

At a Glance

Sun Life
Financial Inc.

At December 31, 2007

sunlife.com



Corporate profile

International financial services leader

Sun Life Financial is a leading international financial services organization providing a diverse range of protection and wealth management products and services to individuals and corporate customers. Chartered in 1865, Sun Life Financial and its partners today have operations in key markets worldwide, including Canada, the United States, the United Kingdom, Ireland, Hong Kong, the Philippines, Japan, Indonesia, India, China and Bermuda. At December 31, 2007, the Sun Life Financial group of companies had total assets under management of CDN\$425 billion. Sun Life Financial Inc. trades on the Toronto (TSX), New York (NYSE), and Philippine (PSE) stock exchanges under ticker symbol SLF.

Mission To help customers achieve lifetime financial security.

Vision To be an international leader in protection and wealth management.

Values

Integrity

We are committed to the highest standards of business ethics and good governance.

Engagement

We value our diverse, talented workforce and encourage, support and reward them in contributing to the full extent of their potential.

Customer focus

We provide sound financial solutions for our customers and always work with their interests in mind.

Excellence

We pursue operational excellence through our dedicated people, our quality products and services, and our value-based risk management.

Value

We deliver value to the customers and shareholders we serve and to the communities in which we operate.

We help make “life brighter under the sun” for our customers, as we deliver on our mission to help customers achieve lifetime financial security. At Sun Life Financial, we are committed to operating in a socially responsible way and acting as a good corporate citizen. The following selected achievements reflect this commitment:

- Ranked in the top 10 for the Canadian financial services sector in *Maclean's* magazine and Jantzi Research's 2007 Corporate Social Responsibility Report
- Ranked in the top 10 S&P/TSX composite index listed corporations included in the *Globe & Mail's* Board Games Corporate Governance Ranking for 2007
- Listed in the Global FTSE4Good index since its launch in 2001
- Chief Executive Officer Donald Stewart was awarded the 2007 International Executive of the Year award by the Canadian Chamber of Commerce, which recognizes CEOs from Canadian companies whose exemplary leadership has developed a strong, competitive Canadian presence in global markets
- Named to the Corporate Knights 2007 Best 50 Corporate Citizens in Canada, Sun Life was the top-ranked insurance company on the list
- For the third consecutive year, received the Financial Intermediary Post-Sale Service Award in the U.S. by DALBAR Inc. for consistently exceeding industry standards in post-sale servicing

The world of Sun Life Financial

CANADA



Since 1865
7,340 employees
3,450 Career Sales Force
Wholesale distribution channels

Business lines

Individual Life and Health Insurance
Individual Annuities and Savings
Group Life and Health Insurance
Group Retirement Products and Services
Investment Management Services
Mutual Funds (through 36%-owned CI Financial Income Fund)
Reinsurance

IRELAND



Since 1998
405 employees

Business lines

IT Services
Claims Handling and Annuities Processing
Reinsurance

BERMUDA



Since 1881
50 employees

Business lines

Individual Life Insurance
Individual Annuities
Investment Products

MEXICO



Sales and marketing of retail and institutional products
Global investment research

Business lines

Mutual Funds
Institutional Accounts

UNITED STATES



Since 1895
3,350 employees
Wholesale distribution channels with independent brokers, financial planners, general agents, national distributors and financial institutions

Business lines

Individual Fixed, Fixed Index and Variable Annuities
Individual Life Insurance
Corporate-owned and Bank-owned Life Insurance (COLI/BOLI)
Group Life, Disability, Dental and Medical Stop-Loss Insurance
Investment Management Services
Reinsurance



MFS Investment Management

Since 1924
1,745 employees
Global asset management
Wholesale distribution channels

Business lines

Mutual Funds
Variable Annuities
Managed Accounts
Institutional Accounts
Structured Products

UNITED KINGDOM



Since 1893
50 head office employees
315 third-party employees providing asset management and administration services

Business lines

Individual Life Insurance
Individual Annuities and Pensions



Sales and marketing of retail and institutional products
Global investment research

Business lines

Mutual Funds
Institutional Accounts

INDIA



Since 1999
Joint venture with Aditya Birla Group
7,340 employees
85,270 agency force
Bancassurance
Financial intermediaries

Business lines

Individual Life Insurance
Group Life Insurance
Group Pensions
Mutual Funds



India Service Centre

Since 2005
255 employees

Business lines

IT Services
Business Processing

SINGAPORE



Sales and marketing of retail and institutional products
Global investment research

Business lines

Mutual Funds
Institutional Accounts

INDONESIA



Since 1995
275 employees
2,930 agency force
Bancassurance

Business lines

Individual Life Insurance

CHINA



Since 2002
Joint venture with China Everbright Group Limited
620 employees
4,100 agency force
Bancassurance
Financial intermediaries

Business lines

Individual Life and Health Insurance
Group Life and Health Insurance
Investment Products

JAPAN



Sales and marketing of retail and institutional products
Global investment research

Business lines

Mutual Funds
Institutional Accounts

HONG KONG



Since 1892
635 employees
1,220 agency force
Bancassurance
Financial intermediaries

Business lines

Individual Life and Health Insurance
Group Life and Health Insurance
Investment Products
Investment Management Services
Mandatory Provident Fund

PHILIPPINES



Since 1895
640 employees
3,430 agency force
Bancassurance
Financial intermediaries

Business lines

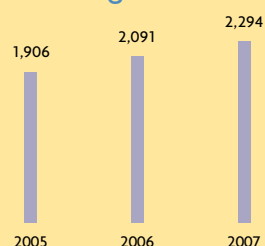
Individual Life Insurance
Education and Pension Plans
Group Life and Health Insurance
Mutual Funds

Financial summary

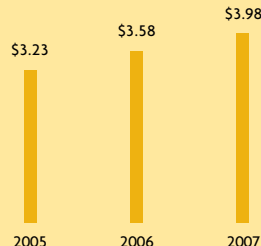
Delivering business excellence

- All key 2007 financial objectives achieved
- Highly diversified operations by geography and business
- Leadership in key markets and growing international businesses
- Strengths and capabilities leveraged around the world
- Continued expansion of international distribution capabilities
- Strong capital position and effective capital deployment
- Disciplined risk management practices
- Product innovation to help customers achieve financial security

Delivering shareholder value



Common shareholders' net income – Operating⁽¹⁾
For the year ended December 31 (CDN\$ millions)



Fully diluted earnings per common share – Operating⁽¹⁾
For the year ended December 31 (CDN\$)



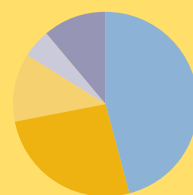
Return on common shareholders' equity – Operating⁽¹⁾
For the year ended December 31

(As at or for the year ended December 31)	2007	2006	2005
Market capitalization (CDN\$ millions)	31,428	28,203	27,195
Closing share price	TSX (CDN\$)	49.32	46.73
	NYSE (US\$)	55.94	42.35
	PSE (Philippine Pesos)	2,260	2,050
Dividends per common share (CDN\$)	1.32	1.15	0.99
Common share dividend yield	2.5%	2.5%	2.3%

Top tier financial strength and diversified business mix

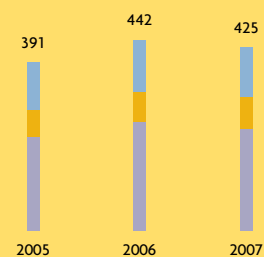
A.M. Best **A++**
Moody's **Aa2**
Standard & Poor's **AA+**

Financial strength ratings – Sun Life Assurance Company of Canada
As at December 31, 2007



Operating earnings by business segment⁽¹⁾
For the year ended December 31, 2007

Canada – 46%
U.S. – 26%
MFS – 12%
Asia – 5%
Corporate – 11%



Assets under management
As at December 31 (CDN\$ billions)

- General funds
- Segregated funds
- Other assets under management

⁽¹⁾ Operating earnings and other financial information based on operating earnings, such as fully diluted operating earnings per share, operating return on equity and operating earnings by business segment, are non-GAAP measures. They have no standardized definitions under Canadian GAAP and may not be comparable to similar measures presented by other issuers. For further information, see the "Use of Non-GAAP Financial Measures" section in the Company's 2007 Management's Discussion and Analysis.

Major offices

The following is contact information for Sun Life Financial's major offices and joint venture companies around the world.

Corporate Office

Sun Life Financial Inc.
150 King Street West
Toronto, Ontario
Canada M5H 1J9
Tel: 416-979-9966
Website: www.sunlife.com

Investor Relations

Sun Life Financial Inc.
150 King Street West
Toronto, Ontario
Canada M5H 1J9
Tel: 416-204-8163
E-mail: investor.relations@sunlife.com

Sun Life Financial Canada

Canadian Headquarters

227 King Street South
Waterloo, Ontario
Canada N2J 4C5
Tel: 519-888-3900
Website: www.sunlife.ca

Toronto Office

225 King Street West
Toronto, Ontario
Canada M5V 3C5
Tel: 416-408-7500
Website: www.sunlife.ca

Montreal Office

1155 Metcalfe Street
Montreal, Quebec
Canada H3B 2V9
Tel: 514-866-6411
Website: www.sunlife.ca

Sun Life Financial U.S.

One Sun Life Executive Park
Wellesley Hills, Massachusetts
USA 02481
Tel: 781-237-6030
Website: www.sunlife-usa.com

Bermuda

Victoria Hall
11 Victoria Street
Hamilton HM 11, Bermuda
Tel: (441) 296-3084
Website: www.sunlife.bm

Sun Life Financial U.K.

Matrix House
Basing View, Basingstoke
Hampshire
United Kingdom RG21 4DZ
Tel: (0870) 160-5040
Website: www.sunlifeofcanada.co.uk

Sun Life Financial Asia

Asia Regional Office

27/F Oxford House
Taikoo Place
979 King's Road
Hong Kong
Tel: (852) 2918-3888

China

Sun Life Everbright Life Insurance
Company Limited
37/F Tianjin International Building
75 Nanjing Road
Tianjin, China 300050
Tel: (8622) 2339-1188
Website: www.sunlife-everbright.com

Beijing Representative Office

Suite 1207
China Resources Building
No. 8, Jianguomenbei Avenue
Eastern District
Beijing, China 100005
Tel: (8610) 8519-2510

Hong Kong

20/F, One Exchange Square
Central, Hong Kong
Tel: (852) 2103-8888
Website: www.sunlife.com.hk

India

Birla Sun Life Insurance
Company Limited
Vaman Centre, 6th Floor
Makhwana Road, Andheri (East)
Mumbai, India 400 059
Tel: 91-22-6678-3333
Website: www.birlasunlife.com

Birla Sun Life Asset Management
Company Limited
Ahura Centre, 2nd Floor, Tower A
Mahakali Caves Road, Andheri (East)
Mumbai, India 400 093
Tel: 91-22-6692-8000
Website: www.birlasunlife.com

Birla Sun Life Distribution
Company Limited
1st Floor, Industry House
159 Churchgate Reclamation
Mumbai, India 400 020
Tel: 91-22-6716-8200
Website: www.birlasunlife.com

Indonesia

World Trade Centre, 8th & 9th Floors
JL Jend. Sudirman Kav 29-31
Jakarta, Indonesia 12920
Tel: (6221) 5289-0000
Website: www.sunlife.co.id

Philippines

12th Floor, The Enterprise Center
Tower 2
6766 Ayala Avenue cor.
Paseo de Roxas
Makati City, Philippines 0724
Tel: (632) 886-6188
Website: www.sunlife.com.ph

