

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 third quarter 2018 net earnings of \$689 million, up 19%,
adjusted net earnings of \$745 million, up 28%, from the third quarter of 2017**

Winnipeg, October 31, 2018 ... Great-West Lifeco Inc. (Lifeco or the Company) today announced net earnings attributable to common shareholders (net earnings) of \$689 million or \$0.697 per common share for the third quarter of 2018 compared to \$581 million or \$0.587 per common share for the same quarter last year. Included in Lifeco's net earnings for the third quarter of 2018 were restructuring costs of \$56 million related to the Company's U.K. operations compared to \$1 million related to the Company's retail business in Ireland for the same period last year. Excluding these costs, adjusted net earnings for the third quarter of 2018 were \$745 million or \$0.754 per common share, up 28% compared to \$582 million or \$0.589 per common share for the same quarter last year driven by strong underlying business performance in all geographic segments. Lifeco's net earnings for the third quarter of 2017 included a provision of \$175 million related to the impact of 2017 Atlantic hurricane activity, which reduced earnings per common share by \$0.177.

For the nine months ended September 30, 2018, Lifeco's net earnings were \$2,251 million or \$2.277 per common share compared to \$1,757 million or \$1.776 per common share for the same period last year. Lifeco's adjusted net earnings were \$2,307 million or \$2.333 per common share compared to \$1,913 million or \$1.934 per common share for the same period last year.

"The Company's operating performance was solid in the third quarter with strong sales growth, particularly in Europe," said Paul Mahon, President and Chief Executive Officer, Great-West Lifeco. "Our investments in customer experience and operational efficiency are yielding meaningful results and our strong capital position allows us to act on opportunities that support our strategic objectives."

Highlights – In Quarter

Sales of \$34.4 billion up 17%

- Sales for the third quarter of 2018 were \$34.4 billion, up 17% from the third quarter of 2017, driven by a 15% increase in the U.S. segment, reflecting strong mutual fund sales at Putnam, and a 35% increase in the Europe segment, reflecting higher bulk annuity sales.

Fee and other income of \$1.5 billion up 6%

- Fee and other income was \$1.5 billion, up 6% from the third quarter of 2017, driven by business growth in all segments and market performance.

Capital strength and financial flexibility maintained

- The Great-West Life Assurance Company reported a Life Insurance Capital Adequacy Test (LICAT) ratio of 134% at September 30, 2018.
- Lifeco declared a quarterly common dividend of \$0.389 per common share payable December 31, 2018.

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- Adjusted return on equity (ROE) for the third quarter of 2018 was 14.7%. Adjusted ROE excludes restructuring costs, the impact of U.S. tax reform and a net charge on the sale of an equity investment.

Consolidated assets under administration of over \$1.4 trillion

- Consolidated assets under administration at September 30, 2018 were over \$1.4 trillion, a 7% increase from December 31, 2017.

SEGMENTED OPERATING RESULTS

For reporting purposes, Lifeco's consolidated operating results are grouped into four reportable segments - Canada, United States, Europe and Lifeco Corporate - reflecting geographic lines as well as the management and corporate structure of the Company. For more information, please refer to the Company's 2018 third quarter Management's Discussion and Analysis (MD&A).

CANADA

- **Q3 Canada segment net earnings up 6%** – Net earnings for the third quarter of 2018 were \$315 million compared to \$296 million in the third quarter of 2017, an increase of 6%, primarily due to continued strong Group Customer morbidity results and higher contributions from insurance contract liability basis changes. For the nine months ended September 30, 2018, net earnings were \$965 million compared to net earnings of \$736 million and adjusted net earnings of \$862 million for the same period last year. Adjusted net earnings in 2017 exclude restructuring costs of \$126 million.
- **Canada advances business transformation** – The Canadian operations made progress on the previously announced targeted annual expense reductions of \$200 million pre-tax. As of September 30, 2018, the Company has achieved approximately \$180 million pre-tax in annualized expense reductions; approximately \$140 million related to the common shareholders' account and \$40 million related to the participating accounts.
- **GWL Realty Advisors recognized as a leader in sustainability** – GWL Realty Advisors, the Company's real estate management subsidiary, has been recognized as a leader in sustainability by the Global Real Estate Sustainability Benchmark (GRESB) with a Green Star ranking for the fourth consecutive year and received its second consecutive GRESB '5 star' rating.
- **Acquisition of Guggenheim Real Estate LLC announced** – On October 17, 2018, the Company announced that its subsidiary, GWL Realty Advisors U.S. (GWLRA U.S.), has entered into an agreement to acquire Guggenheim Real Estate LLC (GRE), the real estate private equity platform of Guggenheim Investments. GRE will be combined with EverWest Real Estate Partners, a real estate investment management and operating company acquired by GWLRA U.S. in the first quarter of 2018. The transaction is expected to close in the fourth quarter of 2018 and is subject to customary regulatory approvals and certain closing conditions. The acquisition of GRE complements the Company's global real estate growth strategy and further enhances the Company's platform in the U.S. market.

UNITED STATES

- **Q3 U.S. segment net earnings of US\$87 million** – Net earnings for the third quarter of 2018 were US\$87 million compared to US\$88 million in the third quarter of 2017. Net growth in the business and the benefit of a lower U.S. corporate tax rate were more than offset by higher expenses, due to a 2017 pension expense recovery, as well as a gain on sale of a previously impaired investment product in 2017 that did not recur. For

the nine months ended September 30, 2018, net earnings were US\$251 million, or US\$212 million excluding the net positive impact of US\$39 million related to U.S. debt refinancing activity in the second quarter of 2018, compared to US\$192 million for the same period last year.

- **Empower Retirement participants up 5% year-to-date** – Empower Retirement participant accounts at September 30, 2018 were 8.7 million compared to 8.3 million at December 31, 2017, an increase of 5%, primarily due to strong sales. Empower Retirement assets under administration at September 30, 2018 were US\$566 billion compared to US\$530 billion at December 31, 2017, an increase of 7%, primarily due to higher equity market levels and growth in participants.
- **Putnam sales up 30% and average assets up 6%** – Putnam sales were US\$10.8 billion, an increase of US\$2.5 billion compared to the same period last year, reflecting a 64% increase in mutual fund sales partially offset by a 10% decrease in institutional asset sales. Mutual fund net inflows of US\$1.7 billion for the third quarter of 2018 were the highest since the second quarter of 2014. Putnam average assets under management for the three months ended September 30, 2018 were US\$175.2 billion compared to US\$165.2 billion for the same quarter last year, an increase of 6%, primarily due to the cumulative impact of positive markets and net inflows from mutual funds over the twelve-month period. Putnam ending assets under management at September 30, 2018 were US\$177.2 billion.
- **Q3 U.S. segment fee and other income up 3%** – Fee and other income for the three months ended September 30, 2018 was US\$514 million compared to US\$499 million for the same quarter last year, an increase of 3%, due to higher average equity market levels and growth in Empower Retirement participants and assets.

EUROPE

- **U.K. operations advance transformation activities** – In the third quarter of 2018, the Company advanced its U.K. transformation with activities related to the integration of Retirement Advantage, acquired in the first quarter of 2018, and the pending sale of a block of heritage policies to Scottish Friendly, announced during the second quarter of 2018. Related to this activity, the Company recorded a provision for restructuring costs, which reduced net earnings by \$56 million. In addition to the restructuring costs recorded in the period, as part of the transformation program, the Company intends to invest in additional capabilities and expand the range of products offered in the U.K. Along with the strategic benefits, the Company expects to realize total annualized expense savings of approximately £20 million pre-tax by the end of the fourth quarter of 2020 from various sources including system exit costs and a reduction in headcount.
- **Q3 Europe segment net earnings of \$263 million up 43%** – Net earnings for the third quarter of 2018 were \$263 million, up 43%, compared to \$184 million in the third quarter of 2017. Adjusted net earnings for the third quarter of 2018, excluding restructuring charges of \$56 million, were \$319 million. The increase from the prior year was primarily driven by the third quarter of 2017 including a provision of \$175 million related to the impact of 2017 Atlantic hurricane activity partially offset by lower contributions from investment experience. For the nine months ended September 30, 2018, adjusted net earnings were \$1,018 million compared to \$813 million for the same period last year.
- **Q3 Europe segment sales up 35%** – Sales for the third quarter of 2018 were \$7.2 billion, an increase of 35% compared to the same quarter last year reflecting the completion of four significant U.K. bulk annuity sales with total premiums exceeding £1.3 billion, signifying the Company's strong presence in the bulk annuity market.

QUARTERLY DIVIDENDS

At its meeting today, the Board of Directors approved a quarterly dividend of \$0.389 per share on the common shares of Lifeco payable December 31, 2018 to shareholders of record at the close of business December 3, 2018.

In addition, the Directors approved quarterly dividends on Lifeco's preferred shares, as follows:

First Preferred Shares	Record Date	Payment Date	Amount, per share
Series F	December 3, 2018	December 31, 2018	\$0.36875
Series G	December 3, 2018	December 31, 2018	\$0.3250
Series H	December 3, 2018	December 31, 2018	\$0.30313
Series I	December 3, 2018	December 31, 2018	\$0.28125
Series L	December 3, 2018	December 31, 2018	\$0.353125
Series M	December 3, 2018	December 31, 2018	\$0.3625
Series N	December 3, 2018	December 31, 2018	\$0.1360
Series O	December 3, 2018	December 31, 2018	\$0.177005
Series P	December 3, 2018	December 31, 2018	\$0.3375
Series Q	December 3, 2018	December 31, 2018	\$0.321875
Series R	December 3, 2018	December 31, 2018	\$0.3000
Series S	December 3, 2018	December 31, 2018	\$0.328125
Series T	December 3, 2018	December 31, 2018	\$0.321875

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

Selected financial information is attached.

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.

Lifeco has operations in Canada, the United States and Europe through 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). Lifeco and its companies have over \$1.4 trillion in consolidated assets under administration and are members of the Power Financial Corporation group of companies. To learn more, visit www.greatwestlifeco.com.

Basis of presentation

The condensed consolidated interim unaudited financial statements of Lifeco have been prepared in accordance with International Financial Reporting Standards (IFRS) and are the basis for the figures presented in this release, unless otherwise noted.

Cautionary note regarding Forward-Looking Information

This release may contain forward-looking information. Forward-looking information includes 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 other similar expressions or negative versions thereof. These statements may include, without limitation, statements about the Company's operations, business, financial condition, expected 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 and expected cost reductions and savings. Forward-looking statements are based on expectations, forecasts, estimates, predictions, projections and conclusions 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 the reader is cautioned that 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 customer behaviour, the Company's reputation, market prices for products provided, sales levels, premium income, fee income, expense levels, mortality experience, morbidity experience, policy lapse rates, reinsurance arrangements, liquidity requirements, capital requirements, credit ratings, taxes, inflation, interest and foreign exchange rates, investment values, hedging activities, global equity and capital markets, business competition and other general economic, political and market factors in North America and internationally. 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 and assumptions that could cause actual results to differ materially from those contained in forward-looking statements include customer responses to new products, impairments of goodwill and other intangible assets, the Company's ability to execute strategic plans and changes to strategic plans, technological changes, breaches or failure of information systems and security (including cyber attacks), payments required under investment products, 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, catastrophic events, continuity and availability of personnel and third party service providers, the Company's ability to complete strategic transactions and integrate acquisitions and unplanned material changes to the Company's facilities, customer and employee relations or credit arrangements. 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 2017 Annual 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, uncertainties and potential events carefully and not to place undue reliance on forward-looking information. Other than as specifically required by applicable law, the Company does not intend to update any forward-looking information 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", "adjusted net earnings", "adjusted return on equity", "core net earnings", "constant currency basis", "premiums and deposits", "sales", "assets under management", "assets under administration" and other similar expressions. Non-IFRS financial measures are used to provide management and investors with additional measures of performance to help assess results where no comparable IFRS measure exists. 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. Refer to the appropriate reconciliations of these non-IFRS financial measures to measures prescribed by IFRS where applicable.

Third Quarter Conference Call

Lifeco's third quarter conference call and audio webcast will be held November 1, 2018 at 10:00 a.m. (ET). The call and webcast can be accessed through www.greatwestlifeco.com or by phone at:

- Participants in the Toronto area: 416-340-2218
- Participants from North America: 1-866-225-0198
- For International participants: Look up the dial-in information for your location at:
<https://www.confsolutions.ca/ILT?oss=1P49R8662250198>

A replay of the call will be available from November 1, 2018 to December 1, 2018, and can be accessed by calling 1-800-408-3053 or 905-694-9451 in Toronto (passcode: 7019569#). The archived webcast will be available on www.greatwestlifeco.com from November 1, 2018 to October 31, 2019.

Additional information relating to Lifeco, including the most recent interim unaudited consolidated financial statements, interim Management's Discussion and Analysis (MD&A) and CEO/CFO certification will be filed on SEDAR at www.sedar.com.

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GREAT-WEST LIFECO INC.

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

	As at or for the three months ended			For the nine months ended	
	September 30 2018	June 30 2018	September 30 2017 ⁽⁴⁾	September 30 2018	September 30 2017
Premiums and deposits:					
Net premium income (Life insurance, guaranteed annuities and insured health products)	\$ 10,337	\$ 7,905	\$ 8,293	\$ 26,416	\$ 25,408
Policyholder deposits (segregated funds):					
Individual products	3,833	4,142	3,641	11,963	11,680
Group products	1,790	1,954	1,634	6,166	5,839
Self-funded premium equivalents (administrative services only contracts) ⁽¹⁾	744	774	671	2,266	2,107
Proprietary mutual funds and institutional deposits ⁽¹⁾	17,878	19,196	14,272	54,868	45,425
Total premiums and deposits⁽¹⁾⁽²⁾	34,582	33,971	28,511	101,679	90,459
Fee and other income⁽²⁾	1,483	1,483	1,400	4,399	4,169
Net policyholder benefits, dividends and experience refunds	7,653	7,588	6,849	23,070	22,769
Earnings					
Net earnings - common shareholders	\$ 689	\$ 831	\$ 581	\$ 2,251	\$ 1,757
Adjustments ⁽⁷⁾	56	—	1	56	156
Adjusted net earnings - common shareholders ⁽⁷⁾	745	831	582	2,307	1,913
Per common share					
Basic earnings	0.697	0.839	0.587	2.277	1.776
Adjusted basic earnings ⁽⁷⁾	0.754	0.839	0.589	2.333	1.934
Dividends paid	0.389	0.389	0.367	1.167	1.101
Book value	21.25	21.22	19.92		
Return on common shareholders' equity⁽³⁾					
Net earnings	12.8%	12.5%	12.4%		
Adjusted net earnings ⁽⁷⁾	14.7%	14.2%	13.3%		
Total assets⁽⁴⁾					
	\$ 429,082	\$ 430,695	\$ 406,768		
Proprietary mutual funds and institutional net assets ⁽⁵⁾	293,766	294,890	268,994		
Total assets under management⁽⁵⁾	722,848	725,585	675,762		
Other assets under administration ⁽⁶⁾	718,410	697,680	618,532		
Total assets under administration	\$ 1,441,258	\$ 1,423,265	\$ 1,294,294		
Total equity	\$ 26,624	\$ 26,620	\$ 25,386		

⁽¹⁾ In addition to premiums and deposits reported in the financial statements, the Company includes premium equivalents on self-funded group insurance administrative services only (ASO) contracts and deposits on proprietary mutual funds and institutional accounts to calculate total premiums and deposits (a non-IFRS financial measure). This measure provides useful information as it is an indicator of top line growth.

⁽²⁾ Comparative figures have been reclassified to reflect presentation adjustments relating to the adoption of IFRS 15, *Revenue from Contracts with Customers*, as described in the "International Financial Reporting Standards" section of the Company's September 30, 2018 Management's Discussion and Analysis and in note 2 to the Company's condensed consolidated interim unaudited financial statements for the period ended September 30, 2018.

⁽³⁾ Return on common shareholders' equity is detailed within the "Capital Allocation Methodology" section of the Company's September 30, 2018 Management's Discussion and Analysis.

⁽⁴⁾ Comparative figures have been reclassified as described in note 2 and note 34 to the Company's December 31, 2017 annual audited consolidated financial statements.

⁽⁵⁾ Total assets under management (a non-IFRS financial measure) provides an indicator of the size and volume of the overall business of the Company. Services provided in respect of assets under management include the selection of investments, the provision of investment advice and discretionary portfolio management on behalf of clients. This includes internally and externally managed funds where the Company has oversight of the investment policies.

GREAT-WEST LIFECO_{INC.}

- ⁽⁶⁾ Other assets under administration (a non-IFRS financial measure) includes assets where the Company only provides administration services for which the Company earns fee and other income. These assets are beneficially owned by clients and the Company does not direct the investing activities. Services provided relating to assets under administration includes recordkeeping, safekeeping, collecting investment income, settling of transactions or other administrative services. Administrative services are an important aspect of the overall business of the Company and should be considered when comparing volume, size and trends.
- ⁽⁷⁾ Adjusted net earnings attributable to common shareholders and adjusted net earnings per common share (EPS) are non-IFRS financial measures of earnings performance. For the third quarter of 2018, adjustments were \$56 of restructuring expenses relating to the Company's U.K. operations (nil for the first and second quarters of 2018). The following adjustments were made for the nine months ended September 30, 2017:

	Segment			Total	EPS Impact
	Canada	United States	Europe		
2017 Adjustments:					
Q1 Restructuring expenses	\$ —	\$ 11	\$ 17	\$ 28	\$ 0.029
Q2 Restructuring expenses	126	—	1	127	0.128
Q3 Restructuring expenses	—	—	1	1	0.002
Total Adjustments	\$ 126	\$ 11	\$ 19	\$ 156	\$ 0.158

GREAT-WEST LIFECO INC.

CONSOLIDATED STATEMENTS OF EARNINGS *(unaudited)*

(in Canadian \$ millions except per share amounts)

	For the three months ended			For the nine months ended	
	September 30 2018	June 30 2018	September 30 2017 ⁽¹⁾	September 30 2018	September 30 2017 ⁽¹⁾
Income					
Premium income					
Gross premiums written	\$ 11,408	\$ 9,012	\$ 9,335	\$ 29,713	\$ 28,589
Ceded premiums	(1,071)	(1,107)	(1,042)	(3,297)	(3,181)
Total net premiums	10,337	7,905	8,293	26,416	25,408
Net investment income					
Regular net investment income	1,578	1,575	1,517	4,726	4,577
Changes in fair value through profit or loss	(1,371)	(350)	(988)	(3,208)	51
Total net investment income	207	1,225	529	1,518	4,628
Fee and other income	1,483	1,483	1,400	4,399	4,169
	12,027	10,613	10,222	32,333	34,205
Benefits and expenses					
Policyholder benefits					
Gross	7,882	7,742	7,051	23,620	23,061
Ceded	(625)	(596)	(548)	(1,846)	(1,658)
Total net policyholder benefits	7,257	7,146	6,503	21,774	21,403
Policyholder dividends and experience refunds	396	442	346	1,296	1,366
Changes in insurance and investment contract liabilities	1,393	(32)	718	312	2,887
Total paid or credited to policyholders	9,046	7,556	7,567	23,382	25,656
Commissions	611	596	579	1,801	2,001
Operating and administrative expenses	1,244	1,241	1,109	3,722	3,468
Premium taxes	122	124	118	367	348
Financing charges	69	11	71	151	226
Amortization of finite life intangible assets	54	50	47	153	139
Restructuring expenses	67	—	1	67	254
Earnings before income taxes	814	1,035	730	2,690	2,113
Income taxes	107	153	93	337	240
Net earnings before non-controlling interests	707	882	637	2,353	1,873
Attributable to non-controlling interests	(16)	18	21	2	20
Net earnings	723	864	616	2,351	1,853
Preferred share dividends	34	33	35	100	96
Net earnings - common shareholders	\$ 689	\$ 831	\$ 581	\$ 2,251	\$ 1,757
Earnings per common share					
Basic	\$ 0.697	\$ 0.839	\$ 0.587	\$ 2.277	\$ 1.776
Diluted	\$ 0.697	\$ 0.839	\$ 0.587	\$ 2.275	\$ 1.773

⁽¹⁾ Certain comparative figures have been reclassified as described in note 2 to the Company's September 30, 2018 condensed consolidated interim unaudited financial statements.

GREAT-WEST LIFECO INC.

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

	September 30 2018	December 31 2017
Assets		
Cash and cash equivalents	\$ 3,882	\$ 3,551
Bonds	122,109	120,204
Mortgage loans	24,198	22,185
Stocks	9,350	8,864
Investment properties	5,064	4,851
Loans to policyholders	8,530	8,280
	173,133	167,935
Assets held for sale	—	169
Funds held by ceding insurers	9,145	9,893
Goodwill	6,501	6,179
Intangible assets	3,849	3,732
Derivative financial instruments	396	384
Owner occupied properties	699	706
Fixed assets	392	303
Other assets	2,650	2,424
Premiums in course of collection, accounts and interest receivable	5,105	4,647
Reinsurance assets	5,895	5,045
Current income taxes	194	134
Deferred tax assets	916	930
Investments on account of segregated fund policyholders	220,207	217,357
Total assets	\$ 429,082	\$ 419,838
Liabilities		
Insurance contract liabilities	\$ 163,376	\$ 159,524
Investment contract liabilities	1,722	1,841
Debentures and other debt instruments	5,926	5,617
Capital trust securities	160	160
Funds held under reinsurance contracts	1,338	373
Derivative financial instruments	1,123	1,336
Accounts payable	3,335	2,684
Other liabilities	3,631	3,752
Current income taxes	398	464
Deferred tax liabilities	1,242	1,194
Investment and insurance contracts on account of segregated fund policyholders	220,207	217,357
Total liabilities	402,458	394,302
Equity		
Non-controlling interests		
Participating account surplus in subsidiaries	2,752	2,771
Non-controlling interests in subsidiaries	154	164
Shareholders' equity		
Share capital		
Preferred shares	2,714	2,714
Common shares	7,287	7,260
Accumulated surplus	13,032	12,098
Accumulated other comprehensive income	549	386
Contributed surplus	136	143
Total equity	26,624	25,536
Total liabilities and equity	\$ 429,082	\$ 419,838

Segmented Information *(unaudited)*

Consolidated Net Earnings

For the three months ended September 30, 2018

	Canada	United States	Europe	Lifeco Corporate	Total
Income					
Total net premiums	\$ 3,266	\$ 1,148	\$ 5,923	\$ —	\$ 10,337
Net investment income					
Regular net investment income	663	460	451	4	1,578
Changes in fair value through profit or loss	(646)	(160)	(565)	—	(1,371)
Total net investment income	17	300	(114)	4	207
Fee and other income	437	673	373	—	1,483
	<u>3,720</u>	<u>2,121</u>	<u>6,182</u>	<u>4</u>	<u>12,027</u>
Benefits and expenses					
Paid or credited to policyholders	2,468	1,233	5,345	—	9,046
Other ⁽¹⁾	841	695	436	5	1,977
Financing charges	32	28	8	1	69
Amortization of finite life intangible assets	20	24	10	—	54
Restructuring expenses	—	—	67	—	67
Earnings (loss) before income taxes	<u>359</u>	<u>141</u>	<u>316</u>	<u>(2)</u>	<u>814</u>
Income taxes (recovery)	65	24	19	(1)	107
Net earnings (loss) before non-controlling interests	<u>294</u>	<u>117</u>	<u>297</u>	<u>(1)</u>	<u>707</u>
Non-controlling interests	(19)	2	1	—	(16)
Net earnings (loss)	<u>313</u>	<u>115</u>	<u>296</u>	<u>(1)</u>	<u>723</u>
Preferred share dividends	29	—	5	—	34
Net earnings (loss) before capital allocation	<u>284</u>	<u>115</u>	<u>291</u>	<u>(1)</u>	<u>689</u>
Impact of capital allocation	31	(2)	(28)	(1)	—
Net earnings (loss) - common shareholders	<u>\$ 315</u>	<u>\$ 113</u>	<u>\$ 263</u>	<u>\$ (2)</u>	<u>\$ 689</u>

⁽¹⁾ Includes commissions, operating and administrative expenses and premium taxes.

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Segmented Information (unaudited) - Consolidated Net Earnings (cont'd)

For the three months ended September 30, 2017

	Canada ⁽²⁾	United States ⁽²⁾	Europe	Lifeco Corporate	Total ⁽²⁾
Income					
Total net premiums	\$ 3,220	\$ 1,241	\$ 3,832	\$ —	\$ 8,293
Net investment income					
Regular net investment income	640	458	418	1	1,517
Changes in fair value through profit or loss	(852)	11	(147)	—	(988)
Total net investment income	(212)	469	271	1	529
Fee and other income	426	626	348	—	1,400
	<u>3,434</u>	<u>2,336</u>	<u>4,451</u>	<u>1</u>	<u>10,222</u>
Benefits and expenses					
Paid or credited to policyholders	2,219	1,492	3,856	—	7,567
Other ⁽¹⁾	776	637	386	7	1,806
Financing charges	31	28	12	—	71
Amortization of finite life intangible assets	18	21	8	—	47
Restructuring expenses	—	—	1	—	1
Earnings (loss) before income taxes	390	158	188	(6)	730
Income taxes (recovery)	74	41	(20)	(2)	93
Net earnings (loss) before non-controlling interests	316	117	208	(4)	637
Non-controlling interests	19	2	—	—	21
Net earnings (loss)	297	115	208	(4)	616
Preferred share dividends	26	—	5	4	35
Net earnings (loss) before capital allocation	271	115	203	(8)	581
Impact of capital allocation	25	(5)	(19)	(1)	—
Net earnings (loss) - common shareholders	<u>\$ 296</u>	<u>\$ 110</u>	<u>\$ 184</u>	<u>\$ (9)</u>	<u>\$ 581</u>

⁽¹⁾ Includes commissions, operating and administrative expenses and premium taxes.

⁽²⁾ Certain comparative figures have been reclassified as described in note 2 to the Company's September 30, 2018 condensed consolidated interim unaudited financial statements.

GREAT-WEST LIFECO_{INC.}

Segmented Information (unaudited) - Consolidated Net Earnings (cont'd)

For the nine months ended September 30, 2018

	Canada	United States	Europe	Lifeco Corporate	Total
Income					
Total net premiums	\$ 9,558	\$ 3,116	\$ 13,742	\$ —	\$ 26,416
Net investment income					
Regular net investment income	1,941	1,363	1,413	9	4,726
Changes in fair value through profit or loss	(731)	(1,000)	(1,477)	—	(3,208)
Total net investment income	1,210	363	(64)	9	1,518
Fee and other income	1,308	1,959	1,132	—	4,399
	12,076	5,438	14,810	9	32,333
Benefits and expenses					
Paid or credited to policyholders	8,291	2,879	12,212	—	23,382
Other ⁽¹⁾	2,469	2,055	1,351	15	5,890
Financing charges	96	26	28	1	151
Amortization of finite life intangible assets	60	67	26	—	153
Restructuring expenses	—	—	67	—	67
Earnings (loss) before income taxes	1,160	411	1,126	(7)	2,690
Income taxes (recovery)	203	68	68	(2)	337
Net earnings (loss) before non-controlling interests	957	343	1,058	(5)	2,353
Non-controlling interests	(2)	3	1	—	2
Net earnings (loss)	959	340	1,057	(5)	2,351
Preferred share dividends	86	—	14	—	100
Net earnings (loss) before capital allocation	873	340	1,043	(5)	2,251
Impact of capital allocation	92	(7)	(81)	(4)	—
Net earnings (loss) - common shareholders	\$ 965	\$ 333	\$ 962	\$ (9)	\$ 2,251

⁽¹⁾ Includes commissions, operating and administrative expenses and premium taxes.

GREAT-WEST LIFECO INC.

Segmented Information (unaudited) - Consolidated Net Earnings (cont'd)

For the nine months ended September 30, 2017

	Canada ⁽²⁾	United States ⁽²⁾	Europe	Lifeco Corporate	Total ⁽²⁾
Income					
Total net premiums	\$ 9,682	\$ 3,412	\$ 12,314	\$ —	\$ 25,408
Net investment income					
Regular net investment income	1,895	1,364	1,316	2	4,577
Changes in fair value through profit or loss	(195)	387	(141)	—	51
Total net investment income	1,700	1,751	1,175	2	4,628
Fee and other income	1,248	1,903	1,018	—	4,169
	<u>12,630</u>	<u>7,066</u>	<u>14,507</u>	<u>2</u>	<u>34,205</u>
Benefits and expenses					
Paid or credited to policyholders	8,797	4,520	12,339	—	25,656
Other ⁽¹⁾	2,601	2,021	1,177	18	5,817
Financing charges	92	99	34	1	226
Amortization of finite life intangible assets	52	64	23	—	139
Restructuring expenses	215	17	22	—	254
Earnings (loss) before income taxes	873	345	912	(17)	2,113
Income taxes (recovery)	117	80	48	(5)	240
Net earnings (loss) before non-controlling interests	756	265	864	(12)	1,873
Non-controlling interests	17	4	(1)	—	20
Net earnings (loss)	739	261	865	(12)	1,853
Preferred share dividends	78	—	14	4	96
Net earnings (loss) before capital allocation	661	261	851	(16)	1,757
Impact of capital allocation	75	(13)	(57)	(5)	—
Net earnings (loss) - common shareholders	<u>\$ 736</u>	<u>\$ 248</u>	<u>\$ 794</u>	<u>\$ (21)</u>	<u>\$ 1,757</u>

⁽¹⁾ Includes commissions, operating and administrative expenses and premium taxes.

⁽²⁾ Certain comparative figures have been reclassified as described in note 2 to the Company's September 30, 2018 condensed consolidated interim unaudited financial statements.