



GREAT-WEST
LIFECO INC.

Supplemental Information Package
For Analysts and Investors
(Unaudited)

Q4 2020



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, “base earnings (loss)”, “base earnings per common share”, “return on equity”, “base return on equity”, “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. Where a non-IFRS measure has not been described in this document, refer to the “Non-IFRS Financial Measures” section in the Company’s 2020 Annual MD&A for the appropriate reconciliations of these non-IFRS financial measures to measures prescribed by IFRS as well as additional details on each measure.

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Lifeco Overview

Great-West Lifeco Inc. (GWO, Lifeco or the Company) is a financial services holding company with interests in the life insurance, health insurance, retirement savings, investment management, and reinsurance businesses, primarily in Canada, the United States, and Europe through its operating subsidiaries including 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 \$1,976 billion in assets under administration. Lifeco is a member of the Power 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.

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Great-West Lifeco Inc.



Q4 2020 Quarterly Information Package



Lifeco Financial Highlights

(C\$MM, except Earnings per common share)

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	11,747	9,976	10,390	10,906	9,478	9,324	(3,887)	9,595	43,019	24,510
Total net investment income (loss)	3,544	2,278	7,914	(2,074)	(304)	3,554	4,042	5,815	11,662	13,107
Fee and other income	1,569	1,486	1,406	1,441	1,515	1,496	2,591	1,479	5,902	7,081
Total income	16,860	13,740	19,710	10,273	10,689	14,374	2,746	16,889	60,583	44,698
Net earnings - common shareholders	912	826	863	342	513	730	459	657	2,943	2,359
Net earnings attributable to preferred shareholders	33	33	34	33	33	33	34	33	133	133
Net earnings - total shareholders	945	859	897	375	546	763	493	690	3,076	2,492
Common shareholder earnings (loss) - by segment										
Net earnings (loss)										
Canada	300	266	353	151	188	300	280	283	1,070	1,051
U.S.	208	89	78	5	(121)	77	(98)	81	380	(61)
Europe	253	316	253	91	335	282	193	194	913	1,004
Capital and Risk Solutions	167	167	187	93	117	75	89	105	614	386
Corporate	(16)	(12)	(8)	2	(6)	(4)	(5)	(6)	(34)	(21)
Total	912	826	863	342	513	730	459	657	2,943	2,359
Base earnings (loss)										
Canada	348	270	315	273	274	355	292	257	1,206	1,178
U.S.	90	83	83	17	89	79	101	81	273	350
Europe	195	182	179	132	317	161	155	163	688	796
Capital and Risk Solutions	124	156	137	119	157	86	84	74	536	401
Corporate	(16)	(12)	(8)	2	(6)	(4)	(5)	(6)	(34)	(21)
Total	741	679	706	543	831	677	627	569	2,669	2,704
Earnings per common share										
Net earnings (Basic)	\$0.983	\$0.891	\$0.930	\$0.369	\$0.552	\$0.786	\$0.489	\$0.665	\$3.173	\$2.494
Net earnings (Diluted)	\$0.983	\$0.891	\$0.930	\$0.369	\$0.552	\$0.785	\$0.489	\$0.665	\$3.172	\$2.493
Base earnings (Basic)	\$0.799	\$0.732	\$0.761	\$0.585	\$0.895	\$0.729	\$0.668	\$0.576	\$2.878	\$2.859
Base earnings (Diluted)	\$0.799	\$0.732	\$0.761	\$0.585	\$0.894	\$0.728	\$0.667	\$0.576	\$2.877	\$2.857

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

Lifeco Common Shareholder Net Earnings

(CSMM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Common shareholder net earnings (loss)										
Canada										
Individual Customer	(9)	119	195	12	87	85	135	124	317	431
Group Customer	189	134	197	147	114	206	161	151	667	632
Corporate ⁽¹⁾	120	13	(39)	(8)	(13)	9	(16)	8	86	(12)
	300	266	353	151	188	300	280	283	1,070	1,051
U.S.										
Financial Services ⁽²⁾⁽³⁾⁽⁴⁾	62	112	68	44	100	63	62	86	286	311
Asset Management	35	13	12	(42)	18	13	6	(4)	18	33
Corporate ⁽⁵⁾	111	(36)	(2)	3	(239)	1	3	(1)	76	(236)
Reinsured Insurance & Annuity Business ⁽²⁾	-	-	-	-	-	-	(169)	-	-	(169)
	208	89	78	5	(121)	77	(98)	81	380	(61)
Europe ⁽⁶⁾										
U.K.	156	67	109	91	206	167	71	122	423	566
Ireland	54	196	101	(16)	88	83	75	33	335	279
Germany	47	56	46	19	35	36	49	40	168	160
Corporate	(4)	(3)	(3)	(3)	6	(4)	(2)	(1)	(13)	(1)
	253	316	253	91	335	282	193	194	913	1,004
Capital and Risk Solutions										
Reinsurance	171	168	188	94	128	75	89	105	621	397
Corporate	(4)	(1)	(1)	(1)	(11)	-	-	-	(7)	(11)
	167	167	187	93	117	75	89	105	614	386
Lifeco Corporate	(16)	(12)	(8)	2	(6)	(4)	(5)	(6)	(34)	(21)
Total common shareholder net earnings	912	826	863	342	513	730	459	657	2,943	2,359

⁽¹⁾ Q4 2020 includes a \$143m (after-tax) net gain on the sale of GLC Asset Management Inc. (GLC), as well as restructuring costs of \$34m (after-tax).

⁽²⁾ The Financial Services business unit includes the operating results of the business that was transferred to Protective Life Insurance Company (Protective Life) under an indemnity reinsurance agreement effective June 1, 2019, up to and including Q2 2019. The net charge of \$199m (after-tax) relating to the transfer of this business is included in the Reinsured Insurance & Annuity Business in Q2 2019. Comparative figures for the U.S. segment have not been restated to reflect current presentation.

⁽³⁾ Q3 2020 includes the operating results of Personal Capital Corporation (Personal Capital) for the period from the acquisition date of August 17, 2020 to September 30, 2020.

⁽⁴⁾ Q4 2020 includes integration costs of \$4m (after-tax).

⁽⁵⁾ Q4 2020 includes a \$196m revaluation of a deferred tax asset, \$47m (after-tax) of transaction costs related to the acquisitions of Personal Capital and the retirement services business of Massachusetts Mutual Life Insurance Company (MassMutual) and restructuring costs of \$29m (after-tax). Q3 2020 includes \$31m (after-tax) of transaction costs related to the Personal Capital and MassMutual retirement services business acquisitions. Q4 2019 includes \$36m (after-tax) of restructuring costs and a charge of \$199m relating to the revaluation of a deferred tax asset.

⁽⁶⁾ Q3 2020 includes a \$94m (after-tax) net gain on the Irish Progressive Services International Limited (IPSI) transaction. Q4 2019 includes an \$8m (after-tax) net gain on the Scottish Friendly transaction.

Q4 2020 Quarterly Information Package



Lifeco Base Earnings

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Base earnings (loss)										
Canada										
Individual Customer	132	123	159	138	143	165	147	125	552	580
Group Customer	205	134	195	143	144	181	161	124	677	610
Corporate	11	13	(39)	(8)	(13)	9	(16)	8	(23)	(12)
	348	270	315	273	274	355	292	257	1,206	1,178
U.S.										
Financial Services ⁽¹⁾⁽²⁾	64	75	73	56	75	65	92	86	268	318
Asset Management	35	13	12	(42)	18	13	6	(4)	18	33
Corporate	(9)	(5)	(2)	3	(4)	1	3	(1)	(13)	(1)
	90	83	83	17	89	79	101	81	273	350
Europe										
U.K.	96	78	88	72	233	105	69	96	334	503
Ireland	62	70	53	27	52	29	54	31	212	166
Germany	41	37	41	36	34	31	34	37	155	136
Corporate	(4)	(3)	(3)	(3)	(2)	(4)	(2)	(1)	(13)	(9)
	195	182	179	132	317	161	155	163	688	796
Capital and Risk Solutions										
Reinsurance	124	157	138	120	162	85	84	74	539	405
Corporate	-	(1)	(1)	(1)	(5)	1	-	-	(3)	(4)
	124	156	137	119	157	86	84	74	536	401
Lifeco Corporate	(16)	(12)	(8)	2	(6)	(4)	(5)	(6)	(34)	(21)
Total base earnings	741	679	706	543	831	677	627	569	2,669	2,704

⁽¹⁾ The Financial Services business unit includes the operating results of the business that was transferred to Protective Life under an indemnity reinsurance agreement effective June 1, 2019, up to and including Q2 2019.

⁽²⁾ Q3 2020 includes the operating results of Personal Capital for the period from the acquisition date of August 17, 2020 to September 30, 2020.

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

Lifeco – Reconciliation of Earnings

(C\$MM)

	2020				2019				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2020	2019
Lifeco totals										
Base earnings (loss)	741	679	706	543	831	677	627	569	2,669	2,704
Items excluded from base earnings										
Actuarial assumption changes and other management actions	(23)	66	122	(52)	(78)	81	38	129	113	170
Market-related impacts on liabilities	(31)	18	35	(149)	(13)	(28)	(7)	(41)	(127)	(89)
Revaluation of deferred tax asset	196	-	-	-	(199)	-	-	-	196	(199)
Restructuring and Integration costs	(67)	-	-	-	(36)	-	-	-	(67)	(36)
Net gain/charge on business dispositions ⁽¹⁾	143	94	-	-	8	-	(199)	-	237	(191)
Transaction costs related to the acquisitions of Personal Capital and MassMutual	(47)	(31)	-	-	-	-	-	-	(78)	-
Net earnings	912	826	863	342	513	730	459	657	2,943	2,359

⁽¹⁾ Net gain/charge on business dispositions includes:

- In Q4 2020, a net gain of \$143m on the sale of GLC included in the Canada Corporate business unit.
- In Q3 2020, a net gain of \$94m on the sale of IPSI included in Europe Ireland business unit.
- In Q4 2019 a net gain of \$8m on the sale of heritage block of individual policies to Scottish Friendly included in the Europe Corporate business unit.
- In Q2 2019, a net charge of \$199m relating to the sale, via indemnity reinsurance, of the U.S. individual life insurance and annuity business included in the U.S. Reinsured Insurance & Annuity Business unit.

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

Canada – Reconciliation of Earnings

(C\$MM)

	2020				2019				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2020	2019
Canada										
Individual Customer										
Base earnings	132	123	159	138	143	165	147	125	552	580
Items excluded from base earnings										
Actuarial assumption changes and other management actions	(131)	4	41	(98)	(52)	(80)	(12)	1	(184)	(143)
Market-related impacts on liabilities	(10)	(8)	(5)	(28)	(4)	-	-	(2)	(51)	(6)
Net earnings	(9)	119	195	12	87	85	135	124	317	431
Group Customer										
Base earnings	205	134	195	143	144	181	161	124	677	610
Items excluded from base earnings										
Actuarial assumption changes and other management actions	(16)	-	2	4	(30)	25	-	27	(10)	22
Net earnings	189	134	197	147	114	206	161	151	667	632
Corporate										
Base earnings (loss)	11	13	(39)	(8)	(13)	9	(16)	8	(23)	(12)
Items excluded from base earnings										
Restructuring and integration costs	(34)								(34)	-
Net gain/charge on business dispositions ⁽¹⁾	143								143	-
Net earnings (loss)	120	13	(39)	(8)	(13)	9	(16)	8	86	(12)
Canada totals										
Base earnings	348	270	315	273	274	355	292	257	1,206	1,178
Items excluded from base earnings										
Actuarial assumption changes and other management actions	(147)	4	43	(94)	(82)	(55)	(12)	28	(194)	(121)
Market-related impacts on liabilities	(10)	(8)	(5)	(28)	(4)	-	-	(2)	(51)	(6)
Restructuring and integration costs	(34)								(34)	-
Net gain/charge on business dispositions ⁽¹⁾	143								143	-
Net earnings	300	266	353	151	188	300	280	283	1,070	1,051

⁽¹⁾ Net gain/charge on business dispositions includes:

- In Q4 2020, a net gain of \$143m on the sale of GLC included in the Canada Corporate business unit.

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

U.S. – Reconciliation of Earnings

(C\$MM)

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
U.S.										
Financial Services⁽²⁾										
Base earnings	64	75	73	56	75	65	92	86	268	318
Items excluded from base earnings										
Actuarial assumption changes and other management actions	3	38	-	-	25	(2)	-	-	41	23
Market-related impacts on liabilities	(1)	(1)	(5)	(12)	-	-	-	-	(19)	-
Restructuring and integration costs	(4)								(4)	-
Net gain/charge on business dispositions ⁽¹⁾	-	-	-	-	-	-	(199)	-	-	(199)
Net earnings (loss)	62	112	68	44	100	63	(107)	86	286	142
Asset Management										
Base earnings (loss)	35	13	12	(42)	18	13	6	(4)	18	33
Net earnings (loss)	35	13	12	(42)	18	13	6	(4)	18	33
Corporate										
Base earnings (loss)	(9)	(5)	(2)	3	(4)	1	3	(1)	(13)	(1)
Items excluded from base earnings										
Revaluation of deferred tax asset	196	-	-	-	(199)	-	-	-	196	(199)
Restructuring and integration costs	(29)	-	-	-	(36)	-	-	-	(29)	(36)
Capital and MassMutual	(47)	(31)	-	-	-	-	-	-	(78)	-
Net earnings (loss)	111	(36)	(2)	3	(239)	1	3	(1)	76	(236)
U.S. Totals										
Base earnings	90	83	83	17	89	79	101	81	273	350
Items excluded from base earnings										
Actuarial assumption changes and other management actions	3	38	-	-	25	(2)	-	-	41	23
Market-related impacts on liabilities	(1)	(1)	(5)	(12)	-	-	-	-	(19)	-
Legal accrual	-	-	-	-	-	-	-	-	-	-
Revaluation of deferred tax asset	196	-	-	-	(199)	-	-	-	196	(199)
Restructuring and integration costs	(33)	-	-	-	(36)	-	-	-	(33)	(36)
Net gain/charge on business dispositions ⁽¹⁾	-	-	-	-	-	-	(199)	-	-	(199)
Capital and MassMutual	(47)	(31)	-	-	-	-	-	-	(78)	-
Net earnings (loss)	208	89	78	5	(121)	77	(98)	81	380	(61)

⁽¹⁾ Net gain/charge on business dispositions includes:

- In Q2 2019, a net charge of \$199m relating to the sale, via indemnity reinsurance, of the U.S. individual life insurance and annuity business included in the U.S. Reinsured Insurance & Annuity business unit.

⁽²⁾ Q3 2020 includes the operating results of Personal Capital for the period from the acquisition date of August 17, 2020 to September 30, 2020.

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

Europe – Reconciliation of Earnings

(C\$MM)

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Europe										
U.K.										
Base earnings	96	78	88	72	233	105	69	96	334	503
Items excluded from base earnings										
Actuarial assumption changes and other management actions	80	(27)	39	22	(9)	81	13	65	114	150
Market-related impacts on liabilities	(20)	16	(18)	(3)	(18)	(19)	(11)	(39)	(25)	(87)
Net earnings	156	67	109	91	206	167	71	122	423	566
Ireland										
Base earnings	62	70	53	27	52	29	54	31	212	166
Items excluded from base earnings										
Actuarial assumption changes and other management actions	(6)	31	11	16	27	66	17	4	52	114
Market-related impacts on liabilities	(2)	1	37	(59)	9	(12)	4	(2)	(23)	(1)
Net gain/charge on business dispositions ⁽¹⁾	-	94	-	-	-	-	-	-	94	-
Net earnings (loss)	54	196	101	(16)	88	83	75	33	335	279
Germany										
Base earnings	41	37	41	36	34	31	34	37	155	136
Items excluded from base earnings										
Actuarial assumption changes and other management actions	4	18	-	-	1	2	15	1	22	19
Market-related impacts on liabilities	2	1	5	(17)	-	3	-	2	(9)	5
Net earnings	47	56	46	19	35	36	49	40	168	160
Corporate										
Base earnings (loss)	(4)	(3)	(3)	(3)	(2)	(4)	(2)	(1)	(13)	(9)
Items excluded from base earnings										
Net gain/charge on business dispositions ⁽¹⁾	-	-	-	-	8	-	-	-	-	8
Net earnings (loss)	(4)	(3)	(3)	(3)	6	(4)	(2)	(1)	(13)	(1)
Europe totals										
Base earnings	195	182	179	132	317	161	155	163	688	796
Items excluded from base earnings										
Actuarial assumption changes and other management actions	78	22	50	38	19	149	45	70	188	283
Market-related impacts on liabilities	(20)	18	24	(79)	(9)	(28)	(7)	(39)	(57)	(83)
Net gain/charge on business dispositions ⁽¹⁾	-	94	-	-	8	-	-	-	94	8
Net earnings	253	316	253	91	335	282	193	194	913	1,004

⁽¹⁾ Net gain/charge on business dispositions includes:

- In Q3 2020, a net gain of \$94m on the sale of IPSI included in Europe Ireland business unit.
- In Q4 2019 a net gain of \$8m on the sale of heritage block of individual policies to Scottish Friendly included in the Europe Corporate business unit.

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

Capital and Risk Solutions – Reconciliation of Earnings

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Capital and Risk Solutions										
Reinsurance										
Base earnings	124	157	138	120	162	85	84	74	539	405
Items excluded from base earnings										
Actuarial assumption changes and other management actions	47	2	29	4	(34)	(10)	5	31	82	(8)
Market-related impacts on liabilities	-	9	21	(30)	-	-	-	-	-	-
Net earnings	171	168	188	94	128	75	89	105	621	397
Corporate										
Base earnings (loss)	-	(1)	(1)	(1)	(5)	1	-	-	(3)	(4)
Items excluded from base earnings										
Actuarial assumption changes and other management actions	(4)	-	-	-	(6)	(1)	-	-	(4)	(7)
Net earnings (loss)	(4)	(1)	(1)	(1)	(11)	-	-	-	(7)	(11)
Capital and Risk Solutions Totals										
Base earnings	124	156	137	119	157	86	84	74	536	401
Items excluded from base earnings										
Actuarial assumption changes and other management actions	43	2	29	4	(40)	(11)	5	31	78	(15)
Market-related impacts on liabilities	-	9	21	(30)	-	-	-	-	-	-
Net earnings	167	167	187	93	117	75	89	105	614	386

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

Currency Translation Rates

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
(C\$ / US\$)								
Balance sheet	1.27	1.33	1.36	1.40	1.30	1.32	1.31	1.34
Income and expenses	1.30	1.33	1.39	1.34	1.32	1.32	1.34	1.33
(C\$ / £)								
Balance sheet	1.74	1.72	1.68	1.74	1.72	1.63	1.66	1.74
Income and expenses	1.72	1.72	1.72	1.72	1.70	1.63	1.72	1.73
(C\$ / €)								
Balance sheet	1.55	1.56	1.52	1.55	1.46	1.44	1.49	1.50
Income and expenses	1.55	1.56	1.53	1.48	1.46	1.47	1.50	1.51

Financial Strength – Credit Ratings

Rating Agency	Measurement	Lifeco	Canada Life	Irish Life	GWL&A
A.M. Best Company	Financial Strength		A+		A+
DBRS Morningstar	Issuer Rating Financial Strength Senior Debt Subordinated Debt	A (high) A (high)	AA AA AA (low)		NR
Fitch Ratings	Insurer Financial Strength Senior Debt Subordinated Debt	A	AA A+	AA	AA
Moody's Investors Service	Insurance Financial Strength		Aa3		Aa3
S&P Global Ratings	Insurer Financial Strength Senior Debt Subordinated Debt	A+	AA AA-		AA

Lifeco Common Shares Outstanding

	Opening Common Shares	New Shares Issued		Normal Course Issuer Bid			Substantial Issuer Bid			Basic Shares Outstanding
		Private/ Public	Exercised Options	Shares Bought	Price	Cost	Shares Bought	Price	Cost	
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
Q1 2020	927,281,186	-	398,720	-	-	-	-	-	-	927,679,906
Q2 2020	927,679,906	-	5,000	-	-	-	-	-	-	927,684,906
Q3 2020	927,684,906	-	41,800	-	-	-	-	-	-	927,726,706
Q4 2020	927,726,706	-	126,400	-	-	-	-	-	-	927,853,106

12 months ended Dec. 31, 2020

Average common shares outstanding - Basic	927,675,108
Potential exercise of outstanding stock options	109,974
Average common shares outstanding - Diluted	<u>927,785,082</u>

Lifeco Financial Ratio Highlights

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Share Price								
High	\$31.10	\$27.43	\$25.73	\$35.30	\$33.75	\$31.88	\$34.38	\$32.72
Low	\$26.01	\$23.28	\$19.86	\$19.16	\$30.13	\$27.59	\$29.69	\$27.90
Close	\$30.35	\$26.02	\$23.80	\$24.31	\$33.26	\$31.81	\$30.15	\$32.36
Earnings per share								
Net EPS	\$0.983	\$0.891	\$0.930	\$0.369	\$0.552	\$0.786	\$0.489	\$0.665
Base EPS	\$0.799	\$0.732	\$0.761	\$0.585	\$0.895	\$0.729	\$0.668	\$0.576
Dividends								
Common dividends declared / share		\$0.4380	\$0.4380	\$0.4380	\$0.4380	\$0.4130	\$0.4130	\$0.4130
Common dividends paid / share	\$0.4380	\$0.4380	\$0.4380	\$0.4380	\$0.4130	\$0.4130	\$0.4130	\$0.4130
Paid dividend growth (qtr / qtr)	0.0%	0.0%	0.0%	6.1%	0.0%	0.0%	0.0%	6.2%
Paid dividend growth (yr / yr)	6.1%	6.1%	6.1%	6.1%	6.2%	6.2%	6.2%	6.2%
Dividend payout ratio ⁽¹⁾	44.6%	49.2%	47.1%	118.7%	74.8%	52.5%	84.5%	62.1%
Dividend yield (annualized) ⁽²⁾	5.8%	6.7%	7.4%	7.2%	5.0%	5.2%	5.5%	5.1%
Ratios								
P/E ratio (rolling 4 qtrs - net earnings)	9.6x	9.5x	9.0x	11.1x	13.3x	12.0x	11.7x	11.1x
P/Book value ratio	1.3x	1.2x	1.1x	1.1x	1.5x	1.5x	1.4x	1.5x
ROE ⁽³⁾ (12 months trailing)	14.1%	12.4%	12.1%	10.3%	11.7%	12.4%	12.0%	13.5%
Share information								
Total shares outstanding (mm)	927.9	927.7	927.7	927.7	927.3	928.9	928.8	988.2
Majority shareholder beneficial ownership (mm)	657.6	657.6	657.6	657.6	657.6	657.6	657.6	709.3
Public float shares (mm)	270.3	270.1	270.1	270.1	269.7	271.3	271.2	278.9
Total market capitalization (mm)	\$28,160	\$24,139	\$22,079	\$22,552	\$30,841	\$29,548	\$28,003	\$31,979
Public float (mm)	\$8,203	\$7,029	\$6,428	\$6,566	\$8,970	\$8,630	\$8,177	\$9,026
Book value per share	\$22.97	\$22.57	\$21.98	\$22.34	\$21.53	\$21.02	\$20.84	\$22.07

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

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

⁽³⁾ Return on common shareholder equity

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

The Canada Life Assurance Company - OSFI Regulatory Capital - 2020 vs. 2019

(C\$MM, unless otherwise stated)

	<u>2020</u> Q4	<u>2019</u> ⁽³⁾ Q4	<u>Change</u> (Y/Y)	<u>In-year movement</u>
Canada Life Assurance Company				
Tier 1	11,593	11,952		Upon January 1st amalgamation, Tier 1 capital decreased and Tier 2 capital increased by an equal and offsetting amount. Retained earnings increased during the year.
Tier 2	<u>4,568</u>	<u>3,637</u>		
Available Capital	16,161	15,589	4%	
Surplus Allowance and Eligible Deposits	<u>14,226</u>	<u>12,625</u>	13%	Surplus Allowance increased due to regular business activities and the impact of lower interest rates. A new eligible deposit was added.
Total Capital Resources	30,387	28,214	8%	
Base Solvency Buffer (includes OSFI scalar 1.05)	23,607	20,911	13%	Base Solvency Buffer increased due to regular business activities including the addition of new business written, market movements, and the switch in the LICAT interest rate scenario in North America.
Total Ratio ⁽¹⁾	129%	135%	-6 pts	
Core Ratio ⁽²⁾	91%	99%	-8 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)

(3) Comparative figures presented as at Q4 2019 are those of Great-West Life representing the company results prior to amalgamation

The Canada Life Assurance Company - LICAT

(C\$MM unless otherwise stated)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Available Capital:								
Tier 1 Capital								
Common shares	7,884	7,884	7,884	7,884	8,884	8,882	8,882	8,882
Shareholder Surplus	12,218	12,132	12,168	11,655	11,824	11,499	11,071	12,132
Other Tier 1	3,048	2,985	2,757	3,481	2,747	2,374	2,544	2,952
Less: Goodwill & Intangibles	(8,453)	(8,368)	(8,313)	(8,314)	(8,176)	(8,080)	(8,086)	(8,115)
Less: Other Deductions	(3,104)	(3,233)	(3,166)	(3,223)	(3,327)	(3,072)	(3,277)	(3,447)
Total Tier 1 Capital	11,593	11,400	11,330	11,483	11,952	11,603	11,134	12,404
Tier 2 Capital	4,568	4,787	4,709	4,340	3,637	3,466	3,655	3,722
Available Capital	16,161	16,187	16,039	15,823	15,589	15,069	14,789	16,126
Surplus Allowance and Eligible Deposits	14,226	13,788	13,341	12,942	12,625	11,927	11,723	11,137
Total Capital Resources	30,387	29,975	29,380	28,765	28,214	26,996	26,512	27,263
Base Solvency Buffers								
Non-Participating Business:								
Credit Risk	3,012	2,867	2,819	2,732	2,692	2,649	2,610	2,606
Market Risk	2,735	2,651	2,581	2,574	2,306	2,227	2,339	2,415
Insurance Risk, Net of Adjustable Credits	13,790	13,484	13,273	12,911	12,691	11,262	11,516	11,503
	19,537	19,002	18,673	18,217	17,689	16,138	16,465	16,524
Participating Business Total Risk	3,689	3,350	3,183	2,909	2,933	2,983	2,857	2,907
Less: Diversification & Other Credits	(4,093)	(3,960)	(3,889)	(3,742)	(3,592)	(3,370)	(3,392)	(3,451)
Segregated Fund Guarantee Risk	694	738	720	735	359	321	317	324
Operational Risk	2,656	2,587	2,547	2,522	2,526	2,374	2,364	2,275
Solvency Buffers prior to OSFI scalar	22,483	21,717	21,234	20,641	19,915	18,446	18,611	18,579
Base Solvency Buffer (includes OSFI scalar of 1.05)	23,607	22,803	22,296	21,673	20,911	19,368	19,542	19,508
LICAT Ratios:								
Total Ratio ⁽¹⁾ (OSFI Supervisory Target = 100%)	129%	131%	132%	133%	135%	139%	136%	140%
Core Ratio ⁽²⁾ (OSFI Supervisory Target = 70%)	91%	92%	93%	95%	99%	103%	99%	104%

⁽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)

GWL&A Risk-Based Capital

	<u>2020</u> Q4	<u>2019</u> Q4
Risk-Based Capital (RBC) - US\$		
GWL&A		
Total Adjusted Capital	2,126	1,654
Company Action Level	519	250
Ratio	409% ⁽¹⁾	662%

⁽¹⁾ Estimated at December 31, 2020

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.

Q4 2020 Quarterly Information Package



Lifeco Capital Structure

(CSMM)

LIABILITIES	2020				2019		EQUITY	2020				2019	
	Q4	Q3	Q2	Q1	Q4	Q3		Q4	Q3	Q2	Q1	Q4	Q3
Short-term							Non-Controlling Interests						
Commercial paper and other short-term debt instruments, unsecured	125	132	135	139	130	131	Non-controlling interest in capital stock & surplus	116	119	152	151	107	121
Putnam revolving credit facility	210	33	159	281	299	159							
Great-West Lifeco U.S. LLC revolving credit facility	635	-	-	-	-	-							
1.96% Short-term bank loan due November 21, 2019	-	-	-	-	-	225	Undistributed Participating Account Surplus						
Total short-term	970	165	294	420	429	515	Canada Life	2,858	2,858	2,836	2,833	2,745	2,782
							GWL&A	13	14	14	15	14	14
								2,871	2,872	2,850	2,848	2,759	2,796
Long-term							Total Non-Controlling Interest	2,987	2,991	3,002	2,999	2,866	2,917
Lifeco							Lifeco						
4.65% Debentures due August 13, 2020, unsecured, repaid during the year	-	-	500	500	500	500	Series F 5.90% Non-Cumulative Preferreds	194	194	194	194	194	194
6.74% Debentures due November 24, 2031, unsecured	195	194	194	194	194	194	Series G 5.20% Non-Cumulative Preferreds	300	300	300	300	300	300
6.67% Debentures due March 21, 2033, unsecured	394	394	394	394	393	393	Series H 4.85% Non-Cumulative Preferreds	300	300	300	300	300	300
5.998% Debentures due November 16, 2039, unsecured	342	342	342	342	342	342	Series I 4.50% Non-Cumulative Preferreds	300	300	300	300	300	300
3.337% Debentures due February 28, 2028, unsecured	498	498	498	498	498	498	Series L 5.65% Non-Cumulative Preferreds	170	170	170	170	170	170
2.981% Debentures due July 8, 2050, unsecured	493	494	-	-	-	-	Series M 5.80% Non-Cumulative Preferreds	150	150	150	150	150	150
2.50% Debentures due April 18, 2023, unsecured, (500 euro)	774	779	758	773	728	718	Series N 1.749% Non-Cumulative Rate Reset Preferreds ⁽¹⁾	250	213	213	213	213	213
2.379% Debentures due May 14, 2030, unsecured	597	597	597	-	-	-	Series O Non-Cumulative Floating Rate Preferreds ⁽²⁾	-	37	37	37	37	37
1.75% Debentures due December 7, 2026, unsecured, (500 euro)	771	776	755	770	725	715	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
Canada Life							Series R 4.80% Non-Cumulative Preferreds	200	200	200	200	200	200
6.40% Subordinated debentures due December 11, 2028, unsecured	100	100	100	100	100	100	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
Great-West Life & Annuity Insurance Capital, LP								2,714	2,714	2,714	2,714	2,714	2,714
6.625% Deferrable debentures due November 15, 2034, unsecured (U.S. \$175)	-	-	-	-	-	228	Common Stock	5,651	5,647	5,646	5,646	5,633	5,633
							Accumulated & Contributed Surplus	15,176	14,660	14,205	13,740	13,835	13,744
Great-West Lifeco Finance 2018, LP							Accumulated Other Comprehensive Income	487	636	542	1,342	495	149
4.581% Senior notes due May 17, 2048, unsecured, (U.S. \$500)	628	658	673	693	643	653	Total Equity Capital	27,015	26,648	26,109	26,441	25,543	25,157
4.047% Senior notes due May 17, 2028, unsecured, (U.S. \$300)	379	397	406	418	388	394							
Great-West Lifeco Finance (Delaware) LP													
4.15% Senior notes due June 3, 2047, unsecured, (U.S. \$700)	874	915	933	961	894	907							
Great-West Lifeco U.S. Finance 2020, LP													
0.904% Senior notes due August 12, 2025, unsecured, (U.S. \$500)	631	661	-	-	-	-							
Empower Finance 2020, LP													
3.075% Senior notes due September 17, 2051, unsecured, (U.S. \$700)	879	921	-	-	-	-							
1.776% Senior notes due March 17, 2031, unsecured, (U.S. \$400)	505	529	-	-	-	-							
1.357% Senior notes due September 17, 2027, unsecured, (U.S. \$400)	505	530	-	-	-	-							
Total Debt and Other Loans	9,535	8,950	6,444	6,063	5,834	6,157							
Canada Life Capital Trust (CLCT)													
7.529% due June 30, 2052, unsecured, face value	150	150	150	150	150	150							
Acquisition related FMV adjustment	8	8	8	8	9	9							
	158	158	158	158	159	159							
Trust securities held by consolidated group	(37)	(37)	(37)	(37)	(37)	(37)							
Capital Trust Securities (externally held)	121	121	121	121	122	122							

⁽¹⁾ Fixed dividend rate per annum until December 30, 2025, at which time the dividend becomes equal to the five year Government of Canada yield plus 1.30% for the subsequent five year period. The fixed dividend rate had been 2.176% per annum for the five year period beginning December 31, 2015 and ending December 30, 2020.

⁽²⁾ Floating dividend rate which is reset quarterly to the three month Government of Canada Treasury Bill yield plus 1.30%. On December 31, 2020, all outstanding Series O Shares were automatically converted into Series N Shares on a one-for-one basis. Please refer to the "Lifeco Capital Structure" section of the annual 2020 Lifeco Management's Discussion and Analysis for additional details on the conversion.

Lifeco Statements of Net Earnings

	2020				2019				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2020	2019
<i>(C\$MM, unless otherwise stated)</i>										
Income										
Total net premiums	11,747	9,976	10,390	10,906	9,478	9,324	(3,887)	9,595	43,019	24,510
Regular net investment income	1,560	1,493	1,596	1,314	1,462	1,452	1,797	1,450	5,963	6,161
Changes in fair value through profit or loss	1,984	785	6,318	(3,388)	(1,766)	2,102	2,245	4,365	5,699	6,946
Total net investment income (loss)	3,544	2,278	7,914	(2,074)	(304)	3,554	4,042	5,815	11,662	13,107
Fee and other income	1,569	1,486	1,406	1,441	1,515	1,496	2,591	1,479	5,902	7,081
Total Income	16,860	13,740	19,710	10,273	10,689	14,374	2,746	16,889	60,583	44,698
Benefits and expenses										
Total paid or credited to policyholders	13,555	10,668	16,559	7,705	7,769	11,440	(30)	13,912	48,487	33,091
Commissions	657	549	565	625	650	571	598	610	2,396	2,429
Operating and administrative expenses ⁽¹⁾	1,498	1,365	1,294	1,335	1,298	1,258	1,374	1,301	5,492	5,231
Premium taxes	124	119	121	116	128	123	125	130	480	506
Financing charges	79	71	69	65	71	70	72	72	284	285
Amortization of finite life intangible assets	63	58	61	56	60	57	54	53	238	224
Restructuring and integration expenses	134	-	-	-	52	-	-	-	134	52
Total benefits and expenses	16,110	12,830	18,669	9,902	10,028	13,519	2,193	16,078	57,511	41,818
Earnings before income taxes	750	910	1,041	371	661	855	553	811	3,072	2,880
Income taxes (recovery) - Current	131	87	10	43	16	26	83	71	271	196
- Deferred	(314)	(68)	85	(56)	127	21	(30)	59	(353)	177
Net earnings before non-controlling interests	933	891	946	384	518	808	500	681	3,154	2,507
Non-controlling interests	(12)	32	49	9	(28)	45	7	(9)	78	15
Net earnings	945	859	897	375	546	763	493	690	3,076	2,492
Preferred share dividends	33	33	34	33	33	33	34	33	133	133
Net earnings - common shareholders	912	826	863	342	513	730	459	657	2,943	2,359
Earnings per common share										
Basic	\$0.983	\$0.891	\$0.930	\$0.369	\$0.552	\$0.786	\$0.489	\$0.665	\$3.173	\$2.494
Diluted	\$0.983	\$0.891	\$0.930	\$0.369	\$0.552	\$0.785	\$0.489	\$0.665	\$3.172	\$2.493
Average number of shares outstanding (MM) - basic	927.8	927.7	927.7	927.5	928.9	928.9	939.3	987.8	927.7	946.0
Average number of shares outstanding (MM) - diluted	928.0	927.8	927.7	928.0	929.6	929.2	940.0	988.1	927.8	946.5
Effective tax rate	-24.4%	2.1%	9.1%	-3.5%	21.6%	5.5%	9.6%	16.0%	-2.7%	13.0%

⁽¹⁾ Includes pre-tax transaction costs related to the Personal Capital and MassMutual acquisitions of \$59m in Q4 2020 and \$36m in Q3 2020.

Lifeco Balance Sheets

(C\$MM, unless otherwise stated)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	7,946	5,372	5,869	5,635	4,628	3,853	3,835	4,481
Government bonds	49,389	51,206	47,501	46,047	47,149	47,899	47,360	48,731
Corporate bonds	88,203	75,884	72,839	70,165	67,879	67,994	66,267	77,568
Total bonds ⁽¹⁾	137,592	127,090	120,340	116,212	115,028	115,893	113,627	126,299
Mortgage loans	27,803	25,369	25,159	25,069	24,268	24,141	23,605	25,509
Stocks	11,000	9,793	10,075	9,620	10,375	10,086	9,833	10,063
Investment properties	6,270	5,853	5,616	5,836	5,887	5,542	5,416	5,449
Loans to policyholders	8,387	8,899	9,068	9,186	8,601	8,717	8,917	8,826
Total invested assets	198,998	182,376	176,127	171,558	168,787	168,232	165,233	180,627
Funds held by ceding insurers	18,383	8,273	8,404	8,580	8,714	8,791	8,959	9,299
Reinsurance assets	22,121	22,335	22,221	21,025	20,707	21,195	20,479	6,124
Premiums in course of collection, accounts and interest receivable	6,102	6,134	5,756	6,154	5,881	5,321	5,718	6,074
Current income taxes	145	189	256	201	236	264	222	185
Derivative financial instruments	829	787	863	929	451	694	655	496
Owner occupied properties	741	741	752	753	727	733	732	724
Fixed assets	426	449	443	467	455	452	452	445
Other assets	3,347	3,211	3,230	3,343	3,110	3,051	2,956	2,996
Deferred tax assets	975	750	627	665	693	876	906	928
Goodwill	10,106	7,573	6,600	6,612	6,505	6,490	6,492	6,530
Intangible assets	4,285	3,976	3,998	4,039	3,879	3,875	3,866	3,931
Assets held for sale	-	-	-	-	-	876	857	908
Investments on account of segregated fund policyholders	334,032	236,943	228,719	212,577	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	600,490	473,737	457,996	436,903	451,167	446,626	441,897	442,492
Liabilities								
Insurance contract liabilities	208,902	184,379	182,201	176,634	174,521	174,433	171,490	170,790
Investment contract liabilities	9,145	4,047	1,762	1,745	1,656	1,721	1,714	1,729
	218,047	188,426	183,963	178,379	176,177	176,154	173,204	172,519
Liabilities held for sale	-	-	-	-	-	876	857	908
Debentures and other debt instruments	9,693	9,108	6,602	6,221	5,993	6,316	6,331	6,381
Funds held under reinsurance contracts	1,648	1,602	1,499	1,399	1,433	1,410	1,381	1,381
Other liabilities	9,409	10,114	10,151	10,846	9,883	9,810	9,642	9,442
Deferred tax liabilities	646	896	953	1,040	1,116	1,127	1,157	1,236
Investment and insurance contracts on account of segregated fund policyholders	334,032	236,943	228,719	212,577	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	573,475	447,089	431,887	410,462	425,624	421,469	416,942	415,092
Equity								
Non-controlling interests	2,987	2,991	3,002	2,999	2,866	2,917	2,881	2,877
Share capital								
Preferred shares	2,714	2,714	2,714	2,714	2,714	2,714	2,714	2,714
Common shares	5,651	5,647	5,646	5,646	5,633	5,633	5,632	7,298
Accumulated surplus	14,990	14,485	14,045	13,591	13,660	13,578	13,231	13,483
Accumulated other comprehensive income	487	636	542	1,342	495	149	337	875
Contributed surplus	186	175	160	149	175	166	160	153
Total equity	27,015	26,648	26,109	26,441	25,543	25,157	24,955	27,400
Total liabilities and equity	600,490	473,737	457,996	436,903	451,167	446,626	441,897	442,492
Proprietary mutual funds and institutional assets	350,943	341,436	315,326	288,309	320,548	308,425	305,252	304,230
Other assets under administration	1,024,414	845,862	889,929	798,847	857,966	841,700	820,808	804,202
Total assets under administration	1,975,847	1,661,035	1,663,251	1,524,059	1,629,681	1,596,751	1,567,957	1,550,924

⁽¹⁾ Includes short-term bonds

Q4 2020 Quarterly Information Package



Lifeco Supplemental Balance Sheet Information

(CSMM, unless otherwise stated)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Bond Portfolio Quality								
Canada								
AAA	7,524	8,002	7,945	7,905	7,645	7,882	7,857	7,944
AA	12,976	12,904	12,898	12,251	12,007	11,230	10,857	10,599
A	18,839	18,536	18,470	17,777	17,635	18,417	18,101	17,768
BBB	12,149	11,849	11,358	10,397	9,943	10,058	9,746	9,378
BB or Lower	120	133	157	155	124	90	90	105
Total	51,608	51,424	50,828	48,485	47,354	47,677	46,651	45,794
U.S.								
AAA	5,464	5,075	5,428	5,751	5,629	5,784	5,723	7,090
AA	4,329	3,158	3,049	2,925	2,797	2,929	2,839	5,188
A	12,569	9,075	7,613	7,753	6,912	7,214	7,040	11,113
BBB	14,563	7,331	6,185	5,721	5,218	5,083	4,451	9,939
BB or Lower	856	409	368	295	230	360	353	542
Total	37,781	25,048	22,643	22,445	20,786	21,370	20,406	33,872
Europe								
AAA	4,773	4,709	4,629	4,855	4,425	4,478	4,307	4,583
AA	15,798	15,386	15,721	15,582	16,035	15,574	15,713	15,985
A	12,410	11,479	11,037	10,915	10,909	10,996	10,941	11,078
BBB	5,729	5,948	5,936	5,585	5,783	5,653	5,555	5,516
BB or Lower	172	171	159	124	152	120	118	345
Total	38,882	37,693	37,482	37,061	37,304	36,821	36,634	37,507
Capital and Risk Solutions								
AAA	1,255	1,082	989	918	804	890	758	727
AA	1,123	1,028	1,325	1,301	1,291	1,272	1,309	1,371
A	1,619	1,687	1,742	1,773	1,687	1,787	1,776	1,797
BBB	883	937	954	951	978	976	933	935
BB or Lower	39	49	49	18	12	14	14	19
Total	4,919	4,783	5,059	4,961	4,772	4,939	4,790	4,849
Total Bond Portfolio Quality								
AAA	19,016	18,868	18,991	19,429	18,503	19,034	18,645	20,344
AA	34,226	32,476	32,993	32,059	32,130	31,005	30,718	33,143
A	45,437	40,777	38,862	38,218	37,143	38,414	37,858	41,756
BBB	33,324	26,065	24,433	22,654	21,922	21,770	20,685	25,768
BB or Lower	1,187	762	733	592	518	584	575	1,011
Total ⁽¹⁾	133,190	118,948	116,012	112,952	110,216	110,807	108,481	122,022

⁽¹⁾ Excludes short term bonds.

(CSB)

Bonds Unrealized Gain / Loss

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Unrealized Gains	12.9	12.3	12.1	8.2	8.6	10.4	8.7	7.7
Unrealized Losses	(0.1)	(0.3)	(0.3)	(1.3)	(0.2)	(0.2)	(0.2)	(0.4)
Net Gains / Losses	12.8	12.0	11.8	6.9	8.4	10.2	8.5	7.3

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Segregated Fund Net Assets								
Stocks, mutual funds and units in unit trusts	240,252	159,550	153,254	139,141	160,109	152,228	150,831	150,750
Bonds	65,338	49,646	48,034	45,701	44,973	44,960	43,657	42,915
Mortgage loans	2,686	2,631	2,649	2,709	2,670	2,724	2,719	2,741
Investment properties	12,430	12,657	12,535	13,315	12,986	12,871	12,849	12,696
Cash & other	13,326	12,459	12,247	11,711	10,284	9,821	11,036	10,691
Total	334,032	236,943	228,719	212,577	231,022	222,604	221,092	219,793

Mortgage Loan Portfolio

	Non-Insured		Total
	Insured	Non-Insured	
Q4 2020			
Single-family residential	530	1,533	2,063
Multi-family residential	3,255	4,098	7,353
Equity Release	-	2,020	2,020
Commercial	236	16,131	16,367
Total Mortgage Loans	4,021	23,782	27,803
Q3 2020			
Single-family residential	537	1,552	2,089
Multi-family residential	3,354	3,475	6,829
Equity Release	-	1,805	1,805
Commercial	241	14,405	14,646
Total Mortgage Loans	4,132	21,237	25,369
Q2 2020			
Single-family residential	550	1,540	2,090
Multi-family residential	3,412	3,525	6,937
Equity Release	-	1,708	1,708
Commercial	245	14,179	14,424
Total Mortgage Loans	4,207	20,952	25,159
Q1 2020			
Single-family residential	564	1,512	2,076
Multi-family residential	3,455	3,622	7,077
Equity Release	-	1,433	1,433
Commercial	251	14,232	14,483
Total Mortgage Loans	4,270	20,799	25,069
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

Lifeco Impaired Loans and Credit Losses

(C\$MM)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Gross Impaired Loans								
Fair value through profit or loss ⁽¹⁾	23	25	26	19	19	117	118	236
Available-for-sale	16	18	16	17	16	18	18	31
Loans and receivables	80	74	74	75	80	84	86	21
Total	119	117	116	111	115	219	222	288
Canada	1	-	1	-	-	1	1	1
US	30	33	33	35	35	134	135	265
Europe	88	84	82	76	80	84	86	20
Capital and Risk Solutions	-	-	-	-	-	-	-	2
Total	119	117	116	111	115	219	222	288
Impaired Investment Provisions								
Fair value through profit or loss ⁽¹⁾	3	3	2	(1)	(2)	(20)	(16)	(15)
Available-for-sale	(1)	-	-	1	-	(1)	(1)	-
Loans and receivables	57	49	48	49	51	50	51	9
Total	59	52	50	49	49	29	34	(6)
Canada	-	-	-	-	-	-	-	-
US	(2)	(2)	(2)	-	(2)	(20)	(16)	(13)
Europe	61	54	52	49	51	50	51	8
Capital and Risk Solutions	-	-	-	-	-	(1)	(1)	(1)
Total	59	52	50	49	49	29	34	(6)
Carrying Amount	60	65	66	62	66	190	188	294
Provisions for Future Credit								
Losses in Insurance Contract Liabilities	3,368	2,781	2,696	2,628	2,575	2,385	2,439	2,657

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

Lifeco Cash Flow Statements

(CSMM)	2020				2019				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2020	2019
Operations										
Earnings before income taxes	750	910	1,041	371	661	855	553	811	3,072	2,880
Income taxes paid, net of refunds received	(116)	(35)	(102)	(114)	(30)	(61)	(107)	(37)	(367)	(235)
Adjustments:										
Change in insurance and investment contract liabilities	4,145	4,377	8,617	(2,663)	(1,789)	3,032	3,963	5,206	14,476	10,412
Change in funds held by ceding insurers	(89)	228	165	163	278	195	19	78	467	570
Change in funds held under reinsurance contracts	32	108	116	(55)	(50)	55	61	15	201	81
Change in reinsurance assets	(550)	(346)	(1,799)	1,066	379	(481)	(626)	(172)	(1,629)	(900)
Changes in fair value through profit or loss	(1,984)	(785)	(6,318)	3,388	1,766	(2,102)	(2,245)	(4,365)	(5,699)	(6,946)
Other	(292)	(131)	(262)	(226)	76	(222)	1,121	(727)	(911)	248
Cash flow from operations ⁽¹⁾	1,896	4,326	1,458	1,930	1,291	1,271	2,739	809	9,610	6,110
Financing Activities										
Issue of common shares	4	1	-	13	13	1	10	15	18	39
Purchased and cancelled common shares	-	-	-	-	(66)	-	(2,000)	-	-	(2,066)
Substantial issuer bid transaction costs	-	-	-	-	-	-	(3)	-	-	(3)
Issue of debentures and senior notes	-	3,116	597	-	-	-	-	-	3,713	-
Repayment of debentures	-	(500)	-	-	(232)	-	-	-	(500)	(232)
Increase (decrease) in line of credit of subsidiaries	817	(122)	(117)	(39)	145	(86)	(107)	20	539	(28)
Increase (decrease) in debentures and other debt instruments	-	-	-	(1)	(224)	101	123	1	(1)	1
Dividends paid on common shares	(407)	(406)	(406)	(407)	(384)	(384)	(383)	(408)	(1,626)	(1,559)
Dividends paid on preferred shares	(33)	(33)	(34)	(33)	(33)	(33)	(34)	(33)	(133)	(133)
Cash flow from financing activities	381	2,056	40	(467)	(781)	(401)	(2,394)	(405)	2,010	(3,981)
Investment Activities										
Bond sales and maturities	6,000	5,913	5,814	4,923	6,807	5,281	7,414	5,653	22,650	25,155
Mortgage loan repayments	820	493	489	537	908	463	725	436	2,339	2,532
Stock sales	602	1,276	1,021	960	714	703	869	528	3,859	2,814
Investment property sales	3	3	66	1	(3)	-	1	7	73	5
Change in loans to policyholders	254	36	(55)	(151)	33	245	(275)	13	84	16
Business acquisitions, net of cash and equivalents acquired	(343)	(1,017)	(14)	(29)	-	-	-	-	(1,403)	-
Sale of businesses, net of cash and cash equivalents in subsidiaries	173	108	-	-	-	-	-	-	281	-
Cash and cash equivalents related to transfer of business	-	-	-	-	(4)	-	-	-	-	(4)
Cash and cash equivalents classified as held for sale	-	-	-	-	(39)	9	(1)	31	-	-
Investment in bonds	(4,849)	(12,148)	(6,917)	(4,028)	(6,376)	(5,638)	(8,033)	(5,040)	(27,942)	(25,087)
Investment in mortgage loans	(959)	(654)	(753)	(1,011)	(813)	(999)	(1,021)	(983)	(3,377)	(3,816)
Investment in stocks	(911)	(732)	(742)	(1,900)	(800)	(724)	(512)	(474)	(4,285)	(2,510)
Investment in investment properties	(326)	(126)	(16)	(13)	(203)	(165)	(62)	(214)	(481)	(644)
Cash flow from investment activities	464	(6,848)	(1,107)	(711)	224	(825)	(895)	(43)	(8,202)	(1,539)
Effect of changes in exchange rates on cash and cash equivalents	(167)	(31)	(157)	255	41	(27)	(96)	(48)	(100)	(130)
Increase (decrease) in cash and cash equivalents	2,574	(497)	234	1,007	775	18	(646)	313	3,318	460
Cash and cash equivalents, beginning of period	5,372	5,869	5,635	4,628	3,853	3,835	4,481	4,168	4,628	4,168
Cash and cash equivalents, end of period	7,946	5,372	5,869	5,635	4,628	3,853	3,835	4,481	7,946	4,628

⁽¹⁾ Q3 2020 Cash flow from operations includes \$2.3 billion of deposits transferred from assets under administration to general fund assets in the U.S. segment.

Statements of Accumulated and Contributed Surplus

Lifeco Accumulated & Contributed Surplus								
(C\$MM)	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Balance, beginning of year	13,835	13,835	13,835	13,835	13,481	13,481	13,481	13,481
Change in accounting policy	-	-	-	-	(109)	(109)	(109)	(109)
Revised balance, beginning of year	13,835	13,835	13,835	13,835	13,372	13,372	13,372	13,372
Net earnings - YTD	3,076	2,131	1,272	375	2,492	1,946	1,183	690
Stock option expense	54	43	32	21	37	28	20	11
Share issue / redemption ⁽¹⁾	(50)	(50)	(49)	(49)	(1,717)	(1,662)	(1,660)	(30)
Share capital carrying value adjustment ⁽²⁾	-	-	-	-	1,304	1,304	1,304	-
Dividends to shareholders								
Preferred shareholders	(133)	(100)	(67)	(33)	(133)	(100)	(67)	(33)
Common shareholders	(1,626)	(1,219)	(813)	(407)	(1,559)	(1,175)	(791)	(408)
Other	20	20	(5)	(2)	39	31	30	34
Balance, end of period	15,176	14,660	14,205	13,740	13,835	13,744	13,391	13,636

Lifeco Surplus - Participating Account								
(C\$MM)	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Balance, beginning of period	2,759	2,759	2,759	2,759	2,737	2,737	2,737	2,737
Net earnings before policyholder dividend - YTD	1,430	1,088	747	366	1,374	1,071	700	346
Participating policyholder dividend	(1,364)	(1,022)	(703)	(356)	(1,364)	(1,031)	(704)	(356)
Other	46	47	47	79	12	19	23	25
Balance, end of period	2,871	2,872	2,850	2,848	2,759	2,796	2,756	2,752
By Company:								
Canada Life	2,858	2,858	2,836	2,833	2,745	2,782	2,742	2,738
GWL&A	13	14	14	15	14	14	14	14
	2,871	2,872	2,850	2,848	2,759	2,796	2,756	2,752

⁽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										
(CSMM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Net Earnings	945	859	897	375	546	763	493	690	3,076	2,492
Other comprehensive income net of income taxes										
Unrealized foreign exchange gains (losses) on translation of foreign operations	(280)	123	(523)	783	302	(183)	(466)	(214)	103	(561)
Unrealized foreign exchange gains (losses) on euro debt (after tax) designated as hedge of net investment in foreign operations (after-tax)	8	(34)	26	(78)	(18)	43	9	52	(78)	86
Unrealized gains (losses) on available-for-sale assets (after-tax)	21	11	188	18	(75)	63	77	130	238	195
Realized (gains) losses on available-for-sale assets (after-tax)	(13)	(9)	(69)	(35)	(22)	(16)	(20)	(5)	(126)	(63)
Unrealized gains (losses) on cash flow hedges (after-tax)	8	16	(2)	4	(1)	1	1	1	26	2
Realized (gains) losses on cash flow hedges (after-tax)	(7)	(9)	1	-	-	-	-	-	(15)	-
Non-controlling interests (after-tax)	-	11	-	(59)	20	3	(8)	(54)	(48)	(39)
Total Items that may be reclassified	(263)	109	(379)	633	206	(89)	(407)	(90)	100	(380)
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)	122	(24)	(470)	243	152	(100)	(143)	(88)	(129)	(179)
Revaluation surplus on transfer to investment properties	-	10	-	-	-	-	-	-	10	-
Non-controlling interests (after-tax)	(8)	(1)	49	(29)	(12)	1	12	8	11	9
	<u>114</u>	<u>(15)</u>	<u>(421)</u>	<u>214</u>	<u>140</u>	<u>(99)</u>	<u>(131)</u>	<u>(80)</u>	<u>(108)</u>	<u>(170)</u>
Total other comprehensive income (loss)	(149)	94	(800)	847	346	(188)	(538)	(170)	(8)	(550)
Comprehensive income (loss)	796	953	97	1,222	892	575	(45)	520	3,068	1,942

Accumulated Other Comprehensive Income (loss), Net of Income Taxes										
(CSMM)	2020				2019					
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Balance, beginning of year	495	495	495	495	1,045	1,045	1,045	1,045		
Other comprehensive income (loss)	(8)	141	47	847	(550)	(896)	(708)	(170)		
Balance, end of period	487	636	542	1,342	495	149	337	875		

Q4 2020 Quarterly Information Package



Lifeco Sales

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Canada										
Individual Customer	2,934	1,928	1,777	2,902	2,718	2,020	2,223	2,357	9,541	9,318
Group Customer	795	592	613	730	891	1,500	717	823	2,730	3,931
Total Canada	3,729	2,520	2,390	3,632	3,609	3,520	2,940	3,180	12,271	13,249
U.S.										
Financial Services ⁽¹⁾	10,596	9,621	7,222	33,581	15,798	16,885	11,807	61,298	61,020	105,788
Asset Management	16,843	18,366	21,005	19,650	15,983	14,360	12,406	14,550	75,864	57,299
Total U.S.	27,439	27,987	28,227	53,231	31,781	31,245	24,213	75,848	136,884	163,087
Europe										
U.K.	1,469	672	1,059	1,102	1,027	1,238	1,748	1,216	4,302	5,229
Ireland	5,270	4,561	6,001	8,480	5,393	5,784	5,313	9,888	24,312	26,378
Germany	135	80	81	86	146	76	70	77	382	369
Total Europe	6,874	5,313	7,141	9,668	6,566	7,098	7,131	11,181	28,996	31,976
Total	38,042	35,820	37,758	66,531	41,956	41,863	34,284	90,209	178,151	208,312

⁽¹⁾ Q3 2020 includes Personal Capital for the period from the acquisition date of August 17, 2020 to September 30, 2020.

Lifeco Premiums & Deposits

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Premiums & Deposits										
Canada										
Individual Customer	3,049	2,503	2,290	2,784	3,110	2,490	2,511	2,508	10,626	10,619
Group Customer	3,968	3,658	3,370	4,216	4,119	4,563	3,909	4,136	15,212	16,727
Total Canada	7,017	6,161	5,660	7,000	7,229	7,053	6,420	6,644	25,838	27,346
U.S.										
Financial Services ⁽¹⁾	3,739	5,772	3,343	4,761	3,497	3,310	3,083	3,286	17,615	13,176
Asset Management	16,843	18,366	21,005	19,650	15,983	14,360	12,406	14,550	75,864	57,299
Total U.S.	20,582	24,138	24,348	24,411	19,480	17,670	15,489	17,836	93,479	70,475
Europe										
U.K.	1,361	677	1,125	1,028	957	1,127	1,827	1,233	4,191	5,144
Ireland	6,160	5,136	6,728	9,142	6,602	6,157	5,840	10,409	27,166	29,008
Germany	374	301	297	290	366	305	262	263	1,262	1,196
Par	1	-	1	-	-	1	1	1	2	3
Total Europe	7,896	6,114	8,151	10,460	7,925	7,590	7,930	11,906	32,621	35,351
Capital and Risk Solutions										
Reinsurance	5,330	4,484	4,970	4,601	4,455	4,098	4,436	4,454	19,385	17,443
Par	6	6	5	5	7	6	5	5	22	23
Total Capital and Risk Solutions	5,336	4,490	4,975	4,606	4,462	4,104	4,441	4,459	19,407	17,466
Total Revenue Premium	40,831	40,903	43,134	46,477	39,096	36,417	34,280	40,845	171,345	150,638
Summary										
Risk-based premiums	11,747	9,976	10,390	10,906	9,478	9,324	10,002	9,595	43,019	38,399
ASO contracts and other	1,687	3,104	520	812	841	813	830	811	6,123	3,295
Segregated fund deposits										
Individual ⁽²⁾	3,962	3,578	3,156	4,338	5,446	4,146	3,723	3,632	15,034	16,947
Group ⁽²⁾	1,679	1,538	1,597	2,068	1,913	1,999	1,732	2,094	6,882	7,738
Proprietary mutual funds & institutional deposits	21,756	22,707	27,471	28,353	21,418	20,135	17,993	24,713	100,287	84,259
	40,831	40,903	43,134	46,477	39,096	36,417	34,280	40,845	171,345	150,638

⁽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.

⁽²⁾ Comparative figures for Q1 2020, Q2 2020 and Q3 2020 have been reclassified to reflect presentation adjustments in Canada.

Q4 2020 Quarterly Information Package



Lifeco Fee and Other Income

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Fee and Other Income										
Canada										
Segregated funds	315	311	291	304	270	270	268	254	1,221	1,062
ASO contracts	54	48	36	50	53	51	50	51	188	205
Other	92	86	83	86	134	126	122	117	347	499
Total Canada	461	445	410	440	457	447	440	422	1,756	1,766
U.S.										
Segregated funds	11	11	10	12	12	12	19	21	44	64
Asset Management	326	301	284	291	303	296	298	285	1,202	1,182
Other ⁽¹⁾	417	384	360	362	364	357	367	353	1,523	1,441
Life insurance and annuity reinsurance ceding commission ⁽²⁾	-	-	-	-	-	-	1,080	-	-	1,080
Total U.S.	754	696	654	665	679	665	1,764	659	2,769	3,767
Europe										
Segregated funds & Other	351	342	340	333	377	382	385	395	1,366	1,539
Total Europe	351	342	340	333	377	382	385	395	1,366	1,539
Capital and Risk Solutions										
Reinsurance & Other	3	3	2	3	2	2	2	3	11	9
Total Capital and Risk Solutions	3	3	2	3	2	2	2	3	11	9
Total Fee and Other Income	1,569	1,486	1,406	1,441	1,515	1,496	2,591	1,479	5,902	7,081

⁽¹⁾ Q3 2020 includes Personal Capital from the acquisition date of August 17, 2020 to September 30, 2020.

⁽²⁾ Q2 2019 includes a ceding commission of \$1,080m related to the Protective Life transaction.

Lifeco Expense Summary

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expenses										
Canada	471	431	411	453	451	417	417	444	1,766	1,729
U.S. ⁽¹⁾	706	627	569	572	543	555	666	557	2,474	2,321
Europe	285	275	283	283	276	262	262	273	1,126	1,073
Capital and Risk Solutions	25	25	24	23	22	21	21	21	97	85
Lifeco Corporate	11	7	7	4	6	3	8	6	29	23
Total Operating Expenses	1,498	1,365	1,294	1,335	1,298	1,258	1,374	1,301	5,492	5,231
Investment Expenses	34	32	42	43	43	46	41	36	151	166
Total Expenses	1,532	1,397	1,336	1,378	1,341	1,304	1,415	1,337	5,643	5,397

⁽¹⁾ Includes pre-tax transaction costs related to the acquisitions of Personal Capital and MassMutual's retirement services business of \$59m in Q4 2020 and \$36m in Q3 2020.

Canada



Lifeco Canada Net Earnings – Consolidated

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	3,628	3,230	3,083	3,247	3,587	3,606	3,225	3,087	13,188	13,505
Regular net investment income	913	714	807	616	680	732	717	656	3,050	2,785
Changes in fair value through profit or loss	1,063	486	3,290	(2,206)	(445)	366	954	2,282	2,633	3,157
Total net investment income	1,976	1,200	4,097	(1,590)	235	1,098	1,671	2,938	5,683	5,942
Fee and other income	461	445	410	440	457	447	440	422	1,756	1,766
Total Income	6,065	4,875	7,590	2,097	4,279	5,151	5,336	6,447	20,627	21,213
Benefits and expenses										
Total paid or credited to policyholders	4,675	3,694	6,251	952	3,111	3,867	4,118	5,172	15,572	16,268
Commissions	388	321	336	370	390	341	336	341	1,415	1,408
General expenses	471	431	411	453	451	417	417	444	1,766	1,729
Restructuring and integration expenses	92	-	-	-	-	-	-	-	92	-
Other	154	150	144	147	156	148	144	145	595	593
Total benefits and expenses	5,780	4,596	7,142	1,922	4,108	4,773	5,015	6,102	19,440	19,998
Earnings before income taxes	285	279	448	175	171	378	321	345	1,187	1,215
Income taxes	(21)	(7)	65	17	12	31	36	70	54	149
Net earnings before non-controlling interests	306	286	383	158	159	347	285	275	1,133	1,066
Non-controlling interests	9	23	33	11	(30)	47	4	(8)	76	13
Net earnings	297	263	350	147	189	300	281	283	1,057	1,053
Preferred share dividends	29	28	29	28	29	28	29	28	114	114
Net earnings before capital allocation	268	235	321	119	160	272	252	255	943	939
Capital allocation	32	31	32	32	28	28	28	28	127	112
Net earnings - common shareholders	300	266	353	151	188	300	280	283	1,070	1,051
Common Shareholder Net Earnings (loss)										
Individual Customer	(9)	119	195	12	87	85	135	124	317	431
Group Customer	189	134	197	147	114	206	161	151	667	632
Corporate	120	13	(39)	(8)	(13)	9	(16)	8	86	(12)
Total	300	266	353	151	188	300	280	283	1,070	1,051

Lifeco Canada – Individual Customer

	2020				2019				Fiscal 2020	Fiscal 2019	
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1			
<i>(CSMM)</i>											
Income											
Total net premiums	381	417	356	394	381	375	361	372	1,548	1,489	
Total net investment income	430	203	1,840	(626)	(170)	377	718	1,140	1,847	2,065	
Fee and other income	251	251	233	246	258	252	248	237	981	995	
Total income	1,062	871	2,429	14	469	1,004	1,327	1,749	4,376	4,549	
Benefits and expenses											
Total paid or credited to policyholders	794	486	1,915	(266)	94	659	896	1,318	2,929	2,967	
Commissions	145	127	127	136	139	132	135	125	535	531	
General expenses	131	114	119	130	120	109	120	122	494	471	
Other	13	20	27	14	18	14	18	19	74	69	
Total benefits and expenses	1,083	747	2,188	14	371	914	1,169	1,584	4,032	4,038	
Earnings before income taxes	(21)	124	241	-	98	90	158	165	344	511	
Income taxes (recovery)	(13)	4	45	(13)	7	2	19	38	23	66	
Net earnings (loss) before capital allocation	(8)	120	196	13	91	88	139	127	321	445	
Capital Allocation	(1)	(1)	(1)	(1)	(4)	(3)	(4)	(3)	(4)	(14)	
Net earnings (loss) - common shareholders	(9)	119	195	12	87	85	135	124	317	431	
Sales	Participating	85	52	69	89	90	68	62	74	295	294
	Universal Life	8	6	9	9	16	12	12	8	32	48
	Term/Permanent	15	11	12	12	12	12	15	12	50	51
	Third party	-	-	-	-	-	1	-	-	-	1
	Total Individual Life	108	69	90	110	118	93	89	94	377	394
	Critical Illness	5	5	6	5	6	5	5	4	21	20
	Disability	3	2	2	3	4	4	4	3	10	15
	Total Living Benefits	8	7	8	8	10	9	9	7	31	35
	Total Individual Insurance	116	76	98	118	128	102	98	101	408	429
	Risk-based	101	138	87	132	123	116	103	120	458	462
	Segregated funds	1,374	847	688	1,392	1,450	932	988	1,072	4,301	4,442
	Proprietary mutual funds	491	303	324	445	364	321	379	392	1,563	1,456
	Third party	852	564	580	815	653	549	655	672	2,811	2,529
Total Individual Wealth	2,818	1,852	1,679	2,784	2,590	1,918	2,125	2,256	9,133	8,889	
Total Individual Customer Sales	2,934	1,928	1,777	2,902	2,718	2,020	2,223	2,357	9,541	9,318	
Revenue Premium	Risk Based Premiums										
	Participating	1,499	1,158	1,158	1,124	1,428	1,128	1,150	1,061	4,939	4,767
	Individual Life	240	245	226	247	249	244	234	241	958	968
	Living Benefits	92	90	91	89	89	87	88	88	362	352
	Total Individual Insurance	1,831	1,493	1,475	1,460	1,766	1,459	1,472	1,390	6,259	6,087
	Risk-based revenue premiums	49	82	39	58	43	44	39	43	228	169
	Segregated funds deposits ⁽¹⁾	780	618	518	904	1,021	716	689	769	2,820	3,195
	Proprietary mutual fund deposits	389	310	258	362	280	271	311	306	1,319	1,168
Total Individual Wealth	1,218	1,010	815	1,324	1,344	1,031	1,039	1,118	4,367	4,532	
Total Individual Customer Revenue Premium	3,049	2,503	2,290	2,784	3,110	2,490	2,511	2,508	10,626	10,619	

⁽¹⁾ Comparative figures for Q1 2020, Q2 2020 and Q3 2020 have been reclassified to reflect presentation adjustments.

Lifeco Canada – Group Customer

	2020				2019				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2020	2019
<i>(CSMM)</i>										
Income										
Total net premiums	1,748	1,655	1,569	1,729	1,778	2,103	1,714	1,654	6,701	7,249
Total net investment income	214	181	439	61	86	159	255	298	895	798
Fee and other income	195	179	163	179	184	179	175	170	716	708
Total income	2,157	2,015	2,171	1,969	2,048	2,441	2,144	2,122	8,312	8,755
Benefits and expenses										
Total paid or credited to policyholders	1,502	1,458	1,618	1,373	1,504	1,802	1,566	1,521	5,951	6,393
Commissions	99	96	96	104	100	95	92	100	395	387
General expenses	238	226	208	230	225	205	216	231	902	877
Other	62	59	60	62	61	61	61	62	243	245
Total benefits and expenses	1,901	1,839	1,982	1,769	1,890	2,163	1,935	1,914	7,491	7,902
Earnings before income taxes	256	176	189	200	158	278	209	208	821	853
Income taxes (recovery)	66	41	(9)	53	42	69	46	55	151	212
Net earnings before capital allocation	190	135	198	147	116	209	163	153	670	641
Capital allocation	(1)	(1)	(1)	-	(2)	(3)	(2)	(2)	(3)	(9)
Net earnings - common shareholders	189	134	197	147	114	206	161	151	667	632
Sales										
Small/mid-size case	57	52	53	81	75	75	74	80	243	304
Large case	43	41	20	35	30	150	21	97	139	298
Creditor/Direct marketing	11	16	2	2	(3)	12	14	9	31	32
Total Group Insurance	111	109	75	118	102	237	109	186	413	634
Risk-based	118	40	68	74	128	467	117	54	300	766
Segregated funds	566	443	470	538	661	796	491	583	2,017	2,531
Total Group Wealth	684	483	538	612	789	1,263	608	637	2,317	3,297
Total Group Customer Sales	795	592	613	730	891	1,500	717	823	2,730	3,931
Revenue Premium										
Small/mid-size case - Insured	706	709	644	733	735	725	723	723	2,792	2,906
Large case - Insured	818	798	763	804	811	799	757	755	3,183	3,122
ASO	846	786	520	812	841	813	830	811	2,964	3,295
Creditor/Direct marketing	36	36	36	37	42	48	48	44	145	182
Total Group Insurance	2,406	2,329	1,963	2,386	2,429	2,385	2,358	2,333	9,084	9,505
Risk-based revenue premiums	188	112	126	155	190	531	186	132	581	1,039
Segregated funds deposits	1,374	1,217	1,281	1,675	1,500	1,647	1,365	1,671	5,547	6,183
Total Group Wealth	1,562	1,329	1,407	1,830	1,690	2,178	1,551	1,803	6,128	7,222
Total Group Customer Revenue Premium	3,968	3,658	3,370	4,216	4,119	4,563	3,909	4,136	15,212	16,727

Canada Wealth – Assets Under Administration

<i>(C\$MM)</i>	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets Under Administration								
Individual Customer								
Risk-based products	4,899	4,915	4,918	4,764	4,920	5,042	5,081	5,071
Segregated funds	33,866	32,311	31,581	29,356	32,915	32,622	32,559	32,562
Proprietary mutual funds	7,311	6,800	6,606	6,008	6,803	6,673	6,596	6,494
Group Customer								
Risk-based products	8,693	8,655	8,705	8,612	8,532	8,574	8,226	8,185
Segregated funds	56,814	53,574	51,914	47,255	52,697	51,170	50,109	49,432
Institutional Assets ⁽¹⁾	-	179	179	176	183	180	182	182
Total assets under management	111,583	106,434	103,903	96,171	106,050	104,261	102,753	101,926
Other assets under administration ⁽²⁾								
Individual Customer	11,597	10,765	10,202	9,041	9,996	9,652	9,453	9,191
Group Customer	481	410	370	357	472	468	444	463
Total	12,078	11,175	10,572	9,398	10,468	10,120	9,897	9,654
Summary by Business/Product								
Individual Customer	57,673	54,791	53,307	49,169	54,634	53,989	53,689	53,318
Group Customer	65,988	62,818	61,168	56,400	61,884	60,392	58,961	58,262
Total assets under administration	123,661	117,609	114,475	105,569	116,518	114,381	112,650	111,580

⁽¹⁾ As a result of the sale of GLC in Q4 2020, there are no institutional assets included as part of total assets under management.

⁽²⁾ Includes mutual funds distributed by Quadrus Investment Services and stock purchase plans administered by Canada Life. Prior to the sale of GLC in Q4 2020, the stock purchase plans were managed by GLC.

Q4 2020 Quarterly Information Package



Lifeco Canada – Participating Account ⁽¹⁾

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Net premium income	1,499	1,158	1,158	1,124	1,428	1,128	1,150	1,061	4,939	4,767
Total net investment income	1,132	794	1,811	(1,054)	297	532	679	1,463	2,683	2,971
Total income	2,631	1,952	2,969	70	1,725	1,660	1,829	2,524	7,622	7,738
Benefits and expenses										
Total paid or credited to policyholders	2,375	1,746	2,714	(159)	1,508	1,401	1,651	2,328	6,676	6,888
Commissions	144	98	113	130	151	114	109	116	485	490
General expenses	73	77	69	72	86	77	73	76	291	312
Restructuring and integration expenses	24	-	-	-	-	-	-	-	24	-
Other	30	32	35	27	37	29	32	30	124	128
Total benefits and expenses	2,646	1,953	2,931	70	1,782	1,621	1,865	2,550	7,600	7,818
Earnings (loss) before income taxes	(15)	(1)	38	-	(57)	39	(36)	(26)	22	(80)
Income taxes (recovery)	(24)	(24)	5	(11)	(27)	(8)	(40)	(18)	(54)	(93)
Net earnings (loss) before non-controlling interests	9	23	33	11	(30)	47	4	(8)	76	13
Non-controlling interests	9	23	33	11	(30)	47	4	(8)	76	13
Net earnings	-	-	-	-	-	-	-	-	-	-
Sales (New annualized premiums)	85	52	69	89	90	68	62	74	295	294
Risk-based revenue premiums	1,499	1,158	1,158	1,124	1,428	1,128	1,150	1,061	4,939	4,767

⁽¹⁾ The Lifeco Canada participating account represents the aggregate of the participating accounts of 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

(CSMM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net investment income	200	22	7	29	22	30	19	37	258	108
Fee and other income	15	15	14	15	15	16	17	15	59	63
Total income	215	37	21	44	37	46	36	52	317	171
Benefits and expenses										
Total paid or credited to policyholders	4	4	4	4	5	5	5	5	16	20
General expenses	29	14	15	21	20	26	8	15	79	69
Restructuring and integration expenses	68	-	-	-	-	-	-	-	68	-
Other	49	39	22	44	40	44	33	34	154	151
Total benefits and expenses	150	57	41	69	65	75	46	54	317	240
Earnings (loss) before income taxes	65	(20)	(20)	(25)	(28)	(29)	(10)	(2)	-	(69)
Income taxes (recovery)	(50)	(28)	24	(12)	(10)	(32)	11	(5)	(66)	(36)
Net earnings (loss) before non-controlling interests	115	8	(44)	(13)	(18)	3	(21)	3	66	(33)
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
Net earnings (loss)	115	8	(44)	(13)	(18)	3	(21)	3	66	(33)
Preferred share dividends	29	28	29	28	29	28	29	28	114	114
Net earnings (loss) before capital allocation	86	(20)	(73)	(41)	(47)	(25)	(50)	(25)	(48)	(147)
Capital allocation	34	33	34	33	34	34	34	33	134	135
Net earnings (loss) - common shareholders	120	13	(39)	(8)	(13)	9	(16)	8	86	(12)

Lifeco Canada – Balance Sheets

(C\$MM, unless otherwise stated)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	962	622	621	454	558	568	483	551
Bonds	53,940	54,584	53,479	50,124	50,034	50,062	48,978	48,187
Mortgage loans	16,036	15,558	15,448	15,154	14,810	14,731	14,461	14,424
Stocks	10,125	9,121	9,422	8,998	9,675	9,499	9,247	9,482
Investment properties	3,626	3,260	3,108	3,157	3,130	2,918	2,728	2,603
Loans to policyholders	3,043	3,079	3,055	3,029	2,972	2,960	2,925	2,871
Total invested assets	87,732	86,224	85,133	80,916	81,179	80,738	78,822	78,118
Reinsurance assets	439	392	370	330	251	271	187	163
Derivative financial instruments	472	336	310	280	167	230	291	201
Owner occupied properties	421	413	406	400	399	404	399	397
Fixed assets	219	232	236	246	251	242	238	222
Other assets	1,906	2,461	2,639	2,739	2,649	2,692	2,541	2,277
Total other assets	3,018	3,442	3,591	3,665	3,466	3,568	3,469	3,097
Deferred tax assets	204	206	178	179	236	226	234	205
Goodwill	4,017	4,037	4,039	4,050	4,043	4,044	4,024	4,024
Intangible assets	1,608	1,541	1,539	1,520	1,517	1,510	1,504	1,501
Investments on account of segregated fund policyholders	90,680	85,885	83,495	76,611	85,612	83,792	82,668	81,994
Total assets	187,698	181,727	178,345	167,271	176,304	174,149	170,908	169,102
Liabilities								
Insurance contract liabilities	81,256	79,182	77,581	73,438	74,635	74,154	72,506	70,768
Investment contract liabilities	300	301	297	300	304	310	314	315
	81,556	79,483	77,878	73,738	74,939	74,464	72,820	71,083
Debentures and other debt instruments	3,239	3,243	3,237	2,649	2,621	2,841	2,755	2,633
Funds held under reinsurance contracts	78	74	72	70	67	63	61	58
Other liabilities	4,130	5,051	5,928	6,048	5,188	4,908	4,641	4,552
Deferred tax liabilities	284	385	449	538	572	572	583	623
Investment and insurance contracts on account of segregated fund policyholders	90,680	85,885	83,495	76,611	85,612	83,792	82,668	81,994
Total liabilities	179,967	174,121	171,059	159,654	168,999	166,640	163,528	160,943
Equity								
Non-controlling interests	2,861	2,853	2,828	2,828	2,739	2,776	2,733	2,731
Share capital								
Preferred shares	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164
Common shares	5,651	5,647	5,646	5,646	5,633	5,633	5,632	7,298
Accumulated surplus	(1,629)	(1,699)	(2,030)	(2,020)	(2,067)	(1,862)	(1,906)	(2,852)
Accumulated other comprehensive income (loss)	(750)	(793)	(756)	(434)	(597)	(635)	(676)	(613)
Contributed surplus	(566)	(566)	(566)	(567)	(567)	(567)	(567)	(569)
Total equity	7,731	7,606	7,286	7,617	7,305	7,509	7,380	8,159
Total liabilities and equity	187,698	181,727	178,345	167,271	176,304	174,149	170,908	169,102
Proprietary mutual funds and institutional net assets	7,311	6,979	6,785	6,184	6,986	6,853	6,778	6,676
Other assets under administration	18,554	17,749	17,263	16,379	17,118	17,210	16,756	16,736
Total assets under administration	213,563	206,455	202,393	189,834	200,408	198,212	194,442	192,514

Lifeco United States



Lifeco U.S. Net Earnings – Consolidated

(CSMM, unless otherwise stated)

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	1,386	1,722	1,403	2,262	988	966	(12,879)	1,266	6,773	(9,659)
Regular net investment income	310	313	343	312	353	319	644	469	1,278	1,785
Changes in fair value through profit or loss	169	136	943	(310)	(63)	201	567	666	938	1,371
Total net investment income	479	449	1,286	2	290	520	1,211	1,135	2,216	3,156
Fee and other income	754	696	654	665	679	665	1,764	659	2,769	3,767
Total income	2,619	2,867	3,343	2,929	1,957	2,151	(9,904)	3,060	11,758	(2,736)
Benefits and expenses										
Total paid or credited to policyholders	1,717	1,973	2,517	2,206	1,117	1,362	(10,630)	2,219	8,413	(5,932)
Commissions	93	96	89	100	102	97	115	118	378	432
General expenses	706	627	569	572	543	555	666	557	2,474	2,321
Restructuring and integration expenses	42	-	-	-	52	-	-	-	42	52
Other	60	50	54	47	56	53	59	62	211	230
Total benefits and expenses	2,618	2,746	3,229	2,925	1,870	2,067	(9,790)	2,956	11,518	(2,897)
Earnings (loss) before income taxes	1	121	114	4	87	84	(114)	104	240	161
Income taxes (recovery)	(195)	22	17	(2)	201	7	(23)	20	(158)	205
Net earnings (loss) before non-controlling interests	196	99	97	6	(114)	77	(91)	84	398	(44)
Non-controlling interests	(15)	8	16	(2)	3	(3)	3	-	7	3
Net earnings (loss) before capital allocation	211	91	81	8	(117)	80	(94)	84	391	(47)
Preferred share dividends	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) before capital allocation	211	91	81	8	(117)	80	(94)	84	391	(47)
Capital allocation	(3)	(2)	(3)	(3)	(4)	(3)	(4)	(3)	(11)	(14)
Net earnings (loss) - common shareholders	208	89	78	5	(121)	77	(98)	81	380	(61)
Common shareholder net earnings (loss)										
Financial Services ⁽¹⁾⁽²⁾⁽³⁾	62	112	68	44	100	63	(107)	86	286	142
Asset Management	35	13	12	(42)	18	13	6	(4)	18	33
Corporate ⁽⁴⁾	111	(36)	(2)	3	(239)	1	3	(1)	76	(236)
Total	208	89	78	5	(121)	77	(98)	81	380	(61)
Common shareholder net earnings (loss) (US \$)	159	67	57	4	(92)	59	(73)	61	287	(45)

⁽¹⁾ The Financial Services business unit includes the operating results of the business that was transferred to Protective Life under an indemnity reinsurance agreement effective June 1, 2019, up to and including Q2 2019. The net charge of \$199m (after-tax) relating to the transfer of this business is included in the Reinsured Insurance and Annuity Business in Q2 2019. Comparative figures for the U.S. segment have not been restated to reflect current presentation.

⁽²⁾ The Financial Services business unit includes the operating results and sales of Personal Capital for the period from the acquisition date of August 17, 2020 to September 30, 2020.

⁽³⁾ Q4 2020 includes integration costs of \$4m (after-tax).

⁽⁴⁾ Q4 2020 includes a \$196m revaluation of a deferred tax asset, \$47m (after-tax) of transaction costs related to the acquisitions of Personal Capital and the retirement services business of MassMutual, and restructuring costs of \$29m (after-tax). Q3 2020 includes \$31m (after-tax) of transaction costs related to the Personal Capital and MassMutual retirement services business acquisitions. Q4 2019 includes \$36m (after-tax) of restructuring costs and a charge of \$199m relating to the revaluation of a deferred tax asset.

Q4 2020 Quarterly Information Package



Lifeco U.S. – Financial Services – Consolidated (1)(2)

		2020				2019				Fiscal 2020	Fiscal 2019
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(CSMM, unless otherwise stated)</i>											
Income											
Total net premiums		1,372	1,708	1,390	2,245	973	950	(12,893)	1,245	6,715	(9,725)
Total net investment income		427	389	1,133	34	259	457	1,134	1,065	1,983	2,915
Fee and other income		428	395	370	374	376	369	1,466	374	1,567	2,585
Total income		2,227	2,492	2,893	2,653	1,608	1,776	(10,293)	2,684	10,265	(4,225)
Benefits and expenses											
Total paid or credited to policyholders		1,669	1,918	2,400	2,191	1,089	1,295	(10,701)	2,144	8,178	(6,173)
Commissions		36	39	33	39	39	38	55	61	147	193
General expenses		414	365	340	335	318	332	446	331	1,454	1,427
Restructuring and integration expenses		5								5	
Other		22	24	25	21	25	27	25	38	92	115
Total benefits and expenses		2,146	2,346	2,798	2,586	1,471	1,692	(10,175)	2,574	9,876	(4,438)
Earnings (loss) before income taxes		81	146	95	67	137	84	(118)	110	389	213
Income taxes (recovery)		10	27	19	15	29	12	(22)	16	71	35
Net earnings (loss) before non-controlling interests		71	119	76	52	108	72	(96)	94	318	178
Non-controlling interests		1	-	-	-	(1)	1	2	-	1	2
Net earnings (loss) before capital allocation		70	119	76	52	109	71	(98)	94	317	176
Capital allocation		(8)	(7)	(8)	(8)	(9)	(8)	(9)	(8)	(31)	(34)
Net earnings (loss) - common shareholders⁽³⁾		62	112	68	44	100	63	(107)	86	286	142
Net earnings (loss) - common shareholders (US \$)		47	84	49	33	76	49	(80)	65	213	110
Sales	Individual Markets	-	-	-	-	-	-	87	321	-	408
	Empower Retirement	9,078	8,900	7,222	33,581	15,798	16,885	11,720	60,977	58,781	105,380
	Personal Capital ⁽²⁾	1,518	721	-	-	-	-	-	-	2,239	-
	Total Sales	10,596	9,621	7,222	33,581	15,798	16,885	11,807	61,298	61,020	105,788
Total Sales (US \$)		8,151	7,234	5,196	25,060	11,968	12,792	8,811	46,088	45,641	79,659
Revenue Premium	Risk-based premiums	1,372	1,708	1,390	2,245	973	950	(12,893)	1,245	6,715	(9,725)
	ASO contracts and other	841	2,318	-	-	-	-	-	-	3,159	-
	Segregated fund deposits										
	Individual	197	86	104	156	283	222	157	204	543	866
	Group	305	321	316	393	413	352	367	423	1,335	1,555
	Proprietary Mutual Funds	1,010	1,325	1,520	1,950	1,813	1,770	1,549	1,393	5,805	6,525
	Total Revenue by Type	3,725	5,758	3,330	4,744	3,482	3,294	(10,820)	3,265	17,557	(779)
	Individual Markets	234	107	242	53	347	239	(13,596)	550	636	(12,460)
	Other	48	27	40	26	54	29	36	-	141	119
	Empower Retirement	3,443	5,624	3,048	4,665	3,081	3,026	2,740	2,715	16,780	11,562
Total Revenue by Business Line⁽⁴⁾	3,725	5,758	3,330	4,744	3,482	3,294	(10,820)	3,265	17,557	(779)	
Total Revenue Premium (US \$)		2,865	4,330	2,396	3,541	2,495	2,495	(8,075)	2,454	13,132	(631)

(1) The Financial Services business unit includes the operating results of the business that was transferred to Protective Life under an indemnity reinsurance agreement effective June 1, 2019, up to and including Q2 2019. The net charge of \$199m (after-tax) relating to the transfer of this business is included in the Reinsured Insurance and Annuity Business in Q2 2019. Comparative figures for the U.S. segment have not been restated to reflect current presentation.

(2) The Financial Services business unit includes the operating results and sales of Personal Capital for the period from the acquisition date of August 17, 2020.

(3) Q4 2020 includes integration costs of \$4m (after-tax).

(4) Excludes participating policy revenue premiums.

Lifeco U.S. – Financial Services – Reinsured Insurance & Annuity Business ⁽¹⁾

		2020				2019		
		Q4	Q3	Q2	Q1	Q4	Q3	Q2
<i>(CSMM, unless otherwise stated)</i>								
Income								
	Total net premiums	37	21	138	(103)	64	17	(13,753)
	Total net investment income	-	-	-	-	-	-	617
	Fee and other income	-	-	-	-	-	-	1,112
	Total income	37	21	138	(103)	64	17	(12,024)
Benefits and expenses								
	Total paid or credited to policyholders	37	21	138	(103)	64	17	(11,970)
	Commissions	-	-	-	-	-	-	14
	General expenses	-	-	-	-	-	-	137
	Other	-	-	-	-	-	-	4
	Total benefits and expenses	37	21	138	(103)	64	17	(11,815)
	Earnings (loss) before income taxes	-	-	-	-	-	-	(209)
	Income taxes (recovery)	-	-	-	-	-	-	(40)
	Net earnings 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	Risk-based premiums	37	21	138	(103)	64	17	(13,753)
	Segregated fund deposits	197	86	104	156	283	222	157
	Total Revenue by Type ⁽²⁾	234	107	242	53	347	239	(13,596)
	Total Revenue (US \$)	180	80	174	39	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

(C\$MM, unless otherwise stated)

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	1,287	1,660	1,212	2,322	855	904	824	899	6,481	3,482
Total net investment income	314	263	905	(56)	169	298	334	390	1,426	1,191
Fee and other income	385	373	364	368	367	361	350	329	1,490	1,407
Total income	1,986	2,296	2,481	2,634	1,391	1,563	1,508	1,618	9,397	6,080
Benefits and expenses										
Total paid or credited to policyholders	1,490	1,759	2,015	2,192	865	1,117	1,071	1,210	7,456	4,263
Commissions	35	36	33	37	37	37	38	36	141	148
General expenses	345	327	326	321	337	313	299	295	1,319	1,244
Other	18	18	18	17	16	14	16	17	71	63
Total benefits and expenses	1,888	2,140	2,392	2,567	1,255	1,481	1,424	1,558	8,987	5,718
Earnings before income taxes	98	156	89	67	136	82	84	60	410	362
Income taxes	17	33	19	17	28	17	19	12	86	76
Net earnings before non-controlling interests	81	123	70	50	108	65	65	48	324	286
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
Net earnings before capital allocation	81	123	70	50	108	65	65	48	324	286
Capital allocation	(8)	(7)	(8)	(8)	(7)	(7)	(8)	(8)	(31)	(30)
Net earnings - common shareholders	73	116	62	42	101	58	57	40	293	256
Net earnings - common shareholders (US\$)	56	87	44	31	77	45	43	30	218	195
Sales										
Empower Retirement	9,078	8,900	7,222	33,581	15,798	16,885	11,720	60,977	58,781	105,380
Sales (US \$)	6,983	6,692	5,196	25,060	11,968	12,792	8,746	45,847	43,931	79,353
Revenue Premium (by Type) ⁽¹⁾										
Risk-based premiums	1,287	1,660	1,212	2,322	855	904	824	899	6,481	3,482
ASO contracts and other	841	2,318	-	-	-	-	-	-	3,159	-
Segregated fund deposits	305	321	316	393	413	352	367	423	1,335	1,555
Proprietary Mutual Funds	1,010	1,325	1,520	1,950	1,813	1,770	1,549	1,393	5,805	6,525
Total Revenue Premium (by Type)	3,443	5,624	3,048	4,665	3,081	3,026	2,740	2,715	16,780	11,562
Total Revenue Premium (US \$)	2,648	4,229	2,193	3,483	2,335	2,293	2,045	2,041	12,553	8,714

⁽¹⁾ Excludes participating policy revenue premiums.

Q4 2020 Quarterly Information Package



Lifeco U.S. – Financial Services – Personal Capital

(CSMM, unless otherwise stated)

	2020		Fiscal 2020
	Q4	Q3 ⁽¹⁾	
Income			
Total net premiums	-	-	-
Total net investment income	-	-	-
Fee and other income	36	17	53
Total income	36	17	53
Benefits and expenses			
Total paid or credited to policyholders	-	-	-
Commissions	(1)	1	-
General expenses	45	24	69
Restructuring and integration expenses	3	-	3
Other	2	1	3
Total benefits and expenses	49	26	75
Earnings (loss) before income taxes	(13)	(9)	(22)
Income taxes (recovery)	(5)	(2)	(7)
Net earnings (loss) before non-controlling interests	(8)	(7)	(15)
Non-controlling interests	-	-	-
Net earnings (loss) before capital allocation	(8)	(7)	(15)
Capital allocation	-	-	-
Net earnings (loss) - common shareholders	(8)	(7)	(15)
Net earnings (loss) - common shareholders (US \$)	(7)	(5)	(12)
Earnings (loss) before income taxes	(13)	(9)	(22)
Customer acquisition costs	17	9	26
Depreciation and amortization	1	1	2
Restructuring and integration expenses	3	1	4
Interest expense	2	1	3
Total customer acquisition, depreciation and amortization, interest and integration expenses	23	12	35
Pre-tax earnings excluding customer acquisition, depreciation and amortization, interest and integration expenses	10	3	13

Sales	2020		Fiscal 2020
	Q4	Q3 ⁽¹⁾	
Sales			
Personal Capital	1,518	721	2,239
Sales (US \$)	1,168	542	1,710
Metrics			
Total End of Period Trading Clients (000's)	25.8	24.9	
Net New Assets ⁽²⁾ (\$)	917	400	
Total End of Period Assets Under Management (\$)	20,665	18,415	

⁽¹⁾ Operating results for Q3 2020 are for the period from the acquisition date of August 17, 2020 to September 30, 2020.

⁽²⁾ Net New Assets for Q3 2020 reflect Personal Capital net cash inflows (outflows) for the period from the acquisition date of August 17, 2020 to September 30, 2020.

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

	2020				2019		
	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<i>(C\$MM, unless otherwise stated)</i>							
Income							
Total net premiums	48	27	40	26	54	29	36
Total net investment income	113	126	228	90	90	159	183
Fee and other income	7	5	6	6	9	8	4
Total income	168	158	274	122	153	196	223
Benefits and expenses							
Total paid or credited to policyholders	142	138	247	102	160	161	198
Commissions	2	2	-	2	2	1	3
General expenses	24	14	14	14	(19)	19	10
Restructuring and integration expenses	2	-	-	-	-	-	-
Other	2	5	7	4	9	13	5
Total Benefits and Expenses	172	159	268	122	152	194	216
Earnings (loss) before income taxes	(4)	(1)	6	-	1	2	7
Income taxes (recovery)	(2)	(4)	-	(2)	1	(5)	(1)
Net earnings before non-controlling interests	(2)	3	6	2	-	7	8
Non-controlling interests	1	-	-	-	(1)	1	2
Net earnings before capital allocation	(3)	3	6	2	1	6	6
Capital allocation	-	-	-	-	(2)	(1)	(1)
Net earnings (loss) - common shareholders	(3)	3	6	2	(1)	5	5
Net earnings (loss) - common shareholders (US\$)	(2)	2	5	2	(1)	4	3

⁽¹⁾ Other reflects certain expense items of the Financial Services business unit. 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 and Customer Account Values

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Participants - (000's) ⁽¹⁾								
Empower Retirement	11,877	9,382	9,696	9,642	9,370	9,463	9,237	9,100
	2020				2019			
Customer Account Values - (C\$MM) ⁽¹⁾	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
General Account	46,469	22,443	19,761	20,119	17,592	17,872	17,436	17,634
Segregated Funds	111,223	26,669	26,889	24,814	25,355	26,055	26,475	20,684
Proprietary Mutual Funds	43,130	41,345	42,758	38,617	40,234	38,426	36,962	36,110
Unaffiliated Retail Investment Options & ASO	994,989	817,693	817,404	732,379	792,111	778,450	757,569	742,238
	1,195,811	908,150	906,812	815,929	875,292	860,803	838,442	816,665

⁽¹⁾ Effective Q4 2020, Empower participants and customer account values reflect the MassMutual retirement services business acquisition.

Q4 2020 Quarterly Information Package



Lifeco U.S. – Asset Management

(C\$MM, unless otherwise stated)

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net investment income	14	24	45	(37)	10	2	9	14	46	35
Fee and other income	326	301	284	291	303	296	298	285	1,202	1,182
Total income	340	325	329	254	313	298	307	299	1,248	1,217
Benefits and expenses										
Commissions	57	57	55	60	63	59	59	56	229	237
General expenses	230	224	226	236	221	211	219	223	916	874
Other	23	26	27	25	28	24	28	26	101	106
Restructuring expenses	-	-	-	-	-	-	-	-	-	-
Total benefits and expenses	310	307	308	321	312	294	306	305	1,246	1,217
Earnings (loss) before income taxes	30	18	21	(67)	1	4	1	(6)	2	-
Income taxes (recovery)	13	1	(1)	(18)	(13)	(5)	(1)	3	(5)	(16)
Net earnings (loss) before non-controlling interests	17	17	22	(49)	14	9	2	(9)	7	16
Non-controlling interests	(13)	9	15	(2)	1	1	1	-	9	3
Net earnings (loss) before capital allocation	30	8	7	(47)	13	8	1	(9)	(2)	13
Capital allocation	5	5	5	5	5	5	5	5	20	20
Net earnings (loss) - common shareholders	35	13	12	(42)	18	13	6	(4)	18	33
Net earnings (loss) - common shareholders (US\$)	26	10	9	(31)	13	9	5	(3)	14	24
Sales (C\$)										
Gross sales ⁽¹⁾	16,843	18,366	21,005	19,650	15,983	14,360	12,406	14,550	75,864	57,299
Redemptions	(18,129)	(15,630)	(16,306)	(34,569)	(15,712)	(16,402)	(13,170)	(17,230)	(84,634)	(62,514)
Net Sales	(1,286)	2,736	4,699	(14,919)	271	(2,042)	(764)	(2,680)	(8,770)	(5,215)
Fee Income (C\$)										
Investment management fees	203	206	193	199	206	205	204	198	801	813
Performance fees	32	2	(2)	(2)	2	(3)	(3)	(6)	30	(10)
Service fees	36	37	38	37	37	37	38	37	148	149
Underwriting & distribution fees	55	56	55	57	58	57	59	56	223	230
Total Fee Income (C\$)	326	301	284	291	303	296	298	285	1,202	1,182
Fee Income (US \$)	252	226	203	218	229	224	222	215	899	890

⁽¹⁾ Includes dividends reinvested

Lifeco U.S. – Asset Management AUM

(C\$MM, unless otherwise stated)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Mutual Funds								
Growth equity	22,817	22,340	19,612	16,235	17,834	16,813	16,915	16,404
Value equity	21,769	21,102	21,037	18,626	23,302	22,326	21,876	21,752
Blend equity	23,081	21,297	22,058	19,598	22,955	22,366	22,939	23,536
Fixed income	50,227	51,638	50,535	48,651	52,289	50,299	47,321	47,238
Total Mutual Funds	117,894	116,377	113,242	103,110	116,380	111,804	109,051	108,930
Institutional Accounts								
Equity	76,843	70,669	67,187	58,883	74,529	73,548	75,844	76,862
Fixed income	48,536	51,048	48,768	46,485	45,332	44,580	43,911	42,785
Total Institutional Accounts	125,379	121,717	115,955	105,368	119,861	118,128	119,755	119,647
Total End of Period Assets Under Management	243,273	238,094	229,197	208,478	236,241	229,932	228,806	228,577
Total End of Period Assets Under Management - US\$	191,554	179,018	168,526	148,912	181,724	174,191	174,661	170,580

Lifeco U.S. – Participating Account

(C\$MM, unless otherwise stated)

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	14	14	13	17	15	16	14	21	58	66
Total net investment income	36	39	108	1	18	49	63	56	184	186
Total income	50	53	121	18	33	65	77	77	242	252
Benefits and expenses										
Total paid or credited to policyholders	48	55	117	15	28	67	71	75	235	241
Commissions	-	-	1	1	-	-	1	1	2	2
General expenses	2	1	-	1	1	1	1	1	4	4
Other	3	(2)	2	1	1	2	4	(1)	4	6
Total benefits and expenses	53	54	120	18	30	70	77	76	245	253
Earnings (loss) before income taxes	(3)	(1)	1	-	3	(5)	-	1	(3)	(1)
Income taxes (recovery)	-	-	-	-	-	-	-	1	-	1
Net earnings (loss) before non-controlling interests	(3)	(1)	1	-	3	(5)	-	-	(3)	(2)
Non-controlling interests	(3)	(1)	1	-	3	(5)	-	-	(3)	(2)
Net earnings	-	-	-	-	-	-	-	-	-	-
Revenue Premium										
Risk-based premiums	14	14	13	17	15	16	14	21	58	66
Revenue Premium (US \$)	11	11	9	12	12	12	11	16	42	51

Q4 2020 Quarterly Information Package



Lifeco U.S. – Corporate ⁽¹⁾

(C\$MM, unless otherwise stated)

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net investment income	2	(3)	-	4	3	12	5	-	3	20
Total income	2	(3)	-	4	3	12	5	-	3	20
Benefits and expenses										
Total paid or credited to policyholders	-	-	-	-	-	-	-	-	-	-
General expenses	60	37	3	-	3	11	-	2	100	16
Restructuring and integration expenses	37	-	-	-	52	-	-	-	37	52
Other	12	2	-	-	2	-	2	(1)	14	3
Total benefits and expenses	109	39	3	-	57	11	2	1	151	71
Earnings (loss) before income taxes	(107)	(42)	(3)	4	(54)	1	3	(1)	(148)	(51)
Income taxes (recovery)	(218)	(6)	(1)	1	185	-	-	-	(224)	185
Net earnings (loss) before non-controlling interests	111	(36)	(2)	3	(239)	1	3	(1)	76	(236)
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) before capital allocation	111	(36)	(2)	3	(239)	1	3	(1)	76	(236)
Capital allocation	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) - common shareholders ⁽¹⁾⁽²⁾⁽³⁾	111	(36)	(2)	3	(239)	1	3	(1)	76	(236)
Net earnings (loss) - common shareholders (US\$)	86	(27)	(1)	2	(181)	1	2	(1)	60	(179)

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

⁽²⁾ Q3 2020 includes \$31m (after-tax) of transaction costs related to the Personal Capital and MassMutual retirement services business acquisitions.

⁽³⁾ Q4 2020 includes a \$196m revaluation of a deferred tax asset, \$47m (after-tax) of transaction costs related to the Personal Capital and MassMutual retirement services business acquisitions, and restructuring costs of \$29m (after-tax)

Lifeco U.S. Balance Sheets

(C\$MM, unless otherwise stated)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	4,544	2,147	2,750	2,424	1,445	957	1,162	1,518
Bonds	38,338	28,481	23,147	22,935	21,506	22,613	21,679	33,984
Mortgage loans	5,957	3,989	4,060	4,266	3,996	4,325	4,327	6,310
Stocks	448	271	257	258	301	213	192	185
Investment properties	6	6	6	6	6	6	6	6
Loans to policyholders	5,229	5,700	5,892	6,034	5,514	5,641	5,878	5,839
Total invested assets	54,522	40,594	36,112	35,923	32,768	33,755	33,244	47,842
Funds held by ceding insurers	9,928	-	-	-	-	-	-	-
Reinsurance assets	15,921	16,345	16,435	15,395	15,103	15,391	14,650	282
Derivative financial instruments	148	260	362	473	137	243	186	147
Owner occupied properties	186	195	200	206	190	193	192	186
Fixed assets	135	148	148	156	144	151	154	163
Other assets	3,303	3,000	2,902	3,268	3,403	2,964	3,010	3,302
Total other assets	3,772	3,603	3,612	4,103	3,874	3,551	3,542	3,798
Deferred tax assets	726	509	414	458	444	636	651	688
Goodwill	3,694	1,138	188	194	180	183	181	205
Intangible assets	2,035	1,827	1,873	1,933	1,810	1,837	1,822	1,888
Investments on account of segregated fund policyholders	117,982	33,088	33,151	30,392	31,433	31,737	32,036	32,736
Total assets	208,580	97,104	91,785	88,398	85,612	87,090	86,126	87,439
Liabilities								
Insurance contract liabilities	69,189	48,161	48,145	46,850	43,562	44,423	43,059	43,107
Investment contract liabilities	7,604	2,443	150	155	127	133	140	150
	76,793	50,604	48,295	47,005	43,689	44,556	43,199	43,257
Debentures and other debt instruments	5,372	4,777	2,305	2,491	2,354	2,471	2,537	2,703
Other liabilities	2,652	2,671	2,229	2,692	2,535	2,566	2,661	2,480
Deferred tax liabilities	(20)	147	127	127	146	129	128	156
Investment and insurance contracts on account of segregated fund policyholders	117,982	33,088	33,151	30,392	31,433	31,737	32,036	32,736
Total liabilities	202,779	91,287	86,107	82,707	80,157	81,459	80,561	81,332
Equity								
Non-controlling interests	112	117	154	151	109	123	129	127
Accumulated surplus	4,323	4,116	3,862	3,787	3,848	3,964	3,887	4,288
Accumulated other comprehensive income	614	843	936	1,037	756	811	822	970
Contributed surplus	752	741	726	716	742	733	727	722
Total equity	5,801	5,817	5,678	5,691	5,455	5,631	5,565	6,107
Total liabilities and equity	208,580	97,104	91,785	88,398	85,612	87,090	86,126	87,439
Proprietary mutual funds and institutional net assets	284,251	276,401	251,190	228,058	257,301	250,183	248,253	247,725
Other assets under administration	994,989	817,693	817,404	732,379	792,110	778,450	757,569	742,238
Total assets under administration	1,487,820	1,191,198	1,160,379	1,048,835	1,135,023	1,115,723	1,091,948	1,077,402

Europe



Lifeco Europe Net Earnings – Consolidated

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	1,397	534	929	791	441	648	1,326	783	3,651	3,198
Regular net investment income	275	388	357	293	383	315	335	252	1,313	1,285
Changes in fair value through profit or loss	590	102	1,641	(664)	(1,115)	1,279	571	1,116	1,669	1,851
Total net investment income	865	490	1,998	(371)	(732)	1,594	906	1,368	2,982	3,136
Fee and other income	351	342	340	333	377	382	385	395	1,366	1,539
Total income	2,613	1,366	3,267	753	86	2,624	2,617	2,546	7,999	7,873
Benefits and expenses										
Total paid or credited to policyholders	1,832	594	2,534	224	(655)	1,882	1,945	1,854	5,184	5,026
Commissions	126	101	112	126	124	105	115	117	465	461
General expenses	285	275	283	283	276	262	262	273	1,126	1,073
Other	45	41	46	39	43	45	42	44	171	174
Total benefits and expenses	2,288	1,011	2,975	672	(212)	2,294	2,364	2,288	6,946	6,734
Earnings before income taxes	325	355	292	81	298	330	253	258	1,053	1,139
Income taxes (recovery)	46	12	11	(36)	(62)	21	34	38	33	31
Net earnings before non-controlling interests	279	343	281	117	360	309	219	220	1,020	1,108
Non-controlling interests	-	-	1	-	(1)	1	-	(1)	1	(1)
Net earnings	279	343	280	117	361	308	219	221	1,019	1,109
Preferred share dividends	4	5	5	5	4	5	5	5	19	19
Net earnings before capital allocation	275	338	275	112	357	303	214	216	1,000	1,090
Capital allocation	(22)	(22)	(22)	(21)	(22)	(21)	(21)	(22)	(87)	(86)
Net earnings - common shareholders	253	316	253	91	335	282	193	194	913	1,004
Common shareholder net earnings (loss)										
U.K.	156	67	109	91	206	167	71	122	423	566
Ireland	54	196	101	(16)	88	83	75	33	335	279
Germany	47	56	46	19	35	36	49	40	168	160
Corporate	(4)	(3)	(3)	(3)	6	(4)	(2)	(1)	(13)	(1)
Total ⁽¹⁾	253	316	253	91	335	282	193	194	913	1,004

⁽¹⁾ Q3 2020 includes a \$94m (after-tax) net gain on the IPSI transaction. Q4 2019 includes an \$8m (after-tax) net gain on the Scottish Friendly transaction.

Q4 2020 Quarterly Information Package

Lifeco Europe – U.K.

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM)</i>										
Income										
Total net premiums	929	282	713	380	255	498	1,135	541	2,304	2,429
Total net investment income	757	274	1,740	(330)	(448)	1,290	611	1,111	2,441	2,564
Fee and other income	43	42	44	39	63	54	52	56	168	225
Total income	1,729	598	2,497	89	(130)	1,842	1,798	1,708	4,913	5,218
Benefits and expenses										
Total paid or credited to policyholders	1,412	406	2,257	(103)	(383)	1,540	1,580	1,419	3,972	4,156
Commissions	28	25	32	35	28	31	33	32	120	124
General expenses	77	85	83	79	78	79	77	82	324	316
Other	3	3	3	4	3	4	4	4	13	15
Total benefits and expenses	1,520	519	2,375	15	(274)	1,654	1,694	1,537	4,429	4,611
Earnings before income taxes	209	79	122	74	144	188	104	171	484	607
Income taxes (recovery)	35	(7)	(5)	(35)	(80)	4	15	31	(12)	(30)
Net Earnings before non-controlling interests	174	86	127	109	224	184	89	140	496	637
Non-controlling interests	-	-	-	-	-	-	-	-	-	-
Net Earnings	174	86	127	109	224	184	89	140	496	637
Perpetual share dividends	-	-	-	-	-	-	-	-	-	-
Net earnings before capital allocation	174	86	127	109	224	184	89	140	496	637
Capital allocation	(18)	(19)	(18)	(18)	(18)	(17)	(18)	(18)	(73)	(71)
Net earnings - common shareholders	156	67	109	91	206	167	71	122	423	566
Sales										
UK / Isle of Man	1,469	672	1,059	1,102	1,027	1,238	1,748	1,216	4,302	5,229
Total - UK / Isle of Man	1,469	672	1,059	1,102	1,027	1,238	1,748	1,216	4,302	5,229
Revenue Premium										
Risk-based revenue premiums	929	282	713	380	255	498	1,135	541	2,304	2,429
Segregated fund deposits	432	395	412	648	702	629	692	692	1,887	2,715
Total - UK / Isle of Man ⁽¹⁾	1,361	677	1,125	1,028	957	1,127	1,827	1,233	4,191	5,144

⁽¹⁾ Excludes participating policy revenue premiums.

Q4 2020 Quarterly Information Package



Lifeco Europe – Ireland

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(C\$MM)</i>										
Income										
Total net premiums	451	243	206	399	168	109	189	240	1,299	706
Total net investment income	125	222	276	(87)	(229)	263	270	243	536	547
Fee and other income	189	189	185	189	229	238	225	235	752	927
Total income	765	654	667	501	168	610	684	718	2,587	2,180
Benefits and expenses										
Total paid or credited to policyholders	454	215	302	263	(168)	292	367	444	1,234	935
Commissions	44	36	42	44	45	34	41	43	166	163
General expenses	163	151	160	166	152	146	149	153	640	600
Other	32	30	35	30	33	31	30	29	127	123
Total benefits and expenses	693	432	539	503	62	503	587	669	2,167	1,821
Earnings (loss) before income taxes	72	222	128	(2)	106	107	97	49	420	359
Income taxes	5	15	15	3	7	12	12	5	38	36
Net earnings (loss) before non-controlling interests	67	207	113	(5)	99	95	85	44	382	323
Non-controlling interests	1	-	1	-	-	1	-	-	2	1
Net Earnings	66	207	112	(5)	99	94	85	44	380	322
Perpetual share dividends	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) before capital allocation	66	207	112	(5)	99	94	85	44	380	322
Capital allocation	(12)	(11)	(11)	(11)	(11)	(11)	(10)	(11)	(45)	(43)
Net earnings (loss) - common shareholders	54	196	101	(16)	88	83	75	33	335	279
Sales										
Ireland	5,270	4,561	6,001	8,480	5,393	5,784	5,313	9,888	24,312	26,378
Total - Ireland	5,270	4,561	6,001	8,480	5,393	5,784	5,313	9,888	24,312	26,378
Revenue Premium										
Risk-based revenue premiums	451	243	206	399	168	109	189	240	1,299	706
Segregated fund deposits	2,195	2,187	1,834	2,352	3,092	2,314	1,924	1,705	8,568	9,035
Proprietary mutual funds & institutional deposits	3,514	2,706	4,688	6,391	3,342	3,734	3,727	8,464	17,299	19,267
Total - Ireland ⁽¹⁾	6,160	5,136	6,728	9,142	6,602	6,157	5,840	10,409	27,166	29,008

⁽¹⁾ Excludes participating policy revenue premiums.

Lifeco Europe – Germany

	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
<i>(CSMM)</i>										
Income										
Total net premiums	16	9	9	12	18	40	1	1	46	60
Total net investment income	(22)	(5)	(24)	63	(43)	29	19	(5)	12	-
Fee and other income	119	111	111	105	109	90	108	104	446	411
Total income	113	115	96	180	84	159	128	100	504	471
Benefits and expenses										
Total paid or credited to policyholders	(40)	(27)	(30)	76	(55)	40	(7)	(25)	(21)	(47)
Commissions	54	40	38	47	51	40	41	42	179	174
General expenses	40	37	36	35	39	33	33	34	148	139
Other	2	2	1	1	2	2	1	1	6	6
Total benefits and expenses	56	52	45	159	37	115	68	52	312	272
Earnings before income taxes	57	63	51	21	47	44	60	48	192	199
Income taxes (recovery)	9	6	3	-	10	6	9	6	18	31
Net earnings before capital allocation	48	57	48	21	37	38	51	42	174	168
Capital allocation	(1)	(1)	(2)	(2)	(2)	(2)	(2)	(2)	(6)	(8)
Net earnings - common shareholders	47	56	46	19	35	36	49	40	168	160
Sales										
Germany	135	80	81	86	146	76	70	77	382	369
Total - Germany	135	80	81	86	146	76	70	77	382	369
Revenue Premium										
Risk-based revenue premiums	16	9	9	12	18	40	1	1	46	60
Segregated fund deposits	358	292	288	278	348	265	261	262	1,216	1,136
Total - Germany ⁽¹⁾	374	301	297	290	366	305	262	263	1,262	1,196

⁽¹⁾ Excludes participating policy revenue premiums.

Lifeco Europe – Participating Account

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	1	-	1	-	-	1	1	1	2	3
Total net investment income	5	(1)	6	(16)	(5)	12	6	19	(6)	32
Fee and other income	-	-	-	-	-	-	-	-	-	-
Total income	6	(1)	7	(16)	(5)	13	7	20	(4)	35
Benefits and expenses										
Total paid or credited to policyholders	6	-	5	(12)	(6)	10	5	16	(1)	25
Commissions	-	-	-	-	-	-	-	-	-	-
General expenses	-	-	-	-	2	1	1	1	-	5
Other	1	(1)	1	(3)	(1)	2	1	4	(2)	6
Total benefits and expenses	7	(1)	6	(15)	(5)	13	7	21	(3)	36
Earnings (loss) before income taxes	(1)	-	1	(1)	-	-	-	(1)	(1)	(1)
Income taxes (recovery)	-	-	1	(1)	1	-	-	-	-	1
Net earnings (loss) before non-controlling interests	(1)	-	-	-	(1)	-	-	(1)	(1)	(2)
Non-controlling interests	(1)	-	-	-	(1)	-	-	(1)	(1)	(2)
Net earnings - common shareholders	-	-	-	-	-	-	-	-	-	-
Risk-based revenue premiums	1	-	1	-	-	1	1	1	2	3

Lifeco Europe – Corporate

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Net premium income	-	-	-	-	-	-	-	-	-	-
Total net investment income	-	-	-	(1)	(7)	-	-	-	(1)	(7)
Fee and other income	-	-	-	-	(24)	-	-	-	-	(24)
Total income	-	-	-	(1)	(31)	-	-	-	(1)	(31)
Benefits and expenses										
Total paid or credited to policyholders	-	-	-	-	(43)	-	-	-	-	(43)
Commissions	-	-	-	-	-	-	-	-	-	-
General expenses	5	2	4	3	5	3	2	3	14	13
Other	7	7	6	7	6	6	6	6	27	24
Total benefits and expenses	12	9	10	10	(32)	9	8	9	41	(6)
Earnings (loss) before income taxes	(12)	(9)	(10)	(11)	1	(9)	(8)	(9)	(42)	(25)
Income taxes (recovery)	(3)	(2)	(3)	(3)	-	(1)	(2)	(4)	(11)	(7)
Net Earnings (loss)	(9)	(7)	(7)	(8)	1	(8)	(6)	(5)	(31)	(18)
Preferred shareholder dividends	4	5	5	5	4	5	5	5	19	19
Net earnings (loss) before capital allocation	(13)	(12)	(12)	(13)	(3)	(13)	(11)	(10)	(50)	(37)
Capital allocation	9	9	9	10	9	9	9	9	37	36
Net earnings (loss) - common shareholders	(4)	(3)	(3)	(3)	6	(4)	(2)	(1)	(13)	(1)

Lifeco Europe – Balance Sheets

(C\$MM, unless otherwise stated)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	2,032	1,939	1,797	2,006	1,952	1,689	1,622	1,543
Bonds	39,948	38,760	38,295	37,814	38,353	37,954	37,813	39,058
Mortgage loans	5,746	5,755	5,581	5,570	5,388	5,008	4,741	4,695
Stocks	427	401	396	364	399	374	392	394
Investment properties	2,638	2,587	2,502	2,673	2,751	2,618	2,682	2,840
Loans to policyholders	2	2	2	2	2	3	3	4
Total invested assets	50,793	49,444	48,573	48,429	48,845	47,646	47,253	48,534
Assets held for sale	-	-	-	-	-	876	857	908
Funds withheld by ceding insurers	2	-	-	-	-	-	-	-
Reinsurance assets	5,622	5,460	5,281	5,169	5,231	5,420	5,524	5,561
Derivative financial instruments	208	191	191	176	147	221	178	148
Owner occupied properties	134	133	146	147	138	136	141	141
Fixed assets	71	67	57	63	58	57	58	58
Other assets	4,075	3,775	3,391	3,350	2,879	2,737	3,055	3,356
Total other assets	4,488	4,166	3,785	3,736	3,222	3,151	3,432	3,703
Goodwill	2,395	2,398	2,373	2,368	2,282	2,263	2,287	2,301
Intangible assets	642	608	586	586	552	528	540	542
Deferred tax assets	39	45	34	41	12	12	19	33
Investments on account of segregated fund policyholders	125,370	117,970	112,073	105,574	113,977	107,075	106,388	105,063
Investments on account of segregated fund policyholders held for sale	-	-	-	-	-	3,172	3,278	3,432
Total assets	189,351	180,091	172,705	165,903	174,121	170,143	169,578	170,077
Liabilities								
Insurance contract liabilities	47,998	46,568	45,809	45,518	45,447	44,767	44,756	45,356
Investment contract liabilities	245	254	231	226	215	230	227	226
	48,243	46,822	46,040	45,744	45,662	44,997	44,983	45,582
Liabilities held for sale	-	-	-	-	-	876	857	908
Debentures and other debt instruments	1,082	1,088	1,060	1,081	1,018	1,004	1,039	1,045
Funds held under reinsurance contracts	1,570	1,528	1,427	1,329	1,366	1,347	1,319	1,323
Other liabilities	1,827	1,597	961	908	994	1,276	1,300	1,470
Deferred tax liabilities	288	258	250	260	275	282	296	307
Investment and insurance contracts on account of segregated fund policyholders	125,370	117,970	112,073	105,574	113,977	107,075	106,388	105,063
Investment and insurance contracts on account of segregated fund policyholders held for sale	-	-	-	-	-	3,172	3,278	3,432
Total liabilities	178,380	169,263	161,811	154,896	163,292	160,029	159,460	159,130
Equity								
Non-controlling interests	24	26	24	24	22	22	23	23
Share capital								
Preferred shares	550	550	550	550	550	550	550	550
Accumulated surplus	10,002	9,951	10,229	10,023	10,145	9,766	9,551	10,107
Accumulated other comprehensive income (loss)	395	301	91	410	112	(224)	(6)	267
Total equity	10,971	10,828	10,894	11,007	10,829	10,114	10,118	10,947
Total liabilities and equity	189,351	180,091	172,705	165,903	174,121	170,143	169,578	170,077
Proprietary mutual funds and institutional net assets	59,381	58,056	57,351	54,067	56,261	51,389	50,221	49,829
Other assets under administration	10,871	10,420	55,262	50,089	48,738	46,040	46,483	45,228
Total assets under administration	259,603	248,567	285,318	270,059	279,120	267,572	266,282	265,134

Capital and Risk Solutions

Capital and Risk Solutions Net Earnings – Consolidated

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	5,336	4,490	4,975	4,606	4,462	4,104	4,441	4,459	19,407	17,466
Regular net investment income	68	80	88	84	47	87	98	74	320	306
Changes in fair value through profit or loss	162	61	444	(208)	(143)	256	153	301	459	567
Total net investment income	230	141	532	(124)	(96)	343	251	375	779	873
Fee and other income	3	3	2	3	2	2	2	3	11	9
Total income	5,569	4,634	5,509	4,485	4,368	4,449	4,694	4,837	20,197	18,348
Benefits and expenses										
Total paid or credited to policyholders	5,331	4,407	5,257	4,323	4,196	4,329	4,537	4,667	19,318	17,729
Commissions	50	31	28	29	34	28	32	34	138	128
General expenses	25	25	24	23	22	21	21	21	97	85
Other	4	3	5	4	4	3	4	5	16	16
Total benefits and expenses	5,410	4,466	5,314	4,379	4,256	4,381	4,594	4,727	19,569	17,958
Earnings before income taxes	159	168	195	106	112	68	100	110	628	390
Income taxes (recovery)	(7)	(5)	4	7	(7)	(10)	8	3	(1)	(6)
Net earnings before non-controlling interests	166	173	191	99	119	78	92	107	629	396
Non-controlling interests	(6)	1	(1)	-	-	-	-	-	(6)	-
Net earnings	172	172	192	99	119	78	92	107	635	396
Preferred share dividends	-	-	-	-	-	-	-	-	-	-
Net earnings before capital allocation	172	172	192	99	119	78	92	107	635	396
Capital allocation	(5)	(5)	(5)	(6)	(2)	(3)	(3)	(2)	(21)	(10)
Net earnings - common shareholders	167	167	187	93	117	75	89	105	614	386
Common shareholder net earnings (loss)										
Reinsurance	171	168	188	94	128	75	89	105	621	397
Corporate	(4)	(1)	(1)	(1)	(11)	-	-	-	(7)	(11)
Total	167	167	187	93	117	75	89	105	614	386

Capital and Risk Solutions – Reinsurance

<i>(C\$MM)</i>	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	5,330	4,484	4,970	4,601	4,455	4,098	4,436	4,454	19,385	17,443
Regular net investment income	61	73	79	77	37	77	90	66	290	270
Changes in fair value through profit or loss	148	54	390	(210)	(129)	222	123	269	382	485
Total net investment income	209	127	469	(133)	(92)	299	213	335	672	755
Fee and other income	3	3	2	3	2	2	2	3	11	9
Total income	5,542	4,614	5,441	4,471	4,365	4,399	4,651	4,792	20,068	18,207
Benefits and expenses										
Total paid or credited to policyholders	5,296	4,389	5,188	4,310	4,183	4,280	4,495	4,623	19,183	17,581
Commissions	50	31	28	29	34	28	32	34	138	128
General expenses	23	23	23	21	21	20	20	20	90	81
Other	4	3	5	4	4	3	4	5	16	16
Total benefits and expenses	5,373	4,446	5,244	4,364	4,242	4,331	4,551	4,682	19,427	17,806
Earnings before income taxes	169	168	197	107	123	68	100	110	641	401
Income taxes (recovery)	(7)	(5)	4	7	(7)	(10)	8	3	(1)	(6)
Net earnings before capital allocation	176	173	193	100	130	78	92	107	642	407
Capital allocation	(5)	(5)	(5)	(6)	(2)	(3)	(3)	(2)	(21)	(10)
Net earnings - common shareholders	171	168	188	94	128	75	89	105	621	397
Risk-based revenue premiums	5,330	4,484	4,970	4,601	4,455	4,098	4,436	4,454	19,385	17,443

Capital and Risk Solutions – Participating Account

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	6	6	5	5	7	6	5	5	22	23
Regular net investment income	7	7	9	7	8	9	8	8	30	33
Changes in fair value through profit or loss	12	6	48	4	(13)	31	27	29	70	74
Total net investment income	19	13	57	11	(5)	40	35	37	100	107
Total income	25	19	62	16	2	46	40	42	122	130
Benefits and expenses										
Total paid or credited to policyholders	32	19	62	16	7	46	40	42	129	135
Commissions	-	-	-	-	-	-	-	-	-	-
General expenses	(1)	-	-	-	(5)	-	-	-	(1)	(5)
Other	-	-	-	-	-	-	-	-	-	-
Total benefits and expenses	31	19	62	16	2	46	40	42	128	130
Earnings before income taxes	(6)	-	-	-	-	-	-	-	(6)	-
Income taxes	-	-	-	-	-	-	-	-	-	-
Net Earnings before non-controlling interests	(6)	-	-	-	-	-	-	-	(6)	-
Non-controlling interests	(6)	-	-	-	-	-	-	-	(6)	-
Net Earnings	-	-	-	-	-	-	-	-	-	-
Net earnings before capital allocation	-	-	-	-	-	-	-	-	-	-
Capital allocation	-	-	-	-	-	-	-	-	-	-
Net earnings - common shareholders	-	-	-	-	-	-	-	-	-	-
Risk-based revenue premiums	6	6	5	5	7	6	5	5	22	23

Capital and Risk Solutions – Corporate

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	-	-	-	-	-	-	-	-	-	-
Regular net investment income	-	-	-	-	2	1	-	-	-	3
Changes in fair value through profit or loss	2	1	6	(2)	(1)	3	3	3	7	8
Total net investment income	2	1	6	(2)	1	4	3	3	7	11
Total income	2	1	6	(2)	1	4	3	3	7	11
Benefits and expenses										
Total paid or credited to policyholders	3	(1)	7	(3)	6	3	2	2	6	13
Commissions	-	-	-	-	-	-	-	-	-	-
General expenses	3	2	1	2	6	1	1	1	8	9
Other	-	-	-	-	-	-	-	-	-	-
Total benefits and expenses	6	1	8	(1)	12	4	3	3	14	22
Earnings (loss) before income taxes	(4)	-	(2)	(1)	(11)	-	-	-	(7)	(11)
Income taxes	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) before non-controlling interests	(4)	-	(2)	(1)	(11)	-	-	-	(7)	(11)
Non-controlling interests	-	1	(1)	-	-	-	-	-	-	-
Net earnings (loss)	(4)	(1)	(1)	(1)	(11)	-	-	-	(7)	(11)
Preferred share dividends	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) before capital allocation	(4)	(1)	(1)	(1)	(11)	-	-	-	(7)	(11)
Capital allocation	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) - common shareholders	(4)	(1)	(1)	(1)	(11)	-	-	-	(7)	(11)

Capital and Risk Solutions – Balance Sheets

(C\$MM)

	2020				2019			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	408	664	701	751	673	639	568	869
Bonds	5,366	5,265	5,419	5,339	5,135	5,264	5,157	5,070
Mortgage loans	64	67	70	79	74	77	76	80
Stocks	-	-	-	-	-	-	2	2
Loans to policyholders	113	118	119	121	113	113	111	112
Total invested assets	5,951	6,114	6,309	6,290	5,995	6,093	5,914	6,133
Funds held by ceding insurers	8,453	8,273	8,404	8,580	8,714	8,791	8,959	9,299
Reinsurance assets	139	138	135	131	122	113	118	118
Derivative financial instruments	1	-	-	-	-	-	-	-
Fixed assets	1	2	2	2	2	2	2	2
Other assets	310	298	310	341	296	243	290	320
Total other assets	312	300	312	343	298	245	292	322
Deferred tax assets	6	(10)	1	(13)	1	2	2	2
Total assets	14,861	14,815	15,161	15,331	15,130	15,244	15,285	15,874
Liabilities								
Insurance contract liabilities	10,459	10,468	10,666	10,828	10,877	11,089	11,169	11,559
Investment contract liabilities	996	1,049	1,084	1,064	1,010	1,048	1,033	1,038
	11,455	11,517	11,750	11,892	11,887	12,137	12,202	12,597
Funds held under reinsurance contracts	-	-	-	-	-	-	1	-
Other liabilities	800	795	1,033	1,198	1,166	1,060	1,040	940
Deferred tax liabilities	94	106	127	115	123	144	150	150
Total liabilities	12,349	12,418	12,910	13,205	13,176	13,341	13,393	13,687
Equity								
Non-controlling interests	(10)	(5)	(4)	(4)	(4)	(4)	(4)	(4)
Share capital								
Accumulated surplus	2,294	2,117	1,984	1,801	1,734	1,710	1,699	1,940
Accumulated other comprehensive income	228	285	271	329	224	197	197	251
Total equity	2,512	2,397	2,251	2,126	1,954	1,903	1,892	2,187
Total liabilities and equity	14,861	14,815	15,161	15,331	15,130	15,244	15,285	15,874

Q4 2020 Quarterly Information Package



Lifeco Corporate

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	-	-	-	-	-	-	-	-	-	-
Total net investment income	(6)	(2)	1	9	(1)	(1)	3	(1)	2	-
Fee and other income	-	-	-	-	-	-	-	-	-	-
Total income	(6)	(2)	1	9	(1)	(1)	3	(1)	2	-
Benefits and expenses										
General expenses	11	7	7	4	6	3	8	6	29	23
Other	3	4	2	-	(1)	1	2	-	9	2
Total benefits and expenses	14	11	9	4	5	4	10	6	38	25
Earnings (loss) before income taxes	(20)	(13)	(8)	5	(6)	(5)	(7)	(7)	(36)	(25)
Income taxes (recovery)	(6)	(3)	(2)	1	-	(2)	(2)	(2)	(10)	(6)
Net earnings (loss) before capital allocation	(14)	(10)	(6)	4	(6)	(3)	(5)	(5)	(26)	(19)
Capital allocation	(2)	(2)	(2)	(2)	-	(1)	-	(1)	(8)	(2)
Net earnings (loss) - common shareholders	(16)	(12)	(8)	2	(6)	(4)	(5)	(6)	(34)	(21)

Q4 2020 Quarterly Information Package



Lifeco – Consolidated Source of Earnings

(CSMM)	For the three months ended Dec. 31, 2020						2020			2019				Fiscal	Fiscal
	Canada	U.S.	Europe	C&RS	Corp	Total	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2020	2019
Expected profit on in-force business	322	148	213	163	(4)	842	803	732	729	762	752	734	704	3,106	2,952
Impact of new business	2	(51)	3	(40)	-	(86)	(66)	(69)	(86)	(5)	(13)	(17)	(73)	(307)	(108)
Experience gains and losses	87	(1)	20	(6)	(7)	93	36	98	(195)	55	(2)	37	18	32	108
Management actions and changes in assumptions	(40)	(56)	83	42	-	29	132	140	(81)	(102)	65	(10)	151	220	104
Other	(68)	(42)	-	-	-	(110)	-	-	-	(52)	-	(202)	-	(110)	(254)
Earnings on surplus (incl. financing charges)	29	3	(16)	1	(11)	6	8	102	4	57	20	44	38	120	159
Earnings (loss) before income taxes	332	1	303	160	(22)	774	913	1,003	371	715	822	586	838	3,061	2,961
Income taxes (recovery)	(3)	194	(46)	7	6	158	(44)	(90)	2	(167)	(57)	(92)	(148)	26	(464)
Net earnings (loss) before non-controlling interests & preferred dividends	329	195	257	167	(16)	932	869	913	373	548	765	494	690	3,087	2,497
Non-controlling interests & preferred dividends	(29)	13	(4)	-	-	(20)	(43)	(50)	(31)	(35)	(35)	(35)	(33)	(144)	(138)
Net earnings (loss) - Common Shareholders	300	208	253	167	(16)	912	826	863	342	513	730	459	657	2,943	2,359
Items excluded from Base Earnings - post tax															
Actuarial assumption changes and other management actions	(147)	3	78	43	-	(23)	66	122	(52)	(78)	81	38	129	113	170
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	(10)	(1)	(20)	-	-	(31)	18	35	(149)	(13)	(28)	(7)	(41)	(127)	(89)
Net gain/charge on business dispositions ⁽¹⁾	143	-	-	-	-	143	94	-	-	8	-	(199)	-	237	(191)
Transaction costs related to the acquisitions of Personal Capital and MassMutual (<i>management actions</i>)	-	(47)	-	-	-	(47)	(31)	-	-	-	-	-	-	(78)	-
Revaluation of deferred tax asset (<i>taxes</i>)	-	196	-	-	-	196	-	-	-	(199)	-	-	-	196	(199)
Restructuring and integration costs (<i>other</i>)	(34)	(33)	-	-	-	(67)	-	-	-	(36)	-	-	-	(67)	(36)
Items excluded from Base Earnings	(48)	118	58	43	-	171	147	157	(201)	(318)	53	(168)	88	274	(345)
Base Earnings (loss)	348	90	195	124	(16)	741	679	706	543	831	677	627	569	2,669	2,704

⁽¹⁾ Net gain/charge on business dispositions includes:

- In Q4 2020, a net gain of \$143m on the sale of GLC included in the Canada Corporate business unit.
- In Q3 2020, a net gain of \$94m on the sale of IPSI included in Europe Ireland business unit.
- In Q4 2019, a net gain of \$8m on the sale of heritage block of individual policies to Scottish Friendly included in the Europe Corporate business unit.
- In Q2 2019, a net charge of \$199m (US\$148m) relating to the sale, via indemnity reinsurance, of the U.S. individual life insurance and annuity business included in the U.S. Reinsured Insurance & Annuity Business unit.

Note: Base earnings (loss) are defined as net earnings excluding the impact of actuarial assumption changes and other management actions, direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, and items that management believes are not indicative of the Company's underlying business results. These items would include restructuring and integration costs, material legal settlements, material impairment charges related to goodwill and intangible assets, legislative tax changes and other tax impairments, and gains or losses related to the disposition of a business.

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.

Q4 2020 Quarterly Information Package



Canada – Consolidated Source of Earnings

(C\$MM)	2020				2019				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2020	2019
Expected profit on in-force business	322	319	303	297	328	324	296	282	1,241	1,230
Impact of new business	2	(16)	(12)	(17)	(6)	25	9	1	(43)	29
Experience gains and losses	87	(6)	69	33	32	77	76	41	183	226
Management actions and changes in assumptions	(40)	4	58	(128)	(113)	(76)	(16)	39	(106)	(166)
Other	(68)	-	-	-	-	-	-	-	(68)	-
Earnings on surplus (incl. financing charges)	29	11	24	22	13	18	19	36	86	86
Earnings (loss) before income taxes	332	312	442	207	254	368	384	399	1,293	1,405
Income taxes (recovery)	(3)	(18)	(60)	(28)	(37)	(40)	(75)	(88)	(109)	(240)
Net earnings (loss) before non-controlling interests & preferred dividends	329	294	382	179	217	328	309	311	1,184	1,165
Non-controlling interests & preferred dividends	(29)	(28)	(29)	(28)	(29)	(28)	(29)	(28)	(114)	(114)
Net earnings (loss) - Common Shareholders	300	266	353	151	188	300	280	283	1,070	1,051
Items excluded from Base Earnings - post tax										
Actuarial assumption changes and other management actions	(147)	4	43	(94)	(82)	(55)	(12)	28	(194)	(121)
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	(10)	(8)	(5)	(28)	(4)	-	-	(2)	(51)	(6)
Net gain/charge on business dispositions (<i>management actions</i>) ⁽¹⁾	143	-	-	-	-	-	-	-	143	-
Restructuring and integration costs (<i>other</i>)	(34)	-	-	-	-	-	-	-	(34)	-
Items excluded from Base Earnings	(48)	(4)	38	(122)	(86)	(55)	(12)	26	(136)	(127)
Base Earnings	348	270	315	273	274	355	292	257	1,206	1,178

⁽¹⁾ Net gain/charge on business dispositions includes:

- In Q4 2020, a net gain of \$143m on the sale of GLC included in the Canada Corporate business unit.

Q4 2020 Quarterly Information Package



U.S. – Consolidated Source of Earnings

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	148	114	90	95	108	109	123	110	447	450
Impact of new business	(51)	(40)	(32)	(41)	(37)	(33)	(31)	(36)	(164)	(137)
Experience gains and losses	(1)	11	5	(20)	23	5	16	19	(5)	63
Management actions and changes in assumptions	(56)	13	-	-	32	(2)	(45)	-	(43)	(15)
Other	(42)	-	-	-	(52)	-	(202)	-	(42)	(254)
Earnings on surplus (incl. financing charges)	3	22	47	(33)	7	7	19	8	39	41
Earnings (loss) before income taxes	1	120	110	1	81	86	(120)	101	232	148
Income taxes (recovery)	194	(22)	(17)	2	(201)	(8)	23	(20)	157	(206)
Net earnings (loss) before non-controlling interests & preferred dividends	195	98	93	3	(120)	78	(97)	81	389	(58)
Non-controlling interests & preferred dividends	13	(9)	(15)	2	(1)	(1)	(1)	-	(9)	(3)
Net earnings (loss) - Common Shareholders	208	89	78	5	(121)	77	(98)	81	380	(61)
Items excluded from Base Earnings - post tax										
Actuarial assumption changes and other management actions	3	38	-	-	25	(2)	-	-	41	23
Market-related impacts on liabilities (experience gains and losses and taxes)	(1)	(1)	(5)	(12)	-	-	-	-	(19)	-
Net gain/charge on business dispositions (management actions) ⁽¹⁾	-	-	-	-	-	-	(199)	-	-	(199)
Transaction costs related to the acquisitions of Personal Capital and MassMutual (management actions)	(47)	(31)	-	-	-	-	-	-	(78)	-
Revaluation of deferred tax asset (taxes)	196	-	-	-	(199)	-	-	-	196	(199)
Restructuring and integration costs (other)	(33)	-	-	-	(36)	-	-	-	(33)	(36)
Items excluded from Base Earnings	118	6	(5)	(12)	(210)	(2)	(199)	-	107	(411)
Base Earnings (loss)	90	83	83	17	89	79	101	81	273	350

⁽¹⁾ Net gain/charge on business dispositions includes:

- In Q2 2019, a net charge of \$199m (US\$148m) relating to the sale, via indemnity reinsurance, of the U.S. individual life insurance and annuity business included in the U.S. Reinsured Insurance & Annuity Business unit.

Q4 2020 Quarterly Information Package



Putnam – Source of Earnings

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	42	13	2	12	21	26	18	1	69	66
Impact of new business	(9)	(10)	(10)	(14)	(13)	(9)	(9)	(8)	(43)	(39)
Experience gains and losses	4	8	2	(10)	5	3	3	6	4	17
Management actions and changes in assumptions	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Earnings on surplus (incl. financing charges)	(2)	12	32	(50)	(7)	(11)	(6)	-	(8)	(24)
Earnings (loss) before income taxes	35	23	26	(62)	6	9	6	(1)	22	20
Income taxes (recovery)	(13)	(1)	1	18	13	5	1	(3)	5	16
Net earnings (loss) before non-controlling interests & preferred dividends	22	22	27	(44)	19	14	7	(4)	27	36
Non-controlling interests & preferred dividends	13	(9)	(15)	2	(1)	(1)	(1)	-	(9)	(3)
Net earnings (loss) - common shareholders	35	13	12	(42)	18	13	6	(4)	18	33

Q4 2020 Quarterly Information Package



Europe – Consolidated Source of Earnings

(C\$MM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	213	213	189	193	196	194	194	194	808	778
Impact of new business	3	(19)	(29)	(26)	(15)	15	41	(21)	(71)	20
Experience gains and losses	20	40	33	(152)	33	(61)	(55)	(10)	(59)	(93)
Management actions and changes in assumptions	83	120	56	45	30	167	47	82	304	326
Other	-	-	-	-	-	-	-	-	-	-
Earnings on surplus (incl. financing charges)	(16)	(20)	21	-	31	(6)	4	(7)	(15)	22
Earnings (loss) before income taxes	303	334	270	60	275	309	231	238	967	1,053
Income taxes (recovery)	(46)	(12)	(11)	36	65	(21)	(33)	(39)	(33)	(28)
Net earnings (loss) before non-controlling interests & preferred dividends	257	322	259	96	340	288	198	199	934	1,025
Non-controlling interests & preferred dividends	(4)	(6)	(6)	(5)	(5)	(6)	(5)	(5)	(21)	(21)
Net earnings (loss) - Common Shareholders	253	316	253	91	335	282	193	194	913	1,004
Items excluded from Base Earnings - post tax										
Actuarial assumption changes and other management actions	78	22	50	38	19	149	45	70	188	283
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	(20)	18	24	(79)	(9)	(28)	(7)	(39)	(57)	(83)
Net gain/charge on business dispositions (<i>management actions</i>) ⁽¹⁾	-	94	-	-	8	-	-	-	94	8
Items excluded from Base Earnings	58	134	74	(41)	18	121	38	31	225	208
Base Earnings	195	182	179	132	317	161	155	163	688	796

⁽¹⁾ Net gain/charge on business dispositions includes:

- In Q3 2020, a net gain of \$94m on the sale of IPSI included in Europe Ireland business unit
- In Q4 2019, a net gain of \$8m on the sale of heritage block of individual policies to Scottish Friendly included in the Europe Corporate business unit

Q4 2020 Quarterly Information Package



Capital and Risk Solutions – Consolidated Source of Earnings

(CSMM)

	2020				2019				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2020	2019
Expected profit on in-force business	163	161	155	149	134	129	127	122	628	512
Impact of new business	(40)	9	4	(2)	53	(20)	(36)	(17)	(29)	(20)
Experience gains and losses	(6)	(7)	(7)	(57)	(31)	(24)	2	(31)	(77)	(84)
Management actions and changes in assumptions	42	(5)	26	2	(51)	(24)	4	30	65	(41)
Other	-	-	-	-	-	-	-	-	-	-
Earnings on surplus (incl. financing charges)	1	4	13	8	7	4	1	3	26	15
Earnings (loss) before income taxes	160	162	191	100	112	65	98	107	613	382
Income taxes (recovery)	7	5	(4)	(7)	5	10	(9)	(2)	1	4
Net earnings (loss) before non-controlling interests & preferred dividends	167	167	187	93	117	75	89	105	614	386
Non-controlling interests & preferred dividends	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) - Common Shareholders	167	167	187	93	117	75	89	105	614	386
Items excluded from Base Earnings - post tax										
Actuarial assumption changes and other management actions	43	2	29	4	(40)	(11)	5	31	78	(15)
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	-	9	21	(30)	-	-	-	-	-	-
Items excluded from Base Earnings	43	11	50	(26)	(40)	(11)	5	31	78	(15)
Base Earnings	124	156	137	119	157	86	84	74	536	401

Q4 2020 Quarterly Information Package



Corporate – Consolidated Source of Earnings

(CSMM)	2020				2019				Fiscal 2020	Fiscal 2019
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	(4)	(4)	(5)	(5)	(4)	(4)	(6)	(4)	(18)	(18)
Impact of new business	-	-	-	-	-	-	-	-	-	-
Experience gains and losses	(7)	(2)	(2)	1	(2)	1	(2)	(1)	(10)	(4)
Management actions and changes in assumptions	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Earnings on surplus (incl. financing charges)	(11)	(9)	(3)	7	(1)	(3)	1	(2)	(16)	(5)
Earnings (loss) before income taxes	(22)	(15)	(10)	3	(7)	(6)	(7)	(7)	(44)	(27)
Income taxes (recovery)	6	3	2	(1)	1	2	2	1	10	6
Net earnings (loss) before non-controlling interests & preferred dividends	(16)	(12)	(8)	2	(6)	(4)	(5)	(6)	(34)	(21)
Non-controlling interests & preferred dividends	-	-	-	-	-	-	-	-	-	-
Net earnings (loss) - Common Shareholders	(16)	(12)	(8)	2	(6)	(4)	(5)	(6)	(34)	(21)
Base Earnings (loss)	(16)	(12)	(8)	2	(6)	(4)	(5)	(6)	(34)	(21)