

GREAT-WEST LIFECO INC.

Supplemental Information Package For Analysts and Investors (Unaudited) Q1 2019



Cautionary Note regarding Non-IFRS Financial Measures

This document contains some non-IFRS financial measures. Terms by which non-IFRS financial measures are identified include, but are not limited to, "operating earnings", "premiums and deposits", "sales", "assets under management" and "assets under administration". 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 in the Company's Q1 2019 Annual Management's Discussion and Analysis.

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Lifeco Overview

Great-West Lifeco Inc. (GWO or the Company) is a financial services company with interests in the life insurance, health insurance, retirement savings, investment management, and reinsurance businesses. The company has operations in Canada, U.S., Europe and Asia, through The Great-West Life Assurance Company, London Life Insurance Company, The Canada Life Assurance Company, Great-West Financial, Putnam Investments LLC, and Irish Life Group Limited. Lifeco and its companies have approximately \$1,551 billion in assets under administration. Lifeco is a member of the Power Financial Corporation group of companies.

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Great-West Lifeco Inc.



Lifeco Financial Highlights

(C\$MM, except Earnings per Common Share)

	2019		2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Income									
Premium Income	9,595	9,045	10,337	7,905	8,174	8,494	8,293	7,761	35,461
Net Investment Income	5,815	1,234	207	1,225	86	2,979	529	1,895	2,752
Fee & Other Income	1,479	1,420	1,483	1,483	1,433	1,439	1,400	1,421	5,819
Total Income	16,889	11,699	12,027	10,613	9,693	12,912	10,222	11,077	44,032
Operating Earnings - Common Shareholders	657	710	689	831	731	392	581	585	2,961
Adjustments (after-tax)	-	-	-	-	-	-	-	-	-
Net Earnings - Common Shareholders	657	710	689	831	731	392	581	585	2,961
Net Earnings attributable to Perpetual Preferred Shareholders	33	33	34	33	33	33	35	30	133
Net Earnings - Total Shareholders	690	743	723	864	764	425	616	615	3,094
Earnings per Common Share									
Operating Earnings	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$0.591	\$2.996
Adjustments (after-tax)	-	-	-	-	-	-	-	-	-
Basic earnings per share	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$0.591	\$2.996
Diluted earnings per share	\$0.665	\$0.719	\$0.697	\$0.839	\$0.739	\$0.396	\$0.587	\$0.590	\$2.994
Common Shareholder Net Earnings (Loss) - by Segment									
Canada	283	310	315	334	316	338	296	185	1,275
U.S.	81	55	113	145	75	(298)	110	82	388
Europe	299	349	263	355	344	358	184	321	1,311
Corporate	(6)	(4)	(2)	(3)	(4)	(6)	(9)	(3)	(13)
Total	657	710	689	831	731	392	581	585	2,961

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to premium income and fee and other income. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A

Lifeco Common Shareholder Net Earnings

(C\$MM)	2019		2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Common Shareholder Net Earnings (Loss)									
Canada									
Individual Customer	124	171	165	211	138	162	141	140	685
Group Customer	151	144	150	194	142	193	155	189	630
Corporate ^{(1) (2)}	8	(5)	-	(71)	36	(17)	-	(144)	(40)
	283	310	315	334	316	338	296	185	1,275
U.S.									
Financial Services	86	84	121	101	91	80	104	88	397
Asset Management	(4)	(29)	(8)	(8)	(16)	(5)	6	(6)	(61)
Corporate ⁽³⁾	(1)	-	-	52	-	(373)	-	-	52
	81	55	113	145	75	(298)	110	82	388
Europe									
Insurance & Annuities	203	271	240	281	244	250	233	239	1,036
Reinsurance ⁽⁴⁾	97	89	87	97	104	67	(41)	83	377
Corporate ⁽⁵⁾	(1)	(11)	(64)	(23)	(4)	41	(8)	(1)	(102)
	299	349	263	355	344	358	184	321	1,311
Corporate	(6)	(4)	(2)	(3)	(4)	(6)	(9)	(3)	(13)
Total ⁽⁶⁾	657	710	689	831	731	392	581	585	2,961

1) Q2 2017 includes Canada restructuring costs of \$126m (after-tax)

2) Q4 2017 includes a net charge for U.S. tax reform of \$19m (after-tax)

3) Q4 2017 includes a net charge on the disposal of an equity investment of \$122m (after-tax) and a net charge for U.S. tax reform of \$251m (after-tax)

4) Q3 2017 includes a loss estimate of \$175m (after-tax) relating to estimated hurricane claims

5) Q3 2018 includes Europe restructuring costs of \$56m (after-tax). Q4 2017 includes a net benefit for U.S. tax reform of \$54m (after-tax)

6) Q4 2017 includes a net charge on the disposal of an equity investment of \$122m (after-tax) and a net charge for U.S. tax reform of \$216m (after-tax)

Currency Translation Rates

	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
(C\$ / US\$)								
Balance Sheet	1.34	1.36	1.29	1.31	1.29	1.26	1.25	1.30
Income & Expenses	1.33	1.32	1.31	1.29	1.26	1.27	1.25	1.34
(C\$ / £)								
Balance Sheet	1.74	1.74	1.69	1.73	1.81	1.70	1.67	1.69
Income & Expenses	1.73	1.70	1.70	1.76	1.76	1.69	1.64	1.72
(C\$ / €)								
Balance Sheet	1.50	1.56	1.50	1.53	1.59	1.51	1.47	1.48
Income & Expenses	1.51	1.51	1.52	1.54	1.55	1.50	1.47	1.48

Financial Strength – Credit Ratings

Rating Agency	Measurement	Lifeco	Great-West Life	London Life	Canada Life	Irish Life	GWL&A
A.M. Best Company	Financial Strength		A+	A+	A+		A+
DBRS Limited	Issuer Rating Financial Strength Senior Debt Subordinated Debt	A (high) A (high)	AA AA	AA	AA AA (low)		
Fitch Ratings	Insurer Financial Strength Senior Debt Subordinated Debt	A	AA	AA	AA A+	AA	AA
Moody's Investors Service	Insurance Financial Strength		Aa3	Aa3	Aa3		Aa3
Standard & Poor's Ratings Services	Insurer Financial Strength Senior Debt Subordinated Debt	A+	AA	AA	AA AA-		AA

Lifeco Common Shares Outstanding

	Opening Common Shares	New Shares Issued		Normal Course Issuer Bid			Basic Shares Outstanding
		Private/ Public	Exercised Options	Shares Bought	Price	Cost	
Q2 2017	989,938,321	-	287,720	328,985	\$35.48	\$11,673,619	989,897,056
Q3 2017	989,897,056	-	116,120	439,026	\$34.58	\$15,179,876	989,574,150
Q4 2017	989,574,150	-	167,800	1,019,291	\$35.31	\$35,991,706	988,722,659
Q1 2018	988,722,659	-	330,380	431,000	\$34.22	\$14,748,099	988,622,039
Q2 2018	988,622,039	-	774,029	426,048	\$33.37	\$14,218,016	988,970,020
Q3 2018	988,970,020	-	13,840	600,408	\$31.98	\$19,201,658	988,383,452
Q4 2018	988,383,452	-	25,800	669,844	\$30.51	\$20,437,594	987,739,408
Q1 2019	987,739,408	-	494,565	-	-	-	988,233,973

3 months ended Mar. 31, 2019

Average common shares outstanding - Basic	987,830,447
Potential exercise of outstanding stock options	306,494
Average common shares outstanding - Diluted	<u>988,136,941</u>

Lifeco Financial Ratio Highlights

	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Share Price								
High	\$32.72	\$31.45	\$32.72	\$34.34	\$35.51	\$36.40	\$36.14	\$37.15
Low	\$27.90	\$27.10	\$30.30	\$32.04	\$32.43	\$34.66	\$34.13	\$33.32
Close	\$32.36	\$28.18	\$31.34	\$32.32	\$32.88	\$35.10	\$35.91	\$35.15
Operating EPS								
Operating EPS	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$0.591
Operating EPS Growth <i>(qtr / qtr)</i>	(7.5%)	3.2%	(16.9%)	13.4%	86.4%	(32.4%)	(0.7%)	(1.2%)
Dividends								
Common Dividends Declared / Share		\$0.4130	\$0.3890	\$0.3890	\$0.3890	\$0.3890	\$0.3670	\$0.3670
Common Dividends Paid / Share	\$0.4130	\$0.3890	\$0.3890	\$0.3890	\$0.3890	\$0.3670	\$0.3670	\$0.3670
Paid Dividend Growth <i>(qtr / qtr)</i>	6.2%	0.0%	0.0%	0.0%	6.0%	0.0%	0.0%	0.0%
Paid Dividend Growth <i>(yr / yr)</i>	6.2%	6.0%	6.0%	6.0%	6.0%	6.1%	6.1%	6.1%
Dividend Payout Ratio ⁽¹⁾	62.1%	54.1%	55.8%	46.4%	52.6%	92.4%	62.5%	62.1%
Dividend Yield <i>(annualized)</i> ⁽²⁾	5.1%	5.5%	5.0%	4.8%	4.7%	4.2%	4.1%	4.2%
Ratios								
P/E Ratio <i>(rolling 4 qtrs - operating earnings)</i>	11.1x	9.4x	11.7x	12.6x	14.2x	16.2x	14.6x	13.7x
P/Book Value Ratio	1.5x	1.3x	1.5x	1.5x	1.6x	1.7x	1.8x	1.8x
ROE ⁽³⁾ <i>(12 Months Trailing)</i>	13.5%	14.0%	12.8%	12.5%	11.4%	10.9%	12.4%	13.0%
Share Information								
Total Shares Outstanding (mm)	988.2	987.7	988.4	989.0	988.6	988.7	989.6	989.9
Majority Shareholder Beneficial Ownership (mm)	709.3	709.3	709.3	709.3	709.3	709.3	709.3	709.3
Public Float Shares (mm)	278.9	278.4	279.1	279.7	279.3	279.4	280.3	280.6
Total Market Capitalization (mm)	\$31,979	\$27,834	\$30,976	\$31,964	\$32,506	\$34,704	\$35,536	\$34,795
Public Float (mm)	\$9,026	\$7,846	\$8,746	\$9,039	\$9,184	\$9,808	\$10,064	\$9,863
Book Value per Share	\$22.07	\$22.08	\$21.25	\$21.22	\$21.01	\$20.11	\$19.92	\$19.95

1. Common dividends paid per share/operating earnings per common share (basic)

2. Common dividends paid per share * 4 / quarterly closing share price

3. Return on common shareholder equity

Lifeco Regulatory Capital Ratios

(C\$MM, unless otherwise stated)

	2019	2018			
	Q1	Q4	Q3	Q2	Q1
LICAT					
Great-West Life Assurance Company					
Tier 1 Capital	12,404	12,455	12,315	12,398	12,536
Tier 2 Capital	3,722	3,686	3,255	3,262	3,212
Available Capital	16,126	16,141	15,570	15,660	15,748
Surplus Allowance & Eligible Deposits	11,137	10,665	10,258	10,130	10,342
Total Capital Resources	27,263	26,806	25,828	25,790	26,090
Base Solvency Buffer (includes OSFI scalar of 1.05)	19,508	19,165	19,322	19,429	20,034
Total Ratio	140%	140%	134%	133%	130%
Core Ratio	104%	104%	101%	100%	99%
London Life Insurance Company					
Tier 1 Capital	2,676	2,689	2,750	2,647	2,832
Tier 2 Capital	1,331	1,321	1,157	1,171	1,020
Available Capital	4,007	4,010	3,907	3,818	3,852
Surplus Allowance & Eligible Deposits	1,905	1,901	1,929	1,987	2,064
Total Capital Resources	5,912	5,911	5,836	5,805	5,916
Base Solvency Buffer (includes OSFI scalar of 1.05)	4,482	4,412	3,983	3,936	3,985
Total Ratio	132%	134%	147%	147%	148%
Core Ratio	89%	91%	103%	103%	107%
Canada Life Assurance Company					
Tier 1 Capital	9,245	9,162	9,035	9,305	9,370
Tier 2 Capital	2,513	2,532	2,250	2,212	2,278
Available Capital	11,758	11,694	11,285	11,517	11,648
Surplus Allowance & Eligible Deposits	7,918	7,521	7,121	6,932	7,056
Total Capital Resources	19,676	19,215	18,406	18,449	18,704
Base Solvency Buffer (includes OSFI scalar of 1.05)	13,690	13,460	12,814	12,964	13,493
Total Ratio	144%	143%	144%	142%	139%
Core Ratio	108%	107%	109%	109%	106%
Risk-Based Capital (RBC) - US\$					
GWL&A					
Total Adjusted Capital		1,556	1,361		
Company Action Level		324	271		
Ratio		480%	502%		

Great-West Life Assurance Company – LICAT

(C\$MM unless otherwise stated)

	2019	2018			
	Q1	Q4	Q3	Q2	Q1
Available Capital:					
Tier 1 Capital					
Common shares	8,882	8,882	8,882	8,882	8,882
Shareholder Surplus	12,132	12,065	11,853	11,562	11,291
Other Tier 1	2,952	3,103	2,830	3,058	3,349
Less: Goodwill & Intangibles	(8,115)	(8,136)	(8,070)	(7,982)	(8,018)
Less: Other Deductions	(3,447)	(3,459)	(3,180)	(3,122)	(2,968)
Total Tier 1 Capital	12,404	12,455	12,315	12,398	12,536
Tier 2 Capital	3,722	3,686	3,255	3,262	3,212
Available Capital	16,126	16,141	15,570	15,660	15,748
Surplus Allowance and Eligible Deposits	11,137	10,665	10,258	10,130	10,342
Total Capital Resources	27,263	26,806	25,828	25,790	26,090
Base Solvency Buffers					
Non-Participating Business:					
Credit Risk	2,606	2,526	2,439	2,489	2,591
Market Risk	2,415	2,352	2,189	2,208	2,388
Insurance Risk, Net of Adjustable Credits	11,503	11,405	10,841	10,981	11,349
	16,524	16,283	15,469	15,678	16,328
Participating Business Total Risk	2,907	2,812	3,849	3,727	3,725
Less: Diversification & Other Credits	(3,451)	(3,395)	(3,380)	(3,356)	(3,467)
Segregated Fund Guarantee Risk	324	332	275	265	268
Operational Risk	2,275	2,220	2,189	2,190	2,226
Solvency Buffers prior to OSFI scalar	18,579	18,252	18,402	18,504	19,080
Base Solvency Buffer (includes OSFI scalar of 1.05)	19,508	19,165	19,322	19,429	20,034
LICAT Ratios:					
Total Ratio ⁽¹⁾ (OSFI Supervisory Target = 100%)	140%	140%	134%	133%	130%
Core Ratio ⁽²⁾ (OSFI Supervisory Target = 70%)	104%	104%	101%	100%	99%

(1) Total Ratio = Total Capital Resources / Base Solvency Buffer (after 1.05 Scalar)

(2) Core Ratio = [Total Tier 1 Capital + 70% (Surplus Allowance and Eligible Deposits)] / Base Solvency Buffer (after 1.05 Scalar)

Lifeco Capital Structure

(C\$MM)	2019	2018				2017
LIABILITIES	Q1	Q4	Q3	Q2	Q1	Q4
Short Term						
Commercial Paper & other short term borrowings	134	135	129	130	111	126
Putnam revolving credit facility	355	340	148	190	213	302
Total Short Term	489	475	277	320	324	428
Capital						
Lifeco						
6.14% Debenture due Mar 21, 2018	-	-	-	-	-	200
6.74% Debenture due Nov 24, 2031	194	194	193	193	193	193
6.67% Debenture due Mar 21, 2033	393	393	393	393	393	393
5.998% Debenture due Nov 16, 2039	342	342	342	342	342	342
4.65% Debenture due Aug 13, 2020	500	500	500	500	499	499
2.50% Euro Bond Debt due April 18, 2023	747	778	747	762	792	752
1.75% Euro Bond Debt due December 7, 2026	745	774	745	759	789	749
3.337% Debenture due Feb 28, 2028	497	497	497	497	498	-
CLAC						
6.40% Series B Subordinated Debenture due Dec 11, 2028	100	100	100	100	100	100
GWL&A Insurance Capital						
6.625% Deferrable Debenture (LP)	232	235	223	226	223	218
2.538% (plus 3-month LIBOR) Subordinated Debenture (LP II) ⁽¹⁾	-	-	-	-	387	378
Lifeco Finance (Delaware)						
5.691% Subordinated Debenture due June 21, 2067 (LP)	-	-	-	-	-	-
4.150% Senior Notes due June 3, 2047 (LP)	921	934	886	900	885	865
7.127% Subordinated Debenture due June 26, 2068 (LPII)	-	-	-	-	500	500
Lifeco Finance 2018						
4.047% Senior Notes due May 17, 2028	399	405	385	390	-	-
4.581% Senior Notes due May 17, 2048	663	673	638	649	-	-
Total Debt and Other Loans	6,222	6,300	5,926	6,031	5,925	5,617
Capital Trust Securities						
CLICS	150	150	150	150	150	150
Acquisition related FMV adjustment	9	9	10	10	10	10
Trust securities held by consolidated group	159	159	160	160	160	160
Capital Trust Securities (externally held)	(37)	(37)	(37)	(37)	(37)	(37)
	122	122	123	123	123	123

	2019	2018				2017
EQUITY	Q1	Q4	Q3	Q2	Q1	Q4
Non-Controlling Interests						
Non-controlling interest in capital stock & surplus	125	138	154	135	185	164
Undistributed Participating Account Surplus						
Great-West Life	614	608	603	623	619	622
London Life	1,830	1,827	1,844	1,797	1,786	1,796
Canada Life	294	288	291	347	343	339
GWL&A	14	14	14	15	15	14
	2,752	2,737	2,752	2,782	2,763	2,771
Total Non-Controlling Interest	2,877	2,875	2,906	2,917	2,948	2,935
Lifeco						
Series F 5.90% Non-Cumulative Preferreds	194	194	194	194	194	194
Series G 5.20% Non-Cumulative Preferreds	300	300	300	300	300	300
Series H 4.85% Non-Cumulative Preferreds	300	300	300	300	300	300
Series I 4.50% Non-Cumulative Preferreds	300	300	300	300	300	300
Series L 5.65% Non-Cumulative Preferreds	170	170	170	170	170	170
Series M 5.80% Non-Cumulative Preferreds	150	150	150	150	150	150
Series N 2.176% Non-Cumulative Rate Reset Preferreds ⁽²⁾	213	213	213	213	213	213
Series O Non-Cumulative Floating Rate Preferreds ⁽³⁾	37	37	37	37	37	37
Series P 5.40% Non-Cumulative Preferreds	250	250	250	250	250	250
Series Q 5.15% Non-Cumulative Preferreds	200	200	200	200	200	200
Series R 4.80% Non-Cumulative Preferreds	200	200	200	200	200	200
Series S 5.25% Non-Cumulative Preferreds	200	200	200	200	200	200
Series T 5.15% Non-Cumulative Preferreds	200	200	200	200	200	200
	2,714	2,714	2,714	2,714	2,714	2,714
Common Stock	7,298	7,283	7,287	7,291	7,268	7,260
Accumulated & Contributed Surplus	13,636	13,481	13,168	12,870	12,432	12,241
Accumulated Other Comprehensive Income (loss)	875	1,045	549	828	1,073	386
Total Equity Capital	27,400	27,398	26,624	26,620	26,435	25,536

1) Interest rate swap put in place to pay fixed interest of 4.68% until May 16, 2046

2) Fixed dividend rate until Dec. 30, 2020, at which time the dividend becomes equal to the five year Government of Canada yield plus 1.30% for the subsequent five year period

3) Floating dividend rate which is reset quarterly to the three month Government of Canada Treasury Bill yield plus 1.30%

Lifeco Statements of Earnings

	2019					2018			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
<i>(CSMM, unless otherwise stated)</i>									
Income									
Premium income	9,595	9,045	10,337	7,905	8,174	8,494	8,293	7,761	35,461
Regular net investment income	1,450	1,632	1,578	1,575	1,573	1,564	1,517	1,591	6,358
Changes in fair value through profit or loss	4,365	(398)	(1,371)	(350)	(1,487)	1,415	(988)	304	(3,606)
Net investment income	5,815	1,234	207	1,225	86	2,979	529	1,895	2,752
Fee and other income	1,479	1,420	1,483	1,483	1,433	1,439	1,400	1,421	5,819
Total Income	16,889	11,699	12,027	10,613	9,693	12,912	10,222	11,077	44,032
Benefits and Expenses									
Paid or credited to policyholders	13,912	8,686	9,046	7,556	6,780	9,987	7,567	8,227	32,068
Commissions	610	673	611	596	594	646	579	609	2,474
Operating expenses	1,301	1,311	1,244	1,241	1,237	1,237	1,109	1,154	5,033
Premium taxes	130	128	122	124	121	115	118	107	495
Financing charges	72	70	69	11	71	74	71	79	221
Amortization of finite life intangible assets	53	59	54	50	49	29	47	47	212
Restructuring and acquisition expenses	-	-	67	-	-	5	1	216	67
Loss on assets held for sale	-	-	-	-	-	202	-	-	-
Total Benefits and Expenses	16,078	10,927	11,213	9,578	8,852	12,295	9,492	10,439	40,570
Net Earnings before income taxes	811	772	814	1,035	841	617	730	638	3,462
Income Tax - Current	71	78	78	81	84	(39)	60	134	321
- Deferred	59	(28)	29	72	(7)	221	33	(83)	66
Net Earnings before non-controlling interests	681	722	707	882	764	435	637	587	3,075
Non-controlling interests	(9)	(21)	(16)	18	-	10	21	(28)	(19)
Net Earnings	690	743	723	864	764	425	616	615	3,094
Perpetual preferred share dividends	33	33	34	33	33	33	35	30	133
Net Earnings - Common Shareholders	657	710	689	831	731	392	581	585	2,961
Earnings per Common Share									
Operating Earnings	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$0.591	\$2.996
Adjustments (after-tax)	-	-	-	-	-	-	-	-	-
Basic Earnings	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$0.591	\$2.996
Diluted Earnings	\$0.665	\$0.719	\$0.697	\$0.839	\$0.739	\$0.396	\$0.587	\$0.590	\$2.994
Average number of shares outstanding (MM) - basic	987.8	988.0	988.7	989.1	988.6	989.3	989.7	990.0	988.6
Average number of shares outstanding (MM) - diluted	988.1	988.0	989.4	990.0	989.7	990.7	991.1	991.3	989.1
Effective tax rate	16.0%	6.4%	13.1%	14.8%	9.1%	29.5%	12.7%	8.0%	11.2%

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to premium income, fee and other income, commissions, and operating expenses. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A

Lifeco Balance Sheets

(C\$MM)

Assets	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Government bonds	48,731	48,787	48,608	47,728	49,620	49,897	47,880	48,762
Corporate bonds	77,568	76,075	73,501	74,709	74,885	70,307	68,868	69,453
Total bonds ⁽¹⁾	126,299	124,862	122,109	122,437	124,505	120,204	116,748	118,215
Mortgage loans	25,509	25,014	24,198	24,206	23,855	22,185	21,871	22,301
Stocks	10,063	9,290	9,350	9,226	8,725	8,864	8,707	8,435
Investment properties	5,449	5,218	5,064	5,098	5,217	4,851	4,738	4,708
Loans to policyholders	8,826	8,929	8,530	8,611	8,408	8,280	8,194	8,394
Cash and cash equivalents	4,481	4,168	3,882	3,794	3,595	3,551	3,106	3,398
Total invested assets	180,627	177,481	173,133	173,372	174,305	167,935	163,364	165,451
Funds withheld by ceding insurers	9,299	9,251	9,145	9,581	10,070	9,893	9,977	10,317
Reinsurance assets	6,124	6,126	5,895	6,095	6,265	5,045	5,418	5,416
Premiums in course of collection, accounts and interest receivable	6,074	5,202	5,105	4,990	5,436	4,647	4,648	4,550
Current income taxes	185	218	194	224	226	134	169	204
Derivative financial instruments	496	417	396	382	351	384	436	463
Owner occupied properties	724	731	699	720	718	706	693	653
Fixed assets	445	448	392	372	317	303	295	293
Other assets	2,996	2,567	2,650	2,604	2,622	2,424	2,296	2,359
Deferred tax assets	928	981	916	937	1,008	930	1,339	1,377
Goodwill	6,530	6,548	6,501	6,480	6,508	6,179	6,273	5,992
Intangible assets	3,931	3,976	3,849	3,821	3,794	3,732	3,814	3,900
Assets held for sale	908	897	-	-	-	169	-	-
Investments on account of segregated fund policyholders	219,793	209,527	220,207	221,117	221,031	217,357	208,046	208,536
Investments on account of segregated fund policyholders held for sale	3,432	3,319	-	-	-	-	-	-
Total assets	442,492	427,689	429,082	430,695	432,651	419,838	406,768	409,511
Liabilities								
Insurance contract liabilities	170,790	166,720	163,376	163,898	165,648	159,524	156,257	157,797
Investment contract liabilities	1,729	1,711	1,722	1,769	1,777	1,841	1,880	1,953
	172,519	168,431	165,098	165,667	167,425	161,365	158,137	159,750
Liabilities held for sale	908	897	-	-	-	-	-	-
Debentures and other debt instruments	6,381	6,459	6,086	6,191	6,085	5,777	5,552	5,691
Funds held under reinsurance contracts	1,381	1,367	1,338	1,383	1,452	373	351	336
Other liabilities	9,442	9,081	8,487	8,504	9,014	8,236	7,847	8,373
Deferred tax liabilities	1,236	1,210	1,242	1,213	1,209	1,194	1,449	1,397
Investment and insurance contracts on account of segregated fund policyholders	219,793	209,527	220,207	221,117	221,031	217,357	208,046	208,536
Investment and insurance contracts on account of segregated fund policyholders held for sale	3,432	3,319	-	-	-	-	-	-
Total liabilities	415,092	400,291	402,458	404,075	406,216	394,302	381,382	384,083
Equity								
Non-controlling interests	2,877	2,875	2,906	2,917	2,948	2,935	2,957	2,965
Share capital								
Perpetual preferred shares	2,714	2,714	2,714	2,714	2,714	2,714	2,714	2,714
Common shares	7,298	7,283	7,287	7,291	7,268	7,260	7,262	7,261
Accumulated surplus	13,483	13,342	13,032	12,742	12,311	12,098	12,097	11,889
Accumulated other comprehensive income (loss)	875	1,045	549	828	1,073	386	227	478
Contributed surplus	153	139	136	128	121	143	129	121
	27,400	27,398	26,624	26,620	26,435	25,536	25,386	25,428
Total liabilities and equity	442,492	427,689	429,082	430,695	432,651	419,838	406,768	409,511
Proprietary mutual funds and institutional assets	304,230	281,664	293,766	294,890	285,843	278,954	268,994	271,686
Other assets under administration	804,202	689,520	718,410	697,680	673,597	651,121	618,532	627,633
Total assets under administration	1,550,924	1,398,873	1,441,258	1,423,265	1,392,091	1,349,913	1,294,294	1,308,830

1) Includes short-term bonds

Lifeco Supplemental Balance Sheet Information

(C\$MM, unless otherwise stated)

	2019		2018			2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Bond Portfolio Quality								
Canada								
AAA	7,944	7,845	8,331	8,369	8,765	9,218	9,340	9,837
AA	10,599	10,274	9,976	10,187	10,337	10,049	9,823	9,583
A	17,768	17,259	17,201	17,369	17,104	17,237	16,569	17,089
BBB	9,378	9,020	8,515	8,237	7,871	7,249	6,424	6,221
BB or Lower	105	77	78	76	76	77	91	91
Total	45,794	44,475	44,101	44,238	44,153	43,830	42,247	42,821
U.S.								
AAA	7,090	7,066	6,681	6,801	6,970	7,263	6,877	6,925
AA	5,188	5,196	4,830	5,075	5,006	4,824	4,552	4,749
A	11,113	10,960	10,586	10,972	10,908	10,876	10,773	10,678
BBB	9,939	9,796	9,060	9,063	8,993	8,609	8,512	8,733
BB or Lower	542	465	422	449	493	540	580	664
Total	33,872	33,483	31,579	32,360	32,370	32,112	31,294	31,749
Europe								
AAA	5,310	5,751	5,564	5,676	6,247	5,822	4,891	4,929
AA	17,356	16,927	17,120	16,143	17,308	16,075	16,266	16,125
A	12,875	12,637	12,823	12,773	13,104	12,053	11,596	11,943
BBB	6,451	6,715	6,292	6,414	6,656	5,591	5,554	5,616
BB or Lower	364	408	415	434	524	516	479	502
Total	42,356	42,438	42,214	41,440	43,839	40,057	38,786	39,115
Total Bond Portfolio Quality								
AAA	20,344	20,662	20,576	20,846	21,982	22,303	21,108	21,691
AA	33,143	32,397	31,926	31,405	32,651	30,948	30,641	30,457
A	41,756	40,856	40,610	41,114	41,116	40,166	38,938	39,710
BBB	25,768	25,531	23,867	23,714	23,520	21,449	20,490	20,570
BB or Lower	1,011	950	915	959	1,093	1,133	1,150	1,257
Total ⁽¹⁾	122,022	120,396	117,894	118,038	120,362	115,999	112,327	113,685

1. Excludes short term bonds.

(C\$B)

Bonds unrealized Gain / Loss

	2019		2018			2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Unrealized Gains	7.7	5.6	6.3	7.5	8.2	9.0	8.2	9.3
Unrealized Losses	(0.4)	(1.4)	(1.5)	(1.2)	(0.9)	(0.5)	(0.7)	(0.5)
Net Gains / Losses	7.3	4.2	4.8	6.3	7.3	8.5	7.5	8.8

	2019		2018			2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Segregated Fund Net Assets								
Stocks, mutual funds and units in unit trusts	150,750	140,809	153,257	152,752	150,992	148,123	140,316	138,600
Bonds	42,915	42,142	41,385	42,746	43,113	42,270	41,683	42,827
Mortgage loans	2,741	2,746	2,705	2,693	2,660	2,610	2,663	2,684
Investment properties	12,696	12,319	11,979	11,783	11,842	11,520	11,685	11,573
Cash & other	10,691	11,511	10,881	11,143	12,424	12,834	11,699	12,852
Total	219,793	209,527	220,207	221,117	221,031	217,357	208,046	208,536

Mortgage Loan Portfolio

	2019		2018		2017	
	Insured	Non-Insured	Total	Insured	Non-Insured	Total
Q1 2019						
Single-family residential	602	1,491	2,093			
Multi-family residential	3,861	3,759	7,620			
Equity Release	-	924	924			
Commercial	297	14,575	14,872			
Total Mortgage Loans	4,760	20,749	25,509			
Q4 2018						
Single-family residential	610	1,494	2,104			
Multi-family residential	3,920	3,697	7,617			
Equity Release	-	813	813			
Commercial	302	14,178	14,480			
Total Mortgage Loans	4,832	20,182	25,014			
Q3 2018						
Single-family residential	621	1,486	2,107			
Multi-family residential	3,957	3,517	7,474			
Equity Release	-	740	740			
Commercial	306	13,571	13,877			
Total Mortgage Loans	4,884	19,314	24,198			
Q2 2018						
Single-family residential	632	1,481	2,113			
Multi-family residential	3,856	3,545	7,401			
Equity Release	-	768	768			
Commercial	310	13,614	13,924			
Total Mortgage Loans	4,798	19,408	24,206			
Q1 2018						
Single-family residential	649	1,475	2,124			
Multi-family residential	3,761	3,293	7,054			
Equity Release	-	832	832			
Commercial	315	13,530	13,845			
Total Mortgage Loans	4,725	19,130	23,855			
Q4 2017						
Single-family residential	656	1,483	2,139			
Multi-family residential	3,549	3,217	6,766			
Commercial	328	12,952	13,280			
Total Mortgage Loans	4,533	17,652	22,185			
Q3 2017						
Single-family residential	659	1,447	2,106			
Multi-family residential	3,275	3,115	6,390			
Commercial	334	13,041	13,375			
Total Mortgage Loans	4,268	17,603	21,871			
Q2 2017						
Single-family residential	679	1,421	2,100			
Multi-family residential	3,202	3,275	6,477			
Commercial	338	13,386	13,724			
Total Mortgage Loans	4,219	18,082	22,301			

Lifeco Impaired Loans and Credit Losses

(C\$MM)

	2019					2018			2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q4	Q3	Q2
Gross Impaired Loans											
Fair value through profit or loss ⁽¹⁾	236	164	175	182	186	213	217	201	213	217	201
Available for sale	31	31	32	34	34	16	15	9	16	15	9
Loans & receivables	21	48	47	62	65	81	87	126	81	87	126
Total	288	243	254	278	285	310	319	336	310	319	336
Canada	1	2	1	1	2	2	1	1	2	1	1
US	265	195	203	212	215	224	229	234	224	229	234
Europe	22	46	50	65	68	84	89	101	84	89	101
Total	288	243	254	278	285	310	319	336	310	319	336
Impaired Investment Provisions											
Fair value through profit or loss ⁽¹⁾	(15)	(14)	(17)	(16)	(16)	(20)	(24)	(52)	(20)	(24)	(52)
Available for sale	-	1	(3)	(2)	(3)	(1)	(4)	(3)	(1)	(4)	(3)
Loans & receivables	9	20	20	27	29	40	34	46	40	34	46
Total	(6)	7	-	9	10	19	6	(9)	19	6	(9)
Canada	-	-	-	-	-	-	-	-	-	-	-
US	(13)	(12)	(18)	(16)	(17)	(19)	(24)	(44)	(19)	(24)	(44)
Europe	7	19	18	25	27	38	30	35	38	30	35
Total	(6)	7	-	9	10	19	6	(9)	19	6	(9)
Carrying Amount	294	236	254	269	275	291	313	345	291	313	345
Provisions for Future Credit Losses in Insurance Contract Liabilities	2,657	2,595	2,988	3,012	3,020	2,891	2,842	2,996	2,891	2,842	2,996

1) Includes impaired amounts on certain funds held by ceding insurers

Lifeco Cash Flow Statements

(C\$MM)

	2019	2018				2017			Fiscal
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	2018
Operations									
Net earnings before income taxes	811	772	814	1,035	841	617	730	638	3,462
Income taxes paid, net of refunds received	(37)	(97)	(128)	(80)	(123)	(35)	(30)	(159)	(428)
Adjustments:									
Change in insurance and investment contract liabilities	5,206	133	421	(128)	(805)	1,993	249	497	(379)
Change in funds held by ceding insurers	78	182	153	97	231	312	114	206	663
Change in funds held under reinsurance contracts	15	(12)	(14)	(7)	(4)	18	22	6	(37)
Change in reinsurance assets	(172)	(7)	82	(48)	24	499	(56)	341	51
Changes in fair value through profit or loss	(4,365)	398	1,371	350	1,487	(1,415)	988	(304)	3,606
Other	(727)	196	(88)	(60)	(492)	298	(316)	67	(444)
	809	1,565	2,611	1,159	1,159	2,287	1,701	1,292	6,494
Financing Activities									
Issue of common shares	15	1	1	26	11	5	3	8	39
Issue of preferred shares	-	-	-	-	-	-	-	200	-
Purchased and cancelled common shares	-	(21)	(19)	(14)	(15)	(36)	(15)	(12)	(69)
Increase (decrease) in line of credit of subsidiary	20	178	(39)	(26)	(94)	171	(93)	(54)	19
Issue of debentures and senior notes	-	-	-	1,014	498	-	-	925	1,512
Repayment of debentures	-	-	-	(896)	(200)	-	-	(1,284)	(1,096)
Increase (decrease) in debentures and other debt instruments	1	(1)	-	18	(18)	-	35	247	(1)
Share issue costs	-	-	-	-	-	-	2	(5)	-
Dividends paid on common shares	(408)	(384)	(384)	(385)	(385)	(363)	(364)	(363)	(1,538)
Dividends paid on preferred shares	(33)	(33)	(34)	(33)	(33)	(33)	(35)	(30)	(133)
Cash flow from financing activities	(405)	(260)	(475)	(296)	(236)	(256)	(467)	(368)	(1,267)
Investment Activities									
Bond sales and maturities	5,653	5,884	5,966	6,474	6,677	7,582	5,129	6,317	25,001
Mortgage loan repayments	436	652	724	777	655	783	811	680	2,808
Stock sales	528	474	1,522	461	482	798	1,465	427	2,939
Investment property sales	7	43	-	8	12	28	28	16	63
Change in loans to policyholders	13	(90)	(8)	(113)	3	(41)	(21)	(90)	(208)
Proceeds from assets held for sale	-	-	-	-	169	-	-	-	169
Business acquisitions, net of cash and equivalents acquired	-	-	(57)	-	(222)	-	(291)	-	(279)
Change in cash and cash equivalents classified as held for sale	31	(112)	-	-	-	-	-	-	(112)
Investment in bonds	(5,040)	(5,714)	(7,498)	(6,290)	(6,951)	(9,046)	(6,323)	(6,373)	(26,453)
Investment in mortgage loans	(983)	(943)	(941)	(1,268)	(1,094)	(980)	(653)	(1,049)	(4,246)
Investment in stocks	(474)	(1,228)	(1,638)	(635)	(601)	(714)	(1,567)	(270)	(4,102)
Investment in investment properties	(214)	(136)	(58)	(29)	(133)	(37)	(40)	(229)	(356)
Cash flow from investment activities	(43)	(1,170)	(1,988)	(615)	(1,003)	(1,627)	(1,462)	(571)	(4,776)
Effect of changes in exchange rates on cash & cash equivalents	(48)	151	(60)	(49)	124	41	(64)	3	166
Increase (decrease) in cash and cash equivalents	313	286	88	199	44	445	(292)	356	617
Cash and cash equivalents, beginning of period	4,168	3,882	3,794	3,595	3,551	3,106	3,398	3,042	3,551
Cash and cash equivalents, end of period	4,481	4,168	3,882	3,794	3,595	3,551	3,106	3,398	4,168

Statements of Accumulated and Contributed Surplus

Lifeco Accumulated & Contributed Surplus								
<i>(C\$MM)</i>	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Balance, beginning of year	13,481	12,241	12,241	12,241	12,241	11,612	11,612	11,612
Change in accounting policy	(109)	(64)	(64)	(64)	(64)	-	-	-
Revised balance, beginning of year	13,372	12,177	12,177	12,177	12,177	11,612	11,612	11,612
Net earnings - YTD	690	3,094	2,351	1,628	764	2,278	1,853	1,237
Stock option expense	11	38	34	26	16	58	41	32
Share issue / redemption	(30)	(53)	(78)	(64)	(50)	(50)	(22)	(15)
Dividends to shareholders								
Preferred shareholders	(33)	(133)	(100)	(66)	(33)	(129)	(96)	(61)
Common shareholders	(408)	(1,538)	(1,154)	(770)	(385)	(1,453)	(1,090)	(726)
Other	34	(104)	(62)	(61)	(57)	(75)	(72)	(69)
Balance, end of period	13,636	13,481	13,168	12,870	12,432	12,241	12,226	12,010

Lifeco Surplus - Participating Account								
<i>(C\$MM)</i>	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Balance, beginning of period	2,737	2,771	2,771	2,771	2,771	2,782	2,782	2,782
Net earnings before policyholder dividend - YTD	346	1,332	1,004	695	343	1,329	974	692
Participating policyholder dividend	(356)	(1,352)	(1,004)	(678)	(343)	(1,289)	(960)	(696)
Other	25	(14)	(19)	(6)	(8)	(51)	(43)	(25)
Balance, end of period	2,752	2,737	2,752	2,782	2,763	2,771	2,753	2,753
By Company:								
Great-West Life	614	608	603	623	619	622	612	609
London Life	1,830	1,827	1,844	1,797	1,786	1,796	1,796	1,738
Canada Life	294	288	291	347	343	339	331	390
GWL&A	14	14	14	15	15	14	14	16
	2,752	2,737	2,752	2,782	2,763	2,771	2,753	2,753

Reconciliation of Accumulated Other Comprehensive Income

Comprehensive Income

(C\$MM)	2019		2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Net Earnings	690	743	723	864	764	425	616	615	3,094
Other comprehensive income (loss)									
net of income taxes									
Unrealized foreign exchange gains (losses) on translation of foreign operations	(214)	684	(334)	(339)	755	251	(359)	(365)	766
Unrealized foreign exchange gains (losses) on euro debt designated as hedge of net investment in foreign operations	52	(52)	26	52	(69)	(35)	9	(52)	(43)
Unrealized gains (losses) on available for sale assets (after-tax)	130	37	(47)	(10)	(72)	19	(33)	(36)	(92)
Realized gains on available-for-sale assets (after-tax)	(4)	(1)	2	3	1	(10)	1	(10)	5
Unrealized gains (losses) on cash flow hedges (after-tax)	-	-	-	(2)	21	2	7	(18)	19
Realized gains on cash flow hedges (after-tax)	-	-	-	(61)	9	4	(6)	249	(52)
Non-controlling interests (after-tax)	(54)	(6)	21	4	6	(2)	38	22	25
Total Items that may be reclassified	(90)	662	(332)	(353)	651	229	(343)	(210)	628
Items that will not be reclassified to Consolidated Statement of Earnings									
Re-measurements on defined benefit pension and other post-employment benefit plans (after-tax)	(88)	(183)	59	116	37	(78)	104	(65)	29
Non-controlling interests (after-tax)	8	17	(6)	(8)	(1)	8	(12)	9	2
	(80)	(166)	53	108	36	(70)	92	(56)	31
Total other comprehensive income (loss)	(170)	496	(279)	(245)	687	159	(251)	(266)	659
Comprehensive income	520	1,239	444	619	1,451	584	365	349	3,753

Accumulated Other Comprehensive Income (loss), Net of Income Taxes

(C\$MM)	2019		2018			2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Balance, beginning of year	1,045	386	386	386	386	746	746	746
Other comprehensive income	(170)	659	163	442	687	(373)	(532)	(281)
Disposal of investment in associate		-	-	-	-	13	13	13
Balance, end of period	875	1,045	549	828	1,073	386	227	478

Lifeco Sales (New Annualized Premium)

(C\$MM)	2019	2018			2017			Fiscal 2018	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3		Q2
New Annualized Premium									
Canada									
Individual Customer	2,357	2,479	2,030	2,253	2,525	2,537	2,033	2,293	9,287
Group Customer	823	968	847	787	1,297	1,235	907	940	3,899
Total Canada	3,180	3,447	2,877	3,040	3,822	3,772	2,940	3,233	13,186
U.S.									
Financial Services	61,298	14,597	10,156	9,506	11,841	8,146	10,769	6,815	46,100
Asset Management	14,550	17,483	14,128	15,002	13,235	11,016	10,404	10,119	59,848
Total U.S.	75,848	32,080	24,284	24,508	25,076	19,162	21,173	16,934	105,948
Europe									
Insurance & Annuities	11,181	5,972	7,235	5,535	5,739	7,325	5,362	4,835	24,481
Total New Annualized Premium	90,209	41,499	34,396	33,083	34,637	30,259	29,475	25,002	143,615

Lifeco Premiums & Deposits

(C\$MM)	2019	2018				2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Premiums & Deposits									
Canada									
Individual Customer	2,508	2,862	2,419	2,564	2,616	2,809	2,499	2,640	10,461
Group Customer	4,136	3,776	3,850	3,774	4,437	4,026	3,648	3,930	15,837
Total Canada	6,644	6,638	6,269	6,338	7,053	6,835	6,147	6,570	26,298
U.S.									
Financial Services	3,286	3,105	3,230	3,182	3,110	3,134	3,140	3,078	12,627
Asset Management	14,550	17,483	14,128	15,002	13,235	11,016	10,404	10,119	59,848
Total U.S.	17,836	20,588	17,358	18,184	16,345	14,150	13,544	13,197	72,475
Europe									
Insurance & Annuities	11,911	6,485	7,848	6,240	6,412	8,665	5,983	5,623	26,985
Reinsurance	4,454	3,872	3,107	3,209	3,316	2,995	2,837	3,020	13,504
Total Europe	16,365	10,357	10,955	9,449	9,728	11,660	8,820	8,643	40,489
Total Revenue Premium	40,845	37,583	34,582	33,971	33,126	32,645	28,511	28,410	139,262
Summary									
Risk-based premiums	9,595	9,045	10,337	7,905	8,174	8,494	8,293	7,761	35,461
ASO premiums	811	802	744	774	748	720	671	720	3,068
Segregated fund deposits									
Individual	3,632	4,705	3,833	4,142	3,988	5,357	3,641	4,142	16,668
Group	2,094	1,641	1,790	1,954	2,422	2,009	1,634	2,020	7,807
Proprietary mutual funds & institutional deposits	24,713	21,390	17,878	19,196	17,794	16,065	14,272	13,767	76,258
	40,845	37,583	34,582	33,971	33,126	32,645	28,511	28,410	139,262

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to premium income.

Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A.

Lifeco Fee and Other Income

(C\$MM)	2019	2018				2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Fee and Other Income									
Canada									
Segregated funds	254	264	275	272	271	278	272	272	1,082
ASO contracts	51	50	48	50	48	49	44	49	196
Other	117	114	114	111	119	109	110	96	458
Total Canada	422	428	437	433	438	436	426	417	1,736
U.S.									
Segregated funds	21	37	15	15	22	22	21	22	89
Asset Management	285	285	302	295	290	295	302	308	1,172
Other	353	322	356	345	319	318	303	328	1,342
Total U.S.	659	644	673	655	631	635	626	658	2,603
Europe									
Segregated funds & Other	398	348	373	395	364	368	348	346	1,480
Total Europe	398	348	373	395	364	368	348	346	1,480
Total Fee and Other Income	1,479	1,420	1,483	1,483	1,433	1,439	1,400	1,421	5,819

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to fee and other income. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A.

Lifeco Expense Summary

(C\$MM)	2019	2018			2017			Fiscal 2018	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3		Q2
Operating Expenses									
Canada	444	452	406	414	416	392	368	377	1,688
U.S.	557	552	554	543	537	567	493	527	2,186
Europe	294	299	279	279	279	274	242	248	1,136
Lifeco Corporate	6	8	5	5	5	4	6	2	23
Total Operating Expenses	1,301	1,311	1,244	1,241	1,237	1,237	1,109	1,154	5,033
Investment Expenses	36	34	31	32	31	33	30	28	128
Total Operating & Investment Expenses	1,337	1,345	1,275	1,273	1,268	1,270	1,139	1,182	5,161

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to operating expenses. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A.

Canada



Lifeco Canada Net Earnings – Consolidated

(C\$MM)	2019		2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Income									
Premium income	3,087	3,535	3,266	3,141	3,151	3,464	3,220	3,178	13,093
Regular net investment income	656	667	663	666	612	639	640	642	2,608
Changes in fair value through profit or loss	2,282	(554)	(646)	249	(334)	1,001	(852)	282	(1,285)
Net investment income	2,938	113	17	915	278	1,640	(212)	924	1,323
Fee and other income	422	428	437	433	438	436	426	417	1,736
Total Income	6,447	4,076	3,720	4,489	3,867	5,540	3,434	4,519	16,152
Benefits and Expenses									
Paid or credited to policyholders	5,172	2,733	2,468	3,184	2,639	4,180	2,219	3,333	11,024
Commissions	341	390	347	312	315	358	320	328	1,364
General expenses	444	452	406	414	416	392	368	377	1,688
Restructuring and acquisition expenses	-	-	-	-	-	-	-	215	-
Other	145	148	140	138	137	133	137	133	563
Total Benefits and Expenses	6,102	3,723	3,361	4,048	3,507	5,063	3,044	4,386	14,639
Net Earnings before income taxes	345	353	359	441	360	477	390	133	1,513
Income tax	70	65	65	92	46	114	74	(22)	268
Net Earnings before non-controlling interests	275	288	294	349	314	363	316	155	1,245
Non-controlling interests	(8)	(19)	(19)	17	-	25	19	(31)	(21)
Net Earnings	283	307	313	332	314	338	297	186	1,266
Preferred share dividends	28	28	29	29	28	26	26	26	114
Net Earnings before Capital Allocation	255	279	284	303	286	312	271	160	1,152
Capital Allocation	28	31	31	31	30	26	25	25	123
Net Earnings - Common Shareholders	283	310	315	334	316	338	296	185	1,275
Common Shareholder Net Earnings (loss)									
Individual Customer	124	171	165	211	138	162	141	140	685
Group Customer	151	144	150	194	142	193	155	189	630
Corporate ⁽¹⁾	8	(5)	-	(71)	36	(17)	-	(144)	(40)
Total	283	310	315	334	316	338	296	185	1,275

1) Q2 2017 includes Canada restructuring costs of \$126m (after-tax). Q4 2017 includes a net charge for U.S. tax reform of \$19m (after-tax).

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to premium income, fee and other income, and operating expenses. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A.

Lifeco Canada – Individual Customer

		2019		2018			2017			Fiscal
		Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	2018
<i>(CSMM)</i>										
Income										
	Premium income	372	385	392	361	370	373	357	353	1,508
	Net investment income	1,140	65	(265)	256	23	738	(412)	545	79
	Fee and other income	237	242	253	252	250	255	236	233	997
	Total Income	1,749	692	380	869	643	1,366	181	1,131	2,584
Benefits and Expenses										
	Paid or credited to policyholders and beneficiaries	1,318	199	(90)	412	196	887	(216)	721	717
	Commissions	125	135	132	124	129	145	131	128	520
	General expenses	122	121	110	76	127	102	79	91	434
	Other	19	16	15	19	8	17	14	15	58
	Total Benefits and Expenses	1,584	471	167	631	460	1,151	8	955	1,729
	Net Earnings before income taxes	165	221	213	238	183	215	173	176	855
	Income tax	38	47	45	24	41	49	28	32	157
	Net Earnings before Capital Allocation	127	174	168	214	142	166	145	144	698
	Capital Allocation	(3)	(3)	(3)	(3)	(4)	(4)	(4)	(4)	(13)
	Net Earnings - Common Shareholders	124	171	165	211	138	162	141	140	685
Sales	Participating Universal Life	74	108	76	56	48	67	53	66	288
	Term/Permanent	8	14	13	12	9	15	10	8	48
	Third party	12	14	12	11	11	14	14	16	48
	Third party	-	-	-	1	-	-	1	1	1
	Total Individual Life	94	136	101	80	68	96	78	91	385
	Critical Illness	4	5	4	5	4	5	4	5	18
	Disability	3	4	4	3	4	5	4	4	15
	Total Living Benefits	7	9	8	8	8	10	8	9	33
	Total Individual Insurance	101	145	109	88	76	106	86	100	418
	Risk-based	120	129	124	98	126	120	94	96	477
Segregated funds	1,072	1,277	1,016	1,097	1,314	1,450	1,128	1,286	4,704	
Proprietary mutual funds	392	339	280	409	388	320	296	364	1,416	
Third party	672	589	501	561	621	541	429	447	2,272	
Total Individual Wealth	2,256	2,334	1,921	2,165	2,449	2,431	1,947	2,193	8,869	
Total Individual Customer Sales	2,357	2,479	2,030	2,253	2,525	2,537	2,033	2,293	9,287	
Revenue Premium	Risk Based Premiums									
	Participating	1,061	1,412	1,086	1,087	1,001	1,322	1,029	1,068	4,586
	Individual Life	241	243	243	231	242	243	236	231	959
	Living Benefits	88	89	86	84	85	87	86	83	344
	Total Individual Insurance	1,390	1,744	1,415	1,402	1,328	1,652	1,351	1,382	5,889
	Risk-based revenue premiums	43	54	63	45	43	43	36	38	205
	Segregated funds deposits	769	738	711	774	922	863	849	906	3,145
	Proprietary mutual fund deposits	306	326	230	343	323	251	263	314	1,222
Total Individual Wealth	1,118	1,118	1,004	1,162	1,288	1,157	1,148	1,258	4,572	
Total Individual Customer Revenue Premium	2,508	2,862	2,419	2,564	2,616	2,809	2,499	2,640	10,461	

Lifeco Canada – Group Customer

	(C\$MM)									
	2019	2018				2017			Fiscal 2018	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2		
Income										
Premium income	1,654	1,738	1,788	1,693	1,780	1,769	1,834	1,757	6,999	
Net investment income	298	159	67	127	128	235	24	172	481	
Fee and other income	170	172	173	170	170	169	161	165	685	
Total Income	2,122	2,069	2,028	1,990	2,078	2,173	2,019	2,094	8,165	
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	1,521	1,492	1,471	1,406	1,517	1,564	1,470	1,531	5,886	
Commissions	100	91	87	86	95	90	86	87	359	
General expenses	231	227	211	213	213	206	196	196	864	
Other	62	61	59	55	58	49	58	58	233	
Total Benefits and Expenses	1,914	1,871	1,828	1,760	1,883	1,909	1,810	1,872	7,342	
Net Earnings before income taxes	208	198	200	230	195	264	209	222	823	
Income tax	55	52	48	34	51	69	51	30	185	
Net Earnings before Capital Allocation	153	146	152	196	144	195	158	192	638	
Capital Allocation	(2)	(2)	(2)	(2)	(2)	(2)	(3)	(3)	(8)	
Net Earnings - Common Shareholders	151	144	150	194	142	193	155	189	630	
Sales	Small/mid-size case	80	115	90	65	67	85	101	65	337
	Large case	97	31	9	111	280	59	8	100	431
	Creditor/Direct marketing	9	5	5	75	14	17	27	21	99
	Total Group Insurance	186	151	104	251	361	161	136	186	867
	Risk-based	54	198	257	141	233	278	344	258	829
	Segregated funds	583	619	486	395	703	796	427	490	2,203
	Third party	-	-	-	-	-	-	-	6	-
Total Group Wealth	637	817	743	536	936	1,074	771	754	3,032	
Total Group Customer Sales	823	968	847	787	1,297	1,235	907	940	3,899	
Revenue Premium	Small/mid-size case - Insured	723	708	701	698	694	686	678	672	2,801
	Large case -Insured	755	748	737	737	727	715	699	705	2,949
	ASO	811	802	744	774	748	720	671	720	3,068
	Creditor/Direct marketing	44	44	43	43	43	43	43	42	173
	Total Group Insurance	2,333	2,302	2,225	2,252	2,212	2,164	2,091	2,139	8,991
	Risk-based revenue premiums	132	237	307	216	316	325	413	339	1,076
	Segregated funds deposits	1,671	1,237	1,318	1,306	1,909	1,537	1,144	1,452	5,770
Total Group Wealth	1,803	1,474	1,625	1,522	2,225	1,862	1,557	1,791	6,846	
Total Group Customer Revenue Premium	4,136	3,776	3,850	3,774	4,437	4,026	3,648	3,930	15,837	

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to premium income, fee and other income.

Fiscal year 2017 has been re.stated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A

Canada Wealth – Assets under Administration

(C\$MM)	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Assets Under Administration								
Individual Customer								
Risk-based products	5,071	5,002	5,020	5,111	5,164	5,252	5,234	5,370
Segregated funds	32,562	30,925	32,927	33,218	32,779	33,356	32,505	32,431
Proprietary mutual funds	6,494	6,037	6,431	6,426	6,190	6,211	5,980	5,873
Group Customer								
Risk-based products	8,185	8,207	8,183	8,112	8,096	7,978	7,797	7,663
Segregated funds	49,432	45,708	48,234	48,143	46,947	47,043	45,127	44,794
Institutional Assets	182	177	785	729	647	599	533	471
Total assets under management	101,926	96,056	101,580	101,739	99,823	100,439	97,176	96,602
Other assets under administration ⁽¹⁾								
Individual Customer	9,191	8,397	8,826	8,692	8,397	8,283	7,870	7,717
Group Customer	463	400	421	448	465	506	534	541
Total	9,654	8,797	9,247	9,140	8,862	8,789	8,404	8,258
Summary by Business/Product								
Individual Customer	53,318	50,361	53,204	53,447	52,530	53,102	51,589	51,391
Group Customer	58,262	54,492	57,623	57,432	56,155	56,126	53,991	53,469
Total assets under administration	111,580	104,853	110,827	110,879	108,685	109,228	105,580	104,860

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 ⁽¹⁾

(C\$MM)	2019	2018				2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Income									
Premium income	1,061	1,412	1,086	1,087	1,001	1,322	1,029	1,068	4,586
Net investment income	1,463	(137)	197	517	92	653	161	192	669
Total Income	2,524	1,275	1,283	1,604	1,093	1,975	1,190	1,260	5,255
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	2,328	1,037	1,082	1,361	921	1,724	960	1,076	4,401
Commissions	116	164	128	102	91	123	103	113	485
General expenses	76	85	85	109	58	71	82	72	337
Restructuring and acquisition expenses	-	-	-	-	-	-	-	43	-
Other	30	33	30	30	33	30	28	26	126
Total Benefits and Expenses	2,550	1,319	1,325	1,602	1,103	1,948	1,173	1,330	5,349
Net Earnings (loss) before income taxes	(26)	(44)	(42)	2	(10)	27	17	(70)	(94)
Income tax	(18)	(25)	(23)	(15)	(10)	2	(2)	(39)	(73)
Net Earnings (loss) before non-controlling interests	(8)	(19)	(19)	17	-	25	19	(31)	(21)
Non-controlling interests	(8)	(19)	(19)	17	-	25	19	(31)	(21)
Net Earnings	-	-	-	-	-	-	-	-	-
Sales (New annualized premiums)	74	108	76	56	48	67	53	66	288
Risk-based revenue premiums	1,061	1,412	1,086	1,087	1,001	1,322	1,029	1,068	4,586

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)	2019	2018			2017			Fiscal 2018	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3		Q2
Income									
Net investment income	37	26	18	15	35	14	15	15	94
Fee and other income	15	14	11	11	18	12	29	19	54
Total Income	52	40	29	26	53	26	44	34	148
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	5	5	5	5	5	5	5	5	20
General Expenses	15	19	-	16	18	13	11	18	53
Restructuring and acquisition expenses	-	-	-	-	-	-	-	172	-
Other	34	38	36	34	38	37	37	34	146
Total Benefits and Expenses	54	62	41	55	61	55	53	229	219
Net Earnings (loss) before income taxes	(2)	(22)	(12)	(29)	(8)	(29)	(9)	(195)	(71)
Income tax	(5)	(9)	(5)	49	(36)	(6)	(3)	(45)	(1)
Net Earnings (loss) before non-controlling interests	3	(13)	(7)	(78)	28	(23)	(6)	(150)	(70)
Non-controlling interests	-	-	-	-	-	-	-	-	-
Net Earnings (loss)	3	(13)	(7)	(78)	28	(23)	(6)	(150)	(70)
Preferred share dividends	28	28	29	29	28	26	26	26	114
Net Earnings (loss) before Capital Allocation	(25)	(41)	(36)	(107)	-	(49)	(32)	(176)	(184)
Capital Allocation	33	36	36	36	36	32	32	32	144
Net Earnings (loss) - Common Shareholders ⁽¹⁾	8	(5)	-	(71)	36	(17)	-	(144)	(40)

1) Q2 2017 includes Canada restructuring costs of \$126m (after-tax). Q4 2017 includes a net charge for U.S. tax reform of \$19m (after-tax).

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to fee and other income and operating expenses. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A.

Lifeco Canada – Balance Sheets

(C\$MM)

	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Assets								
Cash and cash equivalents	551	455	703	717	693	701	556	645
Bonds	48,187	47,265	46,588	46,814	46,582	46,304	45,159	45,661
Mortgage loans	14,424	14,039	13,752	13,567	13,491	13,142	12,912	13,118
Stocks	9,482	8,724	8,732	8,602	8,178	8,324	8,114	7,879
Investment properties	2,603	2,330	2,203	2,165	2,131	1,960	1,899	1,868
Loans to policyholders	2,871	2,834	2,796	2,767	2,720	2,679	2,677	2,655
Total invested assets	78,118	75,647	74,774	74,632	73,795	73,110	71,317	71,826
Reinsurance assets	163	149	137	227	133	119	248	112
Derivative financial instruments	201	119	196	167	161	187	198	184
Owner occupied properties	397	396	397	400	399	396	392	393
Fixed assets	222	216	195	186	153	151	156	152
Other assets	2,277	2,006	2,106	1,810	2,010	1,749	2,092	1,937
Total other assets	3,097	2,737	2,894	2,563	2,723	2,483	2,838	2,666
Deferred tax assets	205	224	195	180	206	202	249	235
Goodwill	4,024	4,015	4,013	4,012	4,010	3,969	4,079	3,787
Intangible assets	1,501	1,501	1,491	1,481	1,473	1,478	1,321	1,321
Investments on account of segregated fund policyholders	81,994	76,633	81,161	81,361	79,726	80,399	77,632	77,225
Total assets	169,102	160,906	164,665	164,456	162,066	161,760	157,684	157,172
Liabilities								
Insurance contract liabilities	70,768	67,931	67,582	67,419	66,615	66,135	64,453	64,322
Investment contract liabilities	315	321	328	321	296	325	338	342
	71,083	68,252	67,910	67,740	66,911	66,460	64,791	64,664
Debentures and other debt instruments	2,633	2,650	2,633	2,641	2,659	2,337	2,325	2,327
Funds held under reinsurance contracts	58	55	52	50	47	44	42	41
Other liabilities	4,552	4,521	4,044	4,071	4,507	4,202	3,919	4,300
Deferred tax liabilities	623	637	669	640	667	671	666	582
Investment and insurance contracts on account of segregated fund policyholders	81,994	76,633	81,161	81,361	79,726	80,399	77,632	77,225
Total liabilities	160,943	152,748	156,469	156,503	154,517	154,113	149,375	149,139
Equity								
Non-controlling interests	2,731	2,715	2,731	2,762	2,743	2,752	2,733	2,732
Share capital								
Perpetual preferred shares	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164
Common shares	7,298	7,283	7,287	7,291	7,268	7,260	7,262	7,261
Accumulated surplus	(2,852)	(2,817)	(2,964)	(3,163)	(3,412)	(3,402)	(2,827)	(3,008)
Accumulated other comprehensive income (loss)	(613)	(618)	(453)	(531)	(646)	(558)	(453)	(545)
Contributed surplus	(569)	(569)	(569)	(570)	(568)	(569)	(570)	(571)
	8,159	8,158	8,196	7,953	7,549	7,647	8,309	8,033
Total liabilities and equity	169,102	160,906	164,665	164,456	162,066	161,760	157,684	157,172
Proprietary mutual funds and institutional net assets	6,676	6,214	7,216	7,155	6,837	6,810	6,513	6,344
Other assets under administration	16,736	13,615	13,773	13,632	12,978	11,580	11,135	16,196
Total assets under administration	192,514	180,735	185,654	185,243	181,881	180,150	175,332	179,712

Lifeco United States



Lifeco U.S. Net Earnings – Consolidated

	2019		2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
<i>(C\$MM, unless otherwise stated)</i>									
Income									
Premium income	1,266	1,134	1,148	894	1,074	1,059	1,241	942	4,250
Regular net investment income	469	473	460	462	441	452	458	451	1,836
Changes in fair value through profit or loss	666	110	(160)	(260)	(580)	(48)	11	274	(890)
Net investment income	1,135	583	300	202	(139)	404	469	725	946
Fee and other income	659	644	673	655	631	635	626	658	2,603
Total Income	3,060	2,361	2,121	1,751	1,566	2,098	2,336	2,325	7,799
Benefits and Expenses									
Paid or credited to policyholders	2,219	1,568	1,233	894	752	1,294	1,492	1,476	4,447
Commissions	118	125	132	131	125	138	132	135	513
General expenses	557	552	554	543	537	567	493	527	2,186
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-	-
Loss on assets held for sale	-	-	-	-	-	202	-	-	-
Other	62	61	61	3	62	41	61	70	187
Total Benefits and Expenses	2,956	2,306	1,980	1,571	1,476	2,242	2,178	2,208	7,333
Net Earnings before income taxes	104	55	141	180	90	(144)	158	117	466
Income tax	20	(2)	24	31	13	163	41	28	66
Net Earnings before non-controlling interests	84	57	117	149	77	(307)	117	89	400
Non-controlling interests	-	(1)	2	1	-	(14)	2	3	2
Net Earnings	84	58	115	148	77	(293)	115	86	398
Preferred share dividends	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	84	58	115	148	77	(293)	115	86	398
Capital Allocation	(3)	(3)	(2)	(3)	(2)	(5)	(5)	(4)	(10)
Net Earnings - Common Shareholders	81	55	113	145	75	(298)	110	82	388
Common Shareholder Net Earnings (loss)									
Financial Services	86	84	121	101	91	80	104	88	397
Asset Management	(4)	(29)	(8)	(8)	(16)	(5)	6	(6)	(61)
Corporate ⁽¹⁾	(1)	-	-	52	-	(373)	-	-	52
Total	81	55	113	145	75	(298)	110	82	388
Common Shareholder Net Earnings (US \$) ⁽²⁾	61	41	87	105	59	(234)	88	62	292

1) Q4 2017 includes a net charge for U.S. tax reform of \$251 million and a net charge on the disposal of an equity investment of \$122 million.

2) Q2 2018 U.S. Corporate US\$ earnings exclude \$9 million of net foreign currency exchange gains as a result of debt redemptions as they do not have a US\$ equivalent.

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to fee and other income, commissions, and operating expenses. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A.

Lifeco U.S. – Great-West Financial – Consolidated

	2019	2018				2017			Fiscal
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	2018
<i>(C\$MM, unless otherwise stated)</i>									
Income									
Premium income	1,245	1,116	1,129	877	1,045	1,040	1,223	923	4,167
Net investment income	1,065	564	283	170	(137)	376	426	683	880
Fee and other income	374	359	371	360	341	340	324	350	1,431
Total Income	2,684	2,039	1,783	1,407	1,249	1,756	1,973	1,956	6,478
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	2,144	1,518	1,202	868	729	1,196	1,449	1,418	4,317
Commissions	61	68	72	70	63	72	68	67	273
General expenses	331	319	321	306	303	330	269	301	1,249
Other	38	28	30	30	31	32	30	30	119
Total Benefits and Expenses	2,574	1,933	1,625	1,274	1,126	1,630	1,816	1,816	5,958
Net Earnings before income taxes	110	106	158	133	123	126	157	140	520
Income tax	16	15	31	25	25	39	46	45	96
Net Income before non-controlling interests	94	91	127	108	98	87	111	95	424
Non-controlling interests	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	94	91	127	108	98	87	111	95	424
Capital Allocation	(8)	(7)	(6)	(7)	(7)	(7)	(7)	(7)	(27)
Net Earnings - Common Shareholders	86	84	121	101	91	80	104	88	397
Net Earnings - Common Shareholders (US\$)	65	63	93	78	72	64	83	66	306
Sales									
Individual Markets	321	363	429	503	359	376	491	394	1,654
Empower Retirement	60,977	14,234	9,727	9,003	11,482	7,770	10,278	6,421	44,446
Total Sales	61,298	14,597	10,156	9,506	11,841	8,146	10,769	6,815	46,100
Total Sales (US \$)	46,088	11,058	7,753	7,369	9,398	6,414	8,615	5,086	35,578
Revenue Premium									
Risk-based premiums	1,245	1,116	1,129	877	1,045	1,040	1,223	923	4,167
Segregated fund deposits									
Individual	204	307	307	416	275	280	232	206	1,305
Group	423	404	472	648	513	472	490	568	2,037
Proprietary Mutual Funds	1,393	1,260	1,303	1,224	1,248	1,323	1,177	1,362	5,035
Total Revenue by Type⁽¹⁾	3,265	3,087	3,211	3,165	3,081	3,115	3,122	3,059	12,544
Individual Markets	550	562	629	658	567	580	679	543	2,416
Empower Retirement	2,715	2,525	2,582	2,507	2,514	2,535	2,443	2,516	10,128
Total Revenue by Business Line⁽¹⁾	3,265	3,087	3,211	3,165	3,081	3,115	3,122	3,059	12,544
Total Revenue Premium (US \$)	2,454	2,338	2,452	2,453	2,445	2,452	2,498	2,283	9,688

1. Excludes participating policy revenue premiums.

Lifeco U.S. – Great-West Financial – Individual Markets

	2019	2018			2017			Fiscal	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	2018
<i>(CSMM, unless otherwise stated)</i>									
Income									
Premium income	346	254	322	242	292	300	446	337	1,110
Net investment income	665	344	161	108	(86)	260	263	441	527
Fee and other income	45	41	41	41	38	33	34	36	161
Total Income	1,056	639	524	391	244	593	743	814	1,798
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	934	517	374	263	121	434	601	690	1,275
Commissions	25	29	30	29	22	31	27	25	110
General expenses	30	34	34	34	31	37	30	30	133
Other	11	2	4	5	8	10	8	5	19
Total Benefits and Expenses	1,000	582	442	331	182	512	666	750	1,537
Net Earnings before income taxes	56	57	82	60	62	81	77	64	261
Income tax	8	8	16	9	12	29	24	21	45
Net Income before non-controlling interests	48	49	66	51	50	52	53	43	216
Non-controlling interests	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	48	49	66	51	50	52	53	43	216
Capital Allocation	-	(6)	(6)	(5)	(6)	(5)	(5)	(6)	(23)
Net Earnings - Common Shareholders	48	43	60	46	44	47	48	37	193
Net Earnings - Common Shareholders (US\$)	37	31	46	35	35	36	39	28	147
Sales									
Individual Annuity	215	289	337	299	227	196	169	177	1,152
Executive Benefits	32	26	42	142	93	112	240	121	303
Individual Life	74	48	50	62	39	68	82	96	199
	321	363	429	503	359	376	491	394	1,654
Sales (US \$)	241	275	327	390	285	296	393	294	1,277
Revenue Premium									
Risk-based premiums	346	254	322	242	292	300	446	337	1,110
Segregated fund deposits	204	307	307	416	275	280	232	206	1,305
Proprietary Mutual Funds	-	1	-	-	-	-	1	-	1
Total Revenue by Type⁽¹⁾	550	562	629	658	567	580	679	543	2,416
Total Revenue (US \$)	413	427	481	510	450	456	543	406	1,868

1. Excludes participating policy revenue premiums.

Lifeco U.S. – Great-West Financial – Empower Retirement

(C\$MM, unless otherwise stated)

	2019	2018				2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Income									
Premium income	899	862	807	635	753	740	777	586	3,057
Net investment income	390	210	113	53	(60)	107	154	233	316
Fee and other income	329	318	330	319	303	307	290	314	1,270
Total Income	1,618	1,390	1,250	1,007	996	1,154	1,221	1,133	4,643
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	1,210	997	828	605	608	762	848	728	3,038
Commissions	36	39	42	41	41	41	41	42	163
General expenses	295	279	283	268	269	281	256	266	1,099
Other	17	15	16	16	13	13	14	16	60
Total Benefits and Expenses	1,558	1,330	1,169	930	931	1,097	1,159	1,052	4,360
Net Earnings before income taxes	60	60	81	77	65	57	62	81	283
Income tax	12	13	18	17	15	16	18	27	63
Net Income before non-controlling interests	48	47	63	60	50	41	44	54	220
Non-controlling interests	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	48	47	63	60	50	41	44	54	220
Capital Allocation	(8)	(6)	(5)	(6)	(6)	(5)	(5)	(5)	(23)
Net Earnings - Common Shareholders	40	41	58	54	44	36	39	49	197
Net Earnings - Common Shareholders (US\$)	30	32	44	42	35	30	31	36	153

Sales	Sales								
	Empower Retirement	60,977	14,234	9,727	9,003	11,482	7,770	10,278	6,421
Sales (US \$)	45,847	10,783	7,426	6,979	9,113	6,118	8,222	4,792	34,301

Revenue Premium	Revenue Premium (by Type) ⁽¹⁾								
	Risk-based premiums	899	862	807	635	753	740	777	586
Segregated fund deposits	423	404	472	648	513	472	490	568	2,037
Proprietary Mutual Funds	1,393	1,259	1,303	1,224	1,248	1,323	1,176	1,362	5,034
Total Revenue Premium (by Type)	2,715	2,525	2,582	2,507	2,514	2,535	2,443	2,516	10,128
Total Revenue Premium (US \$)	2,041	1,911	1,971	1,943	1,995	1,996	1,955	1,877	7,820

1. Excludes participating policy revenue premiums.

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to fee and other income and operating expenses. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A.

Lifeco U.S. – Great-West Financial – Other ⁽¹⁾

<i>(C\$MM, unless otherwise stated)</i>	2019	2018				2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Income									
Net investment income	10	10	9	9	9	9	9	9	37
Total Income	<u>10</u>	<u>10</u>	<u>9</u>	<u>9</u>	<u>9</u>	<u>9</u>	<u>9</u>	<u>9</u>	<u>37</u>
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	-	4	-	-	-	-	-	-	4
General expenses	6	6	4	4	3	12	(17)	5	17
Other	10	11	10	9	10	9	8	9	40
Total Benefits and Expenses	<u>16</u>	<u>21</u>	<u>14</u>	<u>13</u>	<u>13</u>	<u>21</u>	<u>(9)</u>	<u>14</u>	<u>61</u>
Net Earnings (loss) before income taxes	<u>(6)</u>	<u>(11)</u>	<u>(5)</u>	<u>(4)</u>	<u>(4)</u>	<u>(12)</u>	<u>18</u>	<u>(5)</u>	<u>(24)</u>
Income tax	(4)	(6)	(3)	(1)	(2)	(6)	4	(3)	(12)
Net Earnings (loss) before Capital Allocation	<u>(2)</u>	<u>(5)</u>	<u>(2)</u>	<u>(3)</u>	<u>(2)</u>	<u>(6)</u>	<u>14</u>	<u>(2)</u>	<u>(12)</u>
Capital Allocation	-	5	5	4	5	3	3	4	19
Net Earnings (loss) - Common Shareholders	<u>(2)</u>	<u>-</u>	<u>3</u>	<u>1</u>	<u>3</u>	<u>(3)</u>	<u>17</u>	<u>2</u>	<u>7</u>
Net Earnings - Common Shareholders (US\$)	(2)	-	3	1	2	(2)	13	2	6

1) Other reflects certain expense items of the Financial Services segment.

Lifeco U.S. – Great-West Financial – Participants

	<u>2019</u>	<u>2018</u>				<u>2017</u>		
		Q4	Q3	Q2	Q1	Q4	Q3	Q2
<i>(000's)</i>								
Empower Retirement	9,100	8,768	8,664	8,537	8,495	8,334	8,304	8,272
Individual Markets	420	431	430	435	434	446	444	448
Total	9,520	9,199	9,094	8,972	8,929	8,780	8,748	8,720

Lifeco U.S. – Empower Retirement – Customer Account Values

<i>(C\$MM)</i>	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
General Account	17,634	17,652	16,580	16,755	16,437	15,885	15,718	16,015
Segregated Funds	20,684	20,354	21,672	22,472	23,551	23,947	24,093	25,520
Proprietary Mutual Funds	36,110	32,773	32,813	32,156	31,247	29,944	28,657	28,421
Unaffiliated Retail Investment Options & ASO	742,238	630,881	659,602	642,274	617,388	597,596	567,984	572,286

Lifeco U.S. – Asset Management

	2019	2018				2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
<i>(C\$MM, unless otherwise stated)</i>									
Income									
Net investment income	14	(17)	-	3	3	6	16	(1)	(11)
Fee and other income	285	285	302	295	290	295	302	308	1,172
Total Income	299	268	302	298	293	301	318	307	1,161
Benefits and Expenses									
Commissions	56	57	60	60	61	66	64	67	238
General expenses	223	233	233	227	233	226	223	225	926
Other	26	30	28	35	31	8	29	38	124
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-	-
Total Benefits and Expenses	305	320	321	322	325	300	316	330	1,288
Net Earnings (loss) before income taxes	(6)	(52)	(19)	(24)	(32)	1	2	(23)	(127)
Income tax	3	(18)	(8)	(13)	(11)	5	(5)	(17)	(50)
Net Earnings (loss) before non-controlling interests	(9)	(34)	(11)	(11)	(21)	(4)	7	(6)	(77)
Non-controlling interests	-	(1)	1	1	-	3	3	3	1
Net Earnings (loss) before Capital Allocation	(9)	(33)	(12)	(12)	(21)	(7)	4	(9)	(78)
Capital Allocation	5	4	4	4	5	2	2	3	17
Net Earnings (loss) - Common Shareholders	(4)	(29)	(8)	(8)	(16)	(5)	6	(6)	(61)
Net Earnings (loss) - Common Shareholders (US\$)	(3)	(22)	(6)	(6)	(13)	(4)	5	(4)	(47)
Sales (C\$)									
Gross sales ⁽¹⁾	14,550	17,483	14,128	15,002	13,235	11,016	10,404	10,119	59,848
Redemptions	(17,230)	(19,002)	(12,543)	(12,988)	(14,753)	(12,069)	(10,283)	(11,315)	(59,286)
Net Sales	(2,680)	(1,519)	1,585	2,014	(1,518)	(1,053)	121	(1,196)	562
Fee Income (C\$)									
Investment management fees	198	199	212	207	203	204	198	208	821
Performance fees	(6)	(8)	(9)	(10)	(11)	(10)	5	(5)	(38)
Service fees	37	37	38	37	36	37	36	39	148
Underwriting & distribution fees	56	57	61	61	62	64	63	66	241
Total Fee Income (C\$)	285	285	302	295	290	295	302	308	1,172
Fee Income (US \$)	215	216	231	228	230	232	240	230	905

1) Includes dividends reinvested

Note: Effective Jan. 1, 2018 the Company adopted IFRS 15 *Revenue from Contracts with Customers*, which resulted in reclassifications to fee and other income, and commissions. Fiscal year 2017 has been restated as described in note 2 to the Company's Dec. 31, 2018 consolidated financial statements and within the IFRS section of the MD&A.

Lifeco U.S. – Asset Management AUM

<i>(C\$MM, unless otherwise stated)</i>	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Mutual Funds								
Growth equity	16,404	14,419	16,269	15,176	14,369	13,881	13,100	13,109
Value equity	21,752	20,692	23,181	22,537	21,996	22,185	21,279	21,476
Blend equity	23,536	22,617	26,468	27,372	27,567	28,502	28,381	29,436
Fixed income	47,238	45,040	41,227	38,772	36,086	34,433	33,298	33,794
Total Mutual Funds	108,930	102,768	107,145	103,857	100,018	99,001	96,058	97,815
Institutional Accounts								
Equity	76,862	72,777	81,812	80,570	78,912	79,772	76,119	74,394
Fixed income	42,785	42,327	39,629	41,475	39,684	37,265	37,570	39,578
Total Institutional Accounts	119,647	115,104	121,441	122,045	118,596	117,037	113,689	113,972
Total End of Period Assets Under Management	<u>228,577</u>	<u>217,872</u>	<u>228,586</u>	<u>225,902</u>	<u>218,614</u>	<u>216,038</u>	<u>209,747</u>	<u>211,787</u>
Total End of Period Assets Under Management - US\$	170,580	160,200	177,199	172,445	169,468	171,458	167,798	162,913

Lifeco U.S. – Participating Account

<i>(C\$MM, unless otherwise stated)</i>	2019	2018			2017			Fiscal 2018	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3		Q2
Income									
Premium income	21	18	19	17	29	19	18	19	83
Net investment income	56	36	17	13	(5)	22	27	43	61
Total Income	<u>77</u>	<u>54</u>	<u>36</u>	<u>30</u>	<u>24</u>	<u>41</u>	<u>45</u>	<u>62</u>	<u>144</u>
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	75	50	31	26	23	37	43	58	130
Commissions	1	-	-	1	1	-	-	1	2
General expenses	1	-	-	1	1	1	1	1	2
Other	(1)	3	3	2	-	-	2	2	8
Total Benefits and Expenses	<u>76</u>	<u>53</u>	<u>34</u>	<u>30</u>	<u>25</u>	<u>38</u>	<u>46</u>	<u>62</u>	<u>142</u>
Net Earnings (loss) before income taxes	<u>1</u>	<u>1</u>	<u>2</u>	<u>-</u>	<u>(1)</u>	<u>3</u>	<u>(1)</u>	<u>-</u>	<u>2</u>
Income tax	1	1	1	-	(1)	1	-	-	1
Net Earnings (loss) before non-controlling interests	<u>-</u>	<u>-</u>	<u>1</u>	<u>-</u>	<u>-</u>	<u>2</u>	<u>(1)</u>	<u>-</u>	<u>1</u>
Non-controlling interests	-	-	1	-	-	2	(1)	-	1
Net Earnings	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Revenue Premium									
Risk-based premiums	21	18	19	17	29	19	18	19	83
Revenue Premium (US \$)	<u>16</u>	<u>14</u>	<u>14</u>	<u>13</u>	<u>23</u>	<u>15</u>	<u>15</u>	<u>14</u>	<u>64</u>

Lifeco U.S. – Corporate ⁽¹⁾

(C\$MM, unless otherwise stated)	2019	2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	
Income								
Net investment income	-	-	-	16	-	-	-	16
Total Income	-	-	-	16	-	-	-	16
Benefits and Expenses								
Paid or credited to policyholders and beneficiaries	-	-	-	-	-	61	-	-
General expenses	2	-	-	9	-	10	-	9
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-
Loss on assets held for sale	-	-	-	-	-	202	-	-
Other	(1)	-	-	(64)	-	1	-	(64)
Total Benefits and Expenses	1	-	-	(55)	-	274	-	(55)
Net Earnings (loss) before income taxes	(1)	-	-	71	-	(274)	-	71
Income tax	-	-	-	19	-	118	-	19
Net Earnings (loss) before non-controlling interests	(1)	-	-	52	-	(392)	-	52
Non-controlling interests	-	-	-	-	-	(19)	-	-
Net Earnings (loss) before Capital Allocation	(1)	-	-	52	-	(373)	-	52
Capital Allocation	-	-	-	-	-	-	-	-
Net Earnings (loss) - Common Shareholders	(1)	-	-	52	-	(373)	-	52
Net Earnings - Common Shareholders (US\$) ⁽²⁾	(1)	-	-	33	-	(294)	-	33

1) Q4 2017 includes a net charge for U.S. tax reform of \$251 million and a net charge on the disposal of an equity investment of \$122 million. Q2/18 includes the restructure of financing notes C\$50m, a tax reform expense accrual release C\$5m, and a legal accrual (C\$13m). Additionally, Q2/2018 includes a net currency gain related to the restructure of financing notes C\$9m.

2) Q2/18 US\$ earnings exclude \$9 million of net foreign currency exchange gains as a result of debt redemptions as they do not have a US\$ equivalent.

Lifeco U.S. Balance Sheets

(C\$MM)

	2019	2018				2017		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Assets								
Cash and cash equivalents	1,518	1,330	1,158	1,050	854	1,017	893	1,042
Bonds	33,984	33,557	31,639	32,427	32,553	32,190	31,785	32,274
Mortgage loans	6,310	6,440	6,150	6,146	5,811	5,447	5,315	5,479
Stocks	185	187	186	180	123	112	175	161
Investment properties	6	7	5	5	5	5	5	5
Loans to policyholders	5,839	5,979	5,623	5,731	5,577	5,492	5,410	5,627
Total invested assets	47,842	47,500	44,761	45,539	44,923	44,263	43,583	44,588
Reinsurance assets	282	286	282	302	298	287	295	318
Derivative financial instruments	147	167	86	85	45	67	126	157
Owner occupied properties	186	189	163	180	175	172	168	175
Fixed assets	163	168	137	125	100	93	83	83
Other assets	3,302	2,957	2,765	2,693	2,764	2,299	2,238	2,349
Total other assets	3,798	3,481	3,151	3,083	3,084	2,631	2,615	2,764
Deferred tax assets	688	728	699	716	763	700	1,069	1,109
Goodwill	205	208	198	201	198	194	192	199
Intangible assets	1,888	1,922	1,826	1,854	1,821	1,781	2,034	2,119
Assets held for sale	-	-	-	-	-	169	-	-
Investments on account of segregated fund policyholders	32,736	31,816	32,971	33,508	33,983	34,038	33,701	35,224
Total assets	87,439	85,941	83,888	85,203	85,070	84,063	83,489	86,321
Liabilities								
Insurance contract liabilities	43,107	42,760	40,136	40,860	40,355	39,799	39,290	40,328
Investment contract liabilities	150	152	148	161	165	171	176	190
	43,257	42,912	40,284	41,021	40,520	39,970	39,466	40,518
Debentures and other debt instruments	2,703	2,722	2,409	2,484	2,319	2,388	2,204	2,334
Other liabilities	2,480	2,231	2,295	2,304	2,436	2,036	1,975	2,007
Deferred tax liabilities	156	147	133	125	121	81	297	290
Investment and insurance contracts on account of segregated fund policyholders	32,736	31,816	32,971	33,508	33,983	34,038	33,701	35,224
Total liabilities	81,332	79,828	78,092	79,442	79,379	78,513	77,643	80,373
Equity								
Non-controlling interests	127	140	156	156	206	185	225	234
Accumulated surplus	4,288	4,244	4,189	4,076	4,001	4,014	4,312	4,201
Accumulated other comprehensive income (loss)	970	1,021	746	831	795	639	610	821
Contributed surplus	722	708	705	698	689	712	699	692
	6,107	6,113	5,796	5,761	5,691	5,550	5,846	5,948
Total liabilities and equity	87,439	85,941	83,888	85,203	85,070	84,063	83,489	86,321
Proprietary mutual funds and institutional net assets	247,725	235,075	246,151	243,506	235,926	232,623	225,481	227,545
Other assets under administration	742,238	630,881	659,602	642,276	617,388	597,596	567,984	572,289
Total assets under administration	1,077,402	951,897	989,641	970,985	938,384	914,282	876,954	886,155

Europe



Lifeco Europe Net Earnings – Consolidated

(C\$MM)	2019		2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Income									
Premium income	5,242	4,376	5,923	3,870	3,949	3,971	3,832	3,641	18,118
Regular net investment income	326	488	451	445	517	471	418	496	1,901
Changes in fair value through profit or loss	1,417	46	(565)	(339)	(573)	462	(147)	(252)	(1,431)
Net investment income	1,743	534	(114)	106	(56)	933	271	244	470
Fee and other income	398	348	373	395	364	368	348	346	1,480
Total Income	7,383	5,258	6,182	4,371	4,257	5,272	4,451	4,231	20,068
Benefits and Expenses									
Paid or credited to policyholders	6,521	4,385	5,345	3,478	3,389	4,513	3,856	3,418	16,597
Commissions	151	158	132	153	154	150	127	146	597
General expenses	294	299	279	279	279	274	242	248	1,136
Restructuring and Acquisition Expenses	-	-	67	-	-	5	1	1	67
Other	49	48	43	44	42	44	37	29	177
Total Benefits and Expenses	7,015	4,890	5,866	3,954	3,864	4,986	4,263	3,842	18,574
Net Earnings before income taxes	368	368	316	417	393	286	188	389	1,494
Income tax	41	(12)	19	31	18	(95)	(20)	45	56
Net Earnings before non-controlling interests	327	380	297	386	375	381	208	344	1,438
Non-controlling interests	(1)	(1)	1	-	-	(1)	-	-	-
Net Earnings	328	381	296	386	375	382	208	344	1,438
Preferred share dividends	5	5	5	4	5	5	5	4	19
Net Earnings before Capital Allocation	323	376	291	382	370	377	203	340	1,419
Capital Allocation	(24)	(27)	(28)	(27)	(26)	(19)	(19)	(19)	(108)
Net Earnings - Common Shareholders	299	349	263	355	344	358	184	321	1,311
Common Shareholder Net Earnings (loss)									
Insurance & Annuities	203	271	240	281	244	250	233	239	1,036
Reinsurance ⁽¹⁾	97	89	87	97	104	67	(41)	83	377
Corporate ⁽²⁾	(1)	(11)	(64)	(23)	(4)	41	(8)	(1)	(102)
Total	299	349	263	355	344	358	184	321	1,311

1) Q3 2017 includes a loss estimate of \$175m (after-tax) relating to estimated hurricane claims

2) Q3 2018 includes Europe restructuring costs of \$56m (after-tax). Q4 2017 includes a net benefit for U.S. tax reform of \$54m (after-tax).

Lifeco Europe – Insurance & Annuities

	2019		2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
<i>(C\$MM)</i>									
Income									
Premium income	782	496	2,809	656	627	968	989	614	4,588
Net investment income	1,348	460	(128)	83	70	710	202	120	485
Fee and other income	395	345	370	392	360	361	344	342	1,467
Total Income	2,525	1,301	3,051	1,131	1,057	2,039	1,535	1,076	6,540
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	1,828	586	2,360	403	365	1,374	919	416	3,714
Commissions	117	119	106	111	112	114	91	104	448
General expenses	268	265	252	251	251	247	220	228	1,019
Other	35	38	35	31	32	27	24	23	136
Total Benefits and Expenses	2,248	1,008	2,753	796	760	1,762	1,254	771	5,317
Net Earnings before income taxes	277	293	298	335	297	277	281	305	1,223
Income tax	42	(11)	24	19	19	2	25	41	51
Net Earnings before non-controlling interests	235	304	274	316	278	275	256	264	1,172
Non-controlling interests	-	-	-	-	-	-	-	-	-
Net Earnings	235	304	274	316	278	275	256	264	1,172
Perpetual share dividends	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	235	304	274	316	278	275	256	264	1,172
Capital Allocation	(32)	(33)	(34)	(35)	(34)	(25)	(23)	(25)	(136)
Net Earnings - Common Shareholders	203	271	240	281	244	250	233	239	1,036
Sales									
UK / Isle of Man	1,216	1,096	3,274	1,151	949	809	1,086	873	6,470
Ireland / Germany	9,965	4,876	3,961	4,384	4,790	6,516	4,276	3,962	18,011
Total - Insurance & Annuities	11,181	5,972	7,235	5,535	5,739	7,325	5,362	4,835	24,481
Revenue Premium									
Risk-based revenue premiums	782	496	2,809	656	627	968	989	614	4,588
Segregated fund deposits	2,659	3,660	2,815	2,952	2,791	4,214	2,560	3,030	12,218
Proprietary mutual funds & institutional deposits	8,464	2,321	2,217	2,627	2,988	3,475	2,428	1,972	10,153
	11,905	6,477	7,841	6,235	6,406	8,657	5,977	5,616	26,959
UK / Isle of Man	1,233	1,064	3,245	1,238	954	969	1,125	1,099	6,501
Ireland / Germany	10,672	5,413	4,596	4,997	5,452	7,688	4,852	4,517	20,458
Total - Insurance & Annuities ⁽¹⁾	11,905	6,477	7,841	6,235	6,406	8,657	5,977	5,616	26,959

1. Excludes participating policy revenue premiums.

Lifeco Europe – Reinsurance

(C\$MM)	2019	2018			2017			Fiscal 2018	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3		Q2
Income									
Premium income	4,454	3,872	3,107	3,209	3,316	2,995	2,837	3,020	13,504
Net investment income	336	73	13	17	(101)	197	59	102	2
Fee and other income	3	3	3	3	4	7	4	4	13
Total Income	4,793	3,948	3,123	3,229	3,219	3,199	2,900	3,126	13,519
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	4,633	3,792	2,978	3,066	3,045	3,060	2,921	2,971	12,881
Commissions	34	39	26	42	42	36	36	42	149
General expenses	21	19	17	18	20	18	16	17	74
Other	5	4	3	3	5	9	6	5	15
Total Benefits and Expenses	4,693	3,854	3,024	3,129	3,112	3,123	2,979	3,035	13,119
Net Earnings (loss) before income taxes	100	94	99	100	107	76	(79)	91	400
Income tax	2	2	9	-	1	6	(42)	5	12
Net Earnings (loss) before non-controlling interests	98	92	90	100	106	70	(37)	86	388
Non-controlling interests	-	-	-	-	-	-	-	-	-
Net Earnings (loss)	98	92	90	100	106	70	(37)	86	388
Preferred share dividends	-	-	-	-	-	-	-	-	-
Net Earnings (loss) before Capital Allocation	98	92	90	100	106	70	(37)	86	388
Capital Allocation	(1)	(3)	(3)	(3)	(2)	(3)	(4)	(3)	(11)
Net Earnings (loss) - Common Shareholders ⁽¹⁾	97	89	87	97	104	67	(41)	83	377
Risk-based revenue premiums	4,454	3,872	3,107	3,209	3,316	2,995	2,837	3,020	13,504

1) Q3 2017 includes a loss estimate of \$175m (after-tax) relating to estimated hurricane claims.

Lifeco Europe – Participating Account

(C\$MM)	2019	2018				2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Income									
Premium income	6	8	7	5	6	8	6	7	26
Net investment income	56	-	1	7	(23)	25	10	21	(15)
Fee and other income	-	-	-	-	-	-	-	-	-
Total Income	62	8	8	12	(17)	33	16	28	11
Benefits and Expenses									
Paid or credited to policyholders and beneficiaries	58	8	7	10	(18)	31	16	30	7
Commissions	-	-	-	-	-	-	-	-	-
General expenses	1	1	1	-	1	-	1	2	3
Other	4	-	(1)	2	-	3	(1)	(4)	1
Total Benefits and Expenses	63	9	7	12	(17)	34	16	28	11
Net Earnings (loss) before income taxes	(1)	(1)	1	-	-	(1)	-	-	-
Income tax	-	-	-	-	-	-	-	-	-
Net Earnings (loss) before non-controlling interests	(1)	(1)	1	-	-	(1)	-	-	-
Non-controlling interests	(1)	(1)	1	-	-	(1)	-	-	-
Net Earnings	-	-	-	-	-	-	-	-	-
Risk-based revenue premiums	6	8	7	5	6	8	6	7	26

Lifeco Europe – Corporate

(C\$MM)	2019	2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	
Income								
Premium income	-	-	-	-	-	-	-	-
Net investment income	3	1	-	(1)	(2)	1	-	1
Fee and other income	-	-	-	-	-	-	-	-
Total Income	3	1	-	(1)	(2)	1	-	1
Benefits and Expenses								
Paid or credited to policyholders and beneficiaries	2	(1)	-	(1)	(3)	48	-	1
Commissions	-	-	-	-	-	-	-	-
General expenses	4	14	9	10	7	9	5	1
Restructuring and acquisition expenses	-	-	67	-	-	5	1	1
Other	5	6	6	8	5	5	8	5
Total Benefits and Expenses	11	19	82	17	9	67	14	8
Net Earnings (loss) before income taxes	(8)	(18)	(82)	(18)	(11)	(66)	(14)	(7)
Income tax	(3)	(3)	(14)	12	(2)	(103)	(3)	(1)
Net Earnings (loss)	(5)	(15)	(68)	(30)	(9)	37	(11)	(6)
Preferred shareholder dividends	5	5	5	4	5	5	5	4
Net Earnings (loss) before Capital Allocation	(10)	(20)	(73)	(34)	(14)	32	(16)	(10)
Capital Allocation	9	9	9	11	10	9	8	9
Net Earnings (loss) - Common Shareholders ⁽¹⁾	(1)	(11)	(64)	(23)	(4)	41	(8)	(1)

1) Q3 2018 includes Europe restructuring costs of \$56m (after-tax). Q4 2017 includes a net benefit for U.S. tax reform of \$54m (after-tax).

Lifeco Europe – Balance Sheets

(C\$MM)

	2019	2018			2017			
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Assets								
Cash and cash equivalents	2,412	2,383	2,021	2,027	2,048	1,833	1,657	1,711
Bonds	44,128	44,040	43,882	43,196	45,370	41,710	39,804	40,280
Mortgage loans	4,775	4,535	4,296	4,493	4,553	3,596	3,644	3,704
Stocks	396	379	432	444	424	428	418	395
Investment properties	2,840	2,881	2,856	2,928	3,081	2,886	2,834	2,835
Loans to policyholders	116	116	111	113	111	109	107	112
Total invested assets	54,667	54,334	53,598	53,201	55,587	50,562	48,464	49,037
Assets held for sale	908	897	-	-	-	-	-	-
Funds withheld by ceding insurers	9,299	9,251	9,145	9,581	10,070	9,893	9,977	10,317
Reinsurance assets	5,679	5,691	5,476	5,566	5,834	4,639	4,875	4,986
Derivative financial instruments	148	131	114	130	145	130	112	122
Owner occupied properties	141	146	139	140	144	138	133	85
Fixed assets	60	64	60	61	64	59	56	58
Other assets	3,676	3,024	3,078	3,315	3,510	3,157	2,783	2,827
Total other assets	4,025	3,365	3,391	3,646	3,863	3,484	3,084	3,092
Deferred tax assets		29	22	41	39	28	21	33
Goodwill	2,301	2,325	2,290	2,267	2,300	2,016	2,002	2,006
Intangible assets	542	553	532	486	500	473	459	460
Deferred tax assets	35	-	-	-	-	-	-	-
Investments on account of segregated fund policyholders	105,063	101,078	106,075	106,248	107,322	102,920	96,713	96,087
Investments on account of segregated fund policyholders held for sale	3,432	3,319	-	-	-	-	-	-
Total assets	185,951	180,842	180,529	181,036	185,515	174,015	165,595	166,018
Liabilities								
Insurance contract liabilities	56,915	56,029	55,658	55,619	58,678	53,590	52,514	53,147
Investment contract liabilities	1,264	1,238	1,246	1,287	1,316	1,345	1,366	1,421
	58,179	57,267	56,904	56,906	59,994	54,935	53,880	54,568
Liabilities held for sale	908	897	-	-	-	-	-	-
Debentures and other debt instruments	1,045	1,087	1,044	1,066	1,107	1,052	1,023	1,030
Funds held under reinsurance contracts	1,323	1,312	1,286	1,333	1,405	329	309	295
Other liabilities	2,410	2,329	2,148	2,129	2,071	1,998	1,953	2,066
Deferred tax liabilities	457	426	440	448	421	442	486	525
Investment and insurance contracts on account of segregated fund policyholders	105,063	101,078	106,075	106,248	107,322	102,920	96,713	96,087
Investment and insurance contracts on account of segregated fund policyholders held for sale	3,432	3,319	-	-	-	-	-	-
Total liabilities	172,817	167,715	167,897	168,130	172,320	161,676	154,364	154,571
Equity								
Non-controlling interests	19	20	19	(1)	(1)	(2)	(1)	(1)
Share capital								
Perpetual preferred shares	550	550	550	550	550	550	550	550
Accumulated surplus	12,047	11,915	11,807	11,829	11,722	11,486	10,612	10,696
Accumulated other comprehensive income (loss)	518	642	256	528	924	305	70	202
	13,134	13,127	12,632	12,906	13,195	12,339	11,231	11,447
Total liabilities and equity	185,951	180,842	180,529	181,036	185,515	174,015	165,595	166,018
Proprietary mutual funds and institutional net assets	49,829	40,375	40,399	44,229	43,080	39,521	37,000	37,797
Other assets under administration	45,228	45,024	45,035	41,772	43,231	41,945	39,413	39,148
Total assets under administration	281,008	265,241	265,963	267,037	271,826	255,481	242,008	242,963

Lifeco Corporate

(C\$MM)	2019	2018			2017			Fiscal 2018
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	
Income								
Premium income	-	-	-	-	-	-	-	-
Net investment income	(1)	4	4	2	3	2	1	2
Fee and other income	-	-	-	-	-	-	-	-
Total Income	(1)	4	4	2	3	2	1	2
Benefits and Expenses								
General expenses	6	8	5	5	5	4	6	2
Other	-	-	1	-	-	-	1	1
Total Benefits and Expenses	6	8	6	5	5	4	7	3
Net Earnings (loss) before income taxes	(7)	(4)	(2)	(3)	(2)	(2)	(6)	(1)
Income tax	(2)	(1)	(1)	(1)	-	-	(2)	-
Net Earnings (loss) before non-controlling interests	(5)	(3)	(1)	(2)	(2)	(2)	(4)	(1)
Non-controlling interests	-	-	-	-	-	-	-	-
Net Earnings (loss)	(5)	(3)	(1)	(2)	(2)	(2)	(4)	(1)
Preferred share dividends	-	-	-	-	-	2	4	-
Net Earnings (loss) before Capital Allocation	(5)	(3)	(1)	(2)	(2)	(4)	(8)	(1)
Capital Allocation	(1)	(1)	(1)	(1)	(2)	(2)	(1)	(2)
Net Earnings (loss) - Common Shareholders	(6)	(4)	(2)	(3)	(4)	(6)	(9)	(3)

Lifeco – Consolidated Source of Earnings

(C\$MM)	For the three months ended Mar. 31, 2019					2018				2017			Fiscal 2018
	Canada	U.S.	Europe	Corp	Total	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Expected profit on in-force business	282	110	316	(4)	704	745	738	723	711	704	682	681	2,917
Impact of new business	1	(36)	(38)	-	(73)	(11)	(30)	(58)	(96)	(18)	(12)	(61)	(195)
Experience gains and losses	41	19	(41)	(1)	18	(19)	(32)	69	85	83	(91)	230	103
Management actions and changes in assumptions	39	-	112	-	151	105	245	232	135	125	152	38	717
Impact of U.S. tax reform on insurance contract liabilities & expenses	-	-	-	-	-	-	-	-	-	(119)	-	-	-
Other	-	-	-	-	-	-	(67)	(9)	-	(187)	(1)	(174)	(76)
Earnings on surplus (incl. financing charges)	36	8	(4)	(2)	38	(3)	1	75	17	1	(16)	(5)	90
Net income before tax	399	101	345	(7)	838	817	855	1,032	852	589	714	709	3,556
Taxes (excl. impact of U.S. tax reform)	(88)	(20)	(41)	1	(148)	(76)	(130)	(167)	(88)	(64)	(95)	(91)	(461)
U.S. tax reform impact on deferred tax balances	-	-	-	-	-	-	-	-	-	(154)	-	-	-
Tax recovery on impact of U.S. tax reform on insurance contract liabilities & expenses	-	-	-	-	-	-	-	-	-	38	-	-	-
Net income before non-controlling interests & preferred dividends	311	81	304	(6)	690	741	725	865	764	409	619	618	3,095
Non-controlling interests & preferred dividends	(28)	-	(5)	-	(33)	(31)	(36)	(34)	(33)	(36)	(38)	(33)	(134)
Impact of U.S. tax reform on non-controlling interests	-	-	-	-	-	-	-	-	-	19	-	-	-
Net income - Common Shareholders	283	81	299	(6)	657	710	689	831	731	392	581	585	2,961

Expected Profit on In-Force Business

This component represents the portion of the consolidated net income on business in-force at the start of the reporting period that was expected to be realized based on the achievement of the best-estimate assumptions. It includes releases of provisions for adverse deviations, expected net earnings on deposits and expected net management fees. For fee based businesses, it includes all pre-tax core earnings except for sales-based expenses and the impact of fees being different from expected.

Impact of New Business

For non-fee based businesses, this is the difference between the premium received and the sum of the expenses incurred as a result of the sale and the new liabilities established at the point of sale. For fee based businesses, the impact of new business is equal to that portion of the expenses incurred as a result of the sale that have not been capitalized.

Experience Gains and Losses

This component represents gains and losses that are due to differences between the actual experience during the reporting period and the best-estimate assumptions at the start of the reporting period.

Management Actions and Changes in Assumptions

This component represents the impact on net income resulting from management actions, changes in actuarial assumptions or methodology, changes in margins for adverse deviations, and correction of errors.

Other

This component represents the amounts not included in any other line of the sources of earnings. The impact of U.S. tax reform has been separated out in this presentation.

Earnings on Surplus

This component represents the earnings on the Company's surplus funds including investment income on seed capital and external financing costs.

Putnam – Source of Earnings

(C\$MM)	2019	2018				2017			Fiscal
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	2018
Expected profit on in-force business	1	6	9	11	4	5	4	10	30
Impact of new business	(8)	(12)	(10)	(8)	(9)	(8)	(5)	(8)	(39)
Experience gains and losses	6	(9)	(1)	(5)	(11)	-	15	4	(26)
Management actions and changes in assumptions	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	20	-	-	-
Earnings on surplus (incl. financing charges)	-	(33)	(13)	(18)	(11)	(14)	(10)	(26)	(75)
Net income before tax	(1)	(48)	(15)	(20)	(27)	3	4	(20)	(110)
Taxes	(3)	18	8	13	11	(5)	5	17	50
Net income before non-controlling interests & preferred dividends	(4)	(30)	(7)	(7)	(16)	(2)	9	(3)	(60)
Non-controlling interests & preferred dividends	-	1	(1)	(1)	-	(3)	(3)	(3)	(1)
Net income - common shareholders ⁽¹⁾	(4)	(29)	(8)	(8)	(16)	(5)	6	(6)	(61)