







## THE DESJARDINS Advantage

2015 FINANCIAL REVIEW DESJARDINS FINANCIAL SECURITY

Desjardins
 Insurance
 LIFE • HEALTH • RETIREMENT

Cooperating in building the future



## **PROTECTING THE FINANCIAL SECURITY OF INDIVIDUALS, GROUPS AND BUSINESSES**

Desjardins Financial Security meets the changing financial security needs of individuals, groups and businesses by offering a wide range of life and health insurance and retirement savings products and services. Our employees and partners are committed to providing all Desjardins clients and caisse members with exceptional service and a positive experience. It is this spirit of cooperation that enables us to offer our clients and their families the products and services they need. That's the Desjardins advantage.

## **SUMMARY**

DESJARDINS FINANCIAL SECURITY PROFILE	3
MESSAGE FROM MANAGEMENT	4
KEY ACHIEVEMENTS IN 2015	6
CONSOLIDATED FINANCIAL STATEMENTS	9
CONSOLIDATED FIVE-YEAR SUMMARY	67
CORPORATE INFORMATION	68

#### NOTE

This Financial Review presents the main financial results of Desjardins Financial Security Life Assurance Company (Desjardins Financial Security or Desjardins Insurance) for the year ended December 31, 2015. In the event of a discrepancy between the French and English texts, the French text will prevail.

#### **VERSION EN FRANÇAIS**

Une version en français de cette Revue financière peut être consultée sur le site Internet de la Compagnie ou commandée par écrit, par téléphone ou par courriel.

Services-conseils en communication Desjardins Sécurité financière 150, rue des Commandeurs LEV 150 – 5° – K Lévis (Québec) G6V 6R2 Téléphone 514 281-7000, poste 5557940 1 866 866-7000, poste 5557940 Courriel info@dsf.ca Site Internet desjardinsassurancevie.com

# **DESJARDINS FINANCIAL SECURITY**

More than five million Canadians rely on Desjardins Financial Security every day to protect their financial security. Our life and health insurance and retirement savings products and services are designed to meet the diverse needs of the individuals, groups and businesses we serve.

## **IN NUMBERS**

- 3,801 employees
- 10,390 representatives and brokers
- \$45.7 billion in assets under management and administration

## **OUR DISTRIBUTION NETWORKS**

- The Desjardins caisse network, which has 244 financial security advisors dedicated exclusively to caisse members and distributes credit insurance products
- In-house sales team of group insurance representatives
- SFL and SFL Investments financial centres in Quebec
- Desjardins Financial Security Independent Network and Desjardins Financial Security Investments financial centres across Canada, excluding Quebec
- Group plan representatives, actuarial consulting firms, brokers and managing general agents across Canada, including the newly acquired State Farm network
- Desjardins Business centres
- Direct sales, both online and through our direct distribution centre

## **OUR MAIN SUBSIDIARIES**

Desjardins Financial Security has subsidiaries operating in a number of different areas, including real estate holdings and management, group savings product distribution and assistance services. Our affiliated networks include partner representatives, financial security advisors, financial planners and group plan representatives, through whom our diverse clienteles can access our wide range of insurance and savings products.

One of our subsidiaries, Sigma Assistel, Inc., offers a variety of value-added services to our members and clients. An industry pioneer in its field, Sigma Assistel has the widest range of assistance services in Canada, including travel, roadside (Desjardins Roadside Assistance), convalescence, identity theft, identity restoration and legal assistance. Sigma also offers employee assistance programs.

## LOCATIONS

- Head office in Lévis, Quebec
- Offices in several cities across Canada, including Vancouver, Calgary, Winnipeg, Toronto, Ottawa, Montreal, Quebec City, Halifax and St. John's

## MORE THAN 100 YEARS OF EXPERIENCE

As the result of mergers involving some 20 portfolios and companies, including Desjardins-Laurentian Life Assurance and the Imperial Life Assurance Company of Canada, Desjardins Financial Security boasts more than a century of experience.

## SOLID FOUNDATIONS

Desjardins Financial Security is the life and health insurer of Desjardins Group, the leading financial cooperative group in Canada, which employs more than 45,000 people and manages more than \$248 billion in overall assets.

## **OUR INDUSTRY RANKING**

- #1 in Quebec
- #5 in Canada

in terms of written premiums<sup>1</sup>

<sup>&</sup>lt;sup>1</sup> The market data cited in this Review is based on the most recent information published in reports by the Office of the Superintendent of Financial Institutions and the Autorité des marchés financiers, most of which dates from December 31, 2014.



# MESSAGE FROM MANAGEMENT

## CONTINUED GROWTH FOR THE BENEFIT OF OUR MEMBERS AND CLIENTS

Desjardins Financial Security had an excellent year in 2015. It started out strong, with the acquisition of State Farm's Canadian operations, and ended with outstanding results. Although low interest rates and market volatility posed some formidable challenges, the quality of our financial results is a clear indication that our foundations are solid, our innovative spirit is strong, and we're on the right track.

We generated a record \$448.4 million in net income in 2015, exceeding our 2014 results by \$153.4 million. Net insurance and annuity premiums crossed the \$4.0 billion mark for the first time in our history. An improved claims experience across all sectors, along with certain more favourable investment opportunities, contributed to these results. Our net income was also positively impacted by the contribution of the newly acquired State Farm operations and certain changes in valuation assumptions made in the normal course of business.

Tight control of spending was another contributing factor. Assets under management and administration grew by 10.8% for a total of \$45.7 billion. The rate of return on shareholder equity stood at 16.5%. Net insurance premiums also continued to grow, increasing from \$3.5 billion to \$3.8 billion, for a 7.4% improvement over 2014.

## TANGIBLE IMPROVEMENTS FOR OUR CLIENTELES

Throughout the year, we worked to continually enhance our offerings. Our goal: to ensure the peace of mind of the individuals, families and organizations that place their trust in us.

For individuals and families, we added three new funds to our Helios2 segregated fund offering and launched a new Canadian Diversified basket of securities to our portfolio of Guarantee Advantage market-linked term investments. In credit insurance, we listened to our members and clients and made adjustments to our business processes in order to better meet their needs and expectations.

In the area of group and business insurance, we completely revised our Health Track Insurance<sup>®</sup>, which now offers a more comprehensive and diversified product for people insured under our policies who are retiring, leaving their jobs or whose group insurance is terminating. We developed a mobile version of our 360° drug cost simulator, which was initially launched last year. For group retirement savings clients, we introduced innovative new Lifecycle Paths on our investment platform.

We also marked an important phase in our development on April 1, 2015, when our health and disability products and Desjardins Funds became available in the roughly 500 agencies on State Farm's Canadian network. New sales, combined with the premiums generated by the acquired of block of business, have made a significant contribution to our overall gross premium figures. This success bodes well for the year to come.

Finally, we announced a major restructuring in 2015. With the goal of focusing all of our potential on the needs of the individuals, families and businesses we serve, our new organizational structure will ensure greater synergy between our teams, address our business priorities and generate efficiency gains. It will also enable us to better align our insurance and wealth management activities and pave the way to a very promising future.

We will continue to leverage our traditional strengths of innovation and expertise to strive for excellence. This means meeting the expectations of our members and clients, and remaining a preferred partner at every stage of their lives.

## **REMAINING FOCUSED ON SERVICE, GROWTH AND EFFICIENCY**

Our strategic priorities of service, growth and efficiency will continue to guide our decisions across all our operations. We have all the tools we need to get us where we need to go, for both our insurance and our wealth management lines.

The success stories coming out of our State Farm acquisition are also very promising for the future. Our portfolio of products, which has received a positive reaction so far, will be expanded in order to take advantage of the solid and well-established State Farm network. Furthermore, we will be making full use of all our networks to bring our wide range of distinctive products to our clienteles.

## A BIG THANK YOU TO EVERYONE!

2015 was a year of growth, change and success. However, we wouldn't have been able to accomplish everything we did without the hard-working employees, representatives and partners who devote their expertise, commitment and energy to the satisfaction of our members and clients. We sincerely thank you for your dedication. The officers of Desjardins Group and our Board of Directors also played an important role throughout the year, and we thank them for their contributions.

Lastly, we would like to thank all of our valued clients and caisse members for placing their trust in us.

MONIQUE F. LEROUX, CM, OQ, FCPA, FCA Chair of the Board, President and Chief Executive Officer, Desjardins Group Chief Executive Officer, Desjardins Financial Security DENIS BERTHIAUME, FSA, FCIA Senior Vice-President and General Manager, Wealth Management and Life and Health Insurance, Desjardins Group President and Chief Operating Officer, Desjardins Financial Security

This will be the last time I sign the Message from Management for Desjardins Financial Security, as my term as President and CEO of Desjardins Group will end on April 9, 2016. I'm proud of the progress we've made together over the past eight years. Since 2008, our net income has grown 106% to \$448 million. We've also seen a 58% increase in net insurance and annuity premiums (\$4,063 million) and a 182% increase in equity (\$2,608 million).

My sincere thanks to the members of all the teams who made these results possible.

Monique F. Leroux

## **KEY ACHIEVEMENTS IN 2015**

- Record net income of \$448.4 million, up \$153.4 million over 2014
- Net insurance and annuity premiums crossed the \$4.0 billion mark for the first time in our history
- Return on shareholder equity of 16.5%
- In-force business growth of 15.1%
- Net insurance premiums totalling \$3.8 billion, an increase of 7.4%
- Individual insurance sales up 34.6%, with more than half generated by State Farm's operations
- Group and business insurance sales outside Quebec up 20.2% for a total of \$117 million
- $\bullet$  Total volume of credit with loan insurance coverage up 2.9% to \$73.4 billion
- Assets under management and administration up 10.8% to \$45.7 billion
- Excellent financial stability

## **PRODUCTS AND SERVICES**

#### FOR INDIVIDUALS AND FAMILIES

#### SAVINGS

#### New Canadian Diversified basket

We continued to improve the offering under our market-linked term investment (MLTI) product, Guarantee Advantage. With the new Canadian Diversified basket, investors could benefit from capital protection in addition to a variable return with no cap, setting it apart from the rest of our MLTI line.

#### Addition of three new funds to Helios2

Designed to provide attractive investment options, three new funds were added to Helios2 this past year. This includes a new balanced fund consisting mainly of U.S. securities for investors looking to take advantage of a more comprehensive offer.

#### Launch of a Low Load Sales Charges option for Helios2

Always striving to offer investors greater flexibility, we introduced a new Helios2 series with sales charges spread over a three-year period. It joins the other two series already available and offers more flexibility in terms of choice of sales charge structure.

#### New term investment contract

We developed a new term investment contract that now allows SFL, DFSIN and DFSI Network representatives to sell and service our GIC and variable GIC products on their main platform. With the integration of these products, we're now able to provide a consolidated statement to give our clients a complete overview of all their holdings.

#### INSURANCE

## We enhanced our member advantages for the benefit of Desjardins insureds:

- Free assistance services: travel, estate settlement, identity theft
- Three-day discount on travel insurance
- Roadside assistance included with car insurance for insureds aged 25 and under

#### FOR GROUPS AND BUSINESSES

#### SAVINGS

#### E<sup>3</sup>nergy Module

Another innovation this year was the new E<sup>3</sup>nergy Module business intelligence service for retirement savings. Using a sophisticated behavioural data analysis engine, our new service helps businesses monitor key indicators related to their employees' motivation, interest, knowledge and engagement. The E<sup>3</sup>nergy Module keeps track of engagement levels so that communications can be tailored to each employee's personal situation.

#### Lifecycle Paths tied to retirement age

With our new Lifecycle Paths, participants have only two simple questions to answer: "What's my investor profile?" and "What age will I retire?" The new paths are designed to ensure the asset mix evolves gradually over time before steadily shifting over to fixed-income investments as retirement approaches.

#### **INSURANCE**

#### 360° drug cost simulator

The 360° drug cost simulator, which has already proved popular since its launch last year, is now available on our mobile app. Improvements include a pharmacy locator and information on pharmacy pricing so that our insureds can make informed decisions about their prescription drug purchases. It's the first app feature of its kind to be launched nationwide in Canada.

#### Health Track Insurance®

Health Track Insurance<sup>®</sup> has been completely revised in order to offer a more comprehensive product to Desjardins insureds who are retiring, leaving their jobs or whose group insurance plan is terminating. In addition to providing enhanced benefits at competitive prices, the product now offers three options, the most generous of which includes optional dental care, massage therapy, vision care, homecare services and 180-day travel insurance. These new options give our insureds the advantage of choosing coverage based on their individual needs and budget.

#### **OTHER KEY ACHIEVEMENTS**

#### State Farm Canada®

We successfully integrated the life and health insurance and mutual fund operations acquired from State Farm Canada®.

#### Investment in sustainable development

We acquired a joint stake in the Rivière-du-Moulin wind farm located in Northern Quebec, the largest wind energy facility in Canada, with the Desjardins Group Pension Plan and Desjardins General Insurance Group.

#### **Health Promotion Innovation Challenge**

We were actively involved in the first Health Promotion Innovation Challenge held on November 6 and 7 at the Complexe Desjardins in Montreal. The event brought together healthcare professionals, developers, designers and engaged citizens with an interest in health. Combining their shared expertise, new technologies and a wealth of innovative ideas, participants worked together to come up with modern prevention solutions for today's healthcare problems.

#### Giving back to the community

With the cooperation of the caisses and Desjardins Business centres, we gave close to \$4 million back to our communities, supporting the missions of several Quebec organizations operating in the healthcare field.

#### Awards and recognition

In group retirement savings, we received top honours with an "Excellent" rating for our financial statement in Dalbar's 2015 Trends & Best Practices in Investor Statements Report.

We also received 19 awards in the 2014–2015 Insurance and Financial Communication Association (IFCA) competition, which rewards excellence in advertising, public relations, corporate communications and sales promotion in the area of insurance and financial services in Canada and the U.S.

## **TABLE OF CONTENTS**

RESPONSIBILITY FOR FINANCIAL REPORTING	11
INDEPENDENT AUDITOR'S REPORT	12
APPOINTED ACTUARY'S REPORT	13
CONSOLIDATED FINANCIAL STATEMENTS	
Consolidated Statement of Net Income	
Consolidated Statement of Comprehensive Income	
Consolidated Balance Sheet	
Consolidated Statement of Changes in Equity	
Consolidated Statement of Cash Flows	18
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS	19
Note 1 – General information	19
Note 2 – Basis of presentation and significant accounting policies	19
Note 3 – Investments	29
Note 4 – Interests in other entities	33
Note 5 – Derivative financial instruments and hedging activities	34
Note 6 – Fair value measurement	
Note 7 – Offsetting financial assets and liabilities	40
Note 8 – Reinsurance assets	
Note 9 – Fixed assets	41
Note 10 – Other assets	
Note 11 – Segregated funds	
Note 12 – Insurance contract liabilities	
Note 13 – Investment contract liabilities	
Note 14 – Other liabilities	
Note 15 – Net defined benefit plan liabilities	
Note 16 – Share capital and preferred share liabilities	54
Note 17 – Accumulated other comprehensive income	
Note 18 – Capital management	
Note 19 – Income taxes	
Note 20 – Financial instrument risk management	57
Note 21 – Commitments, guarantees and contingent liabilities	61
Note 22 – Leases	
Note 23 – Related party disclosures	
Note 24 – Operating expenses	
Note 25 – Acquisition	
Note 26 – Subsequent event	

## RESPONSIBILITY FOR FINANCIAL REPORTING

The Consolidated Financial Statements of Desjardins Financial Security Life Assurance Company (the Company) and the information contained in its Financial Review have been prepared by the Company's management. These Consolidated Financial Statements have been prepared in accordance with the International Financial Reporting Standards described in the notes thereto and contain amounts that are based on management's best judgment within reasonable limits of materiality.

To discharge its responsibility for the reliability and integrity of the financial data, management has established systems to ensure strict control over accounting records, operations, and the various systems used.

The Company's Board of Directors approves the information contained in the Financial Review and, as part of its responsibilities, oversees management's preparation of the financial statements and maintenance of appropriate internal control systems. The Board of Directors exercises this responsibility primarily through its Audit and Risk Management Committee, whose members are neither management nor employees of the Company. The Audit and Risk Management Committee regularly meets with management, the appointed actuary, the internal auditor and the independent auditor. The independent auditor's representatives may, if they deem it necessary, request meetings with the Audit and Risk Management Committee. The Board of Directors, through its Investment Committee and Audit and Risk Management Committee, approves the Company's investment policies and monitors the activities governed by these policies. The Board of Directors also oversees the Company's transactions with interested parties and with persons related to its members and officers through its Ethics Committee, to which all major transactions of this nature must be submitted for approval.

In accordance with sound corporate governance practices, the Company has a governance policy. The Board of Directors has mandated the Executive Committee to oversee governance. This Committee is responsible for evaluating the implementation of the mechanisms required to ensure efficient and effective governance.

The appointed actuary, who is appointed by the Board of Directors, is responsible for performing an annual valuation of the Company's policy liabilities in accordance with the standards of the Canadian Institute of Actuaries (CIA) and the requirements of the Act respecting insurance (Quebec) and for reporting thereon to the Company's policyholders and shareholder. To this end, the appointed actuary may ask to meet with the Audit and Risk Management Committee as well as the Board of Directors. To perform this valuation, the appointed actuary makes assumptions as to future interest, mortality, morbidity and contract cancellation rates, underwriting experience, inflation, reinsurance recoverables, expenses and other contingencies, by taking into consideration the circumstances specific to the Company. In the appointed actuary's report, the scope of the valuation is defined and an opinion is issued. Each year, the appointed actuary is required to perform an analysis of the Company's financial position and prepare a report for the Board of Directors. This analysis tests the Company's capital adequacy for a five-year period, under adverse economic and business conditions.

The independent auditor appointed by the shareholder, PricewaterhouseCoopers LLP, is responsible for auditing the Company's Consolidated Financial Statements and has full and unrestricted access to the Audit and Risk Management Committee's meetings, as well as to any information required in order to express an audit opinion on these financial statements.

The Autorité des marchés financiers (AMF) has the authority to audit the Company's compliance with the Act respecting insurance (Quebec), which aims primarily at protecting contract holder interests and ensuring companies maintain a sound financial position.

**Denis Berthiaume** President and Chief Operating Officer François Drouin Senior Vice-President, Finance

Lévis, Quebec February 16, 2016

## **INDEPENDENT AUDITOR'S REPORT**

To the contract holders and shareholder of Desjardins Financial Security Life Assurance Company:

We have audited the accompanying consolidated financial statements of Desjardins Financial Security Life Assurance Company, which comprise the consolidated balance sheet as at December 31, 2015, and the consolidated statements of net income, comprehensive income, changes in equity and cash flows for the year then ended and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

## MANAGEMENT'S RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audit is sufficient and appropriate to provide a basis for our audit opinion.

## OPINION

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Desjardins Financial Security Life Assurance Company as at December 31, 2015, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

Pricewaterpouse Coopers UP

Montreal, Quebec February 16, 2016

<sup>1</sup> CPA auditor, CA, public accountancy permit No. A110766.

## **APPOINTED ACTUARY'S REPORT**

To the policyholders, the shareholder and the directors of Desjardins Financial Security Life Assurance Company:

I have valued the policy liabilities and reinsurance recoverables of Desjardins Financial Security Life Assurance Company for its consolidated balance sheet as at December 31, 2015, and their changes in the consolidated statement of net income for the year then ended, in accordance with accepted actuarial practice in Canada, including selection of appropriate valuation assumptions and methods.

In my opinion, the amount of the Company's contract policy liabilities, net of reinsurance recoverables, makes appropriate provision for all policy obligations and the consolidated financial statements fairly present the results of the valuation.

The valuation complies with an Act respecting insurance (Quebec) and its regulations.

Nathalie Bouchard Fellow, Canadian Institute of Actuaries

Lévis, Quebec February 16, 2016

# **CONSOLIDATED STATEMENT OF NET INCOME**

for the years ended December 31 (in millions of Canadian dollars)

in millions of Canadian dollars)	Notes	2015	2014
Income			
Insurance premiums		\$ 3,939.5	\$ 3,668.4
Annuity premiums		297.0	379.8
Ceded premiums		(173.4)	(160.0)
Net premiums		4,063.1	3,888.2
Net investment income	3d	1,024.3	2,191.9
Other income		340.3	304.7
		5,427.7	6,384.8
Expenses			
Expenses attributable to contract holders			
Benefits		2,998.9	2,880.9
Ceded benefits		(110.1)	(126.7)
Change in actuarial liabilities	12e	619.5	2,145.0
Change in ceded actuarial liabilities	12e	(62.9)	(135.7)
Dividends and experience refunds		143.1	108.2
Interest on benefits and deposits		15.1	10.4
		3,603.6	4,882.1
Commissions		325.5	288.7
Operating expenses	24	839.2	774.8
Premium taxes		116.6	85.0
		4,884.9	6,030.6
Operating income		542.8	354.2
Income taxes	19	94.4	59.2
Net income		\$ 448.4	\$ 295.0
ALLOCATION OF NET INCOME			
Attributable to non-controlling interests		\$ 1.8	\$ 1.7
Attributable to participating contract holders		110.6	37.6
Attributable to the shareholder		336.0	255.7
Net income		\$ 448.4	\$ 295.0

The accompanying notes are an integral part of the Consolidated Financial Statements.

## **CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

for the years ended December 31 (in millions of Canadian dollars)

	2015	2014
Net income	\$ 448.4	\$ 295.0
Other comprehensive income		
Item that will not be reclassified subsequently to the Consolidated Statement of Net Income		
Remeasurement of net defined benefit plan liabilities	28.9	(98.3)
Income taxes	(7.9)	26.4
	21.0	(71.9)
Items that could be reclassified subsequently to the Consolidated Statement of Net Income		
Unrealized gains on available-for-sale assets	28.3	208.1
Income taxes	9.8	(44.8)
	38.1	163.3
Reclassification to net income of net gains on available-for-sale assets	(98.6)	(72.8)
Income taxes	17.6	9.0
	(81.0)	(63.8)
Total other comprehensive income	(21.9)	27.6
Comprehensive income	\$ 426.5	\$ 322.6
ALLOCATION OF COMPREHENSIVE INCOME		
Attributable to non-controlling interests	\$ 1.8	\$ 1.7
Attributable to participating contract holders	113.6	38.4
Attributable to the shareholder	311.1	282.5
Comprehensive income	\$ 426.5	\$ 322.6

The accompanying notes are an integral part of the Consolidated Financial Statements.

## **CONSOLIDATED BALANCE SHEET**

(in millions of Canadian dollars)

in millions of Canadian dollars)	Notes	2015	2014
		December 31	December 31
ASSETS			
Investments	3		
Cash and money market securities	\$	5 496.9	\$ 665.8
Bonds		13,511.7	11,750.7
Mortgage and business loans		2,868.8	2,894.1
Shares		2,105.4	1,755.4
Contract loans		187.9	110.1
Investment property		1,761.0	1,534.2
Investments accounted for using the equity method		285.4	329.3
Securities borrowed or purchased under reverse repurchase agreements		454.0	589.0
Derivative financial instruments	5	324.6	227.0
Other loans and investments		31.2	72.5
		22,026.9	19,928.1
Other assets	10	710.8	622.3
Reinsurance assets	8	815.0	751.5
Deferred tax assets	19	5.6	6.1
Fixed assets	9	97.8	98.1
Segregated fund net assets	11	9,776.5	8,705.5
Total assets	S	\$33,432.6	\$ 30,111.6
LIABILITIES			
Policy liabilities Insurance contract liabilities			
Actuarial liabilities	12 \$	517,008.5	\$15,290.6
	12 7	400.3	315,290.0 387.8
Provisions for benefits, dividends and experience refund Contract holder deposits		400.5 632.5	587.8
Investment contract liabilities	13	73.3	43.6
	15	18,114.6	16,243.2
Commitments related to securities lent or sold under repurchase agreements		753.7	654.6
Derivative financial instruments	5	89.6	63.6
Other liabilities	14	947.7	1,008.4
Deferred tax liabilities	14	211.2	1,008.4
Net defined benefit plan liabilities	15	231.4	271.1
Preferred share liabilities	16	700.0	700.0
Segregated fund net liabilities	11	9,776.5	8,705.5
Total liabilities		\$30,824.7	\$27,830.0
	4	00,024.7	\$21,030.0
EQUITY		* • • • -	¢
Attributable to participating contract holders		\$ 441.5	\$ 327.9
Attributable to the shareholder		2,141.6	1,937.5
Attributable to participating contract holders and the shareholder		2,583.1	2,265.4
Non-controlling interests		24.8	16.2
Total equity		5 2,607.9	\$ 2,281.6
Total liabilities and equity	\$	\$33,432.6	\$ 30,111.6

The accompanying notes are an integral part of the Consolidated Financial Statements.

On behalf of the Board of Directors,

Yvon Vinet Chair of the Board of Directors Serge Hamelin

Chair of the Audit and Risk Management Committee

## **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

for the years ended December 31 (in millions of Canadian dollars)

		Retained	l earnings	compre	ated other chensive (Note 17)		Total equity	1	
	Share capital (Note 16)	Partici- pating contract holders	Share- holder	Partici- pating contract holders	Share- holder	Partici- pating contract holders	Share- holder	Non- contro ling intere	ol-
Balance as at December 31, 2013	\$ 307.0	\$ 266.8	\$ 1,474.8	\$ 22.7	\$ 173.2	\$ 289.5	\$ 1,955.0	\$ 15.	.2
Net income for 2014		37.6	255.7			37.6	255.7	1.	.7
Other comprehensive income		(7.6)	(64.3)	8.4	91.1	0.8	26.8	-	_
Dividends		_	(300.0)			_	(300.0)	-	_
Net distributions						_	_	(0.	.7)
Balance as at December 31, 2014	\$ 307.0	\$ 296.8	\$ 1,366.2	\$ 31.1	\$ 264.3	\$ 327.9	\$ 1,937.5	\$ 16.	.2
Net income for 2015		110.6	336.0			110.6	336.0		
Other comprehensive income		2.6	18.4	0.4	(43.3)	3.0	(24.9)	-	_
Dividends			(107.0)				(107.0)		
Net distributions								6.	.8
Balance as at December 31, 2015	\$ 307.0	\$ 410.0	\$ 1,613.6	\$ 31.5	\$ 221.0	\$ 441.5	\$ 2,141.6	\$ 24.	.8

The accompanying notes are an integral part of the Consolidated Financial Statements.

# **CONSOLIDATED STATEMENT OF CASH FLOWS**

for the years ended December 31 (in millions of Canadian dollars)

(in millions of Canadian dollars) Notes	2015	2014
OPERATING ACTIVITIES		
Operating income	\$ 542.8	\$ 354.2
Income taxes received (paid)	(62.6)	(141.3)
Items not affecting cash		
Change in net actuarial liabilities	556.6	2,009.2
Gains, losses and amortization included in investment income	(188.6)	(1,336.0)
Change in fair value of investment property	(82.2)	(11.2)
Amortization and other	19.4	13.0
Change in operating assets and liabilities	785.4	887.9
Assets and liabilities held for trading and assets designated as at fair value through profit or loss	(726.4)	(322.9)
Other	(50.5)	68.4
Cash flows from operating activities	8.5	633.4
INVESTING ACTIVITIES		
Sales, maturities and repayments		
Available-for-sale bonds and shares	1,151.6	1,114.2
Investment property and property held for administrative purposes and fixed assets	10.7	66.4
Purchases	1017	00.1
Available-for-sale shares and bonds	(1,387.5)	(1,002.7)
Investment property and property held for administrative purposes and fixed assets	(168.3)	(182.5)
Net change in money market securities maturing in more than three months	(67.9)	(61.4)
Net change in mortgage loans, contract loans and business loans	26.5	10.5
Net change in other loans	20.5	93.6
Acquisition of the Canadian businesses of State Farm 25	(6.5)	55.0
Distribution received from joint ventures	(0.3)	11.1
Investments in joint ventures	(36.0)	(39.7)
Disposal of units in a joint venture	(30.0)	(59.7)
Other		/E E)
Cash flows from (used in) investing activities	(4.1)	(5.5)
	(551.0)	4.0
FINANCING ACTIVITIES Dividends paid to the common shareholder	(100.0)	(200.0)
Net change in commitments related to securities lending transactions and securities sold short	(100.0)	(200.0)
Net change in long-term debt	(3.7)	12.1
Other	(0.6)	(0.7)
Cash flows from (used in) financing activities	85.8	(407.3)
Increase (Decrease) in cash and cash equivalents	(236.7)	230.1
Cash and cash equivalents at beginning	513.4	283.3
Cash and cash equivalents at end	\$ 276.7	\$ 513.4
Composition of cash and cash equivalents		
Cash	\$ 86.6	\$ 107.9
Money market securities maturing in less than three months	190.1	405.5
Supplemental cash flow information	\$ 276.7	\$ 513.4
Interest paid during the year	\$ 35.9	\$ 31.1
Interest received during the year	\$ 35.9 472.3	¢ 31.1
Dividends received during the year	\$ 51.9	\$ 44.9

The accompanying notes are an integral part of the Consolidated Financial Statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts are in millions of Canadian dollars)

## NOTE 1 GENERAL INFORMATION

Desjardins Financial Security Life Assurance Company (the Company) is incorporated under the *Act respecting insurance* (Quebec) and is governed by the *Business Corporations Act* (Quebec). The address of its Head Office is 200 rue des Commandeurs, Lévis, Quebec, G6V 6R2, Canada.

The Company is under the ultimate control of the Fédération des caisses Desjardins du Québec (the Federation) through Desjardins Financial Corporation Inc., a wholly owned subsidiary of the Federation.

The Company designs, markets and distributes individual and group insurance and savings products.

On February 16, 2016, the Company's Board of Directors adopted and approved these Consolidated Financial Statements for the year ended December 31, 2015.

## NOTE 2 BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES

### **BASIS OF PRESENTATION**

#### STATEMENT OF COMPLIANCE

The Company's Consolidated Financial Statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as at December 31, 2015.

#### SIGNIFICANT JUDGMENTS, ESTIMATES AND ASSUMPTIONS

The preparation of consolidated financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that are described in the following significant accounting policies. These policies concern the determination of the fair value of financial instruments and investment property as well as their classification, derecognition of financial assets and liabilities, allowance for non-performing investments, impairment of available-for-sale securities, measurement and classification of insurance contract liabilities, provisions, carrying amount of goodwill, impairment of non-financial assets, income taxes, employee benefits, consolidation of structured entities and contingencies. Actual results could differ from those estimates and assumptions.

#### **PRINCIPLES OF CONSOLIDATION**

These Consolidated Financial Statements include the financial statements of the Company and its subsidiaries.

An entity is considered as a subsidiary when it is controlled by the Company. The Company controls an investee if it has all the following:

- Power over the investee;
- Exposure, or rights, to variable returns from its involvement with the investee; and
- The ability to use its power over the investee to affect the amount of its returns.

Management must use its judgment to determine whether the facts and circumstances resulting from a relationship with another entity give the Company control, joint control or significant influence over such entity. In particular, significant judgments must be made with respect to structured entities. A structured entity is an entity that has been designed so that voting rights or similar rights are not the dominant factor in deciding who controls the entity, such as when any voting rights relate to administrative tasks only and the relevant activities are directed by means of contractual arrangements. A structured entity often has some or all of the following features or attributes: restricted activities, a narrow and well-defined objective, insufficient equity to permit it to finance its activities without subordinated financial support, or financing in the form of multiple contractually linked instruments to investors.

Subsidiaries are included in the Consolidated Financial Statements from the date effective control commences until the date effective control ceases.

The financial statements of all of the Company's entities have been prepared using similar accounting policies. In addition, all intercompany transactions and balances have been eliminated upon consolidation.

### NOTE 2 BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## BASIS OF PRESENTATION (CONTINUED)

#### **PRINCIPLES OF CONSOLIDATION (CONTINUED)**

#### a) Non-controlling interests

Non-controlling interests represent the share in profit or loss and net assets that is not held by the Company. They are presented separately in the Consolidated Statement of Net Income, the Consolidated Statement of Comprehensive Income and in equity in the Consolidated Balance Sheet. They represent the non-controlling interests in Laurentian Weloga, Limited Partnership.

#### b) Associate

An associate is an entity over which the Company exercises significant influence over financial and operational decisions, without however having control or joint control of such entity. The Company's interests in associates are accounted for using the equity method. Under this method, investments are initially recognized at cost and, thereafter, the carrying amount is increased or decreased by the Company's post-acquisition share of the relevant entities' equity and profit or loss. The Company has investments in CC&L Haldimand Solar Co-Investment Limited Partnership.

#### c) Joint arrangement

A joint arrangement is an arrangement of which the Company has joint control, which is the contractually agreed sharing of control of such arrangement with one or more other parties. Joint control exists only when decisions about the relevant activities of the arrangement require the unanimous consent of the parties sharing control.

Joint arrangements are classified under two types based on the rights and obligations of the parties to the arrangement:

- A joint operation is a joint arrangement whereby the parties have rights to the assets, and obligations for the liabilities, relating to the arrangement. Each party must
  recognize its assets, liabilities, revenue and expenses, including its share of the assets held jointly and of the liabilities incurred jointly as well as its share of the revenue
  generated and expenses incurred in connection with the joint operation. The Company holds interests in commercial buildings located in Quebec.
- A joint venture is a joint arrangement whereby the parties have rights to the net assets of the arrangement. This type of joint arrangement is accounted for using the equity method. The Company holds interests in several joint ventures, including RPADS, Primus Immobilia, L.P. and 101 St. Clair.

### SIGNIFICANT ACCOUNTING POLICIES

#### **FINANCIAL INSTRUMENTS**

Financial instruments are initially recognized at fair value. Their subsequent recognition varies based on their classification.

Financial assets are classified according to the Company's intention and capacity to hold the invested assets and are recognized using the following methods:

- i) Assets held for trading and assets designated as at fair value through profit or loss are recognized at fair value, with changes in fair value recorded in the Consolidated Statement of Net Income.
- ii) Assets classified as available for sale are recognized at fair value. Gains and losses arising from changes in fair value are recorded in other comprehensive income until the asset is derecognized, except for impairment losses and foreign exchange gains and losses on monetary securities, which are presented in the Consolidated Statement of Net Income.
- iii) Loans and receivables, which include cash, mortgage and business loans, contract loans, securities borrowed or purchased under reverse repurchase agreements, immigrant investor loans, premiums receivable, amounts receivable and accrued net investment income, are recognized at cost and at amortized cost, if applicable, using the effective interest method.

Assets classified as available for sale are monitored on a regular basis throughout the period to determine whether there is any objective evidence that they are impaired. Factors considered include, but are not limited to, a significant or prolonged decline in fair value, significant financial difficulties of the issuer, a breach of contract, the increasing probability that the issuer will enter bankruptcy or a restructuring, and the disappearance of an active market for the asset in question. Management also uses its judgment to determine when to recognize an impairment loss.

The Company's management uses its judgment to assess each bond and determine whether there is any objective evidence of impairment indicating a credit risk with regard to the amounts due by the issuer. The impairment loss represents the cumulative loss, which is the difference between carrying amount and current fair value, less any impairment loss previously recognized. Future interest income is calculated on the reduced carrying amount using the interest rate used to discount future cash flows in order to measure the impairment loss. When, during a subsequent period, the fair value of a bond increases and that increase can be objectively related to a credit event occurring after the impairment loss had been recognized in the Consolidated Statement of Net Income, the impairment loss is reversed through the Consolidated Statement of Net Income.

For equity securities, when evidence of impairment exists, the cumulative loss (measured as the difference between acquisition cost and current fair value, less any impairment loss previously recognized) is transferred out of other comprehensive income and recognized in the Consolidated Statement of Net Income. Impairment losses on equity securities recognized in the Consolidated Statement of Net Income are not reversed, and increases in fair value occurring subsequent to impairment are recorded directly in other comprehensive income. Any impairment loss on securities previously impaired is directly recognized in the Consolidated Statement of Net Income.

Financial liabilities are recognized at amortized cost using the effective interest method and include all liabilities not held for trading. Changes in the fair value of liabilities held for trading (derivative financial instruments and securities sold short) are recorded in the Consolidated Statement of Net Income.

The main financial asset categories designated as at fair value through profit or loss include:

- i) Financial assets backing actuarial liabilities that would otherwise be classified as available for sale, in order to substantially reduce the accounting mismatch that would result from this classification. The impact of fluctuations in the fair value of these investments is offset by corresponding changes in actuarial liabilities.
- ii) Financial assets that are managed according to an investment strategy and whose performance is evaluated on a fair value basis.

Transaction costs for securities held for trading and designated as at fair value through profit or loss are expensed as incurred. Transaction costs for securities classified as available for sale or as loans and receivables are capitalized and amortized over the expected life of the financial instrument using the effective interest method.

Regular-way purchases and sales of financial assets are recognized on a trade-date basis.

#### a) Offsetting of financial assets and liabilities

Financial assets and liabilities are presented on a net basis when there is a legally enforceable and unconditional right to set off the recognized amounts and the Company intends to settle on a net basis or to realize the asset and settle the liability simultaneously.

#### b) Derecognition of financial assets and liabilities

A financial asset is derecognized from the Consolidated Balance Sheet when the contractual rights to the cash flows from the asset expire, when the contractual rights to receive these cash flows are retained but the Company has the obligation to pay them to a third party, or when the Company transfers the contractual rights to receive these cash flows and substantially all the risks and rewards of ownership of the asset have been transferred.

When substantially all the risks and rewards of ownership of the transferred financial asset are retained by the Company, such asset is not derecognized from the Consolidated Balance Sheet, and a financial liability is recognized, when appropriate.

When substantially all the risks and rewards related to a financial asset are neither transferred nor retained, the Company derecognizes the financial asset over which it does not retain control and recognizes an asset or a liability representing the rights and obligations created or retained in the asset transfer. If control of the financial asset is retained, the Company continues to recognize the asset in the Consolidated Balance Sheet to the extent of its continuing involvement in that asset. When a financial asset is derecognized in its entirety, a gain or loss is recognized in the Consolidated Statement of Net Income for an amount equal to the difference between the carrying amount of the asset and the value of the consideration received.

Management must use its judgment to determine whether the contractual rights to the cash flows have expired, have been transferred or have been retained with an obligation to pay them to a third party. With respect to the transfer of substantially all the risks and rewards, management evaluates the Company's exposure before and after the transfer as well as the changes in the amount and timing of the net cash flows of the transferred asset. Lastly, management must make judgments to determine whether it controls the financial asset and to measure retained rights.

A financial liability is derecognized when the related obligation is discharged, cancelled or expired. The difference between the carrying amount of the transferred financial liability and the consideration paid is recognized in the Consolidated Statement of Net Income.

#### **INVESTMENTS**

#### a) Cash and money market securities

"Cash and money market securities" includes deposit accounts with financial institutions and investments in money market securities. Cash is classified as loans and receivables, whereas money market securities are recognized at fair value.

#### b) Bonds

Bonds are recorded at fair value in the Consolidated Balance Sheet.

The fair value of bonds is the prevailing market price, when available. When there is no active market, the Company determines fair value using valuation techniques. These techniques include the use of information available from orderly transactions between market participants, use of the current fair value of another relatively identical financial instrument and discounted cash flow analysis.

For bonds classified as available for sale, interest income and amortization of premiums and discounts on acquisition are calculated using the effective interest method and recognized in the Consolidated Statement of Net Income.

#### c) Mortgage and business loans

Mortgage and business loans are recorded at amortized cost, less allowances for non-performing investments. Premiums or discounts on acquisition are amortized using the effective interest method.

The fair value of these loans, disclosed in Note 6, is estimated by discounting cash flows using market interest rates charged for similar new loans as at December 31, applied to expected maturity amounts.

The Company's policy is to recognize these loans as non-performing investments when, in its opinion, there is reasonable doubt as to the collectibility of a portion of the principal or interest, or where interest on a loan is contractually 90 days or more past due unless, in the Company's opinion, there is no doubt as to the collectibility of the principal and interest and collection procedures have not commenced. All investments are classified as non-performing when payment is 180 days past due, except when the investment is fully guaranteed or insured by a Canadian government (federal or provincial) or an agency of a Canadian government. The allowance for non-performing investments is based on the present value of estimated future cash flows, discounted at the effective interest rate of the loan. The interest recognized after the initial 90-day period is reversed and specific allowances are set up, if necessary, for the previously recognized accrued interest and to cover the risk of losses on principal.

### NOTE 2 BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **INVESTMENTS (CONTINUED)**

#### d) Shares

Shares are recognized at fair value, which is based on the bid price when available. When there is no such price, fair value is determined using valuation techniques that are based on inputs not directly observable on the market. Dividends are recognized in the Consolidated Statement of Net Income when the Company's right to receive payment is established.

#### e) Contract loans

Contract loans, which are classified as loans and receivables, are presented for their unpaid balance and are fully secured by the cash surrender value of the contracts on which the loans were made.

#### f) Investment property

Investment property includes buildings or land held to earn rental income or to increase the value of the Company's capital.

Investment property is initially recognized at cost, including transaction costs, and subsequently recognized at fair value. Changes in fair value are recognized under "Net investment income" in the Consolidated Statement of Net Income.

The fair value of investment property is determined annually by independent real estate appraisers with recognized and relevant professional qualifications. These appraisers use a range of valuation methods, including normalized net income direct discounting and cash flow discounting. These techniques, which are based on observable and unobservable inputs, involve estimating capitalization rates and adjusted net operating income, in the case of the normalized net income direct discounting method, and estimating discount and capitalization rates and applicable future cash flows, in the case of the cash flow discounting method.

Investment property is derecognized upon disposal or when permanently withdrawn from use and no future economic benefits are expected. Gains or losses on the disposal or sale are recognized under "Net investment income" in the Consolidated Statement of Net Income for the year in which they are realized.

Transfers to or from the "Investment property" category are made only when there is a change in use. Upon a transfer from the "Investment property" category to the "Buildings" category of fixed assets, the deemed cost of the property is the fair value at the date of change in use. If a building held and occupied by the Company becomes an investment property, it is recorded using the accounting policies applicable to investment properties.

#### g) Other loans and investments

Other loans and investments include immigrant investor loans and finance lease receivables, which are classified as loans and receivables, and investments in the Company's segregated funds classified as available for sale. The fair value of immigrant investor loans disclosed in Note 6 is estimated by discounting expected cash flows using market interest rates charged for similar new loans at the reporting date.

#### h) Securities lending

#### Securities borrowed or purchased under reverse repurchase agreements

Securities borrowed or purchased under reverse repurchase agreements are not recognized in the Consolidated Balance Sheet, as substantially all the risks and rewards of ownership of these securities have not been obtained.

Reverse repurchase agreements are treated as collateralized lending transactions. An asset corresponding to the consideration paid for the securities acquired, including accrued interest, is recognized under "Securities borrowed or purchased under reverse repurchase agreements" in the Consolidated Balance Sheet.

As part of securities borrowings, the Company pledges cash or securities as collateral. When cash is pledged as collateral, an asset corresponding to the amount that will be received upon the delivery of the borrowed securities is recognized under "Securities borrowed or purchased under reverse repurchase agreements". When securities are pledged as collateral, such securities are not derecognized, as substantially all the risks and rewards of ownership of these securities are retained.

#### Securities lent or sold under repurchase agreements

Securities lent or sold under repurchase agreements are not derecognized from the Consolidated Balance Sheet, as substantially all the risks and rewards of ownership of these securities are retained.

Repurchase agreements are treated as collateralized borrowing transactions. A liability corresponding to the consideration received for the securities sold, including accrued interest, is recognized under "Commitments related to securities lent or sold under repurchase agreements".

As part of securities loans, the Company receives cash or securities as collateral. When cash is received as collateral, a liability corresponding to the obligation to deliver cash is recognized under "Commitments related to securities lent or sold under repurchase agreements". When securities are received as collateral, such securities are not recognized, as substantially all the risks and rewards of ownership of these securities have not been obtained.

#### i) Derivative financial instruments

Derivative financial instruments are financial contracts whose value depends on assets, interest rates, foreign exchange rates and financial indexes. The vast majority of derivative financial instrument contracts are negotiated by mutual agreement between the Company and the counterparty and include interest rate, credit risk, and foreign exchange contracts, stock index and currency futures and total return swaps. The types of contracts used are defined in Note 5.

Derivative financial instruments are initially recognized at fair value. Gains and losses in value are recognized in the Consolidated Statement of Net Income.

The fair value of derivative financial instruments is determined using pricing models that incorporate the current market prices and the contractual prices of the underlying instruments, the time value of money, credit risk and yield curves. The fair value of derivative financial instruments is presented without taking into account the impact of master netting agreements, and requires management to make assumptions.

#### j) Hedging activities

The Company holds derivative financial instruments that allow it to use hedge accounting. To qualify for hedge accounting, the hedge relationship must be designated and documented at its inception and throughout the life of the contract. Such documentation must address the specific strategy for managing risk, the asset, liability or cash flows that are being hedged as well as the measure of hedge effectiveness. Consequently, the effectiveness of each hedging relationship must be assessed, regularly and on an individual basis, to determine with reasonable assurance whether the relationship is effective and will continue to be effective. The derivative financial instrument must prove highly effective to offset changes in the fair value or the cash flows attributable to the risk being hedged.

Hedging instruments that meet the strict hedge accounting conditions are recognized as follows:

#### Fair value hedges

The Company uses hedge accounting to hedge against changes in the fair value of certain available-for-sale assets. Changes in the fair value of the hedging derivative financial instrument and changes associated with the hedged risk are recognized under "Net investment income". Changes in the fair value associated with the unhedged risk are recognized in other comprehensive income.

The designation of a hedging relationship is discontinued in the following cases: the hedged item or the hedging instrument is sold, matures or is terminated; the hedge is no longer effective; or the Company terminates the designation of the hedge. When a hedging relationship is discontinued, hedge accounting is discontinued prospectively.

#### **EMBEDDED DERIVATIVES**

An embedded derivative is a component of a host contract that has the effect that some of the cash flows of the host contract vary in a way similar to a stand-alone derivative, according to a specified interest rate, financial instrument price, foreign exchange rate, underlying index or other variable. Embedded derivatives must be separated from the host contract and recognized at fair value if: their economic characteristics and risks of the embedded derivatives are not closely related to those of the host contract; the embedded derivative has the same terms as a stand-alone derivative; or the host contract itself is not recognized at fair value in the Consolidated Statement of Net Income. Embedded derivatives that meet the definition of insurance contracts are measured and recognized as insurance contracts, including variable capital life and individual life insurance products, guaranteed minimum credit rates and segregated fund minimum guarantees.

#### **FINANCIAL GUARANTEES**

A financial guarantee is a contract or an indemnification agreement that could contingently require the Company to make payments to the guaranteed party following a loss resulting from the default by a specified third party to make a payment upon maturity in accordance with the original or modified provisions of the borrowing instrument.

Financial guarantees are initially recognized as liabilities in the Consolidated Financial Statements for an amount corresponding to the fair value of the commitment resulting from the issuance of the guarantee. After initial recognition, the guarantee is measured at the higher of the following amounts:

- i) The amount initially recorded less, when appropriate, cumulative amortization of costs recognized in profit or loss; and
- ii) The best estimate of cash outflows required to settle any financial obligation resulting from the guarantee.

If a financial guarantee meets the definition of a derivative, it is measured at fair value at each reporting date and presented as a liability under "Derivative financial instruments".

Guarantees presented as derivative financial instruments are a type of over-the-counter credit derivative under which one party transfers to another party the credit risk of an underlying financial instrument. The carrying value of guarantees does not reflect the maximum potential amount of future payments under guarantees. The Company considers these guarantees as off-balance sheet credit instruments.

## NOTE 2 BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **FIXED ASSETS**

Fixed assets consist of land, buildings occupied by the owner, computer hardware, furniture, fixtures and other items as well as leasehold improvements. These assets are recognized at cost less any accumulated depreciation and any accumulated impairment losses, and are depreciated over their expected useful lives using the straight-line method.

The depreciation expense for fixed assets is recognized under "Operating expenses" in the Consolidated Statement of Net Income.

Fixed assets are depreciated over the following useful lives:

	Depreciation periods		
Land Non-depre			
Buildings	5 to 80 years		
Computer equipment	2 to 5 years		
Furniture, fixtures and other	2 to 20 years		
Leasehold improvements	Expected term of the lease		

The useful life of fixed assets is generally equal to its expected useful life. When an item of fixed assets is made up of several significant parts having different useful lives or providing economic benefits according to different patterns, each part is recognized separately and is depreciated over its own depreciation period.

Fixed assets are derecognized upon disposal or when they are permanently withdrawn from use and no future economic benefits are expected. Gains or losses on the disposal or sale of fixed assets are recognized under "Operating expenses" in the Consolidated Statement of Net Income for the year in which they are realized.

#### **INTANGIBLE ASSETS**

Intangible assets include computer software acquired or developed by the Company and distribution networks. They are initially recognized at cost. Subsequent to initial recognition, they are measured at cost less any accumulated amortization and any impairment losses. Software is amortized on a straight-line basis over finite useful lives ranging from three to five years. Other intangible assets are amortized on a straight-line basis over finite useful lives ranging from 15 to 40 years.

Gains or losses resulting from the derecognition of an intangible asset correspond to the difference between the net proceeds of disposal and the net carrying amount of the asset. They are recognized under "Operating expenses" in the Consolidated Statement of Net Income upon derecognition of the asset.

#### GOODWILL

Goodwill represents the excess of the purchase price over the fair value of the identifiable assets acquired and liabilities assumed in a business combination accounted for using the acquisition method. At the acquisition date, each item of goodwill is allocated to one or more cash-generating units (CGU or group of CGUs) that are expected to benefit from the combination. A group of CGUs must not be larger than a business segment. A CGU is the smallest identifiable group of assets that generates cash inflows that are independent from the cash inflows from other groups of assets. Allocating goodwill to one or more CGUs requires the Company's management to make judgments. Subsequent to initial measurement, goodwill is measured at cost less any impairment loss.

Goodwill is tested for impairment once a year and when events or changes in circumstances indicate that its carrying amount may not be recoverable.

The goodwill impairment test is performed based on the recoverable amount of each CGU (or each group of CGUs) to which goodwill is allocated.

The recoverable amount represents the higher of the fair value less costs of disposal and the value in use. Fair value represents the best estimate of the amount that could be obtained from the sale, less costs of disposal, in an arm's-length transaction. The value in use is calculated using the most appropriate method, generally by discounting estimated future cash flows. Measuring the recoverable amount requires management to make judgments.

When the recoverable amount is less than the carrying amount, an impairment loss is recognized in the Consolidated Statement of Net Income for the year and is first recorded as a reduction of the goodwill allocated to the CGU (or group of CGUs) and then as a reduction of the other identifiable assets of the CGU (or group of CGUs) pro rata on the basis of their carrying amount in the unit. The allocation of the impairment loss to the assets of the CGU (or group of CGUs) must however not result in their carrying amount being lower than the highest of fair value of the assets less costs of disposal, value in use and zero.

Goodwill impairment losses cannot be reversed.

#### **IMPAIRMENT OF NON-FINANCIAL ASSETS**

At each reporting date, management determines whether there is an indication that an asset may be impaired. An impairment loss is recognized when the carrying amount of an asset exceeds its recoverable amount. The recoverable amount is the higher of the fair value less costs to sell and the value in use, which corresponds to the discounted value of recoverable future cash flows. Any impairment loss recognized in the Consolidated Statement of Net Income represents the excess of the carrying amount of the asset over the recoverable amount. Impairment losses on an asset may be subsequently reversed and are recognized in the Consolidated Statement of Net Income in the period in which they occur. Estimating the recoverable amount of a non-financial asset to determine whether it is impaired requires management to make estimates and assumptions, and any change in these estimates and assumptions could impact the determination of the recoverable amount of non-financial assets and, therefore, the outcome of the impairment test.

#### **CLASSIFICATION OF INSURANCE AND INVESTMENT CONTRACTS**

Insurance contracts are contracts under which a significant insurance risk is transferred to the insurer upon their issuance. An insurance risk is transferred when the Company agrees to compensate the contract holder if an uncertain future event specified in the contract adversely affects the contract holder. All contracts that do not meet the definition of an insurance contract under IFRS are classified as investment contracts or service contracts. Investment contracts are contracts that comprise a financial risk but no significant insurance risk. Contracts issued by the Company that transfer a significant insurance risk are classified as investment contracts in accordance with IFRS 4, "Insurance Contracts". All other contracts issued by the Company are classified as investment contracts in accordance with IAS 39, "Financial Instruments: Recognition and Measurement", or service contracts in accordance with IAS 18, "Revenue".

Once a contract is classified as an insurance contract, it continues to be an insurance contract even if the insurance risk it carries decreases significantly during its life. However, an investment contract may be reclassified as an insurance contract after its issuance if the insurance risk it carries becomes significant.

Insurance and investment contract liabilities are derecognized when the obligation specified in the contract is discharged, is cancelled or expires.

Under the Act respecting insurance, a life and health insurance company incorporated as a business corporation may transfer, in the normal course of its operations, comprehensive income attributable to participating contract holders to the shareholder's retained earnings. When such a transfer occurs, it is presented in the Consolidated Statement of Changes in Equity.

#### **INSURANCE CONTRACT LIABILITIES**

Insurance contract liabilities consist of actuarial liabilities, benefits payable, provisions for claims not reported, provision for dividends and experience refunds, and contract holder deposits.

Actuarial liabilities represent the amounts which, together with estimated future premiums and net investment income, will enable the Company to provide for all commitments regarding estimated future benefits, contract holder dividends, taxes (other than income taxes) and related future expenses. The Company's appointed actuary is required to determine the actuarial liabilities needed to meet these commitments. Actuarial liabilities are determined using the Canadian Asset Liability Method (CALM), in accordance with Canadian accepted actuarial practices, and they are equal to the value in the Consolidated Balance Sheet of the assets that back them.

The calculation of actuarial liabilities requires that assumptions be made with respect to the timing of many factors such as death, disability, investment income, inflation, policy cancellations, expenses, taxes, premiums, commissions and participating contract holders' dividends as well as the amounts they represent. The Company uses assumptions that are established using the best estimates for future underwriting experience, but some of these assumptions refer to events that are likely to occur in the distant future and therefore may need to be adjusted based on information received at a later date.

Under CALM, actuarial liabilities are determined based on an explicit projection of cash flows using current best estimate assumptions for each cash flow component and each significant contingency. Each non-economic assumption is adjusted by a margin for adverse deviation. With respect to investment returns, the provision for adverse deviation is established by using yield scenarios that consider the uncertainty associated with the projection of interest rates on the reinvestment of future cash flows in relation to the mismatch of cash flows. These scenarios are established using a deterministic model that includes testing prescribed by Canadian actuarial standards. With respect to minimum guarantees on segregated fund products, the provision for adverse deviation is determined using stochastic modelling.

Cash flows used in the actuarial valuation adjust the gross contract cash flows to reflect the projected cash flows from ceded reinsurance. The cash flow impact of ceded reinsurance varies depending on the amount of ceded reinsurance, the structure of reinsurance treaties, the expected economic benefits from the treaty cash flows and the impact of margins for adverse deviation.

The period used for the projection of cash flows is the contract lifetime for most insurance contracts. For certain types of contracts, a shorter projection period may be used. This period is, however, limited to the term of the liability over which the Company is exposed to significant risk without the ability to adjust contract premiums or charges.

#### **INVESTMENT CONTRACT LIABILITIES**

Investment contract liabilities are recognized at amortized cost using the effective interest method. Amounts received from clients are initially recognized as liabilities in the Consolidated Balance Sheet. Subsequently, new amounts received from clients and withdrawals are directly recorded as liability adjustments in the Consolidated Balance Sheet. The fair value of investment contracts disclosed in Note 6 is equal to the fair value of the assets backing these commitments.

#### **DISCRETIONARY PARTICIPATION FEATURES**

Certain of the Company's insurance contracts contain a discretionary participation feature that allows the contract holder to participate in the profitability related to these contracts. These contracts give the right to receive additional benefits as supplement to guaranteed benefits. The Company elected not to recognize the participating portion of these contracts separately. The amount of retained earnings and accumulated other comprehensive income attributable to these contracts is presented in equity in the Consolidated Balance Sheet.

#### REINSURANCE

The Company enters into reinsurance treaties for contracts with coverage in excess of certain maximum amounts that vary based on the nature of the activities. In addition, it purchases additional reinsurance protection with respect to large-scale catastrophic events. These reinsurance agreements do not release the Company from its obligations towards its contract holders. Premiums, benefits and changes in actuarial liabilities ceded to reinsurers are presented separately in the Consolidated Statement of Net Income.

### NOTE 2 BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **REINSURANCE (CONTINUED)**

The share of reinsurers in the insurance contract liabilities is presented under "Reinsurance assets" in the Consolidated Balance Sheet at the same time and using a basis consistent with those used to establish the corresponding liabilities.

The reinsurance assets are tested annually for impairment. If there is objective evidence that these assets are impaired as a result of an event that occurred after initial recognition, the Company reduces their carrying amount to their recoverable amount and recognizes the resulting loss in the Consolidated Statement of Net Income.

#### **SECURITIES SOLD SHORT**

Securities sold short, which represent the Company's commitments to deliver securities not owned by the Company at the time of sale, are recognized as liabilities held for trading and presented at fair value under "Other liabilities".

#### LONG-TERM DEBT

Long-term debt is recognized at amortized cost using the effective interest method. The fair value disclosed in Note 6 is determined by discounting contractual cash flows at the current market interest rates for loans having similar terms and risks.

#### **PREFERRED SHARE LIABILITIES**

As the preferred shares issued by the Company give the shareholder the right to retract the shares at a specific date, they are classified as financial liabilities rather than in equity attributable to the shareholder. Dividend payments are recognized as interest expense under "Operating expenses" in the Consolidated Statement of Net Income.

#### ACCUMULATED OTHER COMPREHENSIVE INCOME

Accumulated other comprehensive income is presented in equity, net of taxes, and includes unrealized gains and losses on available-for-sale investments, except for impairment losses and exchange gains and losses on monetary securities, which are recorded in the Consolidated Statement of Net Income.

#### FOREIGN CURRENCY TRANSLATION

Monetary assets and liabilities denominated in foreign currencies are translated into Canadian dollars at the exchange rate prevailing at the reporting date. Other nonmonetary assets and liabilities measured at historical cost are translated at the exchange rate prevailing at the transaction date, while those that are measured at fair value on the Consolidated Balance Sheet are translated at the exchange rate prevailing at the reporting date. Account balances appearing in the Consolidated Statement of Net Income are translated at the exchange rate prevailing on the transaction dates. Gains and losses, whether realized or not, arising from these translations are presented in the Consolidated Statement of Net Income, except for unrealized gains and losses on non-monetary financial instruments classified as available for sale, which are recognized in other comprehensive income.

#### **REVENUE RECOGNITION**

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and that it can be measured reliably.

Gross premiums are recognized as revenue when they become due. As soon as these premiums are recognized, actuarial liabilities are established and recorded as liabilities to ensure the matching of revenue and expenses.

Other income is recognized when services are rendered and consist mainly of fees received for segregated fund asset management, group contract administrative services and assistance services as well as commissions on mutual fund sales. Other income also includes fees related to reinsurance treaties.

#### **OTHER PROVISIONS**

Provisions, other than those related to insurance liabilities, are liabilities of uncertain timing or amount. A provision is recognized when the Company has an obligation (legal or constructive) as a result of a past event, the settlement of which should result in an outflow of resources embodying economic benefits, and when a reliable estimate can be made of the amount of the obligation. The amount of the obligation is discounted where the effect of the time value of money is material.

Provisions are based on management's best estimate of the amounts required to settle the obligation on the reporting date, taking into account relevant risks and uncertainties. As these estimates are forward-looking in nature, management must use its judgment to forecast the timing and amount of future cash flows. Actual results may differ materially from these forecasts.

Charges to and reversals of provisions are recognized in the Consolidated Statement of Net Income under the items corresponding to the nature of the expenditures covered.

#### **INCOME TAXES**

The income tax expense represents the aggregate of the current income tax expense and deferred tax expense. The calculation of this expense is based on the expected tax treatment of the transactions. To determine the current and deferred portions of income taxes, the Company's management must make judgments to establish the

assumptions concerning the dates on which deferred income tax assets and liabilities will be reversed. Significant judgment must be used to interpret the relevant tax legislation in order to determine the income tax expense. If the Company's interpretation differs from that of the taxation authorities or if the reversal dates do not correspond with the forecasted dates, the provision for income taxes may increase or decrease in subsequent years.

Current and deferred income taxes related to items recorded directly in equity are recognized in equity and not in the Consolidated Statement of Net income.

#### a) Current income taxes

Current income tax assets and liabilities for the current year and prior years are measured using the amount that is expected to be recovered from or paid to the taxation authorities. Tax rates and tax laws applied to determine these amounts are those that have been enacted or substantively enacted at the reporting date.

#### b) Deferred income taxes

Deferred taxes are recognized using the liability method for all temporary differences existing at the reporting date between the tax basis of assets and liabilities and their carrying amount in the Consolidated Balance Sheet.

Deferred tax liabilities are recognized for all taxable temporary differences, except in the following cases:

- i) When the deferred tax liability arises from the initial recognition of goodwill or the initial recognition of an asset or liability in a transaction which is not a business combination and which, at the time of the transaction, affects neither accounting profit nor taxable profit (or tax loss); and
- ii) For taxable temporary differences associated with investments in subsidiaries, when the date at which the temporary difference reverses can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognized for all deductible temporary differences as well as all tax loss carryforwards and unused tax credits, to the extent that it is probable that a taxable profit will be available against which these deductible temporary differences, tax loss carryforwards and unused tax credits can be utilized, except in the following cases:

- i) When the deferred tax asset associated with the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction which is not a business combination and which, when it occurs, affects neither accounting profit nor taxable profit (or tax loss); and
- ii) For deductible temporary differences associated with investments in subsidiaries, associates and joint ventures. Deferred tax assets are recognized only to the extent that it is probable that the temporary difference will reverse in the foreseeable future and that a taxable profit will be available against which the temporary difference can be utilized.

The carrying amount of a deferred tax asset is reviewed at each reporting date and reduced to the extent that it seems no longer probable that sufficient taxable profit will be available to allow the benefit of part or all of these assets to be utilized. Unrecognized deferred tax assets are re-estimated at each reporting date and are recognized to the extent that it becomes probable that a future taxable profit will be available to recover them.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply during the period when the assets are realized or the liabilities are settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to set off current tax assets against current tax liabilities, and if these deferred taxes relate to the same taxable entity and the same taxation authority.

#### **EMPLOYEE BENEFITS**

#### a) Short-term benefits

Short-term benefits include salaries and commissions, social security contributions and certain bonuses payable within 12 months after the reporting date. An expense is recorded for these benefits in the period during which the services giving right to them were rendered.

#### b) Post-employment benefits

#### Pension and post-retirement benefit plans

The Company offers to a majority of its employees a defined benefit pension plan and a defined benefit supplemental pension plan. In addition, it offers a post-retirement benefit plan that provides medical, dental and life insurance to retiring employees and their dependents.

The cost of these plans is recognized in the Consolidated Statement of Net Income and includes current service cost, past service cost and net interest on net defined benefit plan liabilities. Past service cost resulting from a plan amendment or curtailment is immediately recognized in the Consolidated Statement of Net Income.

Remeasurements of net defined benefit plan liabilities are recognized in items of other comprehensive income that will not be reclassified subsequently to the Consolidated Statement of Net Income and are immediately reclassified to retained earnings. Remeasurements of net defined benefit plan liabilities include actuarial gains and losses and the difference between the actual return on plan assets and the interest income generated by such assets, which is recognized in the Consolidated Statement of Net Income. Actuarial gains and losses result from changes in actuarial assumptions used to determine the defined benefit plan obligation and experience gains and losses on such obligation.

Net defined benefit plan assets or liabilities are equal to the present value of the plan's obligation, calculated using the projected unit credit method, less the fair value of plan assets. The value of any defined benefit plan asset is, when appropriate, limited to the present value of any economic benefits available in the form of refunds from the plans or reductions in future contributions to the pension plans.

### NOTE 2 BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **EMPLOYEE BENEFITS (CONTINUED)**

#### b) Post-employment benefits (continued)

Net pension plan and other post-retirement benefit plan liabilities are recognized under "Net defined benefit plan liabilities" in the Consolidated Balance Sheet.

The Company participates in defined benefit group pension plans whose risks are shared by entities under common control. The Company's share in the cost recognized and the net liabilities for the defined benefit group pension plans of Desjardins Group is mainly determined based on the funding rules described in the plan's by-laws. The main Desjardins Group pension plan is funded by both employee and employer contributions, which are based on the financial position and the funding policy of the plan. Employers' contributions are determined using a percentage of the assessable payroll for their employees participating in the plan.

The Company's share in the cost of the group other post-retirement benefit plans of Desjardins Group is determined based on the number of active insureds of the Company compared to the total number of active insureds for Desjardins Group as a whole.

#### **SEGREGATED FUNDS**

Certain insurance contracts allow contract holders to invest in segregated funds held by the Company for their benefit. All risks and rewards of ownership of these investments accrue to the contract holders, even though these investments are held by the Company. Accordingly, the net assets and liabilities of segregated funds are presented on a separate line in the Consolidated Balance Sheet. Investments are measured and recognized at fair value at the reporting date, which is determined using the methods prescribed for financial instruments. In addition, if a segregated fund controls a mutual fund in which it has invested, such mutual fund is consolidated in the segregated fund net assets. A liability corresponding to contract holders' rights to the segregated fund net assets is also recognized separately.

The Company's variable annuity contracts offered through segregated funds have minimal guarantees for death benefits, maturity value and withdrawals during the payout period. The liabilities associated with these guarantees is recognized under "Actuarial liabilities".

The Company earns income from segregated fund management fees. This income is recognized under "Other income" in the Consolidated Statement of Net Income. Investment income earned and expenses incurred by the segregated funds are not presented separately in the Consolidated Statement of Net Income; however, they increase or decrease segregated fund net assets and liabilities.

#### **OPERATING LEASES**

Leases that do not transfer substantially all the risks and rewards incidental to ownership of an asset are classified as operating leases.

When the Company is the lessor, lease income from operating leases is recognized on a straight-line basis over the lease term. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognized over the lease term on the same basis as the lease income. Contingent rent is recognized in the Consolidated Statement of Net Income for the year during which it is earned.

When the Company is the lessee, lease payments made under operating leases are recognized as an expense on a straight-line basis until the lease expires.

### FUTURE ACCOUNTING CHANGES

Accounting standards issued but not yet effective as at December 31, 2015 are presented below. Regulatory authorities have stated that early adoption of these standards will not be permitted, unless they indicate otherwise.

#### Date of application: January 1, 2018

#### IFRS 15, "Revenue from Contracts with Customers"

In May 2014, the IASB issued IFRS 15, "Revenue from Contracts with Customers", which introduces a single, comprehensive revenue recognition model for all contracts with customers other than those that are within the scope of other standards, such as insurance contracts and financial instruments. IFRS 15 therefore supersedes the two main revenue recognition standards, IAS 18, "Revenue", and IAS 11, "Construction Contracts", as well as related interpretations. The core principle of this new standard is that revenue recognition should depict the transfer of goods or services in an amount that reflects the consideration received or expected to be received in exchange for these goods or services. The new standard also provides more guidance on certain types of transactions and will result in an increase in disclosures related to revenue.

In September 2015, the IASB issued an amendment to IFRS 15 to postpone its effective date to January 1, 2018.

The Company is currently assessing the impact of adopting this standard.

#### Date of application: January 1, 2018

#### IFRS 9 "Financial Instruments"

In July 2014, the IASB issued the complete and final version of IFRS 9, "Financial Instruments", which will replace IAS 39, "Financial Instruments: Recognition and Measurement". IFRS 9 includes the requirements for the classification and measurement of financial assets and liabilities and impairment of financial assets as well as the general requirements for hedge accounting.

IFRS 9 sets out a new classification and measurement model for financial assets to determine whether a financial asset should be classified as measured at amortized cost, at fair value through profit or loss or at fair value through other comprehensive income. This model is based on the contractual cash flow characteristics of the financial asset and the business model under which the financial asset is held. For the classification and measurement of financial liabilities, the new standard essentially carries forward the current requirements of IAS 39.

The standard also introduces a single financial asset impairment model requiring the recognition of expected credit losses instead of incurred losses, as the current impairment model requires. The model provides for the recognition of the 12-month expected credit losses from the date of initial recognition of a financial asset, and then the recognition of the lifetime expected credit losses if the credit risk on the relevant financial instrument has increased significantly since initial recognition.

Finally, IFRS 9 sets out a new hedge accounting model to align hedge accounting more closely with risk management activities. However, the standard permits the continued application of the hedge accounting requirements of IAS 39 instead of adopting the provisions of IFRS 9. The Company will have to adopt retrospectively IFRS 9 as at January 1, 2018. However, the restatement of comparative periods is not mandatory. The adoption of IFRS 9 is a major initiative for the Company, which developed an organization-wide project based on a formal governance structure and a structured implementation plan. The Company is currently assessing the impact of adopting IFRS 9.

### NOTE 3 INVESTMENTS

#### A) VALUE OF INVESTMENTS

		December 31, 2015					
		value through ofit or loss					
	Held fo tradin	··		Loans and receiv- ables	Other	Consoli- dated Balance Sheet total	
Cash and money market securities	\$ 0.	2 \$ 174.3	\$ 235.8	\$ 86.6	\$ —	\$ 496.9	
Bonds							
Government	428.	3 7,407.8	2,011.6	_	_	9,847.7	
Corporate	69.	7 3,128.8	465.5	—	—	3,664.0	
	498.	0 10,536.6	2,477.1	_	_	13,511.7	
Mortgage and business loans							
Residential	-		—	1,921.4	—	1,921.4	
Commercial	-		_	947.4	_	947.4	
	-		_	2,868.8	—	2,868.8	
Shares	-	- 1,143.8	961.6	—	—	2,105.4	
Contract loans	-	- —	—	187.9	_	187.9	
Investment property	-		_	—	1,761.0	1,761.0	
Investments accounted for using the equity method	-		_	—	285.4	285.4	
Securities borrowed or purchased under reverse repurchase agreements	-		_	454.0	—	454.0	
Derivative financial instruments	324.	6 —		_	_	324.6	
Other loans and investments							
Investments in segregated funds	-		28.0	_	_	28.0	
Finance lease receivables	-			3.2	_	3.2	
	\$ 822.	8 \$11,854.7	\$ 3,702.5	\$3,600.5	\$2,046.4	\$22,026.9	

### NOTE 3 INVESTMENTS (CONTINUED)

#### A) VALUE OF INVESTMENTS (CONTINUED)

	December 31, 2014						
		At fair value through profit or loss					
	Held for trading	Designated as at fair value through profit or loss	Available for sale	Loans and receivables	Other	Consoli- dated Balance Sheet total	
Cash and money market securities	\$ 0.1	\$ 223.8	\$ 333.8	\$ 108.1	\$ —	\$ 665.8	
Bonds							
Government	278.3	6,522.6	1,727.5	_		8,528.4	
Corporate	—	2,813.4	408.9	—	—	3,222.3	
	278.3	9,336.0	2,136.4	—	_	11,750.7	
Mortgage and business loans							
Residential	—	—	_	1,988.4	_	1,988.4	
Commercial	—	_	_	905.7	_	905.7	
	—	_	_	2,894.1	_	2,894.1	
Shares	—	865.1	890.3	—	—	1,755.4	
Contract loans	—	—	—	110.1	—	110.1	
Investment property	—	—	—	—	1,534.2	1,534.2	
Investments accounted for using the equity method	—	—	—	—	329.3	329.3	
Securities borrowed or purchased under reverse repurchase agreements	—	—	—	589.0	—	589.0	
Derivative financial instruments	227.0	—	—	—		227.0	
Other loans and investments							
Immigrant investor loans	—	—	—	28.1	—	28.1	
Investments in segregated funds	—	—	26.9	_	—	26.9	
Finance lease receivables			_	17.5	—	17.5	
	\$ 505.4	\$10,424.9	\$ 3,387.4	\$ 3,746.9	\$ 1,863.5	\$ 19,928.1	

Government bonds and bonds rated A or higher represent 85.3% (85.9% as at December 31, 2014) of the bond portfolio.

	December 31, 2015	December 31, 2014
Government	\$ 9,847.7	\$ 8,528.4
AAA	94.4	158.7
AA	413.1	261.2
A	1,173.4	1,145.9
BBB	1,862.0	1,521.2
BB and lower	121.1	135.3
	\$13,511.7	\$ 11,750.7

As at December 31, the carrying amount of bonds, mortgage and business loans, as well as immigrant investor loans by contractual term to maturity is as follows:

	2015				
	Bonds	Mortgage and business loans	Bonds	Mortgage and business loans	Immigrant investor Ioans
1 year or less	\$ 468.5	\$ 125.3	\$ 129.2	\$ 136.4	\$ 28.1
Over 1 to 5 years	1,871.5	1,008.6	1,234.8	1,062.6	_
Over 5 to 10 years	2,765.9	570.0	2,260.0	623.5	_
Over 10 years	8,405.8	1,164.9	8,126.7	1,071.6	_
Total	\$13,511.7	\$2,868.8	\$ 11,750.7	\$ 2,894.1	\$ 28.1

The weighted average effective interest rate is 3.9% for bonds (4.3% as at December 31, 2014), 4.8% for mortgage and business loans (4.9% as at December 31, 2014) and 3.9% for immigrant investor loans as at December 31, 2014.

#### **B) ALLOWANCES FOR INVESTMENTS**

Allowances for non-performing investments

Non-performing investments amount to \$1.6M (\$2.2M as at December 31, 2014) and allowances of \$1.6M (\$2.1M as at December 31, 2014) have been set up for such investments.

#### C) INVESTMENT PROPERTY

The following table shows changes in investment property.

	2015	2014
Balance at beginning	\$1,534.2	\$ 1,407.8
Additions	155.2	176.0
Disposals	(8.4)	(65.7)
Change in fair value	82.2	11.2
Change in lease incentives	2.1	1.4
Transfers from (into) fixed assets and other	(4.3)	3.5
Balance at end	\$ 1,761.0	\$ 1,534.2

For the year ended December 31, 2015, rental income from investment property amounted to \$197.9M (\$175.3M in 2014). Amounts recognized in net income as operating expenses for property that generated rental income during the period totalled \$105.7M (\$95.8M in 2014).

As at December 31, 2015 and 2014, no amount was included in the buildings balance for costs related to buildings under construction.

As at December 31, 2015, the Company had commitments of \$5.3M (\$4.6M as at December 31, 2014) related to the improvement of investment property.

### NOTE 3 **INVESTMENTS (CONTINUED)**

#### D) NET INVESTMENT INCOME

		2(	015			2014					
	At fair value through profit or loss <sup>1</sup>	Available for sale	Other	Total	At fair value through profit or loss <sup>2</sup>	Available for sale	Other	Total			
Cash and money market securities	\$ 4.0	\$ 1.0	\$ 1.2	\$ 6.2	\$ 2.5	\$ 1.2	\$ 0.8	\$ 4.5			
Bonds											
Interest	371.7	75.9	_	447.6	343.9	75.9	—	419.8			
Gains (losses)	82.5	67.1	—	149.6	1,162.7	31.0	—	1,193.7			
Mortgage and business loans	—	_	139.5	139.5	-	—	152.1	152.1			
Shares											
Dividends	26.4	21.7	_	48.1	22.3	19.2	_	41.5			
Gains (losses)	(27.4)	68.8	_	41.4	54.4	59.1	_	113.5			
Impairment loss	—	(37.2)	_	(37.2)	-	(18.6)	_	(18.6)			
Contract loans	—	_	12.4	12.4	-	_	7.1	7.1			
Investment property <sup>3</sup>	—	_	172.7	172.7	-	_	87.6	87.6			
Share of profit or loss of investments accounted for using the equity method	_	_	43.0	43.0	_	_	31.5	31.5			
Securities lending	_	_	(5.5)	(5.5)	-	_	(4.8)	(4.8)			
Derivative financial instruments	32.2	_	_	32.2	188.0	_	_	188.0			
Other loans and investments	_	0.5	0.3	0.8	-	2.6	4.3	6.9			
Investment management fees	_	_	(29.3)	(29.3)	-	_	(29.5)	(29.5)			
Exchange differences recognized in net income, except those arising from the fair value measurement of financial instruments through profit or loss	_	(0.7)	3.5	2.8	_	0.1	(1.5)	(1.4)			
Total net investment income	\$ 489.4	\$ 197.1	\$ 337.8	\$1,024.3	\$ 1,773.8	\$ 170.5	\$ 247.6	\$ 2,191.9			

<sup>1</sup> Includes gains and losses of \$(5.6)M on assets held for trading and gains and losses of \$54.5M on assets designated as at fair value through profit or loss. <sup>2</sup> Includes gains and losses of \$172.2M on assets held for trading and gains and losses of \$1,205.1M on assets designated as at fair value through profit or loss.

<sup>3</sup> Investment property income is presented net of operating expenses, including the amortization of certain costs.

	2015	2014
Net investment income excluding the item below	\$ 841.5	\$ 801.6
Change in fair value set off against actuarial liabilities	182.8	1,390.3
Total net investment income	\$1,024.3	\$ 2,191.9

#### E) FINANCIAL ASSETS TRANSFERRED BUT NOT DERECOGNIZED

As part of transactions involving securities lent or sold under repurchase agreements, the Company transfers financial assets under terms and conditions providing for their future repurchase. These financial assets remain recognized in the Consolidated Balance Sheet as the Company retains substantially all the risks and rewards related to these assets.

The carrying amount of such financial assets transferred and related liabilities recognized in the Consolidated Balance Sheet was \$758.1M and \$753.7M, respectively (\$641.5M and \$654.6M as at December 31, 2014), and their fair value was equal to that amount.

### NOTE 4 INTERESTS IN OTHER ENTITIES

#### **SUBSIDIARIES**

The main subsidiaries included in the Company's scope of consolidation have been incorporated in Canada and their principal place of business is in this country.

The following table presents the nature of the operations of these subsidiaries and the proportion of ownership interests held by the Company in each of them.

Name of subsidiary	Nature of operations	As at December 31, 2015 <sup>1, 2</sup>
Desjardins Financial Security Investments Inc.	Mutual fund and life and health insurance brokerage	100%
Sigma Assistel Inc.	Assistance services	100%
Ducani SEC	Commercial buildings	100%
9188-4247 Québec Inc.	Emphyteutic lease for land	100%
Laurentienne-Weloga, LP	Real estate development and holdings	65%

<sup>1</sup> Also represents the proportion of voting rights held by the Company.

<sup>2</sup> No changes in the percentages occurred during the years ended December 31, 2015 and 2014.

#### JOINT OPERATION

During 2015, the Company entered into a joint arrangement with Fonds Immobilier Cogir 1 to invest in undivided co-ownership in commercial buildings in the province of Quebec. This joint arrangement is a joint operation, giving the joint operators rights to the assets and obligations for the liabilities based on their ownership interests, and the Company has an ownership interest of 80% in the arrangement. All decisions about the relevant activities require the unanimous consent of the joint operators. The joint operation has been incorporated in Canada and its principal place of business is in this country. It is the only joint operation in which the Company holds an interest.

#### **JOINT VENTURE**

RPADS LP, an entity that acquires and develops real estate portfolios, is the Company's most material joint venture. RPADS was incorporated in Canada, where its principal place of business is located. Primus Immobilia, LP and 101 St. Clair SEC are real estate management and investment companies and are also incorporated and based in Canada.

On June 1, 2015, the Company sold 37.375% of its A units in RPADS, LP, and its interest was reduced form 80.0% to 50.1%.

The following tables present summarized financial information about these joint ventures, namely the amounts included in their IFRS financial statements adjusted to reflect adjustments made by the Company when using the equity method, such as fair value adjustments made at the time of acquisition and adjustments for differences in accounting policies.

	2015				2014				
		Primus				Primus			
	RPADS	Immobilia	101 St. Clair <sup>3</sup>	Total	RPADS	Immobilia	Total		
Percentage ownership interest	50%	85%	60%		80%	85%			
Assets	\$ 459.7	\$ 30.0	\$ 61.9	\$ 551.6	\$ 409.2	\$ 25.4	\$ 434.6		
Liabilities <sup>1</sup>	64.5	0.7	4.4	69.6	49.5	1.0	50.5		
Equity	395.2	29.3	57.5	482.0	359.7	24.4	384.1		
Interest in the joint venture <sup>2</sup>	\$ 198.0	\$ 24.9	\$ 34.5	\$ 257.4	\$ 287.8	\$ 20.7	\$ 308.5		

<sup>1</sup> Consisting primarily of long-term debt.

<sup>2</sup> Represents the carrying amount of the interest in the joint venture presented in the Consolidated Balance Sheet.

<sup>3</sup> 101 St. Clair was acquired in 2015.

For the years ended	December 31, 2015						December 31, 2014					
	Primus					Primus						
	RPADS	Ir	nmobilia	10	1 St. Clair <sup>3</sup>		Total	RPADS		Immobilia		Total
Income	\$ 83.9	\$	6.7	\$	_	\$	90.6	\$ 68.4	\$	3.8	\$	72.2
Operating and other expenses	37.2		1.0		_		38.2	35.5		1.4		36.9
Net income and comprehensive income												
for the year	\$ 46.7	\$	5.7	\$	_	\$	52.4	\$ 32.9	\$	2.4	\$	35.3

## NOTE 4 INTERESTS IN OTHER ENTITIES (CONTINUED)

#### UNCONSOLIDATED STRUCTURED ENTITIES

The Company holds interests in mutual fund units. Even though it holds, in certain cases, a significant exposure to or has the right to a significant share of variable returns as a result of the units held in these funds, these units do not give the Company power over the relevant activities of these funds. Accordingly, the Company does not control these funds, which are considered unconsolidated structured entities.

Investments are made pursuant to a diversified investment policy, and the nature of the operations of these mutual funds and their characteristics are comparable to those that are found under normal market terms for these types of funds. The Company's maximum exposure to loss from its interests in these mutual funds is limited to the value of the investments in such funds.

### NOTE 5 DERIVATIVE FINANCIAL INSTRUMENTS AND HEDGING ACTIVITIES

The Company uses derivative financial instruments primarily to manage the matching of assets and liabilities, to protect itself against market, interest rate and foreign exchange rate fluctuations and to reduce the market risk associated with the sale of certain products. These instruments may also be used by the Company to obtain a desired exposure to the underlying position for the contracts, such as stock market exposure, and to express certain market views.

These derivative financial instruments, which are limited to contracts in the form of swaps, forwards, futures and call or put options, are used by the Company to manage risks within the constraints imposed by the general investment policy, the general policy on derivative instruments, the matching policy, the liquidity policy and by the maximum amount of acceptable risk it is allowed to manage.

The use of interest rate contracts to manage matching allows the Company to control its exposure to interest rate fluctuations while making it possible to realign its business segments and achieve optimum long-term returns within well-defined parameters.

The Company uses credit risk contracts to gain exposure to corporate credit, as part of its asset and liability matching strategy.

The Company uses foreign exchange contracts to manage the foreign exchange risk associated with its investments denominated in foreign currencies. Some of these contracts are designated as hedging items.

Total return swaps are also used to reduce the risk of fluctuations associated with specific policyholder liabilities.

Stock index futures are used in a hedging strategy to offset the market risk associated with the Company's segregated funds.

The following tables present the notional amount, fair value and credit risk of the Company's derivative financial instruments as at December 31, 2015 and 2014. Fair value, which has been estimated and compared with prices received from counterparties, includes accrued income.

					2015			
		Notion	al amount		Fair	value		Risk
	Under 1 year	1 to 5 years	Over 5 years	Total	Positive	Total	Credit risk equivalent <sup>1</sup>	weighted amount <sup>2</sup>
Held for trading								
Interest rate contracts	\$ 183.4	\$ 885.0	\$2,648.0	\$ 3,716.4	\$ 301.8	\$ 247.7	\$ 346.0	\$ 69.2
Credit risk contracts	13.9	622.8	_	636.7	3.6	3.6	3.6	0.7
Foreign exchange contracts	650.2	80.4	_	730.6	31.0	(8.8)	41.4	8.3
Total return swaps	9.7	22.1	2.1	33.9	1.8	0.8	4.4	0.9
Stock index and currency futures	860.7	—	_	860.7	_	_	—	_
	1,717.9	1,610.3	2,650.1	5,978.3	338.2	243.3	395.4	79.1
Designated as at fair value hedging items								
Foreign exchange contracts	—	—	_	—	_	_	—	—
Subtotal, including accrued interest	1,717.9	1,610.3	2,650.1	5,978.3	338.2	243.3	395.4	79.1
Less accrued interest	_	_	_	_	13.6	8.3	—	—
Total	\$ 1,717.9	\$ 1,610.3	\$ 2,650.1	\$5,978.3	\$ 324.6	\$ 235.0	\$ 395.4	\$ 79.1

<sup>1</sup> The credit risk equivalent is the sum of the replacement cost and the future credit exposure. Replacement cost refers to the current replacement cost of all contracts with a positive fair value. The future credit exposure is an estimate of the potential increase in replacement cost over the remaining term of the contracts, as calculated using a formula established by the *Autorité des marchés financiers* (AMF).

<sup>2</sup> The risk related to the creditworthiness of the counterparty calculated at the rates prescribed by the AMF.

					2014			
		Notiona	al amount		Fair	value		
	Under 1 year	1 to 5 years	Over 5 years	Total	Positive	Total	Credit risk equivalent <sup>2</sup>	Risk weighted amount <sup>3</sup>
Held for trading								
Interest rate contracts	\$ 153.4	\$ 994.0	\$ 2,343.0	\$ 3,490.4	\$ 213.8	\$ 158.7	\$ 254.0	\$ 50.8
Credit risk contracts	_	562.6	_	562.6	9.2	9.2	9.2	1.8
Foreign exchange contracts	604.0	_	_	604.0	9.8	(1.6)	15.9	3.2
Total return swaps	4.6	24.2	_	28.8	4.0	3.6	6.2	1.2
Stock index and currency futures	599.3	_	_	599.3	_	_	—	—
	1,361.3	1,580.8	2,343.0	5,285.1	236.8	169.9	285.3	57.0
Designated as at fair value hedging items								
Foreign exchange contracts <sup>1</sup>	_	_	_	_	_	_	_	_
Subtotal, including accrued interest	1,361.3	1,580.8	2,343.0	5,285.1	236.8	169.9	285.3	57.0
Less accrued interest	_	_	_	_	9.8	6.5	—	—
Total	\$ 1,361.3	\$ 1,580.8	\$ 2,343.0	\$ 5,285.1	\$ 227.0	\$ 163.4	\$ 285.3	\$ 57.0

<sup>1</sup> For the year ended December 31, 2014, a net gain of \$0.4M related to fair value hedging activities was recognized under "Net investment income". This gain corresponded to a loss on hedging instruments of \$1.0M and a gain on hedged items of \$1.4M.

<sup>2</sup> The credit risk equivalent is the sum of the replacement cost and the future credit exposure. Replacement cost refers to the current replacement cost of all contracts with a positive fair value. The future credit exposure is an estimate of the potential increase in replacement cost over the remaining term of the contracts, as calculated using a formula established by the AMF.

<sup>3</sup> The risk related to the creditworthiness of the counterparty calculated at the rates prescribed by the AMF.

# NOTE 6 FAIR VALUE MEASUREMENT

The Company measures certain financial and non-financial instruments at fair value.

The fair value is based on market prices when available. When there is no market to trade a financial or non-financial instrument, the Company uses the valuation techniques described in Note 2.

For each asset and liability category, the Company classifies the fair value measurements using a three-level hierarchy that reflects the significance of the inputs used in making the measurements.

- Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: Inputs other than the quoted prices used in Level 1 that are observable, either directly or indirectly, for the assets or liabilities. This level includes financial instruments whose fair value was established primarily using valuation techniques that are based on observable inputs or inputs that can be corroborated by observable inputs.
- Level 3: Inputs related to assets or liabilities that are not based on observable market inputs. This level includes financial assets and liabilities whose fair value was established using valuation techniques based on estimates made by the Company.

Observable inputs are derived from independent sources. Unobservable inputs represent the Company's management's best estimates as to the assumptions that would be used by market participants to determine the fair value of financial assets and liabilities as at December 31, 2015.

Fair value measurements are categorized based on the lowest level input that is significant to the entire fair value measurement.

# NOTE 6 FAIR VALUE MEASUREMENT (CONTINUED)

## HIERARCHY OF FINANCIAL INSTRUMENTS MEASURED AT FAIR VALUE

The following tables present the hierarchy for assets and liabilities measured at fair value in the Consolidated Balance Sheet as at December 31.

		2	015		2014				
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total	
FINANCIAL ASSETS									
Money market securities	\$ —	\$ 235.8	\$ —	\$ 235.8	\$ 4.7	\$ 329.1	\$ —	\$ 333.8	
Bonds									
Government	1,993.9	13.3	_	2,007.2	1,717.3	5.6	_	1,722.9	
Corporate	_	359.6	105.9	465.5	-	302.2	106.7	408.9	
Shares	770.5	190.5	0.2	961.2	703.8	186.0	_	889.8	
Other loans and investments	28.0	—	_	28.0	26.9	_	_	26.9	
Available for sale	2,792.4	799.2	106.1	3,697.7	2,452.7	822.9	106.7	3,382.3	
Money market securities		0.2	—	0.2	-	0.1	_	0.1	
Bonds									
Government	428.3	—	_	428.3	278.3	_	_	278.3	
Corporate	_	69.7	_	69.7	-	_	_	_	
Derivative financial instruments		324.6	_	324.6	-	227.0		227.0	
Held for trading	428.3	394.5	_	822.8	278.3	227.0	_	505.4	
Money market securities	20.9	153.4	—	174.3	19.2	204.6	_	223.8	
Bonds									
Government	7,033.3	374.5		7,407.8	6,295.7	226.9		6,522.6	
Corporate		2,013.5	1,115.3	3,128.8	-	1,891.1	922.3	2,813.4	
Shares	861.3	207.8	74.7	1,143.8	725.6	111.6	27.9	865.1	
Designated as at fair value through profit or loss	7,915.5	2,749.2	1,190.0	11,854.7	7,040.5	2,434.2	950.2	10,424.9	
Investment property		_	1,761.0	1,761.0	_	_	1,534.2	1,534.2	
Total	\$ 11,136.2	\$3,942.9	\$ 3,057.1	\$18,136.2	\$ 9,771.5	\$ 3,484.2	\$ 2,591.1	\$15,846.8	
FINANCIAL LIABILITIES									
Derivative financial instruments	\$ —	\$ 89.6	\$ —	\$89.6	\$	\$ 63.6	\$	\$ 63.6	
Other liabilities									
Securities sold short	304.2	_	_	304.2	348.3	_	_	348.3	
Held for trading	\$ 304.2	\$ 89.6	\$ —	\$ 393.8	\$ 348.3	\$ 63.6	\$ —	\$ 411.9	

According to the Company's policy, transfers between fair value hierarchy levels are made at the reporting date.

No transfers were made between Level 1 and Level 2 of the hierarchy in 2015 and 2014.

The carrying amount of certain financial instruments represents a reasonable approximation of fair value due to their short-term maturity and other characteristics. These financial instruments include the following: "Cash", "Contract loans", "Securities borrowed or purchased under reverse repurchase agreements", some items included in "Other assets", "Commitments related to securities lent or sold under repurchase agreements", some items included in "Other liabilities" and "Preferred share liabilities".

### HIERARCHY OF FINANCIAL INSTRUMENTS WHOSE CARRYING AMOUNT DOES NOT EQUAL FAIR VALUE

The following table presents, by hierarchy level, financial instruments whose carrying amount does not equal fair value.

	201	5	201	4
	Fair valu Carrying amount (Level 3		Carrying amount	Fair Value (Level 3)
Assets				
Mortgage and business loans				
Residential	\$ 1,921.4	\$ 2,118.5	\$ 1,988.4	\$ 2,182.8
Commercial	947.4	1,037.0	905.7	990.3
Other loans and investments				
Immigrant investor loans	_	_	28.1	28.1
Total	2,868.8	3,155.5	2,922.2	3,201.2
Liabilities				
Investment contract liabilities	73.3	76.9	43.6	47.8
Other liabilities				
Long-term debt	24.2	23.7	35.2	35.3
Total	\$ 97.5	\$ 100.6	\$ 78.8	\$ 83.1

## FAIR VALUE OF ASSETS AND LIABILITIES CATEGORIZED WITHIN LEVEL 3

#### Valuation process for assets categorized within Level 3

The Company has implemented various key controls and procedures to ensure that assets categorized within Level 3 are appropriately and reliably measured. The financial governance framework provides for independent monitoring and segregation of duties in that respect.

For mortgage bonds, the Company developed a list of parameters based on comparable inputs that is reviewed annually and adjusted based on market trends. Tests are performed quarterly to ensure that the rates used by the system are consistent with this list and evolve reasonably.

The fair value of investment property is determined by independent real estate appraisers who use the normalized net income direct discounting and cash flow discounting techniques, which are accepted methods that comply with valuation standards in the real estate industry. These valuation methods are described in detail in Note 2f). The fair values established are generally compared with those for recent market transactions to assess their reasonableness. Investment property is used in its highest and best use (i.e., in a manner that maximizes its value).

#### Sensitivity of assets categorized within Level 3

The Company performs sensitivity analyses to measure the fair value of assets categorized within Level 3. Changing unobservable inputs to one or more reasonably possible alternative assumptions does not significantly change the fair value of assets categorized within Level 3.

# NOTE 6 FAIR VALUE MEASUREMENT (CONTINUED)

# FAIR VALUE OF ASSETS AND LIABILITIES CATEGORIZED WITHIN LEVEL 3 (CONTINUED)

Valuation techniques and inputs used to measure the fair value of assets categorized within Level 3

The following tables present the main valuation techniques and the inputs used to measure the fair value of assets categorized within Level 3.

			2015	
	Fair value	Main valuation techniques	Unobservable inputs	Input value ranges
Assets				
			Credit spread <sup>A, B</sup>	0 bp to 300 bp
Mortgage bonds	\$ 1,220.8	Discounted cash flows	Comparable inputs <sup>A, B</sup>	0 bp to 520 bp
Corporate bonds	0.4	Brokers' quotes	Brokers' inputs	1
Shares	74.9	Adjusted net value of the assets valued by the fund administrator	Adjusted net value of the assets valued by the fund administrator	N/A
		Discounted cash flows	Discount and capitalization rates <sup>A</sup>	5.75% to 9.00%
Investment property	1,761.0	Normalized net income direct discounting	Direct capitalization rate <sup>A</sup>	4.50%
Total assets	\$ 3,057.1			

<sup>1</sup> Due to the nature of this type of investment, no input value range is presented.

			2014	
	Fair			
	value	Main valuation techniques	Unobservable inputs	Input value ranges
Assets				
			Credit spread <sup>A, B</sup>	0 bp to 300 bp
Mortgage bonds	\$ 1,028.6	Discounted cash flows	Comparable inputs <sup>A, B</sup>	0 bp to 520 bp
Corporate bonds	0.4	Brokers' quotes	Brokers' inputs	1
		Adjusted net value of the assets valued	Adjusted net value of the assets valued	
Shares	27.9	by the fund administrator	by the fund administrator	N/A
		Discounted cash flows	Discount and capitalization rates <sup>A</sup>	5.80% to 9.00%
Investment property	1,534.2	Normalized net income direct discounting	Direct capitalization rate <sup>A</sup>	4.50%
Total assets	\$ 2,591.1			

<sup>1</sup> Due to the nature of this type of investment, no input value range is presented.

Fair value sensitivity to change in unobservable inputs

An increase (decrease) in this unobservable input, taken individually, generally results in a decrease (increase) in fair value.

<sup>®</sup> There is no predictable relationship between this input and other material unobservable inputs.

## Changes in fair value of assets categorized within Level 3

The following table presents the changes in fair value of assets categorized within Level 3 of the hierarchy, namely assets whose fair value is determined using valuation techniques not based mainly on observable market inputs.

	Ava	ilable-fo	or-sal	e assets			 Assets de thr	esignate ough pr			value		
		rporate onds	m	rporate ortgage oonds	s	hares	rporate oonds	Corpo mort bor	gage	S	hares	Investment property	Total
Balance as at December 31, 2013	\$	0.4	\$	103.2	\$		\$ 15.2	\$ 878	3.8	\$	8.8	\$ 1,407.8	\$ 2,414.2
Unrealized gains (losses) recognized in profit or loss <sup>1</sup>		_		_		_	0.4	3,	1.7		0.1	11.2	46.4
Unrealized gains (losses) recognized in other comprehensive income <sup>2</sup>		_		5.6		_	_				_	_	5.6
Purchases/Issuances		—		—		—	—	7	9.7		19.5	175.9	275.1
Sales/Settlements		—		(2.5)		—	(15.6)	(70	).9)		(0.5)	(65.7)	(155.2)
Other		_		_		_	_				—	5.0	5.0
Balance as at December 31, 2014	\$	0.4	\$	106.3	\$	—	\$ —	\$ 92	2.3	\$	27.9	\$ 1,534.2	\$ 2,591.1
Realized gains (losses) recognized in profit or loss <sup>1</sup>		—		—		—	—		_		0.2	1.2	1.4
Unrealized gains (losses) recognized in profit or loss <sup>1</sup>		_		_		_	_	1.	2.4		1.6	82.2	96.2
Unrealized gains (losses) recognized in other comprehensive income <sup>2</sup>		_		1.7		_	_		_		_	_	1.7
Transfer into (out of) Level 3		—		_		0.2	_		_		0.1	_	0.3
Purchases/Issuances		—		_		—	_	238	3.0		51.3	155.2	444.5
Sales/Settlements		_		(2.5)		_	_	(5	7.4)		(6.4)	(9.6)	(75.9)
Other		_		_		—	_		_		_	(2.2)	(2.2)
Balance as at December 31, 2015	\$	0.4	\$	105.5	\$	0.2	\$ _	\$ 1,115	.3	\$	74.7	\$ 1,761.0	\$ 3,057.1

<sup>1</sup> These amounts are presented under "Net other investment income" in the Consolidated Statement of Net Income.
 <sup>2</sup> These amounts are presented under "Unrealized gains on available-for-sale assets" in the Consolidated Statement of Comprehensive Income.

# NOTE 7 OFFSETTING FINANCIAL ASSETS AND LIABILITIES

A financial asset and a financial liability must be offset in the Consolidated Balance Sheet when the Company has a legally enforceable and unconditional right to set off the amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously. The Company has a legally enforceable and unconditional right to set off a financial asset and a financial liability when such right is enforceable in the normal course of business and in the event of default, insolvency or bankruptcy.

Securities borrowed or purchased under reverse repurchase agreements and commitments related to securities lent or sold under repurchase agreements are subject to master netting agreements or similar agreements that do not meet the criteria for offsetting in the Consolidated Balance Sheet as they give a right to set off that is enforceable only in the event of default, insolvency or bankruptcy. However, when such transactions are carried out with clearing houses, the criteria for offsetting in the Consolidated Balance Sheet are met.

In addition, over-the-counter derivatives subject to the International Swaps and Derivatives Association's master netting agreements (ISDA agreements) do not meet the criteria for offsetting in the Consolidated Balance Sheet as they also give a right to set off that is enforceable only in the event of default, insolvency or bankruptcy. As part of these transactions, the Company pledges and receives assets as collateral to manage credit risk in accordance with the terms and conditions of the credit support annex.

Exchange-traded derivatives are also subject to master netting agreements entered into with exchanges and clearing houses through brokers. These master netting agreements entered into through brokers do not meet the criteria for offsetting in the Consolidated Balance Sheet as they give a right to set off that is enforceable only in the normal course of business.

The following tables present information about financial assets and liabilities that are not set off in the Consolidated Balance Sheet and are subject to a master netting agreement or a similar agreement.

		Associated amou Consolidate		
December 31, 2015	Gross amounts presented in the Consolidated Balance Sheet <sup>1</sup>	Financial instruments <sup>2</sup>	Financial collateral held/pledged	Residual amounts not set off
Financial assets				
Securities borrowed or purchased under reverse repurchase agreements	\$ 454.0	\$ 386.4	\$ 67.6	\$ —
Derivative financial instruments	338.2	90.7	242.9	4.6
Other	16.3	5.2	_	11.1
Total financial assets	\$ 808.5	\$ 482.3	\$ 310.5	\$ 15.7
Financial liabilities				
Commitments related to securities lent or sold under repurchase agreements	\$ 753.7	\$ 386.4	\$ 367.3	\$ —
Derivative financial instruments	94.9	90.7	1.0	3.2
Other	11.9	5.2	6.7	_
Total financial liabilities	\$ 860.5	\$ 482.3	\$ 375.0	\$ 3.2

<sup>1</sup> The Company does not set off financial instruments.

<sup>2</sup> Carrying amount of financial assets and liabilities that are subject to a master netting agreement or similar agreement but that do not meet offsetting criteria.

		Associated amou Consolidate		
December 31, 2014	Gross amounts presented in the Consolidated Balance Sheet <sup>1</sup>	Financial instruments <sup>2</sup>	Financial collateral held/pledged	Residual amounts not set off
Financial assets				
Securities borrowed or purchased under reverse repurchase agreements	\$ 589.0	\$ 477.7	\$ 111.3	\$
Derivative financial instruments	236.8	65.1	132.9	38.8
Other	11.3	10.3	_	1.0
Total financial assets	\$ 837.1	\$ 553.1	\$ 244.2	\$ 39.8
Financial liabilities				
Commitments related to securities lent or sold under repurchase agreements	\$ 654.6	\$ 477.7	\$ 176.9	\$
Derivative financial instruments	66.9	65.1	1.8	_
Other	37.5	10.3	16.4	10.8
Total financial liabilities	\$ 759.0	\$ 553.1	\$ 195.1	\$ 10.8

<sup>1</sup> The Company does not set off financial instruments.

<sup>2</sup> Carrying amount of financial assets and liabilities that are subject to a master netting agreement or similar agreement but that do not meet offsetting criteria.

The financial collateral received and pledged presented in the above tables excludes overcollateralization and, for exchange-traded derivatives, the initial margin. Including initial margin and overcollateralization, the total value of financial collateral received for securities borrowed or purchased under reverse repurchase agreements was \$454.4M (\$592.8M as at December 31, 2014) and \$248.3M (\$132.9M as at December 31, 2014) for derivative financial instruments.

The Company pledged \$762.6M (\$647.8M as at December 31, 2014) as collateral for commitments related to securities lent or sold under repurchase agreements and \$98.2M (\$53.9M as at December 31, 2014) for derivative financial instrument liabilities.

# NOTE 8 REINSURANCE ASSETS

## **COMPOSITION OF REINSURANCE ASSETS**

	December 31, 2015	December 31, 2014
Actuarial liabilities	\$ 810.5	\$ 747.2
Provisions for benefits, dividends and experience refunds	4.5	4.3
Total reinsurance assets	\$ 815.0	\$ 751.5

Refer to Note 12 for an explanation of the main changes in actuarial assumptions.

# NOTE 9 FIXED ASSETS

Fixed assets are detailed as follows:

	December 31, 2015							
	I	Land	E	Bui	ldings		Others	Total
Cost	\$ ;	5.6	\$	1	01.1	\$	64.8	\$ 171.5
Accumulated depreciation				2	32.6		41.1	73.7
Net value	\$	5.6	\$	(	68.5	\$	23.7	\$ 97.8
					Decembe	er 31,	2014	
		Land		Bu	ildings		Others	Total
Cost	\$ 5	5.6	\$		97.5	\$	67.4	\$ 170.5
Accumulated depreciation					29.7		42.7	72.4
Net value	\$ 5	5.6	\$		67.8	\$	24.7	\$ 98.1

As at December 31, 2015 and 2014, no amount was included in the buildings balance for costs related to buildings under construction.

As at December 31, 2015 and 2014, the Company had no commitments related to the betterment of fixed assets.

# NOTE 10 OTHER ASSETS

	December 31, 2015	December 31, 2014
Premiums receivable	\$ 234.7	\$ 245.2
Accounts receivable and other	291.2	248.9
Accrued net investment income	89.7	78.3
Intangible assets	80.3	37.9
Goodwill	14.9	12.0
	\$ 710.8	\$ 622.3

# NOTE 10 OTHER ASSETS (CONTINUED)

# INTANGIBLE ASSETS AND GOODWILL

			December 31, 201	5	
		Distribution		Total intangible	
	Software	networks	Other <sup>1</sup>	assets	Goodwill
Cost	\$ 28.2	\$ 34.0	\$ 42.6	\$ 104.8	\$ 14.9
Accumulated amortization and impairment losses	13.2	9.7	1.6	24.5	—
Net value	\$ 15.0	\$ 24.3	\$ 41.0	\$ 80.3	\$ 14.9

<sup>1</sup> Amount related to the acquisition of the insurance contract portfolios related to the Canadian businesses of State Farm (Note 25).

		December 31, 2014			
	Software	Distribution networks	Total intangible assets	Goodwill	
Cost	\$ 24.6	\$ 32.1	\$ 56.7	\$ 12.0	
Accumulated amortization and impairment losses	11.1	7.7	18.8	—	
Net value	\$ 13.5	\$ 24.4	\$ 37.9	\$ 12.0	

Research and development expenses related to technology recognized under "Operating expenses" amounted to \$23.5M (\$23.2M in 2014).

# NOTE 11 SEGREGATED FUNDS

The Company gives contract holders the opportunity to invest in various types of segregated funds. The fund type depends on the composition of its investments. The following table shows the breakdown, as a percentage, of segregated fund net assets by fund type offered for the years ended December 31.

	2015	2014
Fund type		
Money market	1%	1%
Fixed income	11%	12%
Balanced	64%	61%
Equity	24%	26%
	100%	100%

# **SEGREGATED FUND NET ASSETS**

The following table presents the carrying amount of segregated fund net assets.

	December 31, 2015	December 31, 2014
Investments		
Money market securities	\$ 34.4	\$ 50.4
Bonds	471.4	536.2
Mortgage loans	_	2.6
Shares and mutual fund units	9,284.9	8,136.4
Securities borrowed or purchased under reverse repurchase		
agreements	17.8	72.6
Other assets	44.4	51.4
Commitments related to securities lent or sold under repurchase agreements	(17.8)	(73.3)
Other liabilities	(30.6)	(43.9)
Net assets held for segregated fund contract holders	9,804.5	8,732.4
Assets held for the Company	(28.0)	(26.9)
Total segregated fund net assets	\$ 9,776.5	\$ 8,705.5

### FAIR VALUE OF FINANCIAL INSTRUMENTS

Segregated fund net assets include financial instruments recognized at fair value. For each financial instrument category, the Company categorizes the fair value measurements using a three-level hierarchy that reflects the significance of the inputs used in making the measurements. A description of these hierarchy levels and guidance on inputs used in fair value measurements are presented in Note 6.

The carrying amount of certain financial instruments that mature in the next 12 months is a reasonable approximation of their fair value. These financial instruments include the following: "Other assets", "Securities borrowed or purchased under reverse repurchase agreements", "Commitments related to securities lent or sold under repurchase agreements" and "Other liabilities".

The following tables present the financial instruments included in segregated fund net assets and recognized at fair value.

		December 31, 2015			
	Level 1	Level 2	Level 3	Total	
Investments					
Money market securities	\$ 24.3	\$ 10.1	\$ —	\$ 34.4	
Bonds	265.9	205.2	0.3	471.4	
Shares and mutual fund units	4,670.6	4,606.2	8.1	9,284.9	
Total financial instruments recognized at fair value	\$ 4,960.8	\$ 4,821.5	\$ 8.4	\$ 9,790.7	

		December 31, 2014		
	Level 1	Level 2	Level 3	Total
Investments				
Money market securities	\$ 40.7	\$ 9.7	\$ —	\$ 50.4
Bonds	308.8	227.1	0.3	536.2
Mortgage loans	—	2.6	_	2.6
Shares and mutual fund units	4,694.5	3,441.9	_	8,136.4
Total financial instruments recognized at fair value	\$ 5,044.0	\$ 3,681.3	\$ 0.3	\$ 8,725.6

No transfers attributable to changes in the observability of market data were made between fair value measurement hierarchy levels during the years ended December 31, 2015 and 2014.

#### FINANCIAL ASSETS TRANSFERRED AND NOT DERECOGNIZED

As part of transactions involving securities lent or sold under repurchase agreements, the segregated funds transfer financial assets under terms and conditions providing for their future repurchase. These financial assets remain recognized in the Consolidated Balance Sheet as the segregated funds retain substantially all the risks and rewards related to these assets.

The carrying amount of such financial assets transferred and related liabilities recognized in the Consolidated Balance Sheet was \$17.8M and \$17.8M, respectively (\$72.6M and \$73.3M as at December 31, 2014), and their fair value was equal to that amount.

#### FINANCIAL ASSETS PLEDGED AND HELD AS COLLATERAL

The carrying amount of financial assets pledged as collateral for liabilities or contingent liabilities in the normal course of the segregated funds' operations amounted to \$17.8M (\$72.6M as at December 31, 2014). The fair value of the financial assets held as collateral that the segregated funds are permitted to sell or repledge in the absence of default totalled \$8.8M (\$47.6M as at December 31, 2014). As at December 31, 2015, the Company had no financial assets held as collateral that had been sold or repledged (\$2.5M as at December 31, 2014).

These financial assets were received as collateral as part of transactions involving securities borrowed or purchased under reverse repurchase agreements.

#### FINANCIAL INSTRUMENT RISKS

The Company is not exposed to the risks related to financial instruments included in the assets held for segregated fund contract holders since such holders assume the risks and obtain the benefits arising from these financial instruments.

#### **INSURANCE RISK**

For more information, refer to Note 12d), "Segregated fund risk management".

# NOTE 11 SEGREGATED FUNDS (CONTINUED)

# SEGREGATED FUND NET LIABILITIES

The following table presents the changes in segregated fund net liabilities.

	2015	2014
Balance at beginning – Net liabilities to segregated fund contract holders	\$ 8,732.4	\$ 7,284.0
Additions		
Amounts received from contract holders	1,704.8	1,887.2
Net investment income <sup>1</sup>	452.2	811.3
	2,157.0	2,698.5
Deductions		
Redemptions and withdrawals	949.1	1,123.9
Management fees	135.8	126.2
	1,084.9	1,250.1
Balance at end – Net liabilities to segregated fund		
contract holders	9,804.5	8,732.4
Liabilities to the Company	(28.0)	(26.9)
Total segregated fund net liabilities	\$ 9,776.5	\$ 8,705.5

<sup>1</sup> Includes realized and unrealized gains and losses on investments.

# NOTE 12 INSURANCE CONTRACT LIABILITIES

# A) COMPOSITION OF ACTUARIAL LIABILITIES

Actuarial liabilities and assets backing actuarial liabilities comprise the following amounts:

		December 31, 2015				Decembe	r 31, 2014	
	Group insurance	Individual insurance	Savings	Total	Group insurance	Individual insurance	Savings	Total
Gross actuarial liabilities								
Non-participating policies	\$3,444.7	\$ 5,125.3	\$ 4,513.1	\$13,083.1	\$ 3,298.9	\$ 4,816.2	\$ 4,457.3	\$12,572.4
Participating policies	36.8	3,660.8	227.8	3,925.4	31.4	2,616.4	70.4	2,718.2
	3,481.5	8,786.1	4,740.9	17,008.5	3,330.3	7,432.6	4,527.7	15,290.6
Amounts ceded to reinsurers	(167.0)	(639.3)	(4.2)	(810.5)	(175.3)	(566.6)	(5.3)	(747.2)
Net actuarial liabilities	\$ 3,314.5	\$ 8,146.8	\$ 4,736.7	\$16,198.0	\$ 3,155.0	\$ 6,866.0	\$ 4,522.4	\$14,543.4
Composition of assets backing net actuarial liabilities								
Bonds	\$ 1,584.1	\$6,091.4	\$ 2,518.8	\$10,194.3	\$ 1,539.9	\$ 5,065.9	\$ 2,367.9	\$ 8,973.7
Mortgage and business loans	963.6	114.1	1,405.7	2,483.4	978.2	129.3	1,374.4	2,481.9
Shares	40.0	739.5	238.9	1,018.4	15.0	610.4	162.4	787.8
Investment property	560.6	822.3	150.0	1,532.9	425.9	779.1	167.0	1,372.0
Other	166.2	379.5	423.3	969.0	196.0	281.3	450.7	928.0
	\$ 3,314.5	\$ 8,146.8	\$ 4,736.7	\$16,198.0	\$ 3,155.0	\$ 6,866.0	\$ 4,522.4	\$14,543.4

The fair value of assets backing net actuarial liabilities was \$16,443.8M (\$14,780.8M as at December 31, 2014).

## **B) CONTRACTUAL TERM TO MATURITY**

The following tables present the contractual term to maturity for insurance contract liabilities. The projections in these tables are greater than the balance for insurance contract liabilities presented in the Consolidated Balance Sheet since they represent expected outflows that exclude, among others, the impact of discounting. These cash flows are presented net of expected periodic premium flows from insureds and net of reinsurance. In addition, the amounts shown in these tables represent estimated cash flows that may differ from actual cash flows.

		Decembe	er 31, 2015			Decembe	er 31, 2014	
	Under 1 year	1 to 5 years	Over 5 years	Total	Under 1 year	1 to 5 years	Over 5 years	Total
Insurance contract liabilities								
Actuarial liabilities	\$ 1,195.4	\$3,044.8	\$28,850.1	\$33,090.3	\$ 1,201.1	\$ 3,001.5	\$25,420.8	\$29,623.4
Provisions for benefits, dividends and experience refunds	321.1	_	79.2	400.3	325.5	_	62.3	387.8
Contract holder deposits	146.0	_	486.5	632.5	220.4	_	300.8	521.2
Total	\$ 1,662.5	\$3,044.8	\$29,415.8	\$34,123.1	\$ 1,747.0	\$ 3,001.5	\$25,783.9	\$30,532.4

#### C) ACTUARIAL ASSUMPTIONS

The computation of actuarial liabilities is based on estimates and assumptions. The nature of the main assumptions used in the computation of actuarial liabilities and the method used to establish these assumptions are described in the following paragraphs.

The basic assumptions used in computing actuarial liabilities are those that prove to be the best estimates for various contingencies. The appointed actuary must, for each of these assumptions, establish a margin for adverse deviation in order to mitigate the uncertainty, allow for the risk of deteriorating underwriting experience and ensure that provisions are adequate to meet future commitments. The extent of the margins for adverse deviation is prescribed by the Standards of Practice of the Canadian Institute of Actuaries (CIA). The appointed actuary establishes the appropriate margins based on the characteristics of the risks associated with the products. These margins vary for each assumption and type of product. The margins for adverse deviation increase actuarial liabilities and reduce the profit or loss that would otherwise be recognized at inception of the contracts. With time and as estimation risks decline, these margins are reversed and recognized in the Consolidated Statement of Net Income.

The risks associated with the accuracy of the actuarial assumptions used to compute actuarial liabilities arise from the non-materialization of expected assumptions. The appointed actuary periodically carries out studies on the underwriting experience related to each assumption and modifies the assumptions, if appropriate, to take into account the current and future expected situation. Any impact resulting from these modifications is immediately recognized in the Consolidated Statement of Net Income.

#### Mortality

The Company determines its mortality assumptions for individual life insurance based on the results of the annual studies of its recent underwriting experience. When these results cannot serve as the only source of reference due to their insufficient credibility, the mortality assumption also takes into account industry studies. Mortality assumptions vary based on gender, risk category and type of contract. A future mortality improvement assumption is taken into account in accordance with CIA standards.

In the case of annuities, the Company also performs an annual study of its underwriting experience, which provides a sufficient level of credibility to establish the main basis for the assumptions. A future mortality improvement assumption is taken into account in accordance with CIA standards.

#### Morbidity

For morbidity assumptions regarding the occurrence of accidents and illness, the Company uses industry-developed morbidity tables modified based on current data provided by its studies of its underwriting experience and those of the industry. These assumptions are mainly used for disability, critical illness and long-term care insurance products.

#### **Contract cancellation rates**

The Company carries out an annual study of its underwriting experience with respect to individual insurance contract cancellation, as holders can cancel their policy before the expiry of their contractual coverage period by discontinuing premium payment without using the non-forfeiture options, if any. The contract cancellation rate assumptions are based on the Company's recent underwriting experience. These assumptions are adjusted on the basis of the industry's underwriting experience when the Company's assumptions are not sufficiently credible. For certain types of insurance products, such as term-to-100 life insurance and universal life insurance with level mortality costs, lower than projected cancellation rates could have an adverse impact on the Company's underwriting experience. Cancellation rate assumptions may vary depending on the product type, contract term, age at issuance and premium payment method.

#### Investment return

Investment return is based on projected investment income using the current portfolios of assets backing the actuarial liabilities and projected reinvestment strategies. The Company manages the investments backing its actuarial liabilities by taking into account the characteristics of the commitments of each of its business segments, using clearly defined mechanisms set out in its matching policy. CALM is the standard set by the CIA to ensure the compliance of assets that are backing the actuarial liabilities. By closely matching the cash flows related to the assets with those related to the actuarial liabilities, the Company mitigates its sensitivity to future changes in interest rate levels. According to CALM, changes in the fair value of assets backing the actuarial liabilities are essentially offset by corresponding changes in the value of actuarial liabilities.

Under CALM, cash flows from these assets are matched with cash flows that will arise from future asset acquisitions or sales to determine the expected rates of return on these assets for the coming years. The projected reinvestment strategies are determined based on the characteristics of the commitments of each segment, and reinvestment returns are based on current and expected market rates for fixed-rate investments and on expected rates for floating-rate investments. In addition, the asset cash flow projections include assumptions for investment management fees and credit risk.

Investment return assumptions take into account expected future credit losses on fixed-income investments. In that regard, in addition to the allowances for non-performing investments recognized through a write-down of the carrying amount of the assets as at December 31, 2015, a provision amounting to \$310.0M (\$279.3M in 2014) has been included in actuarial liabilities as a protection against the risk of insufficient return on assets.

# NOTE 12 INSURANCE CONTRACT LIABILITIES (CONTINUED)

## C) ACTUARIAL ASSUMPTIONS (CONTINUED)

#### **Operating expenses and taxes**

The operating expense assumptions reflect the projected costs for managing and processing contracts in force, including indirect overhead expenses. The Company carries out an annual study of operating expenses by major product line, and these expenses are projected using the expected rate of inflation and the expected development of blocks of business, when relevant.

Taxes reflect the assumptions relating to future premium taxes and taxes other than income taxes. For income taxes, actuarial liabilities are adjusted only when there are temporary differences or to take into account the impact of non-deductible or non-taxable items on cash flows from the liabilities and the assets related to insurance contracts.

#### **Contract holder dividends**

Actuarial liabilities include estimated amounts of future participating contract holder dividends. These estimated amounts are determined based on the expected future results of this block of business and the reasonable expectations of participating contract holders. Changes in the best estimate assumptions for participating insurance would result in corresponding changes in contract holder dividends and an immaterial net change in actuarial liabilities related to participating contracts.

#### Sensitivity of actuarial liabilities to changes in assumptions

The following table shows the impact on net income of the sensitivity of actuarial liabilities to changes in underlying non-economic best estimate assumptions for the years ended December 31.

	2015	2014
2% negative change in future mortality rates		
Products for which a rate increase increases actuarial liabilities	\$ (44.4)	\$ (31.4)
Products for which a rate decrease increases actuarial liabilities	(18.8)	(18.3)
5% increase in future morbidity rates	(64.6)	(56.6)
10% negative change in future contract cancellation rates	(141.0)	(101.0)
5% increase in future operating expenses	\$ (38.8)	\$ (30.2)

#### D) INSURANCE RISK MANAGEMENT

Insurance risk refers to the risk that events may turn out differently from the assumptions used when designing, pricing or measuring actuarial reserves for insurance products, and that profitability of these products may be affected.

The Company is exposed to insurance risk through the products it sells. Depending on the product, the Company may be exposed to mortality risk, morbidity risk or forfeiture risk. All products sold expose the Company to expenditure risk. The various mortality, morbidity and contract cancellation rate assumptions are described in Note 12 C).

To manage insurance risk, the Company applies stringent policies, guidelines and criteria with respect to product and service development and pricing, and regularly carries out analyses to compare forecasts with actual results and revise pricing assumptions if needed. In addition, certain products allow for price adjustments depending on whether assumptions materialize or not. Lastly, the Company sets up actuarial liabilities in accordance with the actuarial standards prescribed by the CIA and constantly monitors the development of loss experience.

#### Use of reinsurance

The Company enters into reinsurance treaties for contracts with coverage in excess of certain maximum amounts that vary based on the nature of the activities to limit its losses. In addition, it purchases additional reinsurance protection with respect to large-scale catastrophic events.

In order to reduce reinsurance risk, the Company does business with reinsurers having an A.M. Best rating of at least A-, a vast majority of which hold a licence issued by a Canadian authority, and a capitalization ratio greater than the required minimum standard, which is currently 150%. In addition, the solvency of the companies to which it cedes a portion of its risks is periodically examined. These reinsurance agreements do not release the Company from its obligations towards its contract holders.

#### Segregated fund risk management

Investments held for segregated fund contract holders are exposed to various financial risks. Pursuant to the contracts' clauses, the risks and rewards associated with the return of these investments accrue to the holders, even though these investments are held by the Company. The Company offers minimal guarantees for death benefits, maturity value and withdrawals during the payout period to protect the unitholders of certain funds. These guarantees represent the main exposure of the Company.

Actuarial liabilities include amounts sufficient to pay the minimum guarantees under segregated fund contracts, which are calculated using stochastic models defined by the CIA. These models are based on the nature of the guarantees and on assumptions related to investment return, mortality and contract forfeiture rates. Deferred acquisition costs, being the expenses incurred on the sale of individual segregated fund contracts, are recognized in actuarial liabilities and amortized over the same period as the applicable surrender fees. Actuarial liabilities take into account the fact that future income will be available to recover unamortized acquisition costs.

To reduce the potential negative impact of the segregated fund contract guarantee risk, the Company uses hedging programs aimed at offsetting the impact of unfavourable changes in stock markets and interest rates on the future cost of guarantees. These programs cover all the segregated fund contracts that include a guarantee offered to clients by the Company.

#### Basis risk management

Basis risk arises from the difference between the return of segregated funds and the return of the instruments used to reproduce it. This risk cannot be hedged with the hedging program and adds volatility to the Company's financial statements. However, the Company has adopted risk appetite and tolerance indicators to monitor that risk and implement measures to reduce it when limits are exceeded.

#### E) CHANGE IN ACTUARIAL LIABILITIES

The change in net actuarial liabilities during the year was due to business activities and to changes in actuarial estimates, as follows:

		2015			2014	
	Net actuarial liabilities	Reinsurance assets	Gross actuarial liabilities	Net actuarial liabilities	Reinsurance assets	Gross actuarial liabilities
Balance at beginning	\$ 14,543.4	\$ 747.2	\$ 15,290.6	\$12,525.0	\$ 592.0	\$ 13,117.0
Change due to						
Passage of time	171.3	52.4	223.7	1,635.9	134.7	1,770.6
New business	450.3	11.2	461.5	367.5	10.6	378.1
Changes in actuarial assumptions	(65.0)	(0.7)	(65.7)	5.9	(9.6)	(3.7)
	556.6	62.9	619.5	2,009.3	135.7	2,145.0
Acquisition of actuarial liabilities (Note 25)	1,077.2	_	1,077.2	_	_	_
Other changes	20.8	0.4	21.2	9.1	19.5	28.6
Balance at end	\$ 16,198.0	\$ 810.5	\$ 17,008.5	\$14,543.4	\$ 747.2	\$15,290.6

#### Changes in actuarial assumptions

The economic and non-economic assumptions taken into account in the computation of actuarial liabilities are periodically updated to reflect the actual or projected underwriting experience associated with each of them. The following table presents the impact of changes made to assumptions on net income for the years ended December 31.

	2015	2014
Changed assumptions		
Mortality	\$ (18.6)	\$ 21.1
Morbidity	(5.8)	(0.8)
Contract cancellation rates	(111.8)	(60.9)
Investment return	178.0	24.6
Operating expenses	1.4	8.5
Methods and other	4.4	3.2
Impact on net income	\$ 47.6	\$ (4.3)
Impact on operating income	65.0	(5.9)
Taxes on these items	(17.4)	1.6
	\$ 47.6	\$ (4.3)

The increase in actuarial liabilities related to mortality reflects the update of the assumptions for savings products.

The increase in actuarial liabilities related to morbidity is explained by the update of the assumptions for group and business insurance products.

The increase in actuarial liabilities related to contract cancellation rates is attributable to the update of the assumptions for individual insurance products.

Actuarial liabilities related to investment returns have decreased as a result of the update of investment expenses, taxes on investment income and protection of future returns for variable income assets.

# NOTE 13 INVESTMENT CONTRACT LIABILITIES

# A) COMPOSITION OF INVESTMENT CONTRACT LIABILITIES

	December 31, 2015	December 31, 2014
Individual annuities	\$ 55.7	\$ 26.8
Group annuities	17.6	16.8
Total investment contract liabilities	\$ 73.3	\$ 43.6

Investment contract liabilities comprise term certain annuity contracts.

## **B) CHANGE IN INVESTMENT CONTRACT LIABILITIES**

	2015	2014
Balance as at January 1	\$ 43.6	\$ 45.7
Change due to		
New deposits	11.1	7.2
Investment income	4.0	2.2
Benefits	(15.1)	(10.8)
	_	(1.4)
Acquisition of the investment contract liabilities of State Farm	29.9	_
Other changes	(0.2)	(0.7)
Balance as at December 31	\$ 73.3	\$ 43.6

# C) CONTRACTUAL TERM TO MATURITY

The following tables present the contractual term to maturity for investment contract liabilities. The projections in these tables are greater than the balance for investment contract liabilities presented in the Consolidated Balance Sheet since they represent expected outflows that exclude, among others, the impact of discounting.

	December 31, 2015			December 31, 2014				
	Under	1 to 5	Over	Tetal	Under	1 to 5	Over	Tatal
	1 year	years	5 years	Total	1 year	years	5 years	Total
Investment contract liabilities	\$ 18.3	\$ 41.9	\$ 20.3	\$ 80.5	\$ 9.1	\$ 24.2	\$ 16.8	\$ 50.1

# NOTE 14 OTHER LIABILITIES

	December 31, 2015	December 31, 2014
Accounts payable, accrued liabilities and other	\$ 414.3	\$ 435.0
Securities sold short	304.2	348.3
Income and other taxes payable	55.8	56.2
Provisions for risks and expenses	42.2	33.7
Long-term debt	24.2	35.2
Dividends payable	107.0	100.0
	\$ 947.7	\$ 1,008.4

#### **PROVISIONS FOR RISKS AND EXPENSES**

Provisions for risks and expenses include provisions for litigation matters and lawsuits, except those related to insurance contracts, which are recognized under "Actuarial liabilities", if applicable. These provisions, which mature in the long term, totalled \$42.2M (\$33.7M as at December 31, 2014).

#### LONG-TERM DEBT

Long-term debt comprises mortgage loans associated with various investment properties, bearing interest at rates ranging from 3.42% to 5.74% (5.00% to 5.74% in 2014) (weighted average rate of 4.7%); (5.36% as at December 31, 2014) and maturing in annual tranches of \$0.9M over the next five years. These loans are secured by assets with a carrying amount of \$46.1M (\$92.8M as at December 31, 2014). The interest expense on long-term debt amounted to \$1.7M (\$0.9M in 2014) and is recognized as a deduction of investment income.

# NOTE 15 NET DEFINED BENEFIT PLAN LIABILITIES

#### **CHARACTERISTICS OF THE DEFINED BENEFIT PLANS**

#### a) Group pension plan

Group pension plans are plans whose risks are shared by entities under common control. The Company participates in the pension plans of Desjardins Group, which offers a majority of its employees a group pension plan and a group supplemental pension plan, which provides pension benefits in excess of statutory limits. The main group pension plan offered, the Desjardins Group Pension Plan (DGPP), is a funded defined benefit group plan. Participants and employers share the risks and costs related to the DGPP, including any deficit, on a prorata basis of 35% and 65%, respectively.

For the DGPP, benefits are determined on the basis of the number of years of membership and take into consideration the average salary of the employee's five most highly paid years, for years of service accumulated before 2013, and the eight most highly paid years, for years of service accumulated subsequently. Benefits are indexed annually using the consumer price index, up to a maximum of 3% for years of service accumulated before 2013 and 1% for a period of 10 years starting at age 65 for years of service accumulated after 2013.

The DGPP is governed by the *Supplemental Pension Plans Act* (SPPA). The SPPA requires that a retirement committee that assumes the role of administrator and trustee for the plan be formed. The Federation, through its Board of Directors, assumes the responsibilities of the DGPP's sponsor and ensures that the plan is well administered in accordance with the laws and regulations in effect. In addition, the Federation guarantees the obligations resulting from the participation in the plan of all the Desjardins Group employers. The Federation's Board of Directors, acting as the representative for all Desjardins Group employers, is the only governing body with the authority to amend or terminate the plan.

#### b) Group post-retirement benefit plan

The Company also participates in a post-retirement benefit plan, including medical, dental and life insurance, offered by Desjardins Group to retiring employees and their dependents through an unfunded defined benefit group plan.

## c) Other plans

The other defined benefit plans offered are unfunded defined benefit supplemental pension plans, which provide pension benefits in excess of statutory limits, and whose risks are not shared by entities under common control.

# NOTE 15 NET DEFINED BENEFIT PLAN LIABILITIES (CONTINUED)

## **CHARACTERISTICS OF THE DEFINED BENEFIT PLANS (CONTINUED)**

#### d) Pension and post-retirement benefit plan risks

Defined benefit pension plans are plans for which the Company has formally committed to a level of benefits and therefore assumes actuarial and, when the plans are funded, investment risks. Since the terms of the pension plans are such that changes in salary levels will have an impact on the amount of future benefits, the cost of the benefits and the value of the defined benefit plan obligation are generally actuarially determined using various assumptions. Although management believes that the assumptions used in the actuarial valuation process are reasonable, there remains a degree of risk and uncertainty that may cause future actual results to materially differ from these assumptions, which could give rise to actuarial gains or losses.

Actuarial calculations are made based on management's best estimate assumptions primarily concerning the plan obligation discount rate, and also, but to a lesser extent, salary increases, the retirement age of employees, the mortality rate, the rate of increase in pension benefits and the members' future contributions that will be used to make up the deficit. The participants' estimated discounted contributions required to make up the deficit decrease the defined benefit plan obligation. A complete actuarial valuation is performed each year by a qualified actuary. The discount rates used have been determined by reference to the rates of high-quality corporate bonds whose terms are consistent with those of the plans' cash flows.

The terms of the post-retirement benefit plans are such that changes in salary levels or healthcare costs will have an impact on the amount of future benefits. The cost of these benefits is accrued over the service lives of employees using accounting policies similar to those used for defined benefit pension plans.

#### e) Risk management

The Retirement Committee has set up a Risk Management Advisory Committee whose mandate is to analyze the main risks associated with managing the DGPP's operations. To that effect, it recommends every year the integrated risk profile and the asset allocation strategy to the Retirement Committee. The mandate of the Advisory Committee also includes presenting opinions on new investments to the DGPP's Investment Committee. The asset allocation strategy is based on the liability-driven investment principle. This approach provides for better management of the plan's financial position by investing in assets that are correlated with liabilities and that allow a reduction in the volatility of contributions. The liability-driven investment principle takes into account changes in the solvency liability and generating sufficient returns to ensure the plan's long-term funding.

In addition, the Retirement Committee adopts every year an investment policy that may be amended based on the long-term risk/return relationship on the markets, the DGPP's commitments and financial position, risk tolerance or the legislative environment. In addition, the policy provides for market risk mitigation mechanisms. Furthermore, the policy establishes limits for each type of investment, limits for the allocation of assets between the various classes and risk parameters for such allocation. The actual mix of asset portfolios is regularly reviewed, and the rebalancing policy is applied when the actual allocation is outside the allowed limits. Foreign exchange risk is controlled through the adoption of a hedging policy approved by the Investment Committee. This committee, which reports to the Retirement Committee, is responsible for ensuring that the investment policy is applied, complied with and followed.

#### f) Funding requirements

The DGPP is funded by both employee and employer contributions, which are determined based on the financial position and the funding policy of the plan. Employers' contributions must be equal to the amount that, added to the employees' contributions, is sufficient to cover the value of the obligations that currently accrue in the plan, including fees paid by the plan as well as special contributions required to amortize any deficit. Employers' contributions are determined using a percentage of the assessable payroll for their employees participating in the plan. The plan's annual cost comprises contributions for current service, administrative management fees and required special contributions, if any.

Pursuant to the current requirements of the SPPA, deficits must be funded over a maximum period of 15 years for a funding deficit and 10 years for a solvency deficit.

As a result of the adoption, on November 26, 2015, of Bill 57, *An Act to amend the Supplemental Pension Plans Act mainly with respect to the funding of defined benefit pension plans*, the deficit funding requirements will be changed effective January 1, 2016. The bill provides for the elimination of the required funding of the solvency deficit during the existence of a pension plan. In addition, plan funding under the going-concern basis will now include a stabilization provision that will be funded through special current service contributions, special amortization payments and actuarial gains. These changes will not have a material impact on the value of the net defined benefit plan liabilities presented in the Company's Consolidated Balance Sheet.

## **RECOGNIZED AMOUNTS**

#### a) Group plans

#### Pension plans

The Company recognizes as follows its share in the net liabilities of the group pension plans in the Consolidated Balance Sheet and its share in the pension expense in the Consolidated Statement of Net Income:

	2015		201	4
		%		%
Share in the net liabilities of the group pension plan				
Pension plan of Desjardins Group	\$ 129.5	9.96	\$ 170.0	9.99
Supplemental pension plan of Desjardins Group	7.6	6.59	7.9	7.00
	\$ 137.1		\$ 177.9	
Share in the expense of the group pension plan				
Pension plan of Desjardins Group	\$ 34.2	9.96	\$ 26.6	9.99
Supplemental pension plan of Desjardins Group	0.5	6.59	0.4	7.00
	\$ 34.7		\$ 27.0	

#### Post-retirement benefit plan

The Company recognizes as follows its share in the net liabilities of the group post-retirement benefit plan on the Consolidated Balance Sheet and its share in the expense of this plan in the Consolidated Statement of Net Income:

	2015			2014		
		%			%	
Share in the net liabilities of the group post-retirement benefit plan of Desjardins Group	\$ 74.8	9.91	\$	73.6	10.07	
Share in the expense of the group post-retirement benefit plan of Desjardins Group	\$ 2.3	9.91	\$	4.1	10.07	

## b) Company's own pension plan

The Company also offers certain active and retired executives unfunded defined benefit supplemental pension plans, which also provide pension benefits in excess of statutory limits. Amounts recognized for these plans in the Consolidated Balance Sheet and the Consolidated Statement of Net Income are detailed as follows:

	2015	2014
Net liabilities of the Company's own pension plans	\$ 19.5	\$ 19.6
Expense for the Company's own pension plans	\$ 0.6	\$ 1.1

# NOTE 15 NET DEFINED BENEFIT PLAN LIABILITIES (CONTINUED)

## **INFORMATION ON THE PLANS AS A WHOLE**

## a) Change in net defined benefit plan liabilities

	G	roup pension plar	15	Group post-retirement benefit plan	Company's own pension plans
	Defined benefit plan obligation	Fair value of assets	Total	Defined benefit plan obligation	Defined benefi plan obligatior
As at December 31, 2013	\$ 9,353.0	\$ 8,258.0	\$ 1,095.0	\$ 588.0	\$ 18.0
Amounts recognized in the Consolidated Statement of Net Income					
Current service cost	210.0	_	210.0	10.0	_
Net interest expense/income	476.0	415.0	61.0	30.0	1.0
Past service cost	(1.0)	_	(1.0)	_	0.1
	685.0	415.0	270.0	40.0	1.1
Amounts recognized in the Consolidated Statement of Comprehensive Income					
Difference between the actual return on assets and interest income	_	679.0	(679.0)	_	_
Actuarial losses (gains) arising from changes in demographic					
assumptions	(42.0)	—	(42.0)	6.0	—
Actuarial losses arising from changes in financial assumptions	1,423.0	—	1,423.0	108.0	1.8
Experience losses (gains)	106.0	—	106.0	(1.0)	(0.3)
	1,487.0	679.0	808.0	113.0	1.5
Other changes					
Participants' contributions	191.0	191.0	_	_	—
Employers' contributions <sup>1</sup>	_	376.0	(376.0)	—	—
Benefits paid	(373.0)	(371.0)	(2.0)	(15.0)	(1.0)
Other changes	1.0	1.0	—	—	—
	(181.0)	197.0	(378.0)	(15.0)	(1.0)
As at December 31, 2014	11,344.0	9,549.0	1,795.0	726.0	19.6
Amounts recognized in the Consolidated Statement of Net Income					
Current service cost	270.0	_	270.0	14.0	0.1
Net interest expense/income	470.0	392.0	78.0	30.0	1.3
Past service cost	_	_	_	(20.0)	(0.8)
	740.0	392.0	348.0	24.0	0.6
Amounts recognized in the Consolidated Statement of Comprehensive Income					
Difference between the actual return on assets and interest income	_	349.0	(349.0)	_	_
Actuarial losses (gains) arising from changes in demographic assumptions	10.0	_	10.0	(37.0)	_
Actuarial losses (gains) arising from changes in financial assumptions	(21.0)	_	(21.0)	37.0	0.1
Experience losses (gains)	68.0	_	68.0	16.0	0.2
	57.0	349.0	(292.0)	16.0	0.3
Other changes					
Participants' contributions	197.0	197.0	_	_	_
Employers' contributions <sup>1</sup>	_	447.0	(447.0)	—	_
Benefits paid	(416.0)	(413.0)	(3.0)	(17.0)	(1.0)
Other changes	3.0	3.0	_	2.0	_
As at December 31, 2015	\$ 11,925.0	\$ 10,524.0	\$ 1,401.0	\$ 751.0	\$ 19.5

<sup>1</sup> In 2015, the Company paid supplemental contributions totalling \$9.5M to the main group pension plan (\$3.4M in 2014).

#### b) Funding status

		As at December 31, 2015						As at D	ecember 31,	2014	
	pe	roup nsion lans	post	Group -retirement nefit plan		ompany's /n pension plans	Group pension plans		Group st-retirement enefit plan		ompany's vn pension plans
Funded plans											
Defined benefit plan obligation	\$ 11	,812.0	\$	_	\$	—	\$ 11,235.0	\$	_	\$	_
Fair value of plan net assets	10	,524.0		_		—	9,549.0		_		_
	1,	,288.0		_		_	\$ 1,686.0	\$	_	\$	_
Unfunded plans											
Defined benefit plan obligation		113.0		751.0		19.5	109.0		726.0		19.6
	\$	113.0	\$	751.0	\$	19.5	\$ 109.0	\$	726.0	\$	19.6

## c) Allocation of the main group pension plan assets

The fair value of the main group pension plan assets is detailed as follows:

	As at Decem	ber 31, 2015	As at Decem	ber 31, 2014
	Non-quoted on an active market	Quoted on an active market	Non-quoted on an active market	Quoted on an active market
Bonds				
Government of Canada	\$ —	\$ 127.0	\$ —	\$ 62.0
Provinces, municipal corporations and other public administrations	365.0	2,871.0	116.0	2,658.0
Other issuers	1,100.0	_	1,258.0	22.0
Shares	362.0	2,576.0	346.0	2,508.0
Real estate investments	1,096.0	119.0	913.0	132.0
Infrastructure investments	1,200.0	40.0	927.0	38.0
Cash and money market securities	225.0	118.0	244.0	109.0
Other	483.0	151.0	444.0	167.0
Total	\$ 4,831.0	\$ 6,002.0	\$ 4,248.0	\$ 5,696.0

As at December 31, 2015, the DGPP held eligible investments in money market securities and segregated funds issued by Desjardins Group entities having a total fair value of \$93.0M (\$91.0M as at December 31, 2014).

# **IMPACT ON CASH FLOWS**

a) Principal actuarial assumptions

The principal actuarial assumptions used to measure the defined benefit plan obligation and cost are as follows:

	December 31, 2015		Decemb	er 31, 2014
	Group pension	Group post- retirement	Group pension	Group post- retirement
	plans	benefit plan	plans	benefit plan
Discount rate for the obligation	4.20%	4.15%	4.05%	4.05%
Expected rate of salary increases	3.00%	3.00%	3.00%	3.00%
Rate used in interest expense calculation	4.05%	4.05%	5.00%	5.00%
Estimated annual growth rate for covered heathcare cost	_	4.30%	_	4.30%

# NOTE 15 NET DEFINED BENEFIT PLAN LIABILITIES (CONTINUED)

# **IMPACT ON CASH FLOWS (CONTINUED)**

#### b) Sensitivity of key assumptions in 2015

Because of the long-term nature of employee benefits, there are significant uncertainties related to the recognition of balances surrounding the assumptions used. The following table shows the impact, for the group plans of Desjardins Group, of a one percentage point change in key assumptions on the defined benefit plan obligation and cost, with all other assumptions remaining constant. In reality, there may be correlations between these assumptions. However, to show the impact of changes in assumptions, they have been modified on an individual basis.

	As at Dece	mber 31, 2015	As at December 31, 2014			
	Change in Change in cost obligation recognized		Change in obligation	Change in cost recognized		
Group pension plans				·		
Discount rate						
1% increase	\$ (1,924.0)	\$ (101.0)	\$ (1,943.0)	\$ (85.0)		
1% decrease	2,596.0	136.0	2,615.0	102.0		
Expected rate of salary increases						
1% increase	552.0	49.0	593.0	32.0		
1% decrease	(467.0)	(37.0)	(505.0)	(27.0)		
Group post-retirement benefit plan						
Discount rate						
1% increase	(109.0)	(3.0)	(115.0)	(3.0)		
1% decrease	142.0	5.0	153.0	4.0		
Expected rate of salary increases						
1% increase	6.0	2.0	10.0	1.0		
1% decrease	(6.0)	(1.0)	(9.0)	(1.0)		
Health care costs						
1% increase	78.0	9.0	88.0	7.0		
1% decrease	\$ (63.0)	\$ (6.0)	\$ (68.0)	\$ (5.0)		

#### c) Expected contributions for 2016

Desjardins Group expects to contribute \$398.0M to its defined benefit pension plans in the next year. If needed, the Company will make supplemental contributions to the main group pension plan.

#### d) Pension plan obligation maturity profile

For 2015, the weighted average financial duration was approximately 18 years (19 years in 2014) for the main group plan and approximately 17 years (18 years in 2014) for the group post-retirement benefit plan.

# NOTE 16 SHARE CAPITAL AND PREFERRED SHARE LIABILITIES

The authorized share capital of the Company is as follows:

## **AUTHORIZED**

Class A shares: An unlimited number of participating voting shares, without par value.

Preferred shares: An unlimited number of Class B, C, D, E, and F shares, without par value, non-voting, non-convertible, issuable in series, redeemable by the Company at any time and redeemable at the option of the holder at any time subject to certain restrictions, with a quarterly cumulative dividend at annual rates ranging from 0.5% to 15.0% or at variable rates (up to a maximum of 25.0%) established based on the cost of *Caisse centrale Desjardins* funds. Each share is redeemable at a price equal to the paid-up capital, plus any unpaid cumulative dividend.

## **ISSUED AND OUTSTANDING**

	2015	2014
Preferred share liabilities		
210,000 Class E, Series 4 shares (2.0% annual fixed rate)	\$ 210.0	\$ —
490,000 (359,000 in 2014) Class E, Series 5 shares (2.5% annual fixed rate)	490.0	359.0
325,000 Class E (in 2014), Series 6 shares (3.0% annual fixed rate)	_	325.0
16,000 Class E (in 2014), Series 7 shares (3.5% annual fixed rate)	_	16.0
Total preferred share liabilities	\$ 700.0	\$ 700.0
Share capital		
8,522,537 Class A shares	307.0	307.0
Total share capital	\$ 307.0	\$ 307.0

On December 21, 2015, the Company issued 210,000 Class E, Series 4 preferred shares and 490,000, Class E, Series 5 preferred shares for a cash consideration of \$700.0M. These shares bear a cumulative dividend payable quarterly at an annual fixed rate of 2.0% and 2.5%, respectively. They are redeemable at the option of the holder at any time on or after December 31, 2025 and are redeemable at the option of the Company at any time with the authorization of the AMF. The Company undertook to keep these shares for a minimum period of five years. These shares are recognized as preferred share liabilities at their redemption value.

On December 21, 2015, with the authorization of the AMF, the Company redeemed 359,000 Class E, Series 5 preferred share, 325,000 Class E, Series 6 preferred shares and 16,000 Class E, Series 7 preferred shares for a cash consideration of \$700,0M.

Dividend payments of \$18.7M (\$19.3M in 2014) on preferred shares were recognized as interest expense and are presented under "Operating expenses".

# NOTE 17 ACCUMULATED OTHER COMPREHENSIVE INCOME

Accumulated other comprehensive income includes the following items:

	December 31, 2015	December 31, 2014
Items that could be reclassified subsequently to the Consolidated Statement of Net Income		
Unrealized gains on available-for-sale assets		
Bonds	\$ 148.6	\$ 193.2
Shares	140.2	166.6
Other loans and investments	6.1	5.4
	294.9	365.2
Related income taxes	(42.4)	(69.8)
Accumulated other comprehensive income	\$ 252.5	\$ 295.4

# NOTE 18 CAPITAL MANAGEMENT

The Company's capital management objective is to maintain adequate, high-quality capital and allocate surplus capital based on its priorities, which are supporting growth, financing acquisitions when opportunities arise and increasing dividends to its shareholder.

The Company's capital management is the responsibility of the Board of Directors and is governed by a policy that is reviewed periodically.

This policy defines a target capital ratio and a cushion, the sum of which is the target minimum ratio. The Company is aiming for a ratio that is higher than the target minimum ratio so it will be able to deal with adverse events and still remain financially strong.

The Company's financial strength is tested at least once a year through Dynamic Capital Adequacy Testing. This test allows the Company to assess capital adequacy under adverse scenarios. The results of this test demonstrate that, by maintaining the Company's capitalization ratio above the target minimum ratio established by the Capital Management Policy, the Company is able to deal with various adverse events and still maintain its financial strength at a satisfactory level.

# NOTE 18 CAPITAL MANAGEMENT (CONTINUED)

The development of a business plan also allows the Company to ensure that maintaining capital at this level will enable it to seize business opportunities when they arise.

Every year, the test results are presented to the Board of Directors and can be used to guide Board members in their decision making.

Under its provincial charter, the Company is governed by the AMF. In addition, it must comply with the standards set by the regulatory authorities of the other provinces and territories in which it operates. In Quebec, insurance companies must comply with the guideline on capital adequacy requirements (CAR) issued by the AMF in order to provide a guarantee of their solvency.

The Company's regulatory capital, which is determined in accordance with this guideline, constitutes its capital and differs from the equity disclosed in the Consolidated Balance Sheet. It comprises two tiers:

Tier 1 capital, which includes capital that is more permanent in nature than Tier 2 capital. It consists primarily of equity attributable to participating contract holders and the shareholder.

Tier 2 capital is made up primarily of preferred shares.

The Company's available capital is summarized in the following table:

	December 31, 2015	December 31, 2014
Tier 1 capital	\$ 2,236.8	\$ 1,889.9
Tier 2 capital	944.6	941.7
Total capital available	\$ 3,181.4	\$ 2,831.6

Under the AMF's guideline on CAR, a minimum amount of regulatory capital must be maintained to cover certain risks such as credit, market, insurance and interest rate risks. As at December 31, 2015 and 2014, these requirements were met.

The Company's solvency ratio is calculated by comparing its total available capital with the required minimum regulatory capital.

Under the Act respecting insurance (Quebec), the payment of dividends to the shareholder and participating contract holders is subject to the compliance by the Company with the minimum capital adequacy standards prescribed by the AMF.

Furthermore, to meet various financial management requirements, equity attributable to participating contract holders is subject to a restriction of \$113.7M (\$59.5M in 2014) and equity attributable to the shareholder is subject to a restriction of \$312.4M (\$368.8M in 2014).

# NOTE 19 INCOME TAXES

#### **INCOME TAX EXPENSE FOR THE YEAR**

The income tax expense recognized in the Consolidated Statement of Net Income for the years ended December 31 is detailed as follows:

	2015	2014
Current income taxes		
Current income tax expense	\$ 100.3	\$ 42.5
Adjustments recognized during the year for current income taxes of prior years	(14.1)	3.5
	\$ 86.2	\$ 46.0
Deferred income taxes		
Origination and reversal of temporary differences	\$ 5.1	\$ 14.8
Adjustments attributable to changes in tax rates and amendments to tax rules	0.4	0.1
Adjustments recognized during the year for deferred income taxes of prior years	2.7	(1.7)
	\$ 8.2	\$ 13.2

The Company's income is subject to Canadian income taxes. The effective income tax rate varies from year to year based on changes in the combined statutory tax rate structure. The income tax expense recognized in the Consolidated Statement of Net Income differs from the income tax expense determined using the combined statutory rate for the following reasons:

	2015	2014
Income taxes on operating income at the combined statutory rate of 26.91% in 2015 (26.89% in 2014)	\$146.1	\$ 95.3
Change due to the following items:		
Non-taxable net investment income and other items	(49.4)	(43.9)
Non-deductible expenses	6.1	6.4
Changes in tax rates	0.4	0.1
Adjustments recognized during the year for current and		
deferred income taxes of prior years	(11.4)	1.8
Other	2.6	(0.5)
	\$ 94.4	\$ 59.2

## **DEFERRED INCOME TAXES**

The deferred income tax sources are as follows:

	December 31, 2015	December 31, 2014	2015	2014	2015	2014
	Consolidated	Balance Sheet		ed Statement Income		d Statement ensive Income
Deferred tax assets						
Insurance and investment contract liabilities	\$ 21.9	\$ 6.9	\$ (6.2)	\$ (17.1)	\$ —	\$ —
Net defined benefit plan liabilities	57.0	67.5	0.2	(0.4)	(10.7)	24.3
Non-capital losses carried forward	1.9	1.8	0.1	(0.2)	_	_
Capital losses carried forward	_	-	_	(2.5)	_	_
Other liabilities	24.8	19.8	2.2	3.8	_	_
	\$ 105.6	\$ 96.0	\$ (3.7)	\$ (16.4)	\$ (10.7)	\$ 24.3
Deferred tax liabilities						
Investments	\$ 242.0	\$ 236.6	\$ (5.4)	\$ 3.7	\$ —	\$ —
Contract loans	50.3	29.2	(0.1)	(0.3)	_	_
Other	18.9	7.7	1.0	(0.2)	_	_
	\$ 311.2	\$ 273.5	\$ (4.5)	\$ 3.2	\$ —	\$ —

Deferred tax assets and liabilities are presented as follows in the Consolidated Balance Sheet:

	December 31, 2015	December 31, 2014
Deferred tax assets	\$ 5.6	\$ 6.1
Deferred tax liabilities	(211.2)	(183.6)
	\$ (205.6)	\$ (177.5)

# NOTE 20 FINANCIAL INSTRUMENT RISK MANAGEMENT

The Company is exposed to different types of risks in its normal course of operations, including credit risk, liquidity risk and market risk. The Company's objective in risk management is to optimize the risk-return trade-off, within set tolerance limits, by developing and applying integrated risk management and control strategies, frameworks and procedures to all its activities. To this end, the Company developed an Integrated Risk Management Framework designed to give its management and Board of Directors an acceptable level of confidence and comfort regarding the understanding and management of the full spectrum of risks associated with the achievement of its objectives.

The Company has adopted a risk management governance structure that includes a risk management team and an Integrated Risk Management Committee, whose mandate is to ensure the implementation of policies and systems that will maintain risk at an acceptable level in accordance with the expectations of the Board of Directors and management. The purpose of this governance structure is to pool functional expertise within the Company, in the area of risk management in particular, and to ensure that the Company has all the tools it needs to carry out its responsibilities in this respect.

# NOTE 20 FINANCIAL INSTRUMENT RISK MANAGEMENT (CONTINUED)

In addition to the risks inherent in its insurance activities, which are described in Note 12, the significant financial risks to which the Company is exposed are the following:

# A) CREDIT RISK

Credit risk is the risk of losses resulting from a borrower's or counterparty's failure to honour its contractual obligations, whether or not these obligations appear on the Consolidated Balance Sheet.

The Company is exposed to credit risk primarily through its transactions related to investments in money market securities, bonds, securities borrowed or purchased under reverse repurchase agreements and derivative financial instruments, and also through its mortgage and business loans.

#### Management of credit risk related to mortgage and business loan activities

The Company is accountable for its performance and it therefore has a certain amount of latitude in terms of frameworks, approvals and the corresponding management and monitoring tools and structures. To assist the Company in this area, Desjardins Group has set up centralized structures and procedures to ensure that its risk management framework allows for effective, sound and prudent management.

Desjardins Group has a Risk Management Office, which includes two divisions that are primarily responsible for credit risk management for the organization as a whole. These divisions share responsibilities based on major activities: credit approval, framework, quantification, monitoring and reporting.

#### Credit risk framework

A set of policies govern all aspects of credit risk management at the Company. These frameworks define the responsibilities and powers of the parties involved, the limits imposed by risk tolerance, the rules governing the assignment and administration of files, and the disclosure rules for the Company's exposure to credit risks.

All these frameworks govern credit risk management and control activities.

#### Credit granting

The Company determines its appetite for the various mortgage and business loan activities and identifies its desired exposure level in its own frameworks. The depth of the analyses to be performed depends on the product and the complexity and extent of the transaction risk.

The granting of credit to businesses is based on a detailed analysis of the file. Each borrower's financial market and management characteristics are analyzed using a credit risk assessment model. A quantitative analysis based on financial data is supplemented by a professional judgment of the other file characteristics by the account managers. Once this analysis is finished, each borrower is assigned a risk rating. The scoring system has 19 ratings, broken down into 12 levels representing a default probability level.

The model used for the analysis varies depending on the economic sector, the size of the commitments of the business and of its entities exposed to common risks. The models designed from internal and external historical data take into account the size of the business, the special characteristics of the main industry in which it operates, and the performance of comparable businesses.

The use of internal ratings and estimates has been expanded into other risk management and governance activities such as establishing analysis requirements and file authorization levels, determining the different types of follow-up activities as well as assessing and disclosing portfolio risk quality.

#### Mitigating credit risk

In its lending operations, the Company obtains collateral if deemed necessary for a client's loan facility based on a risk assessment. Collateral normally takes the form of assets such as capital assets, receivables, investments, contract surrender values, cash, government securities or equities. For some portfolios, programs offered by organizations such as Canada Mortgage and Housing Corporation are used in addition to customary collateral. As at December 31, 2015, guaranteed or insured loans represent 64.3% of total gross loans, compared to 66.7% at the end of 2014. Frameworks, adapted to each product, contain the requirements for appraising collateral, its legal validation and follow-up.

Mortgage and business loans are mainly granted in Quebec (28.0%; 25.7% in 2014), Ontario (46.2%; 47.4% in 2014) and British Columbia (15.8%; 15.0% in 2014).

#### Quality of loan portfolio

The Company's loan portfolio continued to be of excellent quality. As at December 31, 2015, gross impaired loans outstanding stood at \$1.6M, down \$0.6M since December 31, 2014. The ratio of gross impaired loans, as a percentage of the total gross loan portfolio, was 0.06% as at the end of 2015, an improvement over the ratio of 0.08% as at December 31, 2014.

#### Counterparty and issuer risk management

Counterparty and issuer risk is a credit risk related to different types of securities, derivative financial instruments and securities lending transactions.

The Desjardins Group Risk Management Office sets the maximum exposure for each counterparty and issuer based on quantitative and qualitative criteria. These amounts are then allocated to the various components, including the Company, based on their needs. Afterwards, the Company determines its own appetite for the various issuers and counterparties by identifying its desired exposure level in its own investment policies.

To properly manage its risk exposure, the Company assigns a credit rating to each counterparty and issuer, based on the ratings of four external credit assessment institutions (DBRS, Moody's, S&P and Fitch) authorized by the AMF.

A large proportion of the exposure of the Company is to the different levels of government in Canada, Quebec public and parapublic entities and major Canadian banks. For most of these counterparties and issuers, the credit rating is B or higher.

In its derivative financial instruments and securities lending transactions, which include repurchase and reverse repurchase agreements and securities borrowing and lending, the Company is exposed to counterparty credit risk. Derivative financial instruments are contracts whose value depends on assets, interest rates, foreign exchange rates or financial indexes. The vast majority of the Company's derivative financial instruments are negotiated by mutual agreement with the counterparties. Other instruments are exchange-traded contracts, consisting mainly of futures and swaps settled through a clearing house. They are standard contracts traded on established stock exchanges or well-capitalized clearing houses for which the counterparty risk is very low. The types of contracts are defined in Note 5.

The credit risk associated with derivative financial instruments negotiated by mutual agreement refers to the risk that a counterparty will fail to honour its contractual obligations toward the Company at a time when the fair value of the instrument is positive for the Company. This risk normally represents a small fraction of the notional amount. The replacement cost and the credit risk equivalent are two measures used to quantify it. Replacement cost refers to the current replacement cost of all contracts with a positive fair value. Credit risk equivalent is equal to the sum of this replacement cost and the future credit exposure. To limit its exposure to counterparty risk, the Company enters into master agreements called International Swaps and Derivatives Association (ISDA) agreements, which define the terms and conditions for the transactions. These agreements provide for netting to determine the net exposure in the event of default. In addition, a Credit Support Annex can be added to the master agreements in order to request the counterparties to pay or secure the current market value of the positions when such value exceeds a certain threshold, which is set at zero for the main counterparties.

The Company also limits the credit risk associated with derivative financial instruments by doing business with counterparties that have a high credit rating. All counterparties with which the Company trades derivative financial instruments are financial institutions that were assigned a minimum rating of A using the Standard & Poor's classification.

Securities lending transactions are regulated by Investment Industry Regulatory Organization of Canada participation agreements. The Company also uses netting agreements with its counterparties to mitigate its credit risk exposure and requires a percentage of collateralization (a pledge) on these transactions.

The Company accepts from its counterparties only financial collateral that complies with the eligibility criteria set out in its policies. These criteria allow for the timely realization of collateral in the event of default. The types of collateral received and pledged by the Company are mainly cash and government securities.

Additional information about credit risk is presented in Notes 5, 7 and 21.

## **B) LIQUIDITY RISK**

Liquidity risk refers to the Company's capacity to raise the necessary funds (by increasing liabilities or converting assets) to meet a financial obligation, whether or not it appears on the Consolidated Balance Sheet.

#### Liquidity risk management

The Company manages liquidity risk in order to ensure that it has timely and cost-effective access to the funds needed to meet its financial obligations as they become due, in both routine and crisis situations. Managing this risk involves maintaining a sufficient level of liquid securities, monitoring indicators and adopting a contingency plan to implement in the event of a liquidity crisis.

Liquidity risk management is a key component of the overall Desjardins Group risk management strategy. Desjardins Group and its components, including the Company, have established policies describing the principles, limits, risk appetite and tolerance thresholds as well as the procedures that apply to liquidity risk management.

The Company's policy makes the distinction between two types of liquidities. The first, operational liquidity, refers to funds required in the normal course of the Company's business. The second, strategic liquidity, refers to amounts that could be required quickly by contract holders and reinsurers in a crisis situation. As part of its liquidity policy, the Company has defined liquidity ratios based on these two types and monitors these ratios through its Strategic Asset Allocation Committee.

The Company has a contingency plan that would be implemented in the event of a major liquidity crisis. In addition, it has access to demand lines of credit with various Desjardins Group entities to meet its temporary liquidity needs. As at December 31, 2015, none of these lines of credit were used.

# NOTE 20 FINANCIAL INSTRUMENT RISK MANAGEMENT (CONTINUED)

# B) LIQUIDITY RISK (CONTINUED)

#### Liquidity risk management (continued)

As at December 31, 2015, the contractual term to maturity of financial liabilities,<sup>(1)</sup> except for insurance contract liabilities, which are covered in Note 12 B), "Insurance contract liabilities – Contractual term to maturity", and investment contract liabilities, which are covered in Note 13 C), "Investment contract liabilities – Contractual term to maturity", and investment contract liabilities, which are covered in Note 13 C), "Investment contract liabilities – Contractual term to maturity", and loan commitments are as follows:

		2015				2014		
	Under 1 year	1 to 5 years	Over 5 years	Total	Under 1 year	1 to 5 years	Over 5 years	Total
Non-derivative financial instruments								
Commitments related to securities lent or sold under repurchase agreements	\$ 753.7	s —	s —	\$ 753.7	\$ 654.6	s —	_	\$ 654.6
Preferred share liabilities	16.5	65.8	782.3	864.6	19.3	77.1	731.0	827.4
Other liabilities								
Securities sold short	304.9	_	_	304.9	348.3		_	348.3
Long-term debt	14.8	10.9	0.9	26.6	3.5	32.9	1.2	37.6
Other	404.5	_	_	404.5	407.1	_	_	407.1
Derivative financial instruments								
Settled on a gross basis <sup>2, 3</sup>								
Cash flows payable from liabilities	286.5	5.8	_	292.3	290.0	_	_	290.0
Cash flows payable from assets	732.9	197.6	_	930.5	504.3	_	_	504.3
Settled on a net basis	40.4	208.2	512.1	760.7	25.9	129.1	428.9	583.9
Off-balance sheet								
Credit commitments	74.6	_	_	74.6	26.0	_	_	26.0
Credit default swaps	13.8	622.8	_	636.6	-	562.6	_	562.6
Guarantees and letters of credit	25.3	5.0	5.7	36.0	0.2	4.1	28.7	33.0
	\$ 2,667.9	\$ 1,116.1	\$ 1,301.0	\$5,085.0	\$ 2,279.2	\$ 805.8	\$ 1,189.8	\$ 4,274.8

<sup>1</sup> The "Derivative financial instruments – Settled on a gross basis" category includes cash flows to be paid on both derivative financial instruments recorded as liabilities and derivative financial instruments recorded as assets.

<sup>2</sup> In 2015, contractual cash outflows for derivative financial instruments with gross settlement are accompanied by related cash inflows of \$275.8M for liabilities and \$941.7M for assets. These amounts are not included in the above table.

<sup>3</sup> In 2014, contractual cash outflows for derivative financial instruments with gross settlement were accompanied by related cash inflows of \$283.6M for liabilities and \$509.4M for assets. These amounts are not included in the above table.

# C) MARKET RISK

Market risk refers to the risk of changes in the fair value of financial instruments resulting from fluctuations in the parameters affecting this value, in particular, interest rates, exchange rates, credit spreads and their volatility.

The Company is exposed to market risk primarily through positions taken in the course of its insurance and savings product sales activities. It is also exposed to market risk through its investment activities. The Company has adopted policies that set out the limits and procedures to use in managing market risk.

#### Interest rate risk management

The Company is exposed to interest rate risk, which represents the potential loss resulting from the impact of fluctuations in interest rates or interest rate differentials on net income and equity. This risk is an important component of market risk and arises from the Company's insurance activities and its investment portfolios.

The Company has adopted an asset-liability matching policy that describes the techniques used to measure interest rate risk, the limits that are tolerated and the monitoring procedures applicable to managing this risk. The policy sets out, in particular, the limits of the gap between the duration of liabilities and the duration of the related assets. The Investments and Corporate Actuarial Services departments are jointly responsible for applying this policy and ensure that the practices in place enable controlling and monitoring interest rate risk. In addition, they may use, as required, rebalancing techniques to correct or improve the matching status.

The non-matching of cash flows would have no impact on net income in the event that interest rates fluctuate within the limits considered to establish actuarial liabilities; however, interest rate fluctuations outside these limits would have an impact on the Company's net income.

The Company uses an actuarial liabilities calculation model for minimum guarantees offered under segregated fund contracts. Based on this model, actuarial liabilities are calculated using the current interest rate curve, and a change in current interest rates would have a direct impact on the value of the liabilities and therefore on net income. However, the Company has implemented a hedging program for these segregated fund products in order to minimize the impact of changes in interest rates on net income.

The following table shows the estimated impact on net income of a change in interest rates as well as the estimated impact on equity. The impact on equity stems from net income as well as from bonds classified as available-for-sale assets that are not backing actuarial liabilities. The change in the fair value of these bonds affects other comprehensive income, which is accumulated in equity, but does not affect net income.

	2015		2014	
	Net income	Equity	Net income	Equity
Impact of a 1% increase in interest rates	\$ 41.4	\$ (116.2)	\$ 9.4	\$ (126.8)
Impact of a 1% decrease in interest rates	\$ (45.5)	\$ 112.0	\$ (11.2)	\$ 124.9

#### Foreign exchange risk management

Foreign exchange risk is the risk of potential loss related to the impact of changes in exchange rates on all structural positions and related hedges.

The majority of the Company's transactions are conducted in Canadian dollars. It may however choose investment strategies that expose it to foreign exchange risk. To ensure that this risk is properly controlled and its exposure is limited, the Company has set up limits for foreign exchange risk in one of its policies, which are monitored by a compliance officer under the supervision of the Strategic Asset Allocation Committee. In addition, the Company uses, in particular, derivative financial instruments such as forward exchange contracts to properly control this risk. In 2014, the Company decided to no longer hedge the foreign exchange risk associated with shares outside Canada. As at December 31, 2015, the Company's exposure to foreign exchange risk was \$617.3M (\$461.5M as at December 31, 2014).

#### Price risk management

Price risk is the risk of potential loss resulting from a change in the market value of assets [shares, commodities, real estate properties, index-based assets (inflation, carbon, etc.)] but not resulting from a change in interest or foreign exchange rates or in the credit quality of a counterparty.

#### Management of price risk related to real estate activities

The Company is exposed to changes in the real estate market through its real estate properties, whose market value may fluctuate. It manages this risk using a policy that sets out diversification limits such as geographic limits and limits for real estate property categories. This policy also sets out valuation criteria for real estate investments as well as required levels for the approval of various types of transactions. Each real estate investment is subject to an annual professional appraisal to determine its market value in accordance with the standards prescribed by regulatory authorities.

#### Management of price risk related to stock markets

Stock market price fluctuations could have an impact on the Company's net income, particularly with regard to minimum guarantees offered under segregated fund contracts whose value is influenced by market fluctuations. A hedging program is in place to mitigate the effects of market volatility. For all other products offered, the effect of stock market price fluctuations on liabilities-backing assets is fully or partially offset by changes in the corresponding actuarial liabilities and therefore has no or little impact on net income.

The impact on equity stems from common shares classified as available-for-sale assets that are not backing actuarial liabilities and are sensitive to stock market fluctuations. The change in the fair value of these shares affects other comprehensive income, which is accumulated in equity, but does not affect net income.

#### Management and framework for price risk related to stock markets

The following table shows the estimated impact of stock market price fluctuations on net income and equity.

	2015		2014	
	Net income	Equity	Net income	Equity
Impact of a 15% increase in stock market prices	\$ (12.1)	\$ 93.3	\$ (11.6)	\$ 86.1
Impact of a 15% decrease in stock market prices	\$ (13.4)	\$ (118.8)	\$ (19.1)	\$ (116.7)

# NOTE 21 COMMITMENTS, GUARANTEES AND CONTINGENT LIABILITIES

## A) COMMITMENTS AND FINANCIAL GUARANTEES

The following table shows the maximum potential amount of future payments under guarantees and the contractual amount of commitments the Company has granted to third parties. These amounts represent the Company's maximum cash outflows, without taking into account the amounts it could possibly recover through collateral held, insurance policies or other credit risk mitigation methods. They do not necessarily represent future cash requirements since several of them will expire or terminate without being funded. The maximum risk of loss in the event of complete default by third parties is substantially greater than the amount recognized in the Consolidated Balance Sheet.

# NOTE 21 COMMITMENTS, GUARANTEES AND CONTINGENT LIABILITIES (CONTINUED)

## A) COMMITMENTS AND FINANCIAL GUARANTEES (CONTINUED)

The amounts shown in the following table represent the maximum exposure to credit risk for financial instruments whose maximum risk differs from the value recognized. Other financial instruments presented in the Consolidated Balance Sheet expose the Company to a credit risk. For such instruments, the maximum exposure to credit risk is equal to their carrying amount.

	2015	2014
Financial guarantees		
Credit default swaps	\$ 636.6	\$ 562.6
Guarantees and letters of credit	36.0	33.0
Commitments		
Credit commitments	74.6	26.0
	\$ 747.2	\$ 621.6

#### Credit default swaps

In the normal course of its investment activities, the Company entered into credit default swaps on investment securities and undertook to assume the credit risk for the bonds that constitute the underlying assets for these swaps. The guarantee given is to provide partial or total payment for one security or a group of securities in the event of a payment default by the issuer. The maximum amount of this guarantee is equal to the notional amount of the swap. The amounts that could be required to be paid depend on the nature of the default and the recovery rates of the securities in collection. These swaps mature at various dates through 2020.

#### Guarantees and letters of credit

In the normal course of business, guarantees and letters of credit are irrevocable commitments issued, as a third party, by financial institutions on behalf of the Company should the Company not meet its financial obligations to third parties.

#### **Credit commitments**

Credit commitments represent unused portions of authorizations to extend credit in the form of loans, guarantees or letters of credit.

#### Indemnification commitments

In the normal course of its operations, the Company enters into agreements containing indemnification provisions. These indemnifications are normally related to purchasing contracts, service agreements, outsourcing agreements, lease agreements, netting agreements and asset or share transfer contracts as well as contracts entered into with directors or officers. Under these agreements, the Company may be liable for indemnifying a counterparty if certain events occur, such as amendments to statutes and regulations (including tax rules) as well as to disclosed financial positions, the existence of undisclosed liabilities, and losses resulting from third-party activities or as a result of third-party litigation. The indemnification provisions vary from one contract to the next. In several cases, no predetermined amount or limit is stated in the contract, and future events that would trigger a payment are difficult to foresee. Therefore, the maximum amount that the Company could be required to pay counterparties cannot be estimated. In the past, payments made under these indemnification agreements have been immaterial.

#### Indemnification of directors and officers

The Company will indemnify its directors and officers as well as any person who, at its request, acts in that capacity for another entity, in the event a claim or lawsuit is filed against them. The Company maintains liability insurance policies for its directors and officers. Due to the nature of these indemnities, it is not possible to give a reasonable estimate of the amount the Company could be required to pay. No specific liability has been recorded with respect to these indemnities.

## B) FINANCIAL ASSETS PLEDGED AND HELD AS COLLATERAL

In the normal course of business, the Company pledges assets and enters into asset pledge agreements in accordance with the customary terms and conditions for its regular lending, borrowing and trading activities recognized in the Consolidated Balance Sheet. The following table shows the carrying amount of the Company's financial assets pledged as collateral for liabilities or contingent liabilities as well as the fair value of assets from third parties held as collateral or repledged.

	December 31, 2015	December 31, 2014
Financial assets of the Company pledged as collateral		
Cash and money market securities	\$ 31.0	\$ 243.0
Bonds	806.4	427.1
	837.4	670.1
Assets from third parties		
Assets held as collateral that may be sold or repledged	671,1	689.4
Less: Assets not sold or not repledged	394,4	394.9
	276.7	294.5
	1,114.1	964.6
Use of financial assets:		
Commitments related to securities sold under repurchase agreements and to securities lent or borrowed	758.1	656.6
Transactions on derivative financial instruments	79.3	28.6
Other	276.7	279.4
	\$ 1,114.1	\$ 964.6

## C) CONTINGENT LIABILITIES

The Company is involved in various litigation matters and lawsuits in the normal course of its insurance, savings and investment product distribution activities. In the past, such lawsuits were settled without incurring expenses in excess of the amounts set aside for this purpose. A class action has been filed against the Company with respect to guaranteed-capital savings products.

It is not currently possible to assess the outcome of the class action, certain of these litigation matters and certain of these lawsuits, the timing of such outcomes as well as the potential impact on the Company's financial position. In management's opinion, the fair value of the contingent liabilities resulting from such litigation matters and lawsuits, to the extent it can be measured, could have an impact on the Company's profit or loss for a specific period, but would not have a significant adverse impact on its financial position.

# NOTE 22 LEASES

## A) LEASES – AS LESSEE

#### **Operating leases**

As at December 31, minimum future commitments under leases for premises and equipment totalled \$17.4M (\$18.4M in 2014), of which \$6.7M (\$7.0M in 2014) mature in five years or less. These commitments are not subject to any restrictions, but have renewal options.

Lease payments recognized as expenses for the year ended December 31 totalled \$3.1M (\$2.6M in 2014).

#### B) LEASES – AS LESSOR

#### **Operating leases**

As at December 31, future minimum payments to be received under leases for space related to real estate properties are detailed as follows:

	2015	2014
Under 1 year	\$ 82.7	\$ 76.2
1 to 5 years	269.0	238.8
Over 5 years	208.3	191.7
Total future minimum lease payments	\$ 560.0	\$ 506.7

# NOTE 23 RELATED PARTY DISCLOSURES

## A) RELATED PARTY TRANSACTIONS

In the normal course of business, the Company carries out transactions with Desjardins Group entities. All these transactions were entered into under normal market terms and conditions and were initially recognized at fair value.

Income is derived from the sale of life and health insurance and investment products, while expenses consist primarily of management fees, security custody fees, as well as compensation and administrative fees paid to the Desjardins caisse network for distributing the Company's products.

The balances for related party transactions are as follows:

	2015							2014						
		Parent ompany <sup>1</sup>	sig	ntities with nificant fluence <sup>2</sup>	Other related parties <sup>3</sup>	Total	c	Parent ompany <sup>1</sup>	si	Entities with gnificant fluence <sup>2</sup>		Other related parties <sup>3</sup>		Total
Assets														
Cash and money market securities	\$	_	\$	41.5	\$ 159.4	\$ 200.9	\$	_	\$	36.9	\$	166.8	\$	203.7
Bonds		_		_	18.2	18.2		_		_		17.8		17.8
Shares		_		_	153.4	153.4		_		_		140.5		140.5
Securities borrowed or purchased under reverse repurchase agreements		_		_	152.8	152.8		_		_		207.6		207.6
Derivative financial instruments		_		_	1.7	1.7		_		_		3.4		3.4
Other loans and investments		_		3.2	_	3.2		_		17.5		_		17.5
Other assets		_		3.8	26.9	30.7		_		3.1		28.0		31.1
Segregated fund net assets		_		_	784.5	784.5		_		_		381.9		381.9
	\$	_	\$	48.5	\$1,296.9	\$1,345.4	\$	_	\$	57.5	\$	946.0	\$	1,003.5
Liabilities														
Commitments related to securities lent or sold under repurchase agreements	\$	_	\$	_	\$ 172.4	\$ 172.4	\$	_	\$	_	\$	384.5	\$	384.5
Derivative financial instruments		_		_	0.8	0.8		_		_		0.2		0.2
Other liabilities		111.2		28.0	28.3	167.5		104.8		43.2		42.9		190.9
Long-term debt		_		_	0.6	0.6		_		_		0.6		0.6
Preferred share liabilities		700.0		_	_	700.0		700.0		_		_		700.0
	\$	811.2	\$	28.0	\$ 202.1	\$ 1,041.3	\$	804.8	\$	43.2	\$	428.2	\$	1,276.2
Other														
Guarantees given	\$	_	\$	_	\$ 172.4	\$ 172.4	\$	_	\$	_	\$	384.5	\$	384.5
Guarantees received	\$	_	\$	_	\$ 152.8	\$ 152.8	\$	_	\$	_	\$	207.6	\$	207.6

<sup>1</sup> The parent company is Desjardins Financial Corporation Inc.

<sup>2</sup> Entities with significant influence are the Desjardins caisses.

<sup>3</sup> Other related parties include the other Desjardins Group entities and investment funds.

Profit or loss items arising from related party transactions

	2015							2014						
		Parent mpany <sup>1</sup>	sig	Entities with gnificant fluence <sup>2</sup>	Other related parties <sup>3</sup>	Total		Parent mpany <sup>1</sup>	siç	Entities with gnificant fluence <sup>2</sup>		Other related parties <sup>3</sup>		Total
Income														
Premiums	\$	_	\$	75.8	\$ 154.9	\$ 230.7	\$	_	\$	80.0	\$	134.4	\$	214.4
Net investment income		_		4.1	69.7	73.8		_		4.8		64.8		69.6
Other income		_		_	3.7	3.7		_		_		3.4		3.4
		_		79.9	228.3	308.2		—		84.8		202.6		287.4
Operating expenses	\$	18.7	\$	79.4	\$ 242.9	\$ 341.0	\$	19.3	\$	76.9	\$	210.7	\$	306.9

<sup>1</sup> The parent company is Desjardins Financial Corporation Inc.

<sup>2</sup> Entities with significant influence are the Desjardins caisses.

<sup>3</sup> Other related parties include the other Desjardins Group entities and investment funds.

## B) KEY MANAGEMENT PERSONNEL COMPENSATION

The Company's key management personnel comprises the members of its Board of Directors and its Management Committee. These individuals have the authority and responsibility for planning, directing and controlling the activities of the Company. In addition to the compensation paid to key management personnel, these individuals also carry out routine transactions with the Company regarding insurance and savings products. These transactions are entered into under terms and conditions equivalent to those of arm's length transactions and are initially recognized at fair value.

For the years ended December 31, the compensation of the Company's key management personnel was as follows:

	2015	2014
Short-term benefits	\$ 6.3	\$ 6.6
Post-employment benefits	0.7	0.6
Other long-term benefits	0.7	1.0
	\$ 7.7	\$ 8.2

# NOTE 24 OPERATING EXPENSES

For the years ended December 31, operating expenses are detailed as follows:

	2015	2014
Salaries and fringe benefits	\$ 337.8	\$ 316.5
Professional and management fees	390.7	354.8
Depreciation of fixed assets and amortization of intangible assets	14.3	10.1
Interest	18.6	19.4
Other	77.8	74.0
	\$ 839.2	\$ 774.8

# NOTE 25

On January 1, 2015, the Company completed the acquisition of all the Canadian life and health insurance businesses of State Farm Mutual Automobile Insurance Company (State Farm) as well as its Canadian mutual fund and accident and health insurance product distribution companies. The acquisition of the life and health insurance businesses was carried out by transferring assets and assuming liabilities, while the acquisition of the other businesses was carried out by purchasing company shares. With this acquisition, the Company strengthens its position in the life and health insurance industry in Canada, realizes economies of scale and benefits from a new distribution network.

The following table presents the fair value of the identifiable assets acquired and liabilities assumed as at the acquisition date.

Actifs	
Cash and cash equivalents	\$ 6.0
Bonds	1,127.8
Contract loans	78.4
Accrued net investment income	6.3
Intangible assets	45.8
Other assets	8.5
	\$ 1,272.8
Liabilities	
Actuarial liabilities	\$ 1,077.2
Other amounts payable under insurance contracts	154.4
Other liabilities	22.2
Deferred tax liabilities	9.3
	\$ 1,263.1
Net identifiable assets acquired	9.7
Goodwill resulting from the combination	2.8
Total consideration	\$ 12.5
Cash and cash equivalents acquired	6.0
Net cash used for the acquisition	6.5
	\$ 12.5

Goodwill is attributable to synergies that should result from the acquisition of the Canadian life and health insurance businesses of State Farm by the Company.

Since the acquisition, the contribution of State Farm to the Company's "Income" and "Net income" has amounted to \$189.4M and \$55.3M, respectively.

During the year ended December 31, 2015, costs of \$7.0M (\$3.5M for the year ended December 31, 2014) directly attributable to the acquisition of State Farm have been recognized under "Operating expenses" in the Consolidated Statement of Net Income.

# NOTE 26 SUBSEQUENT EVENT

On January 1, 2016, the Company acquired all of the shares of two entities under common control: Desjardins Investments Inc., which is active in the design and administration of various individual and group savings products, and Desjardins Investment Product Operations Inc., which is active in the processing and administration of savings and investment accounts for specialized products. The shares of these companies were acquired in consideration for common shares issued to the sole shareholder of the Company, Desjardins Financial Corporation Inc.

These transactions meet the definition of business combinations of entities under common control, and the assets acquired and liabilities assumed will be accounted at the carrying amount of the ultimate parent company. The accounts of these companies will be included in the Company's Consolidated Financial Statements as of the transaction's closing date, which is January 1, 2016.

The acquisition of these companies will increase assets by approximately \$330.0M.

# **CONSOLIDATED FIVE-YEAR SUMMARY**

For the years ended December 31 (in millions of Canadian dollars, unless otherwise indicated)

	2015	2014	2013	2012	2011
PROFITABILITY AND CAPITALIZATION					
Net income	448.4	295.0	382.0	210.6	274.1
Operating income	542.8	354.2	488.0	252.9	326.1
Equity	2,607.9	2,281.6	2,259.6	1,850.1	1,804.3
Return on shareholder equity	16.5%	13.1%	21.9%	10.1%	18.1%
BUSINESS GROWTH					
Insurance in force	291,644.3	253,395.1	241,510.5	232,344.8	213,955.5
Net premiums					
Insurance premiums	3,766.1	3,508.4	3,357.0	3,104.2	2,954.7
Annuity premiums	297.0	379.8	306.3	266.3	316.8
Total	4,063.1	3,888.2	3,663.3	3,370.5	3,271.5
Net savings sales	621.8	715.5	248.6	168.3	569.9
ASSETS UNDER MANAGEMENT AND ADMINISTRATION					
Assets under management (general and segregated funds)	33,432.6	30,111.6	26,541.3	25,297.3	24,202.4
Assets under administration	12,289.2	11,144.3	10,242.3	9,050.3	8,695.0
Total	45,721.8	41,255.9	36,783.6	34,347.6	32,897.4
INVESTMENT QUALITY					
Bonds					
Rated A or higher	85.3%	85.9%	84.7%	87.5%	90.3%
OTHER INFORMATION					
Number of employees	3,801	4,077	3,923	3,850	3,653
Number of representatives and brokers	10,390	9,731	9,083	8,466	8,197

The 2011 and 2012 data were restated to reflect the switch to the fair value method of accounting for investment property in 2012 and the changes applied to IAS 19, "Employee Benefits" in 2013. Note that the return on shareholder equity presented in 2011 was not restated for the changes to IAS 19.

# CORPORATE INFORMATION

# **BOARD OF DIRECTORS**

Directors in office as at December 31, 2015

## **CHAIR**

Yvon Vinet, Notary (LLB, DDN) Salaberry-de-Valleyfield, Quebec Les notaires Lupien, Patenaude, Vinet, Gougeon, Monette inc.

Chair of the Board of Directors Caisse Desjardins de Salaberry-de-Valleyfield

Member of the Board of Directors of the Fédération des caisses Desjardins du Québec President, Regional Council – Montreal Southshore

#### **VICE-CHAIR**

Suzanne Maisonneuve-Benoit Mont-Tremblant, Quebec Administrative Consultant

Member of the Board of Supervision Caisse populaire Desjardins de Sainte-Foy

#### DIRECTORS

Kathleen Bilodeau, FP Quebec City, Quebec General Manager Caisse Desjardins de Sillery–Saint-Louis-de-France

Member of the Regional Council - Québec Ouest et Rive-Sud (Desjardins)

Johanne Girard, CPA, CGA, MBA, CISA, AdmA (effective February 13, 2015) Laval, Quebec Chair of the Board of Supervision Caisse Desjardins du Nord de Laval

Internal Auditor Hydro-Québec

# Serge Hamelin, FCIA

Montreal, Quebec Consulting Actuary

Member of the Board of Directors Caisse Desjardins de Chomedey

## Myles Kirvan, LLB (effective February 13, 2015) Ottawa, Ontario

Vice-Chair of the Board of Directors Institute on Governance

#### Louise Lussier, CPA, CGA, MBA, ASC

Montreal, Quebec Member of the Board of Directors and Chair of the Audit Committee Caisse Desjardins de l'Administration et des Services publics

Vice-Chair of the Board of Directors Musée des Hospitalières de l'Hôtel-Dieu de Montréal Johanne Marceau (effective February 13, 2015) Drummondville, Quebec Vice-Chair Regional Council – Centre du Québec (Desjardins)

Chair of the Board of Directors Caisse Desjardins de Drummondville

#### Francine Martel-Vaillancourt, FCPA, FCA, ASC (effective February 13, 2015)

Saint-Laurent-de-l'Île-d'Orléans, Quebec Chair of the Board of Directors Régie des rentes du Québec

Chair of the Departmental Audit and Evaluation Committee Shared Services Canada

Member of the Board of Directors Canada Revenue Agency

Normand Provost, ASC (effective March 26, 2015) Brossard, Quebec

Advisor to the President Caisse de dépôt et de placement du Québec

Member of the Board of Directors and Audit Committee Québecor inc.

Member of the Board of Supervision Kéolis

## Jacques St-Aubin

Hawkesbury, Ontario

Member of the Board of Directors Caisse populaire de Hawkesbury Ltée

Member of the Board of Directors Fédération des caisses populaires de l'Ontario

Member of the Regional Council Caisses populaires de l'Ontario

## Réal Sureau, FCPA, FCA

Verdun, Quebec Member of the Board of Directors Valener inc. Member of the Disciplinary Council Ordre des comptables professionnels agréés du Québec

#### Laura M. Talbot, MBA, FCPA, FCMA, ICDD

Kingston, Ontario President Talbot Allan Consulting Group

Board member of: Pension and Investment Management Committee – CPA Canada Canadian Nuclear Safety Commission Small Departments and Agencies – Economic Development of Canada, Government of Canada Waste Diversion Ontario Awlington Park Inc.

# **BOARD COMMITTEES**

#### **EXECUTIVE COMMITTEE**

Yvon Vinet Chair

Suzanne Maisonneuve-Benoit (Vice-Chair) Francine Martel-Vaillancourt Normand Provost

## INVESTMENT COMMITTEE

Normand Provost Chair

Kathleen Bilodeau Johanne Marceau Réal Sureau (observer) Yvon Vinet

#### AUDIT AND RISK MANAGEMENT COMMITTEE

Serge Hamelin Chair

Myles Kirvan Louise Lussier Francine Martel-Vaillancourt Réal Sureau Laura M. Talbot

### ETHICS AND PROFESSIONAL CONDUCT COMMITTEE

Suzanne Maisonneuve-Benoit Chair

Johanne Girard Jacques St-Aubin

# **COMPANY MANAGEMENT**

#### Monique F. Leroux, CM, OQ, FCPA, FCA

Chair of the Board, President and Chief Executive Officer, Desjardins Group Chief Executive Officer, Desjardins Financial Security

## Denis Berthiaume, FSA, FCIA

President and Chief Operating Officer Desjardins Financial Security Senior Vice-President and General Manager, Wealth Management and Life and Health Insurance Desjardins Group

#### Alain Thauvette, CPA, CA

Senior Executive Vice-President, Life and Health Insurance

- Nathalie Bouchard, FSA, FCIA
   Senior Vice-President, Corporate Actuarial Services
- Josée Dixon, CEBS, CAAS Senior Vice-President, Group and Business Insurance
- Linda Fiset, MBA, FLMI
  Senior Vice-President, Distribution, Creditor and Direct Insurance
- André Langlois, FSA, FCIA Senior Vice-President, Individual Insurance

#### Éric Lachaîne, MBA

Senior Executive Vice-President, Development and Investment Solutions

- David Charbonneau, ASA
   Senior Vice-President, Group Retirement Savings
- Éric Landry, MBA (fin) Senior Vice-President, Investment Solutions
- Mario Lapierre, MBA, AdmA
   Senior Vice-President, Investment Solutions Business Development
- Pauline Toulouse, BSc Senior Vice-President, Investment Product Operations

#### Vincent Hogue, MSc

Senior Executive Vice-President, Brokerage and Private Management

#### Denise Brisebois, MBA

Senior Vice-President, Human Resources Advisory Services

François Cholette Vice-President, Legal Affairs

**Gregory Chrispin, CFA, ICDD** Senior Vice-President, Investments

Richard Cloutier Senior Vice-President, IT Business Relations and Solutions

Christian Cyr Senior Vice-President, Performance, Projects and Efficiency

François Drouin, CPA, CA Senior Vice-President, Finance

Nathalie Lachance Senior Vice-President, Strategies and Marketing

Bill Packham, CPA, CA Senior Vice-President, National Business Development

**François Vaillancourt, LLM** Vice-President, Insurance Compliance

# CORPORATE CONTACT INFORMATION

## **MAIN OFFICES**

#### DESJARDINS FINANCIAL SECURITY

Head Office 200 rue des Commandeurs Lévis QC G6V 6R2 418-838-7800 1-877-828-7800

**Quebec City** 1150 rue de Claire-Fontaine Quebec City QC G1R 5G4 418-647-5000 1-888-893-1833

#### Montreal

Complexe Desjardins 150 rue Sainte-Catherine Ouest Montreal QC H2X 3Y2 514-350-8700 1-866-647-5013

**Toronto** 95 St. Clair Avenue West Toronto ON M4V 1N7 416-926-2700 1-877-906-5551

# **REGIONAL OFFICES**

## ATLANTIC CANADA

Halifax/Dartmouth

99 Wyse Road, Suite 1400 Dartmouth NS B3A 4S5 902-466-8881

**St. John's** Village Shopping Centre 430 Topsail Road St. John's NL A1E 4N1 709-747-8473

#### QUEBEC

## Lévis

Complexe Maurice-Tanguay 5790 boul. Étienne-Dallaire, Suites 105 and 203 Lévis QC G6V 8V6 418-838-7800 1-800-531-5488

95 rue des Commandeurs Lévis QC G6V 6P6 418-838-7800 1-877-828-7800

150 rue des Commandeurs Lévis QC G6V 6P8 418-835-2400 1-877-828-7800

#### Montreal

2 Complexe Desjardins, Suite 2301 Montreal QC H5B 1E2 514-285-7880 1-800-363-3072

#### ONTARIO

## Ottawa

14 Chamberlain Avenue, Suite 201 Ottawa ON K1S 1V9 613-224-3121

#### Toronto

95 St. Clair Avenue West Toronto ON M4V 1N7 416-926-2700 1-877-906-5551

### WESTERN CANADA

Winnipeg 363 Broadway, Suite 1405 Winnipeg MB R3C 3N9 204-989-4350

Calgary

255 5th Avenue SW, Suite 2450 Calgary AB T2P 3G6 403-216-5800

#### Vancouver

401 West Georgia Street, Suite 1050 Vancouver BC V6B 5A1 604-718-4410

555 West Hastings Street, Suite 2288 Vancouver BC V6B 4N6 604-718-4424

#### **SUBSIDIARIES**

#### Sigma Assistel, Inc.

1100 boul. René-Lévesque Ouest, 15th Floor Montreal QC H3B 4N4 514-875-9170 1-800-465-6390

Desjardins Financial Security Investments Inc. 1150 rue de Claire-Fontaine Quebec City QC G1R 5G4 418-647-5070 1-866-647-5070

For the contact information of our financial centres, phone 1-800-463-7870 or visit our website at www.desjardinslifeinsurance.com.

## WEBSITES

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Communication Advisory Services Desjardins Financial Security 150 rue des Commandeurs LEV 150 – 5° – K Lévis QC G6V 6R2 Telephone 514-281-7000 or 1-866-866-7000, extension 5557940 Email info@dfs.ca Fax 514-281-7020 Website www.desjardinslifeinsurance.com



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