SUN LIFE PARTICIPATING ACCOUNT

Public bond holdings

All values as at September 30, 2018

Participating account details

Total public bond assets: \$3,876.9 million

Proportion of total invested assets of the Sun Life Participating Account: 38.2%

Investment mix at September 30, 2018

| | \$ millions | Percentage |
|--------------------|-------------|------------|
| Government bonds | 2,492.9 | 64.3% |
| Corporate bonds | 1,384.0 | 35.7% |
| Total public bonds | 3,876.9 | 100.0% |

Investment term at September 30, 2018

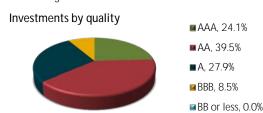
| | \$ millions | Percentage |
|--------------------|-------------|------------|
| 0 to 5 years | 389.1 | 10.0% |
| Over 5 years | 3,487.8 | 90.0% |
| Total public bonds | 3,876.9 | 100.0% |

Major holdings at September 30, 2018

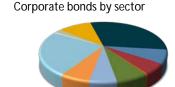
| | Percentage of public | Percentage of total |
|---------------------------|----------------------|----------------------|
| | bond holdings | participating assets |
| Gov. of Canada | 18.2% | 7.0% |
| Province of Ontario | 13.1% | 5.0% |
| Province of Quebec | 7.0% | 2.7% |
| Province of B.C. | 4.5% | 1.7% |
| Province of Saskatchewan | 4.5% | 1.7% |
| Province of Nova Scotia | 3.2% | 1.2% |
| Province of Newfoundland | 3.1% | 1.2% |
| Province of New Brunswick | 2.8% | 1.1% |
| Bank of Nova Scotia | 2.7% | 1.0% |
| Gov. of United States | 2.5% | 1.0% |
| Total major holdings | 61.6% | 23.6% |

Investment guidelines

Sun Life Financial's in-house public bond team manages the public bond portfolio to generate consistent returns, provide liquidity and stable income. We achieve this by maintaining a high quality portfolio while adding value through security selection based on detailed analysis and sector rotation that focuses on market trends. The portfolio is a mix of government and corporate issues diversified across geography, sector, investment quality and term to maturity. The quality of the portfolio is high, with 100% of new purchases classified as investment grade.



The public bond portfolio is also diversified across a broad range of economic sectors.



- Consumer Discretionary, 0.5%
- Consumer Staples, 2.0%
- Energy, 10.1%
- Financials, 30.9%
- Government related, 7.3%
- ■Industrials, 5.7%
- ■Information Technology, 0.4%
- Real Estate, 7.0%
- Securitization, 5.7%
- Telecommunication Services, 6.5%
- ■Utilities, 23.9%

