

SUN LIFE PARTICIPATING ACCOUNT

Mortgage holdings

All values as at September 30, 2018

Participating account details

Total mortgage assets: \$1,080.3 million

Proportion of total invested assets of the Sun Life Participating Account: 10.6%

Investment mix at September 30, 2018

	\$ millions	Percentage
Insured	370.6	34.3%
Uninsured	709.7	65.7%
Total mortgage assets	1,080.3	100.0%

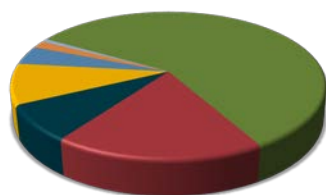
Investment term at September 30, 2018

	\$ millions	Percentage
0 to 5 years	282.9	26.2%
Over 5 years	797.4	73.8%
Total mortgage assets	1,080.3	100.0%

Investment guidelines

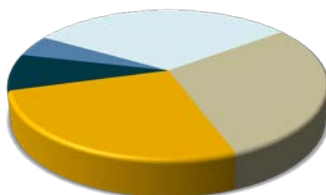
Sun Life Financial's in-house mortgage team manages the mortgage holdings in partnership with branch offices located in most provinces across the country. The Sun Life mortgage team is recognized as a reliable lender with the ability to fund large transactions and the flexibility to create a customized loan structure. The quality of the portfolio is high, with only minimum losses in the last decade. The mortgage portfolio is highly diversified across property type including retail, multi-family and office/industrial. Mortgage holdings are further diversified across Canada's major urban centers.

Mortgages by location



- Ontario, 58.4%
- British Columbia, 18.3%
- Alberta, 7.8%
- Quebec, 9.0%
- Nova Scotia, 4.2%
- Manitoba, 1.6%
- Saskatchewan, 0.7%
- Northwest Territories, 0.0%
- Newfoundland & Labrador, 0.0%

Mortgages by property type



- Residential, 31.5%
- Retail, 29.4%
- Office, 26.5%
- Other, 7.9%
- Industrial, 4.7%

All values are current market values as at September 30, 2018 and do not include accrued interest.