

# Committed. Connected.



## Here for members and clients

### Message from the President of Desjardins Financial Security



2022 proved to be another eventful year. Concern over the ever-changing health situation was compounded by geopolitical and economic instability. But building on the shift we've made in recent years, we remained committed and connected to our members and clients, facing the turbulence head on and choosing to look to the future with confidence.

### Simple and modern

In 2022, we continued our efforts to become increasingly simple and modern. Case in point: We implemented a predictive model that meant more members and clients could obtain a real-time response to their individual insurance application. Similarly, in wealth management, investing and reinvesting online became even faster and easier. We'll maintain this focus in 2023, as we pick up the pace of our digital investments.

### Products and services that stand out

In our ongoing effort to develop our product line, we launched several new products that are fully aligned with the needs of our members and clients while demonstrating cutting-edge innovation.

Our simple, one-of-a-kind new 5-payment option for our participating individual insurance product has garnered tremendous enthusiasm since its launch, underscoring the product's relevance.

I'm also very proud of our commitment to offer products and services that reflect our values, like inclusion and sustainable development. The addition of gender affirmation coverage to our group insurance plans is a good example of this. It's a concrete action that may help to create more inclusive workplaces where everyone can be themselves and achieve their full potential.

In wealth management, in addition to further expanding our line of socially responsible funds, Desjardins became the first insurer in Canada to turn its entire range of individual savings annuities into responsible annuities, reaffirming our role as pioneers in this field.

### Growing from coast to coast to better serve our members and clients

Our growth results in 2022 highlight our efforts to expand our footprint across Canada. The year ended with Desjardins signing an agreement to acquire the independent distribution activities in individual insurance and personal savings of Guardian Capital Group Limited, a key player in Canada. For Desjardins Financial Security, this means we'll be able to serve more Canadians and have the financial means to innovate and invest in improving our products and services.

### Unmistakeable momentum

I'm very pleased to see the recognition this momentum is getting across the industry. I see it as another sign that we're moving in the right direction to better meet the needs of our members and clients. We were honoured to receive the Advocis Award for Life and Health Insurer of the Year from Insurance Business Canada magazine! We also distinguished ourselves in wealth management, where we received several awards, particularly for our responsible investment solutions.

In terms of financial performance, our increase in net income at the end of 2022 resulted in one of the best returns on equity in the industry, plus strong capitalization that enables us to ensure our members and clients are well protected.

We're proud to know that our team's hard work is reaching millions of people across the country who are willing to trust us with their insurance and investment needs! It gives us all the motivation we need to start 2023 off right: Committed. Connected.

**Denis Dubois**  
President and Chief Operating Office

# 2022 financial results

## Select financial figures

Years ended December 31  
(in millions of dollars)

	2022	2021	2020
<b>Income</b>			
Insurance premiums	4,797	4,588	4,395
Investment premiums and segregated fund deposits	5,289	5,650	2,894
Other products	1,312	1,359	1,179
<b>Assets under management and administration</b>	<b>143,637</b>	155,749	139,214
<b>Equity</b>	<b>3,038</b>	3,014	2,877
<b>Insurance in force</b>	<b>337,826</b>	323,415	313,315
<b>Net income</b>	<b>696</b>	495	563

## Key indicators

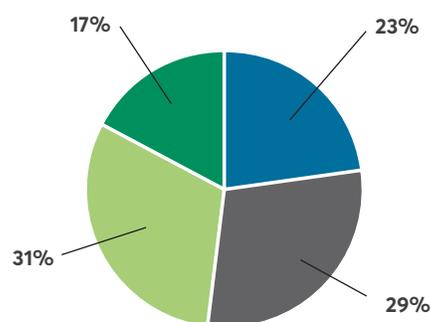
Years ended December 31

	2022	2021	2020
Growth in insurance premiums	4.6%	4.4%	1.4%
Growth of assets under management and under administration	-7.8%	11.9%	8.7%
Return on equity	23.0%	16.8%	21.1%
Capital adequacy requirement – Insurance of persons (CARLI)	129.8%	131.6%	144.4%
Employees	6,050	5,595	4,854

## Highlights

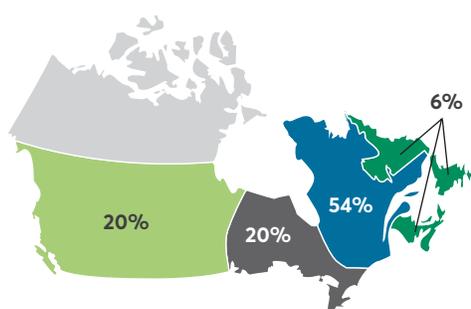
- Increase in insurance premiums for the third consecutive year, bringing total administered premiums to more than \$5.2 billion
- Record sales of \$1.2 billion in immediate annuities
- One of the best returns on equity in the industry at 23%
- Continued strong capitalization, providing stability for members and clients
- Sustained profitability despite market volatility, which notably led to a decrease in assets under management and under administration

## Distribution of assets under management



- General funds
- Market-linked guaranteed investments (MLGIs)
- Mutual funds (Desjardins Funds)
- Segregated funds

## Geographic distribution of business (based on gross premiums written)



- Quebec
- Ontario
- Western provinces
- Atlantic provinces

## Market rankings

(based on volume of gross premiums written in 2021)

### Insurance

#1 in Québec | #4 in Canada

### Insurance and annuities

#4 in Québec | #5 in Canada

### Market-linked guaranteed investments

(based on assets under management of 2021)

#1 in Québec | #1 in Canada

### Mutual funds

(based on assets under management as at September 30, 2022)

#3 in Québec | #12 in Canada