

GREAT-WEST LIFECO INC.

Supplemental Information Package For Analysts and Investors (Unaudited) Q4 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 2019 Annual Management's Discussion and Analysis.

Table of Contents

Overview	3	United States	33
Great-West Lifeco Inc.		Consolidated Statements of Earnings	34
Lifeco Financial Highlights	5	Financial Services Consolidated Statements of Earnings	35
Lifeco Common Shareholder Net Earnings	6	Reinsured Insurance & Annuity Business	36
Currency Translation Rates	7	Empower Retirement	37
Financial Strength - Credit Ratings	8	U.S. Other	38
Lifeco Common Shares Outstanding	9	Empower Retirement Participants	39
Lifeco Financial Ratio Highlights	10	Empower Retirement Customer Account Values	40
Lifeco Regulatory Capital Year-over-Year Comparison	11	Asset Management Statements of Earnings	41
Great-West Life Assurance Company - LICAT	12	Asset Management AUM	42
		Participating Account Statements of Earnings	43
Lifeco		Corporate Statements of Earnings	44
Capital Structure	13	U.S. Balance Sheets	45
Statements of Earnings	14		
Balance Sheets	15	Europe	46
Supplemental Balance Sheet Information	16	Consolidated Statements of Earnings	47
Impaired Loans & Credit Losses	17	Insurance & Annuities Statements of Earnings	48
Cash Flow Statements	18	Reinsurance Statements of Earnings	49
Statements of Accumulated and Contributed Surplus	19	Participating Account Statements of Earnings	50
Reconciliation of Accumulated Other Comprehensive Income	20	Corporate Statements of Earnings	51
Sales (New Annualized Premium)	21	Europe Balance Sheets	52
Premiums & Deposits	22		
Fee Income and Other Income	23	Lifeco Corporate Statements of Earnings	53
Expense Summary	24	Lifeco Consolidated Source of Earnings	54
		Putnam Source of Earnings	55
Canada	25		
Consolidated Statements of Earnings	26		
Individual Customer Statements of Earnings	27		
Group Customer Statements of Earnings	28		
Canada Wealth Assets Under Administration	29		
Participating Account Statements of Earnings	30		
Corporate Statements of Earnings	31		
Canada Balance Sheets	32		

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 Life & Annuity Insurance Company, Putnam Investments, LLC and Irish Life Group Limited. Lifeco and its companies have approximately \$1,630 billion in assets under administration. Lifeco is a member of the Power Financial Corporation group of companies.

On April 3, 2019, Lifeco announced that its three Canadian life insurance companies, The Great-West Life Assurance Company, London Life Insurance Company and The Canada Life Assurance Company, were moving to one brand in Canada: Canada Life. Canada Life became the brand under which the organization creates, delivers and communicates products and services in Canada across all of its lines of business. On July 19, 2019, the Corporation announced that the boards of directors of Great-West Life, London Life, Canada Life and their holding companies, Canada Life Financial Corporation and London Insurance Group Inc., had approved plans to proceed with the amalgamation of these five entities into one single life insurance company operating under The Canada Life Assurance Company name. The amalgamation was completed on January 1, 2020.

Investor Relations Contact Information

David McCarthy

Executive Vice-President & Deputy Chief Financial Officer

Great-West Lifeco Inc.
330 University Avenue
Toronto, ON M5G 1R8
Tel: (416) 552-3822
E-mail: david.mccarthy@canadalife.com

Deirdre Neary

Assistant Vice-President, Investor Relations

Great-West Lifeco Inc.
330 University Avenue
Toronto, ON M5G 1R8
Tel: (416) 552-3208
E-mail: deirdre.neary@canadalife.com

Sean Brokop, CFA

Manager, Corporate Finance & Treasury

Great-West Lifeco Inc.
100 Osborne Street
Winnipeg, MB R3C 3A5
Tel: (204) 946-4390
E-mail: sean.brokop@canadalife.com

Great-West Lifeco Inc.



Lifeco Financial Highlights

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

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Premium Income	9,478	9,324	(3,887)	9,595	9,045	10,337	7,905	8,174	24,510	35,461
Net Investment Income	(304)	3,554	4,042	5,815	1,234	207	1,225	86	13,107	2,752
Fee & Other Income	1,515	1,496	2,591	1,479	1,420	1,483	1,483	1,433	7,081	5,819
Total Income	10,689	14,374	2,746	16,889	11,699	12,027	10,613	9,693	44,698	44,032
Net Earnings - Common Shareholders	513	730	459	657	710	689	831	731	2,359	2,961
Net Earnings attributable to Perpetual Preferred Shareholders	33	33	34	33	33	34	33	33	133	133
Net Earnings - Total Shareholders	546	763	493	690	743	723	864	764	2,492	3,094
Earnings per Common Share										
Net Earnings (Basic)	\$0.552	\$0.786	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$2.494	\$2.996
Net Earnings (Diluted)	\$0.552	\$0.785	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.739	\$2.493	\$2.994
Common Shareholder Net Earnings (Loss) - by Segment										
Canada	188	300	280	283	310	315	334	316	1,051	1,275
U.S.	(121)	77	(98)	81	55	113	145	75	(61)	388
Europe	452	357	282	299	349	263	355	344	1,390	1,311
Corporate	(6)	(4)	(5)	(6)	(4)	(2)	(3)	(4)	(21)	(13)
Total	513	730	459	657	710	689	831	731	2,359	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.

Lifeco Common Shareholder Net Earnings

(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Common Shareholder Net Earnings (Loss)										
Canada										
Individual Customer	87	85	135	124	171	165	211	138	431	685
Group Customer	114	206	161	151	144	150	194	142	632	630
Corporate	(13)	9	(16)	8	(5)	-	(71)	36	(12)	(40)
	188	300	280	283	310	315	334	316	1,051	1,275
U.S.										
Financial Services	100	63	62	86	84	121	101	91	311	397
Asset Management	18	13	6	(4)	(29)	(8)	(8)	(16)	33	(61)
Corporate ⁽¹⁾	(239)	1	3	(1)	-	-	52	-	(236)	52
Reinsured Insurance & Annuity Business ^{(2) (3)}	-	-	(169)	-	-	-	-	-	(169)	-
	(121)	77	(98)	81	55	113	145	75	(61)	388
Europe ⁽⁴⁾										
Insurance & Annuities	334	306	207	203	271	240	281	244	1,050	1,036
Reinsurance	124	55	77	97	89	87	97	104	353	377
Corporate ⁽⁵⁾	(6)	(4)	(2)	(1)	(11)	(64)	(23)	(4)	(13)	(102)
	452	357	282	299	349	263	355	344	1,390	1,311
Corporate	(6)	(4)	(5)	(6)	(4)	(2)	(3)	(4)	(21)	(13)
Total	513	730	459	657	710	689	831	731	2,359	2,961

- 1) Q2 2018 includes a net positive impact of \$60m arising from refinancing in the U.S. segment completed in the second quarter of 2018. Q4 2019 includes \$36m (after-tax) of restructuring costs and a charge of \$199m relating to the revaluation of a deferred tax asset.
- 2) 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.
- 3) 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.
- 4) Q4 2019 includes an \$8m (after-tax) net gain on the Scottish Friendly transaction.
- 5) Q3 2018 includes Europe restructuring costs of \$56m (after-tax).

Currency Translation Rates

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
(C\$ / US\$)								
Balance Sheet	1.30	1.32	1.31	1.34	1.36	1.29	1.31	1.29
Income & Expenses	1.32	1.32	1.34	1.33	1.32	1.31	1.29	1.26
(C\$ / £)								
Balance Sheet	1.72	1.63	1.66	1.74	1.74	1.69	1.73	1.81
Income & Expenses	1.70	1.63	1.72	1.73	1.70	1.70	1.76	1.76
(C\$ / €)								
Balance Sheet	1.46	1.44	1.49	1.50	1.56	1.50	1.53	1.59
Income & Expenses	1.46	1.47	1.50	1.51	1.51	1.52	1.54	1.55

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 Morningstar	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

Note: Effective January 1, 2020, Great-West Life, London Life, Canada Life and their holding companies, Canada Life Financial Corporation and London Insurance Group Inc., amalgamated into a single life insurance company operating under The Canada Life Assurance Company name. The ratings of the affected companies were updated to reflect the Company's current corporate structure and are consistent with existing ratings.

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	
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
Q3 2019	928,846,920	-	38,480	-	-	-	-	-	-	928,885,400
Q4 2019	928,885,400	-	395,786	2,000,000	\$32.91	\$65,820,000	-	-	-	927,281,186

12 months ended Dec. 31, 2019

Average common shares outstanding - Basic	946,003,629
Potential exercise of outstanding stock options	522,755
Average common shares outstanding - Diluted	<u>946,526,384</u>

Lifeco Financial Ratio Highlights

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Share Price								
High	\$33.75	\$31.88	\$34.38	\$32.72	\$31.45	\$32.72	\$34.34	\$35.51
Low	\$30.13	\$27.59	\$29.69	\$27.90	\$27.10	\$30.30	\$32.04	\$32.43
Close	\$33.26	\$31.81	\$30.15	\$32.36	\$28.18	\$31.34	\$32.32	\$32.88
Operating EPS								
Operating EPS	\$0.552	\$0.786	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740
Operating EPS Growth (qtr / qtr)	(29.8%)	60.7%	(26.5%)	(7.5%)	3.2%	(16.9%)	13.4%	86.4%
Dividends								
Common Dividends Declared / Share		\$0.4130	\$0.4130	\$0.4130	\$0.4130	\$0.3890	\$0.3890	\$0.3890
Common Dividends Paid / Share	\$0.4130	\$0.4130	\$0.4130	\$0.4130	\$0.3890	\$0.3890	\$0.3890	\$0.3890
Paid Dividend Growth (qtr / qtr)	0.0%	0.0%	0.0%	6.2%	0.0%	0.0%	0.0%	6.0%
Paid Dividend Growth (yr / yr)	6.2%	6.2%	6.2%	6.2%	6.0%	6.0%	6.0%	6.0%
Dividend Payout Ratio ⁽¹⁾	74.8%	52.5%	84.5%	62.1%	54.1%	55.8%	46.4%	52.6%
Dividend Yield (annualized) ⁽²⁾	5.0%	5.2%	5.5%	5.1%	5.5%	5.0%	4.8%	4.7%
Ratios								
P/E Ratio (rolling 4 qtrs - operating earnings)	13.3x	12.0x	11.7x	11.1x	9.4x	11.7x	12.6x	14.2x
P/Book Value Ratio	1.5x	1.5x	1.4x	1.5x	1.3x	1.5x	1.5x	1.6x
ROE ⁽³⁾ (12 Months Trailing)	11.7%	12.4%	12.0%	13.5%	14.0%	12.8%	12.5%	11.4%
Share Information								
Total Shares Outstanding (mm)	927.3	928.9	928.8	988.2	987.7	988.4	989.0	988.6
Majority Shareholder Beneficial Ownership (mm)	657.6	657.6	657.6	709.3	709.3	709.3	709.3	709.3
Public Float Shares (mm)	269.7	271.3	271.2	278.9	278.4	279.1	279.7	279.3
Total Market Capitalization (mm)	\$30,841	\$29,548	\$28,003	\$31,979	\$27,834	\$30,976	\$31,964	\$32,506
Public Float (mm)	\$8,970	\$8,630	\$8,177	\$9,026	\$7,846	\$8,746	\$9,039	\$9,184
Book Value per Share	\$21.53	\$21.02	\$20.84	\$22.07	\$22.08	\$21.25	\$21.22	\$21.01

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 – Year-over-Year Comparison

On January 1, 2020 The Great-West Life Assurance Company, London Life Insurance Company, The Canada Life Assurance Company and their holding companies amalgamated and became one company – The Canada Life Assurance Company. Following the amalgamation, and commencing in Q1 2020, a LICAT ratio will be reported for the amalgamated Canada Life. The LICAT Total ratio of the amalgamated Canada Life is equivalent to that of The Great-West Life Assurance Company.

(C\$MM, unless otherwise stated)

	2019 Q4	2018 Q4	Change YoY	In-Year Movement
Great-West Life Assurance Company				
Tier 1	11,952	12,455		The decrease in Available Capital is the result of dividends paid in the period to support the shareholder dividends of Great-West Lifeco. The dividends included extra amounts in support of the repurchase and cancellation of common shares of Great-West Lifeco during the second quarter of 2019.
Tier 2	3,637	3,686		
Available Capital	15,589	16,141	-3%	
Surplus Allowance and Eligible Deposits	12,625	10,665	18%	Total Capital Resources increased as a result of the increase in Surplus Allowance attributed to both regular business activities and the impact of lower interest rates over the period.
Total Capital Resources	28,214	26,806	5%	
Base Solvency Buffer (includes OSFI scalar 1.05)	20,911	19,165	9%	The increase in Total Base Solvency Buffer over the period is attributed to regular business activities including the addition of new business written.
Total Ratio ⁽¹⁾	135%	140%	-5 pts	
Core Ratio ⁽²⁾	99%	104%	-5 pts	

(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)

	2019 Q4	2018 Q4
Risk-Based Capital (RBC) - US\$		
GWL&A		
Total Adjusted Capital	1,611	1,556
Company Action Level	257	324
Ratio	627% ⁽¹⁾	480%

1) Estimated to be 627% at December 31, 2019

Note: The RBC ratio is included for information only and it is not intended as a means to rank insurers generally or for any other purpose.

Great-West Life Assurance Company – LICAT

(C\$MM unless otherwise stated)

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Available Capital:								
Tier 1 Capital								
Common shares	8,884	8,882	8,882	8,882	8,882	8,882	8,882	8,882
Shareholder Surplus	11,824	11,499	11,071	12,132	12,065	11,853	11,562	11,291
Other Tier 1	2,747	2,374	2,544	2,952	3,103	2,830	3,058	3,349
Less: Goodwill & Intangibles	(8,176)	(8,080)	(8,086)	(8,115)	(8,136)	(8,070)	(7,982)	(8,018)
Less: Other Deductions	(3,327)	(3,072)	(3,277)	(3,447)	(3,459)	(3,180)	(3,122)	(2,968)
Total Tier 1 Capital	11,952	11,603	11,134	12,404	12,455	12,315	12,398	12,536
Tier 2 Capital	3,637	3,466	3,655	3,722	3,686	3,255	3,262	3,212
Available Capital	15,589	15,069	14,789	16,126	16,141	15,570	15,660	15,748
Surplus Allowance and Eligible Deposits	12,625	11,927	11,723	11,137	10,665	10,258	10,130	10,342
Total Capital Resources	28,214	26,996	26,512	27,263	26,806	25,828	25,790	26,090
Base Solvency Buffers								
Non-Participating Business:								
Credit Risk	2,692	2,649	2,610	2,606	2,526	2,439	2,489	2,591
Market Risk	2,306	2,227	2,339	2,415	2,352	2,189	2,208	2,388
Insurance Risk, Net of Adjustable Credits	12,691	11,262	11,516	11,503	11,405	10,841	10,981	11,349
	17,689	16,138	16,465	16,524	16,283	15,469	15,678	16,328
Participating Business Total Risk	2,933	2,983	2,857	2,907	2,812	3,849	3,727	3,725
Less: Diversification & Other Credits	(3,592)	(3,370)	(3,392)	(3,451)	(3,395)	(3,380)	(3,356)	(3,467)
Segregated Fund Guarantee Risk	359	321	317	324	332	275	265	268
Operational Risk	2,526	2,374	2,364	2,275	2,220	2,189	2,190	2,226
Solvency Buffers prior to OSFI scalar	19,915	18,446	18,611	18,579	18,252	18,402	18,504	19,080
Base Solvency Buffer (includes OSFI scalar of 1.05)	20,911	19,368	19,542	19,508	19,165	19,322	19,429	20,034
LICAT Ratios:								
Total Ratio ⁽¹⁾ (OSFI Supervisory Target = 100%)	135%	139%	136%	140%	140%	134%	133%	130%
Core Ratio ⁽²⁾ (OSFI Supervisory Target = 70%)	99%	103%	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	
	Q4	Q3	Q2	Q1	Q4	Q3
Short Term						
Commercial Paper & other short term borrowings	130	131	130	134	135	129
Putnam revolving credit facility	299	159	242	355	340	148
1.96125 % Short-term bank loan due July 16, 2019	-	-	25	-	-	-
2.0175% Short-term bank loan due July 16, 2019	-	-	100	-	-	-
1.96% Short-term bank loan due November 21, 2019	-	225	-	-	-	-
Total Short Term	429	515	497	489	475	277
Capital						
Lifeco						
6.74% Debenture due Nov 24, 2031	194	194	194	194	194	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	500
2.50% Euro Bond Debt due April 18, 2023	728	718	743	747	778	747
1.75% Euro Bond Debt due December 7, 2026	725	715	740	745	774	745
3.337% Debenture due Feb 28, 2028	498	498	498	497	497	497
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)	-	228	226	232	235	223
Lifeco Finance (Delaware)						
4.150% Senior Notes due June 3, 2047 (LP)	894	907	900	921	934	886
Lifeco Finance 2018						
4.047% Senior Notes due May 17, 2028	388	394	391	399	405	385
4.581% Senior Notes due May 17, 2048	643	653	648	663	673	638
Total Debt and Other Loans	5,834	6,157	6,172	6,222	6,300	5,926
Capital Trust Securities						
CLICS	150	150	150	150	150	150
Acquisition related FMV adjustment	9	9	9	9	9	10
	159	159	159	159	159	160
Trust securities held by consolidated group	(37)	(37)	(37)	(37)	(37)	(37)
Capital Trust Securities (externally held)	122	122	122	122	122	123

EQUITY	2019				2018	
	Q4	Q3	Q2	Q1	Q4	Q3
Non-Controlling Interests						
Non-controlling interest in capital stock & surplus	107	121	125	125	138	154
Undistributed Participating Account Surplus						
Great-West Life	595	599	612	614	608	603
London Life	1,866	1,880	1,828	1,830	1,827	1,844
Canada Life	284	303	302	294	288	291
GWL&A	14	14	14	14	14	14
	2,759	2,796	2,756	2,752	2,737	2,752
Total Non-Controlling Interest	2,866	2,917	2,881	2,877	2,875	2,906
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 ⁽¹⁾	213	213	213	213	213	213
Series O Non-Cumulative Floating Rate Preferreds ⁽²⁾	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	5,633	5,633	5,632	7,298	7,283	7,287
Accumulated & Contributed Surplus	13,835	13,744	13,391	13,636	13,481	13,168
Accumulated Other Comprehensive Income (loss)	495	149	337	875	1,045	549
Total Equity Capital	25,543	25,157	24,955	27,400	27,398	26,624

1) 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

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

Lifeco Statements of Earnings

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM, unless otherwise stated)</i>										
Income										
Premium income	9,478	9,324	(3,887)	9,595	9,045	10,337	7,905	8,174	24,510	35,461
Regular net investment income	1,462	1,452	1,797	1,450	1,632	1,578	1,575	1,573	6,161	6,358
Changes in fair value through profit or loss	(1,766)	2,102	2,245	4,365	(398)	(1,371)	(350)	(1,487)	6,946	(3,606)
Net investment income	(304)	3,554	4,042	5,815	1,234	207	1,225	86	13,107	2,752
Fee and other income	1,515	1,496	2,591	1,479	1,420	1,483	1,483	1,433	7,081	5,819
Total Income	10,689	14,374	2,746	16,889	11,699	12,027	10,613	9,693	44,698	44,032
Benefits and Expenses										
Paid or credited to policyholders	7,769	11,440	(30)	13,912	8,686	9,046	7,556	6,780	33,091	32,068
Commissions	650	571	598	610	673	611	596	594	2,429	2,474
Operating expenses	1,298	1,258	1,374	1,301	1,311	1,244	1,241	1,237	5,231	5,033
Premium taxes	128	123	125	130	128	122	124	121	506	495
Financing charges	71	70	72	72	70	69	11	71	285	221
Amortization of finite life intangible assets	60	57	54	53	59	54	50	49	224	212
Restructuring expenses	52	-	-	-	-	67	-	-	52	67
Total Benefits and Expenses	10,028	13,519	2,193	16,078	10,927	11,213	9,578	8,852	41,818	40,570
Net Earnings before income taxes	661	855	553	811	772	814	1,035	841	2,880	3,462
Income Tax - Current	16	26	83	71	78	78	81	84	196	321
- Deferred	127	21	(30)	59	(28)	29	72	(7)	177	66
Net Earnings before non-controlling interests	518	808	500	681	722	707	882	764	2,507	3,075
Non-controlling interests	(28)	45	7	(9)	(21)	(16)	18	-	15	(19)
Net Earnings	546	763	493	690	743	723	864	764	2,492	3,094
Perpetual preferred share dividends	33	33	34	33	33	34	33	33	133	133
Net Earnings - Common Shareholders	513	730	459	657	710	689	831	731	2,359	2,961
Earnings per Common Share										
Net Earnings (Basic)	\$0.552	\$0.786	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.740	\$2.494	\$2.996
Net Earnings (Diluted)	\$0.552	\$0.785	\$0.489	\$0.665	\$0.719	\$0.697	\$0.839	\$0.739	\$2.493	\$2.994
Average number of shares outstanding (MM) - basic	928.9	928.9	939.3	987.8	988.0	988.7	989.1	988.6	946.0	988.6
Average number of shares outstanding (MM) - diluted	929.6	929.2	940.0	988.1	988.0	989.4	990.0	989.7	946.5	989.1
Effective tax rate	21.6%	5.5%	9.6%	16.0%	6.4%	13.1%	14.8%	9.1%	13.0%	11.2%

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

Lifeco Balance Sheets

(C\$MM)

Assets

Government bonds	47,149	47,899	47,360	48,731
Corporate bonds	67,879	67,994	66,267	77,568
Total bonds ⁽¹⁾	115,028	115,893	113,627	126,299
Mortgage loans	24,268	24,141	23,605	25,509
Stocks	10,375	10,086	9,833	10,063
Investment properties	5,887	5,542	5,416	5,449
Loans to policyholders	8,601	8,717	8,917	8,826
Cash and cash equivalents	4,628	3,853	3,835	4,481
Total invested assets	168,787	168,232	165,233	180,627
Funds withheld by ceding insurers	8,714	8,791	8,959	9,299
Reinsurance assets	20,707	21,195	20,479	6,124
Premiums in course of collection, accounts and interest receivable	5,881	5,321	5,718	6,074
Current income taxes	236	264	222	185
Derivative financial instruments	451	694	655	496
Owner occupied properties	727	733	732	724
Fixed assets	455	452	452	445
Other assets	3,110	3,051	2,956	2,996
Deferred tax assets	693	876	906	928
Goodwill	6,505	6,490	6,492	6,530
Intangible assets	3,879	3,875	3,866	3,931
Assets held for sale	-	876	857	908
Investments on account of segregated fund policyholders	231,022	222,604	221,092	219,793
Investments on account of segregated fund policyholders held for sale	-	3,172	3,278	3,432

Total assets

Liabilities

Insurance contract liabilities	174,521	174,433	171,490	170,790
Investment contract liabilities	1,656	1,721	1,714	1,729
	176,177	176,154	173,204	172,519
Liabilities held for sale	-	876	857	908
Debentures and other debt instruments	5,993	6,316	6,331	6,381
Funds held under reinsurance contracts	1,433	1,410	1,381	1,381
Other liabilities	9,883	9,810	9,642	9,442
Deferred tax liabilities	1,116	1,127	1,157	1,236
Investment and insurance contracts on account of segregated fund policyholders	231,022	222,604	221,092	219,793
Investment and insurance contracts on account of segregated fund policyholders held for sale	-	3,172	3,278	3,432
Total liabilities	425,624	421,469	416,942	415,092

Equity

Non-controlling interests	2,866	2,917	2,881	2,877
Share capital				
Perpetual preferred shares	2,714	2,714	2,714	2,714
Common shares	5,633	5,633	5,632	7,298
Accumulated surplus	13,660	13,578	13,231	13,483
Accumulated other comprehensive income (loss)	495	149	337	875
Contributed surplus	175	166	160	153
	25,543	25,157	24,955	27,400
Total liabilities and equity	451,167	446,626	441,897	442,492

Proprietary mutual funds and institutional assets

Proprietary mutual funds and institutional assets	320,548	308,425	305,252	304,230
Other assets under administration	857,966	841,700	820,808	804,202
Total assets under administration	1,629,681	1,596,751	1,567,957	1,550,924

2019

Q4	Q3	Q2	Q1
47,149	47,899	47,360	48,731
67,879	67,994	66,267	77,568
115,028	115,893	113,627	126,299
24,268	24,141	23,605	25,509
10,375	10,086	9,833	10,063
5,887	5,542	5,416	5,449
8,601	8,717	8,917	8,826
4,628	3,853	3,835	4,481
168,787	168,232	165,233	180,627
8,714	8,791	8,959	9,299
20,707	21,195	20,479	6,124
5,881	5,321	5,718	6,074
236	264	222	185
451	694	655	496
727	733	732	724
455	452	452	445
3,110	3,051	2,956	2,996
693	876	906	928
6,505	6,490	6,492	6,530
3,879	3,875	3,866	3,931
-	876	857	908
231,022	222,604	221,092	219,793
-	3,172	3,278	3,432
451,167	446,626	441,897	442,492

2018

Q4	Q3	Q2	Q1
48,787	48,608	47,728	49,620
76,075	73,501	74,709	74,885
124,862	122,109	122,437	124,505
25,014	24,198	24,206	23,855
9,290	9,350	9,226	8,725
5,218	5,064	5,098	5,217
8,929	8,530	8,611	8,408
4,168	3,882	3,794	3,595
177,481	173,133	173,372	174,305
9,251	9,145	9,581	10,070
6,126	5,895	6,095	6,265
5,202	5,105	4,990	5,436
218	194	224	226
417	396	382	351
731	699	720	718
448	392	372	317
2,567	2,650	2,604	2,622
981	916	937	1,008
6,548	6,501	6,480	6,508
3,976	3,849	3,821	3,794
897	-	-	-
209,527	220,207	221,117	221,031
3,319	-	-	-
427,689	429,082	430,695	432,651
166,720	163,376	163,898	165,648
1,711	1,722	1,769	1,777
168,431	165,098	165,667	167,425
897	-	-	-
6,459	6,086	6,191	6,085
1,367	1,338	1,383	1,452
9,081	8,487	8,504	9,014
1,210	1,242	1,213	1,209
209,527	220,207	221,117	221,031
3,319	-	-	-
400,291	402,458	404,075	406,216
2,875	2,906	2,917	2,948
2,714	2,714	2,714	2,714
7,283	7,287	7,291	7,268
13,342	13,032	12,742	12,311
1,045	549	828	1,073
139	136	128	121
27,398	26,624	26,620	26,435
427,689	429,082	430,695	432,651
281,664	293,766	294,890	285,843
689,520	718,410	697,680	673,597
1,398,873	1,441,258	1,423,265	1,392,091

1) Includes short-term bonds

Lifeco Supplemental Balance Sheet Information

(C\$MM, unless otherwise stated)

Bond Portfolio Quality

Canada

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
AAA	7,645	7,882	7,857	7,944	7,845	8,331	8,369	8,765
AA	12,007	11,230	10,857	10,599	10,274	9,976	10,187	10,337
A	17,635	18,417	18,101	17,768	17,259	17,201	17,369	17,104
BBB	9,943	10,058	9,746	9,378	9,020	8,515	8,237	7,871
BB or Lower	124	90	90	105	77	78	76	76
Total	47,354	47,677	46,651	45,794	44,475	44,101	44,238	44,153

U.S.

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
AAA	5,629	5,784	5,723	7,090	7,066	6,681	6,801	6,970
AA	2,797	2,929	2,839	5,188	5,196	4,830	5,075	5,006
A	6,912	7,214	7,040	11,113	10,960	10,586	10,972	10,908
BBB	5,218	5,083	4,451	9,939	9,796	9,060	9,063	8,993
BB or Lower	230	360	353	542	465	422	449	493
Total	20,786	21,370	20,406	33,872	33,483	31,579	32,360	32,370

Europe

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
AAA	5,229	5,368	5,065	5,310	5,751	5,564	5,676	6,247
AA	17,326	16,846	17,022	17,356	16,927	17,120	16,143	17,308
A	12,596	12,783	12,717	12,875	12,637	12,823	12,773	13,104
BBB	6,761	6,629	6,488	6,451	6,715	6,292	6,414	6,656
BB or Lower	164	134	132	364	408	415	434	524
Total	42,076	41,760	41,424	42,356	42,438	42,214	41,440	43,839

Total Bond Portfolio Quality

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
AAA	18,503	19,034	18,645	20,344	20,662	20,576	20,846	21,982
AA	32,130	31,005	30,718	33,143	32,397	31,926	31,405	32,651
A	37,143	38,414	37,858	41,756	40,856	40,610	41,114	41,116
BBB	21,922	21,770	20,685	25,768	25,531	23,867	23,714	23,520
BB or Lower	518	584	575	1,011	950	915	959	1,093
Total ⁽¹⁾	110,216	110,807	108,481	122,022	120,396	117,894	118,038	120,362

1. Excludes short term bonds.

(C\$B)

Bonds unrealized Gain / Loss

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Unrealized Gains	8.6	10.4	8.7	7.7	5.6	6.3	7.5	8.2
Unrealized Losses	(0.2)	(0.2)	(0.2)	(0.4)	(1.4)	(1.5)	(1.2)	(0.9)
Net Gains / Losses	8.4	10.2	8.5	7.3	4.2	4.8	6.3	7.3

Segregated Fund Net Assets

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Stocks, mutual funds and units in unit trusts	160,109	152,228	150,831	150,750	140,809	153,257	152,752	150,992
Bonds	44,973	44,960	43,657	42,915	42,142	41,385	42,746	43,113
Mortgage loans	2,670	2,724	2,719	2,741	2,746	2,705	2,693	2,660
Investment properties	12,986	12,871	12,849	12,696	12,319	11,979	11,783	11,842
Cash & other	10,284	9,821	11,036	10,691	11,511	10,881	11,143	12,424
Total	231,022	222,604	221,092	219,793	209,527	220,207	221,117	221,031

Mortgage Loan Portfolio

	Non-Insured		Total
	Insured	Insured	
Q4 2019			
Single-family residential	572	1,497	2,069
Multi-family residential	3,569	3,435	7,004
Equity Release	-	1,314	1,314
Commercial	267	13,614	13,881
Total Mortgage Loans	4,408	19,860	24,268
Q3 2019			
Single-family residential	583	1,491	2,074
Multi-family residential	3,711	3,468	7,179
Equity Release	-	1,160	1,160
Commercial	272	13,456	13,728
Total Mortgage Loans	4,566	19,575	24,141
Q2 2019			
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

Lifeco Impaired Loans and Credit Losses

(C\$MM)

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Gross Impaired Loans								
Fair value through profit or loss ⁽¹⁾	19	117	118	236	164	175	182	186
Available for sale	16	18	18	31	31	32	34	34
Loans & receivables	80	84	86	21	48	47	62	65
Total	115	219	222	288	243	254	278	285
Canada	-	1	1	1	2	1	1	2
US	35	134	135	265	195	203	212	215
Europe	80	84	86	22	46	50	65	68
Total	115	219	222	288	243	254	278	285
Impaired Investment Provisions								
Fair value through profit or loss ⁽¹⁾	(2)	(20)	(16)	(15)	(14)	(17)	(16)	(16)
Available for sale	-	(1)	(1)	-	1	(3)	(2)	(3)
Loans & receivables	51	50	51	9	20	20	27	29
Total	49	29	34	(6)	7	-	9	10
Canada	-	-	-	-	-	-	-	-
US	(2)	(20)	(16)	(13)	(12)	(18)	(16)	(17)
Europe	51	49	50	7	19	18	25	27
Total	49	29	34	(6)	7	-	9	10
Carrying Amount	66	190	188	294	236	254	269	275
Provisions for Future Credit Losses in Insurance Contract Liabilities	2,575	2,385	2,439	2,657	2,595	2,988	3,012	3,020

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

Lifeco Cash Flow Statements

(CSMM)

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Operations										
Net earnings before income taxes	661	855	553	811	772	814	1,035	841	2,880	3,462
Income taxes paid, net of refunds received	(30)	(61)	(107)	(37)	(97)	(128)	(80)	(123)	(235)	(428)
Adjustments:									-	-
Change in insurance and investment contract liabilities	(1,789)	3,032	3,963	5,206	133	421	(128)	(805)	10,412	(379)
Change in funds held by ceding insurers	278	195	19	78	182	153	97	231	570	663
Change in funds held under reinsurance contracts	(50)	55	61	15	(12)	(14)	(7)	(4)	81	(37)
Change in reinsurance assets	379	(481)	(626)	(172)	(7)	82	(48)	24	(900)	51
Changes in fair value through profit or loss	1,766	(2,102)	(2,245)	(4,365)	398	1,371	350	1,487	(6,946)	3,606
Other	76	(222)	1,121	(727)	196	(88)	(60)	(492)	248	(444)
	1,291	1,271	2,739	809	1,565	2,611	1,159	1,159	6,110	6,494
Financing Activities										
Issue of common shares	13	1	10	15	1	1	26	11	39	39
Purchased and cancelled common shares	(66)	-	(2,000)	-	(21)	(19)	(14)	(15)	(2,066)	(69)
Substantial issuer bid transaction costs	-	-	(3)	-	-	-	-	-	(3)	-
Increase (decrease) in line of credit of subsidiary	145	(86)	(107)	20	178	(39)	(26)	(94)	(28)	19
Issue of debentures and senior notes	-	-	-	-	-	-	1,014	498	-	1,512
Repayment of debentures	(232)	-	-	-	-	-	(896)	(200)	(232)	(1,096)
Increase (decrease) in debentures and other debt instruments	(224)	101	123	1	(1)	-	18	(18)	1	(1)
Dividends paid on common shares	(384)	(384)	(383)	(408)	(384)	(384)	(385)	(385)	(1,559)	(1,538)
Dividends paid on preferred shares	(33)	(33)	(34)	(33)	(33)	(34)	(33)	(33)	(133)	(133)
Cash flow from financing activities	(781)	(401)	(2,394)	(405)	(260)	(475)	(296)	(236)	(3,981)	(1,267)
Investment Activities										
Bond sales and maturities	6,807	5,281	7,414	5,653	5,884	5,966	6,474	6,677	25,155	25,001
Mortgage loan repayments	908	463	725	436	652	724	777	655	2,532	2,808
Stock sales	714	703	869	528	474	1,522	461	482	2,814	2,939
Investment property sales	(3)	-	1	7	43	-	8	12	5	63
Change in loans to policyholders	33	245	(275)	13	(90)	(8)	(113)	3	16	(208)
Proceeds from assets held for sale	-	-	-	-	-	-	-	169	-	169
Business acquisitions, net of cash and equivalents acquired	-	-	-	-	-	(57)	-	(222)	-	(279)
Change in cash and cash equivalents related to transfer of business	(4)	-	-	-	-	-	-	-	(4)	-
Change in cash and cash equivalents classified as held for sale	(39)	9	(1)	31	(112)	-	-	-	-	(112)
Investment in bonds	(6,376)	(5,638)	(8,033)	(5,040)	(5,714)	(7,498)	(6,290)	(6,951)	(25,087)	(26,453)
Investment in mortgage loans	(813)	(999)	(1,021)	(983)	(943)	(941)	(1,268)	(1,094)	(3,816)	(4,246)
Investment in stocks	(800)	(724)	(512)	(474)	(1,228)	(1,638)	(635)	(601)	(2,510)	(4,102)
Investment in investment properties	(203)	(165)	(62)	(214)	(136)	(58)	(29)	(133)	(644)	(356)
Cash flow from investment activities	224	(825)	(895)	(43)	(1,170)	(1,988)	(615)	(1,003)	(1,539)	(4,776)
Effect of changes in exchange rates on cash & cash equivalents	41	(27)	(96)	(48)	151	(60)	(49)	124	(130)	166
Increase (decrease) in cash and cash equivalents	775	18	(646)	313	286	88	199	44	460	617
Cash and cash equivalents, beginning of period	3,853	3,835	4,481	4,168	3,882	3,794	3,595	3,551	4,168	3,551
Cash and cash equivalents, end of period	4,628	3,853	3,835	4,481	4,168	3,882	3,794	3,595	4,628	4,168

Statements of Accumulated and Contributed Surplus

Lifeco Accumulated & Contributed Surplus								
(C\$MM)	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Balance, beginning of year	13,481	13,481	13,481	13,481	12,241	12,241	12,241	12,241
Change in accounting policy	(109)	(109)	(109)	(109)	(64)	(64)	(64)	(64)
Revised balance, beginning of year	13,372	13,372	13,372	13,372	12,177	12,177	12,177	12,177
Net earnings - YTD	2,492	1,946	1,183	690	3,094	2,351	1,628	764
Stock option expense	37	28	20	11	38	34	26	16
Share issue / redemption ⁽¹⁾	(1,717)	(1,662)	(1,660)	(30)	(95)	(78)	(64)	(50)
Share capital carrying value adjustment ⁽²⁾	1,304	1,304	1,304	-	-	-	-	-
Dividends to shareholders								
Preferred shareholders	(133)	(100)	(67)	(33)	(133)	(100)	(66)	(33)
Common shareholders	(1,559)	(1,175)	(791)	(408)	(1,538)	(1,154)	(770)	(385)
Other	39	31	30	34	(62)	(62)	(61)	(57)
Balance, end of period	13,835	13,744	13,391	13,636	13,481	13,168	12,870	12,432

Lifeco Surplus - Participating Account								
(C\$MM)	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Balance, beginning of period	2,737	2,737	2,737	2,737	2,771	2,771	2,771	2,771
Net earnings before policyholder dividend - YTD	1,374	1,071	700	346	1,332	1,004	695	343
Participating policyholder dividend	(1,364)	(1,031)	(704)	(356)	(1,352)	(1,004)	(678)	(343)
Other	12	19	23	25	(14)	(19)	(6)	(8)
Balance, end of period	2,759	2,796	2,756	2,752	2,737	2,752	2,782	2,763
By Company:								
Great-West Life	595	599	612	614	608	603	623	619
London Life	1,866	1,880	1,828	1,830	1,827	1,844	1,797	1,786
Canada Life	284	303	302	294	288	291	347	343
GWL&A	14	14	14	14	14	14	15	15
	2,759	2,796	2,756	2,752	2,737	2,752	2,782	2,763

1) Q2 2019 includes (\$1,628m) for excess of redemption proceeds over stated capital per Substantial Issuer Bid

2) Q2 2019 includes \$1,304m for common share carrying value adjustment per Substantial Issuer Bid

Reconciliation of Accumulated Other Comprehensive Income

Comprehensive Income										
(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Net Earnings	546	763	493	690	743	723	864	764	2,492	3,094
Other comprehensive income (loss) net of income taxes										
Unrealized foreign exchange gains (losses) on translation of foreign operations	302	(183)	(466)	(214)	684	(334)	(339)	755	(561)	766
Unrealized foreign exchange gains (losses) on euro debt designated as hedge of net investment in foreign operations	(18)	43	9	52	(52)	26	52	(69)	86	(43)
Unrealized gains (losses) on available for sale assets (after-tax)	(75)	63	77	130	37	(47)	(10)	(72)	195	(92)
Realized gains on available-for-sale assets (after-tax)	(22)	(16)	(20)	(5)	(1)	2	3	1	(63)	5
Unrealized gains (losses) on cash flow hedges (after-tax)	(1)	1	1	1	-	-	(2)	21	2	19
Realized gains on cash flow hedges (after-tax)	-	-	-	-	-	-	(61)	9	-	(52)
Non-controlling interests (after-tax)	20	3	(8)	(54)	(6)	21	4	6	(39)	25
Total Items that may be reclassified	206	(89)	(407)	(90)	662	(332)	(353)	651	(380)	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)	152	(100)	(143)	(88)	(183)	59	116	37	(179)	29
Non-controlling interests (after-tax)	(12)	1	12	8	17	(6)	(8)	(1)	9	2
	140	(99)	(131)	(80)	(166)	53	108	36	(170)	31
Total other comprehensive income (loss)	346	(188)	(538)	(170)	496	(279)	(245)	687	(550)	659
Comprehensive income	892	575	(45)	520	1,239	444	619	1,451	1,942	3,753

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

(C\$MM)	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Balance, beginning of year	1,045	1,045	1,045	1,045	386	386	386	386
Other comprehensive income	(550)	(896)	(708)	(170)	659	163	442	687
Disposal of investment in associate	-	-	-	-	-	-	-	-
Balance, end of period	495	149	337	875	1,045	549	828	1,073

Lifeco Sales (New Annualized Premium)

(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
New Annualized Premium										
Canada										
Individual Customer	2,718	2,020	2,223	2,357	2,479	2,030	2,253	2,525	9,318	9,287
Group Customer	891	1,500	717	823	968	847	787	1,297	3,931	3,899
Total Canada	3,609	3,520	2,940	3,180	3,447	2,877	3,040	3,822	13,249	13,186
U.S.										
Financial Services	15,798	16,885	11,807	61,298	14,597	10,156	9,506	11,841	105,788	46,100
Asset Management	15,983	14,360	12,406	14,550	17,483	14,128	15,002	13,235	57,299	59,848
Total U.S.	31,781	31,245	24,213	75,848	32,080	24,284	24,508	25,076	163,087	105,948
Europe										
Insurance & Annuities	6,566	7,098	7,131	11,181	5,972	7,235	5,535	5,739	31,976	24,481
Total New Annualized Premium	41,956	41,863	34,284	90,209	41,499	34,396	33,083	34,637	208,312	143,615

Lifeco Premiums & Deposits

<i>(C\$MM)</i>	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Premiums & Deposits										
Canada										
Individual Customer	3,110	2,490	2,511	2,508	2,862	2,419	2,564	2,616	10,619	10,461
Group Customer	4,119	4,563	3,909	4,136	3,776	3,850	3,774	4,437	16,727	15,837
Total Canada	7,229	7,053	6,420	6,644	6,638	6,269	6,338	7,053	27,346	26,298
U.S.										
Financial Services ⁽¹⁾	3,497	3,310	3,083	3,286	3,105	3,230	3,182	3,110	13,176	12,627
Asset Management	15,983	14,360	12,406	14,550	17,483	14,128	15,002	13,235	57,299	59,848
Total U.S.	19,480	17,670	15,489	17,836	20,588	17,358	18,184	16,345	70,475	72,475
Europe										
Insurance & Annuities	7,931	7,596	7,936	11,911	6,485	7,848	6,240	6,412	35,374	26,985
Reinsurance	4,456	4,098	4,435	4,454	3,872	3,107	3,209	3,316	17,443	13,504
Total Europe	12,387	11,694	12,371	16,365	10,357	10,955	9,449	9,728	52,817	40,489
Total Revenue Premium	39,096	36,417	34,280	40,845	37,583	34,582	33,971	33,126	150,638	139,262
Summary										
Risk-based premiums	9,478	9,324	10,002	9,595	9,045	10,337	7,905	8,174	38,399	35,461
ASO premiums	841	813	830	811	802	744	774	748	3,295	3,068
Segregated fund deposits										
Individual	5,446	4,146	3,723	3,632	4,705	3,833	4,142	3,988	16,947	16,668
Group	1,913	1,999	1,732	2,094	1,641	1,790	1,954	2,422	7,738	7,807
Proprietary mutual funds & institutional deposits	21,418	20,135	17,993	24,713	21,390	17,878	19,196	17,794	84,259	76,258
	39,096	36,417	34,280	40,845	37,583	34,582	33,971	33,126	150,638	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.

Lifeco Fee and Other Income

(C\$MM)

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Fee and Other Income										
Canada										
Segregated funds	270	270	268	254	264	275	272	271	1,062	1,082
ASO contracts	53	51	50	51	50	48	50	48	205	196
Other	134	126	122	117	114	114	111	119	499	458
Total Canada	457	447	440	422	428	437	433	438	1,766	1,736
U.S.										
Segregated funds	12	12	19	21	37	15	15	22	64	89
Asset Management	303	296	298	285	285	302	295	290	1,182	1,172
Other	364	357	367	353	322	356	345	319	1,441	1,342
Life insurance and annuity reinsurance ceding commission ⁽¹⁾	-	-	1,080	-	-	-	-	-	1,080	-
Total U.S.	679	665	1,764	659	644	673	655	631	3,767	2,603
Europe										
Segregated funds & Other	379	384	387	398	348	373	395	364	1,548	1,480
Total Europe	379	384	387	398	348	373	395	364	1,548	1,480
Total Fee and Other Income	1,515	1,496	2,591	1,479	1,420	1,483	1,483	1,433	7,081	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.

Lifeco Expense Summary

(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Operating Expenses										
Canada	451	417	417	444	452	406	414	416	1,729	1,688
U.S.	543	555	666	557	552	554	543	537	2,321	2,186
Europe	298	283	283	294	299	279	279	279	1,158	1,136
Lifeco Corporate	6	3	8	6	8	5	5	5	23	23
Total Operating Expenses	1,298	1,258	1,374	1,301	1,311	1,244	1,241	1,237	5,231	5,033
Investment Expenses	43	46	41	36	34	31	32	31	166	128
Total Operating & Investment Expenses	1,341	1,304	1,415	1,337	1,345	1,275	1,273	1,268	5,397	5,161

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

Canada



Lifeco Canada Net Earnings – Consolidated

(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Premium income	3,587	3,606	3,225	3,087	3,535	3,266	3,141	3,151	13,505	13,093
Regular net investment income	680	732	717	656	667	663	666	612	2,785	2,608
Changes in fair value through profit or loss	(445)	366	954	2,282	(554)	(646)	249	(334)	3,157	(1,285)
Net investment income	235	1,098	1,671	2,938	113	17	915	278	5,942	1,323
Fee and other income	457	447	440	422	428	437	433	438	1,766	1,736
Total Income	4,279	5,151	5,336	6,447	4,076	3,720	4,489	3,867	21,213	16,152
Benefits and Expenses										
Paid or credited to policyholders	3,111	3,867	4,118	5,172	2,733	2,468	3,184	2,639	16,268	11,024
Commissions	390	341	336	341	390	347	312	315	1,408	1,364
General expenses	451	417	417	444	452	406	414	416	1,729	1,688
Other	156	148	144	145	148	140	138	137	593	563
Total Benefits and Expenses	4,108	4,773	5,015	6,102	3,723	3,361	4,048	3,507	19,998	14,639
Net Earnings before income taxes	171	378	321	345	353	359	441	360	1,215	1,513
Income tax	12	31	36	70	65	65	92	46	149	268
Net Earnings before non-controlling interests	159	347	285	275	288	294	349	314	1,066	1,245
Non-controlling interests	(30)	47	4	(8)	(19)	(19)	17	-	13	(21)
Net Earnings	189	300	281	283	307	313	332	314	1,053	1,266
Preferred share dividends	29	28	29	28	28	29	29	28	114	114
Net Earnings before Capital Allocation	160	272	252	255	279	284	303	286	939	1,152
Capital Allocation	28	28	28	28	31	31	31	30	112	123
Net Earnings - Common Shareholders	188	300	280	283	310	315	334	316	1,051	1,275
Common Shareholder Net Earnings (loss)										
Individual Customer	87	85	135	124	171	165	211	138	431	685
Group Customer	114	206	161	151	144	150	194	142	632	630
Corporate	(13)	9	(16)	8	(5)	-	(71)	36	(12)	(40)
Total	188	300	280	283	310	315	334	316	1,051	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.

Lifeco Canada – Individual Customer

		2019				2018				Fiscal 2019	Fiscal 2018
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(CSMM)</i>											
Income											
	Premium income	381	375	361	372	385	392	361	370	1,489	1,508
	Net investment income	(170)	377	718	1,140	65	(265)	256	23	2,065	79
	Fee and other income	258	252	248	237	242	253	252	250	995	997
	Total Income	469	1,004	1,327	1,749	692	380	869	643	4,549	2,584
Benefits and Expenses											
	Paid or credited to policyholders and beneficiaries	94	659	896	1,318	199	(90)	412	196	2,967	717
	Commissions	139	132	135	125	135	132	124	129	531	520
	General expenses	120	109	120	122	121	110	76	127	471	434
	Other	18	14	18	19	16	15	19	8	69	58
	Total Benefits and Expenses	371	914	1,169	1,584	471	167	631	460	4,038	1,729
Net Earnings before income taxes		98	90	158	165	221	213	238	183	511	855
	Income tax	7	2	19	38	47	45	24	41	66	157
Net Earnings before Capital Allocation		91	88	139	127	174	168	214	142	445	698
	Capital Allocation	(4)	(3)	(4)	(3)	(3)	(3)	(3)	(4)	(14)	(13)
Net Earnings - Common Shareholders		87	85	135	124	171	165	211	138	431	685
Sales	Participating Universal Life	90	68	62	74	108	76	56	48	294	288
	Term/Permanent	16	12	12	8	14	13	12	9	48	48
	Third party	12	12	15	12	14	12	11	11	51	48
	Third party	-	1	-	-	-	-	1	-	1	1
	Total Individual Life	118	93	89	94	136	101	80	68	394	385
	Critical Illness	6	5	5	4	5	4	5	4	20	18
	Disability	4	4	4	3	4	4	3	4	15	15
	Total Living Benefits	10	9	9	7	9	8	8	8	35	33
	Total Individual Insurance	128	102	98	101	145	109	88	76	429	418
	Risk-based	123	116	103	120	129	124	98	126	462	477
Segregated funds	1,450	932	988	1,072	1,277	1,016	1,097	1,314	4,442	4,704	
Proprietary mutual funds	364	321	379	392	339	280	409	388	1,456	1,416	
Third party	653	549	655	672	589	501	561	621	2,529	2,272	
Total Individual Wealth	2,590	1,918	2,125	2,256	2,334	1,921	2,165	2,449	8,889	8,869	
Total Individual Customer Sales	2,718	2,020	2,223	2,357	2,479	2,030	2,253	2,525	9,318	9,287	
Revenue Premium	Risk Based Premiums										
	Participating	1,428	1,128	1,150	1,061	1,412	1,086	1,087	1,001	4,767	4,586
	Individual Life	249	244	234	241	243	243	231	242	968	959
	Living Benefits	89	87	88	88	89	86	84	85	352	344
	Total Individual Insurance	1,766	1,459	1,472	1,390	1,744	1,415	1,402	1,328	6,087	5,889
	Risk-based revenue premiums	43	44	39	43	54	63	45	43	169	205
	Segregated funds deposits	1,021	716	689	769	738	711	774	922	3,195	3,145
	Proprietary mutual fund deposits	280	271	311	306	326	230	343	323	1,168	1,222
	Total Individual Wealth	1,344	1,031	1,039	1,118	1,118	1,004	1,162	1,288	4,532	4,572
	Total Individual Customer Revenue Premium	3,110	2,490	2,511	2,508	2,862	2,419	2,564	2,616	10,619	10,461

Lifeco Canada – Group Customer

	2019				2018				Fiscal 2019	Fiscal 2018	
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1			
<i>(C\$MM)</i>											
Income											
Premium income	1,778	2,103	1,714	1,654	1,738	1,788	1,693	1,780	7,249	6,999	
Net investment income	86	159	255	298	159	67	127	128	798	481	
Fee and other income	184	179	175	170	172	173	170	170	708	685	
Total Income	2,048	2,441	2,144	2,122	2,069	2,028	1,990	2,078	8,755	8,165	
Benefits and Expenses											
Paid or credited to policyholders and beneficiaries	1,504	1,802	1,566	1,521	1,492	1,471	1,406	1,517	6,393	5,886	
Commissions	100	95	92	100	91	87	86	95	387	359	
General expenses	225	205	216	231	227	211	213	213	877	864	
Other	61	61	61	62	61	59	55	58	245	233	
Total Benefits and Expenses	1,890	2,163	1,935	1,914	1,871	1,828	1,760	1,883	7,902	7,342	
Net Earnings before income taxes	158	278	209	208	198	200	230	195	853	823	
Income tax	42	69	46	55	52	48	34	51	212	185	
Net Earnings before Capital Allocation	116	209	163	153	146	152	196	144	641	638	
Capital Allocation	(2)	(3)	(2)	(2)	(2)	(2)	(2)	(2)	(9)	(8)	
Net Earnings - Common Shareholders	114	206	161	151	144	150	194	142	632	630	
Sales	Small/mid-size case	75	75	74	80	115	90	65	67	304	337
	Large case	30	150	21	97	31	9	111	280	298	431
	Creditor/Direct marketing	(3)	12	14	9	5	5	75	14	32	99
	Total Group Insurance	102	237	109	186	151	104	251	361	634	867
	Risk-based Segregated funds	128	467	117	54	198	257	141	233	766	829
Total Group Wealth	789	1,263	608	637	817	743	536	936	3,297	3,032	
Total Group Customer Sales	891	1,500	717	823	968	847	787	1,297	3,931	3,899	
Revenue Premium	Small/mid-size case - Insured	735	725	723	723	708	701	698	694	2,906	2,801
	Large case - Insured	811	799	757	755	748	737	737	727	3,122	2,949
	ASO	841	813	830	811	802	744	774	748	3,295	3,068
	Creditor/Direct marketing	42	48	48	44	44	43	43	43	182	173
	Total Group Insurance	2,429	2,385	2,358	2,333	2,302	2,225	2,252	2,212	9,505	8,991
	Risk-based revenue premiums	190	531	186	132	237	307	216	316	1,039	1,076
	Segregated funds deposits	1,500	1,647	1,365	1,671	1,237	1,318	1,306	1,909	6,183	5,770
Total Group Wealth	1,690	2,178	1,551	1,803	1,474	1,625	1,522	2,225	7,222	6,846	
Total Group Customer Revenue Premium	4,119	4,563	3,909	4,136	3,776	3,850	3,774	4,437	16,727	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.

Canada Wealth – Assets under Administration

<i>(C\$MM)</i>	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets Under Administration								
Individual Customer								
Risk-based products	4,920	5,042	5,081	5,071	5,002	5,020	5,111	5,164
Segregated funds	32,915	32,622	32,559	32,562	30,925	32,927	33,218	32,779
Proprietary mutual funds	6,803	6,673	6,596	6,494	6,037	6,431	6,426	6,190
Group Customer								
Risk-based products	8,532	8,574	8,226	8,185	8,207	8,183	8,112	8,096
Segregated funds	52,697	51,170	50,109	49,432	45,708	48,234	48,143	46,947
Institutional Assets	183	180	182	182	177	785	729	647
Total assets under management	106,050	104,261	102,753	101,926	96,056	101,580	101,739	99,823
Other assets under administration ⁽¹⁾								
Individual Customer	9,996	9,652	9,453	9,191	8,397	8,826	8,692	8,397
Group Customer	472	468	444	463	400	421	448	465
Total	10,468	10,120	9,897	9,654	8,797	9,247	9,140	8,862
Summary by Business/Product								
Individual Customer	54,634	53,989	53,689	53,318	50,361	53,204	53,447	52,530
Group Customer	61,884	60,392	58,961	58,262	54,492	57,623	57,432	56,155
Total assets under administration	116,518	114,381	112,650	111,580	104,853	110,827	110,879	108,685

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				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Premium income	1,428	1,128	1,150	1,061	1,412	1,086	1,087	1,001	4,767	4,586
Net investment income	297	532	679	1,463	(137)	197	517	92	2,971	669
Total Income	1,725	1,660	1,829	2,524	1,275	1,283	1,604	1,093	7,738	5,255
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	1,508	1,401	1,651	2,328	1,037	1,082	1,361	921	6,888	4,401
Commissions	151	114	109	116	164	128	102	91	490	485
General expenses	86	77	73	76	85	85	109	58	312	337
Other	37	29	32	30	33	30	30	33	128	126
Total Benefits and Expenses	1,782	1,621	1,865	2,550	1,319	1,325	1,602	1,103	7,818	5,349
Net Earnings (loss) before income taxes	(57)	39	(36)	(26)	(44)	(42)	2	(10)	(80)	(94)
Income tax	(27)	(8)	(40)	(18)	(25)	(23)	(15)	(10)	(93)	(73)
Net Earnings (loss) before non-controlling interests	(30)	47	4	(8)	(19)	(19)	17	-	13	(21)
Non-controlling interests	(30)	47	4	(8)	(19)	(19)	17	-	13	(21)
Net Earnings	-	-	-	-	-	-	-	-	-	-
Sales (New annualized premiums)	90	68	62	74	108	76	56	48	294	288
Risk-based revenue premiums	1,428	1,128	1,150	1,061	1,412	1,086	1,087	1,001	4,767	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

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM)</i>										
Income										
Net investment income	22	30	19	37	26	18	15	35	108	94
Fee and other income	15	16	17	15	14	11	11	18	63	54
Total Income	37	46	36	52	40	29	26	53	171	148
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	5	5	5	5	5	5	5	5	20	20
General Expenses	20	26	8	15	19	-	16	18	69	53
Other	40	44	33	34	38	36	34	38	151	146
Total Benefits and Expenses	65	75	46	54	62	41	55	61	240	219
Net Earnings (loss) before income taxes	(28)	(29)	(10)	(2)	(22)	(12)	(29)	(8)	(69)	(71)
Income tax	(10)	(32)	11	(5)	(9)	(5)	49	(36)	(36)	(1)
Net Earnings (loss) before non-controlling interests	(18)	3	(21)	3	(13)	(7)	(78)	28	(33)	(70)
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss)	(18)	3	(21)	3	(13)	(7)	(78)	28	(33)	(70)
Preferred share dividends	29	28	29	28	28	29	29	28	114	114
Net Earnings (loss) before Capital Allocation	(47)	(25)	(50)	(25)	(41)	(36)	(107)	-	(147)	(184)
Capital Allocation	34	34	34	33	36	36	36	36	135	144
Net Earnings (loss) - Common Shareholders	(13)	9	(16)	8	(5)	-	(71)	36	(12)	(40)

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.

Lifeco Canada – Balance Sheets

(C\$MM)

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	558	568	483	551	455	703	717	693
Bonds	50,034	50,062	48,978	48,187	47,265	46,588	46,814	46,582
Mortgage loans	14,810	14,731	14,461	14,424	14,039	13,752	13,567	13,491
Stocks	9,675	9,499	9,247	9,482	8,724	8,732	8,602	8,178
Investment properties	3,130	2,918	2,728	2,603	2,330	2,203	2,165	2,131
Loans to policyholders	2,972	2,960	2,925	2,871	2,834	2,796	2,767	2,720
Total invested assets	81,179	80,738	78,822	78,118	75,647	74,774	74,632	73,795
Reinsurance assets	251	271	187	163	149	137	227	133
Derivative financial instruments	167	230	291	201	119	196	167	161
Owner occupied properties	399	404	399	397	396	397	400	399
Fixed assets	251	242	238	222	216	195	186	153
Other assets	2,649	2,692	2,541	2,277	2,006	2,106	1,810	2,010
Total other assets	3,466	3,568	3,469	3,097	2,737	2,894	2,563	2,723
Deferred tax assets	236	226	234	205	224	195	180	206
Goodwill	4,043	4,044	4,024	4,024	4,015	4,013	4,012	4,010
Intangible assets	1,517	1,510	1,504	1,501	1,501	1,491	1,481	1,473
Investments on account of segregated fund policyholders	85,612	83,792	82,668	81,994	76,633	81,161	81,361	79,726
Total assets	176,304	174,149	170,908	169,102	160,906	164,665	164,456	162,066
Liabilities								
Insurance contract liabilities	74,635	74,154	72,506	70,768	67,931	67,582	67,419	66,615
Investment contract liabilities	304	310	314	315	321	328	321	296
	74,939	74,464	72,820	71,083	68,252	67,910	67,740	66,911
Debentures and other debt instruments	2,621	2,841	2,755	2,633	2,650	2,633	2,641	2,659
Funds held under reinsurance contracts	67	63	61	58	55	52	50	47
Other liabilities	5,188	4,908	4,641	4,552	4,521	4,044	4,071	4,507
Deferred tax liabilities	572	572	583	623	637	669	640	667
Investment and insurance contracts on account of segregated fund policyholders	85,612	83,792	82,668	81,994	76,633	81,161	81,361	79,726
Total liabilities	168,999	166,640	163,528	160,943	152,748	156,469	156,503	154,517
Equity								
Non-controlling interests	2,739	2,776	2,733	2,731	2,715	2,731	2,762	2,743
Share capital								
Perpetual preferred shares	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164
Common shares	5,633	5,633	5,632	7,298	7,283	7,287	7,291	7,268
Accumulated surplus	(2,067)	(1,862)	(1,906)	(2,852)	(2,817)	(2,964)	(3,163)	(3,412)
Accumulated other comprehensive income (loss)	(597)	(635)	(676)	(613)	(618)	(453)	(531)	(646)
Contributed surplus	(567)	(567)	(567)	(569)	(569)	(569)	(570)	(568)
	7,305	7,509	7,380	8,159	8,158	8,196	7,953	7,549
Total liabilities and equity	176,304	174,149	170,908	169,102	160,906	164,665	164,456	162,066
Proprietary mutual funds and institutional net assets	6,986	6,853	6,778	6,676	6,214	7,216	7,155	6,837
Other assets under administration	17,118	17,210	16,756	16,736	13,615	13,773	13,632	12,978
Total assets under administration	200,408	198,212	194,442	192,514	180,735	185,654	185,243	181,881

Lifeco United States



Lifeco U.S. Net Earnings – Consolidated

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM, unless otherwise stated)</i>										
Income										
Premium income	988	966	(12,879)	1,266	1,134	1,148	894	1,074	(9,659)	4,250
Regular net investment income	353	319	644	469	473	460	462	441	1,785	1,836
Changes in fair value through profit or loss	(63)	201	567	666	110	(160)	(260)	(580)	1,371	(890)
Net investment income	290	520	1,211	1,135	583	300	202	(139)	3,156	946
Fee and other income	679	665	1,764	659	644	673	655	631	3,767	2,603
Total Income	1,957	2,151	(9,904)	3,060	2,361	2,121	1,751	1,566	(2,736)	7,799
Benefits and Expenses										
Paid or credited to policyholders	1,117	1,362	(10,630)	2,219	1,568	1,233	894	752	(5,932)	4,447
Commissions	102	97	115	118	125	132	131	125	432	513
General expenses	543	555	666	557	552	554	543	537	2,321	2,186
Restructuring expenses	52	-	-	-	-	-	-	-	52	-
Other	56	53	59	62	61	61	3	62	230	187
Total Benefits and Expenses	1,870	2,067	(9,790)	2,956	2,306	1,980	1,571	1,476	(2,897)	7,333
Net Earnings before income taxes	87	84	(114)	104	55	141	180	90	161	466
Income tax	201	7	(23)	20	(2)	24	31	13	205	66
Net Earnings before non-controlling interests	(114)	77	(91)	84	57	117	149	77	(44)	400
Non-controlling interests	3	(3)	3	-	(1)	2	1	-	3	2
Net Earnings before Capital Allocation	(117)	80	(94)	84	58	115	148	77	(47)	398
Capital Allocation	(4)	(3)	(4)	(3)	(3)	(2)	(3)	(2)	(14)	(10)
Net Earnings - Common Shareholders	(121)	77	(98)	81	55	113	145	75	(61)	388
Common Shareholder Net Earnings (loss)										
Financial Services ⁽¹⁾	100	63	(107)	86	84	121	101	91	142	397
Asset Management	18	13	6	(4)	(29)	(8)	(8)	(16)	33	(61)
Corporate ^{(2) (3)}	(239)	1	3	(1)	-	-	52	-	(236)	52
Total	(121)	77	(98)	81	55	113	145	75	(61)	388
Common Shareholder Net Earnings (US \$) ⁽⁴⁾	(92)	59	(73)	61	41	87	105	59	(45)	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) Q2 2018 includes a net positive impact of \$60m arising from refinancing in the U.S. segment completed in the second quarter of 2018. Q4 2019 includes \$36m (after-tax) of restructuring costs.

3) Q4 2019 includes a charge of \$199m relating to the revaluation of a deferred tax asset.

4) 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.

Lifeco U.S. – Financial Services – Consolidated (1)

		2019				2018				Fiscal 2019	Fiscal 2018
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(CSMM, unless otherwise stated)</i>											
Income											
	Premium income	973	950	(12,893)	1,245	1,116	1,129	877	1,045	(9,725)	4,167
	Net investment income	259	457	1,134	1,065	564	283	170	(137)	2,915	880
	Fee and other income	376	369	1,466	374	359	371	360	341	2,585	1,431
	Total Income	1,608	1,776	(10,293)	2,684	2,039	1,783	1,407	1,249	(4,225)	6,478
Benefits and Expenses											
	Paid or credited to policyholders and beneficiaries	1,089	1,295	(10,701)	2,144	1,518	1,202	868	729	(6,173)	4,317
	Commissions	39	38	55	61	68	72	70	63	193	273
	General expenses	318	332	446	331	319	321	306	303	1,427	1,249
	Other	25	27	25	38	28	30	30	31	115	119
	Total Benefits and Expenses	1,471	1,692	(10,175)	2,574	1,933	1,625	1,274	1,126	(4,438)	5,958
	Net Earnings before income taxes	137	84	(118)	110	106	158	133	123	213	520
	Income tax	29	12	(22)	16	15	31	25	25	35	96
	Net Income before non-controlling interests	108	72	(96)	94	91	127	108	98	178	424
	Non-controlling interests	(1)	1	2	-	-	-	-	-	2	-
	Net Earnings before Capital Allocation	109	71	(98)	94	91	127	108	98	176	424
	Capital Allocation	(9)	(8)	(9)	(8)	(7)	(6)	(7)	(7)	(34)	(27)
	Net Earnings - Common Shareholders	100	63	(107)	86	84	121	101	91	142	397
	Net Earnings - Common Shareholders (US\$)	76	49	(80)	65	63	93	78	72	110	306
Sales	Individual Markets	-	-	87	321	363	428	503	359	408	1,653
	Empower Retirement	15,798	16,885	11,720	60,977	14,234	9,728	9,003	11,482	105,380	44,447
	Total Sales	15,798	16,885	11,807	61,298	14,597	10,156	9,506	11,841	105,788	46,100
	Total Sales (US \$)	11,968	12,792	8,811	46,088	11,058	7,753	7,369	9,398	79,659	35,578
Revenue Premium	Risk-based premiums	973	950	(12,893)	1,245	1,116	1,129	877	1,045	(9,725)	4,167
	Segregated fund deposits										
	Individual	283	222	157	204	307	307	416	275	866	1,305
	Group	413	352	367	423	404	472	648	513	1,555	2,037
	Proprietary Mutual Funds	1,813	1,770	1,549	1,393	1,260	1,303	1,224	1,248	6,525	5,035
	Total Revenue by Type⁽¹⁾	3,482	3,294	(10,820)	3,265	3,087	3,211	3,165	3,081	(779)	12,544
	Individual Markets	347	239	(13,596)	550	562	629	658	567	(12,460)	2,416
	Other	54	29	36	-	-	-	-	-	119	-
	Empower Retirement	3,081	3,026	2,740	2,715	2,525	2,582	2,507	2,514	11,562	10,128
	Total Revenue by Business Line⁽²⁾	3,482	3,294	(10,820)	3,265	3,087	3,211	3,165	3,081	(779)	12,544
	Total Revenue Premium (US \$)	2,495	2,495	(8,075)	2,454	2,338	2,452	2,453	2,445	(631)	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. – Financial Services – Reinsured Insurance & Annuity Business ⁽¹⁾

	2019		
	Q4	Q3	Q2
<i>(CSMM, unless otherwise stated)</i>			
Income			
Premium income	64	17	(13,753)
Net investment income	-	-	617
Fee and other income	-	-	1,112
Total Income	64	17	(12,024)
Benefits and Expenses			
Paid or credited to policyholders and beneficiaries	64	17	(11,970)
Commissions	-	-	14
General expenses	-	-	137
Other	-	-	4
Total Benefits and Expenses	64	17	(11,815)
Net Earnings before income taxes	-	-	(209)
Income tax	-	-	(40)
Net Income before non-controlling interests	-	-	(169)
Non-controlling interests	-	-	-
Net Earnings before Capital Allocation	-	-	(169)
Capital Allocation	-	-	-
Net Earnings - Common Shareholders	-	-	(169)
Net Earnings - Common Shareholders (US\$)	-	-	(126)

Sales	Sales			
	Individual Annuity	-	-	23
	Executive Benefits	-	-	32
	Individual Life	-	-	32
		-	-	87
Sales (US \$)	-	-	65	

Revenue Premium	Revenue Premium			
	Risk-based premiums	64	17	(13,753)
	Segregated fund deposits	283	222	157
Total Revenue by Type ⁽²⁾	347	239	(13,596)	
Total Revenue (US \$)	262	181	(10,146)	

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. – Financial Services – Empower Retirement

		2019				2018				Fiscal 2019	Fiscal 2018
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM, unless otherwise stated)</i>											
Income											
	Premium income	855	904	824	899	862	807	635	753	3,482	3,057
	Net investment income	169	298	334	390	210	113	53	(60)	1,191	316
	Fee and other income	367	361	350	329	318	330	319	303	1,407	1,270
	Total Income	1,391	1,563	1,508	1,618	1,390	1,250	1,007	996	6,080	4,643
Benefits and Expenses											
	Paid or credited to policyholders and beneficiaries	865	1,117	1,071	1,210	997	828	605	608	4,263	3,038
	Commissions	37	37	38	36	39	42	41	41	148	163
	General expenses	337	313	299	295	279	283	268	269	1,244	1,099
	Other	16	14	16	17	15	16	16	13	63	60
	Total Benefits and Expenses	1,255	1,481	1,424	1,558	1,330	1,169	930	931	5,718	4,360
	Net Earnings before income taxes	136	82	84	60	60	81	77	65	362	283
	Income tax	28	17	19	12	13	18	17	15	76	63
	Net Income before non-controlling interests	108	65	65	48	47	63	60	50	286	220
	Non-controlling interests	-	-	-	-	-	-	-	-	-	-
	Net Earnings before Capital Allocation	108	65	65	48	47	63	60	50	286	220
	Capital Allocation	(7)	(7)	(8)	(8)	(6)	(5)	(6)	(6)	(30)	(23)
	Net Earnings - Common Shareholders	101	58	57	40	41	58	54	44	256	197
	Net Earnings - Common Shareholders (US\$)	77	45	43	30	32	44	42	35	195	153
Sales	Sales										
	Empower Retirement	15,798	16,885	11,720	60,977	14,234	9,728	9,003	11,482	105,380	44,447
	Sales (US \$)	11,968	12,792	8,746	45,847	10,783	7,426	6,979	9,113	79,353	34,301
Revenue Premium	Revenue Premium (by Type) ⁽¹⁾										
	Risk-based premiums	855	904	824	899	862	807	635	753	3,482	3,057
	Segregated fund deposits	413	352	367	423	404	472	648	513	1,555	2,037
	Proprietary Mutual Funds	1,813	1,770	1,549	1,393	1,259	1,303	1,224	1,248	6,525	5,034
	Total Revenue Premium (by Type)	3,081	3,026	2,740	2,715	2,525	2,582	2,507	2,514	11,562	10,128
	Total Revenue Premium (US \$)	2,335	2,293	2,045	2,041	1,911	1,971	1,943	1,995	8,714	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.

Lifeco U.S. – Financial Services – Other ⁽¹⁾

(C\$MM, unless otherwise stated)

	2019		
	Q4	Q3	Q2
Income			
Premium income	54	29	36
Net investment income	90	159	183
Fee and other income	9	8	4
Total Income	153	196	223
Benefits and Expenses			
Paid or credited to policyholders and beneficiaries	160	161	198
Commissions	2	1	3
General expenses	(19)	19	10
Other	9	13	5
Total Benefits and Expenses	152	194	216
Net Earnings (loss) before income taxes	1	2	7
Income tax	1	(5)	(1)
Net Income before non-controlling interests	-	7	8
Non-controlling interests	(1)	1	2
Net Earnings before Capital Allocation	1	6	6
Capital Allocation	(2)	(1)	(1)
Net Earnings (loss) - Common Shareholders	(1)	5	5
Net Earnings - Common Shareholders (US\$)	(1)	4	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. – Empower Retirement – Participants

<i>(000's)</i>	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Empower Retirement	9,370	9,463	9,237	9,100	8,768	8,664	8,537	8,495

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

<i>(C\$MM)</i>	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
General Account	17,592	17,872	17,436	17,634	17,652	16,580	16,755	16,437
Segregated Funds	25,355	26,055	26,475	20,684	20,354	21,672	22,472	23,551
Proprietary Mutual Funds	40,234	38,426	36,962	36,110	32,773	32,813	32,156	31,247
Unaffiliated Retail Investment Options & ASO	792,111	778,450	757,569	742,238	630,881	659,602	642,274	617,388

Lifeco U.S. – Asset Management

		2019				2018				Fiscal 2019	Fiscal 2018
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM, unless otherwise stated)</i>											
Income											
	Net investment income	10	2	9	14	(17)	-	3	3	35	(11)
	Fee and other income	303	296	298	285	285	302	295	290	1,182	1,172
	Total Income	313	298	307	299	268	302	298	293	1,217	1,161
Benefits and Expenses											
	Commissions	63	59	59	56	57	60	60	61	237	238
	General expenses	221	211	219	223	233	233	227	233	874	926
	Other	28	24	28	26	30	28	35	31	106	124
	Total Benefits and Expenses	312	294	306	305	320	321	322	325	1,217	1,288
Net Earnings (loss) before income taxes											
		1	4	1	(6)	(52)	(19)	(24)	(32)	-	(127)
	Income tax	(13)	(5)	(1)	3	(18)	(8)	(13)	(11)	(16)	(50)
Net Earnings (loss) before non-controlling interests											
		14	9	2	(9)	(34)	(11)	(11)	(21)	16	(77)
	Non-controlling interests	1	1	1	-	(1)	1	1	-	3	1
Net Earnings (loss) before Capital Allocation											
		13	8	1	(9)	(33)	(12)	(12)	(21)	13	(78)
	Capital Allocation	5	5	5	5	4	4	4	5	20	17
Net Earnings (loss) - Common Shareholders											
		18	13	6	(4)	(29)	(8)	(8)	(16)	33	(61)
Net Earnings (loss) - Common Shareholders (US\$)											
		13	9	5	(3)	(22)	(6)	(6)	(13)	24	(47)
Sales	Sales (C\$)										
	Gross sales ⁽¹⁾	15,983	14,360	12,406	14,550	17,483	14,128	15,002	13,235	57,299	59,848
	Redemptions	(15,712)	(16,402)	(13,170)	(17,230)	(19,002)	(12,543)	(12,988)	(14,753)	(62,514)	(59,286)
	Net Sales	271	(2,042)	(764)	(2,680)	(1,519)	1,585	2,014	(1,518)	(5,215)	562
Fee Income	Fee Income (C\$)										
	Investment management fees	206	205	204	198	199	212	207	203	813	821
	Performance fees	2	(3)	(3)	(6)	(8)	(9)	(10)	(11)	(10)	(38)
	Service fees	37	37	38	37	37	38	37	36	149	148
	Underwriting & distribution fees	58	57	59	56	57	61	61	62	230	241
	Total Fee Income (C\$)	303	296	298	285	285	302	295	290	1,182	1,172
	Fee Income (US \$)	229	224	222	215	216	231	228	230	890	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.

Lifeco U.S. – Asset Management AUM

	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<i>(C\$MM, unless otherwise stated)</i>								
Mutual Funds								
Growth equity	18,108	16,813	16,915	16,404	14,419	16,269	15,176	14,369
Value equity	23,660	22,326	21,876	21,752	20,692	23,181	22,537	21,996
Blend equity	23,308	22,366	22,939	23,536	22,617	26,468	27,372	27,567
Fixed income	53,093	50,299	47,321	47,238	45,040	41,227	38,772	36,086
Total Mutual Funds	118,169	111,804	109,051	108,930	102,768	107,145	103,857	100,018
Institutional Accounts								
Equity	75,676	73,548	75,844	76,862	72,777	81,812	80,570	78,912
Fixed income	46,030	44,580	43,911	42,785	42,327	39,629	41,475	39,684
Total Institutional Accounts	121,706	118,128	119,755	119,647	115,104	121,441	122,045	118,596
Total End of Period Assets Under Management	239,875	229,932	228,806	228,577	217,872	228,586	225,902	218,614
Total End of Period Assets Under Management - US\$	181,724	174,191	174,661	170,580	160,200	177,199	172,445	169,468

Lifeco U.S. – Participating Account

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM, unless otherwise stated)</i>										
Income										
Premium income	15	16	14	21	18	19	17	29	66	83
Net investment income	18	49	63	56	36	17	13	(5)	186	61
Total Income	33	65	77	77	54	36	30	24	252	144
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	28	67	71	75	50	31	26	23	241	130
Commissions	-	-	1	1	-	-	1	1	2	2
General expenses	1	1	1	1	-	-	1	1	4	2
Other	1	2	4	(1)	3	3	2	-	6	8
Total Benefits and Expenses	30	70	77	76	53	34	30	25	253	142
Net Earnings (loss) before income taxes	3	(5)	-	1	1	2	-	(1)	(1)	2
Income tax	-	-	-	1	1	1	-	(1)	1	1
Net Earnings (loss) before non-controlling interests	3	(5)	-	-	-	1	-	-	(2)	1
Non-controlling interests	3	(5)	-	-	-	1	-	-	(2)	1
Net Earnings	-	-	-	-	-	-	-	-	-	-
Revenue Premium										
Risk-based premiums	15	16	14	21	18	19	17	29	66	83
Revenue Premium (US \$)	12	12	11	16	14	14	13	23	51	64

Lifeco U.S. – Corporate (1)

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM, unless otherwise stated)</i>										
Income										
Net investment income	3	12	5	-	-	-	16	-	20	16
Total Income	<u>3</u>	<u>12</u>	<u>5</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>16</u>	<u>-</u>	<u>20</u>	<u>16</u>
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	-	-	-	-	-	-	-	-	-	-
General expenses	3	11	-	2	-	-	9	-	16	9
Restructuring expenses	52	-	-	-	-	-	-	-	52	-
Other	2	-	2	(1)	-	-	(64)	-	3	(64)
Total Benefits and Expenses	<u>57</u>	<u>11</u>	<u>2</u>	<u>1</u>	<u>-</u>	<u>-</u>	<u>(55)</u>	<u>-</u>	<u>71</u>	<u>(55)</u>
Net Earnings (loss) before income taxes	<u>(54)</u>	<u>1</u>	<u>3</u>	<u>(1)</u>	<u>-</u>	<u>-</u>	<u>71</u>	<u>-</u>	<u>(51)</u>	<u>71</u>
Income tax	185	-	-	-	-	-	19	-	185	19
Net Earnings (loss) before non-controlling interests	<u>(239)</u>	<u>1</u>	<u>3</u>	<u>(1)</u>	<u>-</u>	<u>-</u>	<u>52</u>	<u>-</u>	<u>(236)</u>	<u>52</u>
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss) before Capital Allocation	<u>(239)</u>	<u>1</u>	<u>3</u>	<u>(1)</u>	<u>-</u>	<u>-</u>	<u>52</u>	<u>-</u>	<u>(236)</u>	<u>52</u>
Capital Allocation	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss) - Common Shareholders (2)	<u>(239)</u>	<u>1</u>	<u>3</u>	<u>(1)</u>	<u>-</u>	<u>-</u>	<u>52</u>	<u>-</u>	<u>(236)</u>	<u>52</u>
Net Earnings (loss) - Common Shareholders (US\$) (3)	<u>(181)</u>	<u>1</u>	<u>2</u>	<u>(1)</u>	<u>-</u>	<u>-</u>	<u>33</u>	<u>-</u>	<u>(179)</u>	<u>33</u>

1) Q2 2018 includes a net positive impact of C\$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) Q4 2019 includes C\$36m (after-tax) of restructuring costs and C\$199m of revaluation of a deferred tax asset.

3) Q2 2018 US\$ earnings exclude C\$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			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Cash and cash equivalents	1,445	957	1,162	1,518	1,330	1,158	1,050	854
Bonds	21,506	22,613	21,679	33,984	33,557	31,639	32,427	32,553
Mortgage loans	3,996	4,325	4,327	6,310	6,440	6,150	6,146	5,811
Stocks	301	213	192	185	187	186	180	123
Investment properties	6	6	6	6	7	5	5	5
Loans to policyholders	5,514	5,641	5,878	5,839	5,979	5,623	5,731	5,577
Total invested assets	32,768	33,755	33,244	47,842	47,500	44,761	45,539	44,923
Reinsurance assets	15,103	15,391	14,650	282	286	282	302	298
Derivative financial instruments	137	243	186	147	167	86	85	45
Owner occupied properties	190	193	192	186	189	163	180	175
Fixed assets	144	151	154	163	168	137	125	100
Other assets	3,403	2,964	3,010	3,302	2,957	2,765	2,693	2,764
Total other assets	3,874	3,551	3,542	3,798	3,481	3,151	3,083	3,084
Deferred tax assets	444	636	651	688	728	699	716	763
Goodwill	180	183	181	205	208	198	201	198
Intangible assets	1,810	1,837	1,822	1,888	1,922	1,826	1,854	1,821
Assets held for sale	-	-	-	-	-	-	-	-
Investments on account of segregated fund policyholders	31,433	31,737	32,036	32,736	31,816	32,971	33,508	33,983
Total assets	85,612	87,090	86,126	87,439	85,941	83,888	85,203	85,070
Liabilities								
Insurance contract liabilities	43,562	44,423	43,059	43,107	42,760	40,136	40,860	40,355
Investment contract liabilities	127	133	140	150	152	148	161	165
	43,689	44,556	43,199	43,257	42,912	40,284	41,021	40,520
Debentures and other debt instruments	2,354	2,471	2,537	2,703	2,722	2,409	2,484	2,319
Other liabilities	2,535	2,566	2,661	2,480	2,231	2,295	2,304	2,436
Deferred tax liabilities	146	129	128	156	147	133	125	121
Investment and insurance contracts on account of segregated fund policyholders	31,433	31,737	32,036	32,736	31,816	32,971	33,508	33,983
Total liabilities	80,157	81,459	80,561	81,332	79,828	78,092	79,442	79,379
Equity								
Non-controlling interests	109	123	129	127	140	156	156	206
Accumulated surplus	3,848	3,964	3,887	4,288	4,244	4,189	4,076	4,001
Accumulated other comprehensive income (loss)	756	811	822	970	1,021	746	831	795
Contributed surplus	742	733	727	722	708	705	698	689
	5,455	5,631	5,565	6,107	6,113	5,796	5,761	5,691
Total liabilities and equity	85,612	87,090	86,126	87,439	85,941	83,888	85,203	85,070
Proprietary mutual funds and institutional net assets	257,301	250,183	248,253	247,725	235,075	246,151	243,506	235,926
Other assets under administration	792,110	778,450	757,569	742,238	630,881	659,602	642,276	617,388
Total assets under administration	1,135,023	1,115,723	1,091,948	1,077,402	951,897	989,641	970,985	938,384

Europe



Lifeco Europe Net Earnings – Consolidated

(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Premium income	4,903	4,752	5,767	5,242	4,376	5,923	3,870	3,949	20,664	18,118
Regular net investment income	430	402	433	326	488	451	445	517	1,591	1,901
Changes in fair value through profit or loss	(1,258)	1,535	724	1,417	46	(565)	(339)	(573)	2,418	(1,431)
Net investment income	(828)	1,937	1,157	1,743	534	(114)	106	(56)	4,009	470
Fee and other income	379	384	387	398	348	373	395	364	1,548	1,480
Total Income	4,454	7,073	7,311	7,383	5,258	6,182	4,371	4,257	26,221	20,068
Benefits and Expenses										
Paid or credited to policyholders	3,541	6,211	6,482	6,521	4,385	5,345	3,478	3,389	22,755	16,597
Commissions	158	133	147	151	158	132	153	154	589	597
General expenses	298	283	283	294	299	279	279	279	1,158	1,136
Restructuring expenses	-	-	-	-	-	67	-	-	-	67
Other	47	48	46	49	48	43	44	42	190	177
Total Benefits and Expenses	4,044	6,675	6,958	7,015	4,890	5,866	3,954	3,864	24,692	18,574
Net Earnings before income taxes	410	398	353	368	368	316	417	393	1,529	1,494
Income tax	(69)	11	42	41	(12)	19	31	18	25	56
Net Earnings before non-controlling interests	479	387	311	327	380	297	386	375	1,504	1,438
Non-controlling interests	(1)	1	-	(1)	(1)	1	-	-	(1)	-
Net Earnings	480	386	311	328	381	296	386	375	1,505	1,438
Preferred share dividends	4	5	5	5	5	5	4	5	19	19
Net Earnings before Capital Allocation	476	381	306	323	376	291	382	370	1,486	1,419
Capital Allocation	(24)	(24)	(24)	(24)	(27)	(28)	(27)	(26)	(96)	(108)
Net Earnings - Common Shareholders	452	357	282	299	349	263	355	344	1,390	1,311
Common Shareholder Net Earnings (loss)										
Insurance & Annuities	334	306	207	203	271	240	281	244	1,050	1,036
Reinsurance	124	55	77	97	89	87	97	104	353	377
Corporate ⁽¹⁾	(6)	(4)	(2)	(1)	(11)	(64)	(23)	(4)	(13)	(102)
Total ⁽²⁾	452	357	282	299	349	263	355	344	1,390	1,311

1) Q3 2018 includes Europe restructuring costs of \$56m (after-tax).

2) Q4 2019 includes an \$8m (after-tax) net gain on the Scottish Friendly transaction.

Lifeco Europe – Insurance & Annuities

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM)</i>										
Income										
Premium income	440	647	1,326	782	496	2,809	656	627	3,195	4,588
Net investment income	(721)	1,581	899	1,348	460	(128)	83	70	3,107	485
Fee and other income	401	382	385	395	345	370	392	360	1,563	1,467
Total Income	120	2,610	2,610	2,525	1,301	3,051	1,131	1,057	7,865	6,540
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	(607)	1,848	1,926	1,828	586	2,360	403	365	4,995	3,714
Commissions	123	105	115	117	119	106	111	112	460	448
General expenses	268	258	259	268	265	252	251	251	1,053	1,019
Other	36	37	35	35	38	35	31	32	143	136
Total Benefits and Expenses	(180)	2,248	2,335	2,248	1,008	2,753	796	760	6,651	5,317
Net Earnings before income taxes	300	362	275	277	293	298	335	297	1,214	1,223
Income tax	(67)	24	37	42	(11)	24	19	19	36	51
Net Earnings before non-controlling interests	367	338	238	235	304	274	316	278	1,178	1,172
Non-controlling interests	1	1	-	-	-	-	-	-	2	-
Net Earnings	366	337	238	235	304	274	316	278	1,176	1,172
Perpetual share dividends	-	-	-	-	-	-	-	-	-	-
Net Earnings before Capital Allocation	366	337	238	235	304	274	316	278	1,176	1,172
Capital Allocation	(32)	(31)	(31)	(32)	(33)	(34)	(35)	(34)	(126)	(136)
Net Earnings - Common Shareholders	334	306	207	203	271	240	281	244	1,050	1,036
Sales										
UK / Isle of Man	1,027	1,238	1,748	1,216	1,096	3,274	1,151	949	5,229	6,470
Ireland / Germany	5,539	5,860	5,383	9,965	4,876	3,961	4,384	4,790	26,747	18,011
Total - Insurance & Annuities	6,566	7,098	7,131	11,181	5,972	7,235	5,535	5,739	31,976	24,481
Revenue Premium										
Risk-based revenue premiums	440	647	1,326	782	496	2,809	656	627	3,195	4,588
Segregated fund deposits	4,142	3,208	2,877	2,659	3,660	2,815	2,952	2,791	12,886	12,218
Proprietary mutual funds & institutional deposits	3,342	3,734	3,727	8,464	2,321	2,217	2,627	2,988	19,267	10,153
	7,924	7,589	7,930	11,905	6,477	7,841	6,235	6,406	35,348	26,959
UK / Isle of Man	957	1,127	1,827	1,233	1,064	3,245	1,238	954	5,144	6,501
Ireland / Germany	6,967	6,462	6,103	10,672	5,413	4,596	4,997	5,452	30,204	20,458
Total - Insurance & Annuities ⁽¹⁾	7,924	7,589	7,930	11,905	6,477	7,841	6,235	6,406	35,348	26,959

1. Excludes participating policy revenue premiums.

Lifeco Europe – Reinsurance

(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Premium income	4,456	4,098	4,435	4,454	3,872	3,107	3,209	3,316	17,443	13,504
Net investment income	(92)	300	214	336	73	13	17	(101)	758	2
Fee and other income	2	2	2	3	3	3	3	4	9	13
Total Income	4,366	4,400	4,651	4,793	3,948	3,123	3,229	3,219	18,210	13,519
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	4,184	4,304	4,509	4,633	3,792	2,978	3,066	3,045	17,630	12,881
Commissions	34	28	32	34	39	26	42	42	128	149
General expenses	21	20	20	21	19	17	18	20	82	74
Other	4	3	4	5	4	3	3	5	16	15
Total Benefits and Expenses	4,243	4,355	4,565	4,693	3,854	3,024	3,129	3,112	17,856	13,119
Net Earnings (loss) before income taxes	123	45	86	100	94	99	100	107	354	400
Income tax	(2)	(12)	7	2	2	9	-	1	(5)	12
Net Earnings (loss) before non-controlling interests	125	57	79	98	92	90	100	106	359	388
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss)	125	57	79	98	92	90	100	106	359	388
Preferred share dividends	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss) before Capital Allocation	125	57	79	98	92	90	100	106	359	388
Capital Allocation	(1)	(2)	(2)	(1)	(3)	(3)	(3)	(2)	(6)	(11)
Net Earnings (loss) - Common Shareholders	124	55	77	97	89	87	97	104	353	377
Risk-based revenue premiums	4,456	4,098	4,435	4,454	3,872	3,107	3,209	3,316	17,443	13,504

Lifeco Europe – Participating Account

(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Premium income	7	7	6	6	8	7	5	6	26	26
Net investment income	(10)	52	41	56	-	1	7	(23)	139	(15)
Fee and other income	-	-	-	-	-	-	-	-	-	-
Total Income	(3)	59	47	62	8	8	12	(17)	165	11
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	2	56	45	58	8	7	10	(18)	161	7
Commissions	-	-	-	-	-	-	-	-	-	-
General expenses	(3)	1	1	1	1	1	-	1	-	3
Other	(1)	2	1	4	-	(1)	2	-	6	1
Total Benefits and Expenses	(2)	59	47	63	9	7	12	(17)	167	11
Net Earnings (loss) before income taxes	(1)	-	-	(1)	(1)	1	-	-	(2)	-
Income tax	1	-	-	-	-	-	-	-	1	-
Net Earnings (loss) before non-controlling interests	(2)	-	-	(1)	(1)	1	-	-	(3)	-
Non-controlling interests	(2)	-	-	(1)	(1)	1	-	-	(3)	-
Net Earnings	-	-	-	-	-	-	-	-	-	-
Risk-based revenue premiums	7	7	6	6	8	7	5	6	26	26

Lifeco Europe – Corporate

(C\$MM)	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Premium income	-	-	-	-	-	-	-	-	-	-
Net investment income	(5)	4	3	3	1	-	(1)	(2)	5	(2)
Fee and other income	(24)	-	-	-	-	-	-	-	(24)	-
Total Income	(29)	4	3	3	1	-	(1)	(2)	(19)	(2)
Benefits and Expenses										
Paid or credited to policyholders and beneficiaries	(38)	3	2	2	(1)	-	(1)	(3)	(31)	(5)
Commissions	1	-	-	-	-	-	-	-	1	-
General expenses	12	4	3	4	14	9	10	7	23	40
Restructuring expenses	-	-	-	-	-	67	-	-	-	67
Other	8	6	6	5	6	6	8	5	25	25
Total Benefits and Expenses	(17)	13	11	11	19	82	17	9	18	127
Net Earnings (loss) before income taxes	(12)	(9)	(8)	(8)	(18)	(82)	(18)	(11)	(37)	(129)
Income tax	(1)	(1)	(2)	(3)	(3)	(14)	12	(2)	(7)	(7)
Net Earnings (loss)	(11)	(8)	(6)	(5)	(15)	(68)	(30)	(9)	(30)	(122)
Preferred shareholder dividends	4	5	5	5	5	5	4	5	19	19
Net Earnings (loss) before Capital Allocation	(15)	(13)	(11)	(10)	(20)	(73)	(34)	(14)	(49)	(141)
Capital Allocation	9	9	9	9	9	9	11	10	36	39
Net Earnings (loss) - Common Shareholders ⁽¹⁾	(6)	(4)	(2)	(1)	(11)	(64)	(23)	(4)	(13)	(102)

1) Q3 2018 includes Europe restructuring costs of \$56m (after-tax).

Lifeco Europe – Balance Sheets

(C\$MM)

Assets	2019				2018			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Cash and cash equivalents	2,625	2,328	2,190	2,412	2,383	2,021	2,027	2,048
Bonds	43,488	43,218	42,970	44,128	44,040	43,882	43,196	45,370
Mortgage loans	5,462	5,085	4,817	4,775	4,535	4,296	4,493	4,553
Stocks	399	374	394	396	379	432	444	424
Investment properties	2,751	2,618	2,682	2,840	2,881	2,856	2,928	3,081
Loans to policyholders	115	116	114	116	116	111	113	111
Total invested assets	54,840	53,739	53,167	54,667	54,334	53,598	53,201	55,587
Assets held for sale	-	876	857	908	897	-	-	-
Funds withheld by ceding insurers	8,714	8,791	8,959	9,299	9,251	9,145	9,581	10,070
Reinsurance assets	5,353	5,533	5,642	5,679	5,691	5,476	5,566	5,834
Derivative financial instruments	147	221	178	148	131	114	130	145
Owner occupied properties	138	136	141	141	146	139	140	144
Fixed assets	60	59	60	60	64	60	61	64
Other assets	3,175	2,980	3,345	3,676	3,024	3,078	3,315	3,510
Total other assets	3,520	3,396	3,724	4,025	3,365	3,391	3,646	3,863
Deferred tax assets	-	-	-	-	29	22	41	39
Goodwill	2,282	2,263	2,287	2,301	2,325	2,290	2,267	2,300
Intangible assets	552	528	540	542	553	532	486	500
Deferred tax assets	13	14	21	35	-	-	-	-
Investments on account of segregated fund policyholders	113,977	107,075	106,388	105,063	101,078	106,075	106,248	107,322
Investments on account of segregated fund policyholders held for sale	-	3,172	3,278	3,432	3,319	-	-	-
Total assets	189,251	185,387	184,863	185,951	180,842	180,529	181,036	185,515
Liabilities								
Insurance contract liabilities	56,324	55,856	55,925	56,915	56,029	55,658	55,619	58,678
Investment contract liabilities	1,225	1,278	1,260	1,264	1,238	1,246	1,287	1,316
	57,549	57,134	57,185	58,179	57,267	56,904	56,906	59,994
Liabilities held for sale	-	876	857	908	897	-	-	-
Debentures and other debt instruments	1,018	1,004	1,039	1,045	1,087	1,044	1,066	1,107
Funds held under reinsurance contracts	1,366	1,347	1,320	1,323	1,312	1,286	1,333	1,405
Other liabilities	2,160	2,336	2,340	2,410	2,329	2,148	2,129	2,071
Deferred tax liabilities	398	426	446	457	426	440	448	421
Investment and insurance contracts on account of segregated fund policyholders	113,977	107,075	106,388	105,063	101,078	106,075	106,248	107,322
Investment and insurance contracts on account of segregated fund policyholders held for sale	-	3,172	3,278	3,432	3,319	-	-	-
Total liabilities	176,468	173,370	172,853	172,817	167,715	167,897	168,130	172,320
Equity								
Non-controlling interests	18	18	19	19	20	19	(1)	(1)
Share capital								
Perpetual preferred shares	550	550	550	550	550	550	550	550
Accumulated surplus	11,879	11,476	11,250	12,047	11,915	11,807	11,829	11,722
Accumulated other comprehensive income (loss)	336	(27)	191	518	642	256	528	924
	12,783	12,017	12,010	13,134	13,127	12,632	12,906	13,195
Total liabilities and equity	189,251	185,387	184,863	185,951	180,842	180,529	181,036	185,515
Proprietary mutual funds and institutional net assets	56,261	51,389	50,221	49,829	40,375	40,399	44,229	43,080
Other assets under administration	48,738	46,040	46,483	45,228	45,024	45,035	41,772	43,231
Total assets under administration	294,250	282,816	281,567	281,008	266,241	265,963	267,037	271,826

Lifeco Corporate

	2019				2018				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM)</i>										
Income										
Premium income	-	-	-	-	-	-	-	-	-	-
Net investment income	(1)	(1)	3	(1)	4	4	2	3	-	13
Fee and other income	-	-	-	-	-	-	-	-	-	-
Total Income	(1)	(1)	3	(1)	4	4	2	3	-	13
Benefits and Expenses										
General expenses	6	3	8	6	8	5	5	5	23	23
Other	(1)	1	2	-	-	1	-	-	2	1
Total Benefits and Expenses	5	4	10	6	8	6	5	5	25	24
Net Earnings (loss) before income taxes	(6)	(5)	(7)	(7)	(4)	(2)	(3)	(2)	(25)	(11)
Income tax	-	(2)	(2)	(2)	(1)	(1)	(1)	-	(6)	(3)
Net Earnings (loss) before non-controlling interests	(6)	(3)	(5)	(5)	(3)	(1)	(2)	(2)	(19)	(8)
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss)	(6)	(3)	(5)	(5)	(3)	(1)	(2)	(2)	(19)	(8)
Preferred share dividends	-	-	-	-	-	-	-	-	-	-
Net Earnings (loss) before Capital Allocation	(6)	(3)	(5)	(5)	(3)	(1)	(2)	(2)	(19)	(8)
Capital Allocation	-	(1)	-	(1)	(1)	(1)	(1)	(2)	(2)	(5)
Net Earnings (loss) - Common Shareholders	(6)	(4)	(5)	(6)	(4)	(2)	(3)	(4)	(21)	(13)

Lifeco – Consolidated Source of Earnings

(C\$MM)	For the three months ended Dec. 31, 2019					2019			2018				Fiscal 2019	Fiscal 2018
	Canada	U.S.	Europe	Corp	Total	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	328	108	330	(4)	762	752	734	704	745	738	723	711	2,952	2,917
Impact of new business	(6)	(37)	38	-	(5)	(13)	(17)	(73)	(11)	(30)	(58)	(96)	(108)	(195)
Experience gains and losses	32	23	2	(2)	55	(2)	37	18	(19)	(32)	69	85	108	103
Management actions and changes in assumptions	(113)	32	(21)	-	(102)	65	(10)	151	105	245	232	135	104	717
Other	-	(52)	-	-	(52)	-	(202)	-	-	(67)	(9)	-	(254)	(76)
Earnings on surplus (incl. financing charges)	13	7	38	(1)	57	20	44	38	(3)	1	75	17	159	90
Net income before tax	254	81	387	(7)	715	822	586	838	817	855	1,032	852	2,961	3,556
Taxes	(37)	(201)	70	1	(167)	(57)	(92)	(148)	(76)	(130)	(167)	(88)	(464)	(461)
Net income before non-controlling interests & preferred dividends	217	(120)	457	(6)	548	765	494	690	741	725	865	764	2,497	3,095
Non-controlling interests & preferred dividends	(29)	(1)	(5)	-	(35)	(35)	(35)	(33)	(31)	(36)	(34)	(33)	(138)	(134)
Net income - Common Shareholders	188	(121)	452	(6)	513	730	459	657	710	689	831	731	2,359	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.

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				Fiscal 2019	Fiscal 2018
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	21	26	18	1	6	9	11	4	66	30
Impact of new business	(13)	(9)	(9)	(8)	(12)	(10)	(8)	(9)	(39)	(39)
Experience gains and losses	5	3	3	6	(9)	(1)	(5)	(11)	17	(26)
Management actions and changes in assumptions	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Earnings on surplus (incl. financing charges)	(7)	(11)	(6)	-	(33)	(13)	(18)	(11)	(24)	(75)
Net income before tax	6	9	6	(1)	(48)	(15)	(20)	(27)	20	(110)
Taxes	13	5	1	(3)	18	8	13	11	16	50
Net income before non-controlling interests & preferred dividends	19	14	7	(4)	(30)	(7)	(7)	(16)	36	(60)
Non-controlling interests & preferred dividends	(1)	(1)	(1)	-	1	(1)	(1)	-	(3)	(1)
Net income - common shareholders	18	13	6	(4)	(29)	(8)	(8)	(16)	33	(61)