

GREAT-WEST LIFECO INC.

Supplemental Information Package For Analysts and Investors (Unaudited) Q2 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 Q2 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 \$1,568 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		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
Income											
Premium Income	(3,887)	9,595	9,045	10,337	7,905	8,174	8,494	8,293	5,708	16,079	35,461
Net Investment Income	4,042	5,815	1,234	207	1,225	86	2,979	529	9,857	1,311	2,752
Fee & Other Income	2,591	1,479	1,420	1,483	1,483	1,433	1,439	1,400	4,070	2,916	5,819
Total Income	2,746	16,889	11,699	12,027	10,613	9,693	12,912	10,222	19,635	20,306	44,032
Operating Earnings - Common Shareholders	459	657	710	689	831	731	392	581	1,116	1,562	2,961
Adjustments (after-tax)	-	-	-	-	-	-	-	-	-	-	-
Net Earnings - Common Shareholders	459	657	710	689	831	731	392	581	1,116	1,562	2,961
Net Earnings attributable to Perpetual Preferred Shareholders	34	33	33	34	33	33	33	35	67	66	133
Net Earnings - Total Shareholders	493	690	743	723	864	764	425	616	1,183	1,628	3,094
Earnings per Common Share											
Operating Earnings	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$1.159	\$1.579	\$2.996
Adjustments (after-tax)	-	-	-	-	-	-	-	-	-	-	-
Basic earnings per share	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$1.159	\$1.579	\$2.996
Diluted earnings per share	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.739	\$0.396	\$0.587	\$1.158	\$1.578	\$2.994
Common Shareholder Net Earnings (Loss) - by Segment											
Canada	280	283	310	315	334	316	338	296	563	650	1,275
U.S.	(98)	81	55	113	145	75	(298)	110	(17)	220	388
Europe	282	299	349	263	355	344	358	184	581	699	1,311
Corporate	(5)	(6)	(4)	(2)	(3)	(4)	(6)	(9)	(11)	(7)	(13)
Total	459	657	710	689	831	731	392	581	1,116	1,562	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		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Common Shareholder Net Earnings (Loss)											
Canada											
Individual Customer	135	124	171	165	211	138	162	141	259	349	685
Group Customer	161	151	144	150	194	142	193	155	312	336	630
Corporate ⁽¹⁾	(16)	8	(5)	-	(71)	36	(17)	-	(8)	(35)	(40)
	280	283	310	315	334	316	338	296	563	650	1,275
U.S.											
Financial Services	62	86	84	121	101	91	80	104	148	192	397
Asset Management	6	(4)	(29)	(8)	(8)	(16)	(5)	6	2	(24)	(61)
Corporate ⁽²⁾	3	(1)	-	-	52	-	(373)	-	2	52	52
Reinsured Insurance & Annuity Business ^{(3) (4)}	(169)	-	-	-	-	-	-	-	(169)	-	-
	(98)	81	55	113	145	75	(298)	110	(17)	220	388
Europe											
Insurance & Annuities	207	203	271	240	281	244	250	233	410	525	1,036
Reinsurance ⁽⁵⁾	77	97	89	87	97	104	67	(41)	174	201	377
Corporate ⁽⁶⁾	(2)	(1)	(11)	(64)	(23)	(4)	41	(8)	(3)	(27)	(102)
	282	299	349	263	355	344	358	184	581	699	1,311
Corporate	(5)	(6)	(4)	(2)	(3)	(4)	(6)	(9)	(11)	(7)	(13)
Total ⁽⁷⁾	459	657	710	689	831	731	392	581	1,116	1,562	2,961

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

2) 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).

Q2 2018 includes a net positive impact of \$60m arising from refinancing in the U.S. segment completed in the second quarter of 2018

3) Reinsured Insurance & Annuity Business reflects business transferred to Protective Life under an indemnity reinsurance agreement effective June 1, 2019. Comparative figures for the U.S. segment have not been restated to reflect current presentation

4) Q2 2019 includes a net charge of \$199m (after-tax) relating to the sale, via indemnity reinsurance, of the U.S. individual life insurance and annuity business

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

6) 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)

7) 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	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
(C\$ / US\$)								
Balance Sheet	1.31	1.34	1.36	1.29	1.31	1.29	1.26	1.25
Income & Expenses	1.34	1.33	1.32	1.31	1.29	1.26	1.27	1.25
(C\$ / £)								
Balance Sheet	1.66	1.74	1.74	1.69	1.73	1.81	1.70	1.67
Income & Expenses	1.72	1.73	1.70	1.70	1.76	1.76	1.69	1.64
(C\$ / €)								
Balance Sheet	1.49	1.50	1.56	1.50	1.53	1.59	1.51	1.47
Income & Expenses	1.50	1.51	1.51	1.52	1.54	1.55	1.50	1.47

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			Substantial Issuer Bid			Basic Shares Outstanding
		Private/ Public	Exercised Options	Shares Bought	Price	Cost	Shares Bought	Price	Cost	
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
Q2 2019	988,233,973	-	313,921	-	-	-	59,700,974	\$33.50	\$1,999,982,629	928,846,920

3 months ended Jun. 30, 2019

Average common shares outstanding - Basic	939,293,994
Potential exercise of outstanding stock options	<u>701,145</u>
Average common shares outstanding - Diluted	<u>939,995,139</u>

Lifeco Financial Ratio Highlights

	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Share Price								
High	\$34.38	\$32.72	\$31.45	\$32.72	\$34.34	\$35.51	\$36.40	\$36.14
Low	\$29.69	\$27.90	\$27.10	\$30.30	\$32.04	\$32.43	\$34.66	\$34.13
Close	\$30.15	\$32.36	\$28.18	\$31.34	\$32.32	\$32.88	\$35.10	\$35.91
Operating EPS								
Operating EPS	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587
Operating EPS Growth <i>(qtr / qtr)</i>	(26.5%)	(7.5%)	3.2%	(16.9%)	13.4%	86.4%	(32.4%)	(0.7%)
Dividends								
Common Dividends Declared / Share		\$0.4130	\$0.4130	\$0.3890	\$0.3890	\$0.3890	\$0.3890	\$0.3670
Common Dividends Paid / Share	\$0.4130	\$0.4130	\$0.3890	\$0.3890	\$0.3890	\$0.3890	\$0.3670	\$0.3670
Paid Dividend Growth <i>(qtr / qtr)</i>	0.0%	6.2%	0.0%	0.0%	0.0%	6.0%	0.0%	0.0%
Paid Dividend Growth <i>(yr / yr)</i>	6.2%	6.2%	6.0%	6.0%	6.0%	6.0%	6.1%	6.1%
Dividend Payout Ratio ⁽¹⁾	84.5%	62.1%	54.1%	55.8%	46.4%	52.6%	92.4%	62.5%
Dividend Yield (annualized) ⁽²⁾	5.5%	5.1%	5.5%	5.0%	4.8%	4.7%	4.2%	4.1%
Ratios								
P/E Ratio <i>(rolling 4 qtrs - operating earnings)</i>	11.7x	11.1x	9.4x	11.7x	12.6x	14.2x	16.2x	14.6x
P/Book Value Ratio	1.4x	1.5x	1.3x	1.5x	1.5x	1.6x	1.7x	1.8x
ROE ⁽³⁾ (12 Months Trailing)	12.0%	13.5%	14.0%	12.8%	12.5%	11.4%	10.9%	12.4%
Share Information								
Total Shares Outstanding (mm)	928.8	988.2	987.7	988.4	989.0	988.6	988.7	989.6
Majority Shareholder Beneficial Ownership (mm)	657.6	709.3	709.3	709.3	709.3	709.3	709.3	709.3
Public Float Shares (mm)	271.2	278.9	278.4	279.1	279.7	279.3	279.4	280.3
Total Market Capitalization (mm)	\$28,003	\$31,979	\$27,834	\$30,976	\$31,964	\$32,506	\$34,704	\$35,536
Public Float (mm)	\$8,177	\$9,026	\$7,846	\$8,746	\$9,039	\$9,184	\$9,808	\$10,064
Book Value per Share	\$20.84	\$22.07	\$22.08	\$21.25	\$21.22	\$21.01	\$20.11	\$19.92

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			
	Q2	Q1	Q4	Q3	Q2	Q1
LICAT						
Great-West Life Assurance Company						
Tier 1 Capital	11,134	12,404	12,455	12,315	12,398	12,536
Tier 2 Capital	3,655	3,722	3,686	3,255	3,262	3,212
Available Capital	14,789	16,126	16,141	15,570	15,660	15,748
Surplus Allowance & Eligible Deposits	11,723	11,137	10,665	10,258	10,130	10,342
Total Capital Resources	26,512	27,263	26,806	25,828	25,790	26,090
Base Solvency Buffer (includes OSFI scalar of 1.05)	19,542	19,508	19,165	19,322	19,429	20,034
Total Ratio	136%	140%	140%	134%	133%	130%
Core Ratio	99%	104%	104%	101%	100%	99%
London Life Insurance Company						
Tier 1 Capital	2,551	2,676	2,689	2,750	2,647	2,832
Tier 2 Capital	1,225	1,331	1,321	1,157	1,171	1,020
Available Capital	3,776	4,007	4,010	3,907	3,818	3,852
Surplus Allowance & Eligible Deposits	1,957	1,905	1,901	1,929	1,987	2,064
Total Capital Resources	5,733	5,912	5,911	5,836	5,805	5,916
Base Solvency Buffer (includes OSFI scalar of 1.05)	4,341	4,482	4,412	3,983	3,936	3,985
Total Ratio	132%	132%	134%	147%	147%	148%
Core Ratio	90%	89%	91%	103%	103%	107%
Canada Life Assurance Company						
Tier 1 Capital	8,761	9,245	9,162	9,035	9,305	9,370
Tier 2 Capital	2,529	2,513	2,532	2,250	2,212	2,278
Available Capital	11,290	11,758	11,694	11,285	11,517	11,648
Surplus Allowance & Eligible Deposits	8,369	7,918	7,521	7,121	6,932	7,056
Total Capital Resources	19,659	19,676	19,215	18,406	18,449	18,704
Base Solvency Buffer (includes OSFI scalar of 1.05)	13,795	13,690	13,460	12,814	12,964	13,493
Total Ratio	143%	144%	143%	144%	142%	139%
Core Ratio	106%	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			
	Q2	Q1	Q4	Q3	Q2	Q1
Available Capital:						
Tier 1 Capital						
Common shares	8,882	8,882	8,882	8,882	8,882	8,882
Shareholder Surplus	11,071	12,132	12,065	11,853	11,562	11,291
Other Tier 1	2,544	2,952	3,103	2,830	3,058	3,349
Less: Goodwill & Intangibles	(8,086)	(8,115)	(8,136)	(8,070)	(7,982)	(8,018)
Less: Other Deductions	(3,277)	(3,447)	(3,459)	(3,180)	(3,122)	(2,968)
Total Tier 1 Capital	11,134	12,404	12,455	12,315	12,398	12,536
Tier 2 Capital	3,655	3,722	3,686	3,255	3,262	3,212
Available Capital	14,789	16,126	16,141	15,570	15,660	15,748
Surplus Allowance and Eligible Deposits	11,723	11,137	10,665	10,258	10,130	10,342
Total Capital Resources	26,512	27,263	26,806	25,828	25,790	26,090
Base Solvency Buffers						
Non-Participating Business:						
Credit Risk	2,610	2,606	2,526	2,439	2,489	2,591
Market Risk	2,339	2,415	2,352	2,189	2,208	2,388
Insurance Risk, Net of Adjustable Credits	11,516	11,503	11,405	10,841	10,981	11,349
	16,465	16,524	16,283	15,469	15,678	16,328
Participating Business Total Risk	2,857	2,907	2,812	3,849	3,727	3,725
Less: Diversification & Other Credits	(3,392)	(3,451)	(3,395)	(3,380)	(3,356)	(3,467)
Segregated Fund Guarantee Risk	317	324	332	275	265	268
Operational Risk	2,364	2,275	2,220	2,189	2,190	2,226
Solvency Buffers prior to OSFI scalar	18,611	18,579	18,252	18,402	18,504	19,080
Base Solvency Buffer (includes OSFI scalar of 1.05)	19,542	19,508	19,165	19,322	19,429	20,034
LICAT Ratios:						
Total Ratio ⁽¹⁾ (OSFI Supervisory Target = 100%)	136%	140%	140%	134%	133%	130%
Core Ratio ⁽²⁾ (OSFI Supervisory Target = 70%)	99%	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)

LIABILITIES	2019		2018			
	Q2	Q1	Q4	Q3	Q2	Q1
Short Term						
Commercial Paper & other short term borrowings	130	134	135	129	130	111
Putnam revolving credit facility	242	355	340	148	190	213
1.96125% Short-term bank loan due July 16, 2019	25	-	-	-	-	-
2.0175% Short-term bank loan due July 16, 2019	100	-	-	-	-	-
Total Short Term	497	489	475	277	320	324
Capital						
Lifeco						
6.14% Debenture due Mar 21, 2018	-	-	-	-	-	-
6.74% Debenture due Nov 24, 2031	194	194	194	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	500	499
2.50% Euro Bond Debt due April 18, 2023	743	747	778	747	762	792
1.75% Euro Bond Debt due December 7, 2026	740	745	774	745	759	789
3.337% Debenture due Feb 28, 2028	498	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)	226	232	235	223	226	223
2.538% (plus 3-month LIBOR) Subordinated Debenture (LP II) ⁽¹⁾	-	-	-	-	-	387
Lifeco Finance (Delaware)						
5.691% Subordinated Debenture due June 21, 2067 (LP)	-	-	-	-	-	-
4.150% Senior Notes due June 3, 2047 (LP)	900	921	934	886	900	885
7.127% Subordinated Debenture due June 26, 2068 (LP II)	-	-	-	-	-	500
Lifeco Finance 2018						
4.047% Senior Notes due May 17, 2028	391	399	405	385	390	-
4.581% Senior Notes due May 17, 2048	648	663	673	638	649	-
Total Debt and Other Loans	6,172	6,222	6,300	5,926	6,031	5,925
Capital Trust Securities						
CLICS	150	150	150	150	150	150
Acquisition related FMV adjustment	9	9	9	10	10	10
	159	159	159	160	160	160
Trust securities held by consolidated group	(37)	(37)	(37)	(37)	(37)	(37)
Capital Trust Securities (externally held)	122	122	122	123	123	123

EQUITY	2019		2018			
	Q2	Q1	Q4	Q3	Q2	Q1
Non-Controlling Interests						
Non-controlling interest in capital stock & surplus	125	125	138	154	135	185
Undistributed Participating Account Surplus						
Great-West Life	612	614	608	603	623	619
London Life	1,828	1,830	1,827	1,844	1,797	1,786
Canada Life	302	294	288	291	347	343
GWL&A	14	14	14	14	15	15
	2,756	2,752	2,737	2,752	2,782	2,763
Total Non-Controlling Interest	2,881	2,877	2,875	2,906	2,917	2,948
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	5,632	7,298	7,283	7,287	7,291	7,268
Accumulated & Contributed Surplus	13,391	13,636	13,481	13,168	12,870	12,432
Accumulated Other Comprehensive Income (loss)	337	875	1,045	549	828	1,073
Total Equity Capital	24,955	27,400	27,398	26,624	26,620	26,435

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				2017		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
<i>(C\$MM, unless otherwise stated)</i>											
Income											
Premium income	(3,887)	9,595	9,045	10,337	7,905	8,174	8,494	8,293	5,708	16,079	35,461
Regular net investment income	1,797	1,450	1,632	1,578	1,575	1,573	1,564	1,517	3,247	3,148	6,358
Changes in fair value through profit or loss	2,245	4,365	(398)	(1,371)	(350)	(1,487)	1,415	(988)	6,610	(1,837)	(3,606)
Net investment income	4,042	5,815	1,234	207	1,225	86	2,979	529	9,857	1,311	2,752
Fee and other income	2,591	1,479	1,420	1,483	1,483	1,433	1,439	1,400	4,070	2,916	5,819
Total Income	2,746	16,889	11,699	12,027	10,613	9,693	12,912	10,222	19,635	20,306	44,032
Benefits and Expenses											
Paid or credited to policyholders	(30)	13,912	8,686	9,046	7,556	6,780	9,987	7,567	13,882	14,336	32,068
Commissions	598	610	673	611	596	594	646	579	1,208	1,190	2,474
Operating expenses	1,374	1,301	1,311	1,244	1,241	1,237	1,237	1,109	2,675	2,478	5,033
Premium taxes	125	130	128	122	124	121	115	118	255	245	495
Financing charges	72	72	70	69	11	71	74	71	144	82	221
Amortization of finite life intangible assets	54	53	59	54	50	49	29	47	107	99	212
Restructuring and acquisition expenses	-	-	-	67	-	-	5	1	-	-	67
Loss on assets held for sale	-	-	-	-	-	-	202	-	-	-	-
Total Benefits and Expenses	2,193	16,078	10,927	11,213	9,578	8,852	12,295	9,492	18,271	18,430	40,570
Net Earnings before income taxes	553	811	772	814	1,035	841	617	730	1,364	1,876	3,462
Income Tax - Current	83	71	78	78	81	84	(39)	60	154	165	321
- Deferred	(30)	59	(28)	29	72	(7)	221	33	29	65	66
Net Earnings before non-controlling interests	500	681	722	707	882	764	435	637	1,181	1,646	3,075
Non-controlling interests	7	(9)	(21)	(16)	18	-	10	21	(2)	18	(19)
Net Earnings	493	690	743	723	864	764	425	616	1,183	1,628	3,094
Perpetual preferred share dividends	34	33	33	34	33	33	33	35	67	66	133
Net Earnings - Common Shareholders	459	657	710	689	831	731	392	581	1,116	1,562	2,961
Earnings per Common Share											
Operating Earnings	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$1.159	\$1.579	\$2.996
Adjustments (after-tax)	-	-	-	-	-	-	-	-	-	-	-
Basic Earnings	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$0.397	\$0.587	\$1.159	\$1.579	\$2.996
Diluted Earnings	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.739	\$0.396	\$0.587	\$1.158	\$1.578	\$2.994
Average number of shares outstanding (MM) - basic	939.3	987.8	988.0	988.7	989.1	988.6	989.3	989.7	963.4	988.8	988.6
Average number of shares outstanding (MM) - diluted	940.0	988.1	988.0	989.4	990.0	989.7	990.7	991.1	964.0	989.8	989.1
Effective tax rate	9.6%	16.0%	6.4%	13.1%	14.8%	9.1%	29.5%	12.7%	13.4%	12.3%	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	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Government bonds	47,360	48,731	48,787	48,608	47,728	49,620	49,897	47,880
Corporate bonds	66,267	77,568	76,075	73,501	74,709	74,885	70,307	68,868
Total bonds ⁽¹⁾	113,627	126,299	124,862	122,109	122,437	124,505	120,204	116,748
Mortgage loans	23,605	25,509	25,014	24,198	24,206	23,855	22,185	21,871
Stocks	9,833	10,063	9,290	9,350	9,226	8,725	8,864	8,707
Investment properties	5,416	5,449	5,218	5,064	5,098	5,217	4,851	4,738
Loans to policyholders	8,917	8,826	8,929	8,530	8,611	8,408	8,280	8,194
Cash and cash equivalents	3,835	4,481	4,168	3,882	3,794	3,595	3,551	3,106
Total invested assets	165,233	180,627	177,481	173,133	173,372	174,305	167,935	163,364
Funds withheld by ceding insurers	8,959	9,299	9,251	9,145	9,581	10,070	9,893	9,977
Reinsurance assets	20,479	6,124	6,126	5,895	6,095	6,265	5,045	5,418
Premiums in course of collection, accounts and interest receivable	5,718	6,074	5,202	5,105	4,990	5,436	4,647	4,648
Current income taxes	222	185	218	194	224	226	134	169
Derivative financial instruments	655	496	417	396	382	351	384	436
Owner occupied properties	732	724	731	699	720	718	706	693
Fixed assets	452	445	448	392	372	317	303	295
Other assets	2,956	2,996	2,567	2,650	2,604	2,622	2,424	2,296
Deferred tax assets	906	928	981	916	937	1,008	930	1,339
Goodwill	6,492	6,530	6,548	6,501	6,480	6,508	6,179	6,273
Intangible assets	3,866	3,931	3,976	3,849	3,821	3,794	3,732	3,814
Assets held for sale	857	908	897	-	-	-	169	-
Investments on account of segregated fund policyholders	221,092	219,793	209,527	220,207	221,117	221,031	217,357	208,046
Investments on account of segregated fund policyholders held for sale	3,278	3,432	3,319	-	-	-	-	-
Total assets	441,897	442,492	427,689	429,082	430,695	432,651	419,838	406,768

Liabilities

Insurance contract liabilities	171,490	170,790	166,720	163,376	163,898	165,648	159,524	156,257
Investment contract liabilities	1,714	1,729	1,711	1,722	1,769	1,777	1,841	1,880
	173,204	172,519	168,431	165,098	165,667	167,425	161,365	158,137
Liabilities held for sale	857	908	897	-	-	-	-	-
Debentures and other debt instruments	6,331	6,381	6,459	6,086	6,191	6,085	5,777	5,552
Funds held under reinsurance contracts	1,381	1,381	1,367	1,338	1,383	1,452	373	351
Other liabilities	9,642	9,442	9,081	8,487	8,504	9,014	8,236	7,847
Deferred tax liabilities	1,157	1,236	1,210	1,242	1,213	1,209	1,194	1,449
Investment and insurance contracts on account of segregated fund policyholders	221,092	219,793	209,527	220,207	221,117	221,031	217,357	208,046
Investment and insurance contracts on account of segregated fund policyholders held for sale	3,278	3,432	3,319	-	-	-	-	-
Total liabilities	416,942	415,092	400,291	402,458	404,075	406,216	394,302	381,382

Equity

Non-controlling interests	2,881	2,877	2,875	2,906	2,917	2,948	2,935	2,957
Share capital								
Perpetual preferred shares	2,714	2,714	2,714	2,714	2,714	2,714	2,714	2,714
Common shares	5,632	7,298	7,283	7,287	7,291	7,268	7,260	7,262
Accumulated surplus	13,231	13,483	13,342	13,032	12,742	12,311	12,098	12,097
Accumulated other comprehensive income (loss)	337	875	1,045	549	828	1,073	386	227
Contributed surplus	160	153	139	136	128	121	143	129
	24,955	27,400	27,398	26,624	26,620	26,435	25,536	25,386
Total liabilities and equity	441,897	442,492	427,689	429,082	430,695	432,651	419,838	406,768
Proprietary mutual funds and institutional assets	305,252	304,230	281,664	293,766	294,890	285,843	278,954	268,994
Other assets under administration	820,808	804,202	689,520	718,410	697,680	673,597	651,121	618,532
Total assets under administration	1,567,957	1,550,924	1,398,873	1,441,258	1,423,265	1,392,091	1,349,913	1,294,294

1) Includes short-term bonds

Lifeco Supplemental Balance Sheet Information

(C\$MM, unless otherwise stated)

Bond Portfolio Quality

Canada

	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
AAA	7,857	7,944	7,845	8,331	8,369	8,765	9,218	9,340
AA	10,857	10,599	10,274	9,976	10,187	10,337	10,049	9,823
A	18,101	17,768	17,259	17,201	17,369	17,104	17,237	16,569
BBB	9,746	9,378	9,020	8,515	8,237	7,871	7,249	6,424
BB or Lower	90	105	77	78	76	76	77	91
Total	46,651	45,794	44,475	44,101	44,238	44,153	43,830	42,247

U.S.

AAA	5,723	7,090	7,066	6,681	6,801	6,970	7,263	6,877
AA	2,839	5,188	5,196	4,830	5,075	5,006	4,824	4,552
A	7,040	11,113	10,960	10,586	10,972	10,908	10,876	10,773
BBB	4,451	9,939	9,796	9,060	9,063	8,993	8,609	8,512
BB or Lower	353	542	465	422	449	493	540	580
Total	20,406	33,872	33,483	31,579	32,360	32,370	32,112	31,294

Europe

AAA	5,065	5,310	5,751	5,564	5,676	6,247	5,822	4,891
AA	17,022	17,356	16,927	17,120	16,143	17,308	16,075	16,266
A	12,717	12,875	12,637	12,823	12,773	13,104	12,053	11,596
BBB	6,488	6,451	6,715	6,292	6,414	6,656	5,591	5,554
BB or Lower	132	364	408	415	434	524	516	479
Total	41,424	42,356	42,438	42,214	41,440	43,839	40,057	38,786

Total Bond Portfolio Quality

AAA	18,645	20,344	20,662	20,576	20,846	21,982	22,303	21,108
AA	30,718	33,143	32,397	31,926	31,405	32,651	30,948	30,641
A	37,858	41,756	40,856	40,610	41,114	41,116	40,166	38,938
BBB	20,685	25,768	25,531	23,867	23,714	23,520	21,449	20,490
BB or Lower	575	1,011	950	915	959	1,093	1,133	1,150
Total ⁽¹⁾	108,481	122,022	120,396	117,894	118,038	120,362	115,999	112,327

1. Excludes short term bonds.

(C\$B)

Bonds unrealized Gain / Loss

	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Unrealized Gains	8.7	7.7	5.6	6.3	7.5	8.2	9.0	8.2
Unrealized Losses	(0.2)	(0.4)	(1.4)	(1.5)	(1.2)	(0.9)	(0.5)	(0.7)
Net Gains / Losses	8.5	7.3	4.2	4.8	6.3	7.3	8.5	7.5

Segregated Fund Net Assets

	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Stocks, mutual funds and units in unit trusts	150,831	150,750	140,809	153,257	152,752	150,992	148,123	140,316
Bonds	43,657	42,915	42,142	41,385	42,746	43,113	42,270	41,683
Mortgage loans	2,719	2,741	2,746	2,705	2,693	2,660	2,610	2,663
Investment properties	12,849	12,696	12,319	11,979	11,783	11,842	11,520	11,685
Cash & other	11,036	10,691	11,511	10,881	11,143	12,424	12,834	11,699
Total	221,092	219,793	209,527	220,207	221,117	221,031	217,357	208,046

Mortgage Loan Portfolio

Q2 2019

	Insured	Non-Insured	Total
Single-family residential	592	1,491	2,083
Multi-family residential	3,810	3,509	7,319
Equity Release	-	979	979
Commercial	276	12,948	13,224
Total Mortgage Loans	4,678	18,927	23,605

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

Lifeco Impaired Loans and Credit Losses

(CSMM)

	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Gross Impaired Loans								
Fair value through profit or loss ⁽¹⁾	118	236	164	175	182	186	213	217
Available for sale	18	31	31	32	34	34	16	15
Loans & receivables	86	21	48	47	62	65	81	87
Total	222	288	243	254	278	285	310	319
Canada	1	1	2	1	1	2	2	1
US	135	265	195	203	212	215	224	229
Europe	86	22	46	50	65	68	84	89
Total	222	288	243	254	278	285	310	319
Impaired Investment Provisions								
Fair value through profit or loss ⁽¹⁾	(16)	(15)	(14)	(17)	(16)	(16)	(20)	(24)
Available for sale	(1)	-	1	(3)	(2)	(3)	(1)	(4)
Loans & receivables	51	9	20	20	27	29	40	34
Total	34	(6)	7	-	9	10	19	6
Canada	-	-	-	-	-	-	-	-
US	(16)	(13)	(12)	(18)	(16)	(17)	(19)	(24)
Europe	50	7	19	18	25	27	38	30
Total	34	(6)	7	-	9	10	19	6
Carrying Amount	188	294	236	254	269	275	291	313
Provisions for Future Credit Losses in Insurance Contract Liabilities	2,439	2,657	2,595	2,988	3,012	3,020	2,891	2,842

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

Lifeco Cash Flow Statements

	2019		2018				2017		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
<i>(C\$MM)</i>											
Operations											
Net earnings before income taxes	553	811	772	814	1,035	841	617	730	1,364	1,876	3,462
Income taxes paid, net of refunds received	(107)	(37)	(97)	(128)	(80)	(123)	(35)	(30)	(144)	(203)	(428)
Adjustments:									-	-	-
Change in insurance and investment contract liabilities	3,963	5,206	133	421	(128)	(805)	1,993	249	9,169	(933)	(379)
Change in funds held by ceding insurers	19	78	182	153	97	231	312	114	97	328	663
Change in funds held under reinsurance contracts	61	15	(12)	(14)	(7)	(4)	18	22	76	(11)	(37)
Change in reinsurance assets	(626)	(172)	(7)	82	(48)	24	499	(56)	(798)	(24)	51
Changes in fair value through profit or loss	(2,245)	(4,365)	398	1,371	350	1,487	(1,415)	988	(6,610)	1,837	3,606
Other	1,121	(727)	196	(88)	(60)	(492)	298	(316)	394	(552)	(444)
	2,739	809	1,565	2,611	1,159	1,159	2,287	1,701	3,548	2,318	6,494
Financing Activities											
Issue of common shares	10	15	1	1	26	11	5	3	25	37	39
Issue of preferred shares	-	-	-	-	-	-	-	-	-	-	-
Purchased and cancelled common shares	(2,000)	-	(21)	(19)	(14)	(15)	(36)	(15)	(2,000)	(29)	(69)
Substantial issuer bid transaction costs	(3)	-	-	-	-	-	-	-	(3)	-	-
Increase (decrease) in line of credit of subsidiary	(107)	20	178	(39)	(26)	(94)	171	(93)	(87)	(120)	19
Issue of debentures and senior notes	-	-	-	-	1,014	498	-	-	-	1,512	1,512
Repayment of debentures	-	-	-	-	(896)	(200)	-	-	-	(1,096)	(1,096)
Increase (decrease) in debentures and other debt instruments	123	1	(1)	-	18	(18)	-	35	124	-	(1)
Share issue costs	-	-	-	-	-	-	-	2	-	-	-
Dividends paid on common shares	(383)	(408)	(384)	(384)	(385)	(385)	(363)	(364)	(791)	(770)	(1,538)
Dividends paid on preferred shares	(34)	(33)	(33)	(34)	(33)	(33)	(33)	(35)	(67)	(66)	(133)
Cash flow from financing activities	(2,394)	(405)	(260)	(475)	(296)	(236)	(256)	(467)	(2,799)	(532)	(1,267)
Investment Activities											
Bond sales and maturities	7,414	5,653	5,884	5,966	6,474	6,677	7,582	5,129	13,067	13,151	25,001
Mortgage loan repayments	725	436	652	724	777	655	783	811	1,161	1,432	2,808
Stock sales	869	528	474	1,522	461	482	798	1,465	1,397	943	2,939
Investment property sales	1	7	43	-	8	12	28	28	8	20	63
Change in loans to policyholders	(275)	13	(90)	(8)	(113)	3	(41)	(21)	(262)	(110)	(208)
Proceeds from assets held for sale	-	-	-	-	-	169	-	-	-	169	169
Business acquisitions, net of cash and equivalents acquired	-	-	-	(57)	-	(222)	-	(291)	-	(222)	(279)
Change in cash and cash equivalents classified as held for sale	(1)	31	(112)	-	-	-	-	-	30	-	(112)
Investment in bonds	(8,033)	(5,040)	(5,714)	(7,498)	(6,290)	(6,951)	(9,046)	(6,323)	(13,073)	(13,241)	(26,453)
Investment in mortgage loans	(1,021)	(983)	(943)	(941)	(1,268)	(1,094)	(980)	(653)	(2,004)	(2,362)	(4,246)
Investment in stocks	(512)	(474)	(1,228)	(1,638)	(635)	(601)	(714)	(1,567)	(986)	(1,236)	(4,102)
Investment in investment properties	(62)	(214)	(136)	(58)	(29)	(133)	(37)	(40)	(276)	(162)	(356)
Cash flow from investment activities	(895)	(43)	(1,170)	(1,988)	(615)	(1,003)	(1,627)	(1,462)	(938)	(1,618)	(4,776)
Effect of changes in exchange rates on cash & cash equivalents	(96)	(48)	151	(60)	(49)	124	41	(64)	(144)	75	166
Increase (decrease) in cash and cash equivalents	(646)	313	286	88	199	44	445	(292)	(333)	243	617
Cash and cash equivalents, beginning of period	4,481	4,168	3,882	3,794	3,595	3,551	3,106	3,398	4,168	3,551	3,551
Cash and cash equivalents, end of period	3,835	4,481	4,168	3,882	3,794	3,595	3,551	3,106	3,835	3,794	4,168

Statements of Accumulated and Contributed Surplus

Lifeco Accumulated & Contributed Surplus								
(C\$MM)	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Balance, beginning of year	13,481	13,481	12,241	12,241	12,241	12,241	11,612	11,612
Change in accounting policy	(109)	(109)	(64)	(64)	(64)	(64)	-	-
Revised balance, beginning of year	13,372	13,372	12,177	12,177	12,177	12,177	11,612	11,612
Net earnings - YTD	1,183	690	3,094	2,351	1,628	764	2,278	1,853
Stock option expense	20	11	38	34	26	16	58	41
Share issue / redemption ⁽¹⁾	(1,660)	(30)	(53)	(78)	(64)	(50)	(50)	(22)
Share capital carrying value adjustment ⁽²⁾	1,304	-	-	-	-	-	-	-
Dividends to shareholders								
Preferred shareholders	(67)	(33)	(133)	(100)	(66)	(33)	(129)	(96)
Common shareholders	(791)	(408)	(1,538)	(1,154)	(770)	(385)	(1,453)	(1,090)
Other	30	34	(104)	(62)	(61)	(57)	(75)	(72)
Balance, end of period	13,391	13,636	13,481	13,168	12,870	12,432	12,241	12,226

Lifeco Surplus - Participating Account								
(C\$MM)	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Balance, beginning of period	2,737	2,737	2,771	2,771	2,771	2,771	2,782	2,782
Net earnings before policyholder dividend - YTD	700	346	1,332	1,004	695	343	1,329	974
Participating policyholder dividend	(704)	(356)	(1,352)	(1,004)	(678)	(343)	(1,289)	(960)
Other	23	25	(14)	(19)	(6)	(8)	(51)	(43)
Balance, end of period	2,756	2,752	2,737	2,752	2,782	2,763	2,771	2,753
By Company:								
Great-West Life	612	614	608	603	623	619	622	612
London Life	1,828	1,830	1,827	1,844	1,797	1,786	1,796	1,796
Canada Life	302	294	288	291	347	343	339	331
GWL&A	14	14	14	14	15	15	14	14
	2,756	2,752	2,737	2,752	2,782	2,763	2,771	2,753

Reconciliation of Accumulated Other Comprehensive Income

(C\$MM)	Comprehensive Income								YTD 2019	YTD 2018	Fiscal 2018
	2019		2018				2017				
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Net Earnings	493	690	743	723	864	764	425	616	1,183	1,628	3,094
Other comprehensive income (loss)											
net of income taxes											
Unrealized foreign exchange gains (losses) on translation of foreign operations	(466)	(214)	684	(334)	(339)	755	251	(359)	(680)	416	766
Unrealized foreign exchange gains (losses) on euro debt designated as hedge of net investment in foreign operations	9	52	(52)	26	52	(69)	(35)	9	61	(17)	(43)
Unrealized gains (losses) on available for sale assets (after-tax)	77	130	37	(47)	(10)	(72)	19	(33)	207	(82)	(92)
Realized gains on available-for-sale assets (after-tax)	(20)	(5)	(1)	2	3	1	(10)	1	(25)	4	5
Unrealized gains (losses) on cash flow hedges (after-tax)	1	1	-	-	(2)	21	2	7	2	19	19
Realized gains on cash flow hedges (after-tax)	-	-	-	-	(61)	9	4	(6)	-	(52)	(52)
Non-controlling interests (after-tax)	(8)	(54)	(6)	21	4	6	(2)	38	(62)	10	25
Total Items that may be reclassified	(407)	(90)	662	(332)	(353)	651	229	(343)	(497)	298	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)	(143)	(88)	(183)	59	116	37	(78)	104	(231)	153	29
Non-controlling interests (after-tax)	12	8	17	(6)	(8)	(1)	8	(12)	20	(9)	2
	(131)	(80)	(166)	53	108	36	(70)	92	(211)	144	31
Total other comprehensive income (loss)	(538)	(170)	496	(279)	(245)	687	159	(251)	(708)	442	659
Comprehensive income	(45)	520	1,239	444	619	1,451	584	365	475	2,070	3,753

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

(C\$MM)	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
	Balance, beginning of year	1,045	1,045	386	386	386	386	746
Other comprehensive income	(708)	(170)	659	163	442	687	(373)	(532)
Disposal of investment in associate	-	-	-	-	-	-	13	13
Balance, end of period	337	875	1,045	549	828	1,073	386	227

Lifeco Sales (New Annualized Premium)

(C\$MM)	2019		2018				2017		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
New Annualized Premium											
Canada											
Individual Customer	2,223	2,357	2,479	2,030	2,253	2,525	2,537	2,033	4,580	4,778	9,287
Group Customer	717	823	968	847	787	1,297	1,235	907	1,540	2,084	3,899
Total Canada	2,940	3,180	3,447	2,877	3,040	3,822	3,772	2,940	6,120	6,862	13,186
U.S.											
Financial Services	11,807	61,298	14,597	10,156	9,506	11,841	8,146	10,769	73,105	21,347	46,100
Asset Management	12,406	14,550	17,483	14,128	15,002	13,235	11,016	10,404	26,956	28,237	59,848
Total U.S.	24,213	75,848	32,080	24,284	24,508	25,076	19,162	21,173	100,061	49,584	105,948
Europe											
Insurance & Annuities	7,131	11,181	5,972	7,235	5,535	5,739	7,325	5,362	18,312	11,274	24,481
Total New Annualized Premium	34,284	90,209	41,499	34,396	33,083	34,637	30,259	29,475	124,493	67,720	143,615

Lifeco Premiums & Deposits

(C\$MM)	2019		2018				2017		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
Premiums & Deposits											
Canada											
Individual Customer	2,511	2,508	2,862	2,419	2,564	2,616	2,809	2,499	5,019	5,180	10,461
Group Customer	3,909	4,136	3,776	3,850	3,774	4,437	4,026	3,648	8,045	8,211	15,837
Total Canada	6,420	6,644	6,638	6,269	6,338	7,053	6,835	6,147	13,064	13,391	26,298
U.S.											
Financial Services ⁽¹⁾	3,083	3,286	3,105	3,230	3,182	3,110	3,134	3,140	6,369	6,292	12,627
Asset Management	12,406	14,550	17,483	14,128	15,002	13,235	11,016	10,404	26,956	28,237	59,848
Total U.S.	15,489	17,836	20,588	17,358	18,184	16,345	14,150	13,544	33,325	34,529	72,475
Europe											
Insurance & Annuities	7,936	11,911	6,485	7,848	6,240	6,412	8,665	5,983	19,847	12,652	26,985
Reinsurance	4,435	4,454	3,872	3,107	3,209	3,316	2,995	2,837	8,889	6,525	13,504
Total Europe	12,371	16,365	10,357	10,955	9,449	9,728	11,660	8,820	28,736	19,177	40,489
Total Revenue Premium	34,280	40,845	37,583	34,582	33,971	33,126	32,645	28,511	75,125	67,097	139,262
Summary											
Risk-based premiums	10,002	9,595	9,045	10,337	7,905	8,174	8,494	8,293	19,597	16,079	35,461
ASO premiums	830	811	802	744	774	748	720	671	1,641	1,522	3,068
Segregated fund deposits											
Individual	3,723	3,632	4,705	3,833	4,142	3,988	5,357	3,641	7,355	8,130	16,668
Group	1,732	2,094	1,641	1,790	1,954	2,422	2,009	1,634	3,826	4,376	7,807
Proprietary mutual funds & institutional deposits	17,993	24,713	21,390	17,878	19,196	17,794	16,065	14,272	42,706	36,990	76,258
	34,280	40,845	37,583	34,582	33,971	33,126	32,645	28,511	75,125	67,097	139,262

1) Q2 2019 excludes initial ceded premium of \$13,889m related to the business transferred to Protective Life under an indemnity reinsurance agreement effective June 1, 2019.

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		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Fee and Other Income											
Canada											
Segregated funds	268	254	264	275	272	271	278	272	522	543	1,082
ASO contracts	50	51	50	48	50	48	49	44	101	98	196
Other	122	117	114	114	111	119	109	110	239	230	458
Total Canada	440	422	428	437	433	438	436	426	862	871	1,736
U.S.											
Segregated funds	19	21	37	15	15	22	22	21	40	37	89
Asset Management	298	285	285	302	295	290	295	302	583	585	1,172
Other	367	353	322	356	345	319	318	303	720	664	1,342
Life insurance and annuity reinsurance ceding commission ⁽¹⁾	1,080	-	-	-	-	-	-	-	1,080	-	-
Total U.S.	1,764	659	644	673	655	631	635	626	2,423	1,286	2,603
Europe											
Segregated funds & Other	387	398	348	373	395	364	368	348	785	759	1,480
Total Europe	387	398	348	373	395	364	368	348	785	759	1,480
Total Fee and Other Income	2,591	1,479	1,420	1,483	1,483	1,433	1,439	1,400	4,070	2,916	5,819

1) Q2 2019 includes a ceding commission of \$1,080m related to the Protective Life transaction

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		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Operating Expenses											
Canada	417	444	452	406	414	416	392	368	861	830	1,688
U.S.	666	557	552	554	543	537	567	493	1,223	1,080	2,186
Europe	283	294	299	279	279	279	274	242	577	558	1,136
Lifeco Corporate	8	6	8	5	5	5	4	6	14	10	23
Total Operating Expenses	1,374	1,301	1,311	1,244	1,241	1,237	1,237	1,109	2,675	2,478	5,033
Investment Expenses	41	36	34	31	32	31	33	30	77	63	128
Total Operating & Investment Expenses	1,415	1,337	1,345	1,275	1,273	1,268	1,270	1,139	2,752	2,541	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		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
Income											
Premium income	3,225	3,087	3,535	3,266	3,141	3,151	3,464	3,220	6,312	6,292	13,093
Regular net investment income	717	656	667	663	666	612	639	640	1,373	1,278	2,608
Changes in fair value through profit or loss	954	2,282	(554)	(646)	249	(334)	1,001	(852)	3,236	(85)	(1,285)
Net investment income	1,671	2,938	113	17	915	278	1,640	(212)	4,609	1,193	1,323
Fee and other income	440	422	428	437	433	438	436	426	862	871	1,736
Total Income	5,336	6,447	4,076	3,720	4,489	3,867	5,540	3,434	11,783	8,356	16,152
Benefits and Expenses											
Paid or credited to policyholders	4,118	5,172	2,733	2,468	3,184	2,639	4,180	2,219	9,290	5,823	11,024
Commissions	336	341	390	347	312	315	358	320	677	627	1,364
General expenses	417	444	452	406	414	416	392	368	861	830	1,688
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-	-	-	-
Other	144	145	148	140	138	137	133	137	289	275	563
Total Benefits and Expenses	5,015	6,102	3,723	3,361	4,048	3,507	5,063	3,044	11,117	7,555	14,639
Net Earnings before income taxes	321	345	353	359	441	360	477	390	666	801	1,513
Income tax	36	70	65	65	92	46	114	74	106	138	268
Net Earnings before non-controlling interests	285	275	288	294	349	314	363	316	560	663	1,245
Non-controlling interests	4	(8)	(19)	(19)	17	-	25	19	(4)	17	(21)
Net Earnings	281	283	307	313	332	314	338	297	564	646	1,266
Preferred share dividends	29	28	28	29	29	28	26	26	57	57	114
Net Earnings before Capital Allocation	252	255	279	284	303	286	312	271	507	589	1,152
Capital Allocation	28	28	31	31	31	30	26	25	56	61	123
Net Earnings - Common Shareholders	280	283	310	315	334	316	338	296	563	650	1,275
Common Shareholder Net Earnings (loss)											
Individual Customer	135	124	171	165	211	138	162	141	259	349	685
Group Customer	161	151	144	150	194	142	193	155	312	336	630
Corporate	(16)	8	(5)	-	(71)	36	(17)	-	(8)	(35)	(40)
Total	280	283	310	315	334	316	338	296	563	650	1,275

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		YTD	YTD	Fiscal
		Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
<i>(CSMM)</i>												
Income												
	Premium income	361	372	385	392	361	370	373	357	733	731	1,508
	Net investment income	718	1,140	65	(265)	256	23	738	(412)	1,858	279	79
	Fee and other income	248	237	242	253	252	250	255	236	485	502	997
	Total Income	1,327	1,749	692	380	869	643	1,366	181	3,076	1,512	2,584
Benefits and Expenses												
	Paid or credited to policyholders and beneficiaries	896	1,318	199	(90)	412	196	887	(216)	2,214	608	717
	Commissions	135	125	135	132	124	129	145	131	260	253	520
	General expenses	120	122	121	110	76	127	102	79	242	203	434
	Other	18	19	16	15	19	8	17	14	37	27	58
	Total Benefits and Expenses	1,169	1,584	471	167	631	460	1,151	8	2,753	1,091	1,729
	Net Earnings before income taxes	158	165	221	213	238	183	215	173	323	421	855
	Income tax	19	38	47	45	24	41	49	28	57	65	157
	Net Earnings before Capital Allocation	139	127	174	168	214	142	166	145	266	356	698
	Capital Allocation	(4)	(3)	(3)	(3)	(3)	(4)	(4)	(4)	(7)	(7)	(13)
	Net Earnings - Common Shareholders	135	124	171	165	211	138	162	141	259	349	685
Sales	Participating Universal Life	62	74	108	76	56	48	67	53	136	104	288
	Term/Permanent	12	8	14	13	12	9	15	10	20	21	48
	Third party	15	12	14	12	11	11	14	14	27	22	48
	Third party	-	-	-	-	1	-	-	1	-	1	1
	Total Individual Life	89	94	136	101	80	68	96	78	183	148	385
	Critical Illness	5	4	5	4	5	4	5	4	9	9	18
	Disability	4	3	4	4	3	4	5	4	7	7	15
	Total Living Benefits	9	7	9	8	8	8	10	8	16	16	33
	Total Individual Insurance	98	101	145	109	88	76	106	86	199	164	418
	Risk-based Segregated funds	103	120	129	124	98	126	120	94	223	224	477
Proprietary mutual funds	988	1,072	1,277	1,016	1,097	1,314	1,450	1,128	2,060	2,411	4,704	
Third party	379	392	339	280	409	388	320	296	771	797	1,416	
Total Individual Wealth	655	672	589	501	561	621	541	429	1,327	1,182	2,272	
Total Individual Customer Sales	2,125	2,256	2,334	1,921	2,165	2,449	2,431	1,947	4,381	4,614	8,869	
	Total Individual Customer Sales	2,223	2,357	2,479	2,030	2,253	2,525	2,537	2,033	4,580	4,778	9,287
Revenue Premium	Risk Based Premiums											
	Participating	1,150	1,061	1,412	1,086	1,087	1,001	1,322	1,029	2,211	2,088	4,586
	Individual Life	234	241	243	243	231	242	243	236	475	473	959
	Living Benefits	88	88	89	86	84	85	87	86	176	169	344
	Total Individual Insurance	1,472	1,390	1,744	1,415	1,402	1,328	1,652	1,351	2,862	2,730	5,889
	Risk-based revenue premiums	39	43	54	63	45	43	43	36	82	88	205
	Segregated funds deposits	689	769	738	711	774	922	863	849	1,458	1,696	3,145
	Proprietary mutual fund deposits	311	306	326	230	343	323	251	263	617	666	1,222
	Total Individual Wealth	1,039	1,118	1,118	1,004	1,162	1,288	1,157	1,148	2,157	2,450	4,572
	Total Individual Customer Revenue Premium	2,511	2,508	2,862	2,419	2,564	2,616	2,809	2,499	5,019	5,180	10,461

Lifeco Canada – Group Customer

	2019		2018				2017		YTD	YTD	Fiscal	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018	
<i>(CSMM)</i>												
Income												
Premium income	1,714	1,654	1,738	1,788	1,693	1,780	1,769	1,834	3,368	3,473	6,999	
Net investment income	255	298	159	67	127	128	235	24	553	255	481	
Fee and other income	175	170	172	173	170	170	169	161	345	340	685	
Total Income	2,144	2,122	2,069	2,028	1,990	2,078	2,173	2,019	4,266	4,068	8,165	
Benefits and Expenses												
Paid or credited to policyholders and beneficiaries	1,566	1,521	1,492	1,471	1,406	1,517	1,564	1,470	3,087	2,923	5,886	
Commissions	92	100	91	87	86	95	90	86	192	181	359	
General expenses	216	231	227	211	213	213	206	196	447	426	864	
Other	61	62	61	59	55	58	49	58	123	113	233	
Total Benefits and Expenses	1,935	1,914	1,871	1,828	1,760	1,883	1,909	1,810	3,849	3,643	7,342	
Net Earnings before income taxes	209	208	198	200	230	195	264	209	417	425	823	
Income tax	46	55	52	48	34	51	69	51	101	85	185	
Net Earnings before Capital Allocation	163	153	146	152	196	144	195	158	316	340	638	
Capital Allocation	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(3)	(4)	(4)	(8)	
Net Earnings - Common Shareholders	161	151	144	150	194	142	193	155	312	336	630	
Sales	Small/mid-size case	74	80	115	90	65	67	85	101	154	132	337
	Large case	21	97	31	9	111	280	59	8	118	391	431
	Creditor/Direct marketing	14	9	5	5	75	14	17	27	23	89	99
	Total Group Insurance	109	186	151	104	251	361	161	136	295	612	867
	Risk-based	117	54	198	257	141	233	278	344	171	374	829
	Segregated funds	491	583	619	486	395	703	796	427	1,074	1,098	2,203
	Third party	-	-	-	-	-	-	-	-	-	-	-
	Total Group Wealth	608	637	817	743	536	936	1,074	771	1,245	1,472	3,032
	Total Group Customer Sales	717	823	968	847	787	1,297	1,235	907	1,540	2,084	3,899
	Revenue Premium	Small/mid-size case - Insured	723	723	708	701	698	694	686	678	1,446	1,392
Large case -Insured		757	755	748	737	737	727	715	699	1,512	1,464	2,949
ASO		830	811	802	744	774	748	720	671	1,641	1,522	3,068
Creditor/Direct marketing		48	44	44	43	43	43	43	43	92	86	173
Total Group Insurance		2,358	2,333	2,302	2,225	2,252	2,212	2,164	2,091	4,691	4,464	8,991
Risk-based revenue premiums		186	132	237	307	216	316	325	413	318	532	1,076
Segregated funds deposits		1,365	1,671	1,237	1,318	1,306	1,909	1,537	1,144	3,036	3,215	5,770
Total Group Wealth		1,551	1,803	1,474	1,625	1,522	2,225	1,862	1,557	3,354	3,747	6,846
Total Group Customer Revenue Premium		3,909	4,136	3,776	3,850	3,774	4,437	4,026	3,648	8,045	8,211	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	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Assets Under Administration								
Individual Customer								
Risk-based products	5,081	5,071	5,002	5,020	5,111	5,164	5,252	5,234
Segregated funds	32,559	32,562	30,925	32,927	33,218	32,779	33,356	32,505
Proprietary mutual funds	6,596	6,494	6,037	6,431	6,426	6,190	6,211	5,980
Group Customer								
Risk-based products	8,226	8,185	8,207	8,183	8,112	8,096	7,978	7,797
Segregated funds	50,109	49,432	45,708	48,234	48,143	46,947	47,043	45,127
Institutional Assets	182	182	177	785	729	647	599	533
Total assets under management	102,753	101,926	96,056	101,580	101,739	99,823	100,439	97,176
Other assets under administration ⁽¹⁾								
Individual Customer	9,453	9,191	8,397	8,826	8,692	8,397	8,283	7,870
Group Customer	444	463	400	421	448	465	506	534
Total	9,897	9,654	8,797	9,247	9,140	8,862	8,789	8,404
Summary by Business/Product								
Individual Customer	53,689	53,318	50,361	53,204	53,447	52,530	53,102	51,589
Group Customer	58,961	58,262	54,492	57,623	57,432	56,155	56,126	53,991
Total assets under administration	112,650	111,580	104,853	110,827	110,879	108,685	109,228	105,580

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		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
Income											
Premium income	1,150	1,061	1,412	1,086	1,087	1,001	1,322	1,029	2,211	2,088	4,586
Net investment income	679	1,463	(137)	197	517	92	653	161	2,142	609	669
Total Income	1,829	2,524	1,275	1,283	1,604	1,093	1,975	1,190	4,353	2,697	5,255
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	1,651	2,328	1,037	1,082	1,361	921	1,724	960	3,979	2,282	4,401
Commissions	109	116	164	128	102	91	123	103	225	193	485
General expenses	73	76	85	85	109	58	71	82	149	167	337
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-	-	-	-
Other	32	30	33	30	30	33	30	28	62	63	126
Total Benefits and Expenses	1,865	2,550	1,319	1,325	1,602	1,103	1,948	1,173	4,415	2,705	5,349
Net Earnings (loss) before income taxes	(36)	(26)	(44)	(42)	2	(10)	27	17	(62)	(8)	(94)
Income tax	(40)	(18)	(25)	(23)	(15)	(10)	2	(2)	(58)	(25)	(73)
Net Earnings (loss) before non-controlling interests	4	(8)	(19)	(19)	17	-	25	19	(4)	17	(21)
Non-controlling interests	4	(8)	(19)	(19)	17	-	25	19	(4)	17	(21)
Net Earnings	-	-	-	-	-	-	-	-	-	-	-
Sales (New annualized premiums)	62	74	108	76	56	48	67	53	136	104	288
Risk-based revenue premiums	1,150	1,061	1,412	1,086	1,087	1,001	1,322	1,029	2,211	2,088	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		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Income											
Net investment income	19	37	26	18	15	35	14	15	56	50	94
Fee and other income	17	15	14	11	11	18	12	29	32	29	54
Total Income	36	52	40	29	26	53	26	44	88	79	148
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	5	5	5	5	5	5	5	5	10	10	20
General Expenses	8	15	19	-	16	18	13	11	23	34	53
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-	-	-	-
Other	33	34	38	36	34	38	37	37	67	72	146
Total Benefits and Expenses	46	54	62	41	55	61	55	53	100	116	219
Net Earnings (loss) before income taxes	(10)	(2)	(22)	(12)	(29)	(8)	(29)	(9)	(12)	(37)	(71)
Income tax	11	(5)	(9)	(5)	49	(36)	(6)	(3)	6	13	(1)
Net Earnings (loss) before non-controlling interests	(21)	3	(13)	(7)	(78)	28	(23)	(6)	(18)	(50)	(70)
Non-controlling interests	-	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss)	(21)	3	(13)	(7)	(78)	28	(23)	(6)	(18)	(50)	(70)
Preferred share dividends	29	28	28	29	29	28	26	26	57	57	114
Net Earnings (loss) before Capital Allocation	(50)	(25)	(41)	(36)	(107)	-	(49)	(32)	(75)	(107)	(184)
Capital Allocation	34	33	36	36	36	36	32	32	67	72	144
Net Earnings (loss) - Common Shareholders ⁽¹⁾	(16)	8	(5)	-	(71)	36	(17)	-	(8)	(35)	(40)

1) 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	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Assets								
Cash and cash equivalents	483	551	455	703	717	693	701	556
Bonds	48,978	48,187	47,265	46,588	46,814	46,582	46,304	45,159
Mortgage loans	14,461	14,424	14,039	13,752	13,567	13,491	13,142	12,912
Stocks	9,247	9,482	8,724	8,732	8,602	8,178	8,324	8,114
Investment properties	2,728	2,603	2,330	2,203	2,165	2,131	1,960	1,899
Loans to policyholders	2,925	2,871	2,834	2,796	2,767	2,720	2,679	2,677
Total invested assets	78,822	78,118	75,647	74,774	74,632	73,795	73,110	71,317
Reinsurance assets	187	163	149	137	227	133	119	248
Derivative financial instruments	291	201	119	196	167	161	187	198
Owner occupied properties	399	397	396	397	400	399	396	392
Fixed assets	238	222	216	195	186	153	151	156
Other assets	2,541	2,277	2,006	2,106	1,810	2,010	1,749	2,092
Total other assets	3,469	3,097	2,737	2,894	2,563	2,723	2,483	2,838
Deferred tax assets	234	205	224	195	180	206	202	249
Goodwill	4,024	4,024	4,015	4,013	4,012	4,010	3,969	4,079
Intangible assets	1,504	1,501	1,501	1,491	1,481	1,473	1,478	1,321
Investments on account of segregated fund policyholders	82,668	81,994	76,633	81,161	81,361	79,726	80,399	77,632
Total assets	170,908	169,102	160,906	164,665	164,456	162,066	161,760	157,684
Liabilities								
Insurance contract liabilities	72,506	70,768	67,931	67,582	67,419	66,615	66,135	64,453
Investment contract liabilities	314	315	321	328	321	296	325	338
	72,820	71,083	68,252	67,910	67,740	66,911	66,460	64,791
Debentures and other debt instruments	2,755	2,633	2,650	2,633	2,641	2,659	2,337	2,325
Funds held under reinsurance contracts	61	58	55	52	50	47	44	42
Other liabilities	4,641	4,552	4,521	4,044	4,071	4,507	4,202	3,919
Deferred tax liabilities	583	623	637	669	640	667	671	666
Investment and insurance contracts on account of segregated fund policyholders	82,668	81,994	76,633	81,161	81,361	79,726	80,399	77,632
Total liabilities	163,528	160,943	152,748	156,469	156,503	154,517	154,113	149,375
Equity								
Non-controlling interests	2,733	2,731	2,715	2,731	2,762	2,743	2,752	2,733
Share capital								
Perpetual preferred shares	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164
Common shares	5,632	7,298	7,283	7,287	7,291	7,268	7,260	7,262
Accumulated surplus	(1,906)	(2,852)	(2,817)	(2,964)	(3,163)	(3,412)	(3,402)	(2,827)
Accumulated other comprehensive income (loss)	(676)	(613)	(618)	(453)	(531)	(646)	(558)	(453)
Contributed surplus	(567)	(569)	(569)	(569)	(570)	(568)	(569)	(570)
	7,380	8,159	8,158	8,196	7,953	7,549	7,647	8,309
Total liabilities and equity	170,908	169,102	160,906	164,665	164,456	162,066	161,760	157,684
Proprietary mutual funds and institutional net assets	6,778	6,676	6,214	7,216	7,155	6,837	6,810	6,513
Other assets under administration	16,756	16,736	13,615	13,773	13,632	12,978	11,580	11,135
Total assets under administration	194,442	192,514	180,735	185,654	185,243	181,881	180,150	175,332

Lifeco United States



Lifeco U.S. Net Earnings – Consolidated

	2019		2018				2017		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
<i>(C\$MM, unless otherwise stated)</i>											
Income											
Premium income	(12,879)	1,266	1,134	1,148	894	1,074	1,059	1,241	(11,613)	1,968	4,250
Regular net investment income	644	469	473	460	462	441	452	458	1,113	903	1,836
Changes in fair value through profit or loss	567	666	110	(160)	(260)	(580)	(48)	11	1,233	(840)	(890)
Net investment income	1,211	1,135	583	300	202	(139)	404	469	2,346	63	946
Fee and other income	1,764	659	644	673	655	631	635	626	2,423	1,286	2,603
Total Income	(9,904)	3,060	2,361	2,121	1,751	1,566	2,098	2,336	(6,844)	3,317	7,799
Benefits and Expenses											
Paid or credited to policyholders	(10,630)	2,219	1,568	1,233	894	752	1,294	1,492	(8,411)	1,646	4,447
Commissions	115	118	125	132	131	125	138	132	233	256	513
General expenses	666	557	552	554	543	537	567	493	1,223	1,080	2,186
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-	-	-	-
Loss on assets held for sale	-	-	-	-	-	-	202	-	-	-	-
Other	59	62	61	61	3	62	41	61	121	65	187
Total Benefits and Expenses	(9,790)	2,956	2,306	1,980	1,571	1,476	2,242	2,178	(6,834)	3,047	7,333
Net Earnings before income taxes	(114)	104	55	141	180	90	(144)	158	(10)	270	466
Income tax	(23)	20	(2)	24	31	13	163	41	(3)	44	66
Net Earnings before non-controlling interests	(91)	84	57	117	149	77	(307)	117	(7)	226	400
Non-controlling interests	3	-	(1)	2	1	-	(14)	2	3	1	2
Net Earnings	(94)	84	58	115	148	77	(293)	115	(10)	225	398
Preferred share dividends	-	-	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	(94)	84	58	115	148	77	(293)	115	(10)	225	398
Capital Allocation	(4)	(3)	(3)	(2)	(3)	(2)	(5)	(5)	(7)	(5)	(10)
Net Earnings - Common Shareholders	(98)	81	55	113	145	75	(298)	110	(17)	220	388
Common Shareholder Net Earnings (loss)											
Financial Services ⁽¹⁾	(107)	86	84	121	101	91	80	104	(21)	192	397
Asset Management	6	(4)	(29)	(8)	(8)	(16)	(5)	6	2	(24)	(61)
Corporate ⁽²⁾	3	(1)	-	-	52	-	(373)	-	2	52	52
Total	(98)	81	55	113	145	75	(298)	110	(17)	220	388
Common Shareholder Net Earnings (US \$) ⁽³⁾	(73)	61	41	87	105	59	(234)	88	(12)	164	292

1) Q2 2019 includes a net charge of \$199m (after-tax) relating to the sale, via indemnity reinsurance, of the U.S. individual life insurance and annuity business

2) 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 2018 includes a net positive impact of \$60m arising from refinancing in the U.S. segment completed in the second quarter of 2018

3) 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 ⁽¹⁾

		2019		2018				2017		YTD	YTD	Fiscal
		Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
<i>(CSMM, unless otherwise stated)</i>												
Income												
	Premium income	(12,893)	1,245	1,116	1,129	877	1,045	1,040	1,223	(11,648)	1,922	4,167
	Net investment income	1,134	1,065	564	283	170	(137)	376	426	2,199	33	880
	Fee and other income	1,466	374	359	371	360	341	340	324	1,840	701	1,431
	Total Income	(10,293)	2,684	2,039	1,783	1,407	1,249	1,756	1,973	(7,609)	2,656	6,478
Benefits and Expenses												
	Paid or credited to policyholders and beneficiaries	(10,701)	2,144	1,518	1,202	868	729	1,196	1,449	(8,557)	1,597	4,317
	Commissions	55	61	68	72	70	63	72	68	116	133	273
	General expenses	446	331	319	321	306	303	330	269	777	609	1,249
	Other	25	38	28	30	30	31	32	30	63	61	119
	Total Benefits and Expenses	(10,175)	2,574	1,933	1,625	1,274	1,126	1,630	1,816	(7,601)	2,400	5,958
	Net Earnings before income taxes	(118)	110	106	158	133	123	126	157	(8)	256	520
	Income tax	(22)	16	15	31	25	25	39	46	(6)	50	96
	Net Income before non-controlling interests	(96)	94	91	127	108	98	87	111	(2)	206	424
	Non-controlling interests	2	-	-	-	-	-	-	-	2	-	-
	Net Earnings before Capital Allocation	(98)	94	91	127	108	98	87	111	(4)	206	424
	Capital Allocation	(9)	(8)	(7)	(6)	(7)	(7)	(7)	(7)	(17)	(14)	(27)
	Net Earnings - Common Shareholders	(107)	86	84	121	101	91	80	104	(21)	192	397
	Net Earnings - Common Shareholders (US\$)	(80)	65	63	93	78	72	64	83	(15)	150	306
Sales	Individual Markets	87	321	363	429	503	359	376	491	408	862	1,654
	Empower Retirement	11,720	60,977	14,234	9,727	9,003	11,482	7,770	10,278	72,697	20,485	44,446
	Total Sales	11,807	61,298	14,597	10,156	9,506	11,841	8,146	10,769	73,105	21,347	46,100
	Total Sales (US \$)	8,811	46,088	11,058	7,753	7,369	9,398	6,414	8,615	54,899	16,767	35,578
Revenue Premium	Risk-based premiums	(12,893)	1,245	1,116	1,129	877	1,045	1,040	1,223	(11,648)	1,922	4,167
	Segregated fund deposits											
	Individual	157	204	307	307	416	275	280	232	361	691	1,305
	Group	367	423	404	472	648	513	472	490	790	1,161	2,037
	Proprietary Mutual Funds	1,549	1,393	1,260	1,303	1,224	1,248	1,323	1,177	2,942	2,472	5,035
	Total Revenue by Type⁽¹⁾	(10,820)	3,265	3,087	3,211	3,165	3,081	3,115	3,122	(7,555)	6,246	12,544
	Individual Markets	(13,596)	550	562	629	658	567	580	679	(13,046)	1,225	2,416
Other	36	-	-	-	-	-	-	-	36	-	-	
Empower Retirement	2,740	2,715	2,525	2,582	2,507	2,514	2,535	2,443	5,455	5,021	10,128	
	Total Revenue by Business Line ⁽²⁾	(10,820)	3,265	3,087	3,211	3,165	3,081	3,115	3,122	(7,555)	6,246	12,544
	Total Revenue Premium (US \$)	(8,075)	2,454	2,338	2,452	2,453	2,445	2,452	2,498	(5,621)	4,898	9,688

1. Reinsured Insurance & Annuity Business reflects business transferred to Protective Life under an indemnity reinsurance agreement effective June 1, 2019. Comparative figures for the U.S. segment have not been restated to reflect current presentation.

2. Excludes participating policy revenue premiums.

Lifeco U.S. – Great-West Financial – Reinsured Insurance & Annuity Business (1)

	<u>2019</u>
	<u>Q2</u>
<i>(CSMM, unless otherwise stated)</i>	
Income	
Premium income	(13,753)
Net investment income	617
Fee and other income	<u>1,112</u>
Total Income	<u>(12,024)</u>
Benefits and Expenses	
Paid or credited to policyholders and beneficiaries	(11,970)
Commissions	14
General expenses	137
Other	<u>4</u>
Total Benefits and Expenses	<u>(11,815)</u>
Net Earnings before income taxes	<u>(209)</u>
Income tax	(40)
Net Income before non-controlling interests	<u>(169)</u>
Non-controlling interests	-
Net Earnings before Capital Allocation	<u>(169)</u>
Capital Allocation	-
Net Earnings - Common Shareholders	<u>(169)</u>
Net Earnings - Common Shareholders (US\$)	<u>(126)</u>

Sales	Sales	
	Individual Annuity	23
	Executive Benefits	32
	Individual Life	<u>32</u>
		87
	Sales (US \$)	65

Revenue Premium	Risk-based premiums	(13,753)
	Segregated fund deposits	157
	Proprietary Mutual Funds	-
	Total Revenue by Type (2)	<u>(13,596)</u>
	Total Revenue (US \$)	<u>(10,146)</u>

1. Reinsured Insurance & Annuity Business reflects business transferred to Protective Life under an indemnity reinsurance agreement effective June 1, 2019

2. Excludes participating policy revenue premiums.

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

(C\$MM, unless otherwise stated)

	2019		2018				2017		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Income											
Premium income	824	899	862	807	635	753	740	777	1,723	1,388	3,057
Net investment income	334	390	210	113	53	(60)	107	154	724	(7)	316
Fee and other income	350	329	318	330	319	303	307	290	679	622	1,270
Total Income	1,508	1,618	1,390	1,250	1,007	996	1,154	1,221	3,126	2,003	4,643
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	1,071	1,210	997	828	605	608	762	848	2,281	1,213	3,038
Commissions	38	36	39	42	41	41	41	41	74	82	163
General expenses	299	295	279	283	268	269	281	256	594	537	1,099
Other	16	17	15	16	16	13	13	14	33	29	60
Total Benefits and Expenses	1,424	1,558	1,330	1,169	930	931	1,097	1,159	2,982	1,861	4,360
Net Earnings before income taxes	84	60	60	81	77	65	57	62	144	142	283
Income tax	19	12	13	18	17	15	16	18	31	32	63
Net Income before non-controlling interests	65	48	47	63	60	50	41	44	113	110	220
Non-controlling interests	-	-	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	65	48	47	63	60	50	41	44	113	110	220
Capital Allocation	(8)	(8)	(6)	(5)	(6)	(6)	(5)	(5)	(16)	(12)	(23)
Net Earnings - Common Shareholders	57	40	41	58	54	44	36	39	97	98	197
Net Earnings - Common Shareholders (US\$)	43	30	32	44	42	35	30	31	73	77	153
Sales											
Empower Retirement	11,720	60,977	14,234	9,727	9,003	11,482	7,770	10,278	72,697	20,485	44,446
Sales (US \$)	8,746	45,847	10,783	7,426	6,979	9,113	6,118	8,222	54,593	16,092	34,301
Revenue Premium (by Type) ⁽¹⁾											
Risk-based premiums	824	899	862	807	635	753	740	777	1,723	1,388	3,057
Segregated fund deposits	367	423	404	472	648	513	472	490	790	1,161	2,037
Proprietary Mutual Funds	1,549	1,393	1,259	1,303	1,224	1,248	1,323	1,176	2,942	2,472	5,034
Total Revenue Premium (by Type)	2,740	2,715	2,525	2,582	2,507	2,514	2,535	2,443	5,455	5,021	10,128
Total Revenue Premium (US \$)	2,045	2,041	1,911	1,971	1,943	1,995	1,996	1,955	4,086	3,938	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>	<u>2019</u> <u>Q2</u>
Income	
Premium income	36
Net investment income	183
Fee and other income	4
Total Income	<u>223</u>
Benefits and Expenses	
Paid or credited to policyholders and beneficiaries	198
Commissions	3
General expenses	10
Other	5
Total Benefits and Expenses	<u>216</u>
Net Earnings (loss) before income taxes	<u>7</u>
Income tax	(1)
Net Income before non-controlling interests	<u>8</u>
Non-controlling interests	2
Net Earnings before Capital Allocation	<u>6</u>
Capital Allocation	(1)
Net Earnings (loss) - Common Shareholders	<u>5</u>
Net Earnings - Common Shareholders (US\$)	3

1) Other reflects certain expense items of the Financial Services segment. As of Q2 2019, the Other segment will also reflect the retained portion of the Individual Markets business following the sale, via indemnity reinsurance, of the U.S. individual life insurance and annuity business.

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

	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
<i>(000's)</i>								
Empower Retirement	9,237	9,100	8,768	8,664	8,537	8,495	8,334	8,304
Individual Markets	48	420	431	430	435	434	446	444
Total	9,285	9,520	9,199	9,094	8,972	8,929	8,780	8,748

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

	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
<i>(C\$MM)</i>								
General Account	17,436	17,634	17,652	16,580	16,755	16,437	15,885	15,718
Segregated Funds	26,475	20,684	20,354	21,672	22,472	23,551	23,947	24,093
Proprietary Mutual Funds	36,962	36,110	32,773	32,813	32,156	31,247	29,944	28,657
Unaffiliated Retail Investment Options & ASO	757,569	742,238	630,881	659,602	642,274	617,388	597,596	567,984

Lifeco U.S. – Asset Management

(C\$MM, unless otherwise stated)

	2019		2018				2017		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
Income											
Net investment income	9	14	(17)	-	3	3	6	16	23	6	(11)
Fee and other income	298	285	285	302	295	290	295	302	583	585	1,172
Total Income	307	299	268	302	298	293	301	318	606	591	1,161
Benefits and Expenses											
Commissions	59	56	57	60	60	61	66	64	115	121	238
General expenses	219	223	233	233	227	233	226	223	442	460	926
Other	28	26	30	28	35	31	8	29	54	66	124
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-	-	-	-
Total Benefits and Expenses	306	305	320	321	322	325	300	316	611	647	1,288
Net Earnings (loss) before income taxes	1	(6)	(52)	(19)	(24)	(32)	1	2	(5)	(56)	(127)
Income tax	(1)	3	(18)	(8)	(13)	(11)	5	(5)	2	(24)	(50)
Net Earnings (loss) before non-controlling interests	2	(9)	(34)	(11)	(11)	(21)	(4)	7	(7)	(32)	(77)
Non-controlling interests	1	-	(1)	1	1	-	3	3	1	1	1
Net Earnings (loss) before Capital Allocation	1	(9)	(33)	(12)	(12)	(21)	(7)	4	(8)	(33)	(78)
Capital Allocation	5	5	4	4	4	5	2	2	10	9	17
Net Earnings (loss) - Common Shareholders	6	(4)	(29)	(8)	(8)	(16)	(5)	6	2	(24)	(61)
Net Earnings (loss) - Common Shareholders (US\$)	5	(3)	(22)	(6)	(6)	(13)	(4)	5	2	(19)	(47)
Sales (C\$)											
Gross sales ⁽¹⁾	12,406	14,550	17,483	14,128	15,002	13,235	11,016	10,404	26,956	28,237	59,848
Redemptions	(13,170)	(17,230)	(19,002)	(12,543)	(12,988)	(14,753)	(12,069)	(10,283)	(30,400)	(27,741)	(59,286)
Net Sales	(764)	(2,680)	(1,519)	1,585	2,014	(1,518)	(1,053)	121	(3,444)	496	562
Fee Income (C\$)											
Investment management fees	204	198	199	212	207	203	204	198	402	410	821
Performance fees	(3)	(6)	(8)	(9)	(10)	(11)	(10)	5	(9)	(21)	(38)
Service fees	38	37	37	38	37	36	37	36	75	73	148
Underwriting & distribution fees	59	56	57	61	61	62	64	63	115	123	241
Total Fee Income (C\$)	298	285	285	302	295	290	295	302	583	585	1,172
Fee Income (US \$)	222	215	216	231	228	230	232	240	437	458	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

(C\$MM, unless otherwise stated)

	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Mutual Funds								
Growth equity	16,915	16,404	14,419	16,269	15,176	14,369	13,881	13,100
Value equity	21,876	21,752	20,692	23,181	22,537	21,996	22,185	21,279
Blend equity	22,939	23,536	22,617	26,468	27,372	27,567	28,502	28,381
Fixed income	47,321	47,238	45,040	41,227	38,772	36,086	34,433	33,298
Total Mutual Funds	109,051	108,930	102,768	107,145	103,857	100,018	99,001	96,058
Institutional Accounts								
Equity	75,844	76,862	72,777	81,812	80,570	78,912	79,772	76,119
Fixed income	43,911	42,785	42,327	39,629	41,475	39,684	37,265	37,570
Total Institutional Accounts	119,755	119,647	115,104	121,441	122,045	118,596	117,037	113,689
Total End of Period Assets Under Management	228,806	228,577	217,872	228,586	225,902	218,614	216,038	209,747
Total End of Period Assets Under Management - US\$	174,661	170,580	160,200	177,199	172,445	169,468	171,458	167,798

Lifeco U.S. – Participating Account

(C\$MM, unless otherwise stated)

	2019		2018				2017		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Income											
Premium income	14	21	18	19	17	29	19	18	35	46	83
Net investment income	63	56	36	17	13	(5)	22	27	119	8	61
Total Income	<u>77</u>	<u>77</u>	<u>54</u>	<u>36</u>	<u>30</u>	<u>24</u>	<u>41</u>	<u>45</u>	<u>154</u>	<u>54</u>	<u>144</u>
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	71	75	50	31	26	23	37	43	146	49	130
Commissions	1	1	-	-	1	1	-	-	2	2	2
General expenses	1	1	-	-	1	1	1	1	2	2	2
Other	4	(1)	3	3	2	-	-	2	3	2	8
Total Benefits and Expenses	<u>77</u>	<u>76</u>	<u>53</u>	<u>34</u>	<u>30</u>	<u>25</u>	<u>38</u>	<u>46</u>	<u>153</u>	<u>55</u>	<u>142</u>
Net Earnings (loss) before income taxes	<u>-</u>	<u>1</u>	<u>1</u>	<u>2</u>	<u>-</u>	<u>(1)</u>	<u>3</u>	<u>(1)</u>	<u>1</u>	<u>(1)</u>	<u>2</u>
Income tax	-	1	1	1	-	(1)	1	-	1	(1)	1
Net Earnings (loss) before non-controlling interests	<u>-</u>	<u>-</u>	<u>-</u>	<u>1</u>	<u>-</u>	<u>-</u>	<u>2</u>	<u>(1)</u>	<u>-</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>	<u>-</u>	<u>-</u>
Revenue Premium											
Risk-based premiums	14	21	18	19	17	29	19	18	35	46	83
Revenue Premium (US \$)	<u>11</u>	<u>16</u>	<u>14</u>	<u>14</u>	<u>13</u>	<u>23</u>	<u>15</u>	<u>15</u>	<u>27</u>	<u>36</u>	<u>64</u>

Lifeco U.S. – Corporate ⁽¹⁾

(C\$MM, unless otherwise stated)

	2019		2018				2017		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Income											
Net investment income	5	-	-	-	16	-	-	-	5	16	16
Total Income	5	-	-	-	16	-	-	-	5	16	16
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	-	-	-	-	-	-	61	-	-	-	-
General expenses	-	2	-	-	9	-	10	-	2	9	9
Restructuring and acquisition expenses	-	-	-	-	-	-	-	-	-	-	-
Loss on assets held for sale	-	-	-	-	-	-	202	-	-	-	-
Other	2	(1)	-	-	(64)	-	1	-	1	(64)	(64)
Total Benefits and Expenses	2	1	-	-	(55)	-	274	-	3	(55)	(55)
Net Earnings (loss) before income taxes	3	(1)	-	-	71	-	(274)	-	2	71	71
Income tax	-	-	-	-	19	-	118	-	-	19	19
Net Earnings (loss) before non-controlling interests	3	(1)	-	-	52	-	(392)	-	2	52	52
Non-controlling interests	-	-	-	-	-	-	(19)	-	-	-	-
Net Earnings (loss) before Capital Allocation	3	(1)	-	-	52	-	(373)	-	2	52	52
Capital Allocation	-	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss) - Common Shareholders	3	(1)	-	-	52	-	(373)	-	2	52	52
Net Earnings - Common Shareholders (US\$) ⁽²⁾	2	(1)	-	-	33	-	(294)	-	1	33	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 2018 includes a net positive impact of \$60m arising from refinancing in the U.S. segment completed in the second quarter of 2018, 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)

Assets	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Cash and cash equivalents	1,162	1,518	1,330	1,158	1,050	854	1,017	893
Bonds	21,679	33,984	33,557	31,639	32,427	32,553	32,190	31,785
Mortgage loans	4,327	6,310	6,440	6,150	6,146	5,811	5,447	5,315
Stocks	192	185	187	186	180	123	112	175
Investment properties	6	6	7	5	5	5	5	5
Loans to policyholders	5,878	5,839	5,979	5,623	5,731	5,577	5,492	5,410
Total invested assets	33,244	47,842	47,500	44,761	45,539	44,923	44,263	43,583
Reinsurance assets	14,650	282	286	282	302	298	287	295
Derivative financial instruments	186	147	167	86	85	45	67	126
Owner occupied properties	192	186	189	163	180	175	172	168
Fixed assets	154	163	168	137	125	100	93	83
Other assets	3,010	3,302	2,957	2,765	2,693	2,764	2,299	2,238
Total other assets	3,542	3,798	3,481	3,151	3,083	3,084	2,631	2,615
Deferred tax assets	651	688	728	699	716	763	700	1,069
Goodwill	181	205	208	198	201	198	194	192
Intangible assets	1,822	1,888	1,922	1,826	1,854	1,821	1,781	2,034
Assets held for sale	-	-	-	-	-	-	169	-
Investments on account of segregated fund policyholders	32,036	32,736	31,816	32,971	33,508	33,983	34,038	33,701
Total assets	86,126	87,439	85,941	83,888	85,203	85,070	84,063	83,489
Liabilities								
Insurance contract liabilities	43,059	43,107	42,760	40,136	40,860	40,355	39,799	39,290
Investment contract liabilities	140	150	152	148	161	165	171	176
	43,199	43,257	42,912	40,284	41,021	40,520	39,970	39,466
Debentures and other debt instruments	2,537	2,703	2,722	2,409	2,484	2,319	2,388	2,204
Other liabilities	2,661	2,480	2,231	2,295	2,304	2,436	2,036	1,975
Deferred tax liabilities	128	156	147	133	125	121	81	297
Investment and insurance contracts on account of segregated fund policyholders	32,036	32,736	31,816	32,971	33,508	33,983	34,038	33,701
Total liabilities	80,561	81,332	79,828	78,092	79,442	79,379	78,513	77,643
Equity								
Non-controlling interests	129	127	140	156	156	206	185	225
Accumulated surplus	3,887	4,288	4,244	4,189	4,076	4,001	4,014	4,312
Accumulated other comprehensive income (loss)	822	970	1,021	746	831	795	639	610
Contributed surplus	727	722	708	705	698	689	712	699
	5,565	6,107	6,113	5,796	5,761	5,691	5,550	5,846
Total liabilities and equity	86,126	87,439	85,941	83,888	85,203	85,070	84,063	83,489
Proprietary mutual funds and institutional net assets	248,253	247,725	235,075	246,151	243,506	235,926	232,623	225,481
Other assets under administration	757,569	742,238	630,881	659,602	642,276	617,388	597,596	567,984
Total assets under administration	1,091,948	1,077,402	951,897	989,641	970,985	938,384	914,282	876,954

Europe



Lifeco Europe Net Earnings – Consolidated

(CSMM)	2019		2018				2017		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Income											
Premium income	5,767	5,242	4,376	5,923	3,870	3,949	3,971	3,832	11,009	7,819	18,118
Regular net investment income	433	326	488	451	445	517	471	418	759	962	1,901
Changes in fair value through profit or loss	724	1,417	46	(565)	(339)	(573)	462	(147)	2,141	(912)	(1,431)
Net investment income	1,157	1,743	534	(114)	106	(56)	933	271	2,900	50	470
Fee and other income	387	398	348	373	395	364	368	348	785	759	1,480
Total Income	7,311	7,383	5,258	6,182	4,371	4,257	5,272	4,451	14,694	8,628	20,068
Benefits and Expenses											
Paid or credited to policyholders	6,482	6,521	4,385	5,345	3,478	3,389	4,513	3,856	13,003	6,867	16,597
Commissions	147	151	158	132	153	154	150	127	298	307	597
General expenses	283	294	299	279	279	279	274	242	577	558	1,136
Restructuring and Acquisition Expenses	-	-	-	67	-	-	5	1	-	-	67
Other	46	49	48	43	44	42	44	37	95	86	177
Total Benefits and Expenses	6,958	7,015	4,890	5,866	3,954	3,864	4,986	4,263	13,973	7,818	18,574
Net Earnings before income taxes	353	368	368	316	417	393	286	188	721	810	1,494
Income tax	42	41	(12)	19	31	18	(95)	(20)	83	49	56
Net Earnings before non-controlling interests	311	327	380	297	386	375	381	208	638	761	1,438
Non-controlling interests	-	(1)	(1)	1	-	-	(1)	-	(1)	-	-
Net Earnings	311	328	381	296	386	375	382	208	639	761	1,438
Preferred share dividends	5	5	5	5	4	5	5	5	10	9	19
Net Earnings before Capital Allocation	306	323	376	291	382	370	377	203	629	752	1,419
Capital Allocation	(24)	(24)	(27)	(28)	(27)	(26)	(19)	(19)	(48)	(53)	(108)
Net Earnings - Common Shareholders	282	299	349	263	355	344	358	184	581	699	1,311
Common Shareholder Net Earnings (loss)											
Insurance & Annuities	207	203	271	240	281	244	250	233	410	525	1,036
Reinsurance ⁽¹⁾	77	97	89	87	97	104	67	(41)	174	201	377
Corporate ⁽²⁾	(2)	(1)	(11)	(64)	(23)	(4)	41	(8)	(3)	(27)	(102)
Total	282	299	349	263	355	344	358	184	581	699	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		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
<i>(C\$MM)</i>											
Income											
Premium income	1,326	782	496	2,809	656	627	968	989	2,108	1,283	4,588
Net investment income	899	1,348	460	(128)	83	70	710	202	2,247	153	485
Fee and other income	385	395	345	370	392	360	361	344	780	752	1,467
Total Income	2,610	2,525	1,301	3,051	1,131	1,057	2,039	1,535	5,135	2,188	6,540
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	1,926	1,828	586	2,360	403	365	1,374	919	3,754	768	3,714
Commissions	115	117	119	106	111	112	114	91	232	223	448
General expenses	259	268	265	252	251	251	247	220	527	502	1,019
Other	35	35	38	35	31	32	27	24	70	63	136
Total Benefits and Expenses	2,335	2,248	1,008	2,753	796	760	1,762	1,254	4,583	1,556	5,317
Net Earnings before income taxes	275	277	293	298	335	297	277	281	552	632	1,223
Income tax	37	42	(11)	24	19	19	2	25	79	38	51
Net Earnings before non-controlling interests	238	235	304	274	316	278	275	256	473	594	1,172
Non-controlling interests	-	-	-	-	-	-	-	-	-	-	-
Net Earnings	238	235	304	274	316	278	275	256	473	594	1,172
Perpetual share dividends	-	-	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	238	235	304	274	316	278	275	256	473	594	1,172
Capital Allocation	(31)	(32)	(33)	(34)	(35)	(34)	(25)	(23)	(63)	(69)	(136)
Net Earnings - Common Shareholders	207	203	271	240	281	244	250	233	410	525	1,036
Sales											
UK / Isle of Man	1,748	1,216	1,096	3,274	1,151	949	809	1,086	2,964	2,100	6,470
Ireland / Germany	5,383	9,965	4,876	3,961	4,384	4,790	6,516	4,276	15,348	9,174	18,011
Total - Insurance & Annuities	7,131	11,181	5,972	7,235	5,535	5,739	7,325	5,362	18,312	11,274	24,481
Revenue Premium											
Risk-based revenue premiums	1,326	782	496	2,809	656	627	968	989	2,108	1,283	4,588
Segregated fund deposits	2,877	2,659	3,660	2,815	2,952	2,791	4,214	2,560	5,536	5,743	12,218
Proprietary mutual funds & institutional deposits	3,727	8,464	2,321	2,217	2,627	2,988	3,475	2,428	12,191	5,615	10,153
	7,930	11,905	6,477	7,841	6,235	6,406	8,657	5,977	19,835	12,641	26,959
UK / Isle of Man	1,827	1,233	1,064	3,245	1,238	954	969	1,125	3,060	2,192	6,501
Ireland / Germany	6,103	10,672	5,413	4,596	4,997	5,452	7,688	4,852	16,775	10,449	20,458
Total - Insurance & Annuities ⁽¹⁾	7,930	11,905	6,477	7,841	6,235	6,406	8,657	5,977	19,835	12,641	26,959

1. Excludes participating policy revenue premiums.

Lifeco Europe – Reinsurance

(C\$MM)	2019		2018				2017		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
Income											
Premium income	4,435	4,454	3,872	3,107	3,209	3,316	2,995	2,837	8,889	6,525	13,504
Net investment income	214	336	73	13	17	(101)	197	59	550	(84)	2
Fee and other income	2	3	3	3	3	4	7	4	5	7	13
Total Income	4,651	4,793	3,948	3,123	3,229	3,219	3,199	2,900	9,444	6,448	13,519
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	4,509	4,633	3,792	2,978	3,066	3,045	3,060	2,921	9,142	6,111	12,881
Commissions	32	34	39	26	42	42	36	36	66	84	149
General expenses	20	21	19	17	18	20	18	16	41	38	74
Other	4	5	4	3	3	5	9	6	9	8	15
Total Benefits and Expenses	4,565	4,693	3,854	3,024	3,129	3,112	3,123	2,979	9,258	6,241	13,119
Net Earnings (loss) before income taxes	86	100	94	99	100	107	76	(79)	186	207	400
Income tax	7	2	2	9	-	1	6	(42)	9	1	12
Net Earnings (loss) before non-controlling interests	79	98	92	90	100	106	70	(37)	177	206	388
Non-controlling interests	-	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss)	79	98	92	90	100	106	70	(37)	177	206	388
Preferred share dividends	-	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss) before Capital Allocation	79	98	92	90	100	106	70	(37)	177	206	388
Capital Allocation	(2)	(1)	(3)	(3)	(3)	(2)	(3)	(4)	(3)	(5)	(11)
Net Earnings (loss) - Common Shareholders ⁽¹⁾	77	97	89	87	97	104	67	(41)	174	201	377
Risk-based revenue premiums	4,435	4,454	3,872	3,107	3,209	3,316	2,995	2,837	8,889	6,525	13,504

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

Lifeco Europe – Participating Account

<i>(C\$MM)</i>	2019		2018				2017		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Income											
Premium income	6	6	8	7	5	6	8	6	12	11	26
Net investment income	41	56	-	1	7	(23)	25	10	97	(16)	(15)
Fee and other income	-	-	-	-	-	-	-	-	-	-	-
Total Income	47	62	8	8	12	(17)	33	16	109	(5)	11
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	45	58	8	7	10	(18)	31	16	103	(8)	7
Commissions	-	-	-	-	-	-	-	-	-	-	-
General expenses	1	1	1	1	-	1	-	1	2	1	3
Other	1	4	-	(1)	2	-	3	(1)	5	2	1
Total Benefits and Expenses	47	63	9	7	12	(17)	34	16	110	(5)	11
Net Earnings (loss) before income taxes	-	(1)	(1)	1	-	-	(1)	-	(1)	-	-
Income tax	-	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss) before non-controlling interests	-	(1)	(1)	1	-	-	(1)	-	(1)	-	-
Non-controlling interests	-	(1)	(1)	1	-	-	(1)	-	(1)	-	-
Net Earnings	-	-	-	-	-	-	-	-	-	-	-
Risk-based revenue premiums	6	6	8	7	5	6	8	6	12	11	26

Lifeco Europe – Corporate

(C\$MM)	2019		2018				2017		YTD 2019	YTD 2018	Fiscal 2018
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3			
Income											
Premium income	-	-	-	-	-	-	-	-	-	-	-
Net investment income	3	3	1	-	(1)	(2)	1	-	6	(3)	(2)
Fee and other income	-	-	-	-	-	-	-	-	-	-	-
Total Income	3	3	1	-	(1)	(2)	1	-	6	(3)	(2)
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	2	2	(1)	-	(1)	(3)	48	-	4	(4)	(5)
Commissions	-	-	-	-	-	-	-	-	-	-	-
General expenses	3	4	14	9	10	7	9	5	7	17	40
Restructuring and acquisition expenses	-	-	-	67	-	-	5	1	-	-	67
Other	6	5	6	6	8	5	5	8	11	13	25
Total Benefits and Expenses	11	11	19	82	17	9	67	14	22	26	127
Net Earnings (loss) before income taxes	(8)	(8)	(18)	(82)	(18)	(11)	(66)	(14)	(16)	(29)	(129)
Income tax	(2)	(3)	(3)	(14)	12	(2)	(103)	(3)	(5)	10	(7)
Net Earnings (loss)	(6)	(5)	(15)	(68)	(30)	(9)	37	(11)	(11)	(39)	(122)
Preferred shareholder dividends	5	5	5	5	4	5	5	5	10	9	19
Net Earnings (loss) before Capital Allocation	(11)	(10)	(20)	(73)	(34)	(14)	32	(16)	(21)	(48)	(141)
Capital Allocation	9	9	9	9	11	10	9	8	18	21	39
Net Earnings (loss) - Common Shareholders ⁽¹⁾	(2)	(1)	(11)	(64)	(23)	(4)	41	(8)	(3)	(27)	(102)

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)

Assets	2019		2018				2017	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Cash and cash equivalents	2,190	2,412	2,383	2,021	2,027	2,048	1,833	1,657
Bonds	42,970	44,128	44,040	43,882	43,196	45,370	41,710	39,804
Mortgage loans	4,817	4,775	4,535	4,296	4,493	4,553	3,596	3,644
Stocks	394	396	379	432	444	424	428	418
Investment properties	2,682	2,840	2,881	2,856	2,928	3,081	2,886	2,834
Loans to policyholders	114	116	116	111	113	111	109	107
Total invested assets	53,167	54,667	54,334	53,598	53,201	55,587	50,562	48,464
Assets held for sale	857	908	897	-	-	-	-	-
Funds withheld by ceding insurers	8,959	9,299	9,251	9,145	9,581	10,070	9,893	9,977
Reinsurance assets	5,642	5,679	5,691	5,476	5,566	5,834	4,639	4,875
Derivative financial instruments	178	148	131	114	130	145	130	112
Owner occupied properties	141	141	146	139	140	144	138	133
Fixed assets	60	60	64	60	61	64	59	56
Other assets	3,345	3,676	3,024	3,078	3,315	3,510	3,157	2,783
Total other assets	3,724	4,025	3,365	3,391	3,646	3,863	3,484	3,084
Deferred tax assets			29	22	41	39	28	21
Goodwill	2,287	2,301	2,325	2,290	2,267	2,300	2,016	2,002
Intangible assets	540	542	553	532	486	500	473	459
Deferred tax assets	21	35	-	-	-	-	-	-
Investments on account of segregated fund policyholders	106,388	105,063	101,078	106,075	106,248	107,322	102,920	96,713
Investments on account of segregated fund policyholders held for sale	3,278	3,432	3,319	-	-	-	-	-
Total assets	184,863	185,951	180,842	180,529	181,036	185,515	174,015	165,595
Liabilities								
Insurance contract liabilities	55,925	56,915	56,029	55,658	55,619	58,678	53,590	52,514
Investment contract liabilities	1,260	1,264	1,238	1,246	1,287	1,316	1,345	1,366
Liabilities held for sale	57,185	58,179	57,267	56,904	56,906	59,994	54,935	53,880
Debt securities and other debt instruments	857	908	897	-	-	-	-	-
Funds held under reinsurance contracts	1,039	1,045	1,087	1,044	1,066	1,107	1,052	1,023
Other liabilities	1,320	1,323	1,312	1,286	1,333	1,405	329	309
Deferred tax liabilities	2,340	2,410	2,329	2,148	2,129	2,071	1,998	1,953
Investment and insurance contracts on account of segregated fund policyholders	446	457	426	440	448	421	442	486
Investment and insurance contracts on account of segregated fund policyholders held for sale	106,388	105,063	101,078	106,075	106,248	107,322	102,920	96,713
Total liabilities	172,853	172,817	167,715	167,897	168,130	172,320	161,676	154,364
Equity								
Non-controlling interests	19	19	20	19	(1)	(1)	(2)	(1)
Share capital								
Perpetual preferred shares	550	550	550	550	550	550	550	550
Accumulated surplus	11,250	12,047	11,915	11,807	11,829	11,722	11,486	10,612
Accumulated other comprehensive income (loss)	191	518	642	256	528	924	305	70
Total liabilities and equity	184,863	185,951	180,842	180,529	181,036	185,515	174,015	165,595
Proprietary mutual funds and institutional net assets	50,221	49,829	40,375	40,399	44,229	43,080	39,521	37,000
Other assets under administration	46,483	45,228	45,024	45,035	41,772	43,231	41,945	39,413
Total assets under administration	281,567	281,008	266,241	265,963	267,037	271,826	255,481	242,008

Lifeco Corporate

(C\$MM)	2019		2018				2017		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
Income											
Premium income	-	-	-	-	-	-	-	-	-	-	-
Net investment income	3	(1)	4	4	2	3	2	1	2	5	13
Fee and other income	-	-	-	-	-	-	-	-	-	-	-
Total Income	3	(1)	4	4	2	3	2	1	2	5	13
Benefits and Expenses											
General expenses	8	6	8	5	5	5	4	6	14	10	23
Other	2	-	-	1	-	-	-	1	2	-	1
Total Benefits and Expenses	10	6	8	6	5	5	4	7	16	10	24
Net Earnings (loss) before income taxes	(7)	(7)	(4)	(2)	(3)	(2)	(2)	(6)	(14)	(5)	(11)
Income tax	(2)	(2)	(1)	(1)	(1)	-	-	(2)	(4)	(1)	(3)
Net Earnings (loss) before non-controlling interests	(5)	(5)	(3)	(1)	(2)	(2)	(2)	(4)	(10)	(4)	(8)
Non-controlling interests	-	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss)	(5)	(5)	(3)	(1)	(2)	(2)	(2)	(4)	(10)	(4)	(8)
Preferred share dividends	-	-	-	-	-	-	2	4	-	-	-
Net Earnings (loss) before Capital Allocation	(5)	(5)	(3)	(1)	(2)	(2)	(4)	(8)	(10)	(4)	(8)
Capital Allocation	-	(1)	(1)	(1)	(1)	(2)	(2)	(1)	(1)	(3)	(5)
Net Earnings (loss) - Common Shareholders	(5)	(6)	(4)	(2)	(3)	(4)	(6)	(9)	(11)	(7)	(13)

Lifeco – Consolidated Source of Earnings

(CSMM)	For the three months ended Jun. 30, 2019					2019	2018					2017		YTD	YTD	Fiscal
	Canada	U.S.	Europe	Corp	Total	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018	
Expected profit on in-force business	296	123	321	(6)	734	704	745	738	723	711	704	682	1,438	1,434	2,917	
Impact of new business	9	(31)	5	-	(17)	(73)	(11)	(30)	(58)	(96)	(18)	(12)	(90)	(154)	(195)	
Experience gains and losses	76	16	(53)	(2)	37	18	(19)	(32)	69	85	83	(91)	55	154	103	
Management actions and changes in assumptions	(16)	(45)	51	-	(10)	151	105	245	232	135	125	152	141	367	717	
Impact of U.S. tax reform on insurance contract liabilities & expenses	-	-	-	-	-	-	-	-	-	-	(119)	-	-	-	-	
Other	-	(202)	-	-	(202)	-	-	(67)	(9)	-	(187)	(1)	(202)	(9)	(76)	
Earnings on surplus (incl. financing charges)	19	19	5	1	44	38	(3)	1	75	17	1	(16)	82	92	90	
Net income before tax	384	(120)	329	(7)	586	838	817	855	1,032	852	589	714	1,424	1,884	3,556	
Taxes (excl. impact of U.S. tax reform)	(75)	23	(42)	2	(92)	(148)	(76)	(130)	(167)	(88)	(64)	(95)	(240)	(255)	(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	309	(97)	287	(5)	494	690	741	725	865	764	409	619	1,184	1,629	3,095	
Non-controlling interests & preferred dividends	(29)	(1)	(5)	-	(35)	(33)	(31)	(36)	(34)	(33)	(36)	(38)	(68)	(67)	(134)	
Impact of U.S. tax reform on non-controlling interests	-	-	-	-	-	-	-	-	-	-	19	-	-	-	-	
Net income - Common Shareholders	280	(98)	282	(5)	459	657	710	689	831	731	392	581	1,116	1,562	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		YTD	YTD	Fiscal
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	2019	2018	2018
Expected profit on in-force business	18	1	6	9	11	4	5	4	19	15	30
Impact of new business	(9)	(8)	(12)	(10)	(8)	(9)	(8)	(5)	(17)	(17)	(39)
Experience gains and losses	3	6	(9)	(1)	(5)	(11)	-	15	9	(16)	(26)
Management actions and changes in assumptions	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	20	-	-	-	-
Earnings on surplus (incl. financing charges)	(6)	-	(33)	(13)	(18)	(11)	(14)	(10)	(6)	(29)	(75)
Net income before tax	6	(1)	(48)	(15)	(20)	(27)	3	4	5	(47)	(110)
Taxes	1	(3)	18	8	13	11	(5)	5	(2)	24	50
Net income before non-controlling interests & preferred dividends	7	(4)	(30)	(7)	(7)	(16)	(2)	9	3	(23)	(60)
Non-controlling interests & preferred dividends	(1)	-	1	(1)	(1)	-	(3)	(3)	(1)	(1)	(1)
Net income - common shareholders	6	(4)	(29)	(8)	(8)	(16)	(5)	6	2	(24)	(61)