by extrapolation its accrued benefit obligation for the current year from the December 31, 2017 actuarial valuation. The most recent actuarial valuation of the pension plans for funding purposes was completed on December 31, 2017. The next required valuation will be performed as at December 31, 2018 and will be available later in 2019.

Other Post-Retirement Benefits

The Company provides other post-retirement benefits. These include additional health care benefits, life insurance and dental benefits. The Company also provides post-employment benefits such as salary continuation for short-term disabilities.

Variation in the discounted value of the assets and liabilities in respect of the defined benefits of plans during the period is as follows:

	2018		2017	
	Pension plans	Other plans	Pension plans	Other plans
	\$	\$	\$	\$
Accrued benefit plan obligation				
Balance at beginning	1,199	42	1,053	42
Current service cost	43	2	35	2
Interest cost	44	2	42	2
Employee contributions	21	---	20	---
Actuarial losses (gains) following remeasurement				
Actuarial losses (gains) on demographic assumption changes	11	(1)	(8)	(1)
Actuarial losses (gains) on financial assumption changes	(69)	(2)	86	1
Actuarial losses (gains) arising from members' experience	4	---	6	(2)
Benefits paid	(37)	(3)	(35)	(2)
Balance at end	1,216	40	1,199	42

	2018		2017	
	Pension plans	Other plans	Pension plans	Other plans
	\$	\$	\$	\$
Defined benefit plan assets				
Fair value at beginning	1,046	---	949	---
Interest income	38	---	38	---
Actuarial gains (losses) following remeasurement				
Return on assets (excluding the amount included in the net interest)	(70)	---	43	---
Administrative expense	(1)	---	(1)	---
Employee contributions	21	---	20	---
Employer contributions	32	---	32	---
Benefits paid	(37)	---	(35)	---
Fair value at end	1,029	---	1,046	---

Amounts Recognized in the Statement of Financial Position

	2018		2017	
	Pension plans	Other plans	Pension plans	Other plans
	\$	\$	\$	\$
Obligation in respect of capitalized defined benefit plans ¹	1,095	---	1,085	---
Obligation in respect of non-capitalized defined benefit plans	121	40	114	42
Accrued benefit plan obligation	1,216	40	1,199	42
Fair value of plan assets¹	1,029	---	1,046	---
Net liabilities (assets) resulting from the obligation in respect of defined benefits	187	40	153	42

¹ As at December 31, 2018, there is a pension plan deficit of \$66 (\$39 in 2017).

The amounts presented in Note 15 *Other Liabilities* are:

	2018	2017
	\$	\$
Pension plans	187	153
Other plans	40	42
Post-employment benefits	227	195

Amounts Recognized in Net Income and Other Comprehensive Income

	2018		2017	
	Pension plans	Other plans	Pension plans	Other plans
	\$	\$	\$	\$
Service cost				
Current service cost	43	2	35	2
Net interest	6	2	4	2
Administrative expense	1	---	1	---
Components of the cost of defined benefits recognized in the net income	50	4	40	4
Remeasurement of net liabilities (assets) as defined benefits				
Rate of return on assets (excluding amounts included in the net interest above)	70	---	(43)	---
Actuarial losses (gains) on demographic assumption changes	11	(1)	(8)	(1)
Actuarial losses (gains) on financial assumption changes	(69)	(2)	86	1
Actuarial losses (gains) arising from members' experience	4	---	6	(2)
Losses (gains) of components of the cost of defined benefits recognized in the accumulated other comprehensive income	16	(3)	41	(2)
Total of defined benefit cost components	66	1	81	2

Items that will not be reclassified subsequently to net income:

	2018		2017	
	Pension plans	Other plans	Pension plans	Other plans
	\$	\$	\$	\$
Losses (gains) of components of the cost of defined benefits recognized in the other comprehensive income				
Remeasurement of post-employment benefits	16	(3)	41	(2)
Income taxes on remeasurement of post-employment benefits	(3)	---	(11)	---
Total of other comprehensive income	13	(3)	30	(2)

Plan members make contributions to their retirement plan varying from 0% to 9% (0% to 9% in 2017). The Company makes the necessary residual contributions to plans. The Company finances plans in such a way as to constitute defined benefits according to the plan provisions. The value of these benefits is established using an actuarial valuation method. The weighted average duration of the obligation in respect of defined benefits at the end of the period is 18.5 years (19.5 years in 2017) for pension plans and 12.9 years (12.9 years in 2017) for the other plans. The Company estimates that it will have to contribute an amount of \$35 to its defined benefit plans in 2019.

The plan assets are divided as follows:

	2018	2017
	%	%
Asset classes		
Fund units		
Diversified Fund	98	98
Canadian Equity Fund	1	1
Global Equity Fund	1	1
Total	100	100

The retirement committee adopted, under the recommendation of the investment committee, an investment policy that takes into account the characteristics specific to the plan, the laws and regulations that the plan is subject to, and the investment orientations favoured by the retirement committee. The investment policy defines the target allocation of assets used as a benchmark portfolio. The main objectives of the investment policy, which are dictated by the financing policy, are to maintain a stable and sustainable cost of the plan, as well as an appropriate level of funding to ensure the security of the plan's commitments. The plan is exposed to various investment risks, namely the risks that the investments suffer losses or do not produce the expected return. The investment policy contains several quantitative and qualitative measures that aim to limit the impact of these risks. All fund units have prices listed on active markets and are classified as Level 1.

The effective return of plan assets is negative of 3% (positive of 8% in 2017). The plan assets are managed by a subsidiary of the Company. The pension plan assets did not include any common shares of the Company in 2018 and 2017.

Significant Assumptions

Significant judgment and assumptions are used by management in determining the expense and benefits obligations for the Company's defined benefit pension plans and other post-employment benefits. The significant actuarial assumptions used are detailed as follows:

	2018		2017	
	Pension plans	Other plans	Pension plans	Other plans
Accrued benefit plan obligation				
Discount rate	3.9%	3.9%	3.6%	3.6%
Rate of compensation increase	3.3%	---	3.3%	---
Rate of mortality (table)	CPM-2014Publ	CPM-2014Publ	CPM-2014Publ	CPM-2014Publ
Benefit plan expenses				
Discount rate	3.7%	3.7%	4.1%	4.1%
Rate of compensation increase	3.3%	---	3.3%	---

	2018		
	Drug	Dental	Other
Assumed health care cost trend rates			
Initial health care cost trend rates	6.1%	4.5%	4.8%
Cost trend rate declines to	3.9%	4.5%	4.8%
Number of years required to stabilize the rate	10	---	---

	2017		
	Drug	Dental	Other
Assumed health care cost trend rates			
Initial health care cost trend rates	6.9%	4.5%	4.8%
Cost trend rate declines to	4.8%	4.5%	4.8%
Number of years required to stabilize the rate	10	---	---

Sensitivity Analysis

Retirement Plan

The significant assumptions used to determine the accrued benefit plan obligation are the discount rate, the rate of compensation increase and the mortality rate. Each sensitivity analysis below is done with a variation of only one assumption with other assumptions unchanged.

Sensitivity of Key Assumptions of Benefit Plan Obligation

	2018		2017	
	Pension plans		Pension plans	
	Increase	Decrease	Increase	Decrease
	\$	\$	\$	\$
Discount rate assumption				
Impact of an absolute change of 1.0%	(190)	260	(197)	271
Rate of compensation increase				
Impact of an absolute change of 1.0%	74	(63)	70	(60)
Rate of mortality				
Impact of a relative change of 10.0%	(18)	20	(17)	19

	2018	2017
Sample life expectancies based on mortality assumptions (in years)		
Male		
Age 65 in fiscal year	23.1	22.9
Age 65 in fiscal year + 30 years	25.2	24.3
Female		
Age 65 in fiscal year	25.1	24.7
Age 65 in fiscal year + 30 years	27.0	26.1

Other Post-Retirement Benefits

Assumed health care cost trend rates have a significant effect on the amounts reported for the health care plans. A one percentage-point change in assumed health care cost trend rates would have the following effects:

	2018		2017	
	Increase \$	Decrease \$	Increase \$	Decrease \$
Accrued benefit obligation	5	(4)	6	(4)

The impact of the one percentage-point fluctuation in the assumed health care cost trend on the total of service and interest cost is less than \$1 for 2018 (less than \$1 in 2017).

The Company could expect interrelations between the assumptions, especially between the discount rate and expected growth of salaries since they are both influenced by the expected inflation rate. The above analysis excludes these interrelations between assumptions.

Defined Contribution Plan

A defined contribution plan, providing pension benefits, is maintained by the Company. These amounts are not included in the cost recognized for the defined benefit plans above. The total cost recognized for the Company's defined contribution plan is \$3 (\$2 in 2017). The liability related to this plan is presented in Note 15 *Other Liabilities* included in *Accounts payable* for an amount of \$2 (\$2 in 2017).

27 › Related Party Transactions

The Company eliminates transactions carried out with its subsidiaries and carried out between the various members of its group of companies on consolidation. The Company provides investment management services to its pension plans. These services are offered by the Company in the normal course of business and are subject to normal market conditions. The Company concludes transactions with associates. These transactions are concluded in the normal course of business and are subject to normal market conditions.

Key Management Personnel

The Company's key management personnel are members of senior management, who have the power and responsibility to plan, manage and control the Company's operations. Senior executives are likely to purchase insurance, wealth management and other products and services offered by the Company as part of its regular operations. The terms and conditions of these operations are essentially the same as those granted to clients or employees.

The compensation of directors and key management personnel for the year was as follows:

	2018 \$	2017 \$
Salaries and other short-term benefits	9	7
Post-retirement benefits	1	1
Stock-based compensation	3	4
Total	13	12

28 › Guarantees, Commitments and Contingencies

In the normal course of its operations, the Company frequently concludes several types of contracts or agreements which, in certain cases, can be considered as guarantees, commitments or contingencies.

Contractual and Lease Commitments

The Company currently has contracts covering various products and services, such as outsourced computer services, which, due to their nature, are difficult to cancel. The Company is also part of operating leases, including offices and equipment. The minimum amounts of commitment for the next few years are as follows:

	2019 \$	2020 \$	2021 \$	2022 \$	2023 and following \$
Products and services	57	48	42	37	116
Operating leases	33	30	26	22	76
Total	90	78	68	59	192

Commitments

The Company is committed to a third party for one of its subsidiaries. This commitment represents a maximum amount of \$6 (\$9 in 2017). The Company is also committed to third parties to ensure the funds offered by one of its subsidiaries.

Investment Commitments

In the normal course of business, various outstanding contractual commitments related to offers for commercial and residential loans, private placements and real estate are not reflected in the financial statements and may not be fulfilled. There were \$809 (\$681 in 2017) of outstanding investment commitments as at December 31, 2018, of which the estimated disbursements will be \$42 (\$36 in 2017) in 30 days, \$324 (\$270 in 2017) in 31 to 365 days and \$443 (\$375 in 2017) in more than one year.

Letters of Credit

In the normal course of operations, banks issue letters of credit on behalf of the Company. The balance of these letters is \$2 (\$2 in 2017).

Indemnifications

In the normal course of business, the Company enters into several types of agreements that could include indemnities in favour of third parties. Under certain unusual circumstances, the Company could be called upon to pay specific indemnifications. These indemnifications could vary based upon the nature and terms of the agreements. The primary indemnifications would concern the Company's directors, among others, in case of an event not covered by the liability insurance on the directors. The amount of these indemnifications cannot be determined. The Company has not had to pay out significant indemnities in the past and considers the likelihood of such payment being made to be low.

Lines of Credit

As at December 31, 2018, the Company had operating lines of credit totalling \$56 (\$56 as at December 31, 2017). As at December 31, 2018 and 2017, no lines of credit were used. The purpose of these lines of credit is to facilitate financing of the Company's operations and meet its temporary working capital requirements.

Legal and Regulatory Proceedings

The Company is regularly involved in legal actions, both as defendant and as a plaintiff. In addition, government and regulatory bodies in Canada and in the United States, from time to time, make inquiries and require the production of information or conduct examinations or investigations concerning the Company's compliance with insurance, securities and other laws. Management uses judgment to evaluate the possible outcomes and does not believe that the conclusion of any current legal or regulatory matters, either individually or in the aggregate, will have a material adverse effect on its financial condition or results of operations.

29 Subsidiaries

The following is a list of directly and indirectly held major operating subsidiaries.

As at December 31, 2018	Ownership (%)	Address	Description
The Excellence Life Insurance Company	100	Montreal, Canada	Life and health insurance company that specializes in distribution of life and health insurance products
Michel Rhéaume et associés Itée	100	Montreal, Canada	Life insurance broker
PPI Management Inc. ¹	100	Toronto, Canada	Insurance broker
IA Clarington Investments Inc. ¹	100	Toronto, Canada	Fund management firm that markets investment products, including mutual funds and segregated funds
Investia Financial Services Inc.	100	Quebec City, Canada	Mutual fund broker
FundEX Investments Inc.	100	Vaughan, Canada	Mutual fund broker
Industrial Alliance Securities Inc. ¹	100	Montreal, Canada	Securities broker
Forstrong Global Asset Management Inc.	73	Kelowna, Canada	International wealth management and mutual fund portfolio management (exchange-traded funds)
iA Investment Counsel Inc.	100	Toronto, Canada	Asset portfolio management
Industrial Alliance Investment Management Inc.	100	Quebec City, Canada	Investment advisor that oversees the management of the Company's general fund, segregated fund and mutual fund portfolios
Industrial Alliance Trust Inc.	100	Quebec City, Canada	Trust services
Industrial Alliance Auto and Home Insurance Inc.	100	Quebec City, Canada	Property and casualty insurance company
Prysm General Insurance Inc.	100	Quebec City, Canada	Property and casualty insurance company
Industrial Alliance Pacific General Insurance Corporation	100	Quebec City, Canada	Property and casualty insurance, and other ancillary products company
SAL Marketing Inc.	100	Vancouver, Canada	Extended warranty and other ancillary products company
National Warranties MRWV Limited	100	Laval, Canada	Extended warranty and other ancillary products company
iA Auto Finance Inc. ¹	100	Oakville, Canada	Auto finance company
IA American Life Insurance Company	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
Pioneer Security Life Insurance Company	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
American-Amicable Life Insurance Company of Texas	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
Pioneer American Insurance Company	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
Occidental Life Insurance Company of North Carolina	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
Dealers Alliance Corporation ¹	100	Addison, Texas, United States	Extended warranty/service contracts and other ancillary products company

Dealers Assurance Company	100	Addison, Texas, United States	Property and casualty insurer providing liability insurance coverage to companies offering extended warranty/service contracts and other ancillary products
Southwest Reinsure, Inc.	100	Albuquerque, New Mexico, United States	Administrator of extended warranty/service contracts and other ancillary products company
Ecoblock, Inc.	100	Albuquerque, New Mexico, United States	Provider of ancillary automotive products
First Automotive Service Corporation	100	Albuquerque, New Mexico, United States	Extended warranty/service contracts and other ancillary products company

¹ These subsidiaries hold directly or indirectly other subsidiaries with essentially a 100% ownership.

30 › Subsequent Events

Organizational Structure

During 2018, the Company completed all the steps required to create a holding company, commonly known as “holding company”, which will consolidate all the Group’s activities. The details regarding the arrangement are presented in Note 1 *General Information*. In addition, the Company entered into a financing agreement with iA Financial Corporation.

Normal Course Issuer Bid Redemption

In accordance with the normal course issuer bid program mentioned in Note 17 *Share Capital*, since January 1, 2019, iA Financial Corporation (Note 1 *General Information*) is purchasing its common shares in the normal course of its activities. These purchases represent an approximative net cash amount of \$62.

31 › Comparative Figures

Certain comparative figures have been reclassified to comply with the current presentation. The reclassifications had no impact on the net income of the Company.

Board of Directors



Jacques Martin

B.Comm., LL.B., MBA,
IDP-C

- Chair of the Board since 2018
- Board member since 2011
- Corporate Director



Robert Coallier

BA with Major in
Economics, MBA

- Board member since 2008
- Chief Executive Officer of Agropur cooperative



Agathe Côté

M.Econ., ICD.D

- Board member since 2016
- Corporate Director



Nicolas Darveau-Garneau

MBA, B.Math.

- Board member since 2018
- Chief Strategist at Google Search



Emma K. Griffin

M.A. (Oxon), B.A. (Oxon)

- Board member since 2016
- Corporate Director



Michael Hanley

CPA, CA

- Board member since 2015
- Chartered Accountant
- Corporate Director



Claude Lamoureux

BA, B.Comm., FSA, ICD.D

- Board member since 2010
- Corporate Director



Danielle G. Morin

FCIA, ICD.D

- Board member since 2014
- Corporate Director



Marc Poulin

MBA, B.Sc.

- Board member since 2018
- Corporate Director



Denis Ricard

FSA, FCIA

- Board member since 2018
- President and Chief Executive Officer of iA Financial Group
- Actuary



Mary C. Ritchie

F CPA, FCA

- Board member since 2003
- Chartered Accountant
- President of Richford Holdings Ltd., an investment consultation services company



Louis Têtu

B.Eng.

- Board member since 2016
- President, Chief Executive Officer of Coveo Solutions Inc., an artificial intelligence research software company

Jennifer Dibblee
B.Sc., B.C.L., LL.B.
Corporate Secretary

Joshua R. Pedelty
J.D., BA, CLU
Assistant Corporate Secretary

- Investment Committee
- ▲ Audit Committee
- ▼ Governance and Ethics Committee
- ◆ Human Resources and Compensation Committee

Management of iA Financial Group

Planning Committee, Corporate Services and Investments

Denis Ricard – FSA, FCIA¹
President and Chief Executive Officer

Renée Laflamme – FCPA, FCA, CFA¹
Executive Vice-President
Individual Insurance, Savings and Retirement

Pierre Miron¹
Executive Vice-President
Information Technology

Carl Mustos – MBA¹
Executive Vice-President
Wealth Management

Normand Pépin – FSA, FCIA, ICD.D¹
Executive Vice-President and
Assistant to the President

Jacques Potvin – FSA, FCIA¹
Executive Vice-President, Chief Financial Officer and
Chief Actuary

Michael L. Stickney – FSA, FCIA, MBA¹
Executive Vice-President
US Development

Michel Tremblay – FSA, FCIA, CFA¹
Executive Vice-President and
Chief Investment Officer

Jean-François Boulet – B.I.R., Fellow CHRP¹
Senior Vice-President
Client and Employee Experience

Clément Gignac – M.E.Sc.
Senior Vice-President and
Chief Economist

Mario Bédard – CPA, CA
Vice-President
Real Estate Investments

Isabelle Blackburn – M.Sc., CFA
Vice-President
Internal Audit

Jennifer Dibblee – B.Sc., B.C.L., LL.B.
Vice-President, Legal Services
Corporate Secretary

Marie-Élaine Gaudreault – FSA, FCIA
Vice-President
Mortgage Loans

Martin Gauthier
Vice-President
Portfolio Management, General Funds

Normand Gervais – LL.B., M.Fisc.
Vice-President
Mergers and Acquisitions

Frank Lachance – CFA, CPA, CGA
Vice-President
Investment Funds

Lyne Pelchat – CPA, CA
Vice-President, Accounting and Taxation
iA Financial Group
Vice-President, Corporate Affairs
iA Financial Corporation

Geneviève Turcotte – CPA, CA
Vice-President and Chief Risk Officer

Personal Financial Services

Manon Gauthier – CPA, CA, CFA
Senior Vice-President, Administration
Individual Insurance, Savings and Retirement

Paul R. Grimes – CFP, CLU, ChFC
Senior Vice-President
Sales

Pierre Vincent – FSA, FCIA
Senior Vice-President
Distribution and Development of
Individual Insurance Products

Valérie Lelièvre – MBA
Vice-President, Business Solutions and Marketing
Individual Insurance, Savings and Retirement

Charles Parent – FSA, FCIA
Vice-President
Distribution Network Development

Johnny Roy – RLU, F.PI.
Vice-President, Sales
Career Network

**American-Amicable
Group of Companies**
Joe W. Dunlap – CLU, ChFC, FLMI
President

iA Excellence
Pierre Vincent – FSA, FCIA
President

MRA
Dominique Laberge – Lawyer, BBA
President

iA Clarington
Carl Mustos – MBA
President

Andrew H. Dalglish – B.Comm., CA
Senior Vice-President and
Chief Operating Officer

Eric Frape – CFA
Senior Vice-President
Products and Investments

iA Private Wealth Management
Mark Arthur – MBA, CFA
President

Investia Financial Services
Louis H. DeConinck
President

FundEX Investments
David Chapman – B.Sc., FLMI, ACS
President

iA Securities
John Kelleway – FCSI, FMA
President

iA Auto and Home Insurance
Michel Laurin – FCIA, FCAS
President

François Blais – FCIA, FCAS
Chief Operating Officer

Group Products and Services

Martin Bélanger¹
Senior Vice-President
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Special Markets Solutions

Gary J. Coles – FLMI/M, ACS
Senior Vice-President
Administration, Group Insurance

Alnoor Jiwani – FLMI
Senior Vice-President
Business Development and Finance
Dealer Services

Michel Laurin – FCIA, FCAS
Senior Vice-President
National Operations
Dealer Services

Sean O'Brien¹
Senior Vice-President
Dealer Services

Éric Jobin – FSA, FCIA
Vice-President
Actuarial and Finance
Group Benefits and Retirement Solutions

iA Auto Finance
Sean O'Brien
President

¹ Member of the Planning Committee

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**INDUSTRIAL ALLIANCE
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For information on upcoming earnings releases, investor conferences and disclosure documents, consult our website at ia.ca, under *About iA*, in the *Investor Relations* section.

For questions regarding iA Financial Group products and services, contact your agent or consult pages 126 to 128 of this annual report to find the office nearest you.

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Stock Exchange Listing

The common shares of iA Financial Corporation Inc. are listed on the Toronto Stock Exchange under the stock symbol IAG.

The preferred shares of Industrial Alliance Insurance and Financial Services Inc. are listed on the Toronto Stock Exchange under the stock symbol IAF.

Annual Meeting of Shareholders

Thursday, May 9, 2019 at 2:00 PM
Quebec City Convention Centre
1000 René-Lévesque Blvd. East
Quebec City, Quebec

Dividend Reinvestment and Share Purchase Plan

Computershare Trust Company of Canada
Telephone: 514-982-7555
Toll-free: 1-877-684-5000
ia@computershare.com

Shareholder Services

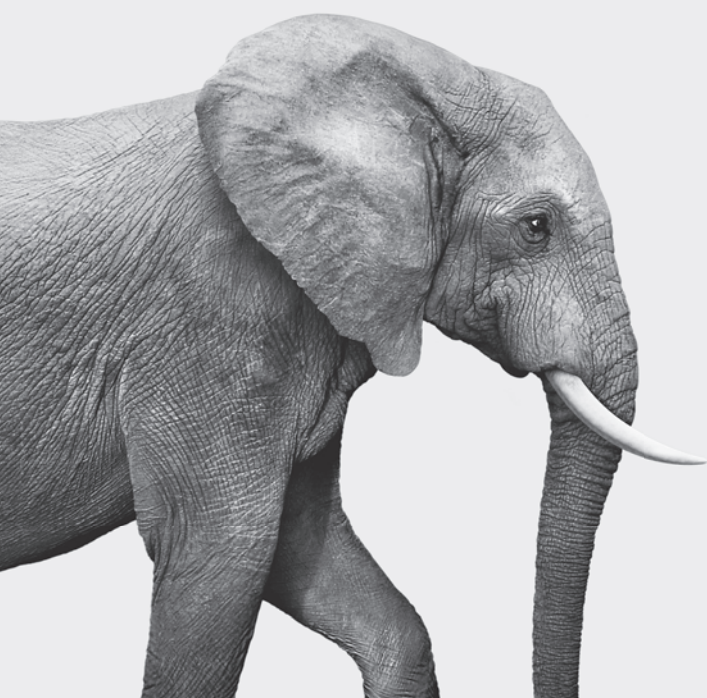
For questions regarding share accounts, dividends, changes of address and ownership and other related matters, contact our transfer agent:

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Investor Relations

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