

Readers are referred to the cautionary notes regarding Forward-Looking Information and Non-IFRS Financial Measures at the end of this release. All figures are expressed in Canadian dollars, except as noted.

Great-West Lifeco reports fourth quarter 2013 results

Winnipeg, February 13, 2014 ... Great-West Lifeco Inc. (Lifeco) has reported net earnings attributable to common shareholders of \$717 million or \$0.717 per common share for the three months ended December 31, 2013 compared to \$351 million or \$0.370 per common share a year ago. For the twelve months ended December 31, 2013, Lifeco's net earnings attributable to common shareholders were \$2,278 million or \$2.340 per common share compared to \$1,806 million or \$1.902 per common share a year ago. Net earnings include a litigation recovery of \$226 million after-tax or \$0.226 per common share in the fourth quarter of 2013. Comparatively, net earnings in the fourth quarter of 2012 include a litigation provision of \$140 million after-tax or \$0.147 per common share related to the same legal matter.

Operating earnings, a non-IFRS measure, which exclude the impacts of litigation matters described above, were \$491 million or \$0.491 per common share in the fourth quarter of 2013. Excluding the impact of acquisition and restructuring costs associated with the Irish Life Group Limited (Irish Life) acquisition and mark-to-market losses on a macro capital hedge, operating earnings were \$540 million or \$0.540 per common share in the fourth quarter of 2013, up 10% from operating earnings of \$491 million or \$0.517 per common share for the same period in 2012.

For the twelve months ended December 31, 2013, Lifeco's operating earnings attributable to common shareholders were \$2,052 million or \$2.108 per common share, compared to \$1,946 million or \$2.049 per common share for the same period in 2012.

Consolidated assets under administration at December 31, 2013 grew to over \$758 billion, up \$212 billion from December 31, 2012, including \$105 billion of Irish Life assets under administration.

Highlights – In Quarter

- Lifeco premiums and deposits during the quarter were \$22.6 billion, up 34% from a year ago, including \$4.0 billion from Irish Life, reflecting continued strong persistency and growth.
- Total Company sales in the fourth quarter of 2013 were up 61% from the same period in 2012:
 - Canada sales were \$2.9 billion consistent with the fourth quarter of 2012.
 - Europe Insurance & Annuities sales were \$4.8 billion, up 270% compared to the fourth quarter of 2012, including sales of \$3.8 billion from Irish Life.
 - Putnam sales were US\$8.3 billion, up 22% compared to the fourth quarter of 2012, driven by mutual fund sales of US\$5.7 billion which were at their highest level since the third quarter of 2003.
 - Great-West Financial sales were US\$5.3 billion, up 97% compared to the fourth quarter of 2012.

...2/

- Irish Life contributed \$44 million of net earnings to Lifeco in the fourth quarter of 2013. Integration activities are progressing well and on track to achieve targeted cost synergies.
- The Company maintained a strong ROE of 16.6% based on net earnings and 15.0% based on operating earnings. ROE based on adjusted operating earnings of \$540 million, which exclude the impact of restructuring and acquisition costs associated with the Irish Life acquisition and a macro capital hedge, was 15.9%.
- The Company's capital position remained very strong. The Great-West Life Assurance Company reported a Minimum Continuing Capital and Surplus Requirements (MCCSR) ratio of 223% at December 31, 2013.
- The Company declared a quarterly common dividend of \$0.3075 per common share payable March 28, 2014.

OPERATING RESULTS

Consolidated net earnings of Lifeco include the net earnings of The Great-West Life Assurance Company (Great-West Life) and its operating subsidiaries London Life Insurance Company (London Life) and The Canada Life Assurance Company (Canada Life); Great-West Life & Annuity Insurance Company (Great-West Financial) and Putnam Investments, LLC (Putnam), together with Lifeco's Corporate operating results. Irish Life results are included for the period subsequent to the acquisition date of July 18, 2013.

CANADA

The Canada segment of Lifeco includes the operating results of the Canadian businesses operated by Great-West Life, London Life and Canada Life. The three primary business units included in this segment are Individual Insurance, Wealth Management and Group Insurance. The Company provides accumulation, annuity, life, disability and critical illness insurance products to individual and group clients.

Net earnings attributable to common shareholders for the fourth quarter of 2013 were \$270 million compared to \$263 million in the fourth quarter of 2012. For the twelve months ended December 31, 2013 net earnings attributable to common shareholders were up 11% to \$1,148 million compared to \$1,038 million for the same period in 2012.

Total sales in the fourth quarter of 2013 were \$2.9 billion, consistent with the fourth quarter of 2012. This reflects an 8% increase in Individual Insurance sales and an 8% increase in Wealth Management Group Retirement Services sales partially offset by a decrease in Group Insurance sales. Total sales for the twelve months ended December 31, 2013 were \$10.8 billion compared to \$9.9 billion in 2012.

Total Canada segment assets under administration at December 31, 2013 were \$149 billion, compared to \$138 billion at December 31, 2012.

UNITED STATES

The United States operating results for Lifeco include the results of Great-West Financial, Putnam and the insurance businesses in the United States branches of Great-West Life and Canada Life, together with an allocation of a portion of Lifeco's corporate results.

Great-West Financial provides an array of financial security products, including employer-sponsored defined contribution plans, administrative and record-keeping services, fund management and investment and advisory services. It also provides individual retirement accounts, life insurance and annuity products and executive benefits products. Putnam provides investment management, certain administrative functions, distributions and related services through a broad range of investment products.

Net earnings attributable to common shareholders for the fourth quarter of 2013 were \$56 million compared to \$76 million in the fourth quarter of 2012. Great-West Financial reported net earnings of \$81 million in the fourth quarter compared to \$95 million for the same period last year. Putnam reported a net loss of \$25 million in the fourth quarter compared to a net loss of \$19 million a year ago. For the twelve months ended December 31, 2013 net earnings attributable to common shareholders were \$276 million compared to \$321 million in 2012.

Great-West Financial sales in the fourth quarter of 2013 were US\$5.3 billion, up from US\$2.7 billion in the fourth quarter of 2012 primarily due to a large public/non-profit plan sale and two large 401(k) client sales. Sales for the twelve months ended December 31, 2013 were US\$12.5 billion compared to US\$9.0 billion in 2012 primarily due to the large plan sale and an increase in new participants for public/non-profit and two large client sales and higher average assets per plan sold for 401(k).

Putnam assets under management as at December 31, 2013 were US\$150 billion compared to US\$128 billion a year ago, an increase of 17%. Net asset inflows for the fourth quarter of 2013 were US\$0.3 billion compared to net asset outflows of US\$0.2 billion for the same period in 2012, driven by mutual fund net inflows of US\$1.8 billion, which were at their highest level since the first quarter of 2001.

Total United States segment assets under administration at December 31, 2013 were \$421 billion compared to \$333 billion at December 31, 2012.

EUROPE

The Europe segment comprises two distinct business units: Insurance & Annuities and Reinsurance, together with an allocation of Lifeco's corporate results. Insurance & Annuities provides protection and wealth management products including payout annuities, through subsidiaries of Canada Life in the U.K., Isle of Man and Germany, and through Irish Life in Ireland. Reinsurance operates primarily in the U.S., Barbados and Ireland, and is conducted through Canada Life, London Life and their subsidiaries. Irish Life results are included for the period subsequent to the acquisition date of July 18, 2013.

Net earnings attributable to common shareholders for the fourth quarter of 2013 were \$202 million, which include the impact of \$23 million of restructuring and acquisition costs related to the Irish Life acquisition. Excluding these costs net earnings were \$225 million for the quarter, compared to \$151 million in the fourth quarter of 2012. Irish Life contributed \$44 million of net earnings in the fourth quarter of 2013. For the twelve months ended December 31, 2013 net earnings attributable to common shareholders were \$701 million compared to \$615 million for the same period in 2012.

Insurance & Annuities sales for the fourth quarter of 2013 were \$4.8 billion, including \$3.8 billion related to Irish Life, up 270% as compared to \$1.3 billion a year ago. Total sales for the twelve months ended December 31, 2013, including Irish Life, were \$9.9 billion compared to \$3.7 billion in 2012.

Total Europe segment assets under administration at December 31, 2013 were \$188 billion, up from \$75 billion at December 31, 2012. Assets under administration include \$105 billion of Irish Life assets.

CORPORATE

The Lifeco Corporate segment includes operating results for activities of Lifeco that are not associated with the major business units of the Company.

Lifeco Corporate segment net earnings attributable to common shareholders were \$189 million in the fourth quarter of 2013 compared to a net loss of \$139 million in the fourth quarter of 2012. Included in Lifeco corporate segment net earnings was a litigation recovery of \$226 million in 2013 as compared to a litigation provision of \$140 million in 2012.

For the twelve months ended December 31, 2013 Lifeco corporate segment net earnings attributable to common shareholders were \$153 million compared to a net loss of \$168 million in 2012, including the litigation items noted above.

Succession planning at Great-West Financial

After a distinguished 20-plus year career with our group of companies, Mitchell T.G. Graye, Chief Executive Officer of Great-West Financial, the Company's U.S. insurance subsidiary, has indicated his intention to retire following Great-West Lifeco's annual meeting on May 8, 2014. Meanwhile, succession planning is underway, with Mr. Graye's successor to be announced prior to the May annual meeting.

QUARTERLY DIVIDENDS

At its meeting today, the Board of Directors approved a quarterly dividend of \$0.3075 per share on the common shares of the Company payable March 31, 2014 to shareholders of record at the close of business March 3, 2014.

For purposes of the Income Tax Act (Canada), and any similar provincial legislation, the dividends referred to above are eligible dividends.

In addition, the Directors approved quarterly dividends on:

- Series F First Preferred Shares of \$0.36875 per share;
- Series G First Preferred Shares of \$0.3250 per share;
- Series H First Preferred Shares of \$0.30313 per share;
- Series I First Preferred Shares of \$0.28125 per share;
- Series L First Preferred Shares of \$0.353125 per share;
- Series M First Preferred Shares of \$0.36250 per share;
- Series N First Preferred Shares of \$0.228125 per share;
- Series P First Preferred Shares of \$0.3375 per share;
- Series Q First Preferred Shares of \$0.321875 per share; and
- Series R First Preferred Shares of \$0.3000 per share

all payable March 31, 2014 to shareholders of record at the close of business March 3, 2014.

GREAT-WEST LIFECO

Great-West Lifeco Inc. (TSX:GWO) is an international financial services holding company with interests in life insurance, health insurance, retirement and investment services, asset management and reinsurance businesses. Great-West Lifeco has operations in Canada, the United States, Europe and Asia through Great-West Life, London Life, Canada Life, Irish Life, Great-West Financial and Putnam Investments. Great-West Lifeco and its companies have \$758 billion in assets under administration and are members of the Power Financial Corporation group of companies.

Cautionary note regarding Forward-Looking Information

This release contains some forward-looking statements about the Company, including its business operations, strategy and expected financial performance and condition. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "intends", "plans", "believes", "estimates" and similar expressions or negative versions thereof. In addition, any statement that may be made concerning future financial performance (including revenues, earnings or growth rates), ongoing business strategies or prospects, and possible future actions by the Company, including statements made with respect to the expected benefits of acquisitions and divestitures, are also forward-looking statements. Forward-looking statements are based on expectations and projections about future events that were current at the time of the statements and are inherently subject to, among other things, risks, uncertainties and assumptions about the Company, economic factors and the financial services industry generally, including the insurance and mutual fund industries. They are not guarantees of future performance, and actual events and results could differ materially from those expressed or implied by forward-looking statements. Material factors and assumptions that were applied in formulating the forward-looking information contained herein include the

assumption that the business and economic conditions affecting the Company's operations will continue substantially in their current state, including, without limitation, with respect to market prices for products provided, sales levels, premium income, fee income, expense levels, mortality experience, morbidity experience, policy lapse rates, taxes, inflation, information systems, general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, business competition, and the Company's ability to complete strategic transactions and integrate acquisitions, and that there will be no unplanned material changes to the Company's facilities, customer and employee relations or credit arrangements. Many of these assumptions are based on factors and events that are not within the control of the Company and there is no assurance that they will prove to be correct. Other important factors that could cause actual results to differ materially from those contained in forward-looking statements include technological change, changes in local and international laws and regulations, changes in accounting policies and the effect of applying future accounting policy changes, unexpected judicial or regulatory proceedings and catastrophic events. The reader is cautioned that the foregoing list of assumptions and factors is not exhaustive, and there may be other factors listed in other filings with securities regulators, including factors set out in the Company's 2013 Annual Management Discussion & Analysis (MD&A) under "Risk Management and Control Practices" and "Summary of Critical Accounting Estimates", which, along with other filings, is available for review at www.sedar.com. The reader is also cautioned to consider these and other factors carefully and not to place undue reliance on forward-looking statements. Other than as specifically required by applicable law, the Company does not intend to update any forward-looking statements whether as a result of new information, future events or otherwise.

Cautionary note regarding Non-IFRS Financial Measures

This release contains some non-IFRS financial measures. Terms by which non-IFRS financial measures are identified include, but are not limited to, "operating earnings", "constant currency basis", "premiums and deposits", "sales", and other similar expressions. Non-IFRS financial measures are used to provide management and investors with additional measures of performance. However, non-IFRS financial measures do not have standard meanings prescribed by IFRS and are not directly comparable to similar measures used by other companies. Please refer to the appropriate reconciliation's of these non-IFRS financial measures to measures prescribed by IFRS.

Further information

Selected financial information is attached.

Great-West Lifeco's fourth quarter conference call and audio webcast will be held February 13, 2014 at 3:30 p.m. (ET). The call and webcast can be accessed through www.greatwestlifeco.com or by phone at:

- Participants in the Toronto area: 416-340-8061
- Participants from North America: 1-866-225-0198
- Participants from Overseas: Dial international access code first, then 800-6578-9898

A replay of the call will be available from February 13, 2014, and can be accessed by calling 1-800-408-3053 or 905-694-9451 in Toronto (passcode: 8898149#). The archived webcast will be available on www.greatwestlifeco.com from February 13, 2014 until February 12, 2015.

Additional information relating to Lifeco, including the 2013 audited consolidated financial statements, MD&A, Annual Information Form (AIF), and CEO/CFO certification will be filed on SEDAR at www.sedar.com.

For more information contact:

Marlene Klassen, APR
Assistant Vice-President, Communication Services
204-946-7705

GREAT-WEST LIFECO INC.

FINANCIAL HIGHLIGHTS *(unaudited)* *(in Canadian \$ millions except per share amounts)*

	As at or for the three months ended			For the twelve months ended	
	December 31 2013	September 30 2013	December 31 2012 ⁽³⁾	December 31 2013	December 31 2012 ⁽³⁾
Premiums and deposits:					
Life insurance, guaranteed annuities and insured health products ⁽²⁾	\$ 5,850	\$ 4,859	\$ 4,972	\$ 20,236	\$ 19,257
Self-funded premium equivalents (Administrative services only contracts)	649	620	677	2,567	2,666
Segregated funds deposits:					
Individual products	2,757	2,352	2,072	8,308	6,557
Group products	1,809	1,838	2,216	7,553	7,262
Proprietary mutual funds and institutional deposits	11,491	10,309	6,880	36,119	24,496
Total premiums and deposits	22,556	19,978	16,817	74,783	60,238
Fee and other income ⁽²⁾	1,001	955	787	3,585	3,030
Paid or credited to policyholders ⁽¹⁾⁽²⁾	5,647	5,025	5,262	17,811	22,875
Operating earnings - common shareholders ⁽³⁾	491	523	491	2,052	1,946
Net earnings - common shareholders ⁽³⁾⁽⁴⁾	717	523	351	2,278	1,806
Per common share					
Operating earnings	\$ 0.491	\$ 0.527	\$ 0.517	\$ 2.108	\$ 2.049
Basic earnings ⁽³⁾	0.717	0.527	0.370	2.340	1.902
Dividends paid	0.3075	0.3075	0.3075	1.230	1.230
Book value ⁽³⁾	15.33	14.39	12.64		
Return on common shareholders' equity:					
Operating earnings ⁽³⁾	15.0%	16.0%	16.5%		
Net earnings ⁽³⁾	16.6%	14.9%	15.3%		
Total assets⁽³⁾	\$ 325,905	\$ 312,473	\$ 253,850		
Proprietary mutual funds and institutional net assets ⁽²⁾	185,243	167,619	134,598		
Total assets under management⁽³⁾	511,148	480,092	388,448		
Other assets under administration	247,139	225,187	157,455		
Total assets under administration⁽³⁾	\$ 758,287	\$ 705,279	\$ 545,903		
Total equity⁽³⁾	\$ 19,999	\$ 19,435	\$ 17,011		

The Company uses operating earnings, a non-International Financial Reporting Standards financial measure, which excludes the impact of certain litigation provisions described in note 33 to the Company's December 31, 2013 consolidated financial statements.

- (1) Paid or credited to policyholders includes the impact of changes in fair values of assets supporting insurance and investment contract liabilities.
(2) During the year, the Company reclassified certain comparative figures for presentation adjustments.
(3) Comparative figures, where impacted, have been restated for the retrospective impact of new and revised International Financial Reporting Standards effective during 2013 most notably IAS 19R, *Employee Benefits*, and IFRS 10, *Consolidated Financial Statements*.
(4) Impacts on Lifeco net earnings - common shareholders

	Three months ended Dec. 31, 2013	Per common share	Twelve months ended Dec. 31, 2013	Per common share
Net earnings	\$ 717	\$ 0.717	\$ 2,278	\$ 2.340
Less: Litigation recovery	(226)		(226)	
Operating earnings	491	0.491	2,052	2.108
Add: Irish Life restructuring and acquisition costs	23		97	
Add: Macro capital hedge impact	26		26	
Sub Total	540	0.540	2,175	2.234
Less: Irish Life earnings	(44)		(85)	
Operating earnings excluding Irish Life and macro capital hedge impacts	\$ 496	\$ 0.496	\$ 2,090	\$ 2.146

CONSOLIDATED STATEMENTS OF EARNINGS *(unaudited)*

(in Canadian \$ millions except per share amounts)

	For the three months ended December 31		For the years ended December 31	
	2013	2012	2013	2012
Income				
Premium income				
Gross premiums written	\$ 6,739	\$ 5,908	\$ 23,441	\$ 22,276
Ceded premiums	(889)	(936)	(3,205)	(3,019)
Total net premiums	<u>5,850</u>	<u>4,972</u>	<u>20,236</u>	<u>19,257</u>
Net investment income				
Regular net investment income	1,430	1,339	5,604	5,642
Changes in fair value through profit or loss	(225)	207	(2,979)	2,668
Total net investment income	<u>1,205</u>	<u>1,546</u>	<u>2,625</u>	<u>8,310</u>
Fee and other income	<u>1,001</u>	<u>787</u>	<u>3,585</u>	<u>3,030</u>
	<u>8,056</u>	<u>7,305</u>	<u>26,446</u>	<u>30,597</u>
Benefits and expenses				
Policyholder benefits				
Insurance and investment contracts				
Gross	4,835	4,548	18,464	17,854
Ceded	(597)	(399)	(1,744)	(1,457)
Total net policyholder benefits	<u>4,238</u>	<u>4,149</u>	<u>16,720</u>	<u>16,397</u>
Policyholder dividends and experience refunds	312	292	1,371	1,437
Changes in insurance and investment contract liabilities	1,097	821	(280)	5,041
Total paid or credited to policyholders	<u>5,647</u>	<u>5,262</u>	<u>17,811</u>	<u>22,875</u>
Commissions	531	515	1,869	1,781
Operating and administrative expenses	929	670	3,159	2,684
Premium taxes	83	75	313	293
Financing charges	76	74	292	299
Amortization of finite life intangible assets	33	24	117	103
Restructuring and acquisition expenses	27	-	104	-
Earnings before income taxes	<u>730</u>	<u>685</u>	<u>2,781</u>	<u>2,562</u>
Income taxes	128	97	463	364
Net earnings before non-controlling interests	<u>602</u>	<u>588</u>	<u>2,318</u>	<u>2,198</u>
Attributable to non-controlling interests	(148)	205	(90)	277
Net earnings	<u>750</u>	<u>383</u>	<u>2,408</u>	<u>1,921</u>
Preferred share dividends	33	32	130	115
Net earnings - common shareholders	<u>\$ 717</u>	<u>\$ 351</u>	<u>\$ 2,278</u>	<u>\$ 1,806</u>
Earnings per common share				
Basic	<u>\$ 0.717</u>	<u>\$ 0.370</u>	<u>\$ 2.340</u>	<u>\$ 1.902</u>
Diluted	<u>\$ 0.716</u>	<u>\$ 0.369</u>	<u>\$ 2.297</u>	<u>\$ 1.891</u>

CONSOLIDATED BALANCE SHEETS *(unaudited)*
(in Canadian \$ millions)

	December 31 2013	December 31 2012	January 1 2012
Assets			
Cash and cash equivalents	\$ 2,791	\$ 1,895	\$ 2,056
Bonds	89,914	82,581	78,355
Mortgage loans	19,063	17,875	17,432
Stocks	8,554	7,051	6,656
Investment properties	4,288	3,572	3,249
Loans to policyholders	7,332	7,082	7,162
	131,942	120,056	114,910
Funds held by ceding insurers	10,832	10,599	9,978
Goodwill	5,812	5,397	5,401
Intangible assets	3,456	3,115	3,154
Derivative financial instruments	593	997	968
Owner occupied properties	590	514	491
Fixed assets	211	154	137
Reinsurance assets	5,070	2,064	2,061
Premiums in course of collection, accounts and interest receivable	3,068	2,647	2,379
Other assets	2,220	1,571	1,393
Current income taxes	165	162	181
Deferred tax assets	1,167	1,142	1,163
Investments on account of segregated fund policyholders	160,779	105,432	96,985
	131,942	120,056	114,910
Total assets	\$ 325,905	\$ 253,850	\$ 239,201
Liabilities			
Insurance contract liabilities	\$ 131,174	\$ 119,973	\$ 114,785
Investment contract liabilities	889	739	782
Debentures and other debt instruments	5,740	4,283	4,313
Funds held under reinsurance contracts	270	335	169
Derivative financial instruments	744	342	316
Accounts payable	1,583	1,258	1,351
Other liabilities	2,807	2,956	2,662
Current income taxes	981	649	478
Deferred tax liabilities	776	708	810
Repurchase agreements	-	-	23
Capital trust debentures	163	164	815
Investment and insurance contracts on account of segregated fund policyholders	160,779	105,432	96,985
	160,779	105,432	96,985
Total liabilities	305,906	236,839	223,489
Equity			
Non-controlling interests			
Participating account surplus in subsidiaries	2,354	2,451	2,187
Non-controlling interests in subsidiaries	8	5	3
Shareholders' equity			
Share capital			
Preferred shares	2,314	2,544	1,894
Common shares	7,112	5,848	5,828
Accumulated surplus	8,067	7,035	6,417
Accumulated other comprehensive income (loss)	87	(932)	(675)
Contributed surplus	57	60	58
	19,999	17,011	15,712
Total equity	19,999	17,011	15,712
Total liabilities and equity	\$ 325,905	\$ 253,850	\$ 239,201

Segmented Information *(unaudited)*

Consolidated Net Earnings

For the three months ended December 31, 2013

	Canada	United States	Europe ⁽¹⁾	Lifeco Corporate	Total
Income:					
Premium income	\$ 2,682	\$ 924	\$ 2,244	\$ -	\$ 5,850
Net investment income					
Regular net investment income	637	302	527	(36)	1,430
Changes in fair value through profit or loss	224	(117)	(332)	-	(225)
Total net investment income	861	185	195	(36)	1,205
Fee and other income	330	395	276	-	1,001
Total income	3,873	1,504	2,715	(36)	8,056
Benefits and expenses:					
Paid or credited to policyholders	2,629	927	2,091	-	5,647
Other	980	454	330	(221)	1,543
Financing charges	29	34	8	5	76
Amortization of finite life intangible assets	13	13	7	-	33
Restructuring and acquisition expenses	-	-	27	-	27
Earnings before income taxes	222	76	252	180	730
Income taxes	95	14	30	(11)	128
Net earnings before non-controlling interests	127	62	222	191	602
Non-controlling interests	(146)	2	(4)	-	(148)
Net earnings	273	60	226	191	750
Preferred share dividends	27	-	6	-	33
Net earnings before capital allocation	246	60	220	191	717
Impact of capital allocation	24	(4)	(18)	(2)	-
Net earnings - common shareholders	\$ 270	\$ 56	\$ 202	\$ 189	\$ 717

⁽¹⁾ The Company completed the acquisition of Irish Life on July 18, 2013. The Europe segment includes the results of Irish Life from July 19, 2013 to December 31, 2013.

GREAT-WEST
LIFECO^{INC.}

For the three months ended December 31, 2012

	Canada	United States	Europe	Lifeco Corporate	Total
Income:					
Premium income	\$ 2,468	\$ 984	\$ 1,520	\$ -	\$ 4,972
Net investment income					
Regular net investment income	606	301	441	(9)	1,339
Changes in fair value through profit or loss	(97)	59	245	-	207
Total net investment income	509	360	686	(9)	1,546
Fee and other income	302	319	166	-	787
Total income	3,279	1,663	2,372	(9)	7,305
Benefits and expenses:					
Paid or credited to policyholders	2,171	1,163	1,928	-	5,262
Other	521	375	221	143	1,260
Financing charges	35	34	4	1	74
Amortization of finite life intangible assets	12	10	2	-	24
Earnings before income taxes	540	81	217	(153)	685
Income taxes	69	(2)	52	(22)	97
Net earnings before non-controlling interests	471	83	165	(131)	588
Non-controlling interests	206	4	(5)	-	205
Net earnings	265	79	170	(131)	383
Preferred share dividends	21	-	5	6	32
Net earnings before capital allocation	244	79	165	(137)	351
Impact of capital allocation	19	(3)	(14)	(2)	-
Net earnings - common shareholders	\$ 263	\$ 76	\$ 151	\$ (139)	\$ 351

GREAT-WEST
LIFECO INC.

For the twelve months ended December 31, 2013

	Canada	United States	Europe ⁽¹⁾	Lifeco Corporate	Total
Income:					
Premium income	\$ 10,182	\$ 3,180	\$ 6,874	\$ -	\$ 20,236
Net investment income					
Regular net investment income	2,514	1,311	1,819	(40)	5,604
Changes in fair value through profit or loss	(1,125)	(706)	(1,148)	-	(2,979)
Total net investment income	1,389	605	671	(40)	2,625
Fee and other income	1,276	1,446	863	-	3,585
Total income	12,847	5,231	8,408	(40)	26,446
Benefits and expenses:					
Paid or credited to policyholders	8,345	3,067	6,399	-	17,811
Other	2,983	1,616	944	(202)	5,341
Financing charges	115	137	23	17	292
Amortization of finite life intangible assets	50	51	16	-	117
Restructuring and acquisition expenses	-	-	104	-	104
Earnings before income taxes	1,354	360	922	145	2,781
Income taxes	291	62	129	(19)	463
Net earnings before non-controlling interests	1,063	298	793	164	2,318
Non-controlling interests	(93)	7	(4)	-	(90)
Net earnings	1,156	291	797	164	2,408
Preferred share dividends	107	-	23	-	130
Net earnings before capital allocation	1,049	291	774	164	2,278
Impact of capital allocation	99	(15)	(73)	(11)	-
Net earnings - common shareholders	\$ 1,148	\$ 276	\$ 701	\$ 153	\$ 2,278

⁽¹⁾ The Company completed the acquisition of Irish Life on July 18, 2013. The Europe segment includes the results of Irish Life from July 19, 2013 to December 31, 2013.

GREAT-WEST
LIFECO^{INC.}

For the twelve months ended December 31, 2012

	Canada	United States	Europe	Lifeco Corporate	Total
Income:					
Premium income	\$ 9,581	\$ 3,390	\$ 6,286	\$ -	\$ 19,257
Net investment income					
Regular net investment income	2,556	1,284	1,814	(12)	5,642
Changes in fair value through profit or loss	658	501	1,509	-	2,668
Total net investment income	3,214	1,785	3,323	(12)	8,310
Fee and other income	1,178	1,247	605	-	3,030
Total income	13,973	6,422	10,214	(12)	30,597
Benefits and expenses:					
Paid or credited to policyholders	9,770	4,437	8,668	-	22,875
Other	2,495	1,398	705	160	4,758
Financing charges	145	135	18	1	299
Amortization of finite life intangible assets	45	48	10	-	103
Earnings before income taxes	1,518	404	813	(173)	2,562
Income taxes	211	66	114	(27)	364
Net earnings before non-controlling interests	1,307	338	699	(146)	2,198
Non-controlling interests	268	3	6	-	277
Net earnings	1,039	335	693	(146)	1,921
Preferred share dividends	79	-	22	14	115
Net earnings before capital allocation	960	335	671	(160)	1,806
Impact of capital allocation	78	(14)	(56)	(8)	-
Net earnings - common shareholders	\$ 1,038	\$ 321	\$ 615	\$ (168)	\$ 1,806

Note: During the year, certain comparative figures have been restated or reclassified in the Lifeco December 31, 2013 financial statements.