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Industrial Alliance Insurance and Financial Services Inc.

Consolidated Financial Statements

For the years ended December 31, 2021 and 2020

Consolidated Financial Statements

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Responsibility for Financial Reporting

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

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

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

The functions of the Audit Committee are to:
- Review the financial statements and recommend them for approval by the Board of Directors;
- Review the internal control systems and security;
- Recommend the appointment of the independent auditor and its fee arrangements to the Board of Directors;
- Review other accounting, financial and security matters as required.

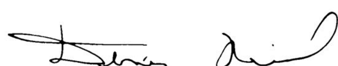
The Audit Committee meets regularly with Management, the internal auditor and the independent auditor. The latter may, as it sees fit, meet with the Audit Committee, with or without Management, to discuss matters affecting the audit and financial information.

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

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

The Autorité des marchés financiers (AMF) has the power to perform checks to ensure that the Company respects the Insurers Act, preserves the interests of the policyholders and pursues sound capitalization and good solvency.

On behalf of Management,



Denis Ricard
President and Chief Executive Officer
Quebec City, February 16, 2022

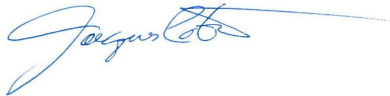
Jacques Potvin
Executive Vice-President, CFO and Chief Actuary
Quebec City, February 16, 2022

Appointed Actuary's Report

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

I have valued the policy liabilities and reinsurance recoverable of **Industrial Alliance Insurance and Financial Services Inc.** for its Consolidated Statements of Financial Position as at December 31, 2021 and 2020 and their changes in the Consolidated Income Statements for the years then ended in accordance with accepted actuarial practice in Canada, including selection of appropriate assumptions and methods.

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



Jacques Potvin
Fellow of the Canadian Institute of Actuaries
Quebec City, February 16, 2022

Independent Auditor's Report

To the Policyholders and Shareholders of
Industrial Alliance Insurance and Financial Services Inc.

Opinion
We have audited the consolidated financial statements of **Industrial Alliance Insurance and Financial Services Inc.** (the "Company"), which comprise the consolidated statements of financial position as at December 31, 2021 and 2020, and the consolidated income statements, consolidated comprehensive income statements, consolidated equity statements and consolidated cash flows statements for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2021 and 2020, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards ("IFRS").

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

Key Audit Matter
A key audit matter is a matter that, in our professional judgment, was of most significance in our audit of the financial statements for the year ended December 31, 2021. This matter was addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on this matter.

Insurance Contract Liabilities – Refer to Notes 2 and 14 to the Financial Statements
Key Audit Matter Description
The Company has significant insurance contract liabilities representing the majority of its total liabilities. Insurance contract liabilities are determined using generally accepted actuarial practices according to standards established by the Canadian Institute of Actuaries. Insurance risk is the risk of loss resulting from higher actual benefit amounts than those expected at the time of product design and pricing.

While there are many assumptions which management makes, the assumptions with the greatest uncertainty are those related to lapse behaviour and mortality. Management has applied a heightened level of judgment to determine the impact, if any, of the COVID-19 pandemic on these assumptions. Lapse and mortality assumptions required significant auditor attention in certain circumstances, including where (i) there is limited Company and industry experience data, (ii) the historical experience may not be a good indicator of the future, and (iii) policyholder behaviour may be irrational. Auditing of certain actuarial models and lapse and mortality assumptions required a high degree of auditor judgment and an increased extent of audit effort, including the need to involve actuarial specialists.

How the Key Audit Matter Was Addressed in the Audit

Our audit procedures related to actuarial models and lapse behaviour and mortality assumptions included the following, among others:

- With the assistance of actuarial specialists, we tested the reasonableness of lapse behaviour and mortality assumptions, by:
    - Evaluating whether management's methods and assumptions used were determined in accordance with actuarial principles and practices under the Canadian actuarial standards of practice.
    - Testing experience studies and other inputs used in the determination of the lapse and mortality assumptions.
    - Analyzing management's interpretation of its experience study results, evaluating triggers and drivers for revisions of assumptions, assessing reasonably possible alternative assumptions, and considering industry and other external sources of benchmarking where applicable.
- With the assistance of actuarial specialists, we tested the appropriateness of actuarial models used in the estimation process by:
    - Calculating an independent estimate of the insurance contract liability for a sample of insurance policies and comparing the results to the Company's results.
    - Testing the accuracy of changes in key assumptions for a sample of actuarial models.

Other Information

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

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

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

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

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

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

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

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

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

- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Company to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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

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

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor’s report is Sophie Fortin.

Deloitte LLP [1]

Quebec City, Quebec
February 16, 2022

[1] CPA auditor, CA, public accountancy permit No. A124208

Consolidated Income Statements

Years ended December 31 (in millions of Canadian dollars, unless otherwise indicated)	2021	2020
Revenues		
Premiums		
Gross premiums	**$ 13,908**	$ 11,929
Premiums ceded	**(956)**	(876)
Net premiums (Note 23)	**12,952**	11,053
Investment income (Note 5)		
Interest and other investment income	**1,609**	1,447
Change in fair value of investments	**(1,421)**	3,215
	188	4,662
Other revenues	**2,010**	1,719
	15,150	17,434
Policy benefits and expenses		
Gross benefits and claims on contracts	**7,679**	5,816
Ceded benefits and claims on contracts	**(734)**	(566)
Net transfer to segregated funds	**3,278**	2,872
Increase (decrease) in insurance contract liabilities (Note 14)	**(45)**	5,760
Increase (decrease) in investment contract liabilities (Note 14)	**(1)**	34
Decrease (increase) in reinsurance assets (Note 14)	**(76)**	(737)
	10,101	13,179
Commissions	**2,134**	1,757
General expenses (Note 20)	**1,616**	1,521
Premium and other taxes	**141**	128
Financing charges (Note 21)	**53**	52
	14,045	16,637
Income before income taxes	**1,105**	797
Income taxes (Note 22)	**255**	138
Net income	**$ 850**	$ 659
Net income attributed to participating policyholders	**7**	(1)
Net income attributed to shareholders	**$ 843**	$ 660
Dividends on preferred shares (Note 17)	**22**	22
Net income attributed to common shareholder	**$ 821**	$ 638
Basic earnings per common share (in dollars) (Note 24)	**$ 7.56**	$ 5.88

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

Consolidated Comprehensive Income Statements

Years ended December 31 (in millions of Canadian dollars)		2021		2020
Net income	**$**	**850**	$	659
Other comprehensive income, net of income taxes				
Items that may be reclassified subsequently to net income:				
Available for sale financial assets				
Unrealized gains (losses) on available for sale financial assets		**(49)**		96
Reclassification of losses (gains) on available for sale financial assets included in net income		**(28)**		(22)
		(77)		74
Net investment hedge				
Unrealized gains (losses) on currency translation in foreign operations		**(11)**		(33)
Hedges of net investment in foreign operations		**13**		31
		2		(2)
Cash flow hedge				
Unrealized gains (losses) on cash flow hedges		**—**		1
Items that will not be reclassified subsequently to net income:				
Remeasurement of post-employment benefits		**196**		(54)
Total other comprehensive income		**121**		19
Comprehensive income	**$**	**971**	$	678
Comprehensive income attributed to participating policyholders		**7**		(1)
Comprehensive income attributed to shareholders	**$**	**964**	$	679

Income Taxes Included in Other Comprehensive Income

Years ended December 31 (in millions of Canadian dollars)		2021		2020
Income tax recovery (expense) related to:				
Items that may be reclassified subsequently to net income:				
Unrealized losses (gains) on available for sale financial assets	**$**	**17**	$	(33)
Reclassification of gains (losses) on available for sale financial assets included in net income		**9**		7
Hedges of net investment in foreign operations		**(2)**		(6)
		24		(32)
Items that will not be reclassified subsequently to net income:				
Remeasurement of post-employment benefits		**(70)**		19
Total income tax recovery (expense) included in other comprehensive income	**$**	**(46)**	$	(13)

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

Consolidated Statements of Financial Position

As at December 31 (in millions of Canadian dollars)	2021	2020
Assets		
Investments (Note 5)		
Cash and short-term investments	**$ 1,467**	$ 1,593
Bonds	**32,254**	31,762
Stocks	**3,769**	3,168
Mortgages and other loans	**2,922**	2,801
Derivative financial instruments (Note 8)	**917**	1,651
Policy loans	**1,040**	881
Other invested assets	**477**	453
Investment properties	**1,870**	1,916
	44,716	44,225
Other assets (Note 9)	**3,319**	2,897
Reinsurance assets (Note 14)	**1,984**	1,808
Fixed assets (Note 10)	**353**	371
Deferred income tax assets (Note 22)	**7**	23
Intangible assets (Note 11)	**778**	773
Goodwill (Note 11)	**550**	556
General fund assets	**51,707**	50,653
Segregated funds net assets (Note 12)	**39,577**	32,815
Total assets	**$ 91,284**	$ 83,468
Liabilities		
Insurance contract liabilities (Note 14)	**$ 36,540**	$ 36,527
Investment contract liabilities (Note 14)	**577**	575
Derivative financial instruments (Note 8)	**521**	569
Other liabilities (Note 15)	**7,169**	6,846
Deferred income tax liabilities (Note 22)	**316**	248
Debentures (Note 16)	**653**	653
General fund liabilities	**45,776**	45,418
Liabilities related to segregated funds net assets (Note 12)	**39,577**	32,815
Total liabilities	**$ 85,353**	$ 78,233
Equity		
Share capital	**$ 2,180**	$ 2,180
Retained earnings and accumulated other comprehensive income	**3,703**	3,014
Participating policyholders' accounts	**48**	41
	5,931	5,235
Total liabilities and equity	**$ 91,284**	$ 83,468

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

Denis Ricard
President and Chief Executive Officer

Danielle G. Morin
Chair of Audit Committee

Consolidated Equity Statements

Years ended December 31 (in millions of Canadian dollars)

	Participating policyholders' accounts	Common shares	Preferred shares	Retained earnings	Accumulated other comprehensive income	Total
		(Note 17)	(Note 17)		(Note 18)	
Balance as at December 31, 2019	$ 42	$ 1,655	$ 525	$ 3,460	$ 77	$ 5,759
Net income attributed to shareholders	—	—	—	660	—	660
Net income attributed to participating policyholders' accounts	(1)	—	—	—	—	(1)
Other comprehensive income	—	—	—	—	19	19
Comprehensive income for the year	(1)	—	—	660	19	678
Equity transactions						
Transfer of post-employment benefits (Note 26)	—	—	—	(54)	54	—
Dividends on common shares	—	—	—	(1,181)	—	(1,181)
Dividends on preferred shares	—	—	—	(22)	—	(22)
Other	—	—	—	1	—	1
	—	—	—	(1,256)	54	(1,202)
Balance as at December 31, 2020	**41**	**1,655**	**525**	**2,864**	**150**	**5,235**
Net income attributed to shareholders	**—**	**—**	**—**	**843**	**—**	**843**
Net income attributed to participating policyholders' accounts	**7**	**—**	**—**	**—**	**—**	**7**
Other comprehensive income	**—**	**—**	**—**	**—**	**121**	**121**
Comprehensive income for the year	**7**	**—**	**—**	**843**	**121**	**971**
Equity transactions						
Transfer of post-employment benefits (Note 26)	**—**	**—**	**—**	**196**	**(196)**	**—**
Dividends on common shares	**—**	**—**	**—**	**(250)**	**—**	**(250)**
Dividends on preferred shares	**—**	**—**	**—**	**(22)**	**—**	**(22)**
Other	**—**	**—**	**—**	**(3)**	**—**	**(3)**
	—	**—**	**—**	**(79)**	**(196)**	**(275)**
Balance as at December 31, 2021	**$ 48**	**$ 1,655**	**$ 525**	**$ 3,628**	**$ 75**	**$ 5,931**

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

Consolidated Cash Flows Statements

Years ended December 31 (in millions of Canadian dollars)	**2021**	2020
Cash flows from operating activities		
Income before income taxes	**$ 1,105**	$ 797
Financing charges	**53**	52
Income taxes paid, net of refunds	**(209)**	(163)
Operating activities not affecting cash:		
Increase (decrease) in insurance contract liabilities	**19**	5,899
Increase (decrease) in investment contract liabilities	**2**	(55)
Decrease (increase) in reinsurance assets	**(187)**	(807)
Unrealized losses (gains) on investments	**1,421**	(3,211)
Provisions for losses	**28**	58
Amortization of premiums and discounts	**23**	22
Other depreciation	**257**	219
Goodwill impairment (Note 20)	**—**	24
Gain on disposals of businesses (Note 4)	**(12)**	(16)
Other items not affecting cash	**47**	(431)
Operating activities affecting cash:		
Sales, maturities and repayments on investments	**25,799**	15,965
Purchases of investments	**(28,051)**	(16,200)
Realized losses (gains) on investments	**(34)**	(48)
Other items affecting cash	**5**	(283)
Net cash from (used in) operating activities	**266**	1,822
Cash flows from investing activities		
Disposals of businesses, net of cash	**15**	79
Sales (purchases) of fixed and intangible assets	**(91)**	(68)
Net cash from (used in) investing activities	**(76)**	11
Cash flows from financing activities		
Reimbursement of lease liabilities[1]	**(20)**	(18)
Dividends paid on common shares	**(250)**	(1,181)
Dividends paid on preferred shares	**(22)**	(22)
Interest paid on debentures	**(20)**	(20)
Interest paid on lease liabilities	**(4)**	(4)
Net cash from (used in) financing activities	**(316)**	(1,245)
Increase (decrease) in cash and short-term investments	**(126)**	588
Cash and short-term investments at beginning	**1,593**	1,005
Cash and short-term investments at end	**$ 1,467**	$ 1,593
Supplementary information:		
Cash	**$ 1,272**	$ 1,333
Short-term investments	**195**	260
Total cash and short-term investments	**$ 1,467**	$ 1,593

[1] For the year ended December 31, 2021, lease liabilities, presented in *Other liabilities* in the Consolidated Statements of Financial Position, include an amount of $5 ($8 for the year ended December 31, 2020) of non-affecting cash items, mostly attributable to new liabilities.

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

Notes to Consolidated Financial Statements

Years ended December 31, 2021 and 2020 (in millions of Canadian dollars, unless otherwise indicated)

1 › General Information

Industrial Alliance Insurance and Financial Services Inc. is a life and health insurance company incorporated under the *Business Corporations Act* (Quebec), governed by the *Insurers Act* and regulated by the AMF. Industrial Alliance Insurance and Financial Services Inc. and its subsidiaries (iA Insurance or the "Company"), a wholly owned subsidiary of iA Financial Corporation Inc. (iA Financial Corporation), offer a wide range of life and health insurance products, savings and retirement plans, mutual funds, securities, mortgages, auto and home insurance, creditor insurance, replacement insurance, replacement warranties, extended warranties and other ancillary products for dealer services and other financial products and services. The Company's products and services are offered on both an individual and group basis and extend throughout Canada and the United States.

On January 1, 2020, Industrial Alliance Insurance and Financial Services Inc. and its subsidiary The Excellence Life Insurance Company merged. The merger was recorded at the carrying amount and had no effect on the Consolidated Financial Statements.

Publication of these Consolidated Financial Statements (the "Financial Statements") was authorized for issue by the Company's Board of Directors on February 16, 2022.

2 › Significant Accounting Policies

a) Basis of Presentation

The Company's financial statements are established according to International Financial Reporting Standards (IFRS) on December 31, 2021. The IFRS are published by the International Accounting Standards Board (IASB) and are based on International Financial Reporting Standards, International Accounting Standards (IAS), and on interpretations developed by the IFRS Interpretations Committee (IFRS IC).

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

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

b) Important Estimates, Assumptions, Judgments and Impacts of COVID-19 Pandemic

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

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

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

Impacts of COVID-19 Pandemic

Since the beginning of 2020, the spread of the COVID-19 virus, elevated to a pandemic by the World Health Organization (WHO) on March 11, 2020, has caused turbulence in the financial markets, resulted in economic uncertainty and disrupted the activities of the business community and citizens. The COVID-19 pandemic has forced governments to implement exceptional measures to slow the progression of this crisis. Governments and central banks implemented significant monetary and fiscal interventions to stabilize economic conditions. The risk management program established by the Company has made it possible, since the beginning of the pandemic, to mitigate the negative effects of this crisis on its results. The initiatives deployed by the Company help to ensure the continuity of all of its activities, while protecting the health and the safety of its employees.

The significant estimates, assumptions and judgments made by management in the preparation of these Financial Statements take into account these uncertainties.

For the year ended December 31, 2020, changes in methods and assumptions and the impact of exchange rate fluctuations used in the calculation of provisions for future policy benefits and other insurance contract liabilities, as well as the financial assumptions used in the calculation of investment contract liabilities, take into account the economic uncertainties related to COVID-19, such as the temporary increase in mortality and lapse assumptions for certain policies. For the year ended December 31, 2021, the assumptions used in the calculation of provisions for future policy benefits reflect the most recent trends in additional mortality claims due to direct and indirect pandemic impacts. Conversely, insurance contract liabilities have been decreased to take into account the improvement of lapse assumptions for policies targeted by a specific COVID-19 provision in 2020. See Note 14 “Insurance Contract Liabilities and Investment Contract Liabilities”.

In 2020, the COVID-19 pandemic and the resulting economic conditions have also created uncertainty in significant assumptions used in determining the fair value of financial instruments and investment properties as well as the net liabilities resulting from the obligation in respect of defined benefits.

During the year ended December 31, 2020, the Company reduced the carrying value of the goodwill of a cash-generating unit (CGU) due to the effects of the pandemic. See Note 11 “Intangible Assets and Goodwill” and Note 20 “General Expenses”.

Actual results could differ from best estimates, as mentioned above.

c) Basis of Consolidation and Method

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

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

d) Invested Assets and Investment Income

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

Financial assets are classified into one of the following categories:

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

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

Bonds and stocks that are not matched with insurance contract liabilities and investment contract liabilities are classified as available for sale. Mortgages and other loans, as well as bonds not quoted in an active market are classified as loans and receivables. Bonds quoted in an active market that are related to securitization liabilities are classified as assets held to maturity.

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

Invested assets are accounted for using the methods described below.

i) Cash and Short-Term Investments

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

ii) Bonds

Designated at Fair Value Through Profit or Loss

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

Available for Sale

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

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

Held to maturity

Bonds classified as held to maturity are carried at amortized cost using the effective interest method. The interest calculated according to this method and the realized gains or losses on disposal of these securities are accounted for in *Interest and other investment income* in the Income Statement.

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

Loans and Receivables

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

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

iii) Stocks

Designated at Fair Value Through Profit or Loss

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

Available for Sale

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

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

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

iv) Mortgages and Other Loans

Loans and Receivables

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

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

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

Designated at Fair Value Through Profit or Loss

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

Securitization of Mortgages

Residential Mortgages

The Company transferred the risks and rewards related to securitized loans. As part of the securitization of residential mortgages, the asset derecognition criteria are met and, consequently, the Company derecognized these loans. The liability related to the amounts initially securitized remains recorded in *Other liabilities*. Interest expenses on liabilities are recorded in *Financing charges* in the Income Statement.

Multi-residential and Non-residential Mortgages

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

v) Derivative Financial Instruments

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

Hedge Accounting

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

Fair Value Hedging

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

Cash Flow Hedging

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

Net Investment Hedge

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

vi) Embedded Derivative Financial Instruments

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

vii) Policy Loans

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

viii) Other Invested Assets

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

ix) Investment Properties

Investment properties are properties owned by the Company that are not owner-occupied and that are held to earn rental income or capital appreciation. Investment properties are recognized at the transaction price plus transaction costs upon acquisition. These properties are subsequently valued at fair value, except in the case of properties under construction, when the fair value cannot be reliably assessed. These are recorded at unamortized cost until the fair value can be reliably assessed. The fair value excludes the fair value of the linearization of rents, which is recorded in *Other assets*. Changes in fair value are recognized in *Change in fair value of investments* in the Income Statement. Rental income is recognized in the Income Statement linearly according to the term of the lease, and operating expenses of properties are recorded in *General expenses*.

x) Derecognition

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

e) Other Assets

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

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

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

f) Fixed Assets

Fixed assets are recorded at cost less accumulated depreciation and mainly include own-use properties, right-of-use assets and other items classified under fixed assets. Right-of-use assets consist of fixed assets, such as rental space and other assets arising from leases, recognized at the commencement date of the contract, which is when the leased asset is made available to the Company.

The Company calculates depreciation using the straight-line method. The depreciation period is based on the estimated useful life using the following periods:

Own-use property components	10	to	60 years
Right-of-use assets	2	to	30 years
Other	3	to	15 years

At the end of each year, the Company must revise the residual value and useful life of fixed assets. Any change represents a modification of an accounting estimate and must be accounted for prospectively.

g) Intangible Assets

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

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

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

h) Goodwill

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

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

i) Segregated Funds

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

Segregated Funds Net Assets

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

Liabilities Related to Segregated Funds Net Assets

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

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

j) Reinsurance Assets

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

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

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

k) Insurance Contract Liabilities and Investment Contract Liabilities

i) Classification of Contracts

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

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

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

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

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

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

ii) Insurance Contract Liabilities

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

iii) Investment Contract Liabilities

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

l) Other Liabilities

Other liabilities are primarily made up of unearned premiums, post-employment benefits, amounts on deposit on products other than insurance contracts, accounts payable, due to reinsurers, short-selling securities and securitization liabilities.

Financial liabilities included in *Other liabilities* are classified as financial liabilities at amortized cost, except for short-selling securities, which are classified as held for trading. The commitments related to short-selling securities reflect the Company's obligation to deliver securities that it sold without owning them at the time of sale. Short-selling securities are recorded at fair value in the Statement of Financial Position. Realized and unrealized gains and losses are recognized in *Change in fair value of investments* in the Income Statement. A financial liability is derecognized when the obligation related to the financial liability is settled, cancelled or expires.

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

Lease liabilities are recognized, from the commencement date of the contract, at the discounted value of the lease payments that have not yet been paid, discounted at the interest rate implicit in the lease, or if this rate is not available, at the incremental borrowing rate. Subsequently, lease liabilities are recorded at amortized cost using the effective interest method and the related interest expense is recognized in *Financing charges* in the Income Statement. Lease liabilities exclude amounts relating to variable lease payments or payments for which the Company is reasonably certain not to exercise. The Company has elected to recognize lease payments for short-term and low-value contracts on a straight-line basis over the lease term in *General expenses*.

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

m) Income Taxes

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

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

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

To determine the impact of taxes, the Company must comply with both IFRS and actuarial standards of practice. Consequently, according to the CALM, the determination of insurance contract liabilities must account for all cash flows associated with the insurance contract liabilities provided, including income taxes. Insurance contract liabilities are determined by considering the tax impacts related to these contracts on a discounted basis, adjusted for all related deferred tax assets and liabilities. The net result of this adjustment is to leave the discounting effect of deferred taxes related to temporary differences on tax items related to insurance contracts in Insurance contract liabilities.
The Company is subject to income tax laws in Canada and the United States. Tax laws are complex and may be subject to different interpretations by the Company and by the tax authority. The provision for income taxes and deferred income taxes represents the Company's interpretation of the tax laws and estimates of current and future tax consequences of the transactions and events during the period. In addition, future events, such as changes in tax laws, tax regulations or the interpretations of such laws or regulations could have a material effect on the amounts of the tax expense, the deferred income tax and the effective tax rate during the year in which they occur.

n) Debentures

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

o) Foreign Exchange Conversion

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

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

p) Premiums and Expenses

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

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

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

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

q) Other Revenues

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

r) Net Transfer to Segregated Funds

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

s) Post-Employment Benefits

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

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

t) Stock-Based Compensation

i) Stock Option Plan

The cost of stock options granted by iA Financial Corporation is recorded, using the fair value method, as a remuneration expense included in *General expenses* in the Income Statement. The corresponding amount is recorded in *Other Liabilities* in the Statement of Financial Position. Fair value of options is estimated at the grant dates taking into account a forfeiture rate and using the graded vesting method. For options that are cancelled before vesting, the remuneration expense that has previously been recognized is reversed. When options are exercised, the liability is paid to iA Financial Corporation. Stock-based compensation is recognized at the grant date for grants to management personnel who are eligible to retire on the grant date and over the period from the date of grant to the date of retirement eligibility for grants to management personnel who will become eligible to retire during the vesting period.

ii) Share Purchase Plan for Employees

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

iii) Deferred Share Units Plan

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

iv) Mid-Term Incentive Plan

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

v) Restricted Share Units Plan

The restricted share units plan is accounted for as a share-based payment transaction that is settled in cash. Its valuation is based on the fair value of the common shares of a subsidiary of iA Financial Corporation, which, for the purposes of the plan, is deemed to wholly own, among others, some subsidiaries of the group which are under the control of the Company. Fair value is determined using equity valuation models. Based on the estimated number of restricted share units expected to be vested, the Company recognizes the remuneration expense in *General expenses* in the Income Statement and the corresponding liability in the Statement of Financial Position for the vesting period. At the end of each reporting period and on the settlement date, the liability is remeasured based on the fair value of the common shares of a subsidiary of iA Financial Corporation and the change is recorded in *General expenses* in the Income Statement.

3 › Changes in Accounting Policies

New Accounting Policies Applied

These standards or amendments apply to financial statements beginning on or after January 1, 2021.

Standards or amendments	Description of the standards or amendments and impacts on financial statements of the Company
IFRS 4 *Insurance Contracts*	*Description:* On September 12, 2016, the IASB published an amendment to IFRS 4 *Insurance Contracts*. This amendment, *Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts*, provides two options to entities applying IFRS 4: • the deferral approach is an optional temporary exemption from applying IFRS 9 until January 1, 2021 for entities whose predominant activity is issuing contracts within the scope of IFRS 4; • the overlay approach permits entities to adopt IFRS 9 but adjust some of the impacts arising from designated financial assets, those being assets related to the insurance contract liabilities. On June 25, 2020, the IASB published an amendment to IFRS 4 *Insurance Contracts* to extend the deferral approach until January 1, 2023. *Status:* The Company met all criteria and chose the deferral approach, as described below in the section “Information on the Deferral of the Application of IFRS 9 *Financial Instruments*”. The Company will apply IFRS 9 only to financial statements beginning on or after January 1, 2023.
IFRS 16 *Leases*	*Description:* On May 28, 2020, the IASB published an amendment to IFRS 16 *Leases*. The amendment *COVID-19-Related Rent Concessions* exempts lessees from having to consider individual lease contracts to determine whether rent concessions occurring as a direct consequence of the COVID-19 pandemic are lease modifications and allows lessees to account for such rent concessions as if they were not lease modifications. It applies to COVID-19-related rent concessions that reduce lease payments due on or before June 30, 2021. This amendment applies retrospectively. On March 31, 2021, the IASB published an amendment to IFRS 16 *Leases*. The amendment *COVID-19-Related Rent Concessions beyond 30 June 2021* extends the practical relief regarding COVID-19-related rent concessions until June 30, 2022. *Impact:* No impact on the Company’s financial statements.
IAS 39 *Financial Instruments: Recognition and Measurement*, IFRS 7 *Financial Instruments: Disclosures*, IFRS 4 *Insurance Contracts* and IFRS 16 *Leases*	*Description*: On August 27, 2020, the IASB published an amendment to IAS 39 *Financial Instruments: Recognition and Measurement*, IFRS 7 *Financial Instruments: Disclosures*, IFRS 4 *Insurance Contracts* and IFRS 16 *Leases*. The amendment, *Interest Rate Benchmark Reform – Phase 2*, clarifies the requirements related to financial assets, financial liabilities and lease liabilities, specific hedge accounting requirements, and disclosure requirements of financial instruments when an existing interest rate benchmark is replaced. This amendment applies on a modified retrospective basis. *Impact:* No impact on the Company’s financial statements.

Future Changes in Accounting Policies

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

Standards or amendments	Description of the standards or amendments
IFRS 9 *Financial Instruments*	The Company adopted the amendment to IFRS 4 *Insurance Contracts* described in the section “New Accounting Policies Applied”. Consequently, even if the provisions of IFRS 9 applied to financial statements beginning on or after January 1, 2018, the Company will apply these provisions simultaneously to the application of the standard IFRS 17. *Description:* On July 24, 2014, the IASB published the standard IFRS 9 *Financial Instruments* which replaces the provisions of the standard IAS 39 *Financial Instruments: Recognition and Measurement.* The standard IFRS 9: • requires financial assets to be measured at amortized cost or at fair value on the basis of the entity’s business model for managing assets; • changes the accounting for financial liabilities measured using the fair value option; • proposes a new accounting model related to the recognition of expected credit losses, requiring the entity to recognize expected credit losses on financial assets using current estimates of expected shortfalls in cash flows on those instruments as at the reporting date; • modifies the hedge accounting model, which aims to present in the financial statements the effect of risk management activities. The provisions of the new standard IFRS 9 will apply retrospectively or on a modified retrospective basis. On October 12, 2017, the IASB published an amendment to IFRS 9 *Financial Instruments*. The amendment *Prepayment Features with Negative Compensation* enables entities to measure at amortized cost some prepayable financial assets with so-called negative compensation. On August 27, 2020, the IASB published an amendment to IFRS 9 *Financial Instruments*. The amendment, *Interest Rate Benchmark Reform – Phase 2*, clarifies among other things the requirements related to financial assets, financial liabilities and specific hedge accounting requirements when an existing interest rate benchmark is replaced. *Status:* The Company is currently evaluating the impact of this standard on its financial statements.

IFRS 17 *Insurance Contracts*	*Description:* On May 18, 2017, the IASB published the standard IFRS 17 *Insurance Contracts* which replaces the provisions of the standard IFRS 4 *Insurance Contracts*. The standard IFRS 17: • has an objective to ensure that an entity provides relevant information that faithfully represents those contracts and gives a basis for users of financial statements to assess the effect that insurance contracts have on the financial position, income statement and cash flows statement; • establishes the principles for recognition, measurement, presentation and disclosure; • defines a general model and a variable fee approach applicable to all insurance contracts and reinsurance contracts to measure the insurance contract liabilities; • defines a specific model for contracts of one year or less. The provisions of the new standard IFRS 17 will apply retrospectively to each group of insurance contracts and, if and only if impracticable, an entity shall apply the modified retrospective or fair value approach to financial statements beginning on or after January 1, 2021. Early adoption is permitted if IFRS 9 *Financial Instruments* and IFRS 15 *Revenue from Contracts with Customers* are previously applied. On June 25, 2020, the IASB published an amendment to IFRS 17 *Insurance Contracts* that clarifies different subjects and that postpones the effective date to financial statements beginning on or after January 1, 2023. On December 9, 2021, the IASB published a narrow-scope amendment to the transition requirements for entities that first apply IFRS 17 *Insurance Contracts* and IFRS 9 *Financial Instruments* at the same time to improve the usefulness of the comparative information at the time of initial application. The adoption of IFRS 17 will impact how the Company accounts for its insurance contracts, the timing of revenues recognition and the presentation of its financial performance in the Income Statement. Premiums and policy benefits will no longer be presented in the Income Statement. New items will be presented such as *Insurance revenue*, *Insurance services expenses* and *Finance income (expenses) from insurance contracts*. The insurance revenue will reflect the services rendered during the period. The current presentation of the Statement of Financial Position, under which *Outstanding premiums*, *Due from reinsurers* and *Deferred sales commissions* are included in *Other assets*, and *Unearned premiums*, *Due to reinsurers* and *Other insurance contract liabilities* are presented in *Other liabilities*, will be modified. These items will henceforth be included, for each portfolio, as *Insurance contract assets*, *Insurance contract liabilities*, *Reinsurance assets* or *Reinsurance liabilities*. IFRS 17 introduces three approaches that measure insurance contracts: the premium allocation approach, the variable fee approach and the general model approach. The general model approach, which will be mostly used by the Company, measures insurance contracts based on the Company's estimates of: • fulfilment cash flows which comprise estimates of expected future cash flows, an adjustment to reflect the time value of money and the associated financial risks (discount rate), plus a risk adjustment for non-financial risk; • the contractual service margin (CSM) which represents the unearned profit the Company will recognize as it provides services in the future. The discount rate used to adjust the fulfilment cash flows must be consistent with the readily available quoted price in active markets and reflect the characteristics of the cash flows and liquidity of the insurance contracts. This valuation method is different from the CALM used under IFRS 4 *Insurance Contracts*, which relied on the invested assets held by the Company and on its investment strategy. The CSM is measured at the initial recognition of the insurance contracts and is then released in the Income Statement as the services are rendered by the Company. If a group of contracts is or becomes onerous, an entity will recognize the loss immediately. IFRS 17 also requires the Company to separately disclose amounts resulting from groups of contracts that are expected to be onerous from those that are expected to be profitable, based on their respective portfolios. The fulfilment cash flows will be measured at each reporting date using current estimates of future cash flows, current discount rates and current estimates of the risk adjustment for non-financial risk. *Status:* The Company continues its assessment of the impact on measurement, presentation and disclosure of insurance contracts that this standard will have on its financial statements. The Company is also actively monitoring all other potential impacts through its governance and the structure put in place to implement IFRS 17.
IAS 1 *Presentation of Financial Statements*	*Description:* On January 23, 2020, the IASB published an amendment to IAS 1 *Presentation of Financial Statements*. The amendment concerns the classification of liabilities as current or non-current and only affects the presentation of liabilities in the statement of financial position, and not the amount or timing of recognition of any asset, liability, income or expense, or the information that entities disclose about those items. The provisions of this amendment will apply retrospectively to financial statements beginning on or after January 1, 2022. Early adoption is permitted. On July 15, 2020, the IASB published an amendment to IAS 1 *Presentation of Financial Statements* that postpones the effective date to financial statements beginning on or after January 1, 2023. *Status:* The Company is currently evaluating the impact of this amendment on its financial statements.
IAS 16 *Property, Plant and Equipment*	*Description*: On May 14, 2020, the IASB published an amendment to IAS 16 *Property, Plant and Equipment*. The amendment clarifies the accounting for the net proceeds from selling any items produced while bringing an item of property, plant and equipment into use. The provisions of this amendment will apply retrospectively to financial statements beginning on or after January 1, 2022. Early adoption is permitted. *Status:* The Company has completed the analysis of this amendment and does not expect any significant impact on its financial statements.

IAS 37 *Provisions, Contingent Liabilities and Contingent Assets*	*Description*: On May 14, 2020, the IASB published an amendment to IAS 37 *Provisions, Contingent Liabilities and Contingent Assets*. The amendment clarifies that for the purpose of assessing whether a contract is onerous, the cost of fulfilling the contract includes both the incremental costs of fulfilling that contract and an allocation of other costs that relate directly to fulfilling the contract. The provisions of this amendment will apply on a modified retrospective basis to financial statements beginning on or after January 1, 2022. Early adoption is permitted. *Status:* The Company has completed the analysis of this amendment and does not expect any significant impact on its financial statements.
IFRS 3 *Business Combinations*	*Description:* On May 14, 2020, the IASB published an amendment to IFRS 3 *Business Combinations*. The amendment updates the reference to the Conceptual Framework and adds an exception to its requirement for an entity to refer to the Conceptual Framework to determine what constitutes an asset or a liability. The exception specifies that, for some types of liabilities and contingent liabilities, an entity applying IFRS 3 should instead refer to IAS 37 *Provisions, Contingent Liabilities and Contingent Assets*. The provisions of this amendment will apply prospectively to financial statements beginning on or after January 1, 2022. Early adoption is permitted. *Status:* The Company has completed the analysis of this amendment and does not expect any significant impact on its financial statements.
Annual Improvements to IFRSs 2018-2020 Cycle	*Description:* On May 14, 2020, the IASB published the Annual Improvements to IFRSs 2018-2020 Cycle. The Annual Improvements clarify situations specific to four standards: • IFRS 1 *First-time Adoption of International Financial Reporting Standards* related to the fact that a subsidiary that becomes a first-time adopter later than its parent is allowed to measure cumulative translation differences using the amounts reported by its parent, based on the parent's date of transition to IFRSs; • IFRS 9 *Financial Instruments* related to the fact that only fees paid or received between the entity and the lender, including fees paid or received by either the entity or the lender on the other's behalf, are included when the entity applies the '10 per cent' test in assessing whether to derecognize a financial liability; • IFRS 16 *Leases* related to Illustrative Example 13 accompanying IFRS 16 that removes from the example the illustration of the reimbursement of leasehold improvements by the lessor in order to resolve any potential confusion; • IAS 41 *Agriculture* related to the fact that an entity no longer excludes taxation cash flows when measuring the fair value of a biological asset using a present value technique to ensure consistency with the requirements in IFRS 13 *Fair Value Measurement*. The provisions of IFRS 1, IFRS 9, and IAS 41 will apply prospectively to financial statements beginning on or after January 1, 2022. Considering that the Company met all criteria and chose the IFRS 9 deferral approach, the Company will apply the annual improvement to IFRS 9 only to financial statements beginning on or after January 1, 2023. Early adoption is permitted. The Annual Improvement to IFRS 16 only regards an illustrative example, so it is applicable since its publication. *Status:* The Company has completed the analysis of these improvements and does not expect any significant impact on its financial statements.
IAS 1 *Presentation of Financial Statements*	*Description:* On February 12, 2021, the IASB published an amendment to IAS 1 *Presentation of Financial Statements*. The amendment *Disclosure of Accounting Policies* requires entities to disclose their material accounting policy information rather than their significant accounting policies. The provisions of this amendment will apply prospectively to financial statements beginning on or after January 1, 2023. Early adoption is permitted. *Status:* The Company is currently evaluating the impact of this amendment on its financial statements.
IAS 8 *Accounting Policies, Changes in Accounting Estimates and Errors*	*Description:* On February 12, 2021, the IASB published an amendment to IAS 8 *Accounting Policies, Changes in Accounting Estimates and Errors*. The amendment *Definition of Accounting Estimates* introduces the definition of accounting estimates and clarifies the distinction between a change in accounting estimate and a change in accounting policy. The provisions of this amendment will apply prospectively to financial statements beginning on or after January 1, 2023. Early adoption is permitted. *Status:* The Company is currently evaluating the impact of this amendment on its financial statements.
IAS 12 *Income Taxes*	*Description:* On May 7, 2021, the IASB published an amendment to IAS 12 *Income Taxes*. The amendment *Deferred Tax related to Assets and Liabilities arising from a Single Transaction* clarifies the accounting for deferred tax on transactions that give rise to equal taxable and deductible temporary differences on initial recognition, such as with leases and decommissioning obligations. The provisions of this amendment will apply on a modified retrospective basis to financial statements beginning on or after January 1, 2023. Early adoption is permitted. *Status:* The Company is currently evaluating the impact of this amendment on its financial statements.

Information on the Deferral of the Application of IFRS 9 *Financial Instruments*

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

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

The Company has decided to defer the application of IFRS 9 until IFRS 17 *Insurance Contracts* is adopted. IFRS 17 includes the measurement principles of these policies. If the Company had applied IFRS 9, this would not have had a significant impact on the classification of financial assets designated at fair value through profit or loss in accordance with IAS 39 *Financial Instruments: Recognition and Measurement* given the very close relationship between invested assets and insurance contract liabilities. For financial assets classified as loans and receivables, held to maturity or available for sale as at December 31, 2021, an amount of $746 ($818 as at December 31, 2020) would not have met the solely payments of principal and interest test in accordance with IFRS 9. In addition, for mortgages, the Company could not have used the low credit risk exemption in the calculation of expected credit losses.

4 › Disposal of Businesses

On October 1, 2021, PPI Management Inc., a subsidiary of the Company, sold its wholly owned subsidiary PPI Benefits Inc. to AGA Benefits Solutions. A gain of $12 before tax ($10 after tax) was recognized in the Income Statement in *Other revenues*. The sale reflects the decision of PPI Management Inc. to focus on its core business of individual insurance and support to independent advisors.

On June 1, 2020, the Company sold a subsidiary, iA Investment Counsel Inc., to CWB Financial Group. Goodwill of $26 and intangible assets of $41 were disposed of in this transaction. A gain of $16 before tax ($8 after tax) was recognized in the Income Statement in *Other revenues*. The sale reflects the Company's decision to focus on serving wealth management needs of high-net-worth Canadians exclusively through its expanding network of independent, entrepreneur-owned investment advisory practices.

5 › Invested Assets and Investment Income

a) Carrying Value and Fair Value

	2021						
(in millions of dollars)	At fair value through profit or loss	Available for sale	Held to maturity	Loans and receivables	Other	Total	Fair value
Cash and short-term investments	$ 199	$ —	$ —	$ 1,268	$ —	$ 1,467	$ 1,467
Bonds							
Governments	10,763	1,953	255	106	—	13,077	
Municipalities	1,129	182	—	39	—	1,350	
Corporate and other	13,037	2,021	—	2,769	—	17,827	
	24,929	4,156	255	2,914	—	32,254	32,518
Stocks							
Common	2,118	54	—	—	—	2,172	
Preferred	236	342	—	—	—	578	
Stock indexes	169	10	—	—	—	179	
Investment fund units	834	6	—	—	—	840	
	3,357	412	—	—	—	3,769	3,769
Mortgages and other loans							
Insured mortgages							
Multi-residential	—	—	—	1,326	—	1,326	
Non-residential	—	—	—	3	—	3	
	—	—	—	1,329	—	1,329	
Conventional mortgages							
Multi-residential	51	—	—	184	—	235	
Non-residential	38	—	—	264	—	302	
	89	—	—	448	—	537	
Other loans	—	—	—	1,056	—	1,056	
	89	—	—	2,833	—	2,922	2,991
Derivative financial instruments	917	—	—	—	—	917	917
Policy loans	—	—	—	1,040	—	1,040	1,040
Other invested assets	—	—	—	18	459	477	477
Investment properties	—	—	—	—	1,870	1,870	1,901
Total investments	$ 29,491	$ 4,568	$ 255	$ 8,073	$ 2,329	$ 44,716	$ 45,080

	2020						
(in millions of dollars)	At fair value through profit or loss	Available for sale	Held to maturity	Loans and receivables	Other	Total	Fair value
Cash and short-term investments	$ 601	$ —	$ —	$ 992	$ —	$ 1,593	$ 1,593
Bonds							
Governments	12,729	1,764	494	117	—	15,104	
Municipalities	1,306	191	—	40	—	1,537	
Corporate and other	10,923	1,720	—	2,478	—	15,121	
	24,958	3,675	494	2,635	—	31,762	32,164
Stocks							
Common	1,774	50	—	—	—	1,824	
Preferred	233	413	—	—	—	646	
Stock indexes	61	7	—	—	—	68	
Investment fund units	623	7	—	—	—	630	
	2,691	477	—	—	—	3,168	3,168
Mortgages and other loans							
Insured mortgages							
Multi-residential	—	—	—	1,379	—	1,379	
Non-residential	—	—	—	5	—	5	
	—	—	—	1,384	—	1,384	
Conventional mortgages							
Multi-residential	48	—	—	200	—	248	
Non-residential	33	—	—	226	—	259	
	81	—	—	426	—	507	
Other loans	—	—	—	910	—	910	
	81	—	—	2,720	—	2,801	2,935
Derivative financial instruments	1,651	—	—	—	—	1,651	1,651
Policy loans	—	—	—	881	—	881	881
Other invested assets	—	—	—	17	436	453	453
Investment properties	—	—	—	—	1,916	1,916	1,943
Total investments	$ 29,982	$ 4,152	$ 494	$ 7,245	$ 2,352	$ 44,225	$ 44,788

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

Fair value of investment properties is $1,901 ($1,943 in 2020) and is composed of investment properties of $1,870 ($1,916 in 2020) and of linearization of rents of $31 ($27 in 2020). The linearization of rents is the total rental income under the lease, distributed evenly over the lease term, using an average rate, which considers free rents and other advantages granted to tenants. Amounts related to the linearization of rents are presented in Note 9 “Other Assets”. Rental income is presented in the investment income table in section c) of this note and operating expenses for investment properties are shown in Note 20 “General Expenses”.

b) Investments in Associates and Joint Ventures

The Company holds interests ranging from 25% to 50% as at December 31, 2021 and 2020. The carrying value of these investments as at December 31, 2021 is $459 ($436 as at December 31, 2020). The share of net income and comprehensive income for the year ended December 31, 2021 amounts to $34 ($20 for the year ended December 31, 2020).

c) Investment Income

	2021					
(in millions of dollars)	At fair value through profit or loss	Available for sale	Held to maturity	Loans and receivables	Other	Total
Cash and short-term investments						
Interest	$ —	$ —	$ —	$ 18	$ —	$ 18
Bonds						
Interest	622	85	9	111	—	827
Change in fair value	(1,423)	—	—	—	—	(1,423)
Gains (losses) realized	—	36	(1)	(4)	—	31
Variation in provisions for losses	—	—	—	(3)	—	(3)
Stocks						
Dividends	272	27	—	—	—	299
Change in fair value	312	—	—	—	—	312
Gains (losses) realized	—	1	—	—	—	1
Mortgages and other loans						
Interest	3	—	—	185	—	188
Change in fair value	(2)	—	—	—	—	(2)
Gains (losses) realized	—	—	—	2	—	2
Variation in provisions for losses	—	—	—	(25)	—	(25)
Derivative financial instruments						
Interest	11	—	—	—	—	11
Change in fair value	(282)	—	—	—	—	(282)
Policy loans						
Interest	—	—	—	40	—	40
Other invested assets	(3)	—	—	7	28	32
Investment properties						
Rental income	—	—	—	—	186	186
Change in fair value	—	—	—	—	(24)	(24)
Total investment income	$ (490)	$ 149	$ 8	$ 331	$ 190	$ 188
Interest	625	85	9	354	—	1,073
Dividends	272	27	—	—	—	299
Derivative financial instruments	11	—	—	—	—	11
Rental income	—	—	—	—	186	186
Gains (losses) realized	—	37	(1)	(2)	—	34
Variation in provisions for losses	—	—	—	(28)	—	(28)
Other	(1)	—	—	7	28	34
Interest and other investment income	907	149	8	331	214	1,609
Bonds	(1,423)	—	—	—	—	(1,423)
Stocks	312	—	—	—	—	312
Mortgages and other loans	(2)	—	—	—	—	(2)
Derivative financial instruments	(282)	—	—	—	—	(282)
Investment properties	—	—	—	—	(24)	(24)
Other	(2)	—	—	—	—	(2)
Change in fair value of investments	(1,397)	—	—	—	(24)	(1,421)
Total investment income	$ (490)	$ 149	$ 8	$ 331	$ 190	$ 188

(in millions of dollars)	2020 At fair value through profit or loss	Available for sale	Held to maturity	Loans and receivables	Other	Total
Cash and short-term investments						
Interest	$ —	$ —	$ —	$ 21	$ —	$ 21
Change in fair value	4	—	—	—	—	4
Bonds						
Interest	587	89	1	127	—	804
Change in fair value	2,125	—	—	—	—	2,125
Gains (losses) realized	—	30	—	(2)	—	28
Variation in provisions for losses	—	—	—	(12)	—	(12)
Stocks						
Dividends	131	20	—	—	—	151
Change in fair value	96	—	—	—	—	96
Gains (losses) realized	—	(1)	—	—	—	(1)
Mortgages and other loans						
Interest	3	—	—	194	—	197
Change in fair value	1	—	—	—	—	1
Gains (losses) realized	—	—	—	21	—	21
Variation in provisions for losses	—	—	—	(46)	—	(46)
Derivative financial instruments						
Interest	3	—	—	—	—	3
Change in fair value	1,119	—	—	—	—	1,119
Policy loans						
Interest	—	—	—	41	—	41
Other invested assets	(2)	—	—	8	20	26
Investment properties						
Rental income	—	—	—	—	213	213
Change in fair value	—	—	—	—	(129)	(129)
Total investment income	$ 4,067	$ 138	$ 1	$ 352	$ 104	$ 4,662
Interest	590	89	1	383	—	1,063
Dividends	131	20	—	—	—	151
Derivative financial instruments	3	—	—	—	—	3
Rental income	—	—	—	—	213	213
Gains (losses) realized	—	29	—	19	—	48
Variation in provisions for losses	—	—	—	(58)	—	(58)
Other	(1)	—	—	8	20	27
Interest and other investment income	723	138	1	352	233	1,447
Cash and short-term investments	4	—	—	—	—	4
Bonds	2,125	—	—	—	—	2,125
Stocks	96	—	—	—	—	96
Mortgages and other loans	1	—	—	—	—	1
Derivative financial instruments	1,119	—	—	—	—	1,119
Investment properties	—	—	—	—	(129)	(129)
Other	(1)	—	—	—	—	(1)
Change in fair value of investments	3,344	—	—	—	(129)	3,215
Total investment income	$ 4,067	$ 138	$ 1	$ 352	$ 104	$ 4,662

6 › Fair Value of Financial Instruments and Investment Properties

a) Methods and Assumptions Used to Estimate Fair Values

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

Financial Assets

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

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

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

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

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

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

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

Other Invested Assets – The fair value of other invested assets is approximately the same as the carrying value due to the nature of these elements.

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

Investment Properties

The fair value of investment properties is determined using various recognized methods and standards of assessment in the real estate sector. Among these methods, the income approach is the most commonly used, as it is based on an investor's behaviour in relation to income expected to be generated by an investment property. Under this approach, discounting of the cash flows generated by an investment property is preferred as it measures the relationship between the market value and the reasonably discounted incomes over an investment horizon. Expected cash flows include contractual and projected income as well as the investment property's operating expenses. These cash flows reflect the interest, rental and occupancy rates established based on market studies, rental income expected from leases in effect and estimates of future cash inflows, including revenues projected for future leases, and estimates of future cash inflows made according to the current market circumstances. Future lease rates are estimated based on the location, current type and quality of the building, and market data and projections as of the date of the valuation. Fair values are usually compared to market information, including recent transactions for similar assets to verify their reasonableness. Highest and best use is one of the possible valuation methods. Highest and best use of a site is an integral part of the process to establish the fair value of an investment property. This use is the one that, at the time of the appraisal, provides the highest fair value for the investment property. As a result, this use is determined by considering possible physical use that is legally admissible, financially feasible and achievable in the short term based on demand, and must be tied to the likelihood of being achieved rather than to the simple possibility. Assessments are carried out by external independent appraisers on an annual basis or by qualified Company personnel quarterly. During the year, 100% of the investment properties portfolio was assessed by independent appraisers (100% in 2020).

Financial Liabilities

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

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

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

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

The fair value of the mortgage debt is $71 ($76 as at December 31, 2020). The mortgage debt is secured by an investment property with a carrying value of $169 ($174 as at December 31, 2020), bearing interest of 3.143% and maturing on May 1, 2022. The interest expense on the mortgage debt is $2 ($2 for the year ended December 31, 2020). The carrying value of the mortgage debt is included in Note 15 "Other Liabilities".

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

b) Hierarchy of the Fair Value

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

Level 1 – Valuation based on quoted prices in active markets (unadjusted) for identical assets or liabilities. Stocks traded on the market, among other things, are classified in Level 1.

Level 2 – Valuation model based on inputs other than quoted prices included in Level 1 that are observable on the market for the asset or liability, either directly or indirectly. Most bonds, short-term investments and certain derivative financial instruments are classified in Level 2.

Level 3 – Valuation model based on valuation techniques that use largely unobservable market parameters and that reflect management's best estimates. Most private placements are classified in Level 3.

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

Assets

	2021			
(in millions of dollars)	Level 1	Level 2	Level 3	Total
Recurring fair value measurements				
Cash and short-term investments				
Held for trading	$ —	$ 199	$ —	$ 199
Bonds				
Designated at fair value through profit or loss				
Governments	348	10,415	—	10,763
Municipalities	—	1,129	—	1,129
Corporate and other	—	12,879	158	13,037
	348	24,423	158	24,929
Available for sale				
Governments	165	1,788	—	1,953
Municipalities	—	182	—	182
Corporate and other	—	2,021	—	2,021
	165	3,991	—	4,156
	513	28,414	158	29,085
Stocks				
Designated at fair value through profit or loss	1,499	70	1,788	3,357
Available for sale	28	342	42	412
	1,527	412	1,830	3,769
Mortgages and other loans				
Designated at fair value through profit or loss	—	89	—	89
Derivative financial instruments				
Held for trading	196	718	3	917
Investment properties	—	—	1,870	1,870
General fund investments recognized at fair value	2,236	29,832	3,861	35,929
Segregated funds financial instruments and investment properties	30,710	8,054	508	39,272
Total financial assets at fair value	$ 32,946	$ 37,886	$ 4,369	$ 75,201

			2020	
(in millions of dollars)	Level 1	Level 2	Level 3	Total
Recurring fair value measurements				
Cash and short-term investments				
Held for trading	$ —	$ 601	$ —	$ 601
Bonds				
Designated at fair value through profit or loss				
Governments	420	12,309	—	12,729
Municipalities	—	1,306	—	1,306
Corporate and other	—	10,783	140	10,923
	420	24,398	140	24,958
Available for sale				
Governments	248	1,516	—	1,764
Municipalities	—	191	—	191
Corporate and other	—	1,720	—	1,720
	248	3,427	—	3,675
	668	27,825	140	28,633
Stocks				
Designated at fair value through profit or loss	1,178	69	1,444	2,691
Available for sale	21	413	43	477
	1,199	482	1,487	3,168
Mortgages and other loans				
Designated at fair value through profit or loss	—	81	—	81
Derivative financial instruments				
Held for trading	433	1,215	3	1,651
Investment properties	—	—	1,916	1,916
General fund investments recognized at fair value	2,300	30,204	3,546	36,050
Segregated funds financial instruments and investment properties	25,076	7,365	264	32,705
Total financial assets at fair value	$ 27,376	$ 37,569	$ 3,810	$ 68,755

There were no transfers from Level 1 to Level 2 during the year ended December 31, 2021 ($564 for the year ended December 31, 2020). Transfers for the year ended December 31, 2020 were related to segregated fund financial instruments and resulted from the application of a fair value adjustment for events that took place after the market close but before the valuation date. There were no transfers from Level 2 to Level 1 during the year ended December 31, 2021 ($564 for the year ended December 31, 2020). Transfers for the year ended December 31, 2020 were related to segregated funds financial instruments.

Transfers from Level 2 to Level 3 during the year ended December 31, 2021 amount to $28 ($10 for the year ended December 31, 2020). These transfers are from bonds designated at fair value through profit or loss. For some of these bonds, the fair value is measured at the quoted market price obtained through brokers who estimate the fair value of these financial instruments. However, the price of these bonds has remained unchanged for more than 30 days which, according to the Company's internal policy, results in a transfer. For the remaining bonds, the fair value is now valued using unobservable inputs.

Transfers from Level 3 to Level 2 during the year ended December 31, 2021 amount to $2 ($7 for the year ended December 31, 2020). These transfers are from bonds designated at fair value through profit or loss. The fair value of these bonds is measured at the quoted market price obtained through brokers who estimate the fair value of these financial instruments. As at December 31, 2021 and 2020, the value of these bonds is based on a price obtained less than 30 days prior.

There were no transfers from Level 3 to Level 1 during the year ended December 31, 2021 ($7 for the year ended December 31, 2020). Transfers for the year ended December 31, 2020 were related to segregated funds financial instruments. The fair value of the financial instruments was previously determined using internal valuation models that required the use of assumptions, including one main assumption that was not observable in the market.

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

The Company uses unobservable inputs in the valuation of bonds and stocks classified into Level 3. Regarding bonds, unobservable inputs mainly correspond to credit and liquidity risk premiums ranging from 1.06% to 2.72% as at December 31, 2021 (1.30% to 2.43% as at December 31, 2020). Stocks classified into Level 3 are mainly valued from information available in the financial statements of companies using models based on discounting expected cash flows as well as the use of multiples.

The main unobservable inputs used in the valuation of the investment properties as at December 31, 2021 are the discount rate, which is between 5.25% and 8.00% (5.25% and 8.00% in 2020) and the terminal capitalization rate, which is between 4.25% and 7.00% (4.25% and 7.25% in 2020). The discount rate is based on market activity by type of building and by location and reflects the expected rate of return to be realized on investments over the next 10 years. The terminal capitalization rate is based on market activity by type of building and by location and reflects the expected rate of return to be realized on investments over the remaining life after the 10-year period. If all other factors remain constant, a decrease (increase) in the discount rate and terminal capitalization rate will lead to an increase (decrease) in fair value of investment properties.

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

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

	2021							
(in millions of dollars)	Balance as at December 31, 2020	Realized and unrealized gains (losses) included in net income	Realized and unrealized gains (losses) included in other comprehensive income	Purchases	Sales and settlements	Transfers into (out of) Level 3	Balance as at December 31, 2021	Total unrealized gains (losses) included in net income on investments still held
Bonds								
Designated at fair value through profit or loss	$ 140	$ (8)	$ —	$ 3	$ (3)	$ 26	$ 158	$ (9)
Stocks								
Designated at fair value through profit or loss	1,444	204	—	365	(225)	—	1,788	189
Available for sale	43	—	(1)	5	(5)	—	42	—
Derivative financial instruments								
Held for trading	3	1	—	—	(1)	—	3	2
Investment properties	1,916	(24)	—	22	(44)	—	1,870	(24)
General fund investments recognized at fair value	3,546	173	(1)	395	(278)	26	3,861	158
Segregated funds financial instruments and investment properties	264	32	—	228	(16)	—	508	31
Total	$ 3,810	$ 205	$ (1)	$ 623	$ (294)	$ 26	$ 4,369	$ 189

(in millions of dollars)	2020 Balance as at December 31, 2019	Realized and unrealized gains (losses) included in net income	Realized and unrealized gains (losses) included in other comprehensive income	Purchases	Sales and settlements	Transfers into (out of) Level 3	Balance as at December 31, 2020	Total unrealized gains (losses) included in net income on investments still held
Bonds								
Designated at fair value through profit or loss	$ 129	$ 11	$ —	$ 26	$ (29)	$ 3	$ 140	$ 11
Available for sale	11	—	—	—	(11)	—	—	—
Stocks								
Designated at fair value through profit or loss	1,291	48	—	199	(94)	—	1,444	49
Available for sale	31	—	2	11	(1)	—	43	—
Derivative financial instruments								
Held for trading	—	3	—	—	—	—	3	3
Investment properties	2,077	(129)	—	28	(60)	—	1,916	(129)
General fund investments recognized at fair value	3,539	(67)	2	264	(195)	3	3,546	(66)
Segregated funds financial instruments and investment properties	90	10	—	181	(10)	(7)	264	10
Total	$ 3,629	$ (57)	$ 2	$ 445	$ (205)	$ (4)	$ 3,810	$ (56)

For the year ended December 31, 2021, an amount of $18 ($28 for the year ended December 31, 2020) presented in *Purchases* for investment properties corresponds to capitalizations to *Investment properties* and an amount of $4 (none for the year ended December 31, 2020) corresponds to the transfer of fixed assets to *Investment properties*. Also, *Sales and settlements* for investment properties do not include any transfers to fixed assets (none for the year ended December 31, 2020).

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

Fair Value Disclosed in the Notes

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

(in millions of dollars)	2021 Level 1	Level 2	Level 3	Total
Classified as held to maturity				
Bonds				
Governments	$ —	$ 255	$ —	$ 255
Total of assets classified as held to maturity	—	255	—	255
Classified as loans and receivables				
Bonds				
Governments	—	7	130	137
Municipalities	—	50	—	50
Corporate and other	—	198	2,793	2,991
	—	255	2,923	3,178
Mortgages and other loans	—	2,902	—	2,902
Total of assets classified as loans and receivables	—	3,157	2,923	6,080
Total of assets whose fair value is disclosed in the notes	$ —	$ 3,412	$ 2,923	$ 6,335

(in millions of dollars)	2020 Level 1	Level 2	Level 3	Total
Classified as held to maturity				
Bonds				
Governments	$ —	$ 497	$ —	$ 497
Total of assets classified as held to maturity	—	497	—	497
Classified as loans and receivables				
Bonds				
Governments	—	8	148	156
Municipalities	—	54	—	54
Corporate and other	—	187	2,637	2,824
	—	249	2,785	3,034
Mortgages and other loans	—	2,854	—	2,854
Total of assets classified as loans and receivables	—	3,103	2,785	5,888
Total of assets whose fair value is disclosed in the notes	$ —	$ 3,600	$ 2,785	$ 6,385

Financial Liabilities

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

(in millions of dollars)	**2021** **Level 1**	**Level 2**	**Level 3**	**Total**
Recurring fair value measurements				
Other liabilities				
Held for trading	**$ 94**	**$ 168**	**$ —**	**$ 262**
Derivative financial instruments				
Held for trading	**79**	**415**	**27**	**521**
Total of liabilities classified as held for trading	**173**	**583**	**27**	**783**
Classified at amortized cost				
Other liabilities				
Securitization liabilities	**—**	**780**	**—**	**780**
Mortgage debt	**—**	**71**	**—**	**71**
Debentures	**—**	**666**	**—**	**666**
Total of liabilities classified at amortized cost	**$ —**	**$ 1,517**	**$ —**	**$ 1,517**

(in millions of dollars)	2020 Level 1	Level 2	Level 3	Total
Recurring fair value measurements				
Other liabilities				
Held for trading	$ 65	$ 208	$ —	$ 273
Derivative financial instruments				
Held for trading	220	310	39	569
Total of liabilities classified as held for trading	285	518	39	842
Classified at amortized cost				
Other liabilities				
Securitization liabilities	—	1,009	—	1,009
Mortgage debt	—	76	—	76
Debentures	—	682	—	682
Total of liabilities classified at amortized cost	$ —	$ 1,767	$ —	$ 1,767

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

	2021							
(in millions of dollars)	**Balance as at December 31, 2020**	**Realized and unrealized gains (losses) included in net income**	**Realized and unrealized gains (losses) included in other comprehensive income**	**Purchases**	**Sales and settlements**	**Transfers into (out of) Level 3**	**Balance as at December 31, 2021**	**Total unrealized gains (losses) included in net income on financial liabilities**
Derivative financial instruments	**$ 39**	**$ —**	**$ —**	**$ 2**	**$ (14)**	**$ —**	**$ 27**	**$ —**

	2020							
(in millions of dollars)	Balance as at December 31, 2019	Realized and unrealized gains (losses) included in net income	Realized and unrealized gains (losses) included in other comprehensive income	Purchases	Sales and settlements	Transfers into (out of) Level 3	Balance as at December 31, 2020	Total unrealized gains (losses) included in net income on financial liabilities
Derivative financial instruments	$ 36	$ 5	$ —	$ 1	$ (3)	$ —	$ 39	$ —

7 › Management of Risks Associated with Financial Instruments

Effective risk management rests on identifying, understanding and communicating all risks the Company is exposed to in the course of its operations. Risk management is comprised of a series of objectives, policies and procedures that are approved by the Board of Directors and enforced by managers. The main risk management policies and procedures are subject to annual reviews. More information regarding the principles, responsibilities and key measures and management practices of the Company's risk management is provided in the shaded portion of the "Risk Management" section of the Management's Discussion and Analysis on pages 28 to 38. The shaded information in these pages is considered an integral part of these Financial Statements. Market risk, credit risk and liquidity risk are the most significant risks that the Company must manage for financial instruments.

a) Market Risk

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

Interest Rate Risk

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

Risk of a Market Downturn

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

In its risk management strategy, the Company has implemented a dynamic hedging program for all minimum withdrawal guarantees and almost all maturity guarantees offered by the Individual Wealth Management sector. The value of the assets underlying the hedged guarantees represents $7,366 as at December 31, 2021 ($7,140 in 2020). More detailed information on the hedging program is provided in the shaded portion of the "Risk Management" section of the Management's Discussion and Analysis on page 35.

Foreign Currency Risk

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

Impairment of Financial Assets Classified as Available for Sale

For the years ended December 31, 2021 and 2020, the Company did not reclassify any unrealized losses of stocks classified as available for sale from *Other comprehensive income* to *Investment income* in the Income Statement.

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

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

	2021			2020		
(in millions of dollars)	**Fair value**	**Unrealized losses**	**Unrealized gains**	Fair value	Unrealized losses	Unrealized gains
Bonds						
Governments	**$ 1,953**	**$ (17)**	**$ 55**	$ 1,764	$ (1)	$ 81
Municipalities	**182**	**(1)**	**3**	191	—	10
Corporate and other	**2,021**	**(12)**	**31**	1,720	—	86
	4,156	**(30)**	**89**	3,675	(1)	177
Stocks	**412**	**(2)**	**25**	477	(10)	15
Total	**$ 4,568**	**$ (32)**	**$ 114**	$ 4,152	$ (11)	$ 192

b) Credit Risk

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

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

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

b) i) Credit Quality Indicators

Bonds by Investment Grade

(in millions of dollars)	**2021**	2020
AAA	**$ 1,617**	$ 1,916
AA	**13,417**	15,085
A	**10,808**	9,333
BBB	**6,119**	5,111
BB and lower	**293**	317
Total	**$ 32,254**	$ 31,762

The Company prepares an assessment of the quality of the investment if the evaluation is not available from a credit rating agency. Bonds that have been internally evaluated represent an amount of $2,123 as at December 31, 2021 ($2,114 as at December 31, 2020).

Mortgages and Other Loans

(in millions of dollars)	**2021**	2020
Insured mortgages	**$ 1,329**	$ 1,384
Conventional mortgages	**537**	507
Other loans	**1,056**	910
Total	**$ 2,922**	$ 2,801

The credit quality of mortgages and other loans is assessed internally, on a regular basis, when the review of the portfolio is made.

Derivative Financial Instruments

The Company's credit risk exposure is limited to the risk that a counterparty does not honour the terms of a derivative financial instrument. The Company applies the same criteria in selecting counterparties as it does for investing in bonds. As at December 31, 2021, all counterparties to derivative financial instrument contracts have a credit rating of AA- or higher (AA- or higher as at December 31, 2020).

Reinsurance Assets

The Company assesses the financial soundness of reinsurers before signing any reinsurance agreements and monitors their situation on a regular basis. It can eliminate certain risks by using letters of credit and by requiring cash deposits in trust accounts. Reinsurance agreements without security held from reinsurers are with several well-established, highly rated reinsurers. The Company's reinsurance assets are with reinsurers who have a minimum credit rating of A- in a proportion of 99% (99% in 2020).

b) ii) Past Due or Impaired Financial Assets

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

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

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

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

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

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

Past Due Bonds, Mortgages and Other Loans

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

			2021		
(in millions of dollars)	**Bonds classified as held to maturity**	**Bonds classified as loans and receivables**	**Mortgages classified as loans and receivables**	**Other loans**	**Total**
Gross values					
Not past due and not impaired	**$ 255**	**$ 2,897**	**$ 1,777**	**$ 1,040**	**$ 5,969**
Past due and not impaired					
30 – 89 days in arrears	**—**	**—**	**—**	**37**	**37**
90 – 119 days in arrears	**—**	**—**	**—**	**5**	**5**
120 days or more in arrears	**—**	**—**	**—**	**2**	**2**
Impaired	**—**	**23**	**—**	**—**	**23**
Total of gross values	**$ 255**	**$ 2,920**	**$ 1,777**	**$ 1,084**	**$ 6,036**
Specific provisions for losses	**—**	**6**	**—**	**—**	**6**
	255	**2,914**	**1,777**	**1,084**	**6,030**
Collective provisions for losses	**—**	**—**	**—**	**28**	**28**
Total of net values	**$ 255**	**$ 2,914**	**$ 1,777**	**$ 1,056**	**$ 6,002**

	2020				
(in millions of dollars)	Bonds classified as held to maturity	Bonds classified as loans and receivables	Mortgages classified as loans and receivables	Other loans	Total
Gross values					
Not past due and not impaired	$ 494	$ 2,604	$ 1,786	$ 903	$ 5,787
Past due and not impaired					
30 – 89 days in arrears	—	—	24	29	53
90 – 119 days in arrears	—	—	—	4	4
120 days or more in arrears	—	—	—	1	1
Impaired	—	45	—	—	45
Total of gross values	$ 494	$ 2,649	$ 1,810	$ 937	$ 5,890
Specific provisions for losses	—	14	—	—	14
	494	2,635	1,810	937	5,876
Collective provisions for losses	—	—	—	27	27
Total of net values	$ 494	$ 2,635	$ 1,810	$ 910	$ 5,849

Foreclosed Properties

During the year ended December 31, 2021, the Company did not take possession of any properties it held as collateral on mortgages (less than $1 for the year ended December 31, 2020). Foreclosed properties that the Company still held at year-end are presented as real estate held for resale in Note 9 “Other Assets”.

Specific Provisions for Losses

	2021	2020
(in millions of dollars)	**Bonds classified as loans and receivables**	Bonds classified as loans and receivables
Balance at beginning	**$ 14**	$ 10
Variation in specific provisions for losses	**(8)**	4
Balance at end	**$ 6**	$ 14

During the years ended December 31, 2021 and 2020, the specific provisions for losses did not vary for bonds classified as held to maturity, mortgages classified as loans and receivables and other loans.

b) iii) Other Information on Credit Risk

Investment properties

Minimum payments receivable from rental of investment properties in future years are as follows:

(in millions of dollars)	**2021**	2020
Due in 1 year or less	**$ 83**	$ 84
Due after 1 year to 5 years	**281**	297
Due after 5 years	**389**	435
Total	**$ 753**	$ 816

These payments are received under operating leases and are therefore not recorded in the Statement of Financial Position.

Securitization of Mortgages

Securitization of Residential Mortgages

During the year ended December 31, 2020, the Company derecognized the residential mortgages and recognized government bonds as part of its assets. The securitization liability related to the portfolio, presented in *Other liabilities*, was not derecognized because the Company is party to a total return swap agreement and remains responsible for the related liabilities. As at December 31, 2021, the carrying value of the government bonds is $255 ($494 in 2020) and their fair value is $255 ($497 in 2020).

Securitization of Multi-residential and Non-residential Mortgages

As part of the Canada Mortgage and Housing Corporation (CMHC) program, the Company transferred insured multi-residential and non-residential mortgages to an unrelated counterparty. As part of this transfer, the Company conserved substantially all risks and rewards related to the transferred mortgages. For these multi-residential and non-residential mortgages, the Company is exposed to credit risk in the event of a late payment by the borrower. In this situation, the unrelated counterparty has no obligation to compensate the Company. Additionally, in the event of prepayment, any difference between the return generated by the reinvestment versus the Company's obligations to the counterparty would be assumed by the Company. Consequently, the Company continues to recognize the full carrying value of these multi-residential and non-residential mortgages. As at December 31, 2021, the carrying value of the ceded mortgages is $485 ($437 in 2020) and their fair value is $491 ($457 in 2020).

The carrying value of the liability related to the securitization of residential, multi-residential and non-residential mortgages is $770 ($977 in 2020). Its fair value is $780 ($1,009 in 2020).

Securities Lending

The Company engages in securities lending to generate additional income. Certain securities from its portfolio are loaned to other institutions for short periods. Collateral, which represents between 102% and 105% (between 102% and 107% in 2020) of the fair value of the loaned securities according to their nature, is deposited by the borrower with a lending agent, usually a securities custodian, and retained by the lending agent until the underlying security has been returned to the Company. The fair value of the loaned securities is monitored on a daily basis with additional collateral obtained or refunded as the market values fluctuate. It is Company practice to obtain a guarantee from the lending agent against counterparty default, including collateral deficiency. As at December 31, 2021, the Company had loaned securities, which are included in invested assets, with a carrying value of approximately $254 ($73 in 2020).

Right of Offset, Collateral Held and Transferred

The Company negotiates financial instruments in accordance with the Credit Support Annex, which forms part of the International Swaps and Derivative Association's (ISDA) Master Agreement, and in accordance with the Supplemental Terms or Conditions Annex, which forms part of the Global Master Repurchase Agreement (GMRA). These agreements require guarantees by the counterparty or by the Company. The amount of assets to pledge is based on changes in fair value of financial instruments. The fair value is monitored daily. The assets pledged as collateral consist of, but are not limited to cash, Treasury bills and Government of Canada bonds. The Company may receive assets as collateral from the counterparty. According to the conditions set forth in the Credit Support Annex, the Company may be authorized to sell or re-pledge the assets it receives. In addition, under the ISDA and the GMRA, the Company has the right to offset in the event of default, insolvency, bankruptcy or other early termination. The following table presents the impact of conditional compensation on the financial situation and that of other similar agreements, namely the GMRA and the Credit Support Appendices (CSA).

	As at December 31, 2021			
	Financial instruments presented in the Statements of Financial Position	**Related amount not offset in the Statements of Financial Position**		**Net amount**
(in millions of dollars)		**Financial instruments**	**Financial collateral received/pledged**	
Financial assets				
Derivative financial instruments (Note 8)	**$ 917**	**$ 428**	**$ 279**	**$ 210**
Financial liabilities				
Derivative financial instruments (Note 8)	**$ 521**	**$ 428**	**$ 69**	**$ 24**

	As at December 31, 2020			
	Financial instruments presented in the Statements of Financial Position	Related amount not offset in the Statements of Financial Position		Net amount
(in millions of dollars)		Financial instruments	Financial collateral received/pledged	
Financial assets				
Derivative financial instruments (Note 8)	$ 1,651	$ 307	$ 872	$ 472
Securities purchased under reverse repurchase agreement (Note 9)	20	—	20	—
	$ 1,671	$ 307	$ 892	$ 472
Financial liabilities				
Derivative financial instruments (Note 8)	$ 569	$ 307	$ —	$ 262
Securities sold under repurchase agreements (Note 15)	13	—	13	—
	$ 582	$ 307	$ 13	$ 262

Since the Company does not offset the financial instruments presented in the Statement of Financial Position, the net amount of the financial instruments is identical to the gross amount of the financial position.

Financial collateral received/pledged shown in the table above excludes initial margin on over-the-counter derivatives and forward currency contracts traded on the stock exchange, amounts related to segregated fund assets, overcollateralization as well as overcollateralized derivative financial instruments. The total value of collateral received was $327 as at December 31, 2021 on the assets of derivative financial instruments ($782 as at December 31, 2020), and no collateral was received on securities purchased under reverse repurchase agreements ($20 as at December 31, 2020). As at December 31, 2021, the Company's pledge was $141 on derivative financial instrument liabilities (none as at December 31, 2020) and no collateral was pledged on securities sold under repurchase agreements ($13 as at December 31, 2020).

Interests in Non-Consolidated Structured Entities

The Company has determined that its investments in asset-backed securities, its investments in investment fund units and its private stocks represent interests held in non-consolidated structured entities.

Asset-backed securities and mortgage securities are managed by entities that combine similar assets and sell them to investors who receive all or a portion of the cash flows generated. These entities are managed by managers who are not related to the Company.

The goal of the investment fund units in which the Company invests is to generate capital growth. These investment fund units are either managed by external managers or by internal managers through Company subsidiaries. The managers apply various investment strategies to meet their respective objectives. The Company also invests in fund units through its segregated funds.

The table below presents the non-consolidated structured entities according to their type in the Statement of Financial Position.

	2021		2020	
(in millions of dollars)	**Carrying amount**	**Maximum risk**	Carrying amount	Maximum risk
Government bonds				
Mortgage-backed securities	**$ 295**	**$ 295**	$ 555	$ 555
Corporate and other bonds				
Unsecured mortgage-backed securities	**14**	**14**	—	—
Asset-backed securities	**3**	**3**	4	4
	312	**312**	559	559
Stocks				
Investment fund units managed internally	**430**	**430**	320	320
Investment fund units managed externally	**410**	**410**	310	310
Private stocks	**1,830**	**1,830**	1,487	1,487
	2,670	**2,670**	2,117	2,117
Total	**$ 2,982**	**$ 2,982**	$ 2,676	$ 2,676

The maximum risk represents the risk of total loss that the Company could suffer on investments in non-consolidated structured entities, which equals the carrying amount of these investments in the above table.

The Company develops and sponsors mutual funds to implement investment strategies on behalf of investors, and earns management fees for providing these services. The Company does not control these mutual funds. The Company's interest in mutual funds is limited to the capital invested, if any, and fees earned. The Company's mutual fund assets under management as at December 31, 2021 were $13,955 ($11,393 as at December 31, 2020).

b) iv) Concentration Risk

Concentration risk arises when there is a concentration of investments in entities with similar characteristics, or when a substantial investment is made with a single entity. The following tables provide information about the Company's investment concentration risk.

Bonds by sector of activity

	2021			
(in millions of dollars)	At fair value through profit or loss	Available for sale	Loans and receivables	Total
Bonds (corporate and other)				
Financial services	**$ 2,187**	**$ 1,176**	**$ 568**	**$ 3,931**
Utilities	**4,660**	**209**	**779**	**5,648**
Consumer cyclical and non-cyclical	**2,439**	**127**	**385**	**2,951**
Energy	**1,108**	**135**	**515**	**1,758**
Industry	**979**	**101**	**183**	**1,263**
Communications	**1,110**	**203**	**1**	**1,314**
Other	**554**	**70**	**338**	**962**
Total	**$ 13,037**	**$ 2,021**	**$ 2,769**	**$ 17,827**

	2020			
(in millions of dollars)	At fair value through profit or loss	Available for sale	Loans and receivables	Total
Bonds (corporate and other)				
Financial services	$ 1,832	$ 1,099	$ 413	$ 3,344
Utilities	3,616	104	779	4,499
Consumer cyclical and non-cyclical	2,337	151	332	2,820
Energy	955	170	404	1,529
Industry	876	32	237	1,145
Communications	896	126	—	1,022
Other	411	38	313	762
Total	$ 10,923	$ 1,720	$ 2,478	$ 15,121

Mortgages and other loans by region and type

	2021					
(in millions of dollars)	Atlantic provinces	Quebec	Ontario	Western provinces	Outside Canada	Total
Insured mortgages						
Multi-residential	**$ 19**	**$ 837**	**$ 139**	**$ 331**	**$ —**	**$ 1,326**
Non-residential	**—**	**—**	**—**	**3**	**—**	**3**
	19	**837**	**139**	**334**	**—**	**1,329**
Conventional mortgages						
Multi-residential	**—**	**39**	**49**	**22**	**125**	**235**
Non-residential	**20**	**38**	**79**	**83**	**82**	**302**
	20	**77**	**128**	**105**	**207**	**537**
Other loans	**133**	**285**	**319**	**319**	**—**	**1,056**
Total	**$ 172**	**$ 1,199**	**$ 586**	**$ 758**	**$ 207**	**$ 2,922**

	2020					
(in millions of dollars)	Atlantic provinces	Quebec	Ontario	Western provinces	Outside Canada	Total
Insured mortgages						
Multi-residential	$ 28	$ 839	$ 166	$ 346	$ —	$ 1,379
Non-residential	—	—	1	4	—	5
	28	839	167	350	—	1,384
Conventional mortgages						
Multi-residential	—	45	48	40	115	248
Non-residential	20	35	55	71	78	259
	20	80	103	111	193	507
Other loans	113	255	273	269	—	910
Total	$ 161	$ 1,174	$ 543	$ 730	$ 193	$ 2,801

Investment properties by type

(in millions of dollars)	**2021**	2020
Office	**$ 1,622**	$ 1,646
Retail	**110**	111
Industrial	**52**	78
Land	**86**	81
Total	**$ 1,870**	$ 1,916

c) Interest Rate Risk

Interest rate risk arises, among other things, from the uncertainty of the future interest rates at which maturing investments will be reinvested. The following table provides information on the maturity dates of the Company's investments subject to interest rate risk. Policy loans do not have a maturity date.

	2021		2020	
(in millions of dollars)	**Bonds**	**Mortgages and other loans**	Bonds	Mortgages and other loans
Due in 1 year or less	**$ 631**	**$ 212**	$ 562	$ 360
Due after 1 year to 5 years	**3,079**	**1,639**	3,713	1,331
Due after 5 years to 10 years	**2,925**	**840**	2,259	871
Due after 10 years	**25,619**	**231**	25,228	239
Total	**$ 32,254**	**$ 2,922**	$ 31,762	$ 2,801

The effective yield is between 0.00% and 12.00% (0.00% and 15.93% in 2020) for bonds, between 0.49% and 34.99% (0.49% and 34.99% in 2020) for mortgages and other loans and between 0.00% and 12.00% (0.00% and 12.00% in 2020) for policy loans.

d) Liquidity Risk

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

The following tables present the maturities of financial liabilities and lease liabilities:

	2021				
(in millions of dollars)	Due in 1 year or less	Due in over 1 year to 3 years	Due in over 3 years to 5 years	Due in over 5 years	Total
Benefits payable	$ 271	$ —	$ —	$ —	$ 271
Other policy liabilities	53	10	3	—	66
Amounts on deposit related to products other than insurance contracts	1,783	—	—	—	1,783
Investment contract liabilities	195	81	55	246	577
Derivative financial instruments	167	41	43	270	521
Other financial liabilities	1,646	92	17	5	1,760
Short-selling securities	262	—	—	—	262
Securitization liabilities	312	370	81	7	770
Mortgage debt	73	—	—	—	73
Lease liabilities	19	37	15	41	112
Debentures	250	—	—	403	653
Total	$ 5,031	$ 631	$ 214	$ 972	$ 6,848

	2020				
(in millions of dollars)	Due in 1 year or less	Due in over 1 year to 3 years	Due in over 3 years to 5 years	Due in over 5 years	Total
Benefits payable	$ 218	$ —	$ —	$ —	$ 218
Other policy liabilities	35	8	2	—	45
Amounts on deposit related to products other than insurance contracts	1,734	8	4	—	1,746
Investment contract liabilities	159	99	64	253	575
Derivative financial instruments	248	22	28	271	569
Other financial liabilities	1,326	55	23	12	1,416
Securities sold under repurchase agreements	13	—	—	—	13
Short-selling securities	273	—	—	—	273
Securitization liabilities	203	505	262	7	977
Mortgage debt	2	73	—	—	75
Lease liabilities	19	36	23	49	127
Debentures	—	—	—	653	653
Total	$ 4,230	$ 806	$ 406	$ 1,245	$ 6,687

Annual interest payments are as follows:

(in millions of dollars)	2022	2023	2024	2025	2026
Securitization liabilities	$ 17	$ 11	$ 5	$ 2	$ —
Lease liabilities	4	3	3	3	2
Debentures	$ 20	$ 20	$ 20	$ 20	$ 20

Information concerning off-Statement of Financial Position commitments is presented in Note 28 “Guarantees, Commitments and Contingencies”.

8 › Derivative Financial Instruments

The Company is an end user of derivative financial instruments in the normal course of managing exposure to fluctuations in interest rates, currency exchange rates and fair values of invested assets. Derivative financial instruments are financial contracts whose value is derived from underlying interest rates, exchange rates, other financial instruments or indexes.

Swaps are over-the-counter (OTC) contractual agreements between the Company and a third party to exchange a series of cash flows based on rates applied to a notional amount. Interest rate swaps are contractual agreements in which two counterparties exchange a fixed or a floating interest rate payment based on the notional amount for a specified period, according to a frequency and denominated in the same currency. Currency rate swaps are transactions in which two counterparties exchange cash flows of the same nature and denominated in two different currencies. Total return swaps are contracts that transfer the variations in value of a reference asset, including any returns such as interest earned on these assets, in exchange for a reference return specified in the contract.

Forwards, which are OTC contractual agreements negotiated between counterparties, and futures contracts, which are traded on an organized market, are contractual obligations to buy or to sell a financial instrument at a predetermined future time at a given price.

Options are contractual agreements whereby the holder has the right, but not the obligation, to buy or to sell a financial asset at a predetermined price during a given time period or at a fixed date.

The notional amount represents the amount to which a rate or price is applied to determine the cash flows to be exchanged periodically and does not represent direct credit exposure. Maximum credit risk is the estimated cost of replacing derivative financial instruments that have a positive value should the counterparty default. The maximum credit risk of derivative financial instruments as at December 31, 2021 is $914 ($1,647 in 2020). The Company's exposure at the end of each reporting period is limited to the risk that a counterparty does not honour the terms of a derivative financial instrument.

	2021					
	Notional amount				Fair value	
(in millions of dollars)	**Less than 1 year**	**1 to 5 years**	**Over 5 years**	**Total**	**Positive**	**Negative**
Equity contracts						
Swap contracts	**$ 914**	**$ 243**	**$ 95**	**$ 1,252**	**$ 21**	**$ (3)**
Futures contracts	**474**	**—**	**—**	**474**	**—**	**(8)**
Options	**4,756**	**—**	**—**	**4,756**	**231**	**(99)**
Currency contracts						
Swap contracts	**64**	**358**	**4,531**	**4,953**	**106**	**(209)**
Forward contracts	**3,036**	**1,199**	**—**	**4,235**	**35**	**(35)**
Options	**38**	**—**	**—**	**38**	**—**	**—**
Interest rate contracts						
Swap contracts	**1,430**	**4,079**	**5,044**	**10,553**	**309**	**(107)**
Forward contracts	**2,449**	**1,407**	**—**	**3,856**	**212**	**(33)**
Other derivative contracts	**3**	**5**	**233**	**241**	**3**	**(27)**
Total	**$ 13,164**	**$ 7,291**	**$ 9,903**	**$ 30,358**	**$ 917**	**$ (521)**

	2020					
	Notional amount				Fair value	
(in millions of dollars)	Less than 1 year	1 to 5 years	Over 5 years	Total	Positive	Negative
Equity contracts						
Swap contracts	$ 735	$ 460	$ 87	$ 1,282	$ 35	$ (3)
Futures contracts	660	—	—	660	1	(8)
Options	7,632	—	—	7,632	439	(215)
Currency contracts						
Swap contracts	510	367	3,345	4,222	136	(137)
Forward contracts	4,252	536	—	4,788	128	(18)
Interest rate contracts						
Swap contracts	1,093	3,169	4,845	9,107	538	(148)
Forward contracts	1,597	2,456	—	4,053	371	(1)
Credit risk contracts						
Swap contracts	—	2	—	2	—	—
Other derivative contracts	3	5	340	348	3	(39)
Total	$ 16,482	$ 6,995	$ 8,617	$ 32,094	$ 1,651	$ (569)

	2021		
	Notional amount	**Fair value**	
(in millions of dollars)		**Positive**	**Negative**
Derivative financial instruments not designated as hedge accounting	**$ 27,789**	**$ 903**	**$ (504)**
Net investment hedge	**1,715**	**5**	**(15)**
Fair value hedges			
Interest risk	**712**	**5**	**(1)**
Currency risk	**27**	**1**	**(1)**
Cash flow hedges			
Currency risk	**115**	**3**	**—**
Total of derivative financial instruments	**$ 30,358**	**$ 917**	**$ (521)**

	2020		
	Notional amount	Fair value	
(in millions of dollars)		Positive	Negative
Derivative financial instruments not designated as hedge accounting	$ 29,509	$ 1,579	$ (540)
Net investment hedge	1,555	56	—
Fair value hedges			
Interest risk	860	10	(28)
Currency risk	30	1	—
Cash flow hedges			
Currency risk	140	5	(1)
Total of derivative financial instruments	$ 32,094	$ 1,651	$ (569)

Embedded Derivative Financial Instruments

The Company owns perpetual preferred shares with call options that give the issuer the right to redeem the shares at a predetermined price. Accounting standards require that the value of the call options be measured separately from the preferred shares. The value of the call options for embedded derivative financial instruments is determined using a valuation that relies predominantly on the volatility, quoted price on markets and characteristics of the underlying preferred shares. Embedded derivative financial instruments are presented as *Other derivative contracts*.

Net Investment Hedge

Forward contracts, designated as hedges of net investments in foreign operations with a functional currency other than the functional currency of the Company, have maturities of less than 1 year to 3 years as at December 31, 2021 (less than 1 year in 2020). The effective portion of changes in fair value is recorded in *Other comprehensive income*, as is the foreign currency translation of the net investment in a foreign operation. For the years ended December 31, 2021 and 2020, the Company did not recognize any ineffectiveness.

Fair Value Hedges

Interest rate risk hedging

The Company entered into a hedging relationship in order to reduce its exposure to interest rate risk related to financial assets classified as available for sale. The Company entered into interest rate swap contracts with maturities ranging from less than 1 year to 13 years as at December 31, 2021 (from 1 year to 14 years as at December 31, 2020).

The Company entered into a hedging relationship in order to reduce its exposure to interest rate risk on financial liabilities classified as financial liabilities at amortized cost. The Company entered into interest rate swap contracts with maturities of less than 1 year to 7 years as at December 31, 2021 (less than 1 year to 8 years as at December 31, 2020).

For the year ended December 31, 2021, the Company has recognized a gain of $17 on the hedging instruments (loss of $20 for the year ended December 31, 2020) and a loss of $21 on the hedged items (gain of $19 for the year ended December 31, 2020). For the year ended December 31, 2021, the Company has recognized an ineffectiveness of $4 ($1 for the year ended December 31, 2020).

Currency rate risk hedging

The Company entered into a fair value hedge to manage its exposure to changes in currency rate risk related to financial assets classified as available for sale. The Company entered into forward contracts with maturities of less than 1 year as at December 31, 2021 (less than 2 years as at December 31, 2020). For the years ended December 31, 2021 and 2020, the Company did not recognize any ineffectiveness.

Cash Flow Hedges

The Company entered into a cash flow hedging relationship in order to manage its exposure to changes in currency rate risk on financial assets denominated in foreign currency. The Company entered into swap contracts that have maturities from less than 1 year to 8 years as at December 31, 2021 (from 2 years to 9 years as at December 31, 2020). For the years ended December 31, 2021 and 2020, the Company did not recognize any ineffectiveness.

9 › Other Assets

(in millions of dollars)	2021	2020
Investment income due and accrued	$ 251	$ 201
Outstanding premiums	112	106
Due from reinsurers	183	131
Post-employment benefits	82	—
Due from agents	155	107
Accounts receivable	1,102	1,126
Deferred sales commissions	252	185
Prepaid expenses	66	40
Real estate held for resale	—	1
Linearization of rents	31	27
Income taxes receivable	162	135
Funds deposited in trust	920	818
Securities purchased under reverse repurchase agreements	—	20
Miscellaneous	3	—
Total	**$ 3,319**	$ 2,897

The amount of *Other assets* that the Company expects to receive within the next 12 months is $1,965 ($1,806 as at December 31, 2020).

10 › Fixed Assets

	Own-use Property		Right-of-use Assets			
(in millions of dollars)	Land	Real estate	Rental space	Other	Other fixed assets	Total
Cost						
Balance as at December 31, 2019	$ 49	$ 209	$ 137	$ 12	$ 239	$ 646
Acquisitions	—	4	14	1	26	45
Disposals/write-offs	(1)	(14)	(9)	(1)	(40)	(65)
Balance as at December 31, 2020	**48**	**199**	**142**	**12**	**225**	**626**
Acquisitions	**—**	**5**	**5**	**1**	**35**	**46**
Disposals/write-offs	**—**	**—**	**(8)**	**—**	**(30)**	**(38)**
Transfer to investment properties	**—**	**(5)**	**—**	**—**	**—**	**(5)**
Balance as at December 31, 2021	**48**	**199**	**139**	**13**	**230**	**629**
Accumulated depreciation						
Balance as at December 31, 2019	—	70	15	3	164	252
Depreciation for the year	—	10	17	2	22	51
Depreciation on disposals/write-offs	—	(14)	(2)	—	(32)	(48)
Balance as at December 31, 2020	**—**	**66**	**30**	**5**	**154**	**255**
Depreciation for the year	**—**	**9**	**16**	**3**	**24**	**52**
Depreciation on disposals/write-offs	**—**	**—**	**(4)**	**—**	**(26)**	**(30)**
Depreciation transferred to investment properties	**—**	**(1)**	**—**	**—**	**—**	**(1)**
Balance as at December 31, 2021	**—**	**74**	**42**	**8**	**152**	**276**
Net carrying value as at December 31, 2021	**$ 48**	**$ 125**	**$ 97**	**$ 5**	**$ 78**	**$ 353**
Net carrying value as at December 31, 2020	$ 48	$ 133	$ 112	$ 7	$ 71	$ 371

During the years ended December 31, 2021 and 2020, no own-use property was transferred to properties held for resale under *Other assets*.

11 › Intangible Assets and Goodwill

	Finite useful life		Indefinite useful life	Total
Intangible assets (in millions of dollars)	**Software applications**	**Other**		
Cost				
Balance as at December 31, 2019	$ 78	$ 547	$ 370	$ 995
Acquisitions	13	43	—	56
Disposals/write-offs	(1)	—	—	(1)
Disposal of business	(4)	(40)	(22)	(66)
Effect of changes in exchange rates	—	(1)	—	(1)
Balance as at December 31, 2020	**86**	**549**	**348**	**983**
Acquisitions	**19**	**50**	**—**	**69**
Transfer[1]	**—**	**26**	**(26)**	**—**
Disposals/write-offs	**(5)**	**—**	**—**	**(5)**
Disposal of business	**—**	**(5)**	**(2)**	**(7)**
Effect of changes in exchange rates	**—**	**(1)**	**—**	**(1)**
Balance as at December 31, 2021	**100**	**619**	**320**	**1,039**
Accumulated depreciation				
Balance as at December 31, 2019	37	153	—	190
Depreciation for the year	7	37	—	44
Disposal of business	(4)	(21)	—	(25)
Effect of changes in exchange rates	—	1	—	1
Balance as at December 31, 2020	**40**	**170**	**—**	**210**
Depreciation for the year	**14**	**39**	**—**	**53**
Depreciation on disposals/write-offs	**(2)**	**—**	**—**	**(2)**
Balance as at December 31, 2021	**52**	**209**	**—**	**261**
Net carrying value as at December 31, 2021	**$ 48**	**$ 410**	**$ 320**	**$ 778**
Net carrying value as at December 31, 2020	$ 46	$ 379	$ 348	$ 773

[1] During the year ended December 31, 2021, the Company changed its assessment of the useful life of a $26 intangible asset from indefinite to finite due to the situation described below under "Combination of cash-generating units".

Goodwill (in millions of dollars)	
Balance as at December 31, 2019	$ 606
Disposal of business	(26)
Impairment	(24)
Balance as at December 31, 2020	**556**
Disposal of business	**(6)**
Balance as at December 31, 2021	**$ 550**

Impairment of Goodwill

As at March 31, 2020, as a result of the COVID-19 pandemic described in Note 2, the Company reviewed the financial projections of PPI Management Inc. Further to this review, an impairment test was performed with respect to PPI Management Inc.'s operations included in the Individual Insurance sector CGU. This led the Company to recognize an impairment of goodwill of $24. This amount was recognized in the Income Statement in *General expenses*. The recoverable amount of the CGU is determined by the higher of value in use and fair value less costs of sale which, as at March 31, 2020, was the value in use, determined using cash flow projections before tax based on future financial projections approved by management covering a five-year period.

(in millions of dollars)	2021 Indefinite useful life intangible assets	2021 Goodwill	2020 Indefinite useful life intangible assets	2020 Goodwill
Cash generating unit				
Individual Wealth Management	**$ 308**	**$ 280**	$ 310	$ 283
Individual Insurance	**6**	**143**	6	123
Group Insurance	**1**	**81**	1	81
General Insurance	**2**	**11**	2	11
US Operations	**3**	**35**	3	38
Other activities	**—**	**—**	26	20
Total	**$ 320**	**$ 550**	$ 348	$ 556

Goodwill and intangible assets with indefinite useful life are tested for impairment annually, or more frequently if events or changes in circumstances occur that may cause the recoverable amount of a CGU or CGU group to decrease to below its carrying value. The recoverable amount is the higher of the fair value less costs of sale and the value in use. Fair value less costs of sale is assessed by using a valuation multiples methodology. Under this methodology, fair value is assessed with reference to multiples or ratios of comparable businesses or previous business acquisition transactions. The value in use is based on the best estimates of future earnings and the level and cost of capital estimated on contract duration. The value attributed to new business is based on the business plans, on reasonable assumptions about growth and the levels of profitability of this new business. The discount rates reflect the nature and environment of the CGU.

When estimating the recoverable amount of the CGU or CGU group, the Company makes judgments and various assumptions and estimates that could result in material adjustments to the recoverable amount. Any significant change in a key assumption, such as the discount rate, growth rates, the value of new sales and any significant change in projected cash flows could result in significant changes in the recoverable amounts. As at December 31, 2021, management has determined that no reasonably possible change in the assumptions used would lead to a recoverable amount of a CGU or CGU group less than its carrying amount.

Individual Wealth Management, General Insurance and Other Activities

The recoverable amount of CGUs in the Individual Wealth Management sector is determined according to calculations of the value in use or according to the fair value less costs of sale. The recoverable amount of CGUs in the General Insurance and Other activities sectors has been determined according to calculations of the value in use, which were higher than the fair value less costs of sale.

The calculations of the recoverable amount of CGUs call upon cash flow projections before tax based on financial budgets approved by management and which cover a five-year period. Cash flows that go beyond this period are extrapolated using estimated growth rates. The calculation of the fair value less costs of sale is based on price-to-assets-under-management or price-to-assets-under-administration measures. The fair value measurements are categorized in Level 3 of the fair value hierarchy.

The Company uses several key assumptions in determining the recoverable amount. The assumed discount rate for determining the value of the CGUs is between 13% and 15% before tax (between 12% and 14% before tax in 2020).The assumptions used in the calculation are set for the medium-term growth rate between 4% and 6% (between 2% and 5% in 2020) and the long-term growth rate between 1% and 4% (between 1% and 4% in 2020).

Management determined the gross margin forecast according to past returns and its expectations in terms of market development. The growth rates used are in line with forecasts published in industry reports. The long-term growth rates used are projected industry growth rates. The discount rate is the interest rate used to establish the present value of future cash flows, and the rates used are before tax, which take into account specific risks in relation to relevant activity sectors.

Combination of cash-generating units

During the year ended December 31, 2021, the Company combined the totality of the *Other activities* CGU with the *Individual Insurance* CGU to reflect the way in which management now manages these businesses.

Individual Insurance, Group Insurance and US Operations

The recoverable amount of CGUs in the Individual Insurance, Group Insurance and US Operations sectors was determined according to calculations of the value in use or according to the fair value less costs of sale. The calculation of the fair value less costs of sale is based on measures such as multiple based on results. The calculations of the recoverable amount call upon discounted cash flow projections and represent estimated actuarial amounts which take into account the present value of net shareholder assets, future profitability of in-force business and profitability of new business where insurance companies are concerned. Cash flow projections before tax based on financial budgets approved by management and which cover a five-year period are used for other kinds of businesses. Cash flows that go beyond this period are extrapolated using estimated growth rates.

The Company uses several key assumptions in delivering the recoverable amount. The assumed discount rate for determining the value of CGUs is between 11% and 14% before tax (between 11% and 12% before tax in 2020).

The key assumptions of the valuation take into account the discount rate, expected business growth, expected return of the financial markets, fees and, when applicable, mortality and improved mortality as well as lapses.

12 › Segregated Funds Net Assets

Policyholders can select from a variety of segregated funds. Although the underlying assets are registered in the name of the Company and the segregated funds policyholder has no direct access to the specific assets, the contractual arrangements are such that the segregated funds policyholder bears the risk and rewards of the funds' investment performance. However, the Company offers guarantees on some contracts and is exposed to equity market risk and interest rate risk as a result of these guarantees. The Company's exposure to loss from segregated fund products is limited to the value of these guarantees and the related liabilities are recorded in *Insurance contract liabilities.*

(in millions of dollars)	**2021**	2020
Assets		
Cash and short-term investments	**$ 1,448**	$ 1,077
Bonds	**6,794**	6,481
Stocks and investment funds	**31,235**	25,219
Mortgages	**42**	27
Investment properties	**15**	16
Derivative financial instruments	**12**	26
Other assets	**450**	155
	39,996	33,001
Liabilities		
Accounts payable and accrued expenses	**419**	186
Net assets	**$ 39,577**	$ 32,815

The following table presents the change in segregated funds net assets:

(in millions of dollars)	**2021**	2020
Balance at beginning	**$ 32,815**	$ 27,868
Add:		
Amounts received from policyholders	**8,004**	5,887
Interest, dividends and other investment income	**1,416**	913
Net realized gains	**1,464**	791
Net increase (decrease) in fair value	**1,419**	920
	45,118	36,379
Less:		
Amounts withdrawn by policyholders	**4,875**	3,039
Operating expenses	**666**	525
	5,541	3,564
Balance at end	**$ 39,577**	$ 32,815

	2021	2020
Type of funds		
Equity	**48%**	45%
Balanced	**34%**	34%
Fixed income	**17%**	20%
Money market	**1%**	1%
Total	**100%**	100%

Money market funds consist of investments that have a term of maturity of less than one year. Fixed income funds primarily consist of investments in fixed income securities and, for some funds, a small proportion in high-yield bonds. The balanced funds consist of fixed income securities and a larger equity investment component. The equity funds, which range from low volatility equity funds to aggressive equity funds, invest in a varying mix of Canadian, U.S. and global equities.

13 › Management of Insurance Risk

Insurance risk is the risk of loss resulting from higher actual benefit amounts than those expected at the time of product design and pricing. It may arise at different stages in a product's life, either during product design and pricing, during underwriting or claims settlement, or when establishing provisions for future policy benefits.

When designing and pricing products, insurance risk may result from inappropriate pricing resulting in insufficient returns as compared to the Company's profitability objectives. This risk may be due to a poor estimate of the future experience regarding several factors, such as mortality, morbidity, lapse, expenses and taxes. Insurance risk may also arise when the selection of the risks to be insured or the settlement of claims is inconsistent with the design and pricing of the product. When calculating provisions for future policy benefits, a financial loss could arise in the event of inadequate use of experience results to establish assumptions.

The Company has controls and processes in place at each of these stages to ensure that these risks are adequately managed.

Product Design and Pricing

For certain types of contracts, insurance risk may be shared with or transferred to the policyholder through a dividends and experience refunds policy, or through the fact that the Company can adjust the premiums or future benefits if experience turns out to be different than expected. For other types of contracts, the Company assumes the entire risk, thus the need to carry out a proper valuation of the commitments in this regard.

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

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

Underwriting and Claims Adjudication

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

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

Calculation of Provisions for Future Policy Benefits

In any insurance company, calculating the provisions for future policy benefits is a complex process that relies on financial projection models and assumptions to determine the value of the amounts that will be paid in the future to policyholders and beneficiaries. Internal reviews of changes in technical results and external sources of information are monitored for the purpose of revising the assumptions, which may result in revisions of provisions for future policy benefits.

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

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

Reinsurance

In the normal course of business, the Company uses reinsurance agreements to limit its risk on every life insured. The Company adopted a reinsurance risk management policy whereby maximum benefit amounts, which vary by line of business, are established for life and health insurance.

Although reinsurance agreements provide for the recovery of claims arising from the liabilities ceded, the Company retains primary responsibility to its policyholders, and is therefore exposed to the credit associated with the amounts ceded to reinsurers in the event that the reinsurers are unable to meet their obligations.

14 › Insurance Contract Liabilities and Investment Contract Liabilities

A) Insurance Contract Liabilities

Insurance contract liabilities are determined according to the CALM described in Note 2 "Significant Accounting Policies", section k) ii) "Insurance Contract Liabilities". Insurance contract liabilities are determined using generally accepted actuarial practices according to standards established by the CIA. An explicit projection of the cash flows using the most probable assumptions for each cash flow component and each significant contingency is used to calculate the provisions for future policy benefits.

a) Composition

(in millions of dollars)	2021	2020
Provisions for future policy benefits	$ 35,679	$ 35,729
Other insurance contract liabilities		
Benefits payable and provisions for unreported claims	414	350
Policyholders' amounts on deposit	424	384
Provisions for dividends to policyholders and experience rating refunds	23	64
	861	798
Total	$ 36,540	$ 36,527

	2021						
	Individual		Group				
(in millions of dollars)	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	Total
Insurance contract liabilities (gross)							
Canada	$ 25,759	$ 1,924	$ 1,691	$ 5,392	$ —	$ —	$ 34,766
United States	—	—	—	—	1,878	(106)	1,772
Other countries	2	—	—	—	—	—	2
	25,761	1,924	1,691	5,392	1,878	(106)	36,540
Reinsurance assets							
Canada	144	—	122	116	—	—	382
United States	—	—	—	—	828	(91)	737
	144	—	122	116	828	(91)	1,119
Net insurance contract liabilities	$ 25,617	$ 1,924	$ 1,569	$ 5,276	$ 1,050	$ (15)	$ 35,421

	2020						
	Individual		Group				
(in millions of dollars)	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	Total
Insurance contract liabilities (gross)							
Canada	$ 25,659	$ 2,246	$ 1,697	$ 5,030	$ —	$ —	$ 34,632
United States	—	—	—	—	2,003	(110)	1,893
Other countries	2	—	—	—	—	—	2
	25,661	2,246	1,697	5,030	2,003	(110)	36,527
Reinsurance assets							
Canada	(36)	—	139	130	—	—	233
United States	—	—	—	—	923	(97)	826
	(36)	—	139	130	923	(97)	1,059
Net insurance contract liabilities	$ 25,697	$ 2,246	$ 1,558	$ 4,900	$ 1,080	$ (13)	$ 35,468

b) Changes in Insurance Contract Liabilities and Reinsurance Assets

	2021			
(in millions of dollars)	**Provisions for future policy benefits**	**Other insurance contract liabilities**	**Insurance contract liabilities**	**Reinsurance assets**
Balance at beginning	**$ 35,729**	**$ 798**	**$ 36,527**	**$ 1,059**
Increase (decrease) of insurance contract liabilities and reinsurance assets				
Normal changes – provisions for future policy benefits				
On in-force	**(707)**	**—**	**(707)**	**232**
On new policies	**673**	**—**	**673**	**(148)**
Changes in methods and assumptions	**(11)**	**—**	**(11)**	**(7)**
	(45)	**—**	**(45)**	**77**
Changes in methods and assumptions	**—**	**(2)**	**(2)**	**(1)**
Effect of change in exchange rates	**(16)**	**(1)**	**(17)**	**(7)**
Other	**11**	**66**	**77**	**(9)**
	(5)	**63**	**58**	**(17)**
Balance at end	**$ 35,679**	**$ 861**	**$ 36,540**	**$ 1,119**

	2020			
(in millions of dollars)	Provisions for future policy benefits	Other insurance contract liabilities	Insurance contract liabilities	Reinsurance assets
Balance at beginning	$ 30,002	$ 663	$ 30,665	$ 338
Increase (decrease) of insurance contract liabilities and reinsurance assets				
Normal changes – provisions for future policy benefits				
On in-force	4,240	—	4,240	313
On new policies	928	—	928	(43)
Changes in methods and assumptions	592	—	592	464
	5,760	—	5,760	734
Changes in methods and assumptions	—	(3)	(3)	(2)
Effect of change in exchange rates	(40)	(3)	(43)	(17)
Other	7	141	148	6
	(33)	135	102	(13)
Balance at end	$ 35,729	$ 798	$ 36,527	$ 1,059

The variation of insurance contract liabilities and reinsurance assets include the amounts related to participating contracts.

Gains and Losses on New Reinsurance Treaties

During the year ended December 31, 2021, the Company did not conclude any new reinsurance agreements for which a gain or a loss should be recorded in the Income Statement. During the year ended December 31, 2020, the Company concluded new reinsurance agreements for which a gain of $126 was recorded in the Income Statement.

c) Risk Management and Assumptions for Valuation of Insurance Contract Liabilities

Best estimate assumptions represent current and objective estimates of the expected outcomes. Their selection takes into consideration current circumstances, historical data from the Company, the industry or the sector, the relationship between the historical and anticipated future results as well as other relevant factors. The use of actuarial assumptions in the valuation of insurance contract liabilities requires significant judgment. The margins for adverse deviation assumptions and methods used to establish the most significant assumptions are described below.

Mortality and Morbidity

Mortality represents the occurrence of death in a given population. The mortality assumptions are based on recent technical results of the Company. The Company also uses the technical results of the industry if those of the Company are not sufficiently representative. For Individual Insurance, the Company's mortality experience has exhibited a gradually declining trend. The calculation of insurance contract liabilities for this operating segment takes into account an improvement in future mortality rates. For Individual Wealth Management and Group Savings and Retirement, annuity mortality improvement has been projected to occur throughout the future. For the Group Insurance segment, the expected future mortality experience is incorporated into the calculation of insurance contract liabilities for this block, but no future mortality improvement is assumed.

Morbidity represents the occurrence of accident or illness among insured risks. The morbidity assumptions are based on recent technical results of the Company. The Company also uses the technical results of the industry if those of the Company are not sufficiently representative.
To manage mortality and morbidity risk, the Company uses detailed and uniform underwriting procedures that assess the insurability of the candidate and control exposure to large claims. The Company conducts monthly monitoring of technical results relating to claims and fixes retention limits that vary across markets and regions. Once the retention limits have been reached, the Company turns to reinsurance to cover the excess risk.

As at December 31, 2021, the Company estimates that a 5% permanent deterioration in mortality rates would result in a $180 reduction in net income attributed to the common shareholder due to the strengthening of the insurance contract liabilities (reduction of $179 as at December 31, 2020). The 5% deterioration is expressed assuming 105% of the expected mortality rates, adjusted to reflect the adjustability of certain products. An improvement of the same percentage in mortality rates would have a similar impact, but in the opposite direction.

As at December 31, 2021, the Company estimates that a 5% deterioration in morbidity rates would result in a $59 reduction in net income attributed to the common shareholder (reduction of $65 as at December 31, 2020). The 5% deterioration is expressed assuming 95% of the termination rate of disability when the insured is or becomes disabled and 105% of the expected occurrence rate when the insured is not disabled. An improvement of the same percentage in morbidity rates would have a similar impact, but in the opposite direction.

Investment Return and Interest Rate Risk

The Company segments assets to sustain liabilities by sector and by geographic market and establishes appropriate investment strategies for each liability.

CALM is the method prescribed by the standards of the CIA to ensure the adequacy of assets backing the insurance contract liabilities. By closely matching the asset cash flows with those of the corresponding liabilities, the Company reduces its sensitivity to future variations. These cash flows related to the assets and liabilities are projected based on a number of scenarios, some of which are prescribed by the CIA. The disinvestment or reinvestment occurs according to the specifications of each scenario and the insurance contract liabilities are determined based on the range of possible outcomes. Changes in fair value of assets matching these liabilities and changes in insurance contract liabilities are directly recognized in the Income Statement in order to avoid a mismatch that would otherwise arise. A description of the CALM is found in Note 2 "Significant Accounting Policies", section k) ii) "Insurance Contract Liabilities".

Interest rate risk is the risk of loss due to future changing interest rates. The investment returns are projected from the current investment portfolios as well as the planned reinvestment strategies. The uncertainty related to interest rate fluctuation is that economic losses or gains can occur following the disinvestment or reinvestment of future cash flows. The Company manages interest rate risk through an asset and liability matching policy that is updated periodically. The primary objective of this policy is to minimize the volatility of profit margins caused by fluctuations between the realized returns and those credited to existing contracts. To monitor matching, investments are segmented by matching blocks established based on the cash flow structure of the liabilities, with blocks of business being grouped together by line of business. For non-immunized liabilities, primarily individual insurance products that have very long-term commitments, the Company favours an investment strategy that tends to achieve a balance between optimizing after-tax return and capital protection since it is impossible to apply a complete immunization strategy due to a lack of availability of fixed income securities for such maturities. However, the Company has taken several initiatives to improve the short-term flows of non-immunized liabilities.

As at December 31, 2021, the Company estimates that a 0.1% decrease in the initial reinvestment rate would lead to a decrease in the insurance contract liabilities of approximately $25 after tax (decrease of $4 after tax as at December 31, 2020). A 0.1% decrease in the ultimate reinvestment rate would lead to an increase in the insurance contract liabilities of about $68 after tax (increase of $68 after tax as at December 31, 2020). The Company estimates that a 0.1% increase in the initial reinvestment rate and in the ultimate reinvestment rate would have a similar impact to a decrease, but in the opposite direction.

Also, the Company estimates that if the markets suddenly decreased by 10% as at December 31, 2021, net income attributed to the common shareholder would be about $44 lower than expected for its regular operations ($34 as at December 31, 2020). The Company estimates that a sudden 10% increase at the beginning of the period, followed by market growth in line with expectations, would have a similar impact but in the opposite direction.

Expenses

Administration expenses include costs of servicing and maintaining in-force policies and associated overhead expenses. Policy administration expenses were calculated using the Company's internal expense allocation studies. These studies consider investments in improvement projects for which productivity gains are planned. These gains are only recognized up to the cost of the project that generates them. Unit expense factors projected for the coming years vary according to the investments planned in improvement projects, productivity that they will generate and the inflation assumption, which is established coherently with the interest rate assumption.

The risk related to expenses is the risk that the costs of future expenses are greater than the estimated costs in the measurement of liabilities or used in the design and pricing of products. A rigorous budget process is implemented annually. The budget is monitored on an ongoing basis throughout the year to assess the differences between budgeted costs and actual costs. To manage the risk, the Company prices its products to cover expected costs.

As at December 31, 2021, the Company estimates that a 5% increase in unit costs would result in a $86 reduction in net income attributed to the common shareholder ($64 as at December 31, 2020). A decrease of the same percentage would have a similar impact, but in the opposite direction.

Lapse

Cancellation of contracts includes lapses and surrenders. Lapse means that the policyholder has stopped paying premiums. Surrender means that the policyholder voluntarily cancelled the contract. Long-term lapse rate assumptions take into account the usually lower contract cancellation rates with respect to lapse-supported products compared to other products. Expected lapse rate assumptions are generally based on the Company's recent lapse experience and are adjusted to take into account industry experience where the Company's experience is limited.

The Company reduces its exposure to lapse and surrender risk as much as possible through the way it develops its products. The contracts are built with modalities having a positive impact on the lapse rate. These modalities may result in charges for surrenders, limitations on the amounts surrendered or limitations regarding the moment when surrenders may be made. Finally, the Company has established a monthly method to follow up on lapses and surrenders.

As at December 31, 2021, the Company estimates that a 5% deterioration in lapse rates would result in a $205 reduction in net income attributed to the common shareholder ($181 as at December 31, 2020). The 5% deterioration is expressed assuming 95% of the expected lapse rates for lapse-supported products and 105% of the expected lapse rates for other products, adjusted to reflect the adjustability of certain products. An improvement of the same percentage would have a similar impact, but in the opposite direction.

Premium Payment Patterns

For Universal Life contracts, assumptions must be established with respect to premium payment patterns. The Company has studied the payment pattern experience of Universal Life contracts. When this experience is not sufficiently representative, it is adjusted to take into consideration the industry experience. The premium payment patterns can vary depending on the payment frequency, the level of the target premium compared to the minimum premium, the type of policy insurance costs (level or annually increasing costs), the type of product and the year of issue.

Currency Risk

Currency risk results from a difference between the currency of liabilities and the currency of the assets they are backing. Generally speaking, the Company's strategy to manage exposure to currency risk consists of matching assets to the corresponding liabilities according to the currency. The Company implements a hedging strategy when the liabilities are matched to assets of a different currency.

Guarantees on Segregated Funds

A segregated fund is a type of investment similar to a mutual fund, but which generally includes a guarantee in the event of death and a guarantee at maturity. Because of the volatility inherent in the stock markets, the Company is exposed to the risk that the market value of the segregated funds will be lower than their guaranteed minimum value at the time the guarantee is applied and that it will then have to compensate the investor for the difference in the form of a benefit. The Company has set up a dynamic hedging program. In this program, a large part of the variations in the economic value of liabilities is offset by variations in assets held. The hedging program is not designed to completely eliminate the risks associated with the hedged guarantees. A number of factors can alter the quality of the hedge and potentially lead to a gain or loss in the Income Statement.

A liability related to the segregated fund guarantees granted by the Company is maintained in the general fund. The amount of the liability is at least as great as the amount determined using the methodology defined by the CIA.

Margins for Adverse Deviations

Assumptions that rely on best estimates are used to calculate the insurance contract liabilities. According to CIA standards, the appointed actuary must adjust these assumptions to include margins for adverse deviations and to take into account the uncertainty related to the establishment of these best estimates and a potential deterioration of the expected experience. These margins increase insurance contract liabilities and provide reasonable assurance that the amount of assets backing the insurance contract liabilities is sufficient to cover the impact of adverse experience.

The range of margins for adverse deviations is set out in standards issued by the CIA. The factors considered in the selection of appropriate ranges include the degree of uncertainty with respect to the expected experience and the relative volatility of potential losses over the remaining term of the policies. Provisions for adverse deviations that are not required to offset future adverse experience will be released back as an increase in *Net income*.

d) Impact of Changes in Methodologies and Assumptions on Net Insurance Contract Liabilities

A review of the methods and assumptions is performed annually to reflect changing experience and to reduce the uncertainty risk related to the insurance contract liabilities and the assets backing the liabilities.

The following table presents the impact of changes in methodologies and assumptions as well as their explanation:

(in millions of dollars)	2021	2020	
Mortality and morbidity	$ 39	$ 222	Mainly explained by the annual update of mortality and morbidity studies 2021: Including an increase of $13 to reflect the most recent trends in additional mortality for direct and indirect COVID-19 pandemic impacts 2020: Including the revision of assumptions to take into account the temporary rise in mortality caused by the pandemic for an amount of $58
Policyholder behaviour	10	390	Mainly explained by the annual update of lapse rate studies 2021: Including a decrease of $49 to reflect the evolution of the portfolio of policies for which a specific provision related to the COVID-19 pandemic was set up in 2020 2020: Including the revision of lapse assumptions for certain policies to take into account the temporary uncertainty caused by the pandemic for an amount of $69
Investment returns	(47)	(396)	Mainly explained by the annual update of investment return assumptions 2020: Also explained by gains from transactions improving asset-liability matching, offset by strengthening related to the decline in the interest rate used for long-term projections (ultimate reinvestment rate)
Expenses, models and other	(4)	(96)	Mainly explained by the update of the expense assumption and model refinements
Impact on net non-participating insurance contract liabilities	(2)	120	
Impact on net participating insurance contract liabilities	(3)	7	
Impact on net insurance contract liabilities	$ (5)	$ 127	

For the year ended December 31, 2020, the total change in net insurance contract liabilities other than changes in methods and assumptions included a gain of $126 presented in the normal change in policy liabilities on in-force. This gain came from the signing of new reinsurance treaties considering the opportunities arising from competition in this market. A similar situation does not exist on December 31, 2021.

B) Investment Contract Liabilities

a) Composition

Non-participating deficit reimbursement agreement group insurance contracts are classified as investment contracts. Under deficit reimbursement agreements, the policyholder reimburses any deficit to the Company at the end of the contract.

The fair value of these investment contracts is determined using the parameters of the agreement concluded between the Company and the policyholder for this type of contract. Investment contract liabilities represent the balance that is due to the policyholder. Transactions involving deposits, withdrawals and earned interest correspond to the variation in investment contract liabilities.

Group Insurance

(in millions of dollars)	2021	2020
Investment contract liabilities (gross)		
Canada	$ 577	$ 575
Reinsurance assets		
Canada	49	83
Net investment contract liabilities	$ 528	$ 492

b) Variations in Net Investment Contract Liabilities

	2021		2020	
(in millions of dollars)	**Investment contract liabilities**	**Reinsurance assets**	Investment contract liabilities	Reinsurance assets
Balance at beginning	**$ 575**	**$ 83**	$ 630	$ 79
Deposits	**180**	**15**	109	17
Withdrawals	**(159)**	**(49)**	(185)	(15)
Increase (decrease) in investment contract liabilities and reinsurance assets	**(1)**	**1**	34	3
Other	**(18)**	**(1)**	(13)	(1)
Balance at end	**$ 577**	**$ 49**	$ 575	$ 83

C) Assets Backing Liabilities and Equity

The carrying value of total assets backing insurance contract liabilities, investment contract liabilities, other liabilities and equity is as follows:

	2021									
	Individual		**Group**							
(in millions of dollars)	**Insurance**	**Wealth Management**	**Insurance**	**Savings and Retirement**	**US Operations**	**Other**	**Insurance contract liabilities total**	**Investment contract liabilities**	**Other liabilities and equity**	**Total**
Cash and short-term investments	**$ (103)**	**$ (1)**	**$ 7**	**$ (22)**	**$ —**	**$ —**	**$ (119)**	**$ 11**	**$ 1,575**	**$ 1,467**
Bonds	**18,756**	**1,741**	**1,430**	**4,778**	**970**	**(16)**	**27,659**	**449**	**4,146**	**32,254**
Mortgages and other loans	**97**	**59**	**128**	**422**	**25**	**—**	**731**	**65**	**2,126**	**2,922**
Stocks	**3,201**	**2**	**4**	**70**	**—**	**—**	**3,277**	**2**	**490**	**3,769**
Policy loans	**897**	**88**	**—**	**—**	**55**	**—**	**1,040**	**—**	**—**	**1,040**
Other invested assets	**456**	**—**	**—**	**—**	**—**	**—**	**456**	**—**	**21**	**477**
Derivative financial instruments[1]	**358**	**35**	**—**	**29**	**—**	**—**	**422**	**—**	**(26)**	**396**
Investment properties	**1,863**	**—**	**—**	**—**	**—**	**—**	**1,863**	**—**	**7**	**1,870**
Reinsurance assets	**144**	**—**	**122**	**116**	**828**	**(91)**	**1,119**	**49**	**816**	**1,984**
Other	**92**	**—**	**—**	**(1)**	**—**	**1**	**92**	**1**	**4,914**	**5,007**
Total	**$ 25,761**	**$ 1,924**	**$ 1,691**	**$ 5,392**	**$ 1,878**	**$ (106)**	**$ 36,540**	**$ 577**	**$ 14,069**	**$ 51,186**

	2020									
	Individual		Group							
(in millions of dollars)	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	Insurance contract liabilities total	Investment contract liabilities	Other liabilities and equity	Total
Cash and short-term investments	$ 484	$ 48	$ 23	$ 57	$ —	$ —	$ 612	$ 5	$ 976	$ 1,593
Bonds	18,503	1,868	1,414	4,341	989	(13)	27,102	430	4,230	31,762
Mortgages and other loans	116	72	117	411	28	—	744	57	2,000	2,801
Stocks	2,502	2	4	69	8	—	2,585	1	582	3,168
Policy loans	754	71	—	—	55	—	880	—	1	881
Other invested assets	432	—	—	—	—	—	432	—	21	453
Derivative financial instruments[1]	896	185	—	22	—	—	1,103	(1)	(20)	1,082
Investment properties	1,909	—	—	—	—	—	1,909	—	7	1,916
Reinsurance assets	(36)	—	139	130	923	(97)	1,059	83	666	1,808
Other	101	—	—	—	—	—	101	—	4,519	4,620
Total	$ 25,661	$ 2,246	$ 1,697	$ 5,030	$ 2,003	$ (110)	$ 36,527	$ 575	$ 12,982	$ 50,084

[1] In its matching process, the Company considers the net value of derivative financial instruments, therefore, both assets and liabilities. Derivative financial instruments liabilities of an amount of $395 ($438 in 2020) for Individual Insurance, $44 ($47 in 2020) for Individual Wealth Management, none for Group Insurance (none in 2020) and $33 ($8 in 2020) for Group Savings and Retirement were considered in the matching process.

The fair value of assets backing net insurance contract liabilities as at December 31, 2021 was estimated at $35,737 ($35,937 as at December 31, 2020). Insurance contract liabilities are measured at fair value as per the CALM, except for liabilities backed by assets that are measured at amortized cost, such as mortgages, and bonds classified as loans and receivables.

The fair value of assets backing net investment contract liabilities as at December 31, 2021 represents approximately $536 ($504 as at December 31, 2020).

15 › Other Liabilities

(in millions of dollars)	2021	2020
Unearned premiums	$ 1,886	$ 1,584
Other insurance contract liabilities	108	88
Post-employment benefits	228	380
Income taxes payable	123	90
Amounts on deposit on products other than insurance contracts	1,783	1,746
Accounts payable	1,543	1,256
Due to reinsurers	256	193
Securities sold under repurchase agreements	—	13
Short-selling securities	262	273
Securitization liabilities	770	977
Mortgage debt	73	75
Lease liabilities	112	127
Fair value of purchased business in force	10	11
Miscellaneous	15	33
Total	**$ 7,169**	$ 6,846

16 › Debentures

The outstanding debentures issued by the Company are guaranteed by iA Financial Corporation following the change in company structure as at January 1, 2019.

	2021		2020	
(in millions of dollars)	Carrying value	Fair value	Carrying value	Fair value
Subordinated debentures bearing interest at 2.64%	$ 250	$ 251	$ 250	$ 255
Subordinated debentures bearing interest at 3.30%	399	411	399	423
Floating rate surplus notes based on LIBOR plus 4.25%	4	4	4	4
Total	**$ 653**	**$ 666**	$ 653	$ 682

Subordinated debentures represent direct unsecured obligations of the Company that are subordinate to the Company's policyholders and other creditors.

Subordinated Debentures Bearing Interest at 2.64%

Subordinated debentures maturing February 23, 2027, bearing interest of 2.64%, payable semi-annually from August 23, 2015 to February 23, 2022, and a variable interest rate equal to the three-month Canadian Dollar Offered Rate (CDOR) plus 1.08%, payable quarterly commencing May 23, 2022 until February 23, 2027. These subordinated debentures are redeemable by the Company starting February 23, 2022, in whole or in part, subject to approval by the AMF. The carrying value of the debentures includes amortized transaction costs and an issue discount for less than $1.

Subordinated Debentures Bearing Interest at 3.30%

Subordinated debentures maturing September 15, 2028, bearing interest of 3.30%, payable semi-annually from March 15, 2017 to September 15, 2023, and a variable interest rate equal to the three-month CDOR plus 2.14%, payable quarterly commencing December 15, 2023 until September 15, 2028. These subordinated debentures are redeemable by the Company starting September 15, 2023, in whole or in part, subject to approval by the AMF. The carrying value of the debentures includes amortized transaction costs and an issue discount for a total of $1.

Floating Rate Surplus Notes Based on LIBOR plus 4.25%

Floating rate surplus notes, bearing interest equal to the LIBOR 3-month rate plus 4.25%, payable quarterly, maturing in May 2034.

17 › Share Capital

The Company's authorized share capital consists of the following:

Common Shares

Unlimited number of common shares without par value, with one voting right.

Preferred Shares

Unlimited number of Class A preferred shares, without par value, without voting rights, issuable in series, and 10,000,000 preferred shares with a par value of 25 dollars each, without voting rights, issuable in series.

3,000,000 Series 1 preferred shares, with a non–cumulative preferential dividend of 1% until 2004 and redeemable at the issuing value at the option of the Company under certain conditions, including approval by the AMF, convertible at the option of the holder into common shares at 95% of the market value of these common shares. This conversion option may itself lead to a conversion of the Series 1 preferred shares into Series 2 preferred shares at the option of the Company.

3,000,000 Series 2 preferred shares, issuable for the sole purpose of conversion of Series 1 preferred shares, with a non–cumulative preferential dividend of 1% until 2004 and redeemable at the option of the Company at the issuing value, multiplied by 1.0526 under certain conditions, including the necessity to proceed with the issue of Series 3 preferred shares.

3,000,000 Series 3 preferred shares, redeemable after 5 years at their issue value at the option of the Company, subject to prior approval by the AMF, or convertible into common shares at their market value.

An unlimited number of Class A – Series A preferred shares, without par value, without voting rights, with a non–cumulative semi–annual dividend in cash of 0.5625 dollars per share, redeemable at the option of the Company after December 31, 2008, subject to approval by the AMF, for 25 dollars per share.

An unlimited number of Class A – Series B preferred shares, without par value, without voting rights, with a fixed non–cumulative quarterly dividend in cash of 0.2875 dollars per share, redeemable in whole or in part at the option of the Company commencing on March 31, 2011, subject to approval by the AMF, for an amount between 26 dollars and 25 dollars per share according to the year and convertible at the option of the shareholders, subject to approval by the AMF, into new Class A preferred shares.

An unlimited number of Class A – Series C preferred shares, without par value, without voting rights, with a non–cumulative quarterly dividend and adjusted every 5 years with an initial annual rate in cash of 1.55 dollars per share, redeemable in whole or in part at the option of the Company commencing December 31, 2013 and thereafter on December 31 every 5 years, subject to approval by the AMF, for 25 dollars per share, and convertible at the option of the shareholders into Class A – Series D preferred shares commencing on December 31, 2013 and thereafter on December 31 every 5 years.

An unlimited number of Class A – Series D preferred shares, without par value, without voting rights, with a non–cumulative variable rate quarterly dividend, redeemable in whole or in part at the option of the Company on December 31, 2018 and thereafter on December 31 every 5 years for a cash value of 25 dollars or redeemable in whole or in part at the option of the Company at any date other than at Series D conversion dates after December 31, 2013, for an amount of 25.50 dollars, subject to approval by the AMF, and convertible at the option of the shareholders into Class A – Series C preferred shares on December 31, 2018 and thereafter on December 31 every 5 years.

An unlimited number of Class A – Series E preferred shares, without par value, without voting rights, with a fixed non–cumulative quarterly dividend in cash with an annual rate of 1.50 dollars per share, redeemable in whole or in part at the option of the Company commencing on December 31, 2014, subject to approval by the AMF, for an amount between 26 dollars and 25 dollars per share according to the year.

An unlimited number of Class A – Series F preferred shares, without par value, without voting rights, with a fixed non–cumulative quarterly dividend in cash with an annual rate of 1.475 dollars per share, redeemable in whole or in part at the option of the Company commencing on March 31, 2015, subject to approval by the AMF, for an amount between 26 dollars and 25 dollars per share according to the year.

An unlimited number of Class A – Series G preferred shares, without par value, without voting rights, with a non–cumulative quarterly dividend in cash with an initial annual rate equal to 1.0750 dollars per share, redeemable in whole or in part at the option of the Company on June 30, 2017 and on June 30 every 5 years thereafter for a cash value of 25 dollars, subject to approval by the AMF, and convertible at the option of the shareholders into Class A – Series H preferred shares on June 30, 2017 and thereafter on June 30 every 5 years. On June 30, 2017, the Company modified the non–cumulative quarterly dividend to an annual rate equal to 0.94425 dollars in cash per share.

An unlimited number of Class A – Series H preferred shares, without par value, without voting rights, with a non–cumulative variable rate quarterly dividend, redeemable in whole or in part at the option of the Company on June 30, 2022, and on June 30 every 5 years thereafter for a cash value of 25 dollars or redeemable in whole or in part at the option of the Company at any date other than at Series H conversion dates after June 30, 2017, for an amount of 25.50 dollars, subject to approval by the AMF and convertible at the option of the shareholders into Class A – Series G preferred shares on June 30, 2022 and thereafter on June 30 every 5 years.

An unlimited number of Class A – Series I preferred shares, without par value, without voting rights, with a fixed non–cumulative quarterly dividend in cash with an annual rate equal to 1.20 dollars per share for a period of five years beginning on March 7, 2018 and ending on March 31, 2023, excluding this date, redeemable in whole or in part at the option of the Company on March 31, 2023 and on March 31 every 5 years thereafter for a cash value of 25 dollars, subject to approval by the AMF, and convertible at the option of the shareholders into Class A – Series J preferred shares on March 31, 2023 and thereafter on March 31 every 5 years.

An unlimited number of Class A – Series J preferred shares, without par value, without voting rights, with a non–cumulative variable rate quarterly dividend, redeemable in whole or in part at the option of the Company on March 31, 2028, and on March 31 every 5 years thereafter for a cash value of 25 dollars or redeemable in whole or in part at the option of the Company at any date other than at Series J conversion dates after March 31, 2028, for an amount of 25.50 dollars, subject to approval by the AMF and convertible at the option of the shareholders into Class A – Series I preferred shares on March 31, 2028 and thereafter on March 31 every 5 years.

An unlimited number of Class A – Series YY preferred shares, without par value, without voting rights, with a non–cumulative semi–annual dividend in cash of 0.450 dollars per share, redeemable at the option of the Company for an amount of 25 dollars per share, payable in cash or by delivery of common shares, after December 31, 2008, subject to approval by the AMF. Also, the shares are convertible at the option of the shareholders into common shares at each conversion date, on the last day of June and December of each year commencing on June 30, 2014.

An unlimited number of Class A – Series ZZ preferred shares, without par value, without voting rights, with a non–cumulative semi–annual dividend in cash of 0.5625 dollars per share, redeemable at the option of the Company for an amount of 25 dollars per share, payable in cash or by delivery of common shares, after December 31, 2008, subject to approval by the AMF. Also, the shares are convertible at the option of the shareholders into common shares at each conversion date, the last day of June and December of each year commencing on June 30, 2014.

The share capital issued by the Company is as follows:

	2021		2020	
(in millions of dollars, unless otherwise indicated)	**Number of shares (in thousands)**	**Amount**	Number of shares (in thousands)	Amount
Common shares				
Balance at beginning and at end	**108,575**	**$ 1,655**	108,575	$ 1,655
Preferred shares, Class A				
Balance at beginning and at end	**21,000**	**525**	21,000	525
Total of share capital		**$ 2,180**		$ 2,180

Preferred Shares, Class A

The issued and outstanding preferred shares are issued by the Company and are guaranteed by iA Financial Corporation following the change in company structure as at January 1, 2019.

Dividends

	2021		2020	
(in millions of dollars, unless otherwise indicated)	**Total**	**Per share (in dollars)**	Total	Per share (in dollars)
Common shares	**$ 250**	**$ 2.30**	$ 1,181	$ 10.88
Preferred shares				
Class A – Series B	**6**	**1.15**	6	1.15
Class A – Series G	**9**	**0.94**	9	0.94
Class A – Series I	**7**	**1.20**	7	1.20
	22		22	
Total	**$ 272**		$ 1,203	

18 › Accumulated Other Comprehensive Income

(in millions of dollars)	Bonds	Stocks	Currency translation	Hedging	Total
Balance as at December 31, 2019	$ 73	$ (8)	$ 73	$ (61)	$ 77
Unrealized gains (losses)	114	15	—	—	129
Income taxes on unrealized gains (losses)	(30)	(3)	—	—	(33)
Other	—	—	(33)	38	5
Income taxes on other	—	—	—	(6)	(6)
	84	12	(33)	32	95
Realized losses (gains)	(30)	1	—	—	(29)
Income taxes on realized losses (gains)	7	—	—	—	7
	(23)	1	—	—	(22)
Balance as at December 31, 2020	**134**	**5**	**40**	**(29)**	**150**
Unrealized gains (losses)	**(85)**	**19**	**—**	**—**	**(66)**
Income taxes on unrealized gains (losses)	**21**	**(4)**	**—**	**—**	**17**
Other	**—**	**—**	**(11)**	**15**	**4**
Income taxes on other	**—**	**—**	**—**	**(2)**	**(2)**
	(64)	**15**	**(11)**	**13**	**(47)**
Realized losses (gains)	**(36)**	**(1)**	**—**	**—**	**(37)**
Income taxes on realized losses (gains)	**9**	**—**	**—**	**—**	**9**
	(27)	**(1)**	**—**	**—**	**(28)**
Balance as at December 31, 2021	**$ 43**	**$ 19**	**$ 29**	**$ (16)**	**$ 75**

19 › Capital Management

As part of its capital management, the Company pursues sound capitalization and good solvency objectives to ensure capital protection, to respect the requirements established by the organization that regulates its operations, the AMF, to favour its development and growth, to enhance shareholder returns and to maintain favourable credit ratings.

To reach its objectives, the Company has an enterprise risk management framework that aims to describe the relationship between the Company's appetite, risk tolerance and capital requirements. This framework includes a capital management policy that describes the key processes related to capital management, including the process for determining the target operating level of the solvency ratio. The framework also comprises reporting on the Company's risk profile and a financial condition testing (FCT) report. These reports enable the identification of risks and contain proposals for possible risk management actions. FCT consists in quantifying the financial impact of adverse scenarios related among other things to stress on the stock market, interest rates and credit. These documents are revised annually and filed with the Board of Directors.

Considering the various items that can influence the Company's capital, including the contribution of net income and the features of assets underlying the capital, the Company adjusts its management strategy to enable it to optimize the structure and cost of its capital according to needs and regulatory requirements. For example, the Company may issue or redeem participating shares or subordinated debt securities.

Regulatory Requirements and Solvency Ratio

The Company manages its capital jointly with iA Financial Corporation.

The Company's capital adequacy requirements are regulated according to the guideline on capital adequacy requirements for life insurers (CARLI).

According to CARLI, many items are included in the solvency ratio:

The available capital represents the total Tier 1 and Tier 2 capital, less other deductions prescribed by the AMF.

Tier 1 capital contains more permanent equity items and is primarily composed of equity attributable to the common shareholder and to preferred shares. Goodwill and other intangible assets are deducted from this category.

Tier 2 capital is primarily composed of subordinated debentures.

The surplus allowance is the value of specific provisions for adverse deviations included in insurance contract liabilities.

The eligible deposits are amounts related to unregistered reinsurance agreements, which are deposited in guarantee instruments.

The base solvency buffer is determined according to five risk categories, namely credit risk, market risk, insurance risk, segregated funds guarantee risk and operational risk. These risk components are calculated using various methods and consider the risks associated to asset and liability elements that are on and off the Statement of Financial Position. The base solvency buffer represents the sum of risk components minus some credits (for example, between-risk diversification and adjustable products) multiplied by a scalar of 1.05.

The CARLI total ratio is calculated by dividing the sum of the available capital, the surplus allowance and the eligible deposits by the base solvency buffer.

According to the AMF guideline, the Company must set a target level of available capital that exceeds the minimum requirements. The guideline also stipulates that most of the available capital must be Tier 1, which absorbs the losses related to current operations.

As at December 31, 2021 and 2020, the Company maintains a ratio that satisfies the regulatory requirements.

(in millions of dollars, unless otherwise indicated)	2021	2020
Available capital, surplus allowance and eligible deposits	$ 9,732	$ 8,829
Base solvency buffer	$ 7,636	$ 7,246
Total ratio	**127%**	122%

20 › General Expenses

(in millions of dollars)	2021	2020
Salaries, benefits and stock-based compensation	$ 802	$ 730
Professional fees	253	212
Depreciation of fixed assets (Note 10)	52	51
Depreciation of intangible assets (Note 11)	53	44
Impairment of goodwill (Note 11)	—	24
Real estate operating expenses	94	117
Other administrative expenses	362	343
Total	**$ 1,616**	$ 1,521

General expenses include investment fees for an amount of $68 ($71 in 2020). These investment fees exclude real estate operating expenses.

21 › Financing Charges

(in millions of dollars)	2021	2020
Interest on debentures	$ 21	$ 20
Interest on securitization liabilities	21	23
Interest on lease liabilities	4	5
Other	7	4
Total	**$ 53**	$ 52

22 › Income Taxes

a) Income Tax Expense (Recovery) for the Year

Income tax

(in millions of dollars)	2021	2020
Current income tax		
Current year	**$ 200**	$ 157
Adjustments of previous years	**24**	13
	224	170
Deferred income tax		
Creation and reversal of temporary differences	**41**	2
Adjustments of previous years	**(11)**	(33)
Variation in tax rates	**1**	(1)
	31	(32)
Income tax expense (recovery)	**$ 255**	$ 138

Income tax recognized directly in equity

(in millions of dollars)	2021	2020
Recognized in other comprehensive income		
Current income tax expense (recovery)	**$ (8)**	$ 9
Deferred income tax expense (recovery)	**54**	4
Total	**$ 46**	$ 13

(in millions of dollars)	2021	2020
Recognized in share capital and retained earnings		
Deferred income tax expense (recovery)	**$ —**	$ —

b) Reconciliation of Income Tax Expense

The effective income tax rate differs from the Canadian statutory tax rate due to the following items:

(in millions of dollars, unless otherwise indicated)	2021		2020	
Income before income taxes	**$1,105**		$ 797	
Income tax expense at Canadian statutory tax rate	**292**	**26%**	211	26%
Increase (decrease) in income taxes due to:				
Differences in tax rates on income not subject to tax in Canada	**(5)**	**—%**	(3)	—%
Tax-exempt investment income	**(48)**	**(4)%**	(63)	(8)%
Non-deductible (non-taxable) portion of the change in fair value of investment properties	**—**	**—%**	6	1%
Adjustments of previous years	**13**	**1%**	(20)	(3)%
Variation in tax rates	**1**	**—%**	(1)	—%
Other	**2**	**—%**	8	1%
Income tax expense (recovery) and effective income tax rate	**$ 255**	**23%**	$ 138	17%

c) Deferred Income Taxes

i) Recognized deferred income tax assets and liabilities

(in millions of dollars)	2021	2020
Deferred income tax assets	**$ 7**	$ 23
Deferred income tax liabilities	**(316)**	(248)
Net deferred income tax assets (liabilities)	**$ (309)**	$ (225)

Deferred income tax assets and deferred income tax liabilities are offset if the Company has a legally enforceable right to set off current tax assets against current tax liabilities for the same taxable entity and the same taxation authority and if the Company intends either to settle on a net basis or realize the assets and settle the liabilities simultaneously.

ii) Changes in net deferred tax assets (liabilities) for the year are as follows:

	2021						
(in millions of dollars)	**Balance as at December 31, 2020**	**Recognized in net income**	**Recognized in other comprehensive income**	**Disposal of businesses**	**Effect of changes in exchange rates**	**Other**	**Balance as at December 31, 2021**
Bonds	**$ (85)**	**$ 19**	**$ 3**	**$ —**	**$ 1**	**$ 15**	**$ (47)**
Stocks	**(36)**	**(11)**	**—**	**—**	**—**	**(16)**	**(63)**
Real estate	**(112)**	**(14)**	**—**	**—**	**—**	**(3)**	**(129)**
Right-of-use assets	**(31)**	**5**	**—**	**—**	**—**	**(1)**	**(27)**
Intangible assets	**(153)**	**(12)**	**—**	**—**	**—**	**1**	**(164)**
Insurance contract liabilities	**(7)**	**(3)**	**14**	**—**	**—**	**1**	**5**
Post-employment benefits	**102**	**(12)**	**(70)**	**—**	**—**	**—**	**20**
Lease liabilities	**33**	**(5)**	**—**	**—**	**—**	**1**	**29**
Losses available for carry-forward	**29**	**(7)**	**—**	**—**	**—**	**2**	**24**
Other	**35**	**9**	**(1)**	**—**	**(1)**	**1**	**43**
Total	**$ (225)**	**$ (31)**	**$ (54)**	**$ —**	**$ —**	**$ 1**	**$ (309)**

	2020						
(in millions of dollars)	Balance as at December 31, 2019	Recognized in net income	Recognized in other comprehensive income	Disposal of businesses	Effect of changes in exchange rates	Other	Balance as at December 31, 2020
Bonds	$ (40)	$ (39)	$ (2)	$ —	$ 2	$ (6)	$ (85)
Stocks	(32)	(4)	—	—	—	—	(36)
Real estate	(144)	31	—	—	—	1	(112)
Right-of-use assets	(33)	2	—	—	—	—	(31)
Intangible assets	(167)	3	—	9	—	2	(153)
Insurance contract liabilities	9	—	(16)	—	(1)	1	(7)
Post-employment benefits	77	6	19	—	—	—	102
Lease liabilities	35	(2)	—	—	—	—	33
Losses available for carry-forward	16	16	—	—	—	(3)	29
Other	16	19	(5)	(1)	(1)	7	35
Total	$ (263)	$ 32	$ (4)	$ 8	$ —	$ 2	$ (225)

Non-capital carryforward tax losses for which a deferred tax asset has not been recognized amount to $7 ($7 in 2020). These losses will expire between the years 2024 and 2041.

The Company recognizes a deferred tax liability on all temporary differences associated with investments in subsidiaries, branches, associates and joint ventures unless the Company is able to control the timing of the reversal of these differences and it is probable that these differences will not reverse in the foreseeable future. As at December 31, 2021, temporary differences associated with investments in subsidiaries, branches, associates and joint ventures for which a deferred tax liability has not been recognized amount to $1,049 ($831 in 2020).

23 › Segmented Information

The Company operates and manages its activities according to five main reportable operating segments, which reflect its company structure for decision making. Management makes judgments in the aggregation of business units into the Company's operating segments. Its products and services are offered to retail customers, businesses and groups. The Company primarily operates in Canada and the United States. The main products and services offered by each segment are the following:

Individual Insurance – Life, health, disability and mortgage insurance products.

Individual Wealth Management – Individual products and services for savings plans, retirement funds and segregated funds, in addition to securities brokerage, trust operations and mutual funds.

Group Insurance – Life, health, accidental death and dismemberment, dental care and short and long-term disability insurance products for employee plans; creditor insurance, replacement insurance, replacement warranties, extended warranties and other ancillary products for dealer services; and specialized products for special markets.

Group Savings and Retirement – Group products and services for savings plans, retirement funds and segregated funds.

US Operations – Miscellaneous insurance products sold in the United States such as life insurance products and extended warranties relating to dealer services.

Other – Auto and home insurance products, services supporting the activities that have no link with key segments such as asset management and financing, Company capital and some adjustments related to consolidation.

The Company makes judgments and uses assumptions and methodologies to allocate general expenses that are not directly attributable to a business segment. The allocation of other activities is mainly performed according to a formula based on equity and is uniformly applied to each operating segment.

The other assets and other liabilities, except mainly for derivative financial instruments, are classified in their entirety in the *Other* column since they are used for the operational support of the Company's activities.

Segmented Income Statements

	2021						
	Individual		Group				
(in millions of dollars)	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	Total
Revenues							
Net premiums	$ 1,758	$ 5,709	$ 1,728	$ 2,746	$ 614	$ 397	$ 12,952
Investment income	56	(149)	114	29	(17)	155	188
Other revenues	142	1,780	49	118	146	(225)	2,010
	1,956	7,340	1,891	2,893	743	327	15,150
Operating expenses							
Gross benefits and claims on contracts	951	2,432	1,205	2,451	576	64	7,679
Ceded benefits and claims on contracts	(369)	—	(50)	(24)	(397)	106	(734)
Net transfer to segregated funds	—	3,312	—	(34)	—	—	3,278
Increase (decrease) in insurance contract liabilities	23	(319)	2	356	(113)	6	(45)
Increase (decrease) in investment contract liabilities	—	—	(1)	—	—	—	(1)
Decrease (increase) in reinsurance assets	(176)	—	3	14	89	(6)	(76)
Commissions, general and other expenses	1,040	1,618	605	140	514	(26)	3,891
Financing charges	9	2	33	—	1	8	53
	1,478	7,045	1,797	2,903	670	152	14,045
Income before income taxes and allocation of other activities	478	295	94	(10)	73	175	1,105
Allocation of other activities	116	26	12	11	10	(175)	—
Income before income taxes	594	321	106	1	83	—	1,105
Income taxes	121	86	30	—	18	—	255
Net income	473	235	76	1	65	—	850
Net income attributed to participating policyholders	7	—	—	—	—	—	7
Net income attributed to shareholders	$ 466	$ 235	$ 76	$ 1	$ 65	$ —	$ 843

	2020						
	Individual		Group				
(in millions of dollars)	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	Total
Revenues							
Net premiums	$ 1,625	$ 3,916	$ 1,574	$ 3,018	$ 575	$ 345	$ 11,053
Investment income	3,592	149	195	387	189	150	4,662
Other revenues	118	1,501	54	105	137	(196)	1,719
	5,335	5,566	1,823	3,510	901	299	17,434
Operating expenses							
Gross benefits and claims on contracts	813	1,887	1,122	1,397	545	52	5,816
Ceded benefits and claims on contracts	(251)	—	(51)	(26)	(336)	98	(566)
Net transfer to segregated funds	—	1,779	—	1,093	—	—	2,872
Increase (decrease) in insurance contract liabilities	4,168	392	62	889	265	(16)	5,760
Increase (decrease) in investment contract liabilities	—	—	34	—	—	—	34
Decrease (increase) in reinsurance assets	(664)	—	2	3	(94)	16	(737)
Commissions, general and other expenses	928	1,355	553	115	481	(26)	3,406
Financing charges	12	2	33	—	1	4	52
	5,006	5,415	1,755	3,471	862	128	16,637
Income before income taxes and allocation of other activities	329	151	68	39	39	171	797
Allocation of other activities	113	21	10	6	21	(171)	—
Income before income taxes	442	172	78	45	60	—	797
Income taxes	72	43	15	9	(1)	—	138
Net income	370	129	63	36	61	—	659
Net income attributed to participating policyholders	(1)	—	—	—	—	—	(1)
Net income attributed to shareholders	$ 371	$ 129	$ 63	$ 36	$ 61	$ —	$ 660

Segmented Premiums

	2021						
	Individual		**Group**				
(in millions of dollars)	**Insurance**	**Wealth Management**	**Insurance**	**Savings and Retirement**	**US Operations**	**Other**	**Total**
Gross premiums							
Invested in general fund	**$ 2,199**	**$ 891**	**$ 1,842**	**$ 697**	**$ 1,227**	**$ 160**	**$ 7,016**
Invested in segregated funds	**—**	**4,818**	**—**	**2,074**	**—**	**—**	**6,892**
	2,199	**5,709**	**1,842**	**2,771**	**1,227**	**160**	**13,908**
Premiums ceded							
Invested in general fund	**(441)**	**—**	**(114)**	**(25)**	**(613)**	**237**	**(956)**
Net premiums	**$ 1,758**	**$ 5,709**	**$ 1,728**	**$ 2,746**	**$ 614**	**$ 397**	**$ 12,952**

	2020						
	Individual		Group				
(in millions of dollars)	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	Total
Gross premiums							
Invested in general fund	$ 2,035	$ 836	$ 1,691	$ 813	$ 1,120	$ 122	$ 6,617
Invested in segregated funds	—	3,080	—	2,232	—	—	5,312
	2,035	3,916	1,691	3,045	1,120	122	11,929
Premiums ceded							
Invested in general fund	(410)	—	(117)	(27)	(545)	223	(876)
Net premiums	$ 1,625	$ 3,916	$ 1,574	$ 3,018	$ 575	$ 345	$ 11,053

Segmented Assets and Liabilities

	2021						
	Individual		**Group**				
(in millions of dollars)	**Insurance**	**Wealth Management**	**Insurance**	**Savings and Retirement**	**US Operations**	**Other**	**Total**
Assets							
Invested assets	**$ 25,761**	**$ 1,859**	**$ 2,082**	**$ 5,214**	**$ 1,251**	**$ 8,549**	**$ 44,716**
Segregated funds net assets	**—**	**24,722**	**—**	**14,855**	**—**	**—**	**39,577**
Reinsurance assets	**144**	**—**	**171**	**116**	**1,666**	**(113)**	**1,984**
Other	**100**	**1,201**	**—**	**—**	**28**	**3,678**	**5,007**
Total assets	**$ 26,005**	**$ 27,782**	**$ 2,253**	**$ 20,185**	**$ 2,945**	**$ 12,114**	**$ 91,284**
Liabilities							
Insurance contract liabilities and investment contract liabilities	**$ 25,761**	**$ 1,924**	**$ 2,268**	**$ 5,392**	**$ 1,878**	**$ (106)**	**$ 37,117**
Liabilities related to segregated funds net assets	**—**	**24,722**	**—**	**14,855**	**—**	**—**	**39,577**
Other	**398**	**44**	**3**	**33**	**—**	**8,181**	**8,659**
Total liabilities	**$ 26,159**	**$ 26,690**	**$ 2,271**	**$ 20,280**	**$ 1,878**	**$ 8,075**	**$ 85,353**

	2020						
	Individual		Group				
(in millions of dollars)	Insurance	Wealth Management	Insurance	Savings and Retirement	US Operations	Other	Total
Assets							
Invested assets	$ 25,922	$ 2,145	$ 1,969	$ 4,949	$ 1,211	$ 8,029	$ 44,225
Segregated funds net assets	—	19,240	—	13,575	—	—	32,815
Reinsurance assets	(36)	—	222	130	1,615	(123)	1,808
Other	109	1,096	—	—	32	3,383	4,620
Total assets	$ 25,995	$ 22,481	$ 2,191	$ 18,654	$ 2,858	$ 11,289	$ 83,468
Liabilities							
Insurance contract liabilities and investment contract liabilities	$ 25,661	$ 2,246	$ 2,272	$ 5,030	$ 2,003	$ (110)	$ 37,102
Liabilities related to segregated funds net assets	—	19,240	—	13,575	—	—	32,815
Other	441	47	3	8	—	7,817	8,316
Total liabilities	$ 26,102	$ 21,533	$ 2,275	$ 18,613	$ 2,003	$ 7,707	$ 78,233

24 › Basic Earnings Per Common Share

Basic earnings per share are calculated by dividing the net income attributed to the common shareholder by the weighted average number of outstanding common shares during the year.

(in millions of dollars, unless otherwise indicated)	**2021**	2020
Net income attributed to common shareholder	**$ 821**	$ 638
Weighted average number of outstanding shares (in millions of units)	**109**	109
Basic earnings per share (in dollars)	**$ 7.56**	$ 5.88

There was no transaction on common shares that could affect these calculations after the closing date and before the date of authorization for issue of these Financial Statements.

25 › Stock-Based Compensation

Stock Option Plan

iA Financial Corporation grants a certain number of common stock options to management and to senior management and determines the exercise price of the options, the expiry date and the date on which the options can be exercised. Once they are exercised, these options involve the issuance of new shares of iA Financial Corporation.

The exercise price of each option is equal to the weighted average price of the shares traded on the Toronto Stock Exchange during the five days of trading preceding the option grant date. The options are generally valid for 10 years. They can be exercised at a maximum rate of 25% per year for the first four anniversaries of the grant. In certain cases, the Human Resources and Compensation Committee can modify the number of options purchased following an event, moving up the expiration date of the option.

The Board of iA Financial Corporation can grant options for a total of 11,350,000 common shares and cannot grant more than 1.4% of the issued and outstanding common shares of iA Financial Corporation per person eligible for the plan.

The following table presents the activities of the plan:

	2021		2020	
(in dollars, unless otherwise indicated)	**Number of stock options (in thousands)**	**Weighted average exercise price**	Number of stock options (in thousands)	Weighted average exercise price
Balance at beginning	**1,965**	**$ 51.15**	1,965	$ 47.34
Options granted	**310**	**58.55**	285	73.93
Options exercised	**(606)**	**46.00**	(185)	40.24
Options cancelled	**—**	**—**	(100)	61.26
Balance at end	**1,669**	**54.39**	1,965	51.15
Exercisable at end	**955**	**$ 49.69**	1,240	$ 45.61

The stock options outstanding as at December 31, 2021 by exercise price are as follows:

Exercise price (in dollars, unless otherwise indicated)	**Number of stock options (in thousands)**	**Weighted average exercise price**	**Average remaining contractual life (in years)**
23.45 - 28.72	**10**	**$ 26.03**	**0.11**
32.09 - 43.51	**420**	**40.59**	**2.93**
43.52 - 55.85	**477**	**52.67**	**6.32**
55.86 - 58.43	**497**	**58.10**	**7.86**
58.44 - 73.93	**265**	**73.51**	**8.21**
Total	**1,669**	**$ 54.39**	**6.19**

Fair value of options is estimated at the grant dates using the Black-Scholes option pricing model. The weighted average fair value of the options granted in 2021 is 10.02 dollars (12.72 dollars in 2020). The pricing model assumes the following information:

	2021	2020
Risk-free interest rate	**0.58%**	1.38%
Expected volatility	**27.70%**	22.61%
Expected life (in years)	**5.4**	5.4
Expected dividends	**3.50%**	2.59%
Exercise price (in dollars)	**58.55**	73.93

The stock-based compensation expense during the year ended December 31, 2021 is $3 ($3 in 2020).

The Black-Scholes option pricing model estimates the fair value of traded options that have no vesting restrictions and are fully transferable. Option pricing models also use assumptions that are highly subjective, including expected volatility of the underlying stocks. The expected volatility is based on historical volatility of the common shares as well as comparable market data analysis. Changes in assumptions can materially affect estimates of fair values.

Share Purchase Plan for Employees

The Company adopted an employee share purchase plan in which employees can contribute up to 5% of their salary to a maximum of 3,000 dollars per year. The Company matches 50% of the employee's contribution amount up to a maximum of 1,000 dollars per year. The share purchase plan for employees does not involve the issuance of new shares. The shares purchased by employees are already outstanding common shares of iA Financial Corporation and they are purchased on the market. The shares purchased by the employees under the share purchase plan must be kept by the employees for a minimum period of two years. During the year, the remuneration expense for this plan was $3 ($3 in 2020).

Deferred Share Units Plan

This plan is offered to the Company's directors, management and senior management. The portion of the plan offered to the Company's directors is assumed equally by the Company and iA Financial Corporation while the Company fully assumes the portion offered to the Company's management and senior management.

Under the deferred share units plan, each member may choose to receive all or a percentage of their annual directors' remuneration, or management or senior management incentive bonus, in the form of deferred share units (DSUs). The election to participate must be made on an annual basis and rights issued are vested immediately. Each DSU is equivalent to one common share of iA Financial Corporation and earns dividend equivalents in the form of additional DSUs at the same rate as the dividends on common shares of iA Financial Corporation. The value at the time of the settlement will be based on the fair market value of the common shares of iA Financial Corporation. To manage the risk of cash flow variation of iA Financial Corporation's common share quoted price fluctuation, the Company uses derivative financial instruments. The amount of outstanding deferred share units is 174,811 (159,326 in 2020). The variation related to the fluctuation of iA Financial Corporation's common share quoted price, excluding adjustments arising from derivative financial instruments which are accounted for in *Interest and other investment income,* generated a charge of $3 in 2021 (a gain of $2 in 2020) recorded in *General expenses*. The liability for this plan is $13 ($9 in 2020).

Mid-Term Incentive Plan

This plan was created for the Company's management and senior management. Under this plan, each member may receive performance share units (PSUs), a compensation based on the Company's performance over three years. Performance is measured based on the total net income attributed to common shareholders of iA Financial Corporation and iA Financial Corporation's common share price. Each PSU is equivalent to one iA Financial Corporation common share and earns dividend equivalents in the form of additional PSUs at the same rate as the dividends on iA Financial Corporation common shares. The value at the time of settlement will be based on the fair market value of iA Financial Corporation common shares for the last 20 working days of the period, increased by a vesting factor based on iA Financial Corporation's net income attributed to common shareholders return on equity over the three-year period. Settlement is made in cash. As at December 31, 2021, 153,710 (118,298 in 2020) performance share units are outstanding. The compensation expense recognized in respect of this plan is $4 ($1 in 2020) and the liabilities are $7 ($4 in 2020).

Restricted Share Units Plan

This plan, established by iA Financial Corporation, was created for certain members of management of the Company. Under this plan, each member receives restricted share units (RSUs), which vest over a period of 5 years from the effective date of the plan, at a rate of 20% per year. RSUs whose rights are not ultimately vested, where applicable, may be reallocated. Each RSU is equivalent to one common share of a subsidiary of iA Financial Corporation which, for the purposes of the plan, is deemed to wholly own, among others, some subsidiaries which are under the control of the Company. These units give the right to dividend equivalents cumulated in favour of the participant until the plan settlement date. Settlement of RSUs and dividend equivalents will be made in cash at the end of the 5-year vesting period. As at December 31, 2021, 8,950,000 (6,500,000 in 2020) restricted share units are outstanding. The compensation expense recognized in respect of this plan is $3 (less than $1 in 2020) and the liability is $4 (less than $1 in 2020).

Stock-Based Compensation Expense

(in millions of dollars)		**2021**		2020
Expense arising from equity-settled stock-based payment transactions	**$**	**3**	$	3
Expense arising from cash-settled stock-based payment transactions		**13**		2
Total of stock-based compensation expense	**$**	**16**	$	5

These expenses are recorded in the Income Statement as *General expenses*.

26 › Post-Employment Benefits

The Company maintains a funded defined benefit plan and a number of unfunded plans that provide pension benefits and defined contribution plans.

Defined Benefit Plans

The Company provides defined benefit plans to eligible employees. The defined benefit plans are end-of-career plans based on the average of the best five years of salary. No indexation clause is included in the plan. The funded defined benefit plan is administered separately from the Company by a retirement fund that is a legally distinct entity. The retirement committee of the funded retirement plan is made up of members from the Company, members of retirement plan and non-members of retirement plan. The laws and regulations that the retirement plan is subject to require that the retirement committee act in the interests of the retirement fund and stakeholders, such as active, inactive and retired members. The retirement committee is responsible for the investment policy for retirement plan assets.

The plans are exposed to investment risks, such as credit risk, market risk, concentration risk and interest rate risk, and actuarial risks, such as risk related to mortality, rate of compensation increase and discount rate. The Company measures by extrapolation its accrued benefit obligation for the current year from the December 31, 2020 actuarial valuation. The most recent actuarial valuation of the pension plans for funding purposes was completed on December 31, 2020. The next required valuation will be performed as at December 31, 2021 and will be available later in 2022.

Other Post-Retirement Benefits

The Company provides other post-retirement benefits. These include additional health care benefits, life insurance and dental benefits. The Company also provides post-employment benefits such as salary continuation for short-term disabilities.

Variation in the discounted value of the assets and liabilities in respect of the defined benefits of plans during the year is as follows:

	2021		2020	
(in millions of dollars)	**Pension plans**	**Other plans**	Pension plans	Other plans
Accrued benefit plan obligation				
Balance at beginning	**$ 1,719**	**$ 56**	$ 1,467	$ 48
Current service cost	**68**	**3**	62	4
Interest cost	**47**	**2**	48	2
Employee contributions	**27**	**—**	24	—
Actuarial losses (gains) following remeasurement				
Actuarial losses (gains) on demographic assumption changes	**—**	**(2)**	(8)	(1)
Actuarial losses (gains) on financial assumption changes	**(199)**	**(7)**	167	5
Actuarial losses (gains) arising from members' experience	**(5)**	**4**	10	—
Benefits paid	**(54)**	**(2)**	(51)	(2)
Balance at end	**$ 1,603**	**$ 54**	$ 1,719	$ 56

	2021		2020	
(in millions of dollars)	**Pension plans**	**Other plans**	Pension plans	Other plans
Defined benefit plan assets				
Fair value at beginning	**$ 1,395**	**$ —**	$ 1,241	$ —
Interest income	**38**	**—**	40	—
Actuarial gains (losses) following remeasurement				
Return on assets (excluding the amount included in the net interest)	**57**	**—**	100	—
Administrative expense	**(1)**	**—**	(1)	—
Employee contributions	**27**	**—**	24	—
Employer contributions	**49**	**—**	42	—
Benefits paid	**(54)**	**—**	(51)	—
Fair value at end	**$ 1,511**	**$ —**	$ 1,395	$ —

Amounts Recognized in the Statement of Financial Position

	2021		2020	
(in millions of dollars)	**Pension plans**	**Other plans**	Pension plans	Other plans
Obligation in respect of capitalized defined benefit plans[1]	**$ 1,442**	**$ —**	$ 1,551	$ —
Obligation in respect of non-capitalized defined benefit plans	**161**	**54**	168	56
Accrued benefit plan obligation	**1,603**	**54**	1,719	56
Fair value of plan assets[1]	**1,511**	**—**	1,395	—
Net liabilities (assets) resulting from the obligation in respect of defined benefits	**$ 92**	**$ 54**	$ 324	$ 56

[1] As at December 31, 2021, there is a pension plan surplus of $69 (deficit of $156 in 2020).

As at December 31, 2021, Note 9 "Other Assets" presents an amount of $82 (none as at December 31, 2020) related to pension plans.

The amounts presented in Note 15 "Other Liabilities" are:

(in millions of dollars)	**2021**	2020
Pension plans	**$ 174**	$ 324
Other plans	**54**	56
Post-employment benefits	**$ 228**	$ 380

Amounts Recognized in Net Income and Other Comprehensive Income

	2021		2020	
(in millions of dollars)	**Pension plans**	**Other plans**	Pension plans	Other plans
Current service cost	**$ 68**	**$ 3**	$ 62	$ 4
Net interest	**9**	**2**	8	2
Administrative expense	**1**	**—**	1	—
Components of the cost of defined benefits recognized in the net income	**78**	**5**	71	6
Remeasurement of net liabilities (assets) as defined benefits				
Rate of return on assets (excluding amounts included in the net interest above)	**(57)**	**—**	(100)	—
Actuarial losses (gains) on demographic assumption changes	**—**	**(2)**	(8)	(1)
Actuarial losses (gains) on financial assumption changes	**(199)**	**(7)**	167	5
Actuarial losses (gains) arising from members' experience	**(5)**	**4**	10	—
Losses (gains) on components of the cost of defined benefits recognized in other comprehensive income	**(261)**	**(5)**	69	4
Total of defined benefit cost components	**$ (183)**	**$ —**	$ 140	$ 10

Items that will not be reclassified subsequently to net income

	2021		2020	
(in millions of dollars)	**Pension plans**	**Other plans**	Pension plans	Other plans
Losses (gains) on components of the cost of defined benefits recognized in other comprehensive income				
Remeasurement of post-employment benefits	**$ (261)**	**$ (5)**	$ 69	$ 4
Income taxes on remeasurement of post-employment benefits	**69**	**1**	(18)	(1)
Total of other comprehensive income	**$ (192)**	**$ (4)**	$ 51	$ 3

Plan members make contributions to their retirement plan varying from 0% to 9% (0% to 9% in 2020). The Company makes the necessary residual contributions to plans. The Company finances plans in such a way as to constitute defined benefits according to the plan provisions. The value of these benefits is established using an actuarial valuation method. The weighted average duration of the obligation in respect of defined benefits at the end of the year is 19.0 years (21.6 years in 2020) for pension plans and 10.4 years (11.3 years in 2020) for the other plans. The Company estimates that it will have to contribute an amount of $51 to its defined benefit plans in 2022.

As at December 31, 2021 and 2020, the plan assets are 100% invested in diversified fund units.

The retirement committee adopted, under the recommendation of the investment committee, an investment policy that takes into account the characteristics specific to the plan, the laws and regulations that the plan is subject to, and the investment orientations favoured by the retirement committee. The investment policy defines the target allocation of assets used as a benchmark portfolio. The main objectives of the investment policy, which are dictated by the financing policy, are to maintain a stable and sustainable cost of the plan, as well as an appropriate level of funding to ensure the security of the plan's commitments. The plan is exposed to various investment risks, namely the risks that the investments suffer losses or do not produce the expected return. The investment policy contains several quantitative and qualitative measures that aim to limit the impact of these risks. All fund units have prices listed on active markets and are classified as Level 1.

The effective return of plan assets is positive 7% (positive 11% in 2020). The plan assets are managed by a subsidiary of the Company. The pension plan assets did not include any common shares of iA Financial Corporation in 2021 and 2020.

Significant Assumptions

Significant judgments and assumptions are made by management in determining the expense and benefits obligations for the Company's defined benefit pension plans and other post-employment benefits. The significant actuarial assumptions made are detailed as follows:

	2021		2020	
	Pension plans	**Other plans**	Pension plans	Other plans
Accrued benefit plan obligation				
Discount rate	**3.3%**	**3.3%**	2.7%	2.7%
Rate of compensation increase	**3.3%**	**—**	3.3%	—
Rate of mortality (table)	**CPM-2014Publ**	**CPM-2014Publ**	CPM-2014Publ	CPM-2014Publ
Benefit plan expenses				
Discount rate	**2.9%**	**2.9%**	3.2%	3.2%
Rate of compensation increase	**3.3%**	**—**	3.3%	—

	2021		
	Other plans		
	Drug	**Dental**	**Other**
Assumed health care cost trend rates			
Initial health care cost trend rates	**5.4%**	**3.0%**	**4.8%**
Cost trend rate declines to	**3.9%**	**3.0%**	**4.8%**
Number of years required to stabilize the rate	**7**	**—**	**—**

	2020		
	Other plans		
	Drug	Dental	Other
Assumed health care cost trend rates			
Initial health care cost trend rates	5.6%	4.5%	4.8%
Cost trend rate declines to	3.9%	4.5%	4.8%
Number of years required to stabilize the rate	9	—	—

Sensitivity Analysis

Retirement Plan

The significant assumptions used to determine the accrued benefit plan obligation are the discount rate, the rate of compensation increase and the mortality rate. Each sensitivity analysis below is done with a variation of only one assumption with other assumptions unchanged.

Sensitivity of Key Assumptions of Benefit Plan Obligation

	2021		2020	
	Pension plans		Pension plans	
(in millions of dollars)	**Increase**	**Decrease**	Increase	Decrease
Discount rate assumption				
Impact of an absolute change of 1.0%	**$ (255)**	**$ 355**	$ (309)	$ 435
Rate of compensation increase				
Impact of an absolute change of 1.0%	**$ 82**	**$ (98)**	$ 104	$ (89)
Rate of mortality				
Impact of a relative change of 10.0%	**$ (26)**	**$ 29**	$ (27)	$ 29

	2021	2020
Sample life expectancies based on mortality assumptions (in years)		
Male		
Age 65 in fiscal year	**23.4**	23.3
Age 65 in fiscal year + 30 years	**25.4**	25.3
Female		
Age 65 in fiscal year	**25.3**	25.2
Age 65 in fiscal year + 30 years	**27.2**	27.1

Other Post-Retirement Benefits
Assumed health care cost trend rates have a significant effect on the amounts reported for the health care plans. A one percentage-point change in assumed health care cost trend rates would have the following effects:

	2021		2020	
(in millions of dollars)	**Increase**	**Decrease**	Increase	Decrease
Accrued benefit obligation	**$ 7**	**$ (5)**	$ 8	$ (6)

The impact of the one percentage-point fluctuation in the assumed health care cost trend on the total of service and interest cost is less than $1 for 2021 (less than $1 in 2020).

The Company could expect interrelations between the assumptions, especially between the discount rate and expected growth of salaries since they are both influenced by the expected inflation rate. The above analysis excludes these interrelations between assumptions.

Defined Contribution Plan
A defined contribution plan, providing pension benefits, is maintained by the Company. These amounts are not included in the cost recognized for the defined benefit plans above. The total cost recognized for the Company's defined contribution plan is $4 ($4 in 2020). The liability related to this plan is presented in Note 15 "Other Liabilities" included in *Accounts payable* for an amount of $1 ($1 in 2020).

27 › Related Party Transactions

The Company eliminates transactions carried out with its subsidiaries and carried out between the various subsidiaries of the group on consolidation. The Company provides investment management services to its pension plans. These services are offered by the Company in the normal course of business and are subject to normal market conditions. The Company also concludes transactions with its parent company and certain of its subsidiaries, as well as with associates. These transactions are concluded in the normal course of business and are subject to normal market conditions.

Key Management Personnel
The Company's key management personnel are members of senior management who have the power and responsibility to plan, manage and control the Company's operations. Senior executives are likely to purchase insurance, wealth management and other products and services offered by the Company as part of its regular operations. The terms and conditions of these operations are essentially the same as those granted to clients or employees.

The compensation of directors and key management personnel for the year was as follows:

(in millions of dollars)	**2021**	2020
Salaries and other short-term benefits	**$ 8**	$ 7
Post-retirement benefits	**2**	2
Stock-based compensation	**4**	3
Total	**$ 14**	$ 12

28 › Guarantees, Commitments and Contingencies

In the normal course of its operations, the Company frequently concludes several types of contracts or agreements which, in certain cases, can be considered as guarantees, commitments or contingencies.

Contractual Commitments
The Company currently has contracts covering various products and services, such as outsourced computer services, which, due to their nature, are difficult to cancel. The minimum commitment amounts for the coming years represent $90 in 2022, $73 in 2023, $56 in 2024, $49 in 2025 and $73 in 2026 and beyond.

Lease Commitments
The Company is also involved in short term leases and leases for which the underlying asset is of low value, including equipment. The minimum commitment for the next 12 months represents less than $1.

In the normal course of business, the Company is involved in lease agreements that will come into effect shortly. These leases are not reflected in the financial statements.

Commitments

The Company is committed to third parties to ensure the funds offered by one of its subsidiaries.

Investment Commitments

In the normal course of the Company's business, various outstanding contractual commitments related to offers for commercial loans, private placements, joint ventures and real estate are not reflected in the financial statements and may not be fulfilled. There were $599 ($773 as at December 31, 2020) of outstanding commitments as at December 31, 2021, of which the estimated disbursements will be $22 ($72 as at December 31, 2020) in 30 days, $166 ($308 as at December 31, 2020) in 31 to 365 days and $411 ($393 as at December 31, 2020) in more than one year.

Financing Agreement

For the year ended December 31, 2020, the Company had a financing agreement with iA Financial Corporation for an amount of $80 to be used only to finance iA Financial Corporation's Normal Course Issuer Bid program. As at December 31, 2021, no financing agreement was in effect.

Letters of Credit

In the normal course of operations, banks issue letters of credit on behalf of the Company. As at December 31, 2021, the balance of these letters is $2 ($7 as at December 31, 2020).

Indemnifications

In the normal course of business, the Company enters into several types of agreements that could include indemnities in favour of third parties. Under certain unusual circumstances, the Company could be called upon to pay specific indemnifications. These indemnifications could vary based upon the nature and terms of the agreements. The primary indemnifications would concern the Company's directors, among others, in case of an event not covered by the liability insurance on the directors. The amount of these indemnifications cannot be determined. The Company has not had to pay out significant indemnities in the past and considers the likelihood of such payment being made to be low.

Lines of Credit

As at December 31, 2021, the Company had operating lines of credit totalling $57 ($56 as at December 31, 2020). As at December 31, 2021 and 2020, no lines of credit were used. The purpose of these lines of credit is to facilitate financing of the Company's operations and meet its temporary working capital requirements.

Legal and Regulatory Proceedings

The Company is regularly involved in legal actions, both as defendant and as a plaintiff. In addition, government and regulatory bodies in Canada and in the United States, from time to time, make inquiries and require the production of information or conduct examinations or investigations concerning the Company's compliance with insurance, securities and other laws. Management makes judgments to evaluate the possible outcomes and does not believe that the conclusion of any current legal or regulatory matters, either individually or in the aggregate, will have a material adverse effect on its financial condition or results of operations.

29 › Subsidiaries

The following is a list of directly and indirectly held major operating subsidiaries.

As at December 31, 2021	Ownership (%)	Address	Description
Michel Rhéaume et associés ltée	100	Montreal, Canada	Life insurance broker
PPI Management Inc.[1]	100	Toronto, Canada	Insurance broker
IA Clarington Investments Inc.[1]	100	Toronto, Canada	Fund management firm that markets investment products, including mutual funds and segregated funds
Investia Financial Services Inc.[2]	100	Quebec City, Canada	Mutual fund broker
iA Private Wealth Inc.[1, 3]	100	Montreal, Canada	Securities broker
Industrial Alliance Investment Management Inc.	100	Quebec City, Canada	Investment advisor that oversees the management of the Company's general fund, segregated fund and mutual fund portfolios
Industrial Alliance Trust Inc.	100	Quebec City, Canada	Trust services
Industrial Alliance Auto and Home Insurance Inc.	100	Quebec City, Canada	Property and casualty insurance company
Prysm General Insurance Inc.	100	Quebec City, Canada	Property and casualty insurance company
Industrial Alliance Pacific General Insurance Corporation	100	Quebec City, Canada	Property and casualty insurance, and other ancillary products company
SAL Marketing Inc.	100	Vancouver, Canada	Extended warranty and other ancillary products company
National Warranties MRWV Limited	100	Laval, Canada	Extended warranty and other ancillary products company
iA Auto Finance Inc.[1]	100	Oakville, Canada	Auto finance company
IA American Life Insurance Company	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
Pioneer Security Life Insurance Company	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
American-Amicable Life Insurance Company of Texas	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
Pioneer American Insurance Company	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
Occidental Life Insurance Company of North Carolina	100	Waco, Texas, United States	Life and health insurance company that offers life insurance, health and annuity products in the United States
Dealers Alliance Corporation[1]	100	Addison, Texas, United States	Extended warranty/service contracts and other ancillary products company
Dealers Assurance Company	100	Addison, Texas, United States	Property and casualty insurer providing liability insurance coverage to companies offering extended warranty/service contracts and other ancillary products
iA American Warranty Corp.[4]	100	Albuquerque, New Mexico, United States	Administrator of extended warranty/service contracts and other ancillary products
Ecoblock, Inc.	100	Albuquerque, New Mexico, United States	Provider of ancillary automotive products
First Automotive Service Corporation	100	Albuquerque, New Mexico, United States	Extended warranty/service contracts and other ancillary products company

[1] These subsidiaries hold directly or indirectly other subsidiaries with essentially a 100% ownership.
[2] On July 1, 2021, the subsidiaries Investia Financial Services Inc. and FundEX Investments Inc. merged.
[3] Since January 18, 2021, iA Private Wealth Inc. is the new brand replacing Industrial Alliance Securities Inc. and HollisWealth.
[4] On January 1, 2021, Southwest Reinsure Inc. changed its corporate name to iA American Warranty Corp.

30 › Event After the Reporting Period

Redemption of Subordinated Debentures

On January 20, 2022, following the prior approval of the AMF, the Company announced that, on February 23, 2022, it will proceed with the redemption of all of its subordinated debentures maturing February 23, 2027, in the amount of $250 and bearing interest of 2.64%. The subordinated debentures will be redeemed at nominal value plus accrued and unpaid interest. Consequently, the Company will pay a total of $253.

31 › Comparative Figures

Certain comparative figures have been reclassified to comply with the current presentation. The reclassifications had no impact on the net income of the Company.