

Q4 2022

Financial & Operating Results

For the period ended December 31, 2022



Life's brighter under the sun

Sun Life Financial Inc. (unaudited)



In this presentation, Sun Life Financial Inc. (“SLF” or “SLF Inc.”), its subsidiaries and, where applicable, its joint ventures and associates are referred to as “we”, “us”, “our”, “Sun Life” and the “Company”.

Forward-looking statements

Certain statements in this presentation and certain oral statements made by senior management during the earnings conference call on February 9, 2023 (collectively, this “presentation”), including, but not limited to, statements that are not historical facts, are forward-looking and are subject to inherent risks, uncertainties and assumptions. The results or events predicted in these forward-looking statements may differ materially from actual results or events and we cannot guarantee that any forward-looking statement will materialize. Except as may be required by law, we do not undertake any obligation to update or revise any forward-looking statements made in this presentation.

Non-IFRS financial measures

The Company prepares its financial statements in accordance with international financial reporting standards (“IFRS”). This presentation includes financial measures that are not based on IFRS (“non-IFRS financial measures”). The Company believes that these non-IFRS financial measures provide information that is useful to investors in understanding the Company’s performance and facilitate the comparison of the quarterly and full year results from period to period. These non-IFRS financial measures do not have any standardized meaning and may not be comparable with similar measures used by other companies. For certain non-IFRS financial measures, there are no directly comparable amounts under IFRS. These non-IFRS financial measures should not be viewed as alternatives to measures of financial performance determined in accordance with IFRS. For more information about these non-IFRS financial measures, refer to the Non-IFRS Financial Measures section on slide 22 and in our MD&A for the period ended December 31, 2022 (“2022 Annual MD&A”).

Sources of earnings

Sources of earnings is based on the requirements of the Office of the Superintendent of Financial Institutions, Canada and guidelines of the Canadian Institute of Actuaries. It is used to identify the primary sources of gains or losses in each reporting period and is not based on IFRS. Additional information concerning our sources of earnings is included in the Company’s Annual Report.

Additional information

Additional information concerning forward-looking statements and non-IFRS financial measures is included at the end of this presentation.

Currency

Unless otherwise noted, all amounts are in Canadian dollars.

Rounding

Amounts in this presentation are impacted by rounding.



Kevin Strain

President and Chief Executive Officer

Fourth quarter financial highlights

Executing on our ambition to be one of the best **asset management and insurance** companies globally

Earnings Growth

Reported net income
\$951M (12)%

Underlying net income¹
\$990M +10%

Reported EPS
\$1.62 (11)%

Underlying EPS¹
\$1.69 +10%

Financial Strength

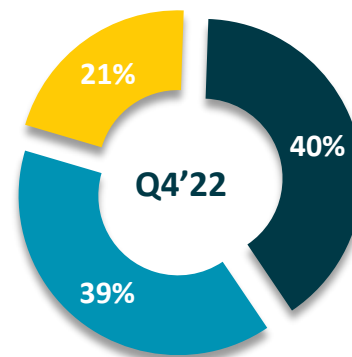
Reported ROE¹
15.1% (2.9) pp

Underlying ROE¹
15.7% +0.7 pp

SLF Inc. LICAT ratio²
130% (15) pp

Financial leverage ratio¹
25.1% (0.4) pp

Diversified Business Mix³



- Wealth & Asset Management
- Group & Shorter Duration Insurance
- Traditional Insurance

Resilient full year results

Full year 2022 results

(vs. 2021)

\$3.1B (22)%

Reported net income

12.5% (4.6) pp

Reported ROE¹

\$4.3B +18%

Insurance sales¹

\$1.3B (7)%

Value of New Business¹

\$3.7B +4%

Underlying net income¹

15.1% (0.3) pp

Underlying ROE¹

\$204B (11)%

Wealth sales & asset management gross flows¹

\$1.3T (8)%

Assets Under Management¹

Business pillar highlights

AM

- MFS maintained leadership position in U.S. retail mutual funds industry, ending the year **10th in assets²**
- **\$21.5B of net inflows¹** at SLC Management

CAN

- **12% increase in underlying net income¹** driven by improved insurance experience

US

- **35% increase in underlying net income^{1,3}** driven by growth across all businesses and contribution from DentaQuest acquisition

ASIA

- **9% increase in underlying net income^{1,3}**, delivering record Asia earnings with diversified business platform

Our Purpose: Help Clients achieve lifetime financial security and live healthier lives



Our Ambition: To be one of the best asset management and insurance companies globally

Progress on our Client Impact strategy

Strengthening distribution in our growth markets

- Announced **exclusive bancassurance partnership with Dah Sing Bank**, increasing distribution reach of our life and health insurance solutions in Hong Kong¹
- Achieved breakthrough in earnings profitability in Vietnam, **executing on transformational bancassurance partnerships** with ACB and TP Bank, and continuing to build a **quality advisor team**
- Closed the acquisition of a **51% interest in Advisors Asset Management**, adding U.S. high net worth retail distribution capabilities at SLC Management

Delivering positive Client Impact by improving access to healthcare

- Expanded **DentaQuest's Advantage Dental+ care practices** with four new offices in Florida, helping increase access to oral care in underserved communities
- Announced a **\$3.7 million investment to support mental health programs** for at-risk and marginalized youth across Canada

Leveraging digital to build financial security

- Created **65,000+ financial roadmaps for Canadian Clients** in 2022 using Sun Life One Plan digital tool

Maintaining our momentum in sustainability and inclusive culture

- Recognized among the **Global 100 Most Sustainable Corporations in the World by Corporate Knights** for the 14th consecutive year, and this year as the top-ranked insurance company globally
- Recognized as a **Great Place to Work[®]** in Sun Life Canada, the U.S., Vietnam, and the Philippines, and a **Best Place to Work in Money Management at SLC Management by Pension & Investments²**

¹ This statement is a forward-looking statement within the meaning of applicable securities laws. For more information, refer to "Forward-looking Statements" and "Risk Factors" on slides 22 and 23.

² Pensions & Investments, a global news source of money management.



Manjit Singh

Executive Vice President &
Chief Financial Officer

Fourth quarter results

PROFITABILITY	Q4'22	Q4'21	Change
Reported net income (\$ millions)	951	1,078	(12)%
Underlying net income (\$ millions) ¹	990	898	+10%
Reported EPS (\$) ²	1.62	1.83	(11)%
Underlying EPS (\$) ^{1,2}	1.69	1.53	+10%
Reported ROE (%) ¹	15.1	18.0	(2.9) pp
Underlying ROE (%) ¹	15.7	15.0	+0.7 pp
GROWTH	Q4'22	Q4'21	Change
Insurance sales (\$ millions) ¹	1,843	1,606	+15%
Wealth sales & Asset Management flows (\$ billions) ¹	45.8	56.7	(19)%
Value of new business (\$ millions) ¹	468	494	(5)%
Assets under management (\$ billions) ¹	1,326	1,445	(8)%
FINANCIAL STRENGTH	Q4'22	Q4'21	Change
SLF Inc. LICAT ratio (%) ³	130	145	(15) pp
SLA LICAT ratio (%) ^{3,4}	127	124	+3 pp
Financial leverage ratio (%) ¹	25.1	25.5	(0.4) pp
Book value per share (\$)	42.99	41.08	+5%

Results Highlights

Results reflect strength of diversified business mix

- Strong protection and health growth in Canada, the U.S., and Asia
- Wealth and asset management earnings impacted by global equity market declines in 2022
- Strong underlying ROE¹ of 15.7%

Insurance sales¹ growth of 15% y/y

- Reflects benefits of expanded distribution, technology investments, and new products across our markets

Asset Management net flows¹ of \$(12.6) billion:

- \$3.5 billion net flows¹ in SLC Management
- US\$(11.9) billion net flows¹ in MFS

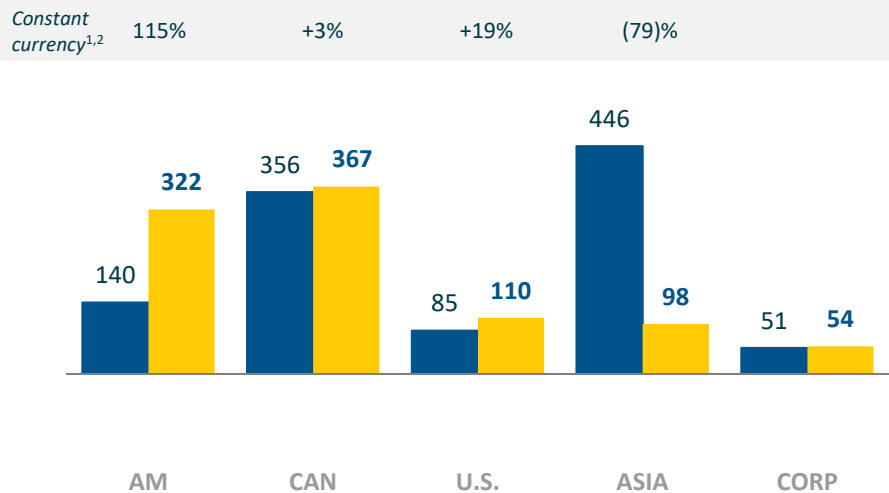
Maintain strong balance sheet position

- BVPS⁵ up 5% y/y on strong earnings growth
- \$1.1 billion in Holdco cash^{1,6,7}

Fourth quarter business group performance

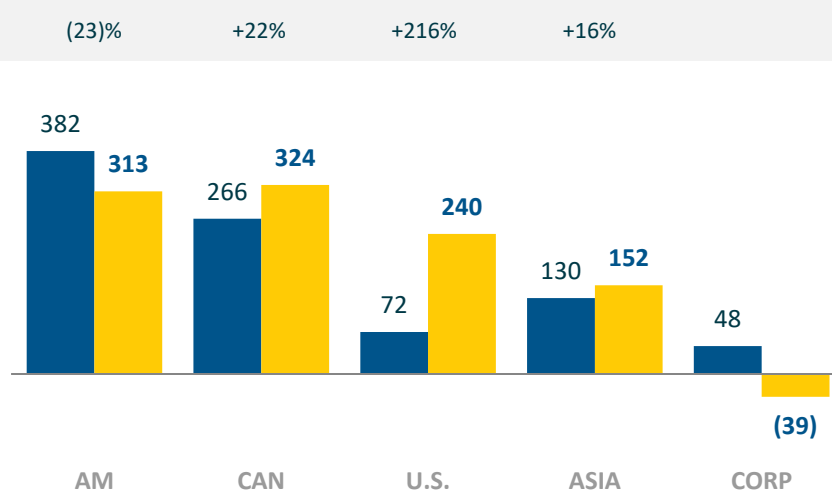
Reported net income (\$ millions)

Impact of currency translation increased reported net income by \$32M¹



Underlying net income¹ (\$ millions)

Impact of currency translation increased underlying net income by \$36M¹



■ Q4'21 ■ Q4'22

MFS: A global leader in public asset management

Business Group Results

PROFITABILITY (US\$ millions)	Q4'22	Q4'21	Change
Reported net income	223	234	(5)%
Underlying net income ¹	202	272	(26)%
Pre-tax net operating margin (%) ^{1,2}	40	43	(3) pp
GROWTH (US\$ billions)	Q4'22	Q4'21	Change
Total net flows ¹	(11.9)	(1.2)	(10.7)B
Institutional net flows ^{1,3}	(3.6)	(1.9)	(1.7)B
Retail net flows ^{1,3}	(8.3)	0.8	(9.0)B
Total AUM ¹	547.9	692.8	(21)%
Institutional AUM ^{1,3}	180.6	227.4	(21)%
Retail AUM ^{1,3}	367.3	465.4	(21)%
Average Net Assets (ANA) ¹	540.5	680.6	(21)%

Quarterly Highlights (US\$)

- Underlying net income down 26% y/y driven by lower average net assets, largely reflecting global equity market declines
 - Reported net income down 5% y/y, includes lower fair value change of share-based payment awards
- Solid pre-tax net operating margin of 40%, as lower variable costs and higher investment income largely offset decline in revenue on lower ANA
- Total AUM of \$548 billion down 21% y/y
 - Total AUM increased 8% from Q3'22, largely reflecting market appreciation
- Long-term U.S. retail fund performance remains strong with 97%, 97%, and 48% of fund assets ranked in the top half of their respective Morningstar categories based on 10, 5, and 3-year performance, respectively

SLC Management: Growing a premier alternatives platform

Business Group Results

PROFITABILITY (\$ millions)	Q4'22	Q4'21	Change
Fee-related earnings ¹	73	60	+22%
Pre-tax fee-related earnings margin (%) ^{1,2}	24	22	+2 pp
Pre-tax net operating margin (%) ^{1,2}	21	22	(1) pp
Reported net income	19	(155)	nm
Underlying net income ¹	38	40	(5)%

GROWTH (\$ billions)	Q4'22	Q4'21	Change
Total AUM ^{1,3}	209.6	183.9	+14%
Total AUM Net Flows ¹	3.5	9.7	(6.2)B
Fee-earning AUM ¹	164.4	147.9	+11%
Fee-earning AUM Net Flows ¹	5.8	11.5	(5.7)B
AUM not yet earning fees ¹	21.0	18.2	+2.8B
Capital raising ¹	3.0	6.6	(3.6)B
Deployment ¹	6.9	10.9	(4.1)B

Quarterly Highlights

- Fee-related earnings (FRE) up 22% y/y, driven by capital raising and growth in fee-earning AUM
- Underlying net income primarily reflects growth in FRE
- Total AUM of \$210 billion, up 14% y/y, primarily driven by growth in real estate and alternative credit
- AUM not yet earning fees can generate annualized fee revenue of \$180M+, once invested⁴
- Capital raising of \$3.0 billion includes new commitments across all assets classes
- Acquisition of 51% stake⁵ in Advisors Asset Management closed on February 1, 2023; extending SLC Management's alternative investment capabilities to the U.S. high net worth retail market

Canada: A leader in health, wealth, and insurance

Business Group Results

PROFITABILITY (\$ millions)	Q4'22	Q4'21	Change
Reported net income	367	356	+3%
Underlying net income ¹	324	266	+22%
Insurance underlying net income ^{1,2}	239	156	+53%
Wealth underlying net income ^{1,2}	85	110	(23)%
Reported ROE (%) ¹	16.7	17.5	(0.8) pp
Underlying ROE (%) ¹	14.8	13.1	+1.7 pp

	GROWTH (\$ millions)	Q4'22	Q4'21	Change
Insurance	Individual Insurance sales ¹	139	161	(14)%
	Sun Life Health (GB) sales ¹	107	80	+34%
Wealth	Individual Wealth sales ¹	1,713	2,191	(478)M
	Group Retirement sales ^{1,3}	4,871	3,485	+1,386M
	Wealth net flows ^{1,4}	1,043	1,134	(91)M
	Wealth AUM (\$ billions) ^{1,5}	152.4	165.2	(8)%

Quarterly Highlights

- Underlying net income of \$324 million, up 22% y/y:
 - Insurance earnings reflect business growth, improved disability experience, and investment gains
 - Wealth earnings reflect market-related impacts on fee income
- Reported net income up 3% y/y, largely reflecting market impacts
- Strong sales growth in Sun Life Health driven by higher market activity from large case sales
- Group Retirement sales driven by higher retention, reflecting our strong Client value proposition
- Individual Wealth sales impacted by market sentiment
- Transforming retail distribution through:
 - Investments in our Sun Life advisor force to improve experience and productivity
 - Higher engagement with our third-party advisory channel, reflecting the breadth and depth of relationships
 - Expanding our digital channel with recent launch of *Prospr* by Sun Life; 2,300+ Clients registered on the platform since launch

U.S.: A leader in health and benefits

Business Group Results

PROFITABILITY (US\$ millions)	Q4'22	Q4'21	Change
Reported net income	81	68	+19%
Underlying net income ¹	177	56	+216%
Reported ROE (%) ¹	6.2	8.9	(2.7) pp
Underlying ROE (%) ¹	13.6	7.3	+6.3 pp
GB after-tax profit margin (%) ^{1,2,3}	8.4	6.0	+2.4 pp

GROWTH (US\$ millions)	Q4'22	Q4'21	Change
Net premiums – GB & Dental	1,814	1,061	+71%
Fee Income – GB & Dental	97	31	+213%
Employee Benefits sales ^{1,3}	269	184	+46%
Medical Stop-Loss sales ¹	519	594	(13)%
Dental sales ¹	111	31	+258%

Quarterly Highlights (US\$)

- Underlying net income of \$177 million reflecting strong performance across the business, including the contribution of DentaQuest
 - Higher margins in Health & Risk Solutions
 - Improved disability experience in Group Benefits
 - Significant moderation of Covid-related mortality in Group Benefits
- Reported net income of \$81 million includes DentaQuest integration costs and market-related impacts
- Strong sales results in Q4:
 - Technology partnerships and new digital capabilities are driving sales in Employee Benefits and overall Client satisfaction
 - DentaQuest added approximately 3 million members in 2022, growing total membership to 36 million; increasing access for underserved communities
- Continued momentum from DentaQuest acquisition – strong sales and earnings contribution; integration on track

Asia: A regional leader focused on fast-growing markets

Business Group Results

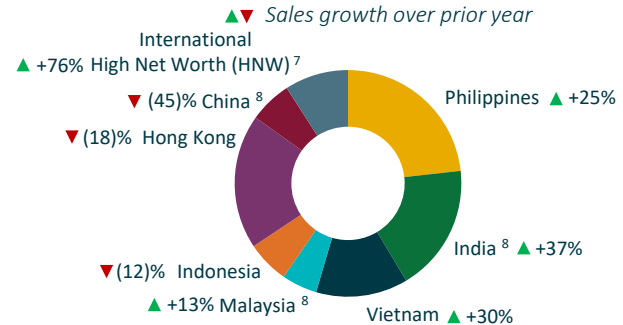
PROFITABILITY	Q4'22	Q4'21	Change	CC
Reported net income (\$ millions)	98	446	(78)%	(79)%
Underlying net income (\$ millions) ²	152	130	+17%	+16%
Insurance underlying net income (\$ millions) ^{2,3}	132	106	+25%	+25%
Wealth underlying net income (\$ millions) ^{2,3}	20	24	(17)%	(18)%
Reported Return on Equity (%) ²	5.5	27.7	(22.2) pp	N/A
Underlying Return on Equity (%) ²	8.6	8.0	+0.6 pp	N/A

GROWTH	Q4'22	Q4'21	Change	CC
Insurance sales (\$ millions) ²	376	345	+9%	+9%
Total Weighted Premium Income ("TWPI") (\$ millions) ²	1,381	1,184	+17%	+16%
Wealth Gross Flows (\$ billions) ^{2,4}	1.8	4.0	(2.3)B	(2.3)B
Wealth Net Flows (\$ billions) ^{2,4}	(0.7)	1.0	(1.7)B	(1.7)B
Wealth AUM (\$ billions) ^{2,4}	35.0	38.2	(8)%	(11)%

Quarterly Highlights (constant currency¹)

- Underlying net income up 16% y/y, driven by solid business growth, partially offset by lower fee-based income reflecting equity market declines
- Solid insurance business growth across our markets with TWPI up 16% y/y, reflecting higher persistency and new sales growth
- Insurance sales growth of 9% y/y:
 - Strong momentum as markets emerge from pandemic restrictions
 - Realizing benefits of our focus on Client experience, new products and digital capabilities in each market
- Wealth flows impacted by investor sentiment
- Continue to drive distribution excellence with a focus on quality distribution – in Vietnam, tripled agency sales and the number of Million Dollar Round Table⁵ qualifiers over the prior year

Q4 2022 Individual Sales by Market^{1,2,6}



Strong 5-yr performance; well positioned for future growth

Medium-term objective ^{1,2}	1-Year	5-Year ³
Underlying ROE ¹ 16%+ (increases to 18%+) ²	15.1%	14.7%
Underlying EPS growth ¹ 8-10%	4%	9%
Underlying dividend payout ratio ^{1,4} 40-50%	44%	41%

Progressing well towards IFRS 17/9 adoption

- No impact on strategy or on the **strong fundamentals of our diversified business mix**
- Key impacts expected on transition:
 - **High single digit decrease¹ in 2022 IFRS 17 underlying net income** as we restate the comparative year
 - **High single digit increase to the LICAT ratio on adoption²**
 - **Underlying ROE medium-term objective increases from 16%+ to 18%+³**
- Q4 dual run in progress; on track for Q1'23 IFRS 17 reporting in May 2023



| Appendix

Sources of earnings

Sources of earnings (SOE) ¹ Common shareholders \$ millions, pre-tax	Reported		Underlying	
	Q4'22	Q4'21	Q4'22	Q4'21
Expected profit on in-force business excluding Asset Mgmt.	620	547	620	547
Impact of new business	27	38	27	38
Experience gains/(losses)	(169)	(10)	96	(164)
Assumption changes and management actions (ACMA)	67	(23)	-	-
Earnings on surplus ²	57	68	65	69
Other	(97)	340	-	-
Pre-tax earnings excluding Asset Mgmt.	505	960	808	490
Asset Management	439	226	430	499
Earnings before income taxes	944	1,186	1,238	989
Income tax (expense) or recovery ³	56	(70)	(199)	(53)
Dividends on preferred shares and distributions on other equity instruments; and non-controlling interest	(49)	(38)	(49)	(38)
Total Company net income – Common shareholders	951	1,078	990	898

SOE highlights

- Expected profit up 10% in constant currency⁴, driven by health and protection business growth
- Reported experience driven by market-related impacts
- Underlying experience driven by morbidity and investing activity gains, partially offset by mortality and expenses
- Earnings on surplus includes higher investment income, offset by AFS losses and higher debt costs
- Other primarily includes DentaQuest integration costs; prior year included realized gains from the IPO of our India asset management joint venture

SOE¹ experience gains/ (losses) - details

\$ millions	Q4'22 Pre-tax	Q4'21 Pre-tax	Q4'22 Post-tax	Q4'21 Post-tax
Net equity market impact ²	(1)	140	(29)	107
Net interest rate impact ²	(180)	(88)	(35)	(35)
Impact of changes in the fair value of investment properties ²	(84)	102	(65)	85
Market-related impacts²	(265)	154	(129)	157
Impact of investment activity on insurance contract liabilities	75	13	59	14
Credit	21	39	18	32
Mortality	(58)	(87)	(47)	(71)
Morbidity	121	(45)	92	(34)
Lapse and other policyholder behaviour	-	(11)	(2)	(10)
Expenses	(39)	(61)	(28)	(47)
Other	(24)	(12)	(4)	(1)
Other notable items	96	(164)	88	(117)
Experience gains/(losses)	(169)	(10)	(41)	40

¹ Sources of earnings are prepared in accordance with the OSFI Guideline D-9, Sources of Earnings Disclosures. For an explanation of the SOE components, refer to Non-IFRS Financial Measures section in the appendix to these slides and in our 2022 Annual MD&A.

² Excluding amounts in earnings on surplus shown in market related impacts on slide 20. Pre-tax: Q4'22 excludes \$(3)m impact for changes in the fair value of investment properties and \$(5)m equity held in surplus; Q4'21 excludes \$(1)m impact for changes in the fair value of investment properties held in surplus. Post-tax: Q4'22 excludes \$(2)m impact for changes in the fair value of investment properties and \$(5)m equity held in surplus; Q4'21 excludes interest impacts of \$(1)m.

Reconciliation of underlying net income

\$ millions	Q4'22 Pre-tax	Q4'22 Post-tax
Reported net income		951
Net equity market impact (including basis risk impact of \$14 million) ¹	(6)	(34)
Net interest rate impact (including credit spread impact of \$(16) million and swap spread impact of \$4 million) ¹	(180)	(35)
Impact of changes in the fair value of investment properties	(87)	(67)
Market-related impacts	(273)	(136)
Assumption changes and management actions ²	67	54
Other ³	(88)	43
Underlying net income²		990

Differences between pre- and post-tax results reflect mix of business based on the Company's global operations, and the impact of tax efficient assets in investment strategies

¹ Amounts provided for basis risk, credit spread, and swap spread are after-tax.

² Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our 2022 Annual MD&A.

³ Represents MFS fair value adjustments on share-based payment awards, acquisition, integration and restructuring costs, and other items that are unusual or exceptional in nature.

Market movements and impacts in the quarter

Market Movements	Q4'22	Q3'22	Q4'21
S&P/ TSX	+5.1%	(2.2)%	+5.7%
S&P 500	+7.1%	(5.3)%	+10.6%
CA 10 - year	+13 bps	(5) bps	(8) bps
CA 30 - year	+18 bps	(4) bps	(31) bps
US 10 - year	+5 bps	+82 bps	+2 bps

Earnings on Surplus (\$millions, pre-tax)	Q4'22	Q3'22	Q4'21
Investment income	155	164	116
AFS gains / (losses)	(25)	4	(2)
Seed investment gains / (losses)	7	(5)	1
Investment properties mark-to market	(3)	3	(1)
Interest on debt	(77)	(65)	(46)
Total	57	101	68

Equity Market Impacts (\$millions, post-tax)	Q4'22	Q3'22	Q4'21
Equity market movement and volatility	(48)	(53)	97
Basis risk	14	5	10
Total	(34)	(48)	107

Interest Impacts (\$millions, post-tax)	Q4'22	Q3'22	Q4'21
Interest rate changes	(23)	(123)	(35)
Credit spread movements	(16)	6	3
Swap spread movements	4	2	(4)
Total	(35)	(115)	(36)

Credit-Related Impacts (\$millions, post-tax)	Q4'22	Q3'22	Q4'21
Changes in ratings	3	(4)	11
Impairments, net of recoveries	(13)	(2)	(8)
Release of best estimate credit	28	28	29
Total	18	22	32

Use of Non-IFRS Financial Measures

We report certain financial information using non-IFRS financial measures, as we believe that these measures provide information that is useful to investors in understanding our performance and facilitate a comparison of our quarterly and full year results from period to period. These non-IFRS financial measures do not have any standardized meaning and may not be comparable with similar measures used by other companies. For certain non-IFRS financial measures, there are no directly comparable amounts under IFRS. These non-IFRS financial measures should not be viewed in isolation from or as alternatives to measures of financial performance determined in accordance with IFRS. Additional information concerning non-IFRS financial measures and, if applicable, reconciliations to the closest IFRS measures are available in section L - Non-IFRS Financial Measures of our Annual MD&A for the period ended December 31, 2022 ("2022 Annual MD&A") and the Supplementary Financial Information packages that are available on www.sunlife.com under Investors – Financial results and reports.

Non-IFRS Financial Measures

Underlying net income (loss) and financial measures based on underlying net income (loss), including underlying EPS or underlying loss per share, and underlying ROE, are non-IFRS financial measures. Underlying net income (loss) removes from reported net income (loss) the impacts of the following items in our results under IFRS and when removed assist in explaining our results from period to period:

- (a) market-related impacts that differ from our best estimate assumptions, which include: (i) impacts of returns in equity markets, net of hedging, for which our best estimate assumptions are approximately 2% per quarter. This also includes the impact of the basis risk inherent in our hedging program, which is the difference between the return on underlying funds of products that provide benefit guarantees and the return on the derivative assets used to hedge those benefit guarantees; (ii) the impacts of changes in interest rates in the reporting period and on the value of derivative instruments used in our hedging programs including changes in credit and swap spreads, and any changes to the assumed fixed income reinvestment rates in determining the actuarial liabilities; (iii) the impacts of changes in the fair value of investment properties in the reporting period; and (iv) tax-exempt investment income¹;
- (b) assumption changes and management actions, which include: (i) the impacts of revisions to the methods and assumptions used in determining our liabilities for insurance contracts and investment contracts; and (ii) the impacts on insurance contracts and investment contracts of actions taken by management in the current reporting period, referred to as management actions which include, for example, changes in the prices of in-force products, new or revised reinsurance on in-force business, and material changes to investment policies for assets supporting our liabilities; and
- (c) other adjustments:
 - (i) fair value adjustments on MFS' share-based payment awards that are settled with MFS' own shares and accounted for as liabilities and measured at fair value each reporting period until they are vested, exercised and repurchased - this adjustment enhances the comparability of MFS' results with publicly traded asset managers in the United States;
 - (ii) acquisition, integration and restructuring costs - this adjustment enhances comparability of our results from period to period, by removing the impacts of costs, including the unwinding of the discount for certain liabilities related to acquisitions, that are not ongoing in nature and are incurred with the intent to generate benefits in future periods;
 - (iii) certain hedges in Canada that do not qualify for hedge accounting - this adjustment enhances the comparability of our results from period to period, as it reduces volatility to the extent it will be offset over the duration of the hedges; and
 - (iv) other items that are unusual or exceptional in nature.

All factors discussed in this presentation that impact our underlying net income are also applicable to reported net income.

All EPS measures in this presentation refer to fully diluted EPS, unless otherwise stated. Underlying EPS excludes the dilutive impacts of convertible instruments.

Other non-IFRS financial measures that we use include reported ROE, administrative services only ("ASO") premium and deposit equivalents, retail fund assets and sales, institutional fund assets and sales, insurance and health sales, assets under management ("AUM"), assets under administration, average net assets, pre-tax net operating margin, measures based on a currency adjusted basis, financial leverage ratio, underlying dividend payout ratio, impacts of foreign exchange translation, real estate market sensitivities, assumption changes and management actions, value of new business, after-tax profit margin for U.S. Group Benefits, fee-related earnings, pre-tax fee-related earnings margin, fee-earning AUM, AUM not yet earning fees, capital raising, deployment and effective income tax rate on an underlying net income basis.

¹The removal of tax-exempt investment income differing from our best estimate has been applied prospectively, effective Q4'22.

Forward-Looking Statements

From time to time, the Company makes written or oral forward-looking statements within the meaning of certain securities laws, including the "safe harbour" provisions of the United States Private Securities Litigation Reform Act of 1995 and applicable Canadian securities legislation. Forward-looking statements contained in this presentation include statements (i) relating to our strategies; (ii) relating to our intention to divest Sun Life UK; (iii) relating to the distribution of our products under our bancassurance partnership in Hong Kong with Dah Sing Bank; (iv) relating to the expected impacts of the adoption of IFRS 17 and IFRS 9; (v) relating to our growth initiatives and other business objectives; (vi) relating to our targets and commitments (including with respect to net zero emissions); (vii) relating to the plans we have implemented in response to the COVID-19 pandemic and related economic conditions and their impact on the Company; (viii) relating to our expected tax range for future years; (ix) set out in our 2022 Annual MD&A under the heading 1 - Risk Management - Market Risk Sensitivities - Interest Rate Sensitivities; (x) that are predictive in nature or that depend upon or refer to future events or conditions; and (xi) that include words such as "achieve", "aim", "ambition", "anticipate", "aspiration", "assumption", "believe", "could", "estimate", "expect", "goal", "initiatives", "intend", "may", "objective", "outlook", "plan", "project", "seek", "should", "strategy", "strive", "target", "will", and similar expressions. Forward-looking statements include the information concerning our possible or assumed future results of operations. These statements represent our current expectations, estimates, and projections regarding future events and are not historical facts, and remain subject to change, particularly in light of the ongoing and developing COVID-19 pandemic and its impact on the global economy and its uncertain impact on our business.

Forward-Looking Statements continued

Forward-looking statements are not a guarantee of future performance and involve risks and uncertainties that are difficult to predict. Future results and shareholder value may differ materially from those expressed in these forward-looking statements. In addition, as Sun Life works to advance its climate goals, external factors outside of Sun Life's reasonable control may act as constraints on their achievement, including varying decarbonization efforts across economies, the need for thoughtful climate policies around the world, more and better data, reasonably supported methodologies, technological advancements, the evolution of consumer behaviour, the challenges of balancing interim emissions goals with an orderly and just transition, and other significant considerations such as legal and regulatory obligations. Other factors that may cause actual results and shareholder value to differ materially from those expressed in the forward-looking statements include the impact of the COVID-19 pandemic and related economic conditions on our operations, liquidity, financial conditions or results and the matters set out in our 2022 Annual MD&A under the headings D - Profitability - S - Income taxes, F - Financial Strength and J - Risk Management and in SLF Inc.'s 2022 AIF under the heading Risk Factors, and the factors detailed in SLF Inc.'s other filings with Canadian and U.S. securities regulators, which are available for review at www.sedar.com and www.sec.gov, respectively.

Risk Factors

Important risk factors that could cause our assumptions and estimates, and expectations and projections to be inaccurate and our actual results or events to differ materially from those expressed in or implied by the forward-looking statements contained in this presentation, are set out below. The realization of our forward-looking statements, essentially depends on our business performance which, in turn, is subject to many risks. Factors that could cause actual results to differ materially from expectations include, but are not limited to: **market risks** - related to the performance of equity markets; changes or volatility in interest rates or credit spreads or swap spreads; real estate investments; fluctuations in foreign currency exchange rates; and inflation; **insurance risks** - related to policyholder behaviour; mortality experience, morbidity experience and longevity; product design and pricing; the impact of higher-than-expected future expenses; and the availability, cost and effectiveness of reinsurance; **credit risks** - related to issuers of securities held in our investment portfolio, debtors, structured securities, reinsurers, counterparties, other financial institutions and other entities; **business and strategic risks** - related to global economic and political conditions; the design and implementation of business strategies; changes in distribution channels or Client behaviour including risks relating to market conduct by intermediaries and agents; the performance of our investments and investment portfolios managed for Clients such as segregated and mutual funds; shifts in investing trends and Client preference towards products that differ from our investment products and strategies; changes in the legal or regulatory environment, including capital requirements and tax laws; the environment, environmental laws and regulations; **operational risks** - related to breaches or failure of information system security and privacy, including cyber-attacks; our ability to attract and retain employees; legal, regulatory compliance and market conduct, including the impact of regulatory inquiries and investigations; the execution and integration of mergers, acquisitions, strategic investments and divestitures; our information technology infrastructure; a failure of information systems and Internet-enabled technology; dependence on third-party relationships, including outsourcing arrangements; business continuity; model errors; information management; **liquidity risks** - the possibility that we will not be able to fund all cash outflow commitments as they fall due; and **other risks** - COVID-19 matters, including its impact on the global economy, and its impact on Sun Life's business, financial condition and or results; risks associated with IFRS 17 Insurance Contracts and IFRS 9 Financial Instruments; our international operations, including our joint ventures; market conditions that affect our capital position or ability to raise capital; downgrades in financial strength or credit ratings; and tax matters, including estimates and judgements used in calculating taxes.

The following risk factors are related to our intention to divest Sun Life UK that could have a material adverse effect on our forward-looking statements: (1) the ability of the parties to complete the transaction; (2) the failure of the parties to obtain necessary consents and approvals or to otherwise satisfy the conditions to the completion of the transaction in a timely manner, or at all; (3) our ability to realize the financial and strategic benefits of the transaction; and (4) the impact of the announcement of the transaction and the dedication of our resources to completing the transaction. Each of these risks could have an impact on our business relationships (including with future and prospective employees, Clients, distributors and partners) and could have a material adverse effect on our current and future operations, financial conditions and prospects.

The Company does not undertake any obligation to update or revise its forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events, except as required by law.

Footnotes

From slide 4

² Life Insurance Capital Adequacy Test ("LICAT") ratio of SLF Inc.; our LICAT ratios are calculated in accordance with OSFI-mandated guideline, Life Insurance Capital Adequacy Test.

³ Business Mix based on underlying net income, excluding corporate support and business group support functions. Wealth & Asset Management includes Canada individual wealth, Group Retirement Services and Sun Life Global Investments (SLGI), Asia wealth, and Asset Management; Group & Shorter Duration Insurance includes Canada Sun Life Health and U.S. Group Benefits, U.S. Dental, UK, and Asia insurance (excluding International). Refer to the reconciliation of underlying to reported net income below:

(C\$ millions)	Traditional Insurance	Wealth & Asset Management	Group & Shorter Duration Insurance	Subtotal	Other*	Total
Q4'22 Reported net income (loss)	120	453	244	817	134	951
Items excluded from underlying net income	(92)	37	(163)	(218)	179	(39)
Q4'22 Underlying net income (loss)	212	416	407	1,035	(45)	990
Percentage of underlying net income (excluding Other)	21%	40%	39%	100%		

*Includes Corporate Support and Business Group support functions

From slide 5

² As reported by ISS Market Intelligence Simfund based on AUM as at December 31, 2022.

³ Percentage change is reported on a constant currency basis, which excludes the impacts of foreign exchange translation.

Footnotes continued

From slide 8

² All EPS measures refer to fully diluted EPS, unless otherwise stated.

³ LICAT ratio of SLF and of Sun Life Assurance Company of Canada ("SLA"). Our LICAT ratios are calculated in accordance with OSFI-mandated guideline, Life Insurance Capital Adequacy Test.

⁴ SLA is SLF Inc.'s principal operating life insurance subsidiary.

⁵ Book value per share

⁶ Loans related to acquisitions have been included as an adjustment to Cash and other liquid assets, as they reflect funding for the DentaQuest acquisition.

⁷ Represents available funds for capital re-deployment.

From slide 10

² Pre-tax gross operating margin was 35% in Q4 2022 and 38% in Q4 2021.

³ Effective October 1, 2022, the classification of an MFS fund has changed from Institutional to Retail. Other retail and trust accounts have also been reclassified from Institutional to Retail. Prior periods have been restated.

From slide 11

² Calculated on a last twelve-month basis.

³ Total AUM including the General Account was \$355 billion.

⁴ This statement is a forward-looking statement within the meaning of applicable securities laws. For more information, refer to "Forward-looking Statements" and "Risk Factors" on slides 22 and 23.

⁵ On a fully diluted basis.

From slide 12

² Wealth & Insurance Underlying Net Income reconciliation:

(\$ millions)	Q4'22			Q4'21		
	Insurance – Canada	Wealth – Canada	Total Canada	Insurance – Canada	Wealth – Canada	Total Canada
Reported net income (loss) – Common shareholders	240	127	367	217	139	356
Less: Market-related impacts (pre-tax)	(72)	(38)	(110)	66	5	71
ACMA (pre-tax)	17	30	47	2	-	2
Other adjustments (pre-tax)	(1)	-	(1)	(3)	-	(3)
Tax expense (benefit) on above items	57	50	107	(4)	24	20
Underlying net income (loss)	239	85	324	156	110	266

³ Group Retirement Services sales including Retained sales (Q4 2022: \$2,486 million, Q4 2021: \$638 million).

⁴ Wealth net flows includes flows in Individual Wealth and GRS business AUM.

⁵ Wealth AUM includes General Fund assets, Segregated Fund assets, and Other AUM associated with Individual Wealth and GRS business units. Reconciliation:

(\$ billions)	Q4'22	Q4'21
Wealth assets under management		
Segregated funds	109.1	121.1
General funds	110.9	110.5
Less general funds - insurance	73.7	73.8
General funds - Wealth	37.2	36.7
Other assets under management	6.1	7.4
Total wealth assets under management	152.4	165.2

From slide 13

² The after-tax profit margin is a non-IFRS financial measure and is calculated on underlying net income as a percentage of net premiums on a trailing four-quarters basis.

³ Effective Q2 2022, we began reporting on the performance and results of our Dental business unit, which represents our existing dental and vision business within Group Benefits together with DentaQuest Group, Inc. ("DentaQuest"), acquired on June 1, 2022. We have updated prior periods to reflect this change in presentation.

Footnotes continued

From slide 14

¹ Percentage change is reported on a constant currency basis, which excludes the impacts of foreign exchange translation. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our 2022 Annual MD&A.

² Represents a non-IFRS financial measure. Refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our 2022 Annual MD&A.

³ Wealth & Insurance underlying net income reconciliation:

(\$ millions)	Q4'22			Q4'21		
	Insurance – Asia	Wealth – Asia	Total Asia	Insurance – Asia	Wealth – Asia	Total Asia
Reported net income (loss) – Common shareholders	71	27	98	125	321	446
Less: Market-related impacts (pre-tax)	(94)	7	(87)	28	1	29
ACMA (pre-tax)	16	-	16	(2)	-	(2)
Other adjustments (pre-tax)	17	-	17	(1)	354	353
Tax expense (benefit) on above items	-	-	-	(6)	(58)	(64)
Underlying net income (loss)	132	20	152	106	24	130

⁴ Wealth net flows and Wealth AUM includes net flows and assets under management of Hong Kong Wealth, Philippines mutual and managed funds, China individual wealth and Aditya Birla Sun Life AMC Limited equity and fixed income mutual funds based on our proportionate equity interest.

⁵ Million Dollar Round Table ("MDRT"), a global independent association of the world's leading life insurance and financial services professionals

⁶ Chart excludes group insurance sales.

⁷ Includes International and Singapore.

⁸ Sales for China, India, and Malaysia joint ventures based on our proportionate equity interest.

From slide 15

¹ Although considered reasonable, we may not be able to achieve our medium-term financial objectives as our assumptions may prove to be inaccurate. Accordingly, our actual results could differ materially from our medium-term financial objectives as described on the slide. Our medium-term financial objectives do not constitute guidance. Our medium-term financial objectives are forward-looking non-IFRS financial measures and additional information is provided on slides 22 and 23 and in section O - Forward-looking Statements - Medium-Term Financial Objectives of our MD&A for the period ended December 31, 2022 ("2022 Annual MD&A").

³ Underlying EPS growth is calculated using a compound annual growth rate. Underlying ROE and dividend payout ratio are calculated using an average.

⁴ Underlying dividend payout ratio represents the ratio of common shareholders' dividends to underlying net income. See section I - Capital and Liquidity Management - 3 - Shareholder Dividends in our MD&A for the period ended December 31, 2022 ("2022 Annual MD&A") for further information regarding dividends.

From slide 16

¹ Although considered reasonable, we may not be able to achieve our medium-term financial objectives as our assumptions may prove to be inaccurate. Accordingly, our actual results could differ materially from our medium-term financial objectives as described on the slide. Our medium-term financial objectives do not constitute guidance. Our medium-term financial objectives are forward-looking non-IFRS financial measures and additional information is provided on slides 22 and 23 and in section O - Forward-looking Statements - Medium-Term Financial Objectives of our MD&A for the period ended December 31, 2022 ("2022 Annual MD&A").

From slide 18

¹ Sources of earnings are prepared in accordance with the OSFI Guideline D-9, Sources of Earnings Disclosures. For an explanation of the SOE components, refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our 2022 Annual MD&A.

² Reported Earnings on surplus: Q4 2022 includes \$(2)m impact for changes in the fair value of investment properties and \$(5)m equity held in surplus; Q4'21 includes \$1m impact for changes in the fair value of investment properties held in surplus.

³ Effective tax rate on reported net income was (1.0)% in Q4 2022 (4.2% in Q4 2021) and underlying net income was 16.1% in Q4 2022 (4.8% in Q4 2021).

⁴ Percentage change is reported on a constant currency basis, which excludes the impacts of foreign exchange translation. For more information about these non-IFRS financial measures, refer to the Non-IFRS Financial Measures section in the appendix to these slides and in our 2022 Annual MD&A.