

**Supplemental Information Package  
For Analysts and Investors  
(Unaudited)  
Q4 2016**

Building on our **STRENGTHS**.  
Investing in our **FUTURE**.

## Canada



Lifeco Canada Net Earnings – Consolidated

(C\$MM)	2016				2015				Fiscal 2016	Fiscal 2015
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<b>Income</b>										
Premium income	3,597	3,117	2,896	2,861	3,023	2,774	2,839	2,667	12,471	11,303
Regular net investment income	636	631	665	736	654	599	630	629	2,668	2,512
Changes in fair value through profit or loss	(1,364)	579	940	537	(7)	(546)	(1,181)	1,376	692	(358)
Net investment income	(728)	1,210	1,605	1,273	647	53	(551)	2,005	3,360	2,154
Fee and other income	386	377	369	362	369	366	366	358	1,494	1,459
<b>Total Income</b>	<b>3,255</b>	<b>4,704</b>	<b>4,870</b>	<b>4,496</b>	<b>4,039</b>	<b>3,193</b>	<b>2,654</b>	<b>5,030</b>	<b>17,325</b>	<b>14,916</b>
<b>Benefits and Expenses</b>										
Paid or credited to policyholders	1,444	3,485	3,632	3,301	2,799	1,967	1,460	3,765	11,862	9,991
Commissions	624	392	382	356	371	359	358	326	1,754	1,414
General expenses	398	362	366	382	370	352	345	364	1,508	1,431
Other	134	132	128	124	123	118	116	116	518	473
<b>Total Benefits and Expenses</b>	<b>2,600</b>	<b>4,371</b>	<b>4,508</b>	<b>4,163</b>	<b>3,663</b>	<b>2,796</b>	<b>2,279</b>	<b>4,571</b>	<b>15,642</b>	<b>13,309</b>
<b>Net Earnings before income taxes</b>	<b>655</b>	<b>333</b>	<b>362</b>	<b>333</b>	<b>376</b>	<b>397</b>	<b>375</b>	<b>459</b>	<b>1,683</b>	<b>1,607</b>
Income tax	149	45	23	51	70	45	47	123	268	285
<b>Net Earnings before non-controlling interests</b>	<b>506</b>	<b>288</b>	<b>339</b>	<b>282</b>	<b>306</b>	<b>352</b>	<b>328</b>	<b>336</b>	<b>1,415</b>	<b>1,322</b>
Non-controlling interests	178	(3)	11	5	40	22	16	33	191	111
<b>Net Earnings</b>	<b>328</b>	<b>291</b>	<b>328</b>	<b>277</b>	<b>266</b>	<b>330</b>	<b>312</b>	<b>303</b>	<b>1,224</b>	<b>1,211</b>
Preferred share dividends	26	26	26	26	25	26	26	26	104	103
<b>Net Earnings before Capital Allocation</b>	<b>302</b>	<b>265</b>	<b>302</b>	<b>251</b>	<b>241</b>	<b>304</b>	<b>286</b>	<b>277</b>	<b>1,120</b>	<b>1,108</b>
Capital Allocation	24	24	25	25	21	22	22	22	98	87
<b>Net Earnings - Common Shareholders</b>	<b>326</b>	<b>289</b>	<b>327</b>	<b>276</b>	<b>262</b>	<b>326</b>	<b>308</b>	<b>299</b>	<b>1,218</b>	<b>1,195</b>
<b>Common Shareholder Net Earnings (loss)</b>										
Individual Customer	179	136	147	155	131	189	170	150	617	640
Group Customer	154	143	162	105	113	171	136	158	564	578
Corporate	(7)	10	18	16	18	(34)	2	(9)	37	(23)
<b>Total</b>	<b>326</b>	<b>289</b>	<b>327</b>	<b>276</b>	<b>262</b>	<b>326</b>	<b>308</b>	<b>299</b>	<b>1,218</b>	<b>1,195</b>

Lifeco Canada – Individual Customer

		2016				2015				Fiscal 2016	Fiscal 2015
(C\$MM)		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<b>Income</b>											
	Premium income	379	366	344	398	376	372	365	394	1,487	1,507
	Net investment income	(918)	403	755	483	194	(94)	(590)	849	723	359
	Fee Income	225	221	215	209	215	208	209	208	870	840
	<b>Total Income</b>	<b>(314)</b>	<b>990</b>	<b>1,314</b>	<b>1,090</b>	<b>785</b>	<b>486</b>	<b>(16)</b>	<b>1,451</b>	<b>3,080</b>	<b>2,706</b>
<b>Benefits and Expenses</b>											
	Paid or credited to policyholders and beneficiaries	(772)	591	894	661	379	33	(447)	1,008	1,374	973
	Commissions	145	128	128	127	128	116	130	126	528	500
	General expenses	79	91	92	94	92	87	87	97	356	363
	Other	16	14	14	16	14	13	12	13	60	52
	<b>Total Benefits and Expenses</b>	<b>(532)</b>	<b>824</b>	<b>1,128</b>	<b>898</b>	<b>613</b>	<b>249</b>	<b>(218)</b>	<b>1,244</b>	<b>2,318</b>	<b>1,888</b>
<b>Net Earnings before income taxes</b>		<b>218</b>	<b>166</b>	<b>186</b>	<b>192</b>	<b>172</b>	<b>237</b>	<b>202</b>	<b>207</b>	<b>762</b>	<b>818</b>
	Income tax	38	29	38	36	37	44	28	53	141	162
<b>Net Earnings before Capital Allocation</b>		<b>180</b>	<b>137</b>	<b>148</b>	<b>156</b>	<b>135</b>	<b>193</b>	<b>174</b>	<b>154</b>	<b>621</b>	<b>656</b>
	Capital Allocation	(1)	(1)	(1)	(1)	(4)	(4)	(4)	(4)	(4)	(16)
<b>Net Earnings - Common Shareholders</b>		<b>179</b>	<b>136</b>	<b>147</b>	<b>155</b>	<b>131</b>	<b>189</b>	<b>170</b>	<b>150</b>	<b>617</b>	<b>640</b>
<b>Sales</b>	Participating	286	122	115	91	101	106	100	82	614	389
	Universal Life	29	16	14	12	12	11	13	12	71	48
	Term/Permanent	15	16	15	14	14	14	15	11	60	54
	Third party	1	-	2	-	-	2	2	1	3	5
	<b>Total Individual Life</b>	<b>331</b>	<b>154</b>	<b>146</b>	<b>117</b>	<b>127</b>	<b>133</b>	<b>130</b>	<b>106</b>	<b>748</b>	<b>496</b>
	Critical Illness	6	6	5	4	5	5	4	4	21	18
	Disability	4	4	4	4	5	4	4	3	16	16
	<b>Total Living Benefits</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>8</b>	<b>10</b>	<b>9</b>	<b>8</b>	<b>7</b>	<b>37</b>	<b>34</b>
	<b>Total Individual Insurance</b>	<b>341</b>	<b>164</b>	<b>155</b>	<b>125</b>	<b>137</b>	<b>142</b>	<b>138</b>	<b>113</b>	<b>785</b>	<b>530</b>
	Risk-based	146	119	121	193	161	137	133	186	579	617
Segregated funds	1,426	1,124	1,138	1,330	1,497	1,190	1,284	1,519	5,018	5,490	
Proprietary mutual funds	326	259	270	289	320	311	312	336	1,144	1,279	
Third party	409	318	378	455	433	332	363	463	1,560	1,591	
<b>Total Individual Wealth</b>	<b>2,307</b>	<b>1,820</b>	<b>1,907</b>	<b>2,267</b>	<b>2,411</b>	<b>1,970</b>	<b>2,092</b>	<b>2,504</b>	<b>8,301</b>	<b>8,977</b>	
<b>Total Individual Customer Sales</b>	<b>2,648</b>	<b>1,984</b>	<b>2,062</b>	<b>2,392</b>	<b>2,548</b>	<b>2,112</b>	<b>2,230</b>	<b>2,617</b>	<b>9,086</b>	<b>9,507</b>	
<b>Revenue Premium</b>	<b>Risk Based Premiums</b>										
	Participating	1,219	971	988	912	985	902	902	830	4,090	3,619
	Individual Life	239	243	222	241	236	236	230	242	945	944
	Living Benefits	85	84	84	83	83	82	84	82	336	331
	<b>Total Individual Insurance</b>	<b>1,543</b>	<b>1,298</b>	<b>1,294</b>	<b>1,236</b>	<b>1,304</b>	<b>1,220</b>	<b>1,216</b>	<b>1,154</b>	<b>5,371</b>	<b>4,894</b>
	Risk-based revenue premiums	55	39	38	74	57	54	51	70	206	232
	Segregated funds deposits	908	819	820	959	893	842	913	1,078	3,506	3,726
	Proprietary mutual fund deposits	263	230	223	241	253	242	262	291	957	1,048
	<b>Total Individual Wealth</b>	<b>1,226</b>	<b>1,088</b>	<b>1,081</b>	<b>1,274</b>	<b>1,203</b>	<b>1,138</b>	<b>1,226</b>	<b>1,439</b>	<b>4,669</b>	<b>5,006</b>
	<b>Total Individual Customer Revenue Premium</b>	<b>2,769</b>	<b>2,386</b>	<b>2,375</b>	<b>2,510</b>	<b>2,507</b>	<b>2,358</b>	<b>2,442</b>	<b>2,593</b>	<b>10,040</b>	<b>9,900</b>

Lifeco Canada – Group Customer

	2016				2015				Fiscal	Fiscal	
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2016	2015	
<i>(CSMM)</i>											
<b>Income</b>											
Premium income	1,999	1,780	1,564	1,551	1,662	1,500	1,572	1,443	6,894	6,177	
Net investment income	5	176	235	209	156	101	17	330	625	604	
Fee and other income	147	144	142	141	142	140	143	139	574	564	
<b>Total Income</b>	<b>2,151</b>	<b>2,100</b>	<b>1,941</b>	<b>1,901</b>	<b>1,960</b>	<b>1,741</b>	<b>1,732</b>	<b>1,912</b>	<b>8,093</b>	<b>7,345</b>	
<b>Benefits and Expenses</b>											
Paid or credited to											
policyholders and beneficiaries	1,602	1,583	1,437	1,415	1,481	1,281	1,258	1,376	6,037	5,396	
Commissions	87	85	85	85	85	77	78	79	342	319	
General expenses	196	189	192	208	193	182	182	194	785	751	
Other	56	57	56	52	50	49	50	49	221	198	
<b>Total Benefits and Expenses</b>	<b>1,941</b>	<b>1,914</b>	<b>1,770</b>	<b>1,760</b>	<b>1,809</b>	<b>1,589</b>	<b>1,568</b>	<b>1,698</b>	<b>7,385</b>	<b>6,664</b>	
<b>Net Earnings before income taxes</b>	<b>210</b>	<b>186</b>	<b>171</b>	<b>141</b>	<b>151</b>	<b>152</b>	<b>164</b>	<b>214</b>	<b>708</b>	<b>681</b>	
Income tax	55	42	9	36	36	(21)	27	55	142	97	
<b>Net Earnings before Capital Allocation</b>	<b>155</b>	<b>144</b>	<b>162</b>	<b>105</b>	<b>115</b>	<b>173</b>	<b>137</b>	<b>159</b>	<b>566</b>	<b>584</b>	
Capital Allocation	(1)	(1)	-	-	(2)	(2)	(1)	(1)	(2)	(6)	
<b>Net Earnings - Common Shareholders</b>	<b>154</b>	<b>143</b>	<b>162</b>	<b>105</b>	<b>113</b>	<b>171</b>	<b>136</b>	<b>158</b>	<b>564</b>	<b>578</b>	
<b>Sales</b>	Small/mid-size case	86	73	76	69	91	60	69	63	304	283
	Large case	67	14	24	196	33	148	37	59	301	277
	Creditor/Direct marketing	27	3	19	18	11	43	15	4	67	73
	<b>Total Group Insurance</b>	<b>180</b>	<b>90</b>	<b>119</b>	<b>283</b>	<b>135</b>	<b>251</b>	<b>121</b>	<b>126</b>	<b>672</b>	<b>633</b>
	Risk-based	520	341	81	75	245	122	210	65	1,017	642
	Segregated funds	523	702	415	387	564	459	455	375	2,027	1,853
	Third party	-	-	-	131	-	-	-	-	131	-
	<b>Total Group Wealth</b>	<b>1,043</b>	<b>1,043</b>	<b>496</b>	<b>593</b>	<b>809</b>	<b>581</b>	<b>665</b>	<b>440</b>	<b>3,175</b>	<b>2,495</b>
	<b>Total Group Customer Sales</b>	<b>1,223</b>	<b>1,133</b>	<b>615</b>	<b>876</b>	<b>944</b>	<b>832</b>	<b>786</b>	<b>566</b>	<b>3,847</b>	<b>3,128</b>
	<b>Revenue Premium</b>	Small/mid-size case - Insured	673	675	672	662	652	646	649	647	2,682
Large case -Insured		690	668	679	672	642	619	591	597	2,709	2,449
ASO		691	655	707	698	665	639	659	662	2,751	2,625
Creditor/Direct marketing		43	42	42	42	43	44	41	42	169	170
<b>Total Group Insurance</b>		<b>2,097</b>	<b>2,040</b>	<b>2,100</b>	<b>2,074</b>	<b>2,002</b>	<b>1,948</b>	<b>1,940</b>	<b>1,948</b>	<b>8,311</b>	<b>7,838</b>
Risk-based revenue premiums		593	395	171	175	325	191	291	157	1,334	964
Segregated funds deposits		1,222	1,233	1,244	1,277	1,276	1,175	1,196	1,215	4,976	4,862
<b>Total Group Wealth</b>		<b>1,815</b>	<b>1,628</b>	<b>1,415</b>	<b>1,452</b>	<b>1,601</b>	<b>1,366</b>	<b>1,487</b>	<b>1,372</b>	<b>6,310</b>	<b>5,826</b>
<b>Total Group Customer Revenue Premium</b>		<b>3,912</b>	<b>3,668</b>	<b>3,515</b>	<b>3,526</b>	<b>3,603</b>	<b>3,314</b>	<b>3,427</b>	<b>3,320</b>	<b>14,621</b>	<b>13,664</b>

## Canada Wealth – Assets under Administration

(C\$MM)	2016				2015			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<b>Assets Under Administration</b>								
<b>Individual Customer</b>								
Risk-based products	5,527	5,717	5,742	5,753	5,739	5,844	5,999	6,201
Segregated funds	31,931	31,433	30,416	29,906	29,836	29,333	30,183	30,496
Proprietary mutual funds	5,530	5,340	5,110	4,979	4,917	4,779	4,907	4,906
<b>Group Customer</b>								
Risk-based products	7,595	7,328	7,208	7,167	7,161	7,063	7,037	7,003
Segregated funds	42,978	42,236	41,547	40,564	40,433	39,301	40,695	41,102
Institutional Assets	322	285	268	259	122	117	121	113
<b>Total assets under management</b>	<b>93,883</b>	<b>92,339</b>	<b>90,291</b>	<b>88,628</b>	<b>88,208</b>	<b>86,437</b>	<b>88,942</b>	<b>89,821</b>
<b>Other assets under administration <sup>(1)</sup></b>								
Individual Customer	7,240	7,165	6,936	6,726	6,620	6,383	6,555	6,533
Group Customer	538	495	513	548	526	488	551	561
<b>Total</b>	<b>7,778</b>	<b>7,660</b>	<b>7,449</b>	<b>7,274</b>	<b>7,146</b>	<b>6,871</b>	<b>7,106</b>	<b>7,094</b>
<b>Summary by Business/Product</b>								
Individual Customer	50,228	49,655	48,204	47,364	47,112	46,339	47,644	48,136
Group Customer	51,433	50,344	49,536	48,538	48,242	46,969	48,404	48,779
<b>Total assets under administration</b>	<b>101,661</b>	<b>99,999</b>	<b>97,740</b>	<b>95,902</b>	<b>95,354</b>	<b>93,308</b>	<b>96,048</b>	<b>96,915</b>

1. Includes mutual funds distributed by Quadrus Investment Services, stock purchase plans administered by London Life and portfolio assets managed by GLC Asset Management Group.

**Lifeco Canada – Participating Account <sup>(1)</sup>**

(C\$MM)	2016				2015				Fiscal 2016	Fiscal 2015
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<b>Income</b>										
Premium income	1,219	971	988	912	985	902	902	830	4,090	3,619
Net investment income	166	604	579	548	264	22	8	798	1,897	1,092
Total Income	1,385	1,575	1,567	1,460	1,249	924	910	1,628	5,987	4,711
<b>Benefits and Expenses</b>										
Paid or credited to policyholders and beneficiaries	609	1,306	1,296	1,220	934	648	644	1,376	4,431	3,602
Commissions	392	179	169	144	158	166	150	121	884	595
General expenses	113	78	75	76	84	75	72	71	342	302
Other	31	27	27	24	25	24	22	21	109	92
Total Benefits and Expenses	1,145	1,590	1,567	1,464	1,201	913	888	1,589	5,766	4,591
<b>Net Earnings (loss) before income taxes</b>	240	(15)	-	(4)	48	11	22	39	221	120
Income tax	62	(12)	(11)	(9)	8	(11)	6	6	30	9
<b>Net Earnings (loss) before non-controlling interests</b>	178	(3)	11	5	40	22	16	33	191	111
Non-controlling interests	178	(3)	11	5	40	22	16	33	191	111
<b>Net Earnings</b>	-	-	-	-	-	-	-	-	-	-
<b>Sales (New annualized premiums)</b>	286	122	115	91	101	106	100	82	614	389
<b>Risk-based revenue premiums</b>	1,219	971	988	912	985	902	902	830	4,090	3,619

1. The Lifeco Canada participating account represents the aggregate of the participating accounts of Great-West Life, London Life and Canada Life.

The Canada Life participating account is comprised of two components; the closed block represents participating policies issued prior to demutualization and the open block represents policies issued after demutualization.

Lifeco Canada – Corporate

(C\$MM)	2016				2015				Fiscal 2016	Fiscal 2015
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<b>Income</b>										
Net investment income	19	27	36	33	33	24	14	28	115	99
Fee and other income	14	12	12	12	12	18	14	11	50	55
Total Income	33	39	48	45	45	42	28	39	165	154
<b>Benefits and Expenses</b>										
Paid or credited to policyholders and beneficiaries	5	5	5	5	5	5	5	5	20	20
General Expenses	10	4	7	4	1	8	4	2	25	15
Other	31	34	31	32	34	32	32	33	128	131
Total Benefits and Expenses	46	43	43	41	40	45	41	40	173	166
<b>Net Earnings (loss) before income taxes</b>	(13)	(4)	5	4	5	(3)	(13)	(1)	(8)	(12)
Income tax	(6)	(14)	(13)	(12)	(11)	33	(14)	9	(45)	17
<b>Net Earnings (loss) before non-controlling interests</b>	(7)	10	18	16	16	(36)	1	(10)	37	(29)
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
<b>Net Earnings (loss)</b>	(7)	10	18	16	16	(36)	1	(10)	37	(29)
Preferred share dividends	26	26	26	26	25	26	26	26	104	103
<b>Net Earnings (loss) before Capital Allocation</b>	(33)	(16)	(8)	(10)	(9)	(62)	(25)	(36)	(67)	(132)
Capital Allocation	26	26	26	26	27	28	27	27	104	109
<b>Net Earnings (loss) - Common Shareholders</b>	(7)	10	18	16	18	(34)	2	(9)	37	(23)



## Lifeco Canada – Balance Sheets

(C\$MM)

Assets	2016				2015			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Cash and cash equivalents	615	480	550	522	578	451	431	387
Bonds	44,718	44,825	44,531	43,440	43,120	42,293	42,203	42,806
Mortgage loans	12,892	13,072	12,997	12,783	12,691	12,625	12,445	12,622
Stocks	7,903	7,943	7,530	6,990	6,971	7,081	6,948	6,965
Investment properties	1,574	1,551	1,538	1,857	1,788	1,755	1,728	1,723
Loans to policyholders	2,609	2,597	2,593	2,567	2,553	2,533	2,517	2,499
<b>Total invested assets</b>	<b>70,311</b>	<b>70,468</b>	<b>69,739</b>	<b>68,159</b>	<b>67,701</b>	<b>66,738</b>	<b>66,272</b>	<b>67,002</b>
Funds withheld by ceding insurers	-	-	-	-	-	-	-	-
Reinsurance assets	480	436	397	481	375	778	754	716
Derivative financial instruments	165	240	234	249	110	121	130	159
Owner occupied properties	390	380	381	383	384	383	384	385
Fixed assets	158	163	149	148	147	137	129	126
Other assets	1,792	1,760	1,691	1,627	1,569	1,763	1,632	1,993
<b>Total other assets</b>	<b>2,505</b>	<b>2,543</b>	<b>2,455</b>	<b>2,407</b>	<b>2,210</b>	<b>2,404</b>	<b>2,275</b>	<b>2,663</b>
Deferred tax assets	186	236	228	215	208	257	237	272
Goodwill	3,787	3,787	3,787	3,787	3,787	3,787	3,787	3,787
Intangible assets	1,346	1,345	1,344	1,341	1,345	1,335	1,332	1,334
Investments on account of segregated fund policyholders	74,909	73,669	71,963	70,470	70,269	68,634	70,878	71,598
<b>Total assets</b>	<b>153,524</b>	<b>152,484</b>	<b>149,913</b>	<b>146,860</b>	<b>145,895</b>	<b>143,933</b>	<b>145,535</b>	<b>147,372</b>
<b>Liabilities</b>								
Insurance contract liabilities	62,800	63,608	62,362	61,043	59,849	59,712	59,805	60,494
Investment contract liabilities	344	344	351	357	385	397	402	408
	63,144	63,952	62,713	61,400	60,234	60,109	60,207	60,902
Debentures and other debt instruments	2,148	1,726	1,726	1,725	1,725	1,724	1,724	1,724
Funds held under reinsurance contracts	34	33	30	30	28	26	27	26
Other liabilities	4,034	3,951	4,121	3,829	4,112	4,071	3,382	4,084
Deferred tax liabilities	649	576	583	653	677	682	680	655
Capital trust securities and debentures	161	161	161	161	161	162	162	162
Investment and insurance contracts on account of segregated fund policyholders	74,909	73,669	71,963	70,470	70,269	68,634	70,878	71,598
<b>Total liabilities</b>	<b>145,079</b>	<b>144,068</b>	<b>141,297</b>	<b>138,268</b>	<b>137,206</b>	<b>135,408</b>	<b>137,060</b>	<b>139,151</b>
<b>Equity</b>								
Non-controlling interests	2,758	2,604	2,614	2,598	2,600	2,555	2,538	2,533
Share capital								
Perpetual preferred shares	1,964	1,964	1,964	1,964	1,964	1,964	1,964	1,964
Common shares	7,130	7,120	7,156	7,167	7,156	7,143	7,166	7,154
Accumulated surplus	(2,897)	(2,585)	(2,488)	(2,549)	(2,505)	(2,637)	(2,740)	(2,917)
Accumulated other comprehensive income (loss)	(352)	(528)	(469)	(425)	(362)	(336)	(286)	(347)
Contributed surplus	(158)	(159)	(161)	(163)	(164)	(164)	(167)	(166)
	8,445	8,416	8,616	8,592	8,689	8,525	8,475	8,221
<b>Total liabilities and equity</b>	<b>153,524</b>	<b>152,484</b>	<b>149,913</b>	<b>146,860</b>	<b>145,895</b>	<b>143,933</b>	<b>145,535</b>	<b>147,372</b>
<b>Proprietary mutual funds and institutional net assets</b>	<b>5,852</b>	<b>5,625</b>	<b>5,378</b>	<b>5,238</b>	<b>5,039</b>	<b>4,896</b>	<b>5,028</b>	<b>5,019</b>
<b>Other assets under administration</b>	<b>15,911</b>	<b>15,815</b>	<b>15,537</b>	<b>15,231</b>	<b>15,390</b>	<b>14,955</b>	<b>15,123</b>	<b>15,164</b>
<b>Total assets under administration</b>	<b>175,287</b>	<b>173,924</b>	<b>170,828</b>	<b>167,329</b>	<b>166,324</b>	<b>163,784</b>	<b>165,686</b>	<b>167,555</b>