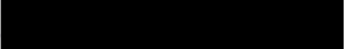


By E-mail : 

Montréal August 11, 2017



**RE: Request for access – Information regarding Life Insurance Companies
Our file: GDC05-06-01-2578**



This is further to the access request you sent to the Corporate Secretariat of the *Autorité des marchés financiers* (the “AMF”) on August 4th, 2017 regarding the above-mentioned matter.

During a phone conversation on August 9th 2017 with M^e Christine Leblanc and Mrs Martine Gagnon you asked to obtain the number of representative’s retreats (withdrawals) as well as the number of representative’s additions regarding the discipline of the personal insurance between 2008 and 2012. The insurers aimed by your request are *Industrielle Alliance, Assurance et services financiers* and *London Life, Compagnie d’assurance-vie*.

In answer to your request, here is the information you asked for:

- **INDUSTRIELLE ALLIANCE, ASSURANCE ET SERVICES FINANCIERS INC.
(2000447410) (additions / attachments in Insurance of persons):**
 - 2008 – 529
 - 2009 – 526
 - 2010 – 574
 - 2011 – 955
 - 2012 – 593

- **INDUSTRIELLE ALLIANCE, ASSURANCE ET SERVICES FINANCIERS INC.
(2000447410) (retreats / withdrawals in Insurance of persons):**
 - 2008 – 500
 - 2009 – 443
 - 2010 – 510
 - 2011 – 494
 - 2012 – 544

- **LONDON LIFE, COMPAGNIE D'ASSURANCE-VIE (2000379813) (additions / attachments in Insurance of persons):**
 - 2008 – 81
 - 2009 – 93
 - 2010 – 93
 - 2011 – 116
 - 2012 – 98

- **LONDON LIFE, COMPAGNIE D'ASSURANCE-VIE (2000379813) (retreats / withdrawals in Insurance of persons):**
 - 2008 – 95
 - 2009 – 78
 - 2010 – 96
 - 2011 – 85
 - 2012 – 85

Note: it is important to underline that the notion of “representative's retreat (withdrawal)” included the following motives: a non-renewal of certificate, a retirement, a death, a dismissal, the end of contract, a change of cabinet (office), etc.

Yours truly,

Original signé

M^e Benoit Longtin
Assistant Corporate Secretary
Autorité des marchés financiers