

SUN LIFE PARTICIPATING ACCOUNT

Mortgage holdings

All values as at September 30, 2017

Participating account details

Total mortgage assets: \$971.5 million

Proportion of total invested assets of the Sun Life Participating Account: 10.2%

Investment mix at September 30, 2017

	\$ millions	Percentage
Insured	323.7	33.3%
Uninsured	647.8	66.7%
Total mortgage assets	971.5	100.0%

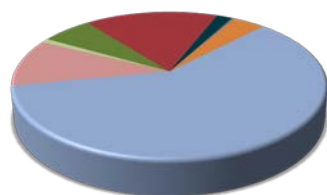
Investment term at September 30, 2017

	\$ millions	Percentage
0 to 5 years	212.2	21.8%
Over 5 years	759.3	78.2%
Total mortgage assets	971.5	100.0%

Investment guidelines

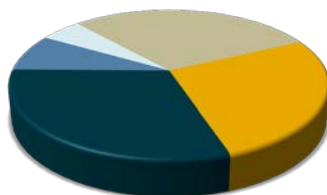
Sun Life Financial's in-house mortgage team manages the mortgage holdings in partnership with branch offices located in most provinces across the country. The Sun Life mortgage team is recognized as a reliable lender with the ability to fund large transactions and the flexibility to create a customized 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



- Alberta, 6.2%
- British Columbia, 16.4%
- Manitoba, 1.9%
- Newfoundland and Labrador, 0.0%
- Northwest Territories, 0.3%
- Nova Scotia, 4.0%
- Ontario, 59.8%
- Quebec, 10.5%
- Saskatchewan, 0.9%

Mortgages by property type



- Industrial, 5.0%
- Office, 29.6%
- Retail, 26.9%
- Multi-Family, 30.4%
- Other, 8.1%

All values are current market values as at September 30, 2017 and do not include accrued interest.