

definity.



INVESTOR PRESENTATION

November 2024



ADVISORY REGARDING FORWARD-LOOKING INFORMATION

This presentation contains “forward-looking information” within the meaning of applicable securities laws in Canada. Forward-looking information may relate to our future business, financial outlook and anticipated events or results and may include information regarding our financial position, business strategy, growth strategies, addressable markets, budgets, operations, financial results, taxes, dividend policy, plans and objectives. Particularly, information regarding our expectations of future results, performance, achievements, prospects or opportunities or the markets in which we operate is forward-looking information. In some cases, forward-looking information can be identified by the use of forward-looking terminology such as “plans”, “targets”, “expects” or “does not expect”, “is expected”, “an opportunity exists”, “budget”, “scheduled”, “estimates”, “forecasts”, “projections”, “prospects”, “strategy”, “intends”, “anticipates”, “does not anticipate”, “believes”, or variations of such words and phrases or statements that certain actions, events or results “may”, “could”, “would”, “might”, “will”, “will be taken”, “occur” or “be achieved”. In addition, any statements that refer to expectations, intentions, projections or other characterizations of future events or circumstances contain forward-looking information. Statements containing forward-looking information are not historical facts but instead represent management’s expectations, estimates and projections regarding possible future events or circumstances.

Forward-looking information in this presentation is based on our opinions, estimates and assumptions in light of our experience and perception of historical trends, current conditions and expected future developments, as well as other factors that we currently believe are appropriate and reasonable in the circumstances. Despite a careful process to prepare and review the forward-looking information, there can be no assurance that the underlying opinions, estimates and assumptions will prove to be correct. Forward-looking information is necessarily based on a number of opinions, estimates and assumptions that we considered appropriate and reasonable as at the date such statements are made, and are subject to many factors that could cause our actual results, performance or achievements, or other future events or developments, to differ materially from those expressed or implied by the forward-looking statements, including, without limitation, the following factors:

- Definity’s ability to continue to offer competitive pricing or product features or services that are attractive to customers;
- Definity’s ability to appropriately price its insurance products to produce an acceptable return, particularly in provinces where the regulatory environment requires auto insurance rate increases to be approved or that otherwise impose regulatory constraints on auto insurance rates;
- Definity’s ability to accurately assess the risks associated with the insurance policies that it writes;
- Definity’s ability to assess and pay claims in accordance with its insurance policies;
- Definity’s ability to obtain adequate reinsurance coverage to transfer risk;
- Definity’s ability to accurately predict future claims frequency or severity, including the frequency and severity of weather-related events and the impact of climate change;
- Definity’s ability to address inflationary cost pressures through pricing, supply chain, or cost management actions;
- the occurrence of unpredictable catastrophe events;
- litigation and regulatory actions, including potential claims in relation to demutualization and our IPO and unclaimed demutualization benefits, and COVID-19-related class-action lawsuits that have arisen and which may arise, together with associated legal costs;
- Definity’s ability to determine and process demutualization benefits in relation to the benefit claim deadline and the post-benefit claim deadline administrative processing period, whether in the form of cash or common shares, and the tax treatment of amounts transferred to the Company;
- unfavourable capital market developments, interest rate movements, changes to dividend policies or other factors which may affect our investments or the market price of our common shares;
- changes associated with the transition to a low-carbon economy, including reputational and business implications from stakeholders’ views of our climate change approach, that of our industry, or that of our customers;
- Definity’s ability to successfully manage credit risk from its counterparties;
- foreign currency fluctuations;
- Definity’s ability to meet payment obligations as they become due;
- Definity’s ability to maintain its financial strength rating or credit rating;
- Definity’s dependence on key people;
- Definity’s ability to attract, develop, motivate, and retain an appropriate number of employees with the necessary skills, capabilities, and knowledge;
- Definity’s ability to appropriately collect, store, transfer, and dispose of information;
- Definity’s reliance on information technology systems and internet, network, data centre, voice or data communications services and the potential disruption or failure of those systems or services, including as a result of cyber security risk;
- failure of key service providers or vendors to provide services or supplies as expected, or comply with contractual or business terms;
- Definity’s ability to obtain, maintain and protect its intellectual property rights and proprietary information or prevent third parties from making unauthorized use of our technology;
- compliance with and changes in legislation or its interpretation or application, or supervisory expectations or requirements, including changes in the scope of regulatory oversight, effective income tax rates, risk-based capital guidelines, and accounting standards;
- failure to design, implement and maintain effective controls over financial reporting and disclosure which could have a material adverse effect on our business;
- deceptive or illegal acts undertaken by an employee or a third party, including fraud in the course of underwriting insurance or administering insurance claims;
- Definity’s ability to respond to events impacting its ability to conduct business as normal;
- Definity’s ability to implement its strategy or operate its business as management currently expects;
- general business, economic, financial, political, and social conditions, particularly those in Canada;
- the emergence or continuation of widespread health emergencies or pandemics, and their impact on local, national, or international economies, as well as their heightening of certain risks that may affect our business or future results;
- the competitive market environment and cyclical nature of the P&C insurance industry;
- the introduction of disruptive innovation or alternative business models by current market participants or new market entrants;
- distribution channel risk, including Definity’s reliance on brokers to sell its products;
- Definity’s dividend payments being subject to the discretion of the Board and dependent on a variety of factors and conditions existing from time to time;
- the discontinuance, modification, or failure to renew or complete Definity’s normal course issuer bid (“NCIB”);
- Definity’s dependence on the results of operations of its subsidiaries and the ability of the subsidiaries to pay dividends;
- Definity’s ability to manage and access capital and liquidity effectively;
- Definity’s ability to successfully identify, complete, integrate and realize the benefits of acquisitions or manage the associated risks;
- management’s estimates and judgments in respect of IFRS 17 and its impact on various financial metrics;
- periodic negative publicity regarding the insurance industry, Definity, or Definity Insurance Foundation; and
- management’s estimates and expectations in relation to interests in the broker distribution channel and the resulting impact on growth, income, and accretion in various financial metrics.

If any of these risks or uncertainties materialize, or if the opinions, estimates or assumptions underlying the forward-looking information prove incorrect, actual results or future events might vary materially from those anticipated in the forward-looking information. The opinions, estimates or assumptions referred to above and described in greater detail in Section 12 – “Risk Management and Corporate Governance” of our MD&A for the year ended December 31, 2023 should be considered carefully by readers.

Although we have attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking information, the factors above are not intended to represent a complete list and there may be other factors not currently known to us or that we currently believe are not material that could also cause actual results or future events to differ materially from those expressed in such forward-looking information. There can be no assurance that such forward-looking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information, which speaks only as at the date made. The forward-looking information contained in this presentation represents our expectations as at the date of this presentation (or as at the date they are otherwise stated to be made) and are subject to change after such date. However, we disclaim any intention or obligation or undertaking to update or revise any forward-looking information whether as a result of new information, future events or otherwise, except as required under applicable securities laws in Canada.

All of the forward-looking information contained in this presentation is expressly qualified by the foregoing cautionary statements.



COMPANY OVERVIEW

definity.

COMPANY HIGHLIGHTS

Leading Canadian P&C Insurer in a Large and Growing Market

Superior Customer and Broker Experience

Highly Scalable Digital Platforms and Growing Broker Distribution Capabilities

Market Leading Commercial Insurance Capabilities

Sophisticated Pricing Methodologies and Disciplined Underwriting Underpin Profitability

Significant Financial Flexibility to Support Value Creation

Seasoned Management Team and Dynamic Corporate Culture

DEFINITY IS A LEADING CANADIAN P&C INSURER

We are a personal and commercial P&C insurer offering auto, property, liability, pet, and specialty insurance solutions through multiple distribution channels



Over 150 Years of Operations in Canada



6th Largest P&C Insurance Carrier in Canada⁽¹⁾

3rd Largest Carrier in Broker Channel Canada⁽¹⁾



Deeply Engaged Team

~3,500 employees in 12 regional offices and a national network of over 600 independent brokerage firms



Advanced Data Analytics Capabilities and a Passion for Innovation

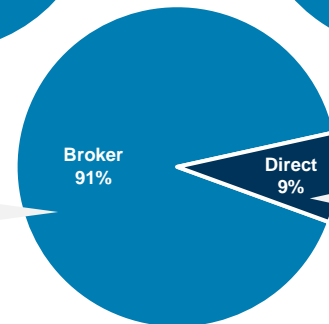
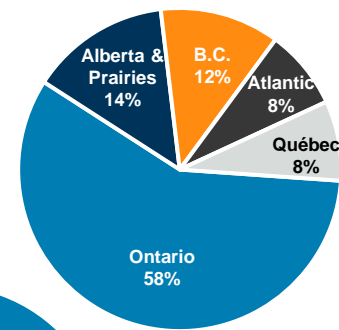
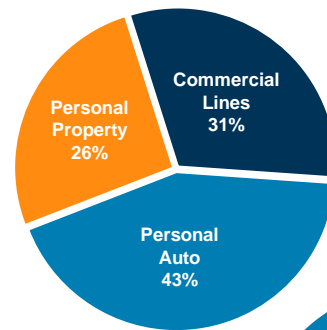
Demonstrated by Award-winning Digital Platforms



Profitable Growth Driving Shareholder Value

Targeting GWP⁽³⁾ growth at an upper single digit to approximately 10% rate while maintaining a combined ratio⁽³⁾ in the mid-90s

\$4.4B IN GROSS WRITTEN PREMIUMS⁽³⁾ FOR TTM Q3 2024⁽²⁾



1. As of June 30, 2024, based on insurance revenue from insurance contracts issued from MSA Research. Market share of Canadian P&C insurance industry insurance revenue of \$41.5 billion for the six months ended June 30, 2024, excluding accident and sickness insurance and policies for insurance written outside of Canada, Canada Guaranty Mortgage Insurance Company, Genworth Financial Mortgage Insurance Company, Mortgage Insurance Company of Canada, Green Shield Canada, Insurance Corporation of British Columbia, Lloyd's Underwriters Canada, Saskatchewan Auto Fund, and Saskatchewan Government Insurance.

2. Q3 2024 YTD GWP breakdown by business line, distribution channel, and region.

3. This is a supplementary financial measure or a non-GAAP ratio. Refer to Section 11 — Supplementary Financial Measures and Non-GAAP Financial Measures and Ratios in the Q3-2024 MD&A for further details.

OUR STRATEGY

OUR PURPOSE

Building a better world by helping our clients and communities adapt and thrive

OUR AMBITION

To be one of Canada's leading and most innovative P&C insurers

OUR PROMISE

Making insurance better

STRATEGIC OBJECTIVES

Become one of the five largest P&C insurers in Canada

Maintain our digital leadership

Consistently deliver disciplined financial management

Position Definity as a purpose-driven sustainability leader

KEY FOCUS AREAS

- Leverage Vyne to increase our share of the broker channel
- Grow and diversify our Commercial Insurance business
- Capitalize on the expanding digital direct insurance market
- Deliver a superior claims experience that supports and satisfies customers
- Grow and diversify through acquisitions and partnerships
- Attract and retain top talent
- Maintain our pace of innovation
- Deliver on our Inclusion, Diversity, Equity and Accessibility (IDEA) targets, climate goals, and other ESG priorities

SUPERIOR CUSTOMER AND BROKER EXPERIENCE

Our Digital Platforms, Sonnet and Vyne, enable our customers and brokers to access competitively priced insurance in a fast, easy to use manner

sonnet.
INSURANCE

vyne[™]
GROW WITH
CONFIDENCE

- ✓ Purchase insurance in as little as 5 minutes
 - ✓ Easy-to-understand language and available support
 - ✓ Fully digital
 - ✓ Real-time customization, processing and underwriting
 - ✓ Automated underwriting and advanced data analytics used to deliver personalized pricing
- ✓ Quickly obtain and process bindable quotes
 - ✓ Integration with all major BMS⁽¹⁾ and quoting vendors
 - ✓ Uses the technology and learnings of Sonnet
 - ✓ Real-time customization, processing and underwriting
 - ✓ Automated underwriting and advanced data analytics used to deliver personalized pricing

IMPACT EVERY ASPECT OF THE VALUE CHAIN

- ▶ We believe that our sophisticated Digital Platforms **enable rapid scaling of our business**
- ▶ Ability to **directly drive new business** from over 30,000 individual brokers and thousands of customers who engage with us directly **while reducing variable costs**
- ▶ Ability to **respond to market conditions with greater speed and agility** drives improvements in our personal lines claims ratio
- ▶ **Automated, data-driven model supports** customer acquisition and retention
- ▶ We expect that these platforms will also enable us to **drive synergies in connection with potential future acquisitions**

1. Broker management systems.

USING ANALYTICS & AI TO CREATE BUSINESS VALUE



200+ data & analytics practitioners



Over 25 years of high-quality, digitized data + access to extensive third-party datasets



A robust enterprise data & analytics strategy






Early adoption of Generative AI to drive further business value in a safe & responsible manner



Large-scale technology initiatives to continuously improve our data platforms & analytics capabilities, including strategic partnership with Google Cloud established in 2022



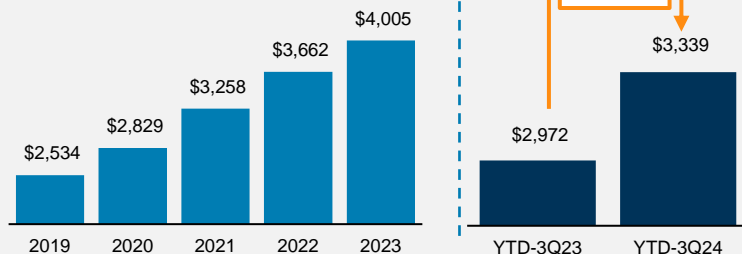
Leading model risk management and data & analytics ethics practices

 ALL LINES	 PERSONAL LINES	 COMMERCIAL LINES
<p>Numerous models triage & evaluate claims in real time upon first notification of loss</p>	<p>Predictive modelling evaluates customer profitability, loss propensity, conversion, retention, and need for underwriter intervention</p>	<p>Predictive models are foundational to our pricing, target market identification, and quote prioritization</p>
<p>Analytics & machine learning enable effective claim management & fraud detection throughout the claim lifecycle</p>	<p>Real-time underwriting fraud detection & deflection to protect Sonnet profitability</p>	<p>Machine learning prioritizes building inspections & consultative risk services for targeted customers</p>
<p>Granular analytics assess broker performance</p>	<p>AI deployed to improve Contact Centre efficiency</p>	<p>AI deployed to improve intake efficiency & broker experience</p>
<p>125+ predictive models to improve profitability, growth, and the customer experience</p>		

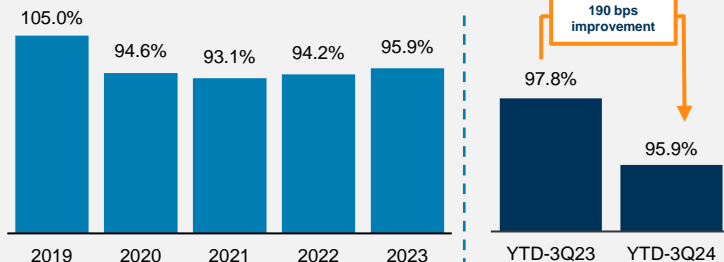
PROFITABLE GROWTH COMBINED WITH A STRENGTHENED AND DIVERSIFIED EARNINGS PROFILE

Gross Written Premiums⁽¹⁾

(\$ in millions)

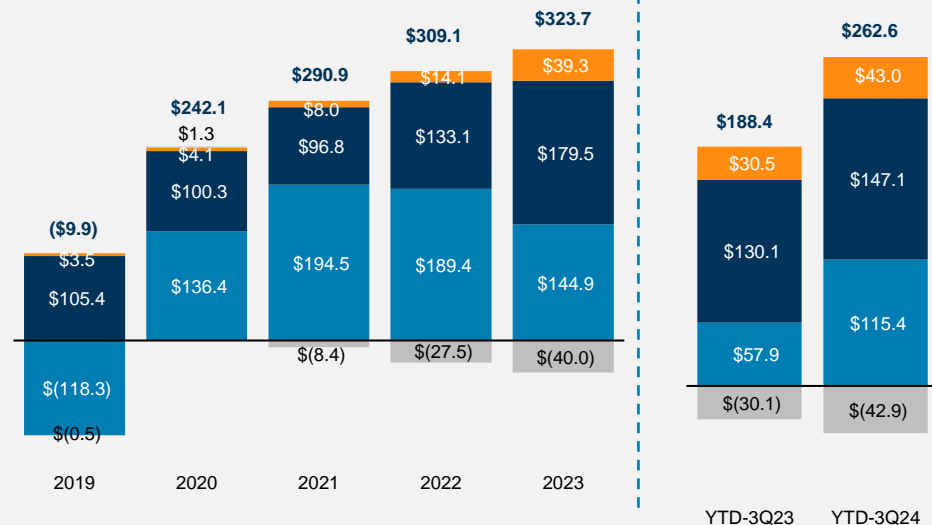


Combined Ratio^(1,2)



Operating Income⁽¹⁾

(\$ in millions)



■ Underwriting (loss) Income^(1,2) ■ Net Investment Income⁽³⁾ ■ Distribution Income⁽¹⁾ ■ Other⁽⁴⁾

¹ This is a supplementary financial measure, non-GAAP financial measure, or a non-GAAP ratio. Refer to Supplementary Financial Measures and Non-GAAP Financial Measures and Ratios advisory and Supplementary financial measures and non-GAAP financial measures and ratios in the Q3-2024 MD&A for further details.

² The combined ratio and underwriting income (loss) exclude the impact of discounting.

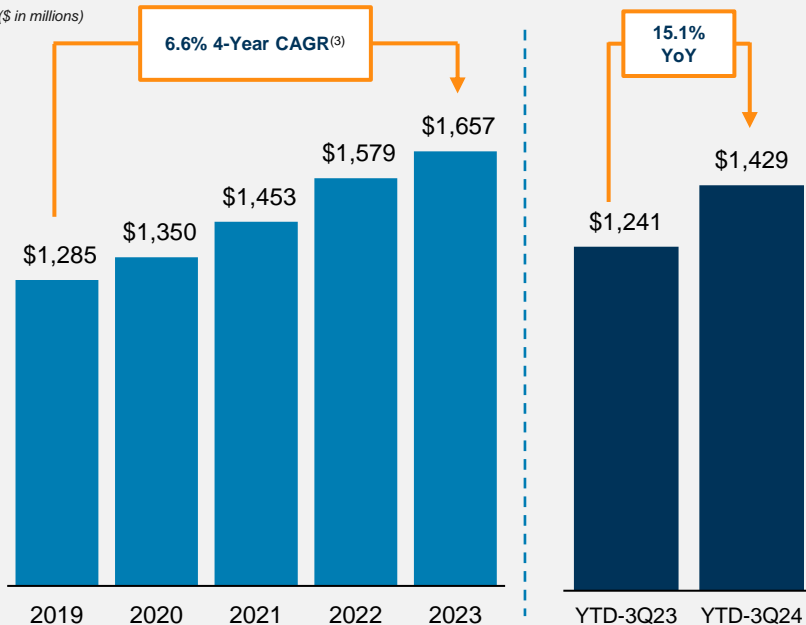
³ Net investment income is dividend & interest income less investment expenses.

⁴ Includes public company expenses, interest expense, non-controlling interests, and other.

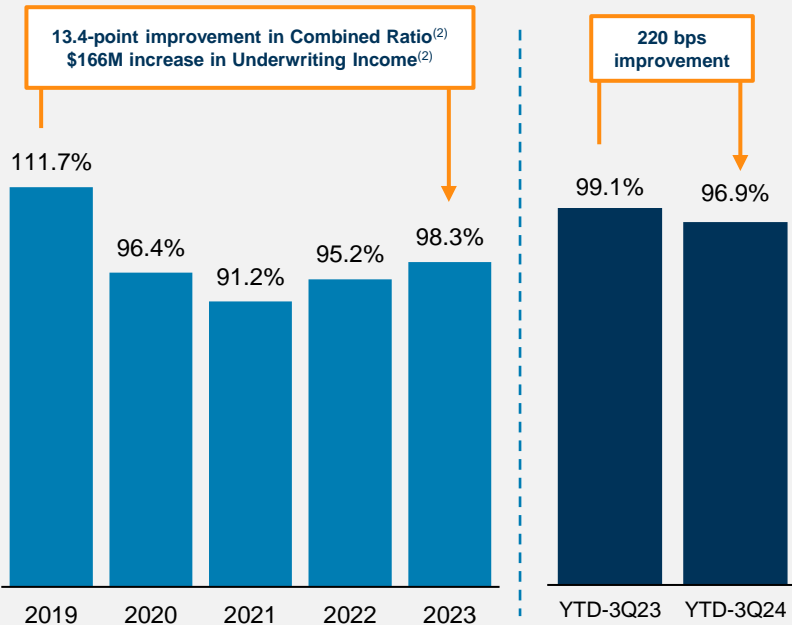
DRIVING PROFITABLE GROWTH IN PERSONAL AUTO BY LEVERAGING DIGITAL ASSETS AND BROKER RELATIONSHIPS

PERSONAL AUTO GWP^(1,2) GROWTH

(\$ in millions)



PERSONAL AUTO COMBINED RATIO^(2,4)



Note: Figures in millions, unless otherwise noted.

1. Restated under current GWP definition.

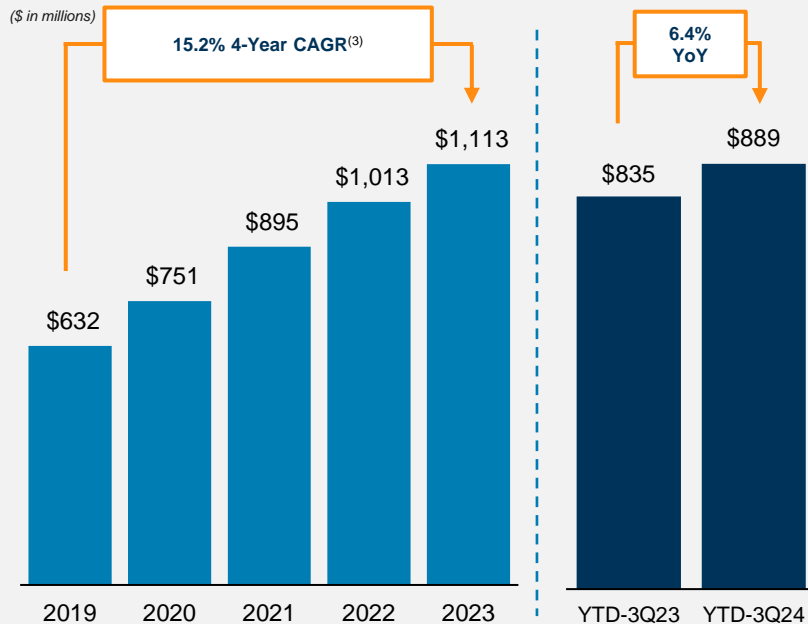
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3. 4Y CAGR from 2019-2023

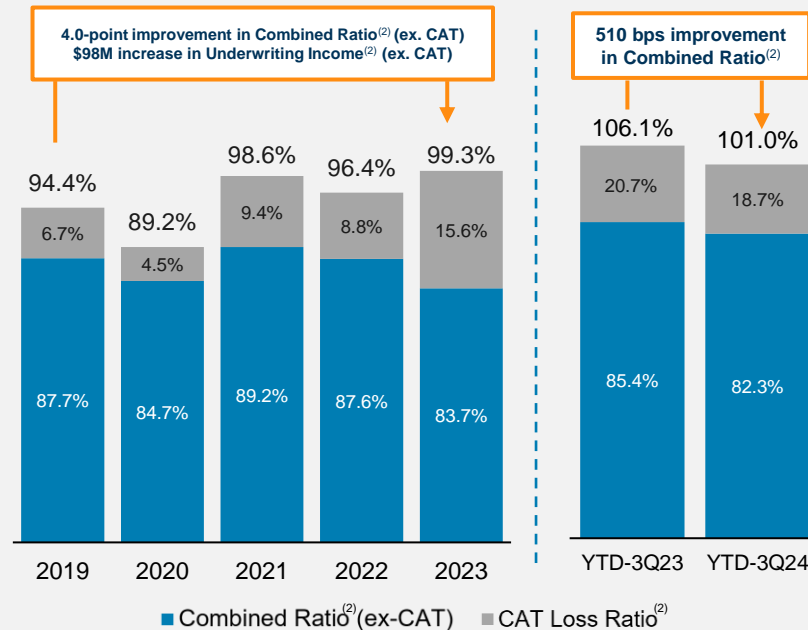
4. The years 2019 - 2021 are under IFRS 4 and 2022 to Q3-2024 are under IFRS 17.

ROBUST GROWTH IN PERSONAL PROPERTY WITH IMPROVED UNDERWRITING

PERSONAL PROPERTY GWP^(1,2) GROWTH



PERSONAL PROPERTY COMBINED RATIO^(2,4)



Note: Figures in millions, unless otherwise noted.

1. Restated under current GWP definition.

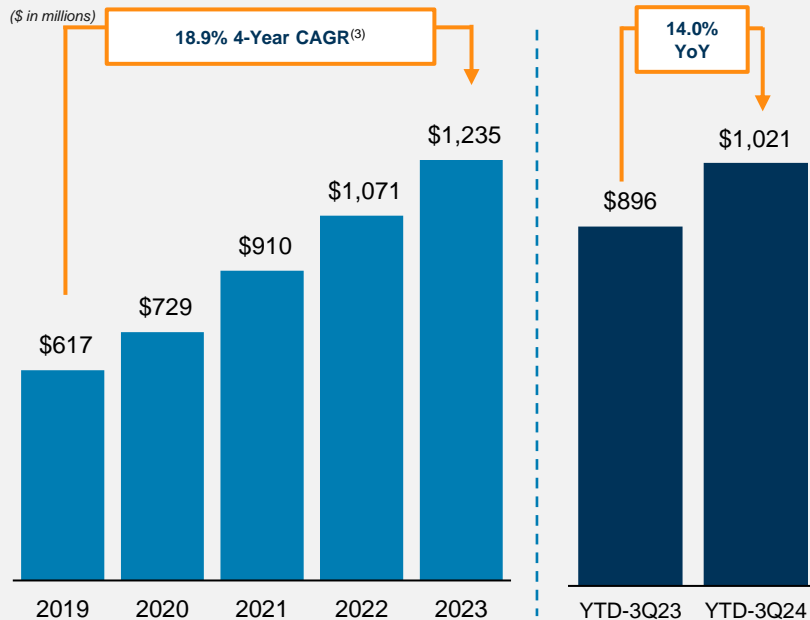
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3. 4Y CAGR from 2019-2023

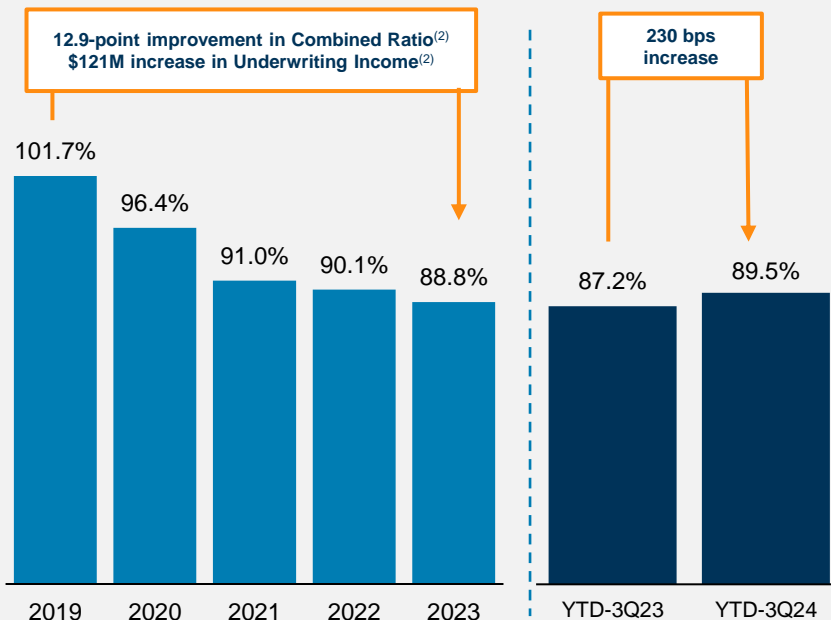
4. The years 2019 - 2021 are under IFRS 4 and 2022 to Q3-2024 are under IFRS 17.

GROWING AND PROFITABLE COMMERCIAL INSURANCE CAPABILITIES

COMMERCIAL INSURANCE GWP^(1,2) GROWTH



COMMERCIAL INSURANCE COMBINED RATIO^(2,4)



Note: Figures in millions, unless otherwise noted.

1. Restated under current GWP definition.

2. This is a supplementary financial measure, non-GAAP financial measure, or a non-GAAP ratio. Refer to Supplementary Financial Measures and Non-GAAP Financial Measures and Ratios advisory and Supplementary financial measures and non-GAAP financial measures and ratios in the Q3-2024 MD&A for further details.

3. 4Y CAGR from 2019-2023

4. The years 2019 - 2021 are under IFRS 4 and 2022 to Q3-2024 are under IFRS 17.

POSITIONED FOR EXPANSION ACROSS SEVERAL COMMERCIAL INSURANCE SEGMENTS



SMALL BUSINESS

Target market size: ~\$8.5B^(1,2)

Key growth opportunities:

- Leverage digital capability of “Vyne Commercial” paired with traditional underwriter capabilities to drive growth in the broker channel



MID-MARKET

Target market size: ~\$10B⁽¹⁾

Key growth opportunities:

- Deepening broker relationships to drive new business
- Comprehensive product suite and recently introduced cross-border capabilities



SPECIALTY

Target market size: ~\$8.5B⁽¹⁾

Key growth opportunities:

- Continue to add new products to become a core market for strategic broker partners
- Leverage insights gained from Uber partnership to further enhance digital underwriting capabilities



Uber

1. Based on GWP as of December 31, 2023.

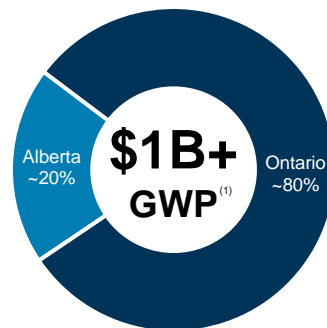
2. Includes Small and low complexity Mid-Market Business

OUR LEADING BROKER PLATFORM

Our national broker platform provides ongoing opportunities to scale and grow the earnings profile of the business

Benefits to Definity

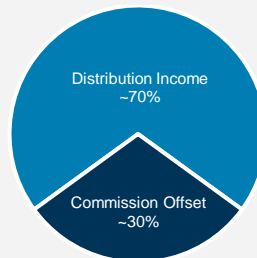
- Diversified product base allows for repeatable distribution income and complementary earnings contribution
- Strong loss ratios and operating margins
- Scale positions in Ontario and Alberta with deep management team and proven M&A experience
- Relationships with over 50 carrier markets with a robust product suite
- Access to high quality portfolios by fostering stronger relationships with brokers
- Demonstrated organic and acquisition-based growth potential



3-5 Year Ambition

**\$1.5B
GWP⁽¹⁾**

Portfolio of broker investments is **on track** to generate an operating income⁽¹⁾ before finance costs, taxes and minority interests of **~\$75 million** in 2024.



▶ Distribution Income

Q3-24: \$15.8M | YTD Q3-24: \$43.0M

▶ Commission Offset

~0.5 pts benefit to our expense ratio

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A HEIGHTENED FOCUS ON CULTURE AND DEVELOPING EXECUTIVE BENCH STRENGTH



Rowan Saunders
President & CEO



Philip Mather
EVP & CFO



Paul MacDonald
EVP, Personal Insurance
and Digital Channels



Fabian Richenberger
EVP, Commercial
Insurance & Insurance
Operations



Liam McFarlane
SVP & Chief Risk and
Actuarial Officer



Brigid Pelino
SVP & Chief People
and Culture Officer



Innes Dey
SVP,
Legal and Strategy



Tatjana Lalkovic
SVP & Chief
Technology Officer



Tom Reikman
SVP & Chief
Distribution Officer



Donna Ince
SVP & Chief
Underwriting Officer,
Personal Insurance



Obaid Rahman
SVP & Chief
Underwriting Officer,
Commercial Insurance



Craig Richardson
SVP & Chief
Claims Officer

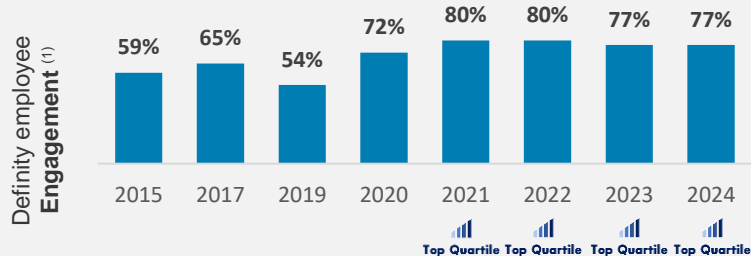
- ✓ ~70% of the Senior Leadership Team have been with Definity for more than 5 years
- ✓ Senior Leadership Team has an average of more than 20 years of P&C insurance industry experience

DEFINITY, IT'S BETTER HERE

2023-2024 Company Recognition



Our engagement journey



A better employee experience⁽²⁾

+23 pts increase in employee engagement since 2019⁽¹⁾

97% of eligible employees have ownership in Definity Financial Corporation through the Definity Share Ownership Plan

96% of SLT level employees are engaged

85% of employees at Definity feel they have the flexibility they need in their work schedule to meet work and personal needs

81% of employees would recommend Definity as a great place to work

Key Statistics



92% retention rate of high-performers



88% of employees feel **accepted** and included **for who they are at work**



54% of all hires in the past 12 months are women



51% of all job opportunities at Definity are filled by internal candidates



50% of employees who have completed the Confidential Self-Disclosure process identified as **Black, Indigenous, Person of Colour, LGBTQ+ and/or Person with Disability**



48% of managerial positions are held by women

definity.

1. Engagement surveys conducted with several providers. Score calculation based on equivalent 3-5 dimensions across all years.

2. 51% of job opportunities are filled by internal candidates (this excludes co-op and student roles)

ESG HIGHLIGHTS

Our purpose: Building a better world by helping our clients and communities adapt and thrive.

ENVIRONMENT

- Target: Achieve **net zero emissions from operations and investments⁽¹⁾ by 2040** or sooner, including interim targets
- **Scope 1 & 2 GHG emissions** (location-based) -25% relative to 2019
- Active member of **Climate Proof Canada** coalition advocating for investment and timely implementation of National Adaptation Strategy

SOCIAL

- Target: At least **30% women, 15% equity-deserving** (BIPOC, LGBTQ+, with disabilities) in **VP+ roles by 2026**
- 2023 employer awards include: **Canada's Best Employers for Diversity** (Forbes); **Best Workplaces™** in Financial Services and Insurance (Great Place to Work®)
- Definity Insurance Foundation provided **\$1.1M to Windmill Microlending** in support of career development and education for new Canadians

GOVERNANCE

- **12 of 13 Board directors are independent⁽²⁾**, including the Chair
- Executive **ESG Steering Committee** chaired by SVP, Legal & Strategy to oversee strategy and execution with Board oversight
- **Sustainability-linked loan** ties credit facility pricing to annual ESG performance metrics aligned with executive compensation

1. Listed equities and corporate bonds.

2. Only non-independent Board director is the CEO.

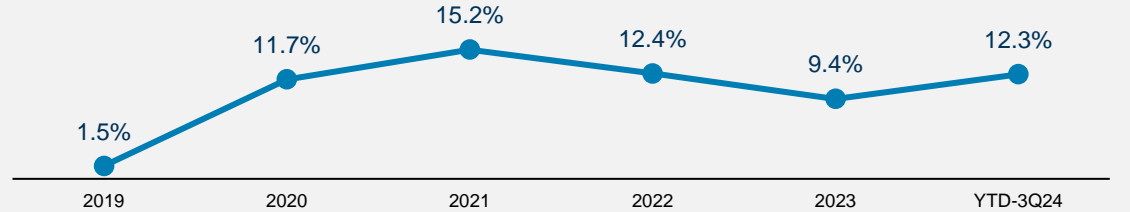


FINANCIAL PERFORMANCE AND RISK MANAGEMENT

OUR FINANCIAL TARGETS

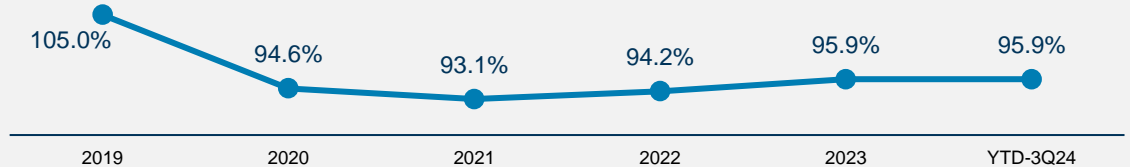
Gross Written Premiums¹

Grow GWP at an upper single digit to approximately 10% rate³



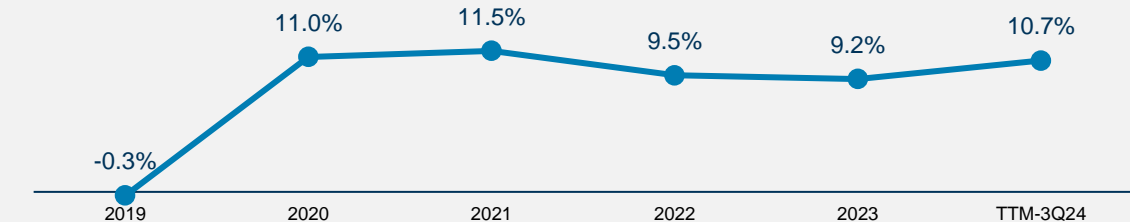
Combined Ratio^{1,2}

Maintain a full year combined ratio in the mid-90s³



Operating ROE^{1,2}

Generate a full year operating ROE in the range of 10% to below teens³



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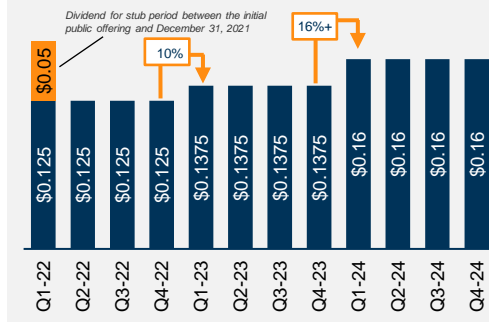
3. Current full-year financial targets for 2024.

SIGNIFICANT FINANCIAL FLEXIBILITY

CAPITAL MANAGEMENT FRAMEWORK

- Establishment of flexible capital management tools to support the business strategy
- Ensuring an appropriate level of liquidity to support operational and other corporate requirements
- Maximizing long-term shareholder value through capital optimization
- Maintaining strong credit ratings to support capital raising
- Maintaining strong regulatory capital in our operating insurance entities to safeguard policyholders

DIVIDEND GROWTH



(\$ in millions, except as otherwise noted)

Sep 30-24

Excess capital for Definity Insurance	\$140
Additional capital at Definity Financial Corporation	\$267
Total Excess Capital	\$407
Leverage Capacity ⁽¹⁾	\$972
Financial Capacity⁽¹⁾ as at Q3-2024	\$1,379

Capital Deployment Priorities

Organic Growth

We retain capital to support the growth in our premium volumes as well as invest in talent and technology that advance our strategic objectives

Common Shareholder Dividends

We intend to have a sustainable and growing dividend per common share that will be reviewed on a regular basis

Inorganic Growth

We intend to actively pursue carrier and distribution acquisition opportunities in the Canadian market. To fund these transactions, we expect to utilize excess capital, increase leverage, and, if required, access the capital markets

Share Buybacks

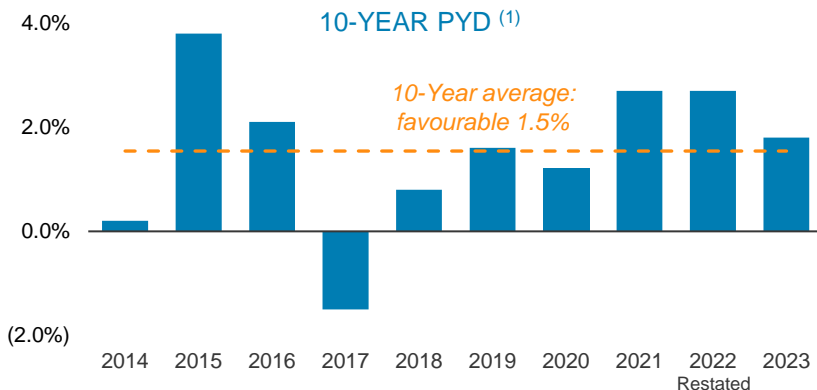
We will consider the use of share buybacks as a flexible capital management tool

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PRUDENT APPROACH TO RESERVING AND REINSURANCE

PRUDENT RESERVING PRACTICES

- Closely monitor **adequacy of reserves**
- Favourable prior year development (PYD)⁽¹⁾ in **9 out of 10 years** between 2014-2023
- 2014-2023 **average favourable PYD⁽¹⁾ of 1.5%**⁽²⁾



ROBUST REINSURANCE FRAMEWORK

Structured to provide **protection against individual large losses and catastrophe events**

97.6% of our reinsurers have a credit rating of **“A-” or better**, as of December 31, 2023

Over \$2 billion of catastrophe protection provides coverage for 1-in-500 year event and supports growth ambitions

Additional reinsurance programs in place provide further protections for commercial and/or casualty exposures

Catastrophe aggregate treaty has provided **\$25 million** of additional protection for 2024

1. This is a supplementary financial measure, non-GAAP financial measure, or a non-GAAP ratio. Refer to Supplementary Financial Measures and Non-GAAP Financial Measures and Ratios advisory and Supplementary financial measures and non-GAAP financial measures and ratios in the Q3-2024 MD&A for further details.

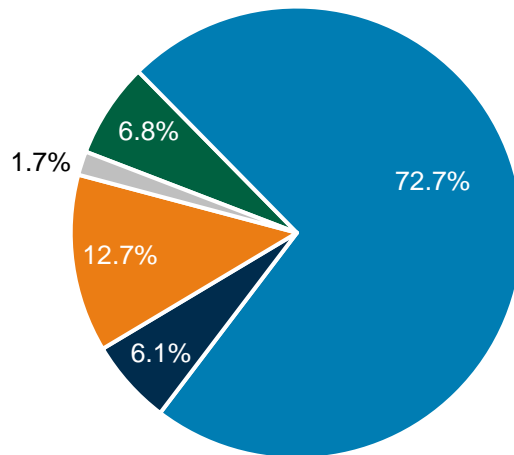
2. Favourable (adverse) development on prior year claims, undiscounted. The years of 2014 - 2021 are under IFRS 4 and full year 2022 - 2023 under IFRS 17.

CONSERVATIVE AND DIVERSIFIED INVESTMENT PORTFOLIO

PORTFOLIO HIGHLIGHTS

- ✓ ~80% of total portfolio in high quality fixed income securities, cash, and short-term investments
- ✓ ~91% of the preferred stocks in the portfolio rated "P2L" or better
- ✓ Significant component of **short-duration investments**
- ✓ Our investment portfolio sector mix is concentrated in the **secure and liquid** government and financials sectors
- ✓ More than **\$190M** of net investment income expected in FY2024

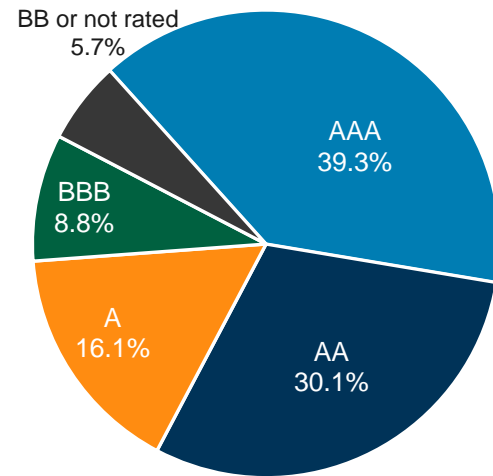
DIVERSE ASSET ALLOCATION



\$5.3B

- Cash and ST investments⁽²⁾
- Preferred stocks
- Bonds
- Common stocks
- Others⁽³⁾

FIXED INCOME PORTFOLIO⁽¹⁾



\$3.9B

~86% of the bonds in our portfolio are rated "A-" or better

Note: Data as of September 30, 2024, unless otherwise noted.

1. Using DBRS ratings.

2. Cash and ST Investments includes Cash and cash eq. of 4.6% and Short-term investments of 2.2%.

3. Others includes Pooled Funds of 1.4% and Commercial loans of 0.3%.



APPENDIX

12-MONTH INDUSTRY OUTLOOK



Personal Auto

- We expect the inflationary pressures affecting vehicle damage claims to remain elevated in 2024 but more consistent with pre-pandemic auto physical damage inflationary trends.
- Loss cost trends are expected to continue to drive firm industry pricing and a focus across the industry on disciplined underwriting in the next 12 months.
- Following the National Summit on Combating Auto Theft, the federal government released an action plan including commitments to modernize federal vehicle safety standards to deter and prevent theft, expand export cargo container examinations, and enhance information and intelligence sharing amongst border officials, law enforcement, and all partners involved in export trade.



Personal Property

- With the industry expected to report over \$7 billion in catastrophic events in the third quarter of 2024 alone, market conditions for property are expected to remain firm to hard for the next 12 to 18 months.
- The volatility of weather-related events is expected to continue to be a risk for this line of business over the long term.
- To address some of the challenges with natural catastrophes, the federal government has indicated that it plans to work with insurers to develop a national flood insurance program for high-risk residential properties.



Commercial Insurance

- While we expect the commercial lines market conditions to remain firm overall as carriers focus on ensuring long-term profitability and sustainable availability of capacity, some commercial niche segments started to see more competition and available capacity in recent quarters.
- We expect the pricing environment to be influenced by weather events, inflation trends, expected investment returns, and the industry's overall underwriting performance.
- The increasing frequency and severity of weather-related catastrophe events, as well as elevated reinsurance costs and rising attachment points, are expected to prolong firm commercial lines market conditions and pricing.

FINANCIAL RESULTS

(in millions of Canadian dollars, except as otherwise noted - unaudited)

	IFRS 17 / IFRS 9						IFRS 4 / IAS 39		
	Q3 2024	Q2 2024	YTD 2024	YTD 2023	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
Insurance revenue	1,095.5	1,046.1	3,133.5	2,846.5	3,850.3	3,485.7			
Insurance service expenses	(1,051.7)	(839.9)	(2,750.3)	(2,519.8)	(3,377.1)	(3,028.9)			
Net expenses from reinsurance contracts held	(18.2)	(40.0)	(67.8)	(50.2)	(48.8)	(14.9)			
Insurance service result	25.6	166.2	315.4	276.5	424.4	441.9			
Net investment income	49.0	49.9	147.1	130.1	179.5	133.1	96.8	100.3	105.4
Recognized gains (losses) on FVTPL investments / Total recognized gains (losses) on investments	172.8	8.9	206.7	(70.8)	151.8	(446.1)	(20.8)	79.8	68.3
Finance (expenses) income from insurance contracts issued	(74.6)	(54.2)	(145.6)	(73.4)	(152.4)	96.3			
Finance income (expenses) from reinsurance contracts held	7.0	4.7	13.1	5.8	13.3	(5.2)			
Distribution revenues	50.6	48.4	139.4	91.6	127.4	19.9	-	-	-
Other (expenses) income	(87.2)	(79.5)	(246.4)	(192.8)	(271.5)	(125.5)	(34.0)	(1.9)	(6.0)
Interest expense	(2.6)	(3.1)	(7.6)	(3.6)	(5.3)	(0.6)	-	-	-
Restructuring recovery	-	-	-	-	-	-	-	-	0.8
Income before income taxes	140.6	141.3	422.1	163.4	467.2	113.8	281.2	200.6	21.2
Income tax expense	(34.3)	(35.9)	(104.7)	(35.3)	(112.7)	(2.3)	(68.0)	(46.7)	(3.8)
Net income	106.3	105.4	317.4	128.1	354.5	111.5	213.2	153.9	17.4
Net income attributable to common shareholders	104.8	103.8	313.8	124.2	350.1	110.9	213.2	153.9	17.4
Net income attributable to non-controlling interests	1.5	1.6	3.6	3.9	4.4	0.6	-	-	-
Gross written premiums ¹	1,143.3	1,239.7	3,338.6	2,972.0	4,005.2	3,662.3	3,258.1	2,829.2	2,533.9
Net underwriting revenue ¹ / Net earned premiums	981.8	949.4	2,836.5	2,620.2	3,542.6	3,251.2	2,833.6	2,508.7	2,343.2
Underwriting income (loss) ¹	(33.1)	93.7	115.4	57.9	144.9	189.4	194.5	136.4	(118.3)
Net investment income	49.0	49.9	147.1	130.1	179.5	133.1	96.8	100.3	105.4
Distribution income ¹	15.8	17.2	43.0	30.5	39.3	14.1	8.0	4.1	3.5
Interest expense	(2.6)	(3.1)	(7.6)	(3.6)	(5.3)	(0.6)	-	-	-
Other operating (expenses) income	(13.0)	(11.5)	(35.3)	(26.5)	(34.7)	(26.9)	(8.4)	1.3	(0.5)
Operating income (loss)¹	16.1	146.2	262.6	188.4	323.7	309.1	290.9	242.1	(9.9)
Operating net income (loss)¹	14.6	109.1	199.8	147.2	248.2	237.8	220.4	184.4	(5.4)

1. This is a supplementary financial measure, non-GAAP financial measure, or a non-GAAP ratio. Refer to Supplementary Financial Measures and Non-GAAP Financial Measures and Ratios advisory and Supplementary financial measures and non-GAAP financial measures and ratios in the Q3-2024 MD&A for further details.

SELECTED FINANCIAL RATIOS

	IFRS 17 / IFRS 9						IFRS 4 / IAS 39		
	Q3 2024	Q2 2024	YTD 2024	YTD 2023	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
Gross written premium ¹ YOY Growth	9.9%	14.2%	12.3%	9.7%	9.4%	12.4%	15.2%	11.7%	1.5%
Claims ratio ¹	74.5%	60.0%	65.8%	66.5%	65.1%	61.7%	60.8%	62.3%	73.1%
Expense ratio ¹	28.9%	30.1%	30.1%	31.3%	30.8%	32.5%	32.3%	32.3%	31.9%
Combined ratio¹	103.4%	90.1%	95.9%	97.8%	95.9%	94.2%	93.1%	94.6%	105.0%
ROE ¹	18.9%	13.6%	18.9%	12.3%	13.0%	4.3%	10.7%	9.0%	1.1%
Operating ROE ¹	10.7%	10.8%	10.7%	8.8%	9.2%	9.5%	11.5%	11.0%	(0.3%)
Minimum capital test (MCT) ratio ²	208%	212%	208%	201%	205%		275%	268%	239%
Earnings per common share, basic	\$ 0.91	\$ 0.90	\$ 2.73	\$ 1.08	\$ 3.04	\$ 0.96	\$ 2.03	\$ 1.48	\$ 0.17
Earnings per common share, diluted	\$ 0.90	\$ 0.89	\$ 2.69	\$ 1.06	\$ 3.00	\$ 0.95	\$ 2.02	\$ 1.48	\$ 0.17
Operating earnings (loss) per common share ¹	\$ 0.13	\$ 0.94	\$ 1.71	\$ 1.26	\$ 2.13	\$ 2.03	\$ 2.09	\$ 1.77	\$(0.05)

Note: Figures in millions, unless otherwise noted.

1. This is a supplementary financial measure, non-GAAP financial measure, or a non-GAAP ratio. Refer to Supplementary Financial Measures and Non-GAAP Financial Measures and Ratios advisory and Supplementary financial measures and non-GAAP financial measures and ratios in the Q3-2024 MD&A for further details.

2. Consolidated Definity Insurance Company.

BALANCE SHEET

	IFRS 17 / IFRS 9				IFRS 4 / IAS 39		
	Q3 2024	Q2 2024	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
Total cash and investments	5,315.3	5,076.5	5,128.5	5,097.7	5,753.1	4,876.6	4,285.7
Restricted cash	185.7	209.8	244.0	302.1	110.8	-	-
Premiums receivable					1,075.9	958.7	850.7
Income taxes receivable	5.7	3.4	-	81.7	0.2	2.1	3.0
Reinsurance receivable and recoverable					179.2	95.6	95.1
Reinsurance contract assets	358.0	321.2	330.4	305.1			
Deferred policy acquisition expenses					295.1	260.2	235.6
Property and equipment	105.0	106.0	103.1	83.8	57.0	56.9	61.1
Deferred income tax assets	14.4	20.1	23.6	25.2	62.5	40.2	89.8
Goodwill and intangible assets	1,327.6	1,309.8	1,229.9	771.6	219.7	211.6	210.9
Other assets	220.0	213.1	200.0	152.5	137.9	118.4	124.6
Total assets	7,531.7	7,259.9	7,259.5	6,819.7	7,891.4	6,620.3	5,956.5
Unearned premiums					1,599.2	1,433.1	1,294.5
Claim liabilities					3,336.1	3,026.3	2,808.2
Insurance contract liabilities	3,659.0	3,416.0	3,493.8	3,577.7			
Accounts payable and other liabilities	130.3	126.8	131.9	139.0	393.4	324.2	240.6
Income taxes payable	32.5	20.8	117.9	-	55.6	18.7	2.2
Deferred income tax liabilities	150.1	151.1	150.7	103.5	-	-	-
Securities sold under repurchase agreements	-	50.2	-	-	-	-	-
Debt outstanding	114.3	114.3	114.3	39.1	-	-	-
Demutualization amounts outstanding	185.7	209.8	244.0	302.1	110.8	-	-
Total liabilities	4,271.9	4,089.0	4,252.6	4,161.4	5,495.1	4,802.3	4,345.5
Share capital	2,254.5	2,269.3	2,273.0	2,254.2	2,307.8	-	-
Contributed surplus	34.5	28.9	40.4	40.2	19.3	-	-
Retained earnings (deficit)	808.2	721.0	561.3	287.8	(28.8)	1,755.9	1,608.6
Accumulated other comprehensive (loss) income (AOCI)	(7.6)	(12.1)	(27.0)	(32.4)	98.0	62.1	2.4
Equity attributable to common shareholders	3,089.6	3,007.1	2,847.7	2,549.8	2,396.3	1,818.0	1,611.0
Non-controlling interests	170.2	163.8	159.2	108.5	-	-	-
Total equity	3,259.8	3,170.9	3,006.9	2,658.3	2,396.3	1,818.0	1,611.0
Total liabilities and equity	7,531.7	7,259.9	7,259.5	6,819.7	7,891.4	6,620.3	5,956.5

Note: Figures in millions, unless otherwise noted.

FINANCIAL STRENGTH AND ISSUER RATINGS

Strong issuer and financial strength ratings have been assigned to Definity, and its subsidiary Definity Insurance, by major credit rating agencies. The ratings are reflective of Definity's strong capitalization and liquidity, extensive distribution network, and established enterprise risk management framework. The ratings also help to indicate Definity's ability to meet its obligations to policyholders, creditors, and others.

	Credit Rating Agency	Rating	Outlook	Date
<i>Financial strength ratings</i>				
Definity Insurance	AM Best	A- (Excellent)	Positive	December 13, 2023
Definity Insurance	DBRS	A	Stable	June 25, 2024
<i>Issuer rating</i>				
Definity Financial Corporation	DBRS	BBB (high)	Stable	June 25, 2024

SUPPLEMENTARY FINANCIAL MEASURES AND NON-GAAP FINANCIAL MEASURES AND RATIOS

Definity Financial Corporation's unaudited condensed interim consolidated financial statements and accompanying notes as at and for the quarter ended September 30, 2024 have been prepared in accordance with International Financial Reporting Standards ("IFRS" or "GAAP").

We measure and evaluate performance of our business using a number of financial measures. Among these measures are the "supplementary financial measures", "non-GAAP financial measures", and "non-GAAP ratios" (as such terms are defined under Canadian Securities Administrators' National Instrument 52-112 – Non-GAAP and Other Financial Measures Disclosure) included in this presentation, and in each case are not standardized financial measures under GAAP. The supplementary financial measures, non-GAAP financial measures, and non-GAAP ratios in this presentation may not be comparable to similar measures presented by other companies. These measures should not be considered in isolation or as a substitute for analysis of our financial information reported under GAAP. For more information about these supplementary financial measures, non-GAAP financial measures, and non-GAAP ratios, including (where applicable) an explanation of how that measure provides useful information and a quantitative reconciliation of each non-GAAP financial measure to its most directly comparable GAAP measure disclosed in our unaudited condensed interim consolidated financial statements, see Section 11 — "Supplementary Financial Measures and Non-GAAP Financial Measures and Ratios" in the Management's Discussion and Analysis dated November 7, 2024 ("Q3-2024 MD&A"), available on www.sedarplus.ca.

The information presented in this presentation includes the following supplementary financial measures, non-GAAP financial measures, and non-GAAP ratios:

Supplementary Financial Measures: Book value per share, catastrophe losses, financial capacity, gross written premiums, leverage capacity, and underwriting loss from exited lines.

Non-GAAP Financial Measures: Core accident year claims and adjustment expenses, distribution income, net claims and adjustment expenses, net commissions, net operating expenses, net premium taxes, net underwriting expenses, net underwriting revenue, non-operating gains (losses), operating income, operating net income, prior year claims development, and underwriting income (loss).

Non-GAAP Ratios: Claims ratio, combined ratio, expense ratio, return on equity ("ROE"), operating return on equity ("operating ROE"), operating earnings per common share ("operating EPS"), and certain other ratios.

CONTACT US

Investor Relations

Definity Financial Corporation
Investor Relations Department

333 Bay St, Suite 2900

Toronto, ON M5H 2R2

(TF) 1-866-902-4724

IR@definity.com

Dennis Westfall

VP, Investor Relations

(C) 416-435-5568

dennis.westfall@definity.com

Corporate Communications

Sarah Attwells

AVP, Corporate Communication

(C) 226-753-1130

sarah.attwells@definity.com

General Inquiries

Definity Financial Corporation

111 Westmount Rd. S., P.O. Box 2000

Waterloo, ON N2J 4S4

(T) 1-800-265-2180 or 519-570-8200

definity.
