



#### DISCLAIMER

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#### PEOPLE CORPORATION:

#### The Leading TPA and Group Benefits Consulting Firm in Canada



People Corporation is a leading provider of innovative group benefits, group retirement & HR consulting services

Fastest growing large, nationally-focused company in the sector

- Over 1,000 employees, in over 40 offices and satellite offices across ten provinces
- ~\$2.4B in premiums under management/ administration
- ~\$13B in pension assets under administration
- ~14,000 corporate clients across a wide range of industries

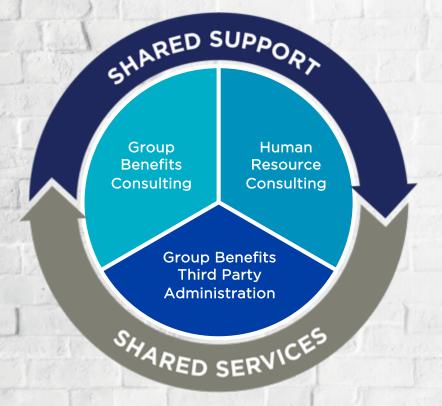


## THE GROUP BENEFITS INDUSTRY **RECESSION LARGE GROWING** RESISTANT Benefit costs + \$40B Recession are increasing resistant and at more than market an inflation hedge vear

Employers continue to see the value of providing group benefits and group retirement programs to attract, retain and reward their employees.



#### **OUR BUSINESS**



#### **Shared Support**

Provides assistance in many functional areas of business operations to the various subsidiaries and divisions of People Corporation, allowing them to focus on client-facing, revenue-generating activities.

#### **Shared Services**

Created to ensure that subsidiaries and divisions of People Corporation will have access to key resources that provide unique value and a competitive edge.

Well-suited for scale, innovations, customization and cost effective providers





The rising cost of healthcare and changing demographics in the workplace has increased demand for consulting advice and solutions



**DUR VISION:** To be the leading provider of innovative group benefits, group retirement and human resources consulting services in Canada, with the best consultants delivering innovative and customized solutions





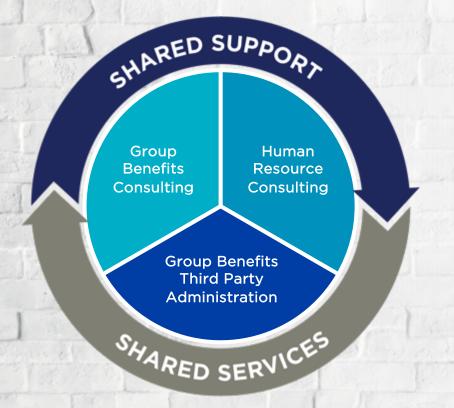
#### **OUR COMPETITIVE ADVANTAGES:**

- Significant scale and national presence
- Industry and subject matter expertise
- Distribution capabilities across all sizes and types of client organizations
- Solutions ranging from traditional brokerage through to highly sophisticated TPA offerings
- Shared services and shared support functions add significant value internally and externally





#### **CLIENT VALUE PROPOSITION**



- Breadth and depth of product/service/solution suite
- One of the largest TPAs in the country fully integrated consulting and administration
- National presence and fully bilingual
- Sector and subject matter expertise
- Highly advanced technological capabilities
- Shared services offerings that provide meaningful value-add

Significant scale and national presence



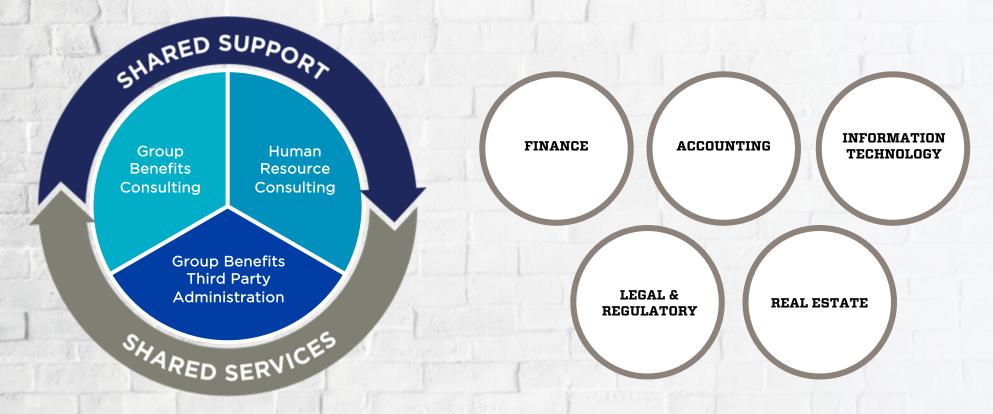
#### SHARED SERVICES



Shared Services was created to ensure that subsidiaries and divisions of People Corporation will have access to key resources that provide unique value and a competitive edge.



#### SHARED SUPPORT

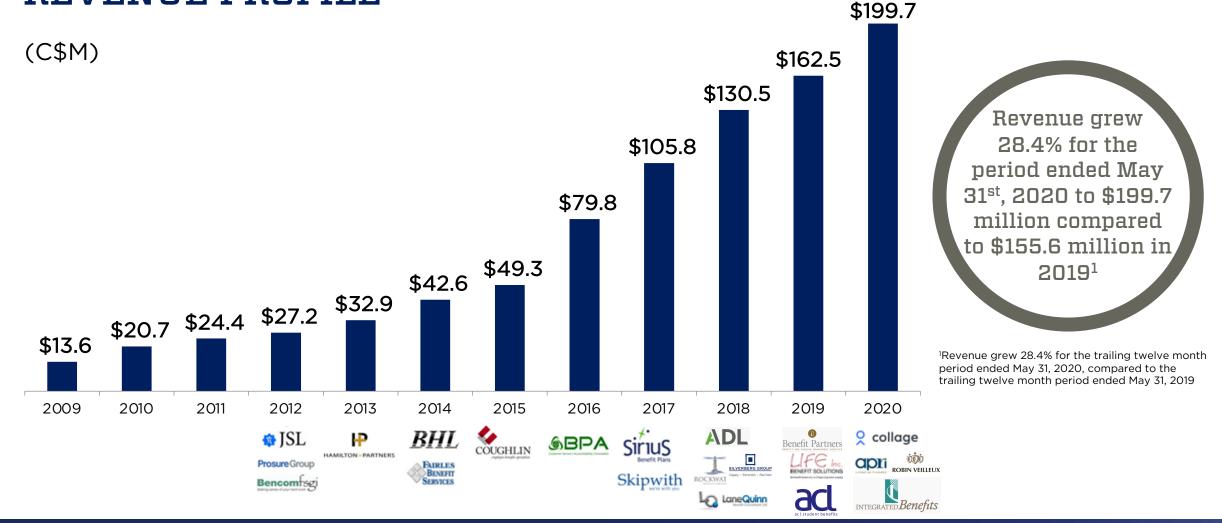


Shared Support provides assistance in many functional areas of business operations to the various subsidiaries and divisions of People Corporation, allowing them to focus on client-facing, revenue-generating activities.



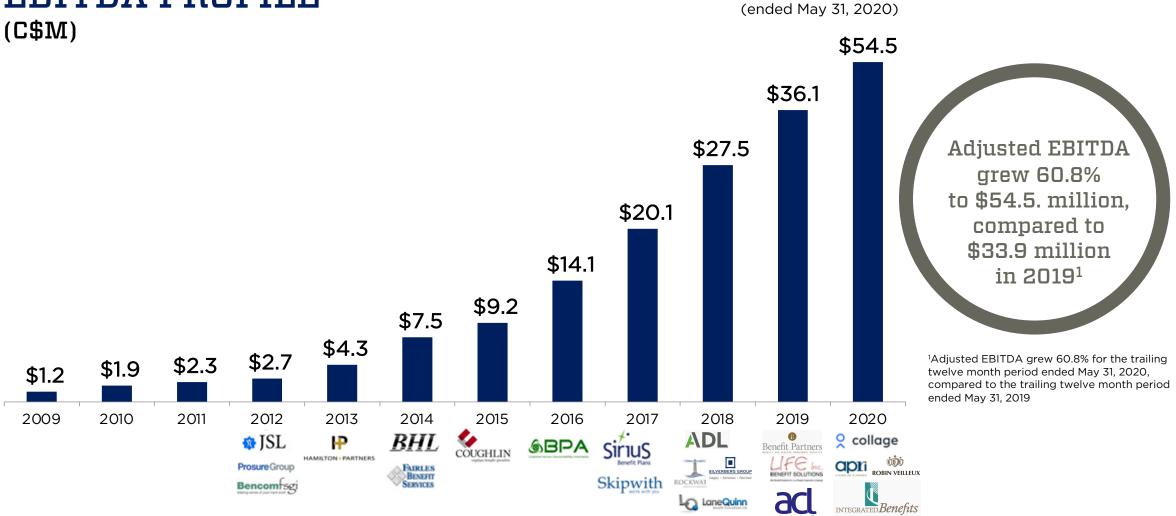
#### REVENUE PROFILE

TTM (ended May 31, 2020)





# EBITDA PROFILE



TTM



### PEOPLE FORWARD: EXECUTING ON STRATEGY

Strategic Pillars	Recent Milestones
Sales and Service	<ul> <li>31.2% revenue growth, including 10.7% organic growth in the nine months ended May 31, 2020</li> <li>Restructured our Ontario operations to drive sales and efficiency</li> <li>Expanded and enhanced the Client Excellence team to better support consultants and our clients</li> <li>Made targeted investments in our third-party broker network as well as small group solutions</li> <li>Continued to refine the recently launched MGA solution providing back office support to our third-party consultants</li> <li>Continued investment in top talent with additional senior leadership in the Company's Group Retirement Solutions in three distinct market segments: group retirement, disability and enterprise clients</li> </ul>
Products	<ul> <li>Launched a suite of virtual health solutions</li> <li>Completed and launched People Connect, a new online mental health and virtual therapy solution</li> <li>Launched a new disability management and administration solution</li> </ul>
Integration	<ul> <li>Continued the operational integration of our student benefits business to strengthen the Company's position as a leader in this market</li> <li>Initiated the consolidation and enhancement of the current client and back office platforms</li> </ul>
Strategic Acquisitions	<ul> <li>Completed the acquisition of RVARC, a leading provider of group benefits consulting services based in Quebec, significantly increasing the Company's presence in one of Canada's largest provinces</li> <li>Completed the acquisition of Collage Technologies, a leading cloud-based digital human resources, employee benefits administration and payroll solution provider focused on the SMBs segment in Canada</li> <li>Completed the acquisition of Apri Group of Companies, among the largest independent group benefits consulting firms and group benefits MGA in Canada, serving 600 businesses nationally</li> <li>Executed Buy-back of selected retained economic interests in Coughlin and BPA</li> <li>Completed the acquisition of IBC, specializes in providing group benefits consulting services for companies throughout the province of Alberta</li> <li>Completed the acquisition of Integrated Benefit Consultants Ltd. ("IBC"). The acquisition of IBC establishes a continuous market presence for People Corporation across the critical Edmonton-to-Calgary business corridor, while providing a gateway into smaller urban centres and rural communities in the surrounding area</li> </ul>



#### **ACCOLADES**















#### 2019 PROFIT 500

(seventh consecutive year), the definitive ranking of Canada's Fastest-Growing Companies by PROFIT Magazine



#### 2020 TSX Venture 50

(the third recurrence following 2015, 2016), which represents the top 10 companies listed on the TSX Venture Exchange in each of five major industry sectors







## **OUR APPROACH**

# HIGH PERFORMING TEAM

 Maintain a culture that attracts and retains a high performing team

# ORGANIC & ACQUISITIVE GROWTH

- Build a scalable business with emphasis on recurring revenues, growth and profitability
  - Successfully implement our capital strategy to support out acquisitive growth plans

# CLIENT EXPERIENCE

- Continue to improve the operating platform to enhance the client experience
- More products and services



