



Financial and Operating Results
Supplementary Financial Information - [SHELL](#)

Sun Life Financial Inc. (unaudited)
For the period ended March 31, 2023

SUPPLEMENTARY FINANCIAL INFORMATION
TABLE OF CONTENTS

	Page		Page
Non-IFRS Financial Measures	1	Investments	
		Debt and Equity Securities	26
Financial Highlights	2-3	Properties, Mortgages & Loans and Derivatives	27
Consolidated Financial Statements		Expenses	
Statements of Operations	4	Operating Expenses and Commissions	28
Drivers of Earnings	5	Interest Expense	28
Underlying Net Income by Business Type	5	Financial Strength and Capital Adequacy	
Statements of Financial Position	6	Financial Strength and Debt Ratings	29
Statements of Equity	7	General Information	30
LICAT Ratio – Sun Life Financial Inc. and Capital	8		
Contractual Service Margin Movement Analysis	9		
Segmented Results (Business Groups & Associated Business Units)		Appendix	
Asset Management	10	Net Income Reconciliations	31-35
MFS	11	SLC Management Reported Net Income Reconciliation	36
SLC Management	12-13	Diluted Earnings Per Share Reconciliation	37
Canada	14-15	Drivers of Earnings Reconciliations	38-42
Canada Business Unit Summary	16	Non-IFRS Financial Measures Glossary	43
U.S.	17-20		
U.S. Business Unit Summary	21		
Asia	22-23		
Asia Business Unit Summary	24		
Corporate	25		

PAGE LEFT INTENTIONALLY BLANK

PAGE LEFT INTENTIONALLY BLANK

FINANCIAL HIGHLIGHTS (C\$ millions, unless otherwise noted)	For the Quarter Ended				For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
RESULTS						
Underlying Net Income by Segment ⁽¹⁾						
Asset Management	1					
Canada	2					
U.S.	3					
Asia	4					
Corporate	5					
Total underlying net income ⁽¹⁾	6					
Reported Net Income - Common Shareholders by Segment						
Asset Management	7					
Canada	8					
U.S.	9					
Asia	10					
Corporate	11					
Total reported net income - Common shareholders	12					
Profitability Measures						
Basic earnings per common share (EPS)						
Reported	13					
Diluted earnings per common share						
Underlying	14					
Reported	15					
Return on equity - underlying ⁽²⁾	16					
Return on equity - reported ⁽²⁾	17					
Dividend per common share (\$)	18					
Dividend payout ratio ⁽³⁾	19					
Underlying	20					
Reported	21					
Dividend yield ⁽⁴⁾	22					
Valuation Data						
Book value per common share ⁽⁵⁾	23					
Book value per common share excluding AOCI	24					
Tangible book value per common share	25					
Price-to-book value (times)	26					
Total market capitalization (TSX in \$ billions)	27					
Common Share Information (SLF on TSX)						
High (intraday)	28					
Low (intraday)	29					
Close (end of period)	30					
Financial Strength						
SLF LICAT ratio ⁽⁶⁾	31					
SLA LICAT ratio ⁽⁶⁾	32					
Financial leverage ratio ⁽⁷⁾	33					
Sales, Gross Flows and Net Flows ⁽⁸⁾						
Wealth sales and asset management gross flows	34					
Net wealth sales and net asset management flows	35					
Individual - Protection sales	36					
Group - Health & Protection sales	37					

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on pages 31 to 34 of this document for the pre-tax adjustments to underlying net income as well as Section L, Non-IFRS Financial Measures, 2, Underlying Net Income and Underlying EPS and 4, Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Return on equity - reported and underlying are non-IFRS financial measures that is determined as reported net income (loss) and underlying net income (loss) divided by the total weighted average common shareholders' equity for the period. Refer to Section L, Non-IFRS Financial Measures, 3, Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details on the composition of the measure.

⁽³⁾ Dividend payout ratio is a non-IFRS financial measure and the calculation methodology is dividends paid per share to diluted reported EPS and diluted underlying EPS, respectively. Refer to Section L, Non-IFRS Financial Measures, 3, Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details on the measure.

⁽⁴⁾ The quarterly dividend yield calculation represents the annualized dividend per share in the quarter over the daily average share price in the quarter. The annual dividend calculation represents the dividend paid in the year over the daily average share price for the year.

⁽⁵⁾ Book value per share is calculated as common shareholders' equity divided by the number of common shares outstanding at the end of the period.

⁽⁶⁾ LICAT is defined as Life Insurance Capital Adequacy Test. LICAT ratios are disclosed according to OSFI's LICAT 2023 guideline effective January 1, 2023. The guideline specifies that available capital for LICAT purposes includes Contractual service margin, and prior period restatements and resubmissions are not mandated.

⁽⁷⁾ Financial leverage ratio, which is the total debt to capital ratio, is a non-IFRS financial measure. Effective January 1, 2023, the calculation for financial leverage ratio was updated to include the Contractual service margin balance in the denominator. This measure has not been restated for periods in 2022 and earlier as IFRS 17 and IFRS 9 were not the accounting standards in effect and therefore, were not applicable to our capital management practices at the time. Refer to Section L, Non-IFRS Financial Measures, 3, Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details on the composition of the measure.

⁽⁸⁾ Sales, gross flows and net flows are non-IFRS financial measures. Refer to Section L, Non-IFRS Financial Measures, 3, Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for the composition of the measures.

FINANCIAL HIGHLIGHTS CONTINUED

	At and For the Quarter Ended					At and For the
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Year Ended 2022
Number of Common Shares Outstanding (in millions) ⁽¹⁾						
At beginning of period	1					
Common shares issued	2					
Common shares purchased and cancelled	3					
At end of period	4					
Weighted average shares outstanding - basic	5					
Weighted average shares outstanding - diluted ⁽²⁾	6					
Assets Under Management and Administration (AUMA) ⁽³⁾⁽⁴⁾						
General funds	7					
Segregated funds	8					
Other assets under management						
Retail	9					
Institutional and managed & other	10					
Consolidation adjustments	11					
Total other assets under management	12					
Total assets under management	13					
Total assets under administration ⁽⁴⁾	14					
Total AUMA ⁽³⁾⁽⁴⁾	15					
Select Constant Currency Measures ⁽⁵⁾						
Underlying net income	16					
Reported net income ⁽⁵⁾	17					
Wealth sales and asset management gross flows	18					
Net wealth sales and net asset management flows	19					
Assets under management	20					
Individual - Protection sales	21					
Group - Health & Protection sales	22					
Underlying earnings per share - Diluted	23					
Reported earnings per share - Diluted ⁽⁵⁾	24					

⁽¹⁾ Certain numbers have been rounded in order to arrive at the number of common shares outstanding at end of period.

⁽²⁾ The number of diluted shares outstanding reflect the impact of dilution from the Sun Life Exchangeable Capital Securities (SLEECs) under IFRS. Where the calculation of diluted EPS has resulted in anti-dilution, the dilutive impact of the SLEECs has been excluded in the number of weighted average number of shares outstanding.

⁽³⁾ Assets under management is a non-IFRS financial measure that indicates the size of our Company's asset management, wealth and insurance assets. Refer to Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details on the composition of the measure.

⁽⁴⁾ Assets under administration (AUA) is a non-IFRS financial measure that represents Client assets for which the Company provides administrative services. In Canada, AUA includes mutual fund dealers' assets in Individual Wealth and administrative services assets in Group Retirement Services. In Asia, AUA includes administrative services assets in China and Hong Kong. In SLC Management, AUA includes certain mutual funds and managed funds distributed by Advisors Asset Management, where asset management services are not provided.

⁽⁵⁾ Constant currency measures are non-IFRS financial measures that exclude the impacts of foreign exchange translation to assist in comparing our results from period to period. Refer to Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details and Non-IFRS Financial Measures Glossary on page 43 of this document for a reconciliation of constant currency reported net income and reported earnings per share - diluted.

CONSOLIDATED STATEMENTS OF OPERATIONS

(C\$ millions)

	For the Quarter Ended				For the Year Ended
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	2022
Insurance Service Result					
Insurance revenue	1				
Insurance service expenses	2				
Reinsurance contract held net income (expenses)	3				
Net insurance service result	4				
Investment Result					
Investment result excluding result for account of segregated fund holders:					
Net investment income (loss)	5				
Insurance finance income (expenses) from insurance contracts issued	6				
Insurance finance income (expenses) from reinsurance contracts held	7				
Decrease (increase) in investment contract liabilities	8				
Net investment result excluding result for account of segregated fund holders	9				
Investment result for insurance contracts for account of segregated fund holders:					
Investment income (loss) on investments for account of segregated fund holders	10				
Insurance finance income (expenses)	11				
Net investment result for insurance contracts for account of segregated fund holders	12				
Net investment result	13				
Fee income	14				
Other Expenses					
Operating expenses and commissions	15				
Interest expenses	16				
Total other expenses	17				
Income before income taxes	18				
Less: Income tax expense (benefit)	19				
Total net income	20				
Less: Net income (loss) allocated to the participating account	21				
Less: Net income (loss) attributable to non-controlling interest (NCI)	22				
Net income - Shareholders	23				
Less: Preferred shareholders' dividends and distributions on other equity instruments	24				
Reported net income - Common shareholders	25				
Underlying net income ⁽¹⁾	26				

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 31 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

COMMON SHAREHOLDERS' DRIVERS OF EARNINGS - Total Company ⁽¹⁾	For the Quarter Ended					For the Year
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Ended 2022
(C\$ millions)						
Risk adjustment release	1					
Contractual service margin recognized for services provided	2					
Expected earnings on short-term (group) insurance business	3					
Expected insurance earnings	4					
Impact of new insurance business	5					
Experience gains (losses)	6					
Net insurance service result - Underlying	7					
Expected investment earnings	8					
Credit experience	9					
Earnings on surplus	10					
Joint ventures & other	11					
Net investment results - Underlying	12					
Asset Management - underlying	13					
Other fee income	14					
Other expenses - adjusted	15					
Income tax (expense) or recovery	16					
Dividends, distributions, NCI ⁽²⁾	17					
Underlying net income ⁽³⁾	18					
Add: Non-underlying net income adjustments ⁽³⁾ (post-tax):						
<i>Market-related impacts</i>	19					
<i>Assumption changes and management actions (ACMA)</i>	20					
<i>Other adjustments:</i>						
<i>Management's ownership of MFS' shares</i>	21					
<i>Acquisition, integration and restructuring</i>	22					
<i>Intangible asset amortization</i>	23					
<i>Other</i>	24					
Reported net income - Common shareholders	25					

UNDERLYING NET INCOME BY BUSINESS TYPE ⁽⁴⁾ - Total Company	For the Quarter Ended					For the Year
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Ended 2022
Wealth & asset management ⁽⁵⁾	26					
Group - Health & protection ⁽⁶⁾	27					
Individual - Protection ⁽⁷⁾	28					
Corporate expenses & other	29					
Underlying net income	30					
Add: <i>Market-related impacts</i>	31					
ACMA	32					
Other adjustments	33					
Reported net income - Common shareholders	34					

EXCHANGE RATES - Average for the period						
U.S. Dollar	35					

⁽¹⁾ For more information on Drivers of Earnings (DOE), see Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures under the heading Driver of Earnings of the Company's Q1 2023 MD&A.

⁽²⁾ Dividends on preferred shares, distributions on other equity instruments, and non-controlling interests (Dividends, distributions, NCI)

⁽³⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 36 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽⁴⁾ Underlying net income by business type is a non-IFRS Financial measure. Refer to Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details.

⁽⁵⁾ Wealth & asset management include MFS, SLC Management, Individual Wealth and Group Retirement Services in Canada, Hong Kong's mandatory provident funds, the Philippines' mutual and managed funds and India and China wealth joint ventures.

⁽⁶⁾ Group - Health & protection includes Sun Life Health in Canada, and Group Benefits and Dental in the U.S.

⁽⁷⁾ Individual - Protection includes Individual Insurance in Canada, In-force Management in the U.S., and insurance businesses in the Philippines, Indonesia, Hong Kong and Vietnam. India, Malaysia and China insurance joint ventures are also included, as well as High Net Worth insurance businesses in International and Singapore, and International Wealth, Reinsurance and UK run-off businesses.

STATEMENTS OF FINANCIAL POSITION

(C\$ millions)

Assets

Cash, cash equivalents and short-term securities
 Debt securities
 Equity securities
 Mortgages and loans
 Derivative assets
 Other financial invested assets

Financial assets

Investment properties
 Other non-financial invested assets

Invested assets

Other assets
 Reinsurance contract held assets
 Insurance contract assets
 Deferred tax assets
 Intangible assets
 Goodwill

Total general fund assets

Investments for account of segregated fund holders

Total assets

Liabilities and Equity

Liabilities

Insurance contract liabilities excluding those for account of segregated fund holders
 Reinsurance contract held liabilities
 Investment contract liabilities
 Derivative liabilities
 Deferred tax liabilities
 Other liabilities
 Senior debentures
 Senior debentures - innovative capital instruments
 Subordinated debt

Total general fund liabilities

Insurance contract liabilities for account of segregated fund holders
 Investment contract liabilities for account of segregated fund holders

Total liabilities

Equity

Issued share capital and contributed surplus
 Shareholders' retained earnings and accumulated other comprehensive income
 Total shareholders' equity
 Equity in the participating account
 Non-controlling interests' equity

Total equity

Total liabilities and equity

EXCHANGE RATES - Period end rates

U.S. Dollar

At the Quarter Ended As at

Q1 2023 Q4 2022 Q3 2022 Q2 2022 Q1 2022 January 1, 2022

1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
36						
37						
38						
39						
40						

STATEMENTS OF TOTAL SHAREHOLDERS' EQUITY

(C\$ millions)

	For the Quarter Ended				For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
Preferred shares	1					
Common Shares						
Balance, beginning of period	2					
Stock options exercised	3					
Common shares purchased for cancellation	4					
Common shares issued as consideration for business acquisition	5					
Balance, end of period	6					
Contributed Surplus						
Balance, beginning of period	7					
Share-based payments	8					
Stock options exercised	9					
Balance, end of period	10					
Retained Earnings						
Balance, beginning of period	11					
Adjustment for changes in accounting policies ⁽¹⁾	12					
Balance, beginning of period, after change in accounting policy	13					
Net Income (loss)	14					
Dividends on common shares	15					
Dividends on preferred shares and distributions on other equity instruments	16					
Common shares purchased for cancellation	17					
Change attributable to acquisition	18					
Balance, end of period	19					
Accumulated Other Comprehensive Income (loss), net of taxes						
Balance, beginning of period	20					
Adjustment for changes in accounting policies ⁽¹⁾	21					
Balance, beginning of period, after change in accounting policy	22					
Total Other Comprehensive Income (loss) for the period	23					
Balance, end of period	24					
Total Shareholders' equity, end of period	25					

⁽¹⁾ For additional details on the adjustment of changes related to IFRS 17 and IFRS 9, refer to the Consolidated Statements of Changes in Equity and Note 2. Changes in Accounting Policies of the Company's Q1 2023 Consolidated Financial Statements and Notes

LICAT RATIO - SUN LIFE FINANCIAL INC. ⁽¹⁾

(C\$ millions)

**At the
Quarter
Ended**

Q1 2023

CAPITAL RESOURCES

Tier 1 Capital

Adjusted retained earnings and contributed surplus (includes contractual service margin)

1

Adjusted accumulated other comprehensive income

2

Common & preferred shares and other equity instruments

3

Innovative instruments

4

Other

5

Less:

Goodwill

6

Tier 1 deductions

7

Net Tier 1 capital

8

Tier 2 Capital

Preferred shares and subordinated debt

9

Other Tier 2

10

Less:

Tier 2 deductions

11

Net Tier 2 Capital

12

Surplus allowance and eligible deposits

13

Total capital resources

14

CAPITAL REQUIREMENTS

Credit risk

15

Market risk

16

Insurance risk

17

Total non-participating product risk (before other credits and diversification)

18

Total participating product risk including par credits (before other credits and diversification)

19

Less:

Credits and diversification benefits

20

Total Non-participating and participating product risk

21

Segregated fund guarantee risk

22

Operational risk

23

Base solvency buffer

24

LICAT ratio

25

LICAT core ratio

26

IFRS 17/9

IFRS 4 & IAS 39 ⁽²⁾

For the Quarter Ended **For the Year Ended**

Q1 2023 Q4 2022 Q3 2022 Q2 2022 Q1 2022 2022

CAPITAL ⁽²⁾

Subordinated debt

27

Innovative capital instruments ⁽³⁾

28

Equity:

Preferred shareholders' equity and other equity instruments

29

Common shareholders' equity

30

Participating policyholders' equity

31

Non-controlling interests' equity

32

Contractual service margin

33

Total capital

34

⁽¹⁾ LICAT ratio for Sun Life Financial Inc. is disclosed according to OSFI's LICAT 2023 guideline effective January 1, 2023. The guideline specifies that available capital for LICAT purposes includes Contractual service margin and prior period restatements and resubmissions are not mandated.

⁽²⁾ Effective January 1, 2023, the definition of Total capital was updated to include the Contractual service margin balance. Capital has not been restated for periods in 2022 and earlier as IFRS 17 and IFRS 9 were not the accounting standards in effect and therefore were not applicable to our capital management practices at the time.

⁽³⁾ Innovative capital instruments, which represent Sun Life Exchangeable Capital Securities (SLEECs) issued by Sun Life Capital Trust, are presented net of associated transaction costs. SLEEC securities qualify as capital for Canadian Regulatory purposes.

CONTRACTUAL SERVICE MARGIN (CSM) MOVEMENT ANALYSIS

(C\$ millions)

		For the Quarter Ended				For the
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Year Ended 2022
CSM at beginning of period	1					
Impact of new insurance business	2					
Expected movements from asset returns & locked-in rates ⁽¹⁾	3					
Insurance experience gains/losses ⁽¹⁾	4					
CSM recognized for services provided	5					
Organic CSM Movement ⁽¹⁾	6					
Impact of financial risk ⁽¹⁾	7					
Impact of change in assumptions ⁽¹⁾	8					
Currency impact	9					
Other	10					
Total CSM movement	11					
CSM at end of period	12					

⁽¹⁾ Certain measures in the CSM Movement Analysis are non-IFRS financial measure. For more information see Section L, Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures under the heading CSM Movement Analysis of the Company's Q1 2023 MD&A.

ASSET MANAGEMENT

(C\$ millions)

FINANCIAL SUMMARY

Underlying net income ⁽¹⁾

MFS

SLC Management

Total

Reported net income - Common shareholders

MFS

SLC Management

Total

Gross flows

Net flows ⁽²⁾

ASSETS UNDER MANAGEMENT AND ADMINISTRATION (AUMA)

MFS ⁽³⁾

SLC Management ⁽⁴⁾

Total assets under management

Assets under administration ⁽⁵⁾

Total AUMA

At and For the Quarter Ended

Q1 2023 Q4 2022 Q3 2022 Q2 2022 Q1 2022 At and For the Year Ended 2022

	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	At and For the Year Ended 2022
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 32 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Net flows are a non-IFRS financial measure that represents gross inflows less gross outflows.

⁽³⁾ Includes retail and institutional assets. Retail consists of domestic and international retail funds as well as other retail and trust accounts. Institutional consists of institutional accounts, pension business and insurance products.

⁽⁴⁾ Represents institutional assets. Excludes assets managed on behalf of the Insurance businesses and General Fund.

⁽⁵⁾ In SLC Management, Assets under administration represent Client assets in certain mutual funds and managed funds distributed by Advisors Asset Management, where asset management services are not provided.

MFS

(US\$ millions, unless otherwise noted)

BUSINESS UNIT FINANCIAL SUMMARY

		At and For the Quarter Ended				At and For the
		Q1 2023	Q4 2022	Q3 2022	Q2 2022	Year Ended
						2022
Revenue						
Net investment result	1					
Fee income	2					
Total revenue	3					
Expenses	4					
Income before income taxes	5					
Income tax expense (benefit)	6					
Non-controlling interest	7					
Reported net income - Common shareholders	8					
Underlying net income ⁽¹⁾	9					
RETAIL - CHANGES IN ASSETS UNDER MANAGEMENT (AUM)						
Opening AUM	10					
Inflows	11					
Outflows	12					
Market movement	13					
Closing AUM	14					
INSTITUTIONAL - CHANGES IN AUM						
Opening AUM	15					
Inflows	16					
Outflows	17					
Market movement	18					
Closing AUM	19					
SUPPLEMENTAL INFORMATION						
Total assets under management	20					
Average net assets	21					
Total gross flows	22					
Total net flows ⁽²⁾	23					
Retail net flows	24					
Institutional net flows	25					
Pre-tax gross operating margin ⁽³⁾	26					
Pre-tax net operating margin ⁽⁴⁾	27					

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-tax and Post-Tax on page 34 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Total net flows are a non-IFRS financial measure that represents the combined retail and institutional funds gross inflows less gross outflows. Retail consists of domestic and international retail funds as well as other retail and trust accounts. Institutional consists of institutional accounts, pension business and insurance products.

⁽³⁾ Pre-tax gross operating margin is a non-IFRS financial measure that represents the profitability of MFS. This ratio excludes the fair value adjustments on common shares held by MFS' management and compensation-related equity plan adjustments. Refer to the margin reconciliation on an IFRS basis on page 35 of this document.

⁽⁴⁾ Pre-tax net operating margin is a measure of the profitability of MFS, which excludes the fair value adjustments on common shares held by MFS' management, compensation-related equity plan adjustments and certain commission expenses that are offsetting. Refer to the margin reconciliation on an IFRS basis on page 35 of this document.

SLC MANAGEMENT

(C\$ millions, unless otherwise noted)

BUSINESS UNIT FINANCIAL SUMMARY

Underlying net income ⁽¹⁾
Reported net income (loss) - Common shareholders

At and For the Quarter Ended
Q1 2023 Q4 2022 Q3 2022 Q2 2022 Q1 2022 2022

SUPPLEMENTARY INCOME STATEMENT ⁽²⁾

Fee-related revenue
 Management fees
 Distribution fees
 Property management, transaction, advisory and other fees

Total fee-related revenue

Fee-related expenses

Compensation - fee-related
 Other operating expenses

Total fee-related expenses

Total fee-related earnings

Investment income (loss) and performance fees
 Interest and other

Operating income

Placement fees - other
 Intangible asset amortization
 Acquisition, integration and restructuring

Income (loss) before income taxes

Income tax expense (benefit)
 Non-controlling interest

Reported net income (loss) - Common shareholders

Market-related impacts ⁽¹⁾
 Acquisition, integration and restructuring ⁽¹⁾⁽³⁾
 Intangible asset amortization ⁽¹⁾
 Other ⁽¹⁾

Underlying net income ⁽¹⁾

Pre-tax fee-related earnings margin ⁽⁴⁾
 Pre-tax net operating margin ⁽⁵⁾

	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
Underlying net income ⁽¹⁾						
Reported net income (loss) - Common shareholders						
SUPPLEMENTARY INCOME STATEMENT ⁽²⁾						
Fee-related revenue						
Management fees						
Distribution fees						
Property management, transaction, advisory and other fees						
Total fee-related revenue						
Fee-related expenses						
Compensation - fee-related						
Other operating expenses						
Total fee-related expenses						
Total fee-related earnings						
Investment income (loss) and performance fees						
Interest and other						
Operating income						
Placement fees - other						
Intangible asset amortization						
Acquisition, integration and restructuring						
Income (loss) before income taxes						
Income tax expense (benefit)						
Non-controlling interest						
Reported net income (loss) - Common shareholders						
Market-related impacts ⁽¹⁾						
Acquisition, integration and restructuring ⁽¹⁾⁽³⁾						
Intangible asset amortization ⁽¹⁾						
Other ⁽¹⁾						
Underlying net income ⁽¹⁾						
Pre-tax fee-related earnings margin ⁽⁴⁾						
Pre-tax net operating margin ⁽⁵⁾						

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 32 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Certain measures of this Supplementary Income Statement are non-IFRS financial measures. Refer to SLC Management Reported Net Income Reconciliation and Non-IFRS Financial Measures Glossary on pages 36 and 43, respectively.

⁽³⁾ In Q3 2022 amounts include the changes in estimated future payments for acquisition-related contingent considerations and options to purchase remaining ownership interests of SLC Management affiliates in the amount of \$96 million pre-tax or \$80 million post-tax.

⁽⁴⁾ Pre-tax fee-related earnings margin represents SLC Management's profitability in relation to funds that earn recurring fee revenues, while excluding investment income and performance fees. The ratio is calculated by dividing fee-related earnings by fee-related revenues and is based on the last twelve months. Refer to Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details.

⁽⁵⁾ Pre-tax net operating margin represents a measure of SLC Management's profitability. The ratio is calculated by dividing the total operating income by fee-related revenue plus investment income (loss) and performance fees, and is based on the last twelve months. Refer to Section M. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details.

SLC MANAGEMENT CONTINUED

(C\$ millions)

		At and For the Quarter Ended				At and For the Year Ended	
		Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
AUM	1						
CHANGES IN AUM							
Opening AUM	2						
Inflows	3						
Outflows	4						
Realizations and distributions ⁽¹⁾	5						
Market movement and other ⁽²⁾	6						
Closing AUM	7						
CHANGES IN FEE-EARNING AUM ⁽³⁾							
Opening fee-earning AUM	8						
Inflows	9						
Outflows	10						
Realizations and distributions ⁽¹⁾	11						
Market movement and other ⁽²⁾	12						
Closing fee-earning AUM	13						
SUPPLEMENTAL INFORMATION ⁽⁴⁾							
Capital raising	14						
Deployment	15						
AUM not yet earning fees	16						
Assets under administration ⁽⁵⁾	17						

⁽¹⁾ Realizations represent proceeds from the disposition or other monetization of assets, with capital returned to investors or held in non-fee earning cash to be deployed in the regular course of a product life cycle. Distributions include regular course income from an investment product, including dividends, where payments are initiated by SLC Management.

⁽²⁾ Market movement and other consists of realized and unrealized gains (losses) on portfolio investments, the impact of foreign exchange rate fluctuations, working capital changes within investment products and the transfer in of acquired assets.

⁽³⁾ Fee earning AUM is a non-IFRS measure. Refer to the Non-IFRS Financial Measures Glossary on page 44 as well as Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details.

⁽⁴⁾ The Supplemental Information measures are non-IFRS financial measures. Refer to the Non-IFRS Financial Measures Glossary on page 44 as well as Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details.

⁽⁵⁾ Assets under administration represent Client assets in certain mutual funds and managed funds distributed by Advisors Asset Management, where asset management services are not provided.

CANADA

(C\$ millions)

STATEMENTS OF OPERATIONS

		At and For the Quarter Ended				At and For the Year Ended	
		Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
Insurance Service Result							
Insurance revenue	1						
Insurance service expenses	2						
Reinsurance contract held net income (expenses)	3						
Net insurance service result	4						
Investment Result							
Net investment income (loss)	5						
Insurance finance income (expenses) from insurance contracts issued	6						
Insurance finance income (expenses) from reinsurance contracts held	7						
Decrease (increase) in investment contract liabilities	8						
Net investment result	9						
Fee income	10						
Other Expenses							
Operating expenses and commissions	11						
Interest expenses	12						
Total other expenses	13						
Income before income taxes	14						
Income tax expense (benefit)	15						
Net income (loss) allocated to the participating account	16						
Reported net income - Common shareholders	17						
Underlying net income ⁽¹⁾	18						
Return on equity - underlying	19						
Return on equity - reported	20						
SUN LIFE HEALTH							
Net premiums ⁽²⁾	21						
Fee income	22						
WEALTH, HEALTH AND PROTECTION SALES							
Individual - Protection	23						
Group - Health & Protection	24						
Group & individual sales	25						
Individual - Wealth	26						
Group Retirement Services	27						
Gross wealth sales	28						
Net wealth sales ⁽³⁾	29						
AUMA							
General funds	30						
Segregated funds	31						
Other AUM ⁽⁴⁾	32						
Total AUM	33						
Assets under administration ⁽⁵⁾	34						
Total AUMA	35						
Wealth AUM ⁽⁶⁾	36						
SLGI Asset Management Inc.							
Gross flows							
Retail	37						
Institutional & other ⁽⁷⁾	38						
Total gross flows	39						
Net flows ⁽⁸⁾	40						
Assets under management	41						

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 31 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Net premiums are a non-IFRS financial measure. Refer to the Non-IFRS Measures section of this document.

⁽³⁾ Net wealth sales include sales in Individual Wealth and Group Retirement Services business AUM.

⁽⁴⁾ Other AUM represents SLGI Asset Management Inc. retail funds.

⁽⁵⁾ Assets under administration represent mutual fund dealers' assets and assets in which administrative services are provided in Group Retirement Services.

⁽⁶⁾ Wealth AUM includes general Fund assets, segregated Fund assets and other AUM associated with Individual Wealth. Wealth AUM excludes Third-party mutual funds assets.

⁽⁷⁾ Institutional & other consists primarily of Group Retirement Services Segregated Fund deposits.

⁽⁸⁾ SLGI Asset Management Inc. net flows are a non-IFRS measure that consists of gross flows less redemptions.

CANADA CONTINUED

(C\$ millions)

At and For
the Year
Ended

	At and For the Quarter Ended					At and For the Year Ended 2022
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	
COMMON SHAREHOLDERS' DRIVERS OF EARNINGS						
Risk adjustment release	1					
CSM recognized for services provided	2					
Expected earnings on short-term (group) insurance business	3					
Expected insurance earnings	4					
Impact of new insurance business	5					
Experience gains (losses)	6					
Net insurance service result - Underlying	7					
Expected investment earnings	8					
Credit experience	9					
Earnings on surplus	10					
Other	11					
Net investment results - Underlying	12					
Other fee income	13					
Other expenses - adjusted	14					
Income tax (expense) or recovery	15					
Underlying net income ⁽¹⁾	16					
Add: Non-underlying net income adjustments ⁽¹⁾ (post-tax):						
<i>Market-related impacts</i>	17					
ACMA	18					
<i>Other adjustments:</i>						
<i>Acquisition, integration and restructuring</i>	19					
<i>Intangible asset amortization</i>	20					
<i>Other</i>	21					
Reported net income - Common shareholders	22					
UNDERLYING NET INCOME BY BUSINESS TYPE						
Wealth ⁽²⁾	23					
Group - Health & protection ⁽³⁾	24					
Individual - Protection ⁽⁴⁾	25					
Underlying net income	26					
Add: <i>Market-related impacts</i>	27					
ACMA	28					
<i>Other adjustments</i>	29					
Reported net income - Common shareholders	30					

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 31 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Wealth includes Individual Wealth and Group Retirement Services.

⁽³⁾ Group - Health & protection represents Sun Life Health.

⁽⁴⁾ Individual - Protection represents Individual Insurance.

CANADA CONTINUED

(C\$ millions)

		At and For the Quarter Ended			At and For the		
		Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Year Ended 2022
BUSINESS UNIT FINANCIAL SUMMARY							
Underlying net income							
Individual Insurance and Wealth	1						
Sun Life Health	2						
Group Retirement Services	3						
Total underlying net income	4						
Reported net income (loss) - Common shareholders							
Individual Insurance and Wealth	5						
Sun Life Health	6						
Group Retirement Services	7						
Total reported net income	8						
WEALTH, HEALTH AND PROTECTION SALES							
Individual Insurance and Wealth							
Individual - Protection - SLFD ⁽¹⁾	9						
Individual - Protection - Third-party	10						
Total individual - protection sales	11						
Individual wealth - fixed products	12						
Individual wealth - mutual funds	13						
Individual wealth - segregated funds	14						
Total individual wealth sales	15						
Wealth manufactured sales ⁽²⁾	16						
Other wealth sales	17						
Total individual wealth sales	18						
SLFD - Career Advisor Network	19						
Sun Life Health sales	20						
Group Retirement Services							
Defined Contribution sales	21						
Defined Benefits Solutions sales	22						
Asset consolidation and rollovers	23						
Total Group Retirement Services sales	24						
AUMA							
Individual Insurance and Wealth							
General funds	25						
Segregated funds	26						
Other AUM ⁽³⁾	27						
Total AUM	28						
Mutual fund dealers' assets ⁽⁴⁾	29						
Total Individual Insurance and Wealth AUMA	30						
Sun Life Health							
General funds	31						
Group Retirement Services							
General funds	32						
Segregated funds	33						
Total AUM	34						
Assets under administration ⁽⁵⁾	35						
Total Group Retirement Services AUMA	36						

⁽¹⁾ Individual insurance sales - SLFD include sales from Prospr, a hybrid digital advice solution, and Sun Life Go, a digital channel.

⁽²⁾ Wealth manufactured sales represent sales of individual wealth products developed by Sun Life, which include SLGI Asset Management Inc. retail funds, Sun Life Guaranteed Investment Fund segregated funds, Guaranteed Investment Certificates, and Accumulation and Payout Annuities.

⁽³⁾ Other AUM represents SLGI Asset Management Inc. retail funds.

⁽⁴⁾ Mutual fund dealers' assets represent assets under administration.

⁽⁵⁾ Group Retirement Services assets under administration represent assets in which administrative services are provided.

U.S.

(C\$ millions)

STATEMENTS OF OPERATIONS

		At and For the Quarter Ended				At and For the Year Ended	
		Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
Insurance Service Result							
Insurance revenue	1						
Insurance service expenses	2						
Reinsurance contract held net income (expenses)	3						
Net insurance service result	4						
Investment Result							
Net investment income (loss)	5						
Insurance finance income (expenses) from insurance contracts issued	6						
Insurance finance income (expenses) from reinsurance contracts held	7						
Decrease (increase) in investment contract liabilities	8						
Net investment result	9						
Fee income	10						
Other expenses							
Operating expenses and commissions	11						
Interest expenses	12						
Total other expenses	13						
Income before income taxes	14						
Income tax expense (benefit)	15						
Net income (loss) allocated to the participating account	16						
Reported net income - Common shareholders	17						
Underlying net income ⁽¹⁾	18						
NET PREMIUMS ⁽²⁾							
Group Benefits	19						
Dental	20						
Total	21						
FEE INCOME							
Group Benefits	22						
Dental	23						
Total	24						
SALES							
Group Benefits	25						
Dental	26						
Total	27						

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 32 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Net premiums are a non-IFRS financial measure. Refer to the Non-IFRS Measures section of this document.

U.S. CONTINUED

(C\$ millions)	At and For the Quarter Ended					At and For
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	the Year Ended 2022
COMMON SHAREHOLDERS' DRIVERS OF EARNINGS						
Risk adjustment release	1					
CSM recognized for services provided	2					
Expected earnings on short-term (group) insurance business	3					
Expected insurance earnings	4					
Impact of new insurance business	5					
Experience gains (losses)	6					
Net insurance service result - Underlying	7					
Expected investment earnings	8					
Credit experience	9					
Earnings on surplus	10					
Other	11					
Net investment results - Underlying	12					
Other fee income	13					
Other expenses - adjusted	14					
Income tax (expense) or recovery	15					
Underlying net income ⁽¹⁾	16					
Add: Non-underlying net income adjustments ⁽¹⁾ (post-tax):						
<i>Market-related impacts</i>	17					
ACMA	18					
<i>Other adjustments:</i>						
<i>Acquisition, integration and restructuring</i>	19					
<i>Intangible asset amortization</i>	20					
<i>Other</i>	21					
Reported net income - Common shareholders	22					
UNDERLYING NET INCOME BY BUSINESS TYPE						
Group - Health & protection ⁽²⁾	23					
Individual - Protection ⁽³⁾	24					
Underlying net income	25					
Add: <i>Market-related impacts</i>	26					
ACMA	27					
<i>Other adjustments</i>	28					
Reported net income - Common shareholders	29					

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 32 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Group - Health & protection includes Group Benefits and Dental.

⁽³⁾ Individual - Protection represents In-force Management.

U.S.

(US\$ millions)	At and For the Quarter Ended					At and For
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	the Year Ended 2022
STATEMENTS OF OPERATIONS						
Insurance Service Result						
Insurance revenue	1					
Insurance service expenses	2					
Reinsurance contract held net income (expenses)	3					
Net insurance service result	4					
Investment Result						
Net investment income (loss)	5					
Insurance finance income (expenses) from insurance contracts issued	6					
Insurance finance income (expenses) from reinsurance contracts held	7					
Decrease (increase) in investment contract liabilities	8					
Net investment result	9					
Fee income	10					
Other expenses						
Operating expenses and commissions	11					
Interest expenses	12					
Total other expenses	13					
Income before income taxes	14					
Income tax expense (benefit)	15					
Net income (loss) allocated to the participating account	16					
Reported net income - Common shareholders	17					
Underlying net income ⁽¹⁾	18					
Return on equity - underlying	19					
Return on equity - reported	20					
NET PREMIUMS ⁽²⁾						
Group Benefits	21					
Dental	22					
Total	23					
FEE INCOME						
Group Benefits	24					
Dental	25					
Total	26					
SALES						
Group Benefits	27					
Dental	28					
Total	29					

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 34 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Net premiums are a non-IFRS financial measure. Refer to the Non-IFRS Measures section of this document.

U.S. CONTINUED

(US\$ millions)		At and For the Quarter Ended				At and For	
		Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	the Year Ended 2022
COMMON SHAREHOLDERS' DRIVERS OF EARNINGS							
	Risk adjustment release	1					
	CSM recognized for services provided	2					
	Expected earnings on short-term (group) insurance business	3					
	Expected insurance earnings	4					
	Impact of new insurance business	5					
	Experience gains (losses)	6					
	Net insurance service result - Underlying	7					
	Expected investment earnings	8					
	Credit experience	9					
	Earnings on surplus	10					
	Other	11					
	Net investment results - Underlying	12					
	Other fee income	13					
	Other expenses - adjusted	14					
	Income tax (expense) or recovery	15					
	Underlying net income ⁽¹⁾	16					
	Add: Non-underlying net income adjustments ⁽¹⁾ (post-tax):						
	<i>Market-related impacts</i>	17					
	ACMA	18					
	<i>Other adjustments:</i>						
	Acquisition, integration and restructuring	19					
	Intangible asset amortization	20					
	Other	21					
	Reported net income - Common shareholders	22					
UNDERLYING NET INCOME BY BUSINESS TYPE							
	Group - Health & protection ⁽²⁾	23					
	Individual - Protection ⁽³⁾	24					
	Underlying net income	25					
	Add: <i>Market-related impacts</i>	26					
	ACMA	27					
	Other adjustments	28					
	Reported net income - Common shareholders	29					

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 34 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Group - Health & protection includes Group Benefits and Dental.

⁽³⁾ Individual - Protection represents In-force Management.

U.S. CONTINUED

(US\$ millions)

BUSINESS UNIT FINANCIAL SUMMARY

Underlying net income

Group Benefits

Dental

In-force Management

Total underlying net income

Reported net income - Common shareholders

Group Benefits

Dental

In-force Management

Total reported net income

NET PREMIUMS

Group Benefits

Employee Benefits

Medical Stop-Loss

Total Group Benefits net premiums

Dental

Medicaid/Medicare Advantage

Commercial

Total Dental net premiums

FEE INCOME

Group Benefits

Employee Benefits

Medical Stop-Loss

Total Group Benefits fee income

Dental

Medicaid/Medicare Advantage

Commercial

Total Dental fee income

SALES

Group Benefits

Employee Benefits

Medical Stop-Loss

Total Group Benefits sales

Dental

Medicaid/Medicare Advantage

Commercial

Total Dental sales

AUM

Group Benefits - general funds

Dental - general funds

In-force Management

General funds

Segregated funds

Other AUM ⁽¹⁾

Total In-force Management AUM

AFTER-TAX PROFIT MARGIN ⁽²⁾

Group Benefits

	At and For the Quarter Ended					At and For the Year Ended
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022

1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						

⁽¹⁾ Other AUM represents third-party investors in a pool of mortgage loans.

⁽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. Refer to U.S. Group Benefits Reported Net Income to Underlying Net Income reconciliation on page 34 of this document and Section L. Non-IFRS Financial Measures, 4. Reconciliations of Select Non-IFRS Financial Measures for additional details.

ASIA

(C\$ millions)

STATEMENTS OF OPERATIONS	At and For the Quarter Ended				At and For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
Insurance Service Result						
Insurance revenue	1					
Insurance service expenses	2					
Reinsurance contract held net income (expenses)	3					
Net insurance service result	4					
Investment Result						
Net investment income (loss)	5					
Insurance finance income (expenses) from insurance contracts issued	6					
Insurance finance income (expenses) from reinsurance contracts held	7					
Decrease (increase) in investment contract liabilities	8					
Net investment result	9					
Fee income	10					
Other expenses						
Operating expense and commissions	11					
Interest expenses	12					
Total other expenses	13					
Income before income taxes	14					
Income tax expense (benefit)	15					
Net income (loss) allocated to the participating account	16					
Reported net income - Common shareholders	17					
Underlying net income ⁽¹⁾	18					
Return on equity - underlying	19					
Return on equity - reported	20					
SALES - Proportionate ownership ⁽²⁾						
Total gross wealth sales ⁽³⁾	21					
Total net wealth sales ⁽⁴⁾	22					
Individual - Protection sales	23					
Group - Health & protection sales	24					
Total weighted premium income ⁽⁵⁾	25					
AUMA ⁽⁶⁾⁽⁷⁾						
General funds	26					
Segregated funds	27					
Other AUM	28					
Total AUM	29					
Assets under administration	30					
Total AUMA	31					
Wealth AUM ⁽⁸⁾	32					
SELECT CONSTANT CURRENCY MEASURES ⁽⁹⁾						
Underlying net income	33					
Reported net income - Common shareholders ⁽¹⁰⁾	34					
Gross wealth sales	35					
Net wealth sales	36					
Individual - Protection sales	37					
Group - Health & protection sales	38					
Total weighted premium income	39					

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 33 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ Sales include the sales in the Company's joint ventures and associates with local partners in Asia based on our proportionate equity interest.

⁽³⁾ Total gross wealth sales include Hong Kong wealth sales, the Philippines mutual and managed funds sales, China individual wealth sales, India group wealth sales, and Aditya Birla Sun Life Asset Management Company Limited equity and fixed income mutual funds sales, based on our proportionate equity interest.

⁽⁴⁾ Total wealth net sales include Hong Kong wealth sales, the Philippines mutual and managed funds sales, China individual wealth sales and Aditya Birla Sun Life Asset Management Company Limited equity and fixed income mutual funds sales, based on our proportionate equity interest.

⁽⁵⁾ Total weighted premium income is a non-IFRS financial measure that consists of 100% renewal premiums, 100% of first year premiums, and 10% of single premiums. In contrast to sales, which only includes premiums from new business, TWPI includes renewal premiums, reflecting the strength of the in-force block and providing a better understanding of both new and existing business. Refer to Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details.

⁽⁶⁾ AUM includes the general fund assets and segregated fund assets of our insurance businesses, the Philippines mutual and managed funds, Aditya Birla Sun Life Asset Management Company Limited AUM, Sun Life Everbright Asset Management AUM, Hong Kong managed funds and International Wealth assets, based on our proportionate equity interest.

⁽⁷⁾ Assets under administration represent third-party administrative services assets in China and Hong Kong based on our proportionate equity interest.

⁽⁸⁾ Wealth AUM includes Hong Kong wealth assets, the Philippines mutual and managed funds, China individual wealth assets and Aditya Birla Sun Life Asset Management Company Limited equity and fixed income AUM, based on our proportionate equity interest.

⁽⁹⁾ Constant currency measures are non-IFRS financial measures that exclude the impacts of foreign exchange translation to assist in comparing our results from period to period. Refer to Section L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures of the Company's Q1 2023 MD&A for additional details.

⁽¹⁰⁾ The constant currency reconciliation for reported net income is as follows: Q1 2023 reported net income at Q1 2022 constant dollar of \$xxx million plus currency impact relative to Q1 2022 exchange rates of \$xx million equals Q1 2023 actual reported net income of \$xxx million.

ASIA CONTINUED

(C\$ millions)	At and For the Quarter Ended					At and For
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	the Year Ended 2022
COMMON SHAREHOLDERS' DRIVERS OF EARNINGS						
Risk adjustment release	1					
CSM recognized for services provided	2					
Expected earnings on short-term (group) insurance business	3					
Expected insurance earnings	4					
Impact of new insurance business	5					
Experience gains (losses)	6					
Net insurance service result - Underlying	7					
Expected investment earnings	8					
Credit experience	9					
Earnings on surplus	10					
Joint ventures & other	11					
Net investment results - Underlying	12					
Other fee income	13					
Other expenses - adjusted	14					
Income tax (expense) or recovery	15					
Underlying net income ⁽¹⁾	16					
Add: Non-underlying net income adjustments ⁽¹⁾ (post-tax):						
<i>Market-related impacts</i>	17					
ACMA	18					
<i>Other adjustments:</i>						
<i>Acquisition, integration and restructuring</i>	19					
<i>Intangible asset amortization</i>	20					
<i>Other ⁽²⁾</i>	21					
Reported net income - Common shareholders	22					
UNDERLYING NET INCOME BY BUSINESS TYPE						
Wealth ⁽³⁾	23					
Individual - Protection ⁽⁴⁾	24					
Regional Office expenses & other	25					
Underlying net income	26					
Add: <i>Market-related impacts</i>	27					
ACMA	28					
<i>Other adjustments</i>	29					
Reported net income - Common shareholders	30					

⁽¹⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 33 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽²⁾ In Q4 2022, Other reflects the unwinding of an internal reinsurance agreement that was offset in Corporate.

⁽³⁾ Wealth includes Hong Kong's mandatory provident funds, the Philippines' mutual and managed funds and India and China wealth joint ventures.

⁽⁴⁾ Individual - Protection includes insurance businesses in the Philippines, Indonesia, Hong Kong and Vietnam. India, Malaysia and China insurance joint ventures are also included, as well as High Net Worth insurance businesses in International and Singapore, and International Wealth run-off business that is based on materiality and historical occurrences of mortality & policyholder behaviour experience.

ASIA CONTINUED

(C\$ millions)

BUSINESS UNIT FINANCIAL SUMMARY

	At and For the Quarter Ended				At and For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
Underlying net income						
ASEAN	1					
Hong Kong	2					
Joint Ventures	3					
High Net Worth	4					
Regional Office	5					
Total underlying net income	6					
Reported net income - Common shareholders						
ASEAN	7					
Hong Kong	8					
Joint Ventures	9					
High Net Worth	10					
Regional Office	11					
Total reported net income	12					
Individual - Protection Sales⁽¹⁾						
Philippines	13					
Indonesia	14					
Vietnam	15					
Total ASEAN	17					
Hong Kong	18					
China	19					
India	20					
Malaysia	21					
Total Joint Ventures	22					
High Net Worth	23					
Total individual - protection sales	24					
Constant Currency - Individual - Protection Sales⁽²⁾						
Philippines	25					
Indonesia	26					
Vietnam	27					
Total ASEAN	28					
Hong Kong	29					
China	30					
India	31					
Malaysia	32					
Total Joint Ventures	33					
High Net Worth	34					
Total individual - protection sales	35					

⁽¹⁾ Sales include the sales in the Company's joint ventures and associates with local partners in Asia based on our proportionate equity interest.

⁽²⁾ Q1 2023 Individual - protection sales in constant currency are relative to Q1 2022 foreign exchange rates.

CORPORATE ⁽¹⁾

(C\$ millions)	At and For the Quarter Ended				At and For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
STATEMENTS OF OPERATIONS ⁽²⁾						
Insurance service result						
Insurance revenue	1					
Insurance service expenses	2					
Reinsurance contract held net income (expenses)	3					
Net insurance service result	4					
Investment Result						
Net investment income (loss)	5					
Insurance finance income (expenses) from insurance contracts issued	6					
Insurance finance income (expenses) from reinsurance contracts held	7					
Decrease (increase) in investment contract liabilities	8					
Net investment result	9					
Fee income	10					
Other expenses						
Operating expenses and commissions	11					
Interest expenses	12					
Total other expenses	13					
Income before income taxes	14					
Income tax expense (benefit)	15					
Preferred shareholders' dividends and distributions on other equity instruments	16					
Reported net income - Common shareholders	17					
Underlying net income ⁽³⁾	18					
AUM						
General funds	19					
Segregated funds	20					
Other AUM ⁽⁴⁾	21					
Total	22					
COMMON SHAREHOLDERS' DRIVERS OF EARNINGS						
Expected insurance earnings	23					
Experience gains (losses)	24					
Net insurance service result - Underlying	25					
Expected investment earnings	26					
Credit experience	27					
Earnings on surplus	28					
Other	29					
Net investment result - Underlying	30					
Other fee income	31					
Income tax (expense) or recovery	32					
Dividends, distributions, NCI	33					
Underlying net income (loss) ⁽³⁾	34					
Add: Non-underlying net income adjustments ⁽³⁾ (post-tax):						
Market-related impacts	35					
ACMA	36					
Other ⁽⁵⁾	37					
Reported net income (loss) - Common shareholders	38					
UNDERLYING NET INCOME BY BUSINESS TYPE						
Individual - Protection	39					
Corporate expenses & other	40					
Underlying net income (loss)	41					
Add: Market-related impacts	42					
ACMA	43					
Other adjustments	44					
Reported net income (loss) - Common shareholders	45					

⁽¹⁾ Corporate is comprised of our UK business and Corporate Support operations, which consist of the expenses, debt charges, investment income, capital and other items not allocated to Sun Life's other business segments, as well as the Company's Run-off Reinsurance and Reinsurance Clearinghouse businesses. The internal reinsurance agreements were terminated on December 31, 2022.

⁽²⁾ Corporate's Statements of Operations include consolidation adjustments for net investment income, fee income, operating expenses and commissions, and interest expenses relating to activities that cross business groups.

⁽³⁾ Underlying net income is a non-IFRS financial measure. Refer to Net Income Reconciliations - Pre-Tax and Post-Tax on page 33 of this document for the pre-tax adjustments to underlying net income as well as Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS and 4. Reconciliations of Select Non-IFRS Financial Measures of the Company's Q1 2023 MD&A.

⁽⁴⁾ Other AUM includes consolidation adjustments for assets managed by one area of the Company on behalf of another.

⁽⁵⁾ On December 15, 2022, legislation implementing an additional surtax of 1.5% applicable to banks and life insurers' taxable income in excess of \$100 million was enacted in Canada ("Canada Tax Rate Change"). This legislation applies retroactively to the Federal Budget date of April 7, 2022. As a result, reported net income increased by \$51 million in the fourth quarter. Refer to section D - Profitability - 5 - Income taxes in the Company's Annual 2022 MD&A for additional details. There was also an unwinding of an internal reinsurance agreement that was offset in Asia. In Q3 2022, other reflects an impairment charge of \$170 million (£108 million) pertaining to the attributed goodwill that is not expected to be recovered through the Sun Life UK sale.

INVESTMENTS

DEBT & EQUITY SECURITIES

(C\$ millions)

	As at March 31, 2023				As at January 1, 2023 ⁽¹⁾			
	Fair Value through Profit or Loss (FVTPL)	Fair Value through Other Comprehensive Income (FVOCI)	Total	Investment Grade	Fair Value through Profit or Loss	Fair Value through Other Comprehensive Income	Total	Investment Grade
DEBT SECURITIES								
Debt Securities by Sector								
Debt Securities Issued or Guaranteed By:								
Canadian Federal Government								
Canadian Provincial and Municipal Government								
U.S. Government and Other U.S. Agency								
Other Foreign Government								
Total Government issued or guaranteed debt securities								
Corporate Debt Securities by Industry Sector:								
Financials								
Utilities								
Consumer discretionary								
Industrials								
Consumer staples								
Communication Services								
Energy								
Real Estate								
Materials								
Health Care								
Information Technology								
Total Corporate debt securities								
Asset Backed Securities								
Government and agency								
Other								
Total asset backed securities								
Total debt securities								
Debt Securities by Investment Rating								
AAA								
AA								
A								
BBB								
BB and lower								
Total debt securities								
EQUITY SECURITIES								
Stocks								
Canada								
United States								
United Kingdom								
Other								
Total equity securities								

⁽¹⁾ Opening balance of Assets January 1, 2023 in transition to adoption of IFRS 9.

PROPERTIES, MORTGAGES & LOANS AND DERIVATIVES

(C\$ millions)

PROPERTIES

Canada
 United States
 United Kingdom
 Other
 Total properties

	As at March 31, 2023			As at January 1, 2023 ⁽¹⁾		
	Investment Property	Owner Occupied Property	Total	Investment Property	Owner Occupied Property	Total
1						
2						
3						
4						
5						

MORTGAGES & LOANS

Retail
 Office
 Multi-family residential
 Industrial and land
 Other
Total Mortgages

Corporate loans
Total mortgages & loans

Mortgages by Investment Rating

AAA
 AA
 A
 BBB
 BB and lower
 Impaired
Total mortgages

Loans by Investment Rating

AAA
 AA
 A
 BBB
 BB and lower
 Impaired
 Total corporate loans

Expected Credit Loss (ECL)

	As at March 31, 2023			As at January 1, 2023 ⁽¹⁾		
	FVTPL	FVOCI	Total	FVTPL	FVOCI	Total
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						

DERIVATIVES

Interest rate contracts
 Foreign exchange contracts
 Equity and other contracts
Total derivatives

Over the counter
 Exchange traded
Total

	As at March 31, 2023		As at January 1, 2023 ⁽¹⁾	
	Total Notional Amount	Net Fair Value Amount	Total Notional Amount	Net Fair Value Amount
29				
30				
31				
32				
33				
34				
35				

⁽¹⁾ Opening balance of Assets January 1, 2023 in transition to adoption of IFRS 9.

EXPENSES

(C\$ millions)

	For the Quarter Ended				For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
EXPENSES included in Insurance Service and Other Expenses						
Operating expenses	1					
Commission expense	2					
Interest expense	3					
Total operating expenses, commissions and interest expense included in Other Expenses	4					
Operating expenses incurred in period included in Insurance Service Expenses ⁽¹⁾	5					
Commissions incurred in period included in Insurance Service Expenses ⁽¹⁾	6					
Total expenses incurred in period included in Insurance Service and Other Expenses	7					
OPERATING EXPENSES by Business Group						
Business Group						
Asset Management	8					
Canada	9					
U.S.	10					
Asia	11					
Corporate ⁽²⁾	12					
Sub-total	13					
Management's ownership of MFS' shares	14					
Acquisition, integration and restructuring costs	15					
Asset Management - Other ⁽³⁾	16					
Total operating expenses included in Insurance Service and Other Expenses	17					
COMMISSIONS by Business Group						
Business Group						
Asset Management	18					
Canada	19					
U.S.	20					
Asia	21					
Corporate ⁽⁴⁾	22					
Total commission expense included in Insurance Service and Other Expenses	23					
INTEREST EXPENSE						
Subordinated debt	24					
Interest on senior unsecured debentures/financing and innovative capital instruments	25					
Other ⁽⁵⁾	26					
Total interest expense included in Other Expenses	27					

⁽¹⁾ Under IFRS 17, certain Operating expenses and Commissions incurred in the period are included in insurance service expenses, which are a component of Net insurance service results.

⁽²⁾ Corporate includes consolidation adjustments for operating expenses relating to activities that cross business groups.

⁽³⁾ Under IFRS, Crescent is required to consolidate carried interest related to pre-acquisition funds that Crescent does not participate in economically. The carried interest is reported under revenue with relevant portions to compensation expense and non-controlling interest. For management reporting purposes, carried interest is reported on a net basis in order to reflect the true economics of the carried interest.

⁽⁴⁾ Corporate includes consolidation adjustments for commissions relating to activities that cross business groups.

⁽⁵⁾ Other primarily represents interest on put option liabilities associated with SLC Management's affiliates and interest on liabilities connected to consolidated special purpose entities, interest on leases, interest on real estate encumbrances and interest on income taxes.

FINANCIAL STRENGTH AND CAPITAL ADEQUACY

For the period ended

SUN LIFE ASSURANCE COMPANY OF CANADA

FINANCIAL STRENGTH RATINGS

SECURITY RATINGS

Subordinated Debt

Sun Life Exchangeable Capital Securities

Series B

	A.M. Best	Moody's	Standard & Poor's	DBRS
	A+	Aa3	AA	AA
	a+	A2	AA-	AA (low)
	a	A3(hyb)	P-1/A+	A (high)

SUN LIFE FINANCIAL INC.

SECURITY RATINGS

Subordinated Debt

(Series 2007-1, 2016-2, 2019-1, 2020-1, 2020-2, 2021-1, 2021-2 and 2021-3)

Class A Preferred Shares

(Series 3-5, 8R, 9QR, 10R and 11QR)

Limited Recourse Capital Notes (Series 2021-1)

	A.M. Best	Moody's	Standard & Poor's	DBRS
	a-	not rated	A	A
	bbb+	not rated	P-1 (low)/A-	Pfd-2 (high)
	not rated	not rated	A-	A (low)

General Information

Canada	U.S.	Asset Management	Asia	Corporate
<p>Our Canada business segment is a leading provider of protection, health, asset management and wealth solutions, providing products and services that deliver value to approximately 6.3 million Clients. We are the largest provider of benefits and pensions in the workplace, and offer a wide range of products to individuals via retail channels. We are focused on helping Canadians achieve lifetime financial security and live healthier lives. Canada has three business units - Individual Insurance & Wealth, Sun Life Health and Group Retirement Services.</p>	<p>Our U.S. business segment is one of the largest providers of employee and government benefits in the U.S., serving more than 50 million Americans with disability, life, supplemental health, medical stop-loss insurance, and dental and vision benefits through employers, industry partners and government programs such as Medicaid, Medicare Advantage, and the Children's Health Insurance Program ("CHIP"). Services include absence management, dental care, and healthcare navigation. In addition, our U.S. business manages an in-force block of approximately 85,000 individual life insurance policies. U.S. has three business units - Group Benefits, Dental and In-force Management.</p>	<p>Our Asset Management business group is comprised of MFS and SLC Management. MFS is a premier global asset manager offering a comprehensive selection of financial products and services that deliver superior value, actively managing assets for retail and institutional investors around the world. SLC Management is a global asset manager with capabilities across fixed income and alternative asset classes including public and private fixed income, real estate equity and debt, and infrastructure equity.</p>	<p>We are well-positioned in growing markets in Asia, with operations in key ASEAN markets, Hong Kong, Joint Ventures and High Net Worth ("HNW") delivering value to over 25 million Clients. These markets account for approximately 65% of Asia's GDP with high potential for future growth. We are a provider of individual life and health insurance that delivers Client value, a provider in select markets of asset management and group retirement products and services, and among the global leaders in providing life insurance solutions to HNW Clients. Asia has five business units - ASEAN, Hong Kong, Joint Ventures, High Net Worth and Regional Office.</p>	<p>Corporate includes the results of our UK business and Corporate Support. UK has a run-off block of business consisting of approximately 460,000 in-force life and pension policies, with approximately £8.2 billion of AUM. Since December 2010, UK has been closed to new business and focuses on supporting existing Clients. Most administrative functions have been outsourced to external service providers which are managed by an in-house management team. We entered into an agreement to sell Sun Life UK to Phoenix Group Holdings plc. Under the agreement, Sun Life will retain economic interest in the payout annuities business through a reinsurance treaty. Corporate Support operations consist of the certain expenses, debt charges, investment income, capital and other items, pertaining to monitoring and oversight of enterprise activities and Corporate treasury functions, which are not allocated to business segments. Corporate Support also includes our Run-off reinsurance business. Coverage in our Run-off reinsurance business includes medical, guaranteed minimum income and death benefit coverage. The block also includes group long-term disability and personal accident policies which are 100% retroceded.</p>
<p><u>Individual Insurance & Wealth</u> Individual life and health insurance Individual savings products Mutual funds</p> <p><u>Sun Life Health</u> Group life and health insurance Voluntary benefits products</p> <p><u>Group Retirement Services</u> Defined contribution plans Defined benefit solutions Voluntary savings plans</p>	<p><u>Group Benefits</u> Group life Disability insurance Medical stop-loss insurance Voluntary benefits Supplemental health products FullscopeRMS products and services</p> <p><u>Dental</u> Medicaid and Medicare Advantage products and services Commercial group products and services Care Delivery services</p> <p><u>In-Force Management</u> Individual life insurance</p>	<p><u>MFS</u> Mutual Funds U.S. retail mutual funds MFS Meridian funds Investment management services Institutional accounts Pension business Insurance products</p> <p><u>SLC Management</u> Private class funds Customized fixed income portfolios Liability-driven investing strategies Investment advisory and property management services Real estate and infrastructure solutions Alternative credit solutions Retail distribution services</p>	<p><u>ASEAN Markets</u> Philippines Vietnam Indonesia</p> <p><u>Hong Kong</u></p> <p><u>Joint Ventures</u> China India Malaysia</p> <p><u>High Net Worth</u> International Singapore</p> <p><u>Regional Office</u></p>	<p><u>UK</u> Individual annuities and pensions (In-force block only) Individual life (In-force block only)</p> <p><u>Corporate Support</u> Run-off reinsurance</p>

NET INCOME RECONCILIATIONS - PRE-TAX and POST-TAX

(C\$ millions)

	For the Quarter Ended				For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
Total Company Pre-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (pre-tax):						
<i>Market-related impacts (pre-tax)</i>						
<i>Assumption Changes and Management Actions (ACMA) (pre-tax)</i>						
<i>Management's ownership of MFS' shares (pre-tax) ⁽¹⁾</i>						
<i>Acquisition, integration and restructuring (pre-tax) ⁽²⁾</i>						
<i>Intangible asset amortization (pre-tax)</i>						
<i>Other (pre-tax) ⁽³⁾⁽⁴⁾</i>						
<i>Total non-underlying net income adjustments (pre-tax)</i>						
<i>Tax expense (benefit) related to non-underlying net income adjustments ⁽⁴⁾</i>						
Reported net income - Common shareholders (post-tax)						
Total Company Post-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (post-tax):						
<i>Market-related impacts (post-tax)</i>						
<i>ACMA (post-tax)</i>						
<i>Management's ownership of MFS' shares (pre-tax)</i>						
<i>Acquisition, integration and restructuring (post-tax)</i>						
<i>Intangible asset amortization (post-tax)</i>						
<i>Other (post-tax) ⁽³⁾⁽⁴⁾</i>						
<i>Total non-underlying net income adjustments (post-tax)</i>						
Reported net income - Common shareholders (post-tax)						
Canada Pre-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (pre-tax):						
<i>Market-related impacts (pre-tax)</i>						
<i>ACMA (pre-tax)</i>						
<i>Acquisition, integration and restructuring (pre-tax)</i>						
<i>Intangible asset amortization (pre-tax)</i>						
<i>Other (pre-tax) ⁽⁴⁾</i>						
<i>Total non-underlying net income adjustments (pre-tax)</i>						
<i>Tax expense (benefit) related to non-underlying net income adjustments ⁽⁴⁾</i>						
Reported net income - Common shareholders (post-tax)						
Canada Post-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (post-tax):						
<i>Market-related impacts (post-tax)</i>						
<i>ACMA (post-tax)</i>						
<i>Acquisition, integration and restructuring (post-tax)</i>						
<i>Intangible asset amortization (post-tax)</i>						
<i>Other (post-tax) ⁽⁴⁾</i>						
<i>Total non-underlying net income adjustments (post-tax)</i>						
Reported net income - Common shareholders (post-tax)						

⁽¹⁾ Effective Q1 2023, Management's ownership of MFS' shares represents the future earnings, dividends and changes in the fair value attributable to MFS common shares owned by management.

⁽²⁾ In Q3 2022, amounts include the changes in estimated future payments for acquisition-related contingent considerations and options to purchase remaining ownership interests of SLC Management affiliates in the amount of \$96 million pre-tax or \$80 million post-tax.

⁽³⁾ In Q3 2022, Other reflects an impairment charge of \$170 million (£108 million) pertaining to the attributed goodwill that is not expected to be recovered through the Sun Life UK sale and a \$69 million pre-tax or \$55 million post-tax charge reflecting the resolution of a matter related to reinsurance pricing for our U.S. In-force Management business. In Q2 2022, other reflects a gain related to the sale-leaseback arrangement on our Wellesley property in the U.S.

⁽⁴⁾ On December 15, 2022, legislation implementing an additional surtax of 1.5% applicable to banks and life insurers' taxable income in excess of \$100 million was enacted in Canada ("Canada Tax Rate Change"). This legislation applies retroactively to the Federal Budget date of April 7, 2022. As a result, reported net income increased by \$127 million in the fourth quarter, reflected in ACMA and Other adjustments of \$76 million in Canada and \$51 million in Corporate's Other adjustments. Refer to section D - Profitability - 5 - Income taxes in the Company's Annual 2022 MD&A for additional details.

NET INCOME RECONCILIATIONS - PRE-TAX and POST-TAX CONTINUED

(C\$ millions)

	For the Quarter Ended				For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
U.S. Pre-Tax Adjustments						
Underlying net income (post-tax)	1					
Add: Non-underlying net income adjustments (pre-tax):						
<i>Market-related impacts (pre-tax)</i>	2					
<i>ACMA (pre-tax)</i>	3					
<i>Acquisition, integration and restructuring (pre-tax)</i>	4					
<i>Intangible asset amortization (pre-tax)</i>	5					
<i>Other (pre-tax) ⁽¹⁾</i>	6					
<i>Total non-underlying net income adjustments (pre-tax)</i>	7					
<i>Tax expense (benefit) related to non-underlying net income adjustments</i>	8					
Reported net income - Common shareholders (post-tax)	9					
U.S. Post-Tax Adjustments						
Underlying net income (post-tax)	10					
Add: Non-underlying net income adjustments (post-tax):						
<i>Market-related impacts (post-tax)</i>	11					
<i>Assumption changes that flow directly through income (post-tax)</i>	12					
<i>Acquisition, integration and restructuring (post-tax)</i>	13					
<i>Intangible asset amortization (post-tax)</i>	14					
<i>Other (post-tax) ⁽¹⁾</i>	15					
<i>Total non-underlying net income adjustments (post-tax)</i>	16					
Reported net income - Common shareholders (post-tax)	17					
Asset Management Pre-Tax Adjustments						
Underlying net income (post-tax)	18					
Add: Non-underlying net income adjustments (pre-tax):						
<i>Market-related impacts (pre-tax)</i>	19					
Management's ownership of MFS' shares (pre-tax) ⁽²⁾	20					
Acquisition, integration and restructuring (pre-tax) ⁽³⁾	21					
<i>Intangible asset amortization (pre-tax)</i>	22					
Total non-underlying net income adjustments (pre-tax)	23					
Tax expense (benefit) related to non-underlying net income adjustments	24					
Reported net income - Common shareholders (post-tax)	25					
Asset Management Post-Tax Adjustments						
Underlying net income (post-tax)	26					
Add: Non-underlying net income adjustments (post-tax):						
<i>Market-related impacts (post-tax)</i>	27					
Management's ownership of MFS shares (post-tax) ⁽²⁾	28					
Acquisition, integration and restructuring (post-tax) ⁽³⁾	29					
<i>Intangible asset amortization (post-tax)</i>	30					
Total non-underlying net income adjustments (post-tax)	31					
Reported net income - Common shareholders (post-tax)	32					
MFS Pre-Tax Adjustments						
Underlying net income (post-tax)	33					
Add: Management's ownership of MFS' shares (pre-tax) ⁽²⁾	34					
Tax expense (benefit) related to non-underlying net income adjustments	35					
Reported net income - Common shareholders (post-tax)	36					
MFS Post-Tax Adjustments						
Underlying net income (post-tax)	37					
Add: Management's ownership of MFS' shares (post-tax) ⁽²⁾	38					
Reported net income - Common shareholders (post-tax)	39					
SLC Management Pre-Tax Adjustments						
Underlying net income (post-tax)	40					
Add: Non-underlying net income adjustments (pre-tax):						
<i>Market-related impacts (pre-tax)</i>	41					
Acquisition, integration and restructuring (pre-tax) ⁽³⁾	42					
<i>Intangible asset amortization (pre-tax)</i>	43					
Total non-underlying net income adjustments (pre-tax)	44					
Tax expense (benefit) related to non-underlying net income adjustments	45					
Reported net income - Common shareholders (post-tax)	46					
SLC Management Post-Tax Adjustments						
Underlying net income (post-tax)	47					
Add: Non-underlying net income adjustments (post-tax):						
<i>Market-related impacts (post-tax)</i>	48					
Acquisition, integration and restructuring (post-tax) ⁽³⁾	49					
<i>Intangible asset amortization (post-tax)</i>	50					
<i>Other (post-tax)</i>	51					
Total non-underlying net income adjustments (post-tax)	52					
Reported net income - Common shareholders (post-tax)	53					

⁽¹⁾ In Q3 2022, Other refers to a \$69 million pre-tax or \$55 million post-tax charge reflecting the resolution of a matter related to reinsurance pricing for our U.S. In-force Management business. In Q2 2022, other reflects a gain related to the sale-leaseback arrangement on our Wellesley property.

⁽²⁾ Effective Q1 2023, Management's ownership of MFS' shares represents the future earnings, dividends and changes in the fair value attributable to MFS common shares owned by management.

⁽³⁾ In Q3 2022 amounts include the changes in estimated future payments for acquisition-related contingent considerations and options to purchase remaining ownership interests of SLC Management affiliates in the amount of \$96 million pre-tax or \$80 million post-tax.

NET INCOME RECONCILIATIONS - PRE-TAX and POST-TAX CONTINUED

(C\$ millions)

	For the Quarter Ended				For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
Asia Pre-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (pre-tax):						
<i>Market-related impacts (pre-tax)</i>						
<i>ACMA (pre-tax)</i>						
<i>Acquisition, integration and restructuring (pre-tax)</i>						
<i>Intangible asset amortization (pre-tax)</i>						
<i>Other (pre-tax) ⁽¹⁾</i>						
<i>Total non-underlying net income adjustments (pre-tax)</i>						
<i>Tax expense (benefit) related to non-underlying net income adjustments</i>						
Reported net income - Common shareholders (post-tax)						
Asia Post-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (post-tax):						
<i>Market-related impacts (post-tax)</i>						
<i>ACMA (post-tax)</i>						
<i>Acquisition, integration and restructuring (post-tax)</i>						
<i>Intangible asset amortization (post-tax)</i>						
<i>Other (post-tax) ⁽¹⁾</i>						
<i>Total non-underlying net income adjustments (post-tax)</i>						
Reported net income - Common shareholders (post-tax)						
Corporate Pre-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (pre-tax):						
<i>Market-related impacts (pre-tax)</i>						
<i>ACMA (pre-tax)</i>						
<i>Acquisition, integration and restructuring (pre-tax)</i>						
<i>Intangible asset amortization (pre-tax)</i>						
<i>Other (pre-tax) ⁽¹⁾⁽²⁾</i>						
<i>Total non-underlying net income adjustments (pre-tax)</i>						
<i>Tax expense (benefit) related to non-underlying net income adjustments ⁽³⁾</i>						
Reported net income - Common shareholders (post-tax)						
Corporate Post-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (post-tax):						
<i>Market-related impacts (post-tax)</i>						
<i>ACMA (post-tax)</i>						
<i>Acquisition, integration and restructuring (post-tax)</i>						
<i>Intangible asset amortization (post-tax)</i>						
<i>Other (post-tax) ⁽¹⁾⁽²⁾⁽³⁾</i>						
<i>Total non-underlying net income adjustments (post-tax)</i>						
Reported net income - Common shareholders (post-tax)						

⁽¹⁾ In Q4 2022, amounts reflect the unwinding of an internal reinsurance agreement that offset in Asia and Corporate.

⁽²⁾ In Q3 2022, Other reflects an impairment charge of \$170 million (£108 million) pertaining to the attributed goodwill that is not expected to be recovered through the Sun Life UK sale.

⁽³⁾ On December 15, 2022, legislation implementing an additional surtax of 1.5% applicable to banks and life insurers' taxable income in excess of \$100 million was enacted in Canada ("Canada Tax Rate Change"). This legislation applies retroactively to the Federal Budget date of April 7, 2022. As a result, reported net income increased by \$51 million in the fourth quarter. Refer to section D - Profitability - 5 - Income taxes in the Company's Annual 2022 MD&A for additional details.

NET INCOME RECONCILIATIONS - PRE-TAX and POST-TAX CONTINUED

(US\$ millions)

	For the Quarter Ended				For the Year Ended	
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	2022
U.S. Pre-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (pre-tax):						
<i>Market-related impacts (pre-tax)</i>						
<i>ACMA (pre-tax)</i>						
<i>Acquisition, integration and restructuring (pre-tax)</i>						
<i>Intangible asset amortization (pre-tax)</i>						
<i>Other (pre-tax) ⁽¹⁾</i>						
<i>Total non-underlying net income adjustments (pre-tax)</i>						
<i>Tax expense (benefit) related to non-underlying net income adjustments</i>						
Reported net income - Common shareholders (post-tax)						
U.S. Post-Tax Adjustments						
Underlying net income (post-tax)						
Add: Non-underlying net income adjustments (post-tax):						
<i>Market-related impacts (post-tax)</i>						
<i>ACMA (post-tax)</i>						
<i>Acquisition, integration and restructuring (post-tax)</i>						
<i>Intangible asset amortization (post-tax)</i>						
<i>Other (post-tax) ⁽¹⁾</i>						
<i>Total non-underlying net income adjustments (post-tax)</i>						
Reported net income - Common shareholders (post-tax)						
MFS Pre-Tax Adjustments						
Underlying net income (post-tax)						
Add: Management's ownership of MFS' shares (pre-tax) ⁽²⁾						
<i>Tax expense (benefit) related to underlying net income adjustments</i>						
Reported net income - Common shareholders (post-tax)						
MFS Post-Tax Adjustments						
Underlying net income (post-tax)						
Add: Management's ownership of MFS' shares (post-tax) ⁽²⁾						
Reported net income - Common shareholders (post-tax)						

	For the Quarter Ended						For the Year Ended				
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	2022	2021
U.S. Group Benefits Underlying Net Income to Reported Net Income											
Underlying net income (post-tax)											
Add: Non-underlying net income adjustments (pre-tax):											
<i>Market-related impacts (pre-tax)</i>											
<i>ACMA (pre-tax)</i>											
<i>Acquisition, integration and restructuring (pre-tax)</i>											
<i>Total non-underlying net income adjustments (pre-tax)</i>											
<i>Tax expense (benefit) related to non-underlying net income adjustments</i>											
Reported net income - Common shareholders (post-tax)											

⁽¹⁾ In Q3 2022, Other refers to a US\$53 million pre-tax or US\$42 million post-tax charge reflecting the resolution of a matter related to reinsurance pricing for our U.S. In-force Management business. In Q2 2022, other reflects a gain related to the sale-leaseback arrangement on our Wellesley property.

⁽²⁾ Effective Q1 2023, Management's ownership of MFS' shares represents the future earnings, dividends and changes in the fair value attributable to MFS common shares owned by management.

MFS RECONCILIATIONS

(US\$ millions, unless otherwise noted)

	For the Quarter Ended				For the
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Year Ended 2022
MFS Pre-Tax Net Operating Margin Reconciliation					
Revenue					
IFRS fee income	1				
Less: Adjustments					
Commissions	2				
Other ⁽¹⁾	3				
Total adjustments	4				
Adjusted revenue	5				
Expenses					
IFRS expenses	6				
IFRS net investment (income) loss	7				
Less: Adjustments					
Management's ownership of MFS' shares ⁽²⁾	8				
Compensation-related equity plan adjustments	9				
Commissions	10				
Other ⁽¹⁾	11				
Total adjustments	12				
Adjusted expenses	13				
Pre-tax Net Operating Margin	14				
MFS Pre-Tax Gross Operating Margin Reconciliation					
IFRS fee income	15				
Expenses					
IFRS expenses	16				
IFRS net investment (income) loss	17				
Less: Adjustments					
Management's ownership of MFS' shares ⁽²⁾	18				
Compensation-related equity plan adjustments	19				
Total adjustments	20				
Adjusted expenses	21				
Pre-tax Gross Operating Margin	22				

⁽¹⁾ Other includes accounting basis differences, such as advisory expenses and product allowances.

⁽²⁾ For more information on this adjustment made to arrive at a non-IFRS financial measure, refer to the Non-IFRS Financial Measures page 1 of this document and Section L. Non-IFRS Financial Measures, 2. Underlying Net Income and Underlying EPS of the Company's Q1 2023 MD&A.

SLC MANAGEMENT REPORTED NET INCOME RECONCILIATION TO THE SUPPLEMENTARY INCOME STATEMENT

(C\$ millions)

	For the Quarter Ended				For the
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Year Ended 2022
STATEMENTS OF OPERATIONS					
Net investment income (loss)					
Investment income (loss) and performance fees - net investment income (loss)					
Other - Investment income (loss) ⁽¹⁾					
Total net investment income (loss)					
Fee Income					
Management fees					
Distribution fees					
Property management, transaction, advisory and other fees					
Interest and other - fee income					
Investment income (loss) and performance fees - fee income					
Other - fee income ⁽²⁾⁽³⁾					
Total fee income					
Expenses					
Compensation- fee-related					
Other operating expenses					
Interest and other					
Placement fees - other					
Intangible asset amortization					
Acquisition, integration and restructuring					
Other - expenses ⁽¹⁾⁽²⁾⁽³⁾					
Total expenses					
Income (loss) before income taxes					
Income tax expense (benefit)					
Non-controlling interest ⁽³⁾					
Reported net income (loss) - Common shareholders					

⁽¹⁾ The gains or losses of certain hedges are reported under Investment income or loss under IFRS, whereas we present these under Acquisition, integration and restructuring given that the only investment income or loss reflected under Investment income (loss) and performance fees is related to our seed investments.

⁽²⁾ We have reclassified the income and related expenses for certain property management agreements to Compensation – fee-related to provide more accurate metrics on our fee-related business.

⁽³⁾ Under IFRS, Crescent is required to consolidate carried interest related to pre-acquisition funds that Crescent does not participate in economically. In Q4 2022, the carried interest is reported as \$156 million under revenue with relevant portions of \$139 million to compensation expenses and \$19 million to non-controlling interest. For management reporting purposes, carried interest is reported on a net basis in order to reflect the true economics of the carried interest.

DILUTED EARNINGS PER SHARE RECONCILIATION

(C\$ millions, unless otherwise noted)

	At and For the Quarter Ended					At and For
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	the Year Ended 2022
Weighted Average Shares						
Weighted average shares - basic						
Diluted impact of stock options						
Weighted average shares - diluted underlying						
Diluted impact of convertible securities (SLEECs) ⁽¹⁾						
Weighted average shares - diluted						
Diluted Earnings Per Share ⁽²⁾						
Underlying net income (loss)						
<i>Add Adjustments:</i>						
<i>Market-related impacts</i>						
<i>Assumption changes that flow directly through income</i>						
<i>Other adjustments:</i>						
<i>Impact of management's ownership of MFS' shares</i>						
<i>Impact of acquisition, integration and restructuring</i> ⁽³⁾						
<i>Impact of intangible asset amortization</i>						
<i>Impact of other</i>						
Reported net income (loss) - Common shareholders						
Add: Increase in income due to convertible securities ⁽⁴⁾						
Reported net income (loss) - Common shareholders on a diluted basis						
Underlying earnings per share - diluted						
<i>Add Adjustments:</i>						
<i>Market-related impacts</i>						
<i>Assumption changes that flow directly through income</i>						
<i>Other adjustments:</i>						
<i>Impact of management's ownership of MFS' shares</i>						
<i>Impact of acquisition, integration and restructuring</i>						
<i>Impact of intangible asset amortization</i>						
<i>Impact of other</i>						
<i>Impact of convertible securities on diluted earnings per share</i>						
Reported earnings per share - diluted						

⁽¹⁾ Represents the number of common shares treated as outstanding in the calculation of diluted EPS, based on the assumed conversion of the convertible securities. No adjustment is reflected for periods in which the convertible securities conversion would have caused an anti-dilutive result.

⁽²⁾ The convertible securities contain features which enable the holders to convert these securities into preferred shares of Sun Life Assurance Company of Canada. Following this conversion, the Company has the option to settle the preferred shares with cash prior to the conversion to common shares of Sun Life. Under IFRS, diluted EPS are calculated by adjusting income and the weighted average number of shares for the effects of all dilutive potential common shares under the assumption that convertible instruments are converted and that outstanding options are exercised.

⁽³⁾ Refer to the Notes page ii, Other Adjustments - Acquisition, Integration and Restructuring for additional details.

⁽⁴⁾ Represents after-tax interest expense on convertible securities converted into common shares that is added to net income as the convertible securities are assumed to be converted at the beginning of each reporting period in the calculation of diluted EPS.

DOE RECONCILIATION - TOTAL COMPANY

(C\$ millions)

		For the Quarter Ended				For the
		Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Underlying View ⁽¹⁾						
Net insurance service result	1					
Net investment result	2					
Fee income:						
Asset Management	3					
Other fee income	4					
Total fee income	5					
Less: Other expenses - adjusted	6					
Income before taxes	7					
Less: Income tax expense (benefit)	8					
Total net income	9					
Less:						
Net income (loss) allocated to the participating account and NCI	10					
Dividends on preferred shares and distributions on other equity instruments	11					
Underlying net income	12					
Non- Underlying Adjustments						
Net insurance service result	13					
Net investment result	14					
Asset Management fee income	15					
Less: Other expenses - adjusted	16					
Income before taxes	17					
Adjusted Common Shareholders' View						
Net insurance service result	18					
Net investment result	19					
Fee income:						
Asset Management	20					
Other fee income	21					
Total fee income	22					
Less: Other expenses - adjusted	23					
Income before taxes	24					
Less: Income tax expense (benefit)	25					
Total net income	26					
Less:						
Net income (loss) allocated to the participating account and NCI	27					
Dividends on preferred shares and distributions on other equity instruments	28					
Adjusted reported net income - Common shareholders	29					
Adjustments for participating insurance (PAR) and fee income businesses ⁽²⁾						
Net insurance service result	30					
Net investment result	31					
Fee income:						
Asset Management	32					
Other fee income	33					
Total fee income	34					
Less: Other expenses - adjusted	35					
Income before taxes	36					
Less: Income tax expense (benefit)	37					
Total net income	38					
Less: Net income (loss) allocated to the participating account	39					
Adjusted common shareholders' reported net income - PAR and fee income businesses	40					
Reported View - Income Statement						
Net insurance service result	41					
Net investment result	42					
Fee income:						
Asset Management	43					
Other fee income	44					
Total fee income	45					
Less: Other expenses - adjusted	46					
Income before taxes	47					
Less: Income tax expense (benefit)	48					
Total net income	49					
Less:						
Net income (loss) allocated to the participating account and NCI	50					
Dividends on preferred shares and distributions on other equity instruments	51					
Reported net income - Common shareholders	52					

⁽¹⁾ For more information on the underlying DOE view, refer to L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures under the heading Driver of Earnings of the Company's Q1 2023 MD&A.

⁽²⁾ The adjustments for PAR remove the allocation to the participating account. To assist with understanding the profitability of fee income businesses, the associated expenses are adjusted to show on a net basis with the associated revenues.

DOE RECONCILIATION - CANADA

(C\$ millions)

	For the Quarter Ended				For the
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Year Ended 2022
Underlying View ⁽¹⁾					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account and NCI					
Underlying net income					
Non- Underlying Adjustments					
Net insurance service result					
Net investment result					
Less: Other expenses - adjusted					
Income before taxes					
Adjusted Common Shareholders' View					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account and NCI					
Adjusted reported net income - Common shareholders					
Adjustments for PAR and fee income businesses ⁽²⁾					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account					
Adjusted common shareholders' reported net income - PAR and fee income businesses					
Reported View - Income Statement					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account					
Reported net income - Common shareholders					

⁽¹⁾ For more information on the underlying DOE view, refer to L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures under the heading Driver of Earnings of the Company's Q1 2023 MD&A.

⁽²⁾ The adjustments for PAR remove the allocation to the participating account. To assist with understanding the profitability of fee income businesses, the associated expenses are adjusted to show on a net basis with the associated revenues.

DOE RECONCILIATION - U.S.

(C\$ millions)

	For the Quarter Ended				For the
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Year Ended
				Q1 2022	2022
Underlying View ⁽¹⁾					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account and NCI					
Underlying net income					
Non- Underlying Adjustments					
Net insurance service result					
Net investment result					
Less: Other expenses - adjusted					
Income before taxes					
Adjusted Common Shareholders' View					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account and NCI					
Adjusted reported net income - Common shareholders					
Adjustments for PAR and fee income businesses ⁽²⁾					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account					
Adjusted common shareholders' reported net income - PAR and fee income businesses					
Reported View - Income Statement					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account					
Reported net income - Common shareholders					

⁽¹⁾ For more information on the underlying DOE view, refer to L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures under the heading Driver of Earnings of the Company's Q1 2023 MD&A.

⁽²⁾ The adjustments for PAR remove the allocation to the participating account. To assist with understanding the profitability of fee income businesses, the associated expenses are adjusted to show on a net basis with the associated revenues.

DOE RECONCILIATION - ASIA

(C\$ millions)

	For the Quarter Ended				For the
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Year Ended 2022
Underlying View ⁽¹⁾					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account and NCI					
Underlying net income					
Non- Underlying Adjustments					
Net insurance service result					
Net investment result					
Less: Other expenses - adjusted					
Income before taxes					
Adjusted Common Shareholders' View					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account and NCI					
Adjusted reported net income - Common shareholders					
Adjustments for PAR and fee income businesses ⁽²⁾					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account					
Adjusted common shareholders' reported net income - PAR and fee income businesses					
Reported View - Income Statement					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Net income (loss) allocated to the participating account					
Reported net income - Common shareholders					

⁽¹⁾ For more information on the underlying DOE view, refer to L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures under the heading Driver of Earnings of the Company's Q1 2023 MD&A.

⁽²⁾ The adjustments for PAR remove the allocation to the participating account. To assist with understanding the profitability of fee income businesses, the associated expenses are adjusted to show on a net basis with the associated revenues.

DOE RECONCILIATION - CORPORATE

(C\$ millions)

	For the Quarter Ended				For the
	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Year Ended
				Q1 2022	2022
Underlying View ⁽¹⁾					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Dividends on preferred shares and distributions on other equity instruments					
Underlying net income					
Non- Underlying Adjustments					
Net insurance service result					
Net investment result					
Less: Other expenses - adjusted					
Income before taxes					
Adjusted Common Shareholders' View					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Dividends on preferred shares and distributions on other equity instruments					
Adjusted reported net income - Common shareholders					
Adjustments for PAR and fee income businesses ⁽²⁾					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Dividends on preferred shares and distributions on other equity instruments					
Adjusted common shareholders' reported net income - PAR and fee income businesses					
Reported View - Income Statement					
Net insurance service result					
Net investment result					
Fee income					
Less: Other expenses - adjusted					
Income before taxes					
Less: Income tax expense (benefit)					
Total net income					
Less: Dividends on preferred shares and distributions on other equity instruments					
Reported net income - Common shareholders					

⁽¹⁾ For more information on the underlying DOE view, refer to L. Non-IFRS Financial Measures, 3. Additional Non-IFRS Financial Measures under the heading Driver of Earnings of the Company's Q1 2023 MD&A.

⁽²⁾ The adjustments for PAR remove the allocation to the participating account. To assist with understanding the profitability of fee income businesses, the associated expenses are adjusted to show on a net basis with the associated revenues.

PAGE LEFT INTENTIONALLY BLANK