

GREAT-WEST
LIFECO INC.

Supplemental Information Package
For Analysts and Investors
(Unaudited)

Q4 2021



Cautionary Note regarding Non-GAAP Financial Measures and Ratios

This document contains some non-GAAP financial measures and non-GAAP ratios as defined in National Instrument 52-112 “Non-GAAP and Other Financial Measures Disclosure”. Terms by which non-GAAP financial measures are identified include, but are not limited to, “base earnings (loss)”, “premiums and deposits”, “assets under management” and “assets under administration”. Terms by which non-GAAP ratios are identified include, but are not limited to, “base earnings per common share (EPS)” and “base return on equity (ROE)”. Non-GAAP financial measures and ratios are used to provide management and investors with additional measures of performance to help assess results where no comparable GAAP (IFRS) measure exists. However, non-GAAP financial measures and ratios do not have standard meanings prescribed by GAAP (IFRS) and are not directly comparable to similar measures used by other companies. Additional information regarding these non-GAAP financial measures and non-GAAP financial ratios has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual Management’s Discussion and Analysis (MD&A), available for review on SEDAR at www.sedar.com.

Table of Contents

Overview	3	United States	40
Great-West Lifeco Inc.	4	Consolidated Statements of Net Earnings	41
Lifeco Financial Highlights	5	Financial Services Consolidated Statements of Net Earnings	42
Lifeco Common Shareholder Net Earnings	6	Reinsured Insurance & Annuity Business	43
Lifeco Base Earnings	7	Empower	44
Lifeco - Reconciliation of Earnings	8	Personal Capital	45
Canada - Reconciliation of Earnings	9	U.S. Other	46
U.S. - Reconciliation of Earnings	10	Empower Participants and Assets Under Administration	47
Europe - Reconciliation of Earnings	11	Asset Management Statements of Net Earnings	48
Capital and Risk Solutions - Reconciliation of Earnings	12	Asset Management Assets Under Management	49
Lifeco Corporate - Reconciliation of Earnings	13	Participating Account Statements of Net Earnings	50
Currency Translation Rates	14	Corporate Statements of Net Earnings	51
Financial Strength - Credit Ratings	15	U.S. Balance Sheets	52
Lifeco Common Shares Outstanding	16	Europe	53
Lifeco Financial Ratio Highlights	17	Consolidated Statements of Net Earnings	54
The Canada Life Assurance Company - OSFI Regulatory Capital - 2021 vs. 2020	18	U.K. Statements of Net Earnings	55
The Canada Life Assurance Company - LICAT	19	Ireland Statements of Net Earnings	56
		Germany Statements of Net Earnings	57
Lifeco		Participating Account Statements of Net Earnings	58
Capital Structure	20	Corporate Statements of Net Earnings	59
Statements of Net Earnings	21	Europe Balance Sheets	60
Balance Sheets	22	Capital and Risk Solutions	61
Supplemental Balance Sheet Information	23	Consolidated Statements of Net Earnings	62
Impaired Loans and Credit Losses	24	Reinsurance Statements of Net Earnings	63
Cash Flow Statements	25	Participating Account Statements of Net Earnings	64
Statements of Accumulated and Contributed Surplus	26	Corporate Statements of Net Earnings	65
Reconciliation of Accumulated Other Comprehensive Income	27	Capital and Risk Solutions Balance Sheets	66
Sales	28	Lifeco Corporate Statements of Net Earnings	67
Premiums & Deposits	29		
Fee and Other Income	30	Lifeco Consolidated Source of Earnings	68
Operating and Administrative and Investment Expenses	31	Canada Consolidated Source of Earnings	69
Canada	32	U.S. Consolidated Source of Earnings	70
Consolidated Statements of Net Earnings	33	Putnam Source of Earnings	71
Individual Customer Statements of Net Earnings	34	Europe Consolidated Source of Earnings	72
Group Customer Statements of Net Earnings	35	Capital and Risk Solutions Consolidated Source of Earnings	73
Canada Wealth Assets Under Administration	36	Corporate Consolidated Source of Earnings	74
Participating Account Statements of Net Earnings	37		
Corporate Statements of Net Earnings	38		
Canada Balance Sheets	39		

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 is a member of the Power Corporation group of companies.

Investor Relations Contact Information

David McCarthy

Executive Vice-President & Deputy Chief Financial Officer

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

Deirdre Neary

Assistant Vice-President, Investor Relations

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

Great-West Lifeco Inc.



Lifeco Financial Highlights

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

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Total net premiums	12,989	14,921	11,751	13,152	11,747	9,976	10,390	10,906	52,813	43,019
Total net investment income (loss)	3,248	653	4,404	(3,995)	3,544	2,278	7,914	(2,074)	4,310	11,662
Fee and other income	1,885	1,858	1,800	1,751	1,569	1,486	1,406	1,441	7,294	5,902
Total income	18,122	17,432	17,955	10,908	16,860	13,740	19,710	10,273	64,417	60,583
Net earnings - common shareholders	765	872	784	707	912	826	863	342	3,128	2,943
Net earnings attributable to preferred shareholders	35	33	33	33	33	33	34	33	134	133
Net earnings - total shareholders	800	905	817	740	945	859	897	375	3,262	3,076
Common shareholder earnings (loss) - by segment										
Net earnings (loss) - common shareholders										
Canada	307	305	288	287	300	266	353	151	1,187	1,070
U.S.	92	168	150	89	208	89	78	5	499	380
Europe	239	357	185	195	253	316	253	91	976	913
Capital and Risk Solutions	133	102	152	145	167	167	187	93	532	614
Corporate	(6)	(60)	9	(9)	(16)	(12)	(8)	2	(66)	(34)
Lifeco net earnings - common shareholders	765	872	784	707	912	826	863	342	3,128	2,943
Base earnings (loss)⁽¹⁾										
Canada	317	312	293	298	348	270	315	273	1,220	1,206
U.S.	156	221	190	104	90	83	83	17	671	273
Europe	213	232	184	201	195	182	179	132	830	688
Capital and Risk Solutions	145	107	150	145	124	156	137	119	547	536
Corporate	(6)	(2)	9	(9)	(16)	(12)	(8)	2	(8)	(34)
Lifeco base earnings⁽¹⁾	825	870	826	739	741	679	706	543	3,260	2,669
Earnings per common share										
Net earnings (Basic)	\$0.822	\$0.938	\$0.844	\$0.762	\$0.983	\$0.891	\$0.930	\$0.369	\$3.365	\$3.173
Net earnings (Diluted)	\$0.820	\$0.936	\$0.842	\$0.761	\$0.983	\$0.891	\$0.930	\$0.369	\$3.360	\$3.172
Base earnings (Basic) ⁽²⁾	\$0.887	\$0.934	\$0.889	\$0.796	\$0.799	\$0.732	\$0.761	\$0.585	\$3.507	\$2.878
Base earnings (Diluted) ⁽²⁾	\$0.885	\$0.932	\$0.888	\$0.796	\$0.799	\$0.732	\$0.761	\$0.585	\$3.502	\$2.877

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ This metric is a non-GAAP ratio. Additional information regarding this non-GAAP ratio has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

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 certain items that, when removed, assist in explaining the Company's underlying business performance. These items include restructuring costs, integration costs related to business acquisitions, material legal settlements, material impairment charges related to goodwill and intangible assets, impact of substantially enacted income tax rate changes and other tax impairments, and net gains, losses or costs related to the disposition or acquisition of a business.

Lifeco Common Shareholder Net Earnings

(CSMM)	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Common shareholder net earnings (loss)										
Canada										
Individual Customer	120	137	157	126	(9)	119	195	12	540	317
Group Customer	204	164	189	155	189	134	197	147	712	667
Corporate ⁽¹⁾	(17)	4	(58)	6	120	13	(39)	(8)	(65)	86
	307	305	288	287	300	266	353	151	1,187	1,070
U.S.										
Financial Services ⁽²⁾⁽³⁾	123	175	159	93	62	112	68	44	550	286
Asset Management	43	34	21	(3)	35	13	12	(42)	95	18
Corporate ⁽⁴⁾	(74)	(41)	(30)	(1)	111	(36)	(2)	3	(146)	76
	92	168	150	89	208	89	78	5	499	380
Europe⁽⁵⁾										
U.K.	154	185	30	108	156	67	109	91	477	423
Ireland	62	132	72	46	54	196	101	(16)	312	335
Germany	42	44	92	43	47	56	46	19	221	168
Corporate	(19)	(4)	(9)	(2)	(4)	(3)	(3)	(3)	(34)	(13)
	239	357	185	195	253	316	253	91	976	913
Capital and Risk Solutions										
Reinsurance	139	103	153	146	171	168	188	94	541	621
Corporate	(6)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(9)	(7)
	133	102	152	145	167	167	187	93	532	614
Lifeco Corporate⁽⁶⁾	(6)	(60)	9	(9)	(16)	(12)	(8)	2	(66)	(34)
Total common shareholder net earnings	765	872	784	707	912	826	863	342	3,128	2,943

⁽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⁾ 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.

⁽³⁾ Q4 2021 includes integration costs of \$15m (after-tax). Q3 2021 includes integration costs of \$17m (after-tax). Q2 2021 includes integration costs of \$11m (after-tax). Q1 2021 includes integration costs of \$12m (after-tax). Q4 2020 includes integration costs of \$4m (after-tax).

⁽⁴⁾ Q4 2021 includes \$50m (after-tax) of transaction costs related to the acquisition of Personal Capital and the acquisition of the full-service retirement business of Prudential Financial Inc. (Prudential). Q3 2021 includes \$32m (after-tax) of transaction costs related to the acquisition of Personal Capital, the retirement services business of Massachusetts Mutual Life (MassMutual) and the Prudential acquisition, and restructuring costs of \$7m (after-tax). Q2 2021 includes \$24m (after-tax) of transaction costs related to the Personal Capital and MassMutual acquisitions and restructuring costs of \$4m (after-tax). Q1 2021 includes \$1m (after-tax) of transaction costs related to the MassMutual acquisition. Q4 2020 includes a \$196m revaluation of a deferred tax asset, \$47m (after-tax) of transaction costs related to the Personal Capital and MassMutual acquisitions and restructuring costs of \$29m (after-tax). Q3 2020 includes \$31m (after-tax) of transaction costs related to the Personal Capital and MassMutual acquisitions.

⁽⁵⁾ Q4 2021 includes transaction costs of \$24m (after-tax) related to acquisitions in Ireland and a \$14m (after-tax) net charge on business disposition in Corporate. Q3 2021 includes a \$47m (after-tax) pension settlement gain in Ireland. Q2 2021 includes a charge of \$21m related to the revaluation of deferred tax liabilities resulting from legislated increases to future U.K. corporation tax rates. Q3 2020 includes a \$94m (after-tax) net gain on the Irish Progressive Services International Limited (IPSI) transaction.

⁽⁶⁾ Q3 2021 includes a \$58m (after-tax) provision for payments related to the Company's 2003 acquisition of The Canada Life Assurance Company.

Lifeco Base Earnings⁽¹⁾

(C\$MM)	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Base earnings (loss)⁽¹⁾										
Canada										
Individual Customer	140	140	162	138	132	123	159	138	580	552
Group Customer	194	168	189	154	205	134	195	143	705	677
Corporate	(17)	4	(58)	6	11	13	(39)	(8)	(65)	(23)
	317	312	293	298	348	270	315	273	1,220	1,206
U.S.										
Financial Services ⁽²⁾	137	189	171	107	64	75	73	56	604	268
Asset Management	43	34	21	(3)	35	13	12	(42)	95	18
Corporate	(24)	(2)	(2)	—	(9)	(5)	(2)	3	(28)	(13)
	156	221	190	104	90	83	83	17	671	273
Europe										
U.K.	110	83	53	120	96	78	88	72	366	334
Ireland	67	110	68	43	62	70	53	27	288	212
Germany	41	43	72	40	41	37	41	36	196	155
Corporate	(5)	(4)	(9)	(2)	(4)	(3)	(3)	(3)	(20)	(13)
	213	232	184	201	195	182	179	132	830	688
Capital and Risk Solutions										
Reinsurance	147	108	151	146	124	157	138	120	552	539
Corporate	(2)	(1)	(1)	(1)	—	(1)	(1)	(1)	(5)	(3)
	145	107	150	145	124	156	137	119	547	536
Lifeco Corporate	(6)	(2)	9	(9)	(16)	(12)	(8)	2	(8)	(34)
Total base earnings⁽¹⁾	825	870	826	739	741	679	706	543	3,260	2,669

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽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.

Lifeco – Reconciliation of Earnings

(CSMM)	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Lifeco totals										
Base earnings⁽¹⁾	825	870	826	739	741	679	706	543	3,260	2,669
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	23	69	37	5	(23)	66	122	(52)	134	113
Market-related impacts on liabilities ⁽²⁾	20	47	(19)	(24)	(31)	18	35	(149)	24	(127)
Tax legislative changes impact on liabilities	—	—	(21)	—	—	—	—	—	(21)	—
Revaluation of deferred tax asset	—	—	—	—	196	—	—	—	—	196
Restructuring and integration costs	(15)	(24)	(15)	(12)	(67)	—	—	—	(66)	(67)
Net gain/charge on business dispositions ⁽³⁾	(14)	—	—	—	143	94	—	—	(14)	237
Transaction costs related to acquisitions ⁽⁴⁾	(74)	(90)	(24)	(1)	(47)	(31)	—	—	(189)	(78)
Net earnings	765	872	784	707	912	826	863	342	3,128	2,943

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Net gain/charge on business dispositions includes:

- In Q4 2021, a net charge of \$14m related to a business disposition in the Europe Corporate business unit.
- 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.

⁽⁴⁾ The transaction costs incurred to date relate to acquisitions in the U.S. segment (the full-service retirement business of Prudential, Personal Capital and the retirement services business of MassMutual). In addition, Q4 2021 includes costs related to acquisitions in the Europe segment and Q3 2021 includes a provision for payments relating to the Company's acquisition of The Canada Life Assurance Company.

Canada – Reconciliation of Earnings

(CSMM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Canada										
Individual Customer										
Base earnings⁽¹⁾	140	140	162	138	132	123	159	138	580	552
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	(23)	(7)	(6)	(14)	(131)	4	41	(98)	(50)	(184)
Market-related impacts on liabilities ⁽²⁾	3	4	1	2	(10)	(8)	(5)	(28)	10	(51)
Net earnings (loss)	120	137	157	126	(9)	119	195	12	540	317
Group Customer										
Base earnings⁽¹⁾	194	168	189	154	205	134	195	143	705	677
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	10	(4)	—	1	(16)	—	2	4	7	(10)
Net earnings	204	164	189	155	189	134	197	147	712	667
Corporate										
Base earnings (loss)⁽¹⁾	(17)	4	(58)	6	11	13	(39)	(8)	(65)	(23)
Items excluded from base earnings										
Restructuring and integration costs	—	—	—	—	(34)	—	—	—	—	(34)
Net gain/charge on business dispositions ⁽³⁾	—	—	—	—	143	—	—	—	—	143
Net earnings (loss)	(17)	4	(58)	6	120	13	(39)	(8)	(65)	86
Canada totals										
Base earnings⁽¹⁾	317	312	293	298	348	270	315	273	1,220	1,206
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	(13)	(11)	(6)	(13)	(147)	4	43	(94)	(43)	(194)
Market-related impacts on liabilities ⁽²⁾	3	4	1	2	(10)	(8)	(5)	(28)	10	(51)
Restructuring and integration costs	—	—	—	—	(34)	—	—	—	—	(34)
Net gain/charge on business dispositions ⁽³⁾	—	—	—	—	143	—	—	—	—	143
Net earnings	307	305	288	287	300	266	353	151	1,187	1,070

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ 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.

U.S. – Reconciliation of Earnings

(C\$MM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
U.S.										
Financial Services⁽¹⁾										
Base earnings⁽²⁾	137	189	171	107	64	75	73	56	604	268
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽³⁾	2	4	—	—	3	38	—	—	6	41
Market-related impacts on liabilities ⁽³⁾	(1)	(1)	(1)	(2)	(1)	(1)	(5)	(12)	(5)	(19)
Restructuring and integration costs	(15)	(17)	(11)	(12)	(4)	—	—	—	(55)	(4)
Net earnings	123	175	159	93	62	112	68	44	550	286
Asset Management										
Base earnings (loss)⁽²⁾	43	34	21	(3)	35	13	12	(42)	95	18
Net earnings (loss)	43	34	21	(3)	35	13	12	(42)	95	18
Corporate										
Base earnings (loss)⁽²⁾	(24)	(2)	(2)	—	(9)	(5)	(2)	3	(28)	(13)
Items excluded from base earnings										
Revaluation of deferred tax asset	—	—	—	—	196	—	—	—	—	196
Restructuring and integration costs	—	(7)	(4)	—	(29)	—	—	—	(11)	(29)
Transaction costs related to acquisitions	(50)	(32)	(24)	(1)	(47)	(31)	—	—	(107)	(78)
Net earnings (loss)	(74)	(41)	(30)	(1)	111	(36)	(2)	3	(146)	76
U.S. Totals										
Base earnings⁽²⁾	156	221	190	104	90	83	83	17	671	273
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽³⁾	2	4	—	—	3	38	—	—	6	41
Market-related impacts on liabilities ⁽³⁾	(1)	(1)	(1)	(2)	(1)	(1)	(5)	(12)	(5)	(19)
Revaluation of deferred tax asset	—	—	—	—	196	—	—	—	—	196
Restructuring and integration costs	(15)	(24)	(15)	(12)	(33)	—	—	—	(66)	(33)
Transaction costs related to acquisitions	(50)	(32)	(24)	(1)	(47)	(31)	—	—	(107)	(78)
Net earnings (loss)	92	168	150	89	208	89	78	5	499	380

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

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Europe – Reconciliation of Earnings

(C\$MM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Europe										
U.K.										
Base earnings⁽¹⁾	110	83	53	120	96	78	88	72	366	334
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	28	52	22	10	80	(27)	39	22	112	114
Market-related impacts on liabilities ⁽²⁾	16	50	(24)	(22)	(20)	16	(18)	(3)	20	(25)
Tax legislative changes impact on liabilities	—	—	(21)	—	—	—	—	—	(21)	—
Net earnings	154	185	30	108	156	67	109	91	477	423
Ireland										
Base earnings⁽¹⁾	67	110	68	43	62	70	53	27	288	212
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	19	28	—	7	(6)	31	11	16	54	52
Market-related impacts on liabilities ⁽²⁾	—	(6)	4	(4)	(2)	1	37	(59)	(6)	(23)
Transaction costs related to acquisitions	(24)	—	—	—	—	—	—	—	(24)	—
Net gain/charge on business dispositions ⁽³⁾	—	—	—	—	—	94	—	—	—	94
Net earnings (loss)	62	132	72	46	54	196	101	(16)	312	335
Germany										
Base earnings⁽¹⁾	41	43	72	40	41	37	41	36	196	155
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	(1)	1	19	1	4	18	—	—	20	22
Market-related impacts on liabilities ⁽²⁾	2	—	1	2	2	1	5	(17)	5	(9)
Net earnings	42	44	92	43	47	56	46	19	221	168
Corporate										
Base earnings (loss)⁽¹⁾	(5)	(4)	(9)	(2)	(4)	(3)	(3)	(3)	(20)	(13)
Items excluded from base earnings										
Net gain/charge on business dispositions ⁽³⁾	(14)	—	—	—	—	—	—	—	(14)	—
Net earnings (loss)	(19)	(4)	(9)	(2)	(4)	(3)	(3)	(3)	(34)	(13)
Europe totals										
Base earnings⁽¹⁾	213	232	184	201	195	182	179	132	830	688
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	46	81	41	18	78	22	50	38	186	188
Market-related impacts on liabilities ⁽²⁾	18	44	(19)	(24)	(20)	18	24	(79)	19	(57)
Tax legislative changes impact on liabilities	—	—	(21)	—	—	—	—	—	(21)	—
Transaction costs related to acquisitions	(24)	—	—	—	—	—	—	—	(24)	—
Net gain/charge on business dispositions ⁽³⁾	(14)	—	—	—	—	94	—	—	(14)	94
Net earnings	239	357	185	195	253	316	253	91	976	913

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Net gain/charge on business dispositions includes:

- In Q4 2021, a net charge of \$14m on a business disposition in the Europe Corporate business unit.
- In Q3 2020, a net gain of \$94m on the sale of IPSI included in Europe Ireland business unit.

Capital and Risk Solutions – Reconciliation of Earnings

(CSMM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Capital and Risk Solutions										
Reinsurance										
Base earnings⁽¹⁾	147	108	151	146	124	157	138	120	552	539
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	(8)	(5)	2	—	47	2	29	4	(11)	82
Market-related impacts on liabilities ⁽²⁾	—	—	—	—	—	9	21	(30)	—	—
Net earnings	139	103	153	146	171	168	188	94	541	621
Corporate										
Base earnings (loss)⁽¹⁾	(2)	(1)	(1)	(1)	—	(1)	(1)	(1)	(5)	(3)
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	(4)	—	—	—	(4)	—	—	—	(4)	(4)
Net earnings (loss)	(6)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(9)	(7)
Capital and Risk Solutions Totals										
Base earnings⁽¹⁾	145	107	150	145	124	156	137	119	547	536
Items excluded from base earnings										
Actuarial assumption changes and other management actions ⁽²⁾	(12)	(5)	2	—	43	2	29	4	(15)	78
Market-related impacts on liabilities ⁽²⁾	—	—	—	—	—	9	21	(30)	—	—
Net earnings	133	102	152	145	167	167	187	93	532	614

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Lifeco Corporate – Reconciliation of Earnings*(CSMM)*

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Lifeco Corporate										
Base earnings (loss) ⁽¹⁾	(6)	(2)	9	(9)	(16)	(12)	(8)	2	(8)	(34)
Items excluded from base earnings										
Transaction costs related to acquisitions	—	(58)	—	—	—	—	—	—	(58)	—
Net earnings (loss)	(6)	(60)	9	(9)	(16)	(12)	(8)	2	(66)	(34)

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Currency Translation Rates

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
(C\$ / US\$)								
Balance sheet	1.27	1.27	1.24	1.26	1.27	1.33	1.36	1.40
Income and expenses	1.26	1.26	1.23	1.27	1.30	1.33	1.39	1.34
(C\$ / £)								
Balance sheet	1.71	1.71	1.71	1.73	1.74	1.72	1.68	1.74
Income and expenses	1.70	1.74	1.72	1.75	1.72	1.72	1.72	1.72
(C\$ / €)								
Balance sheet	1.44	1.47	1.47	1.47	1.55	1.56	1.52	1.55
Income and expenses	1.44	1.48	1.48	1.53	1.55	1.56	1.53	1.48

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) A (low)	AA AA AA (low)		NR
Fitch Ratings	Insurer Financial Strength Senior Debt Subordinated Debt	A BBB+	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+ 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 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
Q1 2021	927,853,106	—	576,540	—	—	—	—	—	—	928,429,646
Q2 2021	928,429,646	—	1,214,460	—	—	—	—	—	—	929,644,106
Q3 2021	929,644,106	—	840,880	—	—	—	—	—	—	930,484,986
Q4 2021	930,484,986	—	135,352	—	—	—	—	—	—	930,620,338

12 months ended December 31, 2021

Average common shares outstanding - Basic	929,461,348
Potential exercise of outstanding stock options	1,496,586
Average common shares outstanding - Diluted	930,957,934

Lifeco Financial Ratio Highlights

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Share Price								
High	\$38.86	\$39.60	\$37.41	\$33.60	\$31.10	\$27.43	\$25.73	\$35.30
Low	\$36.41	\$36.45	\$33.57	\$29.20	\$26.01	\$23.28	\$19.86	\$19.16
Close	\$37.96	\$38.54	\$36.82	\$33.44	\$30.35	\$26.02	\$23.80	\$24.31
Earnings per share								
Net EPS	\$0.822	\$0.938	\$0.844	\$0.762	\$0.983	\$0.891	\$0.930	\$0.369
Base EPS ⁽¹⁾	\$0.887	\$0.934	\$0.889	\$0.796	\$0.799	\$0.732	\$0.761	\$0.585
Dividends								
Common dividends declared / share		\$0.490	\$0.438	\$0.438	\$0.438	\$0.438	\$0.438	\$0.438
Common dividends paid / share	\$0.490	\$0.438	\$0.438	\$0.438	\$0.438	\$0.438	\$0.438	\$0.438
Paid dividend growth (qtr / qtr)	11.9 %	— %	— %	— %	— %	— %	— %	6.1 %
Paid dividend growth (yr / yr)	11.9 %	— %	— %	— %	6.1 %	6.1 %	6.1 %	6.1 %
Dividend payout ratio ⁽²⁾	59.6 %	46.7 %	51.9 %	57.5 %	44.6 %	49.2 %	47.1 %	118.7 %
Dividend yield (annualized) ⁽³⁾	5.2 %	4.5 %	4.8 %	5.2 %	5.8 %	6.7 %	7.4 %	7.2 %
Ratios								
P/E ratio (rolling 4 qtrs - net earnings) ⁽⁴⁾	11.3x	10.9x	10.6x	9.4x	9.6x	9.5x	9.0x	11.1x
P/Book value ratio ⁽⁵⁾	1.5x	1.6x	1.6x	1.4x	1.3x	1.2x	1.1x	1.1x
ROE ⁽⁶⁾ (12 months trailing)	14.0 %	14.9 %	15.0 %	15.7 %	14.1 %	12.4 %	12.1 %	10.3 %
Share information								
Total shares outstanding (mm)	930.6	930.5	929.6	928.4	927.9	927.7	927.7	927.7
Majority shareholder beneficial ownership (mm)	657.6	657.6	657.6	657.6	657.6	657.6	657.6	657.6
Public float shares (mm)	273.0	272.9	272.0	270.8	270.3	270.1	270.1	270.1
Total market capitalization (mm)	\$35,326	\$35,861	\$34,228	\$31,046	\$28,160	\$24,139	\$22,079	\$22,552
Public float (mm)	\$10,364	\$10,518	\$10,015	\$9,056	\$8,203	\$7,029	\$6,428	\$6,566
Book value per share ⁽⁷⁾	\$24.71	\$24.40	\$23.70	\$23.36	\$22.97	\$22.57	\$21.98	\$22.34

⁽¹⁾ This metric is a non-GAAP ratio. Additional information regarding this non-GAAP ratio has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ Common dividends paid per share / net earnings per common share (basic)

⁽³⁾ Common dividends paid per share * 4 / quarterly closing share price

⁽⁴⁾ Closing share price / Rolling 4 quarters net EPS

⁽⁵⁾ Return on common shareholder equity. Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽⁷⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

The Canada Life Assurance Company - OSFI Regulatory Capital - 2021 vs. 2020

(C\$MM, unless otherwise stated)

	<u>2021</u>	<u>2020</u>	<u>Change</u>	<u>In-year movement</u>
	Q4	Q4	(Y/Y)	
The Canada Life Assurance Company				
Tier 1	12,584	11,593		
Tier 2	4,417	4,568		
Available Capital	17,001	16,161	5%	Retained earnings increased during the year.
Surplus Allowance and Eligible Deposits	13,225	14,226	-7%	Surplus Allowance decreased mainly due to the impact of higher interest rates and regular business activities. Total eligible deposits decreased.
Total Capital Resources	30,226	30,387	-1%	
Base Solvency Buffer (includes OSFI scalar 1.05)	24,323	23,607	3%	Base Solvency Buffer increased due to regular business activities including the addition of new business. The continued phase-in of the impact of the Q3 2020 LICAT interest rate scenario switch contributed to the increase.
Total Ratio ⁽¹⁾	124 %	129 %	-5pts	
Core Ratio ⁽²⁾	90 %	91 %	-1pt	

LICAT Ratios:

⁽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)

The Life Insurance Capital Adequacy Test (LICAT) Ratio is based on the consolidated results of The Canada Life Assurance Company. The LICAT Ratio is calculated in accordance with the Office of Superintendent of Financial Institutions' guideline - Life Insurance Capital Adequacy Test.

The Canada Life Assurance Company - LICAT

(C\$MM unless otherwise stated)

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Available Capital:								
Tier 1 Capital								
Common shares	7,884	7,884	7,884	7,884	7,884	7,884	7,884	7,884
Shareholder Surplus	13,445	13,188	12,981	12,452	12,218	12,132	12,168	11,655
Other Tier 1	3,115	3,281	3,127	2,947	3,048	2,985	2,757	3,481
Less: Goodwill & Intangibles	(8,486)	(8,514)	(8,384)	(8,421)	(8,453)	(8,368)	(8,313)	(8,314)
Less: Other Deductions	(3,374)	(3,261)	(3,190)	(3,112)	(3,104)	(3,233)	(3,166)	(3,223)
Total Tier 1 Capital	12,584	12,578	12,418	11,750	11,593	11,400	11,330	11,483
Tier 2 Capital	4,417	4,224	4,205	4,174	4,568	4,787	4,709	4,340
Available Capital	17,001	16,802	16,623	15,924	16,161	16,187	16,039	15,823
Surplus Allowance and Eligible Deposits	13,225	13,409	13,563	13,378	14,226	13,788	13,341	12,942
Total Capital Resources	30,226	30,211	30,186	29,302	30,387	29,975	29,380	28,765
Base Solvency Buffers								
Non-Participating Business:								
Credit Risk	3,102	3,010	2,948	2,961	3,012	2,867	2,819	2,732
Market Risk	2,612	2,932	2,875	2,900	2,735	2,651	2,581	2,574
Insurance Risk, Net of Adjustable Credits	13,585	13,682	13,603	13,649	13,790	13,484	13,273	12,911
	19,299	19,624	19,426	19,510	19,537	19,002	18,673	18,217
Participating Business Total Risk	4,825	4,664	4,344	3,994	3,689	3,350	3,183	2,909
Less: Diversification & Other Credits	(4,204)	(4,195)	(4,131)	(4,097)	(4,093)	(3,960)	(3,889)	(3,742)
Segregated Fund Guarantee Risk	308	393	482	650	694	738	720	735
Operational Risk	2,937	2,866	2,744	2,713	2,656	2,587	2,547	2,522
Solvency Buffers prior to OSFI scalar	23,165	23,352	22,865	22,770	22,483	21,717	21,234	20,641
Base Solvency Buffer (includes OSFI scalar of 1.05)	24,323	24,520	24,008	23,909	23,607	22,803	22,296	21,673
LICAT Ratios:								
Total Ratio ⁽¹⁾ (OSFI Supervisory Target = 100%)	124%	123%	126%	123%	129%	131%	132%	133%
Core Ratio ⁽²⁾ (OSFI Supervisory Target = 70%)	90%	90%	91%	88%	91%	92%	93%	95%

⁽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)

Q4 2021 Quarterly Information Package

Lifeco Capital Structure

(C\$MM)

LIABILITIES	2021				2020		EQUITY	2021				2020	
	Q4	Q3	Q2	Q1	Q4	Q3		Q4	Q3	Q2	Q1	Q4	Q3
LIABILITIES							Non-Controlling Interests						
Short-term							Non-controlling interest in capital stock & surplus	129	133	136	112	116	119
Commercial paper and other short-term debt instruments, unsecured	122	126	123	125	125	132							
Putnam revolving credit facility	64	—	19	101	210	33							
Great-West Lifeco U.S. LLC revolving credit facility ⁽¹⁾	—	—	620	630	635	—							
Total short-term	186	126	762	856	970	165	Undistributed Participating Account Surplus						
							Canada Life	3,126	3,167	3,062	2,856	2,858	2,858
							GWL&A	12	15	13	12	13	14
								<u>3,138</u>	<u>3,182</u>	<u>3,075</u>	<u>2,868</u>	<u>2,871</u>	<u>2,872</u>
Long-term							Total Non-Controlling Interest	3,267	3,315	3,211	2,980	2,987	2,991
Lifeco							Lifeco						
6.74% Debentures due November 24, 2031, unsecured	195	195	195	195	195	194	Series 1 3.60% Limited Recourse Capital Notes ⁽²⁾	1,500	1,500	—	—	—	—
6.67% Debentures due March 21, 2033, unsecured	394	394	394	394	394	394	Series F 5.90% Non-Cumulative Preferreds ⁽³⁾	—	194	194	194	194	194
5.998% Debentures due November 16, 2039, unsecured	342	342	342	342	342	342	Series G 5.20% Non-Cumulative Preferreds	300	300	300	300	300	300
3.337% Debentures due February 28, 2028, unsecured	498	498	498	498	498	498	Series H 4.85% Non-Cumulative Preferreds	300	300	300	300	300	300
2.981% Debentures due July 8, 2050, unsecured	493	493	493	493	493	494	Series I 4.50% Non-Cumulative Preferreds	300	300	300	300	300	300
2.50% Debentures due April 18, 2023, unsecured, (€500)	720	734	734	734	774	779	Series L 5.65% Non-Cumulative Preferreds	170	170	170	170	170	170
2.379% Debentures due May 14, 2030, unsecured	597	597	597	597	597	597	Series M 5.80% Non-Cumulative Preferreds	150	150	150	150	150	150
1.75% Debentures due December 7, 2026, unsecured, (€500)	717	732	731	731	771	776	Series N 1.749% Non-Cumulative Rate Reset Preferreds ⁽⁴⁾	250	250	250	250	250	213
							Series O Non-Cumulative Floating Rate Preferreds ⁽⁵⁾	—	—	—	—	—	37
Canada Life							Series P 5.40% Non-Cumulative Preferreds	250	250	250	250	250	250
6.40% Subordinated debentures due December 11, 2028, unsecured	100	100	100	100	100	100	Series Q 5.15% Non-Cumulative Preferreds	200	200	200	200	200	200
							Series R 4.80% Non-Cumulative Preferreds	200	200	200	200	200	200
							Series S 5.25% Non-Cumulative Preferreds	200	200	200	200	200	200
Great-West Lifeco Finance 2018, LP							Series T 5.15% Non-Cumulative Preferreds	200	200	200	200	200	200
4.581% Senior notes due May 17, 2048, unsecured, (U.S. \$500)	629	629	614	624	628	658	Series Y 4.50% Non-Cumulative Preferreds	200	—	—	—	—	—
4.047% Senior notes due May 17, 2028, unsecured, (U.S. \$300)	379	379	370	376	379	397		<u>2,720</u>	<u>2,714</u>	<u>2,714</u>	<u>2,714</u>	<u>2,714</u>	<u>2,714</u>
							Common Stock	5,748	5,744	5,713	5,669	5,651	5,647
Great-West Lifeco Finance (Delaware) LP							Accumulated & Contributed Surplus	16,616	16,296	15,839	15,466	15,176	14,660
4.15% Senior notes due June 3, 2047, unsecured, (U.S. \$700)	874	874	853	867	874	915	Accumulated Other Comprehensive Income	632	663	479	556	487	636
								<u>30,483</u>	<u>30,232</u>	<u>27,956</u>	<u>27,385</u>	<u>27,015</u>	<u>26,648</u>
Great-West Lifeco U.S. Finance 2020, LP							Total Equity Capital						
0.904% Senior notes due August 12, 2025, unsecured, (U.S. \$500)	632	632	617	626	631	661							
Empower Finance 2020, LP													
3.075% Senior notes due September 17, 2051, unsecured, (U.S. \$700)	879	879	858	872	879	921							
1.776% Senior notes due March 17, 2031, unsecured, (U.S. \$400)	506	505	493	501	505	529							
1.357% Senior notes due September 17, 2027, unsecured, (U.S. \$400)	506	506	494	501	505	530							
Total Debt and Other Loans	8,647	8,615	9,145	9,307	9,535	8,950							
Canada Life Capital Trust (CLCT)													
7.529% due June 30, 2052, unsecured, face value	150	150	150	150	150	150							
Acquisition related FMV adjustment	7	8	8	8	8	8							
	157	158	158	158	158	158							
Trust securities held by consolidated group	(37)	(37)	(37)	(37)	(37)	(37)							
Capital Trust Securities (externally held)	120	121	121	121	121	121							

⁽¹⁾ The Company made payments of U.S. \$400 on July 2, 2021 and U.S. \$100 on September 29, 2021 on its committed line of credit related to GWL&A's acquisition of the retirement services business from MassMutual on December 31, 2020.

⁽²⁾ Fixed dividend rate per annum until December 31, 2026, at which time the dividend becomes equal to the five year Government of Canada yield plus 2.641% for the subsequent five year period.

⁽³⁾ On December 31, 2021, the Company redeemed all of its issued and outstanding, 5.90% Non-Cumulative First Preferred Shares, Series F for \$25.00 per share plus an amount equal to all declared and unpaid dividends, less any tax required to be deducted and withheld by the Company.

⁽⁴⁾ 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.

⁽⁵⁾ 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

(CSMM, unless otherwise stated)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Total net premiums	12,989	14,921	11,751	13,152	11,747	9,976	10,390	10,906	52,813	43,019
Regular net investment income	1,637	1,589	1,611	1,556	1,560	1,493	1,596	1,314	6,393	5,963
Changes in fair value through profit or loss	1,611	(936)	2,793	(5,551)	1,984	785	6,318	(3,388)	(2,083)	5,699
Total net investment income (loss)	3,248	653	4,404	(3,995)	3,544	2,278	7,914	(2,074)	4,310	11,662
Fee and other income	1,885	1,858	1,800	1,751	1,569	1,486	1,406	1,441	7,294	5,902
Total Income	18,122	17,432	17,955	10,908	16,860	13,740	19,710	10,273	64,417	60,583
Benefits and expenses										
Total paid or credited to policyholders	14,592	13,796	14,321	7,586	13,555	10,668	16,559	7,705	50,295	48,487
Commissions	717	631	655	661	657	549	565	625	2,664	2,396
Operating and administrative expenses	1,688	1,557	1,559	1,533	1,498	1,365	1,294	1,335	6,337	5,492
Premium taxes	134	122	121	123	124	119	121	116	500	480
Financing charges	89	83	77	79	79	71	69	65	328	284
Amortization of finite life intangible assets	89	82	86	79	63	58	61	56	336	238
Restructuring and integration expenses	21	32	21	16	134	—	—	—	90	134
Total benefits and expenses	17,330	16,303	16,840	10,077	16,110	12,830	18,669	9,902	60,550	57,511
Earnings before income taxes	792	1,129	1,115	831	750	910	1,041	371	3,867	3,072
Income taxes - Current	77	138	(163)	96	131	87	10	43	148	271
- Deferred	(47)	(27)	269	(39)	(314)	(68)	85	(56)	156	(353)
Net earnings before non-controlling interests	762	1,018	1,009	774	933	891	946	384	3,563	3,154
Non-controlling interests	(38)	113	192	34	(12)	32	49	9	301	78
Net earnings	800	905	817	740	945	859	897	375	3,262	3,076
Preferred share dividends	35	33	33	33	33	33	34	33	134	133
Net earnings - common shareholders	765	872	784	707	912	826	863	342	3,128	2,943
Earnings per common share										
Basic	\$ 0.822	\$ 0.938	\$ 0.844	\$ 0.762	\$ 0.983	\$ 0.891	\$ 0.930	\$ 0.369	\$ 3.365	\$ 3.173
Diluted	\$ 0.820	\$ 0.936	\$ 0.842	\$ 0.761	\$ 0.983	\$ 0.891	\$ 0.930	\$ 0.369	\$ 3.360	\$ 3.172
Average number of shares outstanding (MM) - basic	929.5	930.1	929.1	928.1	927.8	927.7	927.7	927.5	929.1	927.7
Average number of shares outstanding (MM) - diluted	931.0	932.4	930.7	928.6	928.0	927.8	927.7	928.0	930.4	927.8
Effective tax rate	3.8%	9.8%	9.5%	6.9%	-24.4%	2.1%	9.1%	-3.5%	7.9%	-2.7%

Lifeco Balance Sheets

(CSMM, unless otherwise stated)

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	6,075	6,890	6,708	5,616	7,946	5,372	5,869	5,635
Government bonds	50,876	51,687	46,373	46,926	49,389	51,206	47,501	46,047
Corporate bonds	89,736	87,265	85,753	87,129	88,203	75,884	72,839	70,165
Total bonds	140,612	138,952	132,126	134,055	137,592	127,090	120,340	116,212
Mortgage loans	28,852	28,979	28,364	27,615	27,803	25,369	25,159	25,069
Stocks	14,183	13,361	12,977	11,823	11,000	9,793	10,075	9,620
Investment properties	7,763	7,329	6,866	6,490	6,270	5,853	5,616	5,836
Loans to policyholders	8,319	8,273	8,203	8,417	8,387	8,899	9,068	9,186
Total invested assets	205,804	203,784	195,244	194,016	198,998	182,376	176,127	171,558
Funds held by ceding insurers	17,194	16,984	17,421	17,619	18,383	8,273	8,404	8,580
Reinsurance assets	21,138	20,197	20,114	20,252	22,121	22,335	22,221	21,025
Premiums in course of collection, accounts and interest receivable	6,366	6,344	6,196	6,132	6,102	6,134	5,756	6,154
Current income taxes	268	343	392	171	145	189	256	201
Derivative financial instruments	967	776	842	669	829	787	863	929
Owner occupied properties	736	739	734	735	741	741	752	753
Fixed assets	422	425	409	419	426	449	443	467
Other assets	4,522	4,383	4,075	3,940	3,347	3,211	3,230	3,343
Deferred tax assets	1,057	914	849	925	975	750	627	665
Goodwill	9,081	8,904	8,752	8,784	10,106	7,573	6,600	6,612
Intangible assets	5,514	5,548	5,469	5,521	4,285	3,976	3,998	4,039
Investments on account of segregated fund policyholders	357,419	345,621	343,679	333,576	334,032	236,943	228,719	212,577
Total assets	630,488	614,962	604,176	592,759	600,490	473,737	457,996	436,903
Liabilities								
Insurance contract liabilities	208,378	207,221	202,682	202,010	208,902	184,379	182,201	176,634
Investment contract liabilities	12,455	10,171	8,880	8,824	9,145	4,047	1,762	1,745
Total contract liabilities	220,833	217,392	211,562	210,834	218,047	188,426	183,963	178,379
Debentures and other debt instruments	8,804	8,773	9,303	9,465	9,693	9,108	6,602	6,221
Funds held under reinsurance contracts	1,542	1,539	1,575	1,552	1,648	1,602	1,499	1,399
Other liabilities	10,318	10,419	9,159	9,245	9,409	10,114	10,151	10,846
Deferred tax liabilities	1,089	986	942	702	646	896	953	1,040
Investment and insurance contracts on account of segregated fund policyholders	357,419	345,621	343,679	333,576	334,032	236,943	228,719	212,577
Total liabilities	600,005	584,730	576,220	565,374	573,475	447,089	431,887	410,462
Equity								
Non-controlling interests	3,267	3,315	3,211	2,980	2,987	2,991	3,002	2,999
Share capital								
Limited recourse capital notes	1,500	1,500	—	—	—	—	—	—
Preferred shares	2,720	2,714	2,714	2,714	2,714	2,714	2,714	2,714
Common shares	5,748	5,744	5,713	5,669	5,651	5,647	5,646	5,646
Accumulated surplus	16,424	16,118	15,660	15,290	14,990	14,485	14,045	13,591
Accumulated other comprehensive income	632	663	479	556	487	636	542	1,342
Contributed surplus	192	178	179	176	186	175	160	149
Total equity	30,483	30,232	27,956	27,385	27,015	26,648	26,109	26,441
Total liabilities and equity	630,488	614,962	604,176	592,759	600,490	473,737	457,996	436,903
Proprietary mutual funds and institutional assets⁽¹⁾	377,155	365,764	358,297	350,882	350,943	341,436	315,326	288,309
Other assets under administration⁽¹⁾	1,271,931	1,213,074	1,193,449	1,134,222	1,024,414	845,862	889,929	798,847
Total assets under administration⁽²⁾	2,279,574	2,193,800	2,155,922	2,077,863	1,975,847	1,661,035	1,663,251	1,524,059

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Q4 2021 Quarterly Information Package

Lifeco Supplemental Balance Sheet Information

(C\$MM, unless otherwise stated)

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Bond Portfolio Quality								
Canada								
AAA	8,491	8,543	7,870	7,989	9,218	10,370	9,870	9,033
AA	13,143	12,181	12,390	12,662	13,614	13,696	13,624	12,762
A	18,429	18,171	18,243	18,090	18,839	18,536	18,470	17,777
BBB	13,057	12,257	12,168	12,002	12,149	11,849	11,358	10,397
BB or Lower	152	147	135	138	120	133	157	155
Total	53,272	51,299	50,806	50,881	53,940	54,584	53,479	50,124
Short-term bonds included in total	2,854	2,326	1,699	1,314	2,332	3,160	2,651	1,639
U.S.								
AAA	6,232	6,256	4,709	4,942	5,964	8,234	5,502	6,067
AA	4,400	4,634	4,375	4,688	4,328	3,259	3,076	2,925
A	13,946	13,854	13,108	13,111	12,569	9,222	7,903	7,772
BBB	15,604	15,319	14,589	15,307	14,621	7,357	6,298	5,876
BB or Lower	646	695	787	837	856	409	368	295
Total	40,828	40,758	37,568	38,885	38,338	28,481	23,147	22,935
Short-term bonds included in total	1,976	2,001	11	312	557	3,433	504	490
Europe								
AAA	4,185	4,571	4,656	4,891	5,019	4,952	4,824	4,995
AA	16,801	15,847	15,279	15,551	16,440	16,051	16,217	16,054
A	11,098	11,829	12,152	11,847	12,588	11,638	11,159	11,056
BBB	5,382	5,237	5,071	5,371	5,729	5,948	5,936	5,585
BB or Lower	210	196	197	172	172	171	159	124
Total	37,676	37,680	37,355	37,832	39,948	38,760	38,295	37,814
Short-term bonds included in total	644	1,185	969	992	1,066	1,067	813	753
Capital and Risk Solutions								
AAA	1,346	1,630	1,642	1,681	1,619	1,516	1,344	1,291
AA	1,116	1,088	1,118	1,080	1,148	1,076	1,327	1,304
A	5,291	5,567	2,768	2,813	1,677	1,687	1,745	1,775
BBB	1,055	901	841	849	883	937	954	951
BB or Lower	28	29	28	34	39	49	49	18
Total	8,836	9,215	6,397	6,457	5,366	5,265	5,419	5,339
Short-term bonds included in total	197	175	272	405	447	482	360	378
Total Bond Portfolio Quality								
AAA	20,254	21,000	18,877	19,503	21,820	25,072	21,540	21,386
AA	35,460	33,750	33,162	33,981	35,530	34,082	34,244	33,045
A	48,764	49,421	46,271	45,861	45,673	41,083	39,277	38,380
BBB	35,098	33,714	32,669	33,529	33,382	26,091	24,546	22,809
BB or Lower	1,036	1,067	1,147	1,181	1,187	762	733	592
Total	140,612	138,952	132,126	134,055	137,592	127,090	120,340	116,212
Short-term bonds included in total	5,671	5,687	2,951	3,023	4,402	8,142	4,328	3,260

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
(C\$B)								
Bonds Unrealized Gain / Loss⁽¹⁾								
Unrealized Gains	8.2	8.3	8.8	8.1	12.9	12.3	12.1	8.2
Unrealized Losses	(0.8)	(1.1)	(0.6)	(1.2)	(0.1)	(0.3)	(0.3)	(1.3)
Net Gains / Losses	7.4	7.2	8.2	6.9	12.8	12.0	11.8	6.9

⁽¹⁾ Represents the difference between carrying value and amortized cost for bonds classified as fair value through profit or loss or available-for-sale as of the period end date.

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Segregated Fund Net Assets								
Stocks, mutual funds and units in unit trusts	268,484	256,388	256,521	247,075	240,252	159,550	153,254	139,141
Bonds	60,647	61,438	60,726	62,471	65,338	49,646	48,034	45,701
Mortgage loans	2,377	2,497	2,548	2,590	2,686	2,631	2,649	2,709
Investment properties	12,776	12,551	12,349	12,271	12,430	12,657	12,535	13,315
Cash and cash equivalents and other ⁽¹⁾	13,135	12,747	11,535	9,169	13,326	12,459	12,247	11,711
Total	357,419	345,621	343,679	333,576	334,032	236,943	228,719	212,577

⁽¹⁾ Other includes accrued income, other liabilities and non-controlling mutual funds interest.

Mortgage Loan Portfolio

	Non-Insured		Total
	Insured	Non-Insured	
Q4 2021			
Single-family residential	476	1,503	1,979
Multi-family residential	2,930	4,671	7,601
Equity Release	—	2,609	2,609
Commercial	218	16,445	16,663
Total Mortgage Loans	3,624	25,228	28,852
Q3 2021			
Single-family residential	498	1,520	2,018
Multi-family residential	3,001	4,409	7,410
Equity Release	—	2,500	2,500
Commercial	223	16,828	17,051
Total Mortgage Loans	3,722	25,257	28,979
Q2 2021			
Single-family residential	500	1,550	2,050
Multi-family residential	3,056	4,210	7,266
Equity Release	—	2,275	2,275
Commercial	227	16,546	16,773
Total Mortgage Loans	3,783	24,581	28,364
Q1 2021			
Single-family residential	513	1,522	2,035
Multi-family residential	3,211	4,104	7,315
Equity Release	—	2,034	2,034
Commercial	232	15,999	16,231
Total Mortgage Loans	3,956	23,659	27,615
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

Lifeco Impaired Loans and Credit Losses

(C\$MM)

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Gross Impaired Loans								
Fair value through profit or loss ⁽¹⁾	18	19	20	22	23	25	26	19
Available-for-sale	6	6	16	16	16	18	16	17
Loans and receivables	99	102	108	91	80	74	74	75
Total	123	127	144	129	119	117	116	111
Canada	78	77	77	—	1	—	1	—
US	15	16	27	29	30	33	33	35
Europe	30	34	40	100	88	84	82	76
Capital and Risk Solutions	—	—	—	—	—	—	—	—
Total	123	127	144	129	119	117	116	111
Impaired Investment Provisions								
Fair value through profit or loss ⁽¹⁾	4	4	3	3	3	3	2	(1)
Available-for-sale	(1)	(2)	(2)	(2)	(1)	—	—	1
Loans and receivables	28	25	34	56	57	49	48	49
Total	31	27	35	57	59	52	50	49
Canada	28	25	25	—	—	—	—	—
US	(2)	(3)	(3)	(3)	(2)	(2)	(2)	—
Europe	5	5	13	60	61	54	52	49
Capital and Risk Solutions	—	—	—	—	—	—	—	—
Total	31	27	35	57	59	52	50	49
Carrying Amount of Impaired Investments	92	100	109	72	60	65	66	62
Provisions for Future Credit								
Losses in Insurance Contract Liabilities	3,271	3,177	3,142	3,138	3,368	2,781	2,696	2,628

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

Lifeco Cash Flow Statements

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Operations										
Earnings before income taxes	792	1,129	1,115	831	750	910	1,041	371	3,867	3,072
Income taxes paid, net of refunds received	(25)	(78)	(156)	(92)	(116)	(35)	(102)	(114)	(351)	(367)
Adjustments:										
Change in insurance and investment contract liabilities	2,508	2,597	2,466	(5,752)	4,145	4,377	8,617	(2,663)	1,819	14,476
Change in funds held by ceding insurers	(213)	662	8	388	(89)	228	165	163	845	467
Change in funds held under reinsurance contracts	7	(42)	39	(88)	32	108	116	(55)	(84)	201
Change in reinsurance assets	213	284	(112)	1,530	(550)	(346)	(1,799)	1,066	1,915	(1,629)
Changes in fair value through profit or loss	(1,611)	936	(2,793)	5,551	(1,984)	(785)	(6,318)	3,388	2,083	(5,699)
Other	158	201	495	(575)	(292)	(131)	(262)	(226)	279	(911)
Cash flow from operations ⁽¹⁾	1,829	5,689	1,062	1,793	1,896	4,326	1,458	1,930	10,373	9,610
Financing Activities										
Issue of common shares	4	31	44	18	4	1	—	13	97	18
Issue of preferred shares	200	—	—	—	—	—	—	—	200	—
Redemption of preferred shares	(194)	—	—	—	—	—	—	—	(194)	—
Issue of limited recourse capital notes	—	1,500	—	—	—	—	—	—	1,500	—
Limited recourse capital notes issue costs	—	(13)	—	—	—	—	—	—	(13)	—
Issue of debentures and senior notes	—	—	—	—	—	3,116	597	—	—	3,713
Repayment of debentures	—	—	—	—	—	(500)	—	—	—	(500)
Increase (decrease) in credit line of subsidiary	63	(639)	(80)	(108)	817	(122)	(117)	(39)	(764)	539
Decrease in debentures and other debt instruments	(4)	—	—	—	—	—	—	(1)	(4)	(1)
Dividends paid on common shares	(456)	(407)	(408)	(406)	(407)	(406)	(406)	(407)	(1,677)	(1,626)
Dividends paid on preferred shares	(35)	(33)	(33)	(33)	(33)	(33)	(34)	(33)	(134)	(133)
Cash flow from financing activities	(425)	439	(477)	(529)	381	2,056	40	(467)	(992)	2,010
Investment Activities										
Bond sales and maturities	6,851	5,649	8,244	6,544	6,000	5,913	5,814	4,923	27,288	22,650
Mortgage loan repayments	1,015	650	745	866	820	493	489	537	3,276	2,339
Stock sales	1,718	2,564	687	1,317	602	1,276	1,021	960	6,286	3,859
Investment property sales	7	23	1	9	3	3	66	1	40	73
Change in loans to policyholders	(45)	54	128	(73)	254	36	(55)	(151)	64	84
Business acquisitions, net of cash and equivalents acquired	(317)	(63)	—	—	(343)	(1,017)	(14)	(29)	(380)	(1,403)
Sale of businesses, net of cash and cash equivalents in subsidiaries	—	—	—	—	173	108	—	—	—	281
Investment in bonds	(8,493)	(10,774)	(6,266)	(9,636)	(4,849)	(12,148)	(6,917)	(4,028)	(35,169)	(27,942)
Investment in mortgage loans	(962)	(1,086)	(1,617)	(909)	(959)	(654)	(753)	(1,011)	(4,574)	(3,377)
Investment in stocks	(1,707)	(2,795)	(1,102)	(1,469)	(911)	(732)	(742)	(1,900)	(7,073)	(4,285)
Investment in investment properties	(268)	(258)	(264)	(180)	(326)	(126)	(16)	(13)	(970)	(481)
Cash flow from investment activities	(2,201)	(6,036)	556	(3,531)	464	(6,848)	(1,107)	(711)	(11,212)	(8,202)
Effect of changes in exchange rates on cash and cash equivalents	(18)	90	(49)	(63)	(167)	(31)	(157)	255	(40)	(100)
Increase (decrease) in cash and cash equivalents	(815)	182	1,092	(2,330)	2,574	(497)	234	1,007	(1,871)	3,318
Cash and cash equivalents, beginning of period	6,890	6,708	5,616	7,946	5,372	5,869	5,635	4,628	7,946	4,628
Cash and cash equivalents, end of period	6,075	6,890	6,708	5,616	7,946	5,372	5,869	5,635	6,075	7,946

⁽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)*

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Balance, beginning of year	15,176	15,176	15,176	15,176	13,835	13,835	13,835	13,835
Net earnings - YTD	3,262	2,462	1,557	740	3,076	2,131	1,272	375
Stock option expense	63	49	36	20	54	43	32	21
Share issue / redemption	(59)	(58)	(44)	(32)	(50)	(50)	(49)	(49)
Dividends to shareholders								
Preferred shareholders	(134)	(99)	(66)	(33)	(133)	(100)	(67)	(33)
Common shareholders	(1,677)	(1,221)	(814)	(406)	(1,626)	(1,219)	(813)	(407)
Other ⁽¹⁾	(15)	(13)	(6)	1	20	20	(5)	(2)
Balance, end of period	16,616	16,296	15,839	15,466	15,176	14,660	14,205	13,740

Lifeco Surplus - Participating Account*(C\$MM)*

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Balance, beginning of year	2,871	2,871	2,871	2,871	2,759	2,759	2,759	2,759
Net earnings before policyholder dividend - YTD	1,708	1,383	928	378	1,430	1,088	747	366
Participating policyholder dividend	(1,406)	(1,054)	(707)	(353)	(1,364)	(1,022)	(703)	(356)
Other ⁽²⁾	(35)	(18)	(17)	(28)	46	47	47	79
Balance, end of period	3,138	3,182	3,075	2,868	2,871	2,872	2,850	2,848
By Company:								
Canada Life	3,126	3,167	3,062	2,856	2,858	2,858	2,836	2,833
GWL&A	12	15	13	12	13	14	14	15
	3,138	3,182	3,075	2,868	2,871	2,872	2,850	2,848

⁽¹⁾ Includes limited recourse capital notes issue costs, share issue costs, shares cancelled under Putnam share-based plans and dilution gain (loss) on non-controlling interests.

⁽²⁾ Participating account other comprehensive income.

Reconciliation of Accumulated Other Comprehensive Income

Comprehensive Income										
(CSMM)	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Net Earnings	800	905	817	740	945	859	897	375	3,262	3,076
Other comprehensive income (loss)										
net of income taxes										
Unrealized foreign exchange gains (losses)										
on translation of foreign operations (after-tax)	(80)	221	(185)	(347)	(280)	123	(523)	783	(391)	103
Unrealized gains (losses) on hedges of the net investment										
in foreign operations (after-tax)	95	(22)	(37)	69	8	(34)	26	(78)	105	(78)
Unrealized gains (losses) on available-for-sale assets (after-tax)	(31)	(32)	128	(161)	21	11	188	18	(96)	238
Realized (gains) losses on available-for-sale assets (after-tax)	(8)	(9)	—	(8)	(13)	(9)	(69)	(35)	(25)	(126)
Unrealized gains (losses) on cash flow hedges (after-tax)	—	12	18	14	8	16	(2)	4	44	26
Realized (gains) losses on cash flow hedges (after-tax)	(5)	(11)	(11)	(8)	(7)	(9)	1	—	(35)	(15)
Non-controlling interests (after-tax)	1	11	(12)	77	—	11	—	(59)	77	(48)
Total Items that may be reclassified	(28)	170	(99)	(364)	(263)	109	(379)	633	(321)	100
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)	(7)	23	26	473	122	(24)	(470)	243	515	(129)
Revaluation surplus on transfer to investment properties	—	—	—	—	—	10	—	—	—	10
Non-controlling interests (after-tax)	4	(9)	(4)	(40)	(8)	(1)	49	(29)	(49)	11
	(3)	14	22	433	114	(15)	(421)	214	466	(108)
Total other comprehensive income (loss)	(31)	184	(77)	69	(149)	94	(800)	847	145	(8)
Comprehensive income	769	1,089	740	809	796	953	97	1,222	3,407	3,068

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

(CSMM)	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Balance, beginning of year	487	487	487	487	495	495	495	495
Other comprehensive income (loss)	145	176	(8)	69	(8)	141	47	847
Balance, end of period	632	663	479	556	487	636	542	1,342

Lifeco Sales⁽¹⁾

(C\$MM)	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Canada										
Individual Customer	3,394	2,495	2,648	3,352	2,934	1,928	1,777	2,902	11,889	9,541
Group Customer	1,487	971	697	1,381	795	592	613	730	4,536	2,730
Total Canada	4,881	3,466	3,345	4,733	3,729	2,520	2,390	3,632	16,425	12,271
U.S.										
Financial Services ⁽²⁾	22,672	18,097	23,921	82,844	10,596	9,621	7,222	33,581	147,534	61,020
Asset Management	17,432	11,076	12,447	16,095	16,843	18,366	21,005	19,650	57,050	75,864
Total U.S.	40,104	29,173	36,368	98,939	27,439	27,987	28,227	53,231	204,584	136,884
Europe										
U.K.	1,571	2,621	1,591	1,092	1,469	672	1,059	1,102	6,875	4,302
Ireland	4,699	4,238	4,239	6,031	5,270	4,561	6,001	8,480	19,207	24,312
Germany	223	109	96	103	135	80	81	86	531	382
Total Europe	6,493	6,968	5,926	7,226	6,874	5,313	7,141	9,668	26,613	28,996
Total sales⁽¹⁾	51,478	39,607	45,639	110,898	38,042	35,820	37,758	66,531	247,622	178,151

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com

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

Lifeco Premiums & Deposits⁽¹⁾

(C\$MM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Premiums and deposits⁽¹⁾										
Canada										
Individual Customer	3,272	2,741	2,747	2,977	3,049	2,503	2,290	2,784	11,737	10,626
Group Customer	4,646	4,204	4,072	4,698	3,968	3,658	3,370	4,216	17,620	15,212
Total Canada	7,918	6,945	6,819	7,675	7,017	6,161	5,660	7,000	29,357	25,838
U.S.										
Financial Services	7,500	5,193	4,760	5,393	3,739	5,772	3,343	4,761	22,846	17,615
Asset Management	17,432	11,076	12,447	16,095	16,843	18,366	21,005	19,650	57,050	75,864
Total U.S.	24,932	16,269	17,207	21,488	20,582	24,138	24,348	24,411	79,896	93,479
Europe										
U.K.	1,239	2,339	1,331	1,031	1,361	677	1,125	1,028	5,940	4,191
Ireland	5,905	4,831	4,845	7,078	6,160	5,136	6,728	9,142	22,659	27,166
Germany	438	334	320	325	374	301	297	290	1,417	1,262
Par	—	1	—	—	1	—	1	—	1	2
Total Europe	7,582	7,505	6,496	8,434	7,896	6,114	8,151	10,460	30,017	32,621
Capital and Risk Solutions										
Reinsurance	7,216	8,558	6,278	7,462	5,330	4,484	4,970	4,601	29,514	19,385
Par	6	5	4	4	6	6	5	5	19	22
Total Capital and Risk Solutions	7,222	8,563	6,282	7,466	5,336	4,490	4,975	4,606	29,533	19,407
Total premiums and deposits⁽¹⁾	47,654	39,282	36,804	45,063	40,831	40,903	43,134	46,477	168,803	171,345
Summary										
Risk-based products (total net premiums)	12,989	14,921	11,751	13,152	11,747	9,976	10,390	10,906	52,813	43,019
Administrative services only (ASO) contracts and other	4,556	2,828	2,021	1,703	1,687	3,104	520	812	11,108	6,123
Segregated fund deposits										
Individual	4,996	4,325	3,956	4,152	3,962	3,578	3,156	4,338	17,429	15,034
Group	3,341	2,408	2,678	3,801	1,679	1,538	1,597	2,068	12,228	6,882
Proprietary mutual funds & institutional deposits ⁽²⁾	21,772	14,800	16,398	22,255	21,756	22,707	27,471	28,353	75,225	100,287
Total premiums and deposits⁽¹⁾	47,654	39,282	36,804	45,063	40,831	40,903	43,134	46,477	168,803	171,345

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Lifeco Fee and Other Income

(C\$MM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Fee and other Income										
Canada										
Segregated funds	347	357	342	325	315	311	291	304	1,371	1,221
ASO contracts	69	52	52	53	54	48	36	50	226	188
Other	105	100	98	91	92	86	83	86	394	347
Total Canada	521	509	492	469	461	445	410	440	1,991	1,756
U.S.										
Segregated funds	52	56	71	38	11	11	10	12	217	44
Asset Management	325	315	300	300	326	301	284	291	1,240	1,202
Other ⁽¹⁾	621	624	589	589	417	384	360	362	2,423	1,523
Total U.S.	998	995	960	927	754	696	654	665	3,880	2,769
Europe										
Segregated funds & other	364	352	346	353	351	342	340	333	1,415	1,366
Total Europe	364	352	346	353	351	342	340	333	1,415	1,366
Capital and Risk Solutions										
Reinsurance & Other	2	2	2	2	3	3	2	3	8	11
Total Capital and Risk Solutions	2	2	2	2	3	3	2	3	8	11
Total fee and other Income	1,885	1,858	1,800	1,751	1,569	1,486	1,406	1,441	7,294	5,902

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

Lifeco Operating and Administrative and Investment Expenses

(C\$MM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Operating and administrative expenses										
Canada	490	461	469	461	471	431	411	453	1,881	1,766
U.S. ⁽¹⁾	842	772	738	747	706	627	569	572	3,099	2,474
Europe ⁽²⁾	322	225	302	295	285	275	283	283	1,144	1,126
Capital and Risk Solutions	29	27	25	25	25	25	24	23	106	97
Lifeco Corporate ⁽³⁾	5	72	25	5	11	7	7	4	107	29
Total operating and administrative expenses	1,688	1,557	1,559	1,533	1,498	1,365	1,294	1,335	6,337	5,492
Investment expenses	50	57	49	41	34	32	42	43	197	151
Total operating and administrative and investment expenses	1,738	1,614	1,608	1,574	1,532	1,397	1,336	1,378	6,534	5,643

⁽¹⁾ Q4 2021 includes pre-tax transaction costs of \$53m related to the 2020 acquisition of Personal Capital and the 2021 announced acquisition of Prudential's full-service retirement business. Q3 2021 includes pre-tax transaction costs of \$36m related to the acquisitions of Personal Capital, the retirement services business of MassMutual, and the proposed acquisition of the full-service retirement business of Prudential. Pre-tax transaction costs related to the Personal Capital and MassMutual acquisitions were \$25m in Q2 2021, \$2m in Q1 2021, \$59m in Q4 2020 and \$36m in Q3 2020.

⁽²⁾ Q3 2021 includes a pre-tax pension settlement net gain of \$55m in Ireland.

⁽³⁾ Q3 2021 includes a pre-tax provision for payments of \$68m related to the Company's 2003 acquisition of The Canada Life Assurance Company.

Canada



Lifeco Canada Net Earnings – Consolidated

(C\$MM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Total net premiums	4,114	3,300	3,290	3,196	3,628	3,230	3,083	3,247	13,900	13,188
Regular net investment income	761	701	703	713	913	714	807	616	2,878	3,050
Changes in fair value through profit or loss	1,571	(319)	1,518	(2,248)	1,063	486	3,290	(2,206)	522	2,633
Total net investment income	2,332	382	2,221	(1,535)	1,976	1,200	4,097	(1,590)	3,400	5,683
Fee and other income	521	509	492	469	461	445	410	440	1,991	1,756
Total Income	6,967	4,191	6,003	2,130	6,065	4,875	7,590	2,097	19,291	20,627
Benefits and expenses										
Total paid or credited to policyholders	5,570	2,713	4,489	805	4,675	3,694	6,251	952	13,577	15,572
Commissions	425	360	374	370	388	321	336	370	1,529	1,415
Operating and administrative expenses	490	461	469	461	471	431	411	453	1,881	1,766
Restructuring and integration expenses	—	—	—	—	92	—	—	—	—	92
Other ⁽¹⁾	168	154	157	147	154	150	144	147	626	595
Total benefits and expenses	6,653	3,688	5,489	1,783	5,780	4,596	7,142	1,922	17,613	19,440
Earnings before income taxes	314	503	514	347	285	279	448	175	1,678	1,187
Income taxes	30	89	30	33	(21)	(7)	65	17	182	54
Net earnings before non-controlling interests	284	414	484	314	306	286	383	158	1,496	1,133
Non-controlling interests	(25)	108	195	26	9	23	33	11	304	76
Net earnings	309	306	289	288	297	263	350	147	1,192	1,057
Preferred share dividends	29	28	28	29	29	28	29	28	114	114
Net earnings before capital allocation	280	278	261	259	268	235	321	119	1,078	943
Capital allocation	27	27	27	28	32	31	32	32	109	127
Net earnings - common shareholders	307	305	288	287	300	266	353	151	1,187	1,070
Common Shareholder Net Earnings (loss)										
Individual Customer	120	137	157	126	(9)	119	195	12	540	317
Group Customer	204	164	189	155	189	134	197	147	712	667
Corporate	(17)	4	(58)	6	120	13	(39)	(8)	(65)	86
Total	307	305	288	287	300	266	353	151	1,187	1,070

⁽¹⁾ Includes premium taxes, financing charges, and amortization of finite life intangible assets.

Lifeco Canada – Individual Customer

		2021				2020				Fiscal	Fiscal
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
<i>(CSMM)</i>											
Income											
	Total net premiums	389	368	362	380	381	417	356	394	1,499	1,548
	Total net investment income	944	(134)	738	(1,460)	430	203	1,840	(626)	88	1,847
	Fee and other income	292	296	284	266	251	251	233	246	1,138	981
	Total income	1,625	530	1,384	(814)	1,062	871	2,429	14	2,725	4,376
Benefits and expenses											
	Total paid or credited to policyholders	1,188	82	945	(1,274)	794	486	1,915	(266)	941	2,929
	Commissions	163	145	150	145	145	127	127	136	603	535
	Operating and administrative expenses	144	135	135	139	131	114	119	130	553	494
	Other	(10)	(9)	13	16	13	20	27	14	10	74
	Total benefits and expenses	1,485	353	1,243	(974)	1,083	747	2,188	14	2,107	4,032
Earnings before income taxes		140	177	141	160	(21)	124	241	—	618	344
	Income taxes	19	39	(17)	33	(13)	4	45	(13)	74	23
Net earnings (loss) before capital allocation		121	138	158	127	(8)	120	196	13	544	321
	Capital Allocation	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(4)	(4)
Net earnings (loss) - common shareholders		120	137	157	126	(9)	119	195	12	540	317
Sales⁽¹⁾	Participating	95	71	72	80	85	52	69	89	318	295
	Universal Life	4	4	6	7	8	6	9	9	21	32
	Term/Permanent	13	11	13	14	15	11	12	12	51	50
	Total Individual Life	112	86	91	101	108	69	90	110	390	377
	Critical Illness	5	5	5	5	5	5	6	5	20	21
	Disability	3	2	3	3	3	2	2	3	11	10
	Total Living Benefits	8	7	8	8	8	7	8	8	31	31
	Total Individual Insurance	120	93	99	109	116	76	98	118	421	408
	Risk-based	131	125	66	94	101	138	87	132	416	458
	Segregated funds	1,664	1,172	1,180	1,459	1,374	847	688	1,392	5,475	4,301
Proprietary mutual funds	435	339	400	522	491	303	324	445	1,696	1,563	
Third party	1,044	766	903	1,168	852	564	580	815	3,881	2,811	
Total Individual Wealth	3,274	2,402	2,549	3,243	2,818	1,852	1,679	2,784	11,468	9,133	
Total Individual Customer Sales⁽¹⁾	3,394	2,495	2,648	3,352	2,934	1,928	1,777	2,902	11,889	9,541	
Premiums and deposits⁽²⁾	Risk-based products (total net premiums)										
	Participating (see page 37)	1,574	1,193	1,217	1,137	1,499	1,158	1,158	1,124	5,121	4,939
	Individual Life	235	236	227	251	240	245	226	247	949	958
	Living Benefits	94	93	93	91	92	90	91	89	371	362
	Total Individual Insurance	1,903	1,522	1,537	1,479	1,831	1,493	1,475	1,460	6,441	6,259
	Risk-based products (total net premiums)	60	39	42	38	49	82	39	58	179	228
	Segregated funds deposits	972	897	836	1,033	780	618	518	904	3,738	2,820
	Proprietary mutual fund deposits ⁽¹⁾	337	283	332	427	389	310	258	362	1,379	1,319
Total Individual Wealth	1,369	1,219	1,210	1,498	1,218	1,010	815	1,324	5,296	4,367	
Total Individual Customer premiums and deposits⁽²⁾	3,272	2,741	2,747	2,977	3,049	2,503	2,290	2,784	11,737	10,626	

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Lifeco Canada – Group Customer

(CSMM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Total net premiums	2,151	1,739	1,711	1,679	1,748	1,655	1,569	1,729	7,280	6,701
Total net investment income	211	71	289	(316)	214	181	439	61	255	895
Fee and other income	217	197	192	188	195	179	163	179	794	716
Total income	2,579	2,007	2,192	1,551	2,157	2,015	2,171	1,969	8,329	8,312
Benefits and expenses										
Total paid or credited to policyholders	1,887	1,376	1,594	944	1,502	1,458	1,618	1,373	5,801	5,951
Commissions	107	107	96	103	99	96	96	104	413	395
Operating and administrative expenses	253	242	235	233	238	226	208	230	963	902
Other	64	60	62	61	62	59	60	62	247	243
Total benefits and expenses	2,311	1,785	1,987	1,341	1,901	1,839	1,982	1,769	7,424	7,491
Earnings before income taxes	268	222	205	210	256	176	189	200	905	821
Income taxes	64	57	15	54	66	41	(9)	53	190	151
Net earnings before capital allocation	204	165	190	156	190	135	198	147	715	670
Capital allocation	—	(1)	(1)	(1)	(1)	(1)	(1)	—	(3)	(3)
Net earnings - common shareholders	204	164	189	155	189	134	197	147	712	667
Small/mid-size case	88	63	78	54	57	52	53	82	283	244
Large case	66	28	12	219	43	41	20	35	325	139
Creditor/Direct marketing	35	10	11	3	11	16	2	2	59	31
Total Group Insurance	189	101	101	276	111	109	75	119	667	414
Risk-based	452	95	50	62	118	40	68	74	659	300
Segregated funds	846	775	546	1,043	566	443	470	537	3,210	2,016
Total Group Wealth	1,298	870	596	1,105	684	483	538	611	3,869	2,316
Total Group Customer Sales	1,487	971	697	1,381	795	592	613	730	4,536	2,730
Small/mid-size case - Insured (risk-based products - total net premiums)	721	716	708	706	706	709	644	733	2,851	2,792
Large case -Insured (risk-based products - total net premiums)	898	852	856	832	818	798	763	804	3,438	3,183
ASO	893	841	876	859	846	786	520	812	3,469	2,964
Creditor/Direct marketing (risk-based products - total net premiums)	34	34	34	35	36	36	36	37	137	145
Total Group Insurance	2,546	2,443	2,474	2,432	2,406	2,329	1,963	2,386	9,895	9,084
Risk-based products (total net premiums)	498	137	113	106	188	112	126	155	854	581
Segregated funds deposits	1,602	1,624	1,485	2,160	1,374	1,217	1,281	1,675	6,871	5,547
Total Group Wealth	2,100	1,761	1,598	2,266	1,562	1,329	1,407	1,830	7,725	6,128
Total Group Customer premiums and deposits⁽¹⁾	4,646	4,204	4,072	4,698	3,968	3,658	3,370	4,216	17,620	15,212

Sales⁽¹⁾

Premiums and Deposits⁽²⁾

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Canada Wealth – Assets Under Administration⁽¹⁾*(C\$MM)*

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets Under Administration⁽¹⁾								
Individual Customer								
Risk-based products	4,549	4,535	4,715	4,738	4,899	4,915	4,918	4,764
Segregated funds	38,967	37,407	36,912	34,842	33,866	32,311	31,581	29,356
Proprietary mutual funds ⁽²⁾	5,742	5,534	5,852	6,437	7,311	6,800	6,606	6,008
Group Customer								
Risk-based products	8,329	8,034	8,145	8,093	8,693	8,655	8,705	8,612
Segregated funds	62,570	60,362	60,041	57,620	56,814	53,574	51,914	47,255
Institutional Assets ⁽²⁾⁽³⁾	—	—	—	—	—	179	179	176
Total assets under management⁽¹⁾	120,157	115,872	115,665	111,730	111,583	106,434	103,903	96,171
Other assets under administration⁽²⁾⁽⁴⁾								
Individual Customer	14,811	13,524	13,125	12,259	11,597	10,765	10,202	9,041
Group Customer	511	608	585	534	481	410	370	357
Total	15,322	14,132	13,710	12,793	12,078	11,175	10,572	9,398
Summary by Business/Product								
Individual Customer	64,069	61,000	60,604	58,276	57,673	54,791	53,307	49,169
Group Customer	71,410	69,004	68,771	66,247	65,988	62,818	61,168	56,400
Total assets under administration⁽¹⁾	135,479	130,004	129,375	124,523	123,661	117,609	114,475	105,569

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ As a result of the sale of GLC in Q4 2020, there are no institutional assets included as part of total assets under management.

⁽⁴⁾ 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.

Lifeco Canada – Participating Account ⁽¹⁾

(C\$MM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Net premium income	1,574	1,193	1,217	1,137	1,499	1,158	1,158	1,124	5,121	4,939
Total net investment income	1,041	330	1,137	213	1,132	794	1,811	(1,054)	2,721	2,683
Total income	2,615	1,523	2,354	1,350	2,631	1,952	2,969	70	7,842	7,622
Benefits and expenses										
Total paid or credited to policyholders	2,492	1,251	1,946	1,131	2,375	1,746	2,714	(159)	6,820	6,676
Commissions	155	108	128	122	144	98	113	130	513	485
Operating and administrative expenses	79	74	76	68	73	77	69	72	297	291
Restructuring and integration expenses	—	—	—	—	24	—	—	—	—	24
Other	(31)	(45)	15	24	30	32	35	27	(37)	124
Total benefits and expenses	2,695	1,388	2,165	1,345	2,646	1,953	2,931	70	7,593	7,600
Earnings (loss) before income taxes	(80)	135	189	5	(15)	(1)	38	—	249	22
Income taxes	(55)	27	(6)	(21)	(24)	(24)	5	(11)	(55)	(54)
Net earnings (loss) before non-controlling interests	(25)	108	195	26	9	23	33	11	304	76
Non-controlling interests	(25)	108	195	26	9	23	33	11	304	76
Net earnings	—	—	—	—	—	—	—	—	—	—
Sales⁽²⁾	95	71	72	80	85	52	69	89	318	295
Premiums on risk-based products (total net premiums)	1,574	1,193	1,217	1,137	1,499	1,158	1,158	1,124	5,121	4,939

⁽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.

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Lifeco Canada – Corporate

(CSMM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Total net investment income	136	115	57	28	200	22	7	29	336	258
Fee and other income	12	16	16	15	15	15	14	15	59	59
Total income	148	131	73	43	215	37	21	44	395	317
Benefits and expenses										
Total paid or credited to policyholders	3	4	4	4	4	4	4	4	15	16
Operating and administrative expenses	14	10	23	21	29	14	15	21	68	79
Restructuring and integration expenses	—	—	—	—	68	—	—	—	—	68
Other	145	148	67	46	49	39	22	44	406	154
Total benefits and expenses	162	162	94	71	150	57	41	69	489	317
Earnings (loss) before income taxes	(14)	(31)	(21)	(28)	65	(20)	(20)	(25)	(94)	—
Income taxes	2	(34)	38	(33)	(50)	(28)	24	(12)	(27)	(66)
Net earnings (loss) before non-controlling interests	(16)	3	(59)	5	115	8	(44)	(13)	(67)	66
Non-controlling interests	—	—	—	—	—	—	—	—	—	—
Net earnings (loss)	(16)	3	(59)	5	115	8	(44)	(13)	(67)	66
Preferred share dividends	29	28	28	29	29	28	29	28	114	114
Net earnings (loss) before capital allocation	(45)	(25)	(87)	(24)	86	(20)	(73)	(41)	(181)	(48)
Capital allocation	28	29	29	30	34	33	34	33	116	134
Net earnings (loss) - common shareholders	(17)	4	(58)	6	120	13	(39)	(8)	(65)	86

Lifeco Canada – Balance Sheets

(C\$MM, unless otherwise stated)

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	1,392	1,417	1,105	964	962	622	621	454
Bonds	53,272	51,299	50,806	50,881	53,940	54,584	53,479	50,124
Mortgage loans	16,703	16,910	16,654	16,279	16,036	15,558	15,448	15,154
Stocks	13,036	12,345	12,040	10,908	10,125	9,121	9,422	8,998
Investment properties	4,913	4,577	4,168	3,838	3,626	3,260	3,108	3,157
Loans to policyholders	3,084	3,069	3,044	3,042	3,043	3,079	3,055	3,029
Total invested assets	92,400	89,617	87,817	85,912	87,732	86,224	85,133	80,916
Reinsurance assets	91	(21)	(78)	118	439	392	370	330
Derivative financial instruments	477	318	485	359	472	336	310	280
Owner occupied properties	426	428	427	424	421	413	406	400
Fixed assets	226	227	215	217	219	232	236	246
Other assets	2,894	2,960	2,877	2,345	1,906	2,461	2,639	2,739
Total other assets	4,023	3,933	4,004	3,345	3,018	3,442	3,591	3,665
Deferred tax assets	209	202	187	213	204	206	178	179
Goodwill	4,028	4,110	4,015	4,016	4,017	4,037	4,039	4,050
Intangible assets	1,694	1,634	1,630	1,618	1,608	1,541	1,539	1,520
Investments on account of segregated fund policyholders	101,537	97,769	96,953	92,462	90,680	85,885	83,495	76,611
Total assets	203,982	197,244	194,528	187,684	187,698	181,727	178,345	167,271
Liabilities								
Insurance contract liabilities	84,493	81,372	80,922	79,166	81,256	79,182	77,581	73,438
Investment contract liabilities	336	329	318	297	300	301	297	300
Total contract liabilities	84,829	81,701	81,240	79,463	81,556	79,483	77,878	73,738
Debentures and other debt instruments	3,208	3,217	3,216	3,216	3,239	3,243	3,237	2,649
Funds held under reinsurance contracts	87	83	82	80	78	74	72	70
Other liabilities	3,914	4,349	3,854	4,010	4,130	5,051	5,928	6,048
Deferred tax liabilities	543	556	504	363	284	385	449	538
Investment and insurance contracts on account of segregated fund policyholders	101,537	97,769	96,953	92,462	90,680	85,885	83,495	76,611
Total liabilities	194,118	187,675	185,849	179,594	179,967	174,121	171,059	159,654
Equity								
Non-controlling interests	3,130	3,175	3,066	2,861	2,861	2,853	2,828	2,828
Share capital								
Preferred shares	2,170	2,164	2,164	2,164	2,164	2,164	2,164	2,164
Common shares	5,748	5,744	5,713	5,669	5,651	5,647	5,646	5,646
Accumulated surplus	(503)	(796)	(1,436)	(1,686)	(1,629)	(1,699)	(2,030)	(2,020)
Accumulated other comprehensive income (loss)	(111)	(147)	(261)	(352)	(750)	(793)	(756)	(434)
Contributed surplus	(570)	(571)	(567)	(566)	(566)	(566)	(566)	(567)
Total equity	9,864	9,569	8,679	8,090	7,731	7,606	7,286	7,617
Total liabilities and equity	203,982	197,244	194,528	187,684	187,698	181,727	178,345	167,271
Proprietary mutual funds and institutional assets⁽¹⁾	5,742	5,534	5,852	6,437	7,311	6,979	6,785	6,184
Other assets under administration⁽¹⁾	17,597	21,162	20,336	19,412	18,554	17,749	17,263	16,379
Total assets under administration⁽²⁾	227,321	223,940	220,716	213,533	213,563	206,455	202,393	189,834

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

United States



Lifeco U.S. Net Earnings – Consolidated

(CSMM, unless otherwise stated)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	611	1,116	1,245	1,546	1,386	1,722	1,403	2,262	4,518	6,773
Regular net investment income	476	497	481	483	310	313	343	312	1,937	1,278
Changes in fair value through profit or loss	(168)	(330)	822	(1,224)	169	136	943	(310)	(900)	938
Total net investment income	308	167	1,303	(741)	479	449	1,286	2	1,037	2,216
Fee and other income	998	995	960	927	754	696	654	665	3,880	2,769
Total income	1,917	2,278	3,508	1,732	2,619	2,867	3,343	2,929	9,435	11,758
Benefits and expenses										
Total paid or credited to policyholders	735	1,070	2,353	639	1,717	1,973	2,517	2,206	4,797	8,413
Commissions	137	135	133	136	93	96	89	100	541	378
Operating and administrative expenses	842	772	738	747	706	627	569	572	3,099	2,474
Restructuring and integration expenses	21	32	21	16	42	—	—	—	90	42
Other ⁽¹⁾	95	87	78	84	60	50	54	47	344	211
Total benefits and expenses	1,830	2,096	3,323	1,622	2,618	2,746	3,229	2,925	8,871	11,518
Earnings before income taxes	87	182	185	110	1	121	114	4	564	240
Income taxes	10	10	39	14	(195)	22	17	(2)	73	(158)
Net earnings before non-controlling interests	77	172	146	96	196	99	97	6	491	398
Non-controlling interests	(15)	5	(4)	7	(15)	8	16	(2)	(7)	7
Net earnings before capital allocation	92	167	150	89	211	91	81	8	498	391
Capital allocation	—	1	—	—	(3)	(2)	(3)	(3)	1	(11)
Net earnings - common shareholders	92	168	150	89	208	89	78	5	499	380
Common shareholder net earnings (loss)										
Financial Services ⁽²⁾⁽³⁾	123	175	159	93	62	112	68	44	550	286
Asset Management	43	34	21	(3)	35	13	12	(42)	95	18
Corporate ⁽⁴⁾	(74)	(41)	(30)	(1)	111	(36)	(2)	3	(146)	76
Total	92	168	150	89	208	89	78	5	499	380
Common shareholder net earnings (US\$)	73	132	122	70	159	67	57	4	397	287

⁽¹⁾ Includes premium taxes, financing charges, and amortization of finite life intangible assets.

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

⁽³⁾ Q4 2021 includes integration costs of \$15m (after-tax). Q3 2021 includes integration costs of \$17m (after-tax). Q2 2021 includes integration costs of \$11m (after-tax). Q1 2021 includes integration costs of \$12m (after-tax). Q4 2020 includes integration costs of \$4m (after-tax).

⁽⁴⁾ Q4 2021 includes \$50m (after-tax) of transaction costs related to the Personal Capital and Prudential acquisitions. Q3 2021 includes \$32m (after-tax) of transaction costs related to the Personal Capital and Prudential acquisitions, and restructuring costs of \$7m (after-tax). Q2 2021 includes \$24m (after-tax) of transaction costs related to the Personal Capital and MassMutual acquisitions and restructuring costs of \$4m (after-tax). Q1 2021 includes \$1m (after-tax) of transaction costs related to the MassMutual acquisition. Q4 2020 includes a \$196m revaluation of a deferred tax asset, \$47m (after-tax) of transaction costs related to the Personal Capital and MassMutual acquisitions and restructuring costs of \$29m (after-tax). Q3 2020 includes \$31m (after-tax) of transaction costs related to the Personal Capital and MassMutual acquisitions.

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

(CSMM, unless otherwise stated)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	598	1,103	1,233	1,530	1,372	1,708	1,390	2,245	4,464	6,715
Total net investment income	323	149	1,249	(710)	427	389	1,133	34	1,011	1,983
Fee and other income	673	681	659	627	428	395	370	374	2,640	1,567
Total income	1,594	1,933	3,141	1,447	2,227	2,492	2,893	2,653	8,115	10,265
Benefits and expenses										
Total paid or credited to policyholders	715	1,047	2,299	659	1,669	1,918	2,400	2,191	4,720	8,178
Commissions	82	78	76	78	36	39	33	39	314	147
Operating and administrative expenses	566	517	496	517	414	365	340	335	2,096	1,454
Restructuring and integration expenses	21	22	15	16	5	—	—	—	74	5
Other	57	55	53	58	22	24	25	21	223	92
Total benefits and expenses	1,441	1,719	2,939	1,328	2,146	2,346	2,798	2,586	7,427	9,876
Earnings (loss) before income taxes	153	214	202	119	81	146	95	67	688	389
Income taxes	26	35	38	22	10	27	19	15	121	71
Net earnings (loss) before non-controlling interests	127	179	164	97	71	119	76	52	567	318
Non-controlling interests	—	—	1	—	1	—	—	—	1	1
Net earnings (loss) before capital allocation	127	179	163	97	70	119	76	52	566	317
Capital allocation	(4)	(4)	(4)	(4)	(8)	(7)	(8)	(8)	(16)	(31)
Net earnings (loss) - common shareholders	123	175	159	93	62	112	68	44	550	286
Net earnings (loss) - common shareholders (US\$)	98	138	129	74	47	84	49	33	439	213
Sales⁽²⁾										
Empower	20,459	16,142	22,097	81,067	9,078	8,900	7,222	33,581	139,765	58,781
Personal Capital ⁽¹⁾	2,213	1,955	1,824	1,777	1,518	721	—	—	7,769	2,239
Total Sales⁽²⁾	22,672	18,097	23,921	82,844	10,596	9,621	7,222	33,581	147,534	61,020
Total Sales (US\$)⁽²⁾	17,994	14,363	19,448	65,231	8,151	7,234	5,196	25,060	117,036	45,641
Premiums and deposits⁽³⁾										
Risk-based products (total net premiums)	598	1,103	1,233	1,530	1,372	1,708	1,390	2,245	4,464	6,715
ASO contracts and other	3,663	1,987	1,145	844	841	2,318	—	—	7,639	3,159
Segregated fund deposits										
Individual	56	44	65	157	197	86	104	156	322	543
Group	1,739	784	1,193	1,641	305	321	316	393	5,357	1,335
Proprietary Mutual Funds ⁽²⁾	1,431	1,262	1,112	1,205	1,010	1,325	1,520	1,950	5,010	5,805
Total premiums and deposits by Type⁽³⁾	7,487	5,180	4,748	5,377	3,725	5,758	3,330	4,744	22,792	17,557
Individual Markets	39	27	90	111	234	107	242	53	267	636
Other	36	25	19	27	48	27	40	26	107	141
Empower	7,412	5,128	4,639	5,239	3,443	5,624	3,048	4,665	22,418	16,780
Total premiums and deposits by business line ⁽³⁾⁽⁴⁾	7,487	5,180	4,748	5,377	3,725	5,758	3,330	4,744	22,792	17,557
Total premiums and deposits (US\$)⁽³⁾⁽⁴⁾	5,943	4,111	3,860	4,233	2,865	4,330	2,396	3,541	18,147	13,132

⁽¹⁾ The Financial Services business unit includes the operating results and sales of Personal Capital from the acquisition date of August 17, 2020.

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com

⁽³⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽⁴⁾ Excludes participating policy risk-based products (total net premiums).

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

(CSMM, unless otherwise stated)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	(17)	(17)	25	(46)	37	21	138	(103)	(55)	93
Total net investment income	—	—	—	—	—	—	—	—	—	—
Fee and other income	—	—	—	—	—	—	—	—	—	—
Total income	(17)	(17)	25	(46)	37	21	138	(103)	(55)	93
Benefits and expenses										
Total paid or credited to policyholders	(17)	(17)	25	(46)	37	21	138	(103)	(55)	93
Commissions	—	—	—	—	—	—	—	—	—	—
Operating and administrative expenses	—	—	—	—	—	—	—	—	—	—
Other	—	—	—	—	—	—	—	—	—	—
Total benefits and expenses	(17)	(17)	25	(46)	37	21	138	(103)	(55)	93
Earnings (loss) before income taxes	—	—	—	—	—	—	—	—	—	—
Income taxes	—	—	—	—	—	—	—	—	—	—
Net earnings before non-controlling interests	—	—	—	—	—	—	—	—	—	—
Non-controlling interests	—	—	—	—	—	—	—	—	—	—
Net earnings before capital allocation	—	—	—	—	—	—	—	—	—	—
Capital allocation	—	—	—	—	—	—	—	—	—	—
Net earnings - common shareholders	—	—	—	—	—	—	—	—	—	—
Net earnings - common shareholders (US\$)	—	—	—	—	—	—	—	—	—	—
Premiums and deposits⁽²⁾										
Risk-based products (total net premiums)	(17)	(17)	25	(46)	37	21	138	(103)	(55)	93
Segregated fund deposits	56	44	65	157	197	86	104	156	322	543
Total premiums and deposits by type⁽²⁾⁽³⁾	39	27	90	111	234	107	242	53	267	636
Total premiums and deposits (US\$)⁽²⁾⁽³⁾	31	21	73	87	180	80	174	39	212	473

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

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Excludes participating policy risk-based products (total net premiums).

Lifeco U.S. – Financial Services – Empower

(CSMM, unless otherwise stated)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	579	1,095	1,189	1,549	1,287	1,660	1,212	2,322	4,412	6,481
Total net investment income	253	71	1,121	(720)	314	263	905	(56)	725	1,426
Fee and other income	623	631	615	581	385	373	364	368	2,450	1,490
Total income	1,455	1,797	2,925	1,410	1,986	2,296	2,481	2,634	7,587	9,397
Benefits and expenses										
Total paid or credited to policyholders	635	981	2,132	677	1,490	1,759	2,015	2,192	4,425	7,456
Commissions	80	77	76	77	35	36	33	37	310	141
Operating and administrative expenses	501	459	436	455	345	327	326	321	1,851	1,319
Restructuring and integration expenses	20	20	13	13	—	—	—	—	66	—
Other	44	45	45	47	18	18	18	17	181	71
Total benefits and expenses	1,280	1,582	2,702	1,269	1,888	2,140	2,392	2,567	6,833	8,987
Earnings before income taxes	175	215	223	141	98	156	89	67	754	410
Income taxes	36	40	48	28	17	33	19	17	152	86
Net earnings before non-controlling interests	139	175	175	113	81	123	70	50	602	324
Non-controlling interests	—	—	—	—	—	—	—	—	—	—
Net earnings before capital allocation	139	175	175	113	81	123	70	50	602	324
Capital allocation	(4)	(4)	(4)	(4)	(8)	(7)	(8)	(8)	(16)	(31)
Net earnings - common shareholders	135	171	171	109	73	116	62	42	586	293
Net earnings - common shareholders (US\$)	107	135	139	87	56	87	44	31	468	218
Sales (C\$)⁽¹⁾										
Gross sales	20,459	16,142	22,097	81,067	9,078	8,900	7,222	33,581	139,765	58,781
Redemptions	(2,151)	(5,659)	(2,257)	(2,546)	(3,333)	(33,810)	(1,298)	(18,806)	(12,613)	(57,247)
Net Sales⁽¹⁾	18,308	10,483	19,840	78,521	5,745	(24,910)	5,924	14,775	127,152	1,534

⁽¹⁾ Gross sales for retail customers includes deposits into assets under administration. For plans, it includes the asset transferred from previous plan providers and the expected annual contributions from the new plan. Gross sales also includes amounts rolled-in or transferred by plan participants from a previous provider. Redemptions includes cash outflows from assets under administration from the full withdrawal of a plan or retail customer. Net sales are gross sales less redemptions.

Lifeco U.S. – Financial Services – Personal Capital

(CSMM, unless otherwise stated)

	2021				2020		Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3 ⁽¹⁾		
Income								
Total net premiums	—	—	—	—	—	—	—	—
Total net investment income	—	—	—	—	—	—	—	—
Fee and other income	50	49	43	40	36	17	182	53
Total income	50	49	43	40	36	17	182	53
Benefits and expenses								
Total paid or credited to policyholders	—	—	—	—	—	—	—	—
Commissions	—	—	—	—	(1)	1	—	—
Operating and administrative expenses	54	50	48	52	45	24	204	69
Restructuring and integration expenses	1	2	2	3	3	—	8	3
Other	7	6	7	7	2	1	27	3
Total benefits and expenses	62	58	57	62	49	26	239	75
Earnings (loss) before income taxes	(12)	(9)	(14)	(22)	(13)	(9)	(57)	(22)
Income taxes	(3)	(3)	(4)	(6)	(5)	(2)	(16)	(7)
Net earnings (loss) before non-controlling interests	(9)	(6)	(10)	(16)	(8)	(7)	(41)	(15)
Non-controlling interests	—	—	—	—	—	—	—	—
Net earnings (loss) before capital allocation	(9)	(6)	(10)	(16)	(8)	(7)	(41)	(15)
Capital allocation	—	—	—	—	—	—	—	—
Net earnings (loss) - common shareholders	(9)	(6)	(10)	(16)	(8)	(7)	(41)	(15)
Net earnings (loss) - common shareholders (US\$)	(7)	(5)	(8)	(13)	(7)	(5)	(33)	(12)
Earnings (loss) before income taxes	(12)	(9)	(14)	(22)	(13)	(9)	(57)	(22)
Customer acquisition costs	20	17	18	22	17	9	77	26
Depreciation and amortization	4	4	4	5	1	1	17	2
Restructuring and integration expenses	1	2	2	3	3	1	8	4
Interest expense	2	2	2	2	2	1	8	3
Total customer acquisition, depreciation and amortization, restructuring and integration, and interest expenses	27	25	26	32	23	12	110	35
Pre-tax earnings excluding customer acquisition, depreciation and amortization, restructuring and integration, and interest expenses⁽²⁾	15	16	12	10	10	3	53	13
Sales⁽³⁾								
Personal Capital	2,213	1,955	1,824	1,777	1,518	721	7,769	2,239
Sales (US\$)⁽³⁾	1,757	1,551	1,483	1,399	1,168	542	6,190	1,710
Total End of Period Trading Clients (000's)	30.7	29.7	28.6	27.1	25.8	24.9		
Net New Assets⁽⁴⁾⁽⁵⁾ (\$)	1,503	1,434	1,255	1,159	917	400		
Total Assets Under Management (\$)⁽⁶⁾	29,231	26,355	24,625	22,545	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⁾ This metric is a non-GAAP financial measure which excludes certain items from "Earnings (loss) before income taxes" to assist in explaining Personal Capital's underlying business performance.⁽³⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.⁽⁴⁾ Net new assets represent cash flows from new business plus new contributions from existing business, less cash flows for partial or complete withdrawal of assets as well as assets withdrawn by terminated business. It excludes change in assets as a result of market movement.⁽⁵⁾ 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.⁽⁶⁾ This metric is a non-GAAP financial measure. Additional information regarding the non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

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

(CSMM, unless otherwise stated)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	36	25	19	27	48	27	40	26	107	141
Total net investment income	70	78	128	10	113	126	228	90	286	557
Fee and other income	—	1	1	6	7	5	6	6	8	24
Total income	106	104	148	43	168	158	274	122	401	722
Benefits and expenses										
Total paid or credited to policyholders	97	83	142	28	142	138	247	102	350	629
Commissions	2	1	—	1	2	2	—	2	4	6
Operating and administrative expenses	11	8	12	10	24	14	14	14	41	66
Restructuring and integration expenses	—	—	—	—	2	—	—	—	—	2
Other	6	4	1	4	2	5	7	4	15	18
Total Benefits and Expenses	116	96	155	43	172	159	268	122	410	721
Earnings (loss) before income taxes	(10)	8	(7)	—	(4)	(1)	6	—	(9)	1
Income taxes	(7)	(2)	(6)	—	(2)	(4)	—	(2)	(15)	(8)
Net earnings before non-controlling interests	(3)	10	(1)	—	(2)	3	6	2	6	9
Non-controlling interests	—	—	1	—	1	—	—	—	1	1
Net earnings before capital allocation	(3)	10	(2)	—	(3)	3	6	2	5	8
Capital allocation	—	—	—	—	—	—	—	—	—	—
Net earnings (loss) - common shareholders	(3)	10	(2)	—	(3)	3	6	2	5	8
Net earnings (loss) - common shareholders (US\$)	(2)	8	(2)	—	(2)	2	5	2	4	7

⁽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 – Participants and Assets Under Administration

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Participants - (000's) ⁽¹⁾								
Empower	12,955	12,761	12,617	12,582	11,877	9,382	9,696	9,642
	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets under administration - (C\$MM) ⁽¹⁾⁽²⁾								
General account	47,408	46,098	43,776	44,947	46,469	22,443	19,761	20,119
Segregated funds	109,450	109,395	110,301	109,847	111,223	26,669	26,889	24,814
Proprietary mutual funds ⁽³⁾	53,413	49,862	45,970	43,747	43,130	41,345	42,758	38,617
Unaffiliated retail investment options & administrative services only	1,241,974	1,179,882	1,160,944	1,104,495	994,989	817,693	817,404	732,379
Total assets under administration ⁽²⁾	1,452,245	1,385,237	1,360,991	1,303,036	1,195,811	908,150	906,812	815,929

⁽¹⁾ Effective Q4 2020, Empower participants and assets under administration reflect the MassMutual retirement services business acquisition.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com

Lifeco U.S. – Asset Management

(CSMM, unless otherwise stated)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net investment income	(20)	3	10	3	14	24	45	(37)	(4)	46
Fee and other income	325	315	300	300	326	301	284	291	1,240	1,202
Total income	305	318	310	303	340	325	329	254	1,236	1,248
Benefits and expenses										
Commissions	55	57	56	57	57	57	55	60	225	229
Operating and administrative expenses	223	216	216	226	230	224	226	236	881	916
Other	24	23	23	25	23	26	27	25	95	101
Total benefits and expenses	302	296	295	308	310	307	308	321	1,201	1,246
Earnings (loss) before income taxes	3	22	15	(5)	30	18	21	(67)	35	2
Income taxes	(24)	(12)	3	(6)	13	1	(1)	(18)	(39)	(5)
Net earnings (loss) before non-controlling interests	27	34	12	1	17	17	22	(49)	74	7
Non-controlling interests	(12)	5	(5)	8	(13)	9	15	(2)	(4)	9
Net earnings (loss) before capital allocation	39	29	17	(7)	30	8	7	(47)	78	(2)
Capital allocation	4	5	4	4	5	5	5	5	17	20
Net earnings (loss) - common shareholders	43	34	21	(3)	35	13	12	(42)	95	18
Net earnings (loss) - common shareholders (US\$)	35	27	17	(3)	26	10	9	(31)	76	14
Sales (C\$)⁽¹⁾										
Gross sales ⁽²⁾	17,432	11,076	12,447	16,095	16,843	18,366	21,005	19,650	57,050	75,864
Redemptions	(17,483)	(13,087)	(16,978)	(18,605)	(18,129)	(15,630)	(16,306)	(34,569)	(66,153)	(84,634)
Net Sales ⁽¹⁾	(51)	(2,011)	(4,531)	(2,510)	(1,286)	2,736	4,699	(14,919)	(9,103)	(8,770)
Fee Income (C\$)										
Investment management fees	220	220	208	207	203	206	193	199	855	801
Performance fees	11	1	1	1	32	2	(2)	(2)	14	30
Service fees	37	37	36	36	36	37	38	37	146	148
Underwriting & distribution fees	57	57	55	56	55	56	55	57	225	223
Total Fee Income (C\$)	325	315	300	300	326	301	284	291	1,240	1,202
Fee Income (US\$)	258	250	244	237	252	226	203	218	989	899

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ Includes dividends reinvested.

Lifeco U.S. – Asset Management - Assets Under Management⁽¹⁾*(CSMM, unless otherwise stated)*

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Proprietary Mutual Funds and Institutional Assets⁽²⁾								
Mutual Funds								
Growth equity	24,608	24,163	23,672	22,095	22,817	22,340	19,612	16,235
Value equity	25,508	24,067	26,913	25,436	21,769	21,102	21,037	18,626
Blend equity	29,333	27,475	24,175	23,296	23,081	21,297	22,058	19,598
Fixed income	44,704	46,895	46,706	49,113	50,227	51,638	50,535	48,651
ETFs ⁽³⁾	58	46	29	—	—	—	—	—
Total Mutual Funds	124,211	122,646	121,495	119,940	117,894	116,377	113,242	103,110
Institutional Assets								
Equity	86,445	82,253	79,968	74,572	76,843	70,669	67,187	58,883
Fixed income	46,560	45,147	44,765	49,260	48,536	51,048	48,768	46,485
Total Institutional Assets	133,005	127,400	124,733	123,832	125,379	121,717	115,955	105,368
Total Assets Under Management⁽¹⁾	257,216	250,046	246,228	243,772	243,273	238,094	229,197	208,478
Total Assets Under Management (US\$)⁽¹⁾	202,532	196,887	198,571	193,470	191,554	179,018	168,526	148,912

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding the non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Exchange-traded funds (ETFs) launched on May 16, 2021.

Lifeco U.S. – Participating Account

(CSMM, unless otherwise stated)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	13	13	12	16	14	14	13	17	54	58
Total net investment income	5	15	44	(34)	36	39	108	1	30	184
Fee and other income	—	(1)	1	—	—	—	—	—	—	—
Total income	18	27	57	(18)	50	53	121	18	84	242
Benefits and expenses										
Total paid or credited to policyholders	20	23	54	(20)	48	55	117	15	77	235
Commissions	—	—	1	1	—	—	1	1	2	2
Operating and administrative expenses	—	2	—	1	2	1	—	1	3	4
Other	1	2	2	1	3	(2)	2	1	6	4
Total benefits and expenses	21	27	57	(17)	53	54	120	18	88	245
Earnings (loss) before income taxes	(3)	—	—	(1)	(3)	(1)	1	—	(4)	(3)
Income taxes	—	—	—	—	—	—	—	—	—	—
Net earnings (loss) before non-controlling interests	(3)	—	—	(1)	(3)	(1)	1	—	(4)	(3)
Non-controlling interests	(3)	—	—	(1)	(3)	(1)	1	—	(4)	(3)
Net earnings	—	—	—	—	—	—	—	—	—	—
Premiums on risk-based products (total net premiums)	13	13	12	16	14	14	13	17	54	58
Premiums on risk-based products (total net premiums) (US\$)	10	10	10	13	11	11	9	12	43	42

Lifeco U.S. – Corporate

(CSMM, unless otherwise stated)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net investment income	—	—	—	—	2	(3)	—	4	—	3
Total income	—	—	—	—	2	(3)	—	4	—	3
Benefits and expenses										
Total paid or credited to policyholders	—	—	—	—	—	—	—	—	—	—
Operating and administrative expenses	53	37	26	3	60	37	3	—	119	100
Restructuring and integration expenses	—	10	6	—	37	—	—	—	16	37
Other	13	7	—	—	12	2	—	—	20	14
Total benefits and expenses	66	54	32	3	109	39	3	—	155	151
Earnings (loss) before income taxes	(66)	(54)	(32)	(3)	(107)	(42)	(3)	4	(155)	(148)
Income taxes	8	(13)	(2)	(2)	(218)	(6)	(1)	1	(9)	(224)
Net earnings (loss) before non-controlling interests	(74)	(41)	(30)	(1)	111	(36)	(2)	3	(146)	76
Non-controlling interests	—	—	—	—	—	—	—	—	—	—
Net earnings (loss) before capital allocation	(74)	(41)	(30)	(1)	111	(36)	(2)	3	(146)	76
Capital allocation	—	—	—	—	—	—	—	—	—	—
Net earnings (loss) - common shareholders	(74)	(41)	(30)	(1)	111	(36)	(2)	3	(146)	76
Net earnings (loss) - common shareholders (US\$)	(60)	(33)	(24)	(1)	86	(27)	(1)	2	(118)	60

Lifeco U.S. Balance Sheets

(C\$MM, unless otherwise stated)

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	2,581	3,236	3,434	2,184	4,544	2,147	2,750	2,424
Bonds	40,828	40,758	37,568	38,885	38,338	28,481	23,147	22,935
Mortgage loans	6,170	6,092	5,766	5,684	5,957	3,989	4,060	4,266
Stocks	673	547	481	479	448	271	257	258
Investment properties	8	7	6	7	6	6	6	6
Loans to policyholders	5,116	5,085	5,044	5,259	5,229	5,700	5,892	6,034
Total invested assets	55,376	55,725	52,299	52,498	54,522	40,594	36,112	35,923
Funds held by ceding insurers	9,639	9,675	9,650	9,709	9,928	—	—	—
Reinsurance assets	14,721	14,968	14,793	14,748	15,921	16,345	16,435	15,395
Derivative financial instruments	323	302	198	144	148	260	362	473
Owner occupied properties	184	184	180	184	186	195	200	206
Fixed assets	133	135	131	136	135	148	148	156
Other assets	2,698	4,208	3,795	3,493	3,303	3,000	2,902	3,268
Total other assets	4,921	4,829	4,304	3,957	3,772	3,603	3,612	4,103
Deferred tax assets	809	677	638	678	726	509	414	458
Goodwill	2,674	2,426	2,369	2,407	3,694	1,138	188	194
Intangible assets	3,152	3,257	3,197	3,269	2,035	1,827	1,873	1,933
Investments on account of segregated fund policyholders	116,919	116,568	117,384	116,710	117,982	33,088	33,151	30,392
Total assets	208,211	208,125	204,634	203,976	208,580	97,104	91,785	88,398
Liabilities								
Insurance contract liabilities	63,717	66,780	65,648	66,232	69,189	48,161	48,145	46,850
Investment contract liabilities	10,915	8,658	7,391	7,347	7,604	2,443	150	155
	74,632	75,438	73,039	73,579	76,793	50,604	48,295	47,005
Debentures and other debt instruments	4,590	4,529	5,060	5,223	5,372	4,777	2,305	2,491
Other liabilities	4,106	3,842	3,221	2,623	2,652	2,671	2,229	2,692
Deferred tax liabilities	104	(3)	(23)	(23)	(20)	147	127	127
Investment and insurance contracts on account of segregated fund policyholders	116,919	116,568	117,384	116,710	117,982	33,088	33,151	30,392
Total liabilities	200,351	200,374	198,681	198,112	202,779	91,287	86,107	82,707
Equity								
Non-controlling interests	120	125	128	106	112	117	154	151
Share capital								
Limited recourse capital notes	1,500	1,500	—	—	—	—	—	—
Accumulated surplus	4,806	4,714	4,551	4,408	4,323	4,116	3,862	3,787
Accumulated other comprehensive income	672	663	526	608	614	843	936	1,037
Contributed surplus	762	749	748	742	752	741	726	716
Total equity	7,860	7,751	5,953	5,864	5,801	5,817	5,678	5,691
Total liabilities and equity	208,211	208,125	204,634	203,976	208,580	97,104	91,785	88,398
Proprietary mutual funds and institutional assets⁽¹⁾	310,933	298,535	290,790	284,847	284,251	276,401	251,190	228,058
Other assets under administration⁽¹⁾	1,241,974	1,179,882	1,160,944	1,104,495	994,989	817,693	817,404	732,379
Total assets under administration⁽²⁾	1,761,118	1,686,542	1,656,368	1,593,318	1,487,820	1,191,198	1,160,379	1,048,835

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Europe



Lifeco Europe Net Earnings – Consolidated

(C\$MM)	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	1,042	1,942	934	944	1,397	534	929	791	4,862	3,651
Regular net investment income	337	329	360	299	275	388	357	293	1,325	1,313
Changes in fair value through profit or loss	214	(209)	314	(1,694)	590	102	1,641	(664)	(1,375)	1,669
Total net investment income	551	120	674	(1,395)	865	490	1,998	(371)	(50)	2,982
Fee and other income	364	352	346	353	351	342	340	333	1,415	1,366
Total income	1,957	2,414	1,954	(98)	2,613	1,366	3,267	753	6,227	7,999
Benefits and expenses										
Total paid or credited to policyholders	1,174	1,612	1,204	(790)	1,832	594	2,534	224	3,200	5,184
Commissions	140	110	120	122	126	101	112	126	492	465
Operating and administrative expenses	322	225	302	295	285	275	283	283	1,144	1,126
Other ⁽¹⁾	45	44	44	46	45	41	46	39	179	171
Total benefits and expenses	1,681	1,991	1,670	(327)	2,288	1,011	2,975	672	5,015	6,946
Earnings before income taxes	276	423	284	229	325	355	292	81	1,212	1,053
Income taxes	12	42	75	11	46	12	11	(36)	140	33
Net earnings before non-controlling interests	264	381	209	218	279	343	281	117	1,072	1,020
Non-controlling interests	2	—	1	1	—	—	1	—	4	1
Net earnings	262	381	208	217	279	343	280	117	1,068	1,019
Preferred share dividends	4	5	5	4	4	5	5	5	18	19
Net earnings before capital allocation	258	376	203	213	275	338	275	112	1,050	1,000
Capital allocation	(19)	(19)	(18)	(18)	(22)	(22)	(22)	(21)	(74)	(87)
Net earnings - common shareholders	239	357	185	195	253	316	253	91	976	913
Common shareholder net earnings (loss)										
U.K.	154	185	30	108	156	67	109	91	477	423
Ireland	62	132	72	46	54	196	101	(16)	312	335
Germany	42	44	92	43	47	56	46	19	221	168
Corporate	(19)	(4)	(9)	(2)	(4)	(3)	(3)	(3)	(34)	(13)
Total ⁽²⁾	239	357	185	195	253	316	253	91	976	913

⁽¹⁾ Includes premium taxes, financing charges, and amortization of finite life intangible assets.

⁽²⁾ Q4 2021 includes transaction costs of \$24m (after-tax) related to acquisitions in Ireland. Q3 2021 includes a \$47m (after-tax) pension settlement gain in Ireland. Q2 2021 includes a charge of \$21m related to the revaluation of deferred tax liabilities resulting from legislated increases to future U.K. corporation tax rates. Q3 2020 includes a \$94m (after-tax) net gain on the Irish Progressive Services International Limited (IPSI) transaction.

Lifeco Europe – U.K.

		2021				2020				Fiscal	Fiscal
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
(C\$MM)											
Income											
	Total net premiums	612	1,683	604	491	929	282	713	380	3,390	2,304
	Total net investment income	590	113	713	(1,073)	757	274	1,740	(330)	343	2,441
	Fee and other income	42	48	39	46	43	42	44	39	175	168
	Total income	1,244	1,844	1,356	(536)	1,729	598	2,497	89	3,908	4,913
Benefits and expenses											
	Total paid or credited to policyholders	959	1,516	1,090	(779)	1,412	406	2,257	(103)	2,786	3,972
	Commissions	32	34	39	35	28	25	32	35	140	120
	Operating and administrative expenses	82	76	92	86	77	85	83	79	336	324
	Other	3	3	3	3	3	3	3	4	12	13
	Total benefits and expenses	1,076	1,629	1,224	(655)	1,520	519	2,375	15	3,274	4,429
	Earnings before income taxes	168	215	132	119	209	79	122	74	634	484
	Income taxes	(1)	15	87	(3)	35	(7)	(5)	(35)	98	(12)
	Net earnings before non-controlling interests	169	200	45	122	174	86	127	109	536	496
	Non-controlling interests	—	—	—	—	—	—	—	—	—	—
	Net earnings before capital allocation	169	200	45	122	174	86	127	109	536	496
	Capital allocation	(15)	(15)	(15)	(14)	(18)	(19)	(18)	(18)	(59)	(73)
	Net earnings - common shareholders	154	185	30	108	156	67	109	91	477	423
Sales⁽¹⁾	UK / Isle of Man	1,571	2,621	1,591	1,092	1,469	672	1,059	1,102	6,875	4,302
	Total sales - UK / Isle of Man⁽¹⁾	1,571	2,621	1,591	1,092	1,469	672	1,059	1,102	6,875	4,302
Premiums and deposits⁽²⁾	Risk-based products (total net premiums)	612	1,683	604	491	929	282	713	380	3,390	2,304
	Segregated fund deposits	627	656	727	540	432	395	412	648	2,550	1,887
	Total premiums and deposits - UK / Isle of Man⁽²⁾⁽³⁾	1,239	2,339	1,331	1,031	1,361	677	1,125	1,028	5,940	4,191

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Excludes participating policy risk-based products (total net premiums).

Lifeco Europe – Ireland

(C\$MM)		2021				2020				Fiscal	Fiscal
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income											
Total net premiums		410	242	318	438	451	243	206	399	1,408	1,299
Total net investment income		(11)	10	(31)	(267)	125	222	276	(87)	(299)	536
Fee and other income		200	189	192	191	189	189	185	189	772	752
Total income		599	441	479	362	765	654	667	501	1,881	2,587
Benefits and expenses											
Total paid or credited to policyholders		261	104	157	59	454	215	302	263	581	1,234
Commissions		41	36	34	40	44	36	42	44	151	166
Operating and administrative expenses		185	105	162	164	163	151	160	166	616	640
Other		33	31	31	34	32	30	35	30	129	127
Total benefits and expenses		520	276	384	297	693	432	539	503	1,477	2,167
Earnings (loss) before income taxes		79	165	95	65	72	222	128	(2)	404	420
Income taxes		6	22	11	7	5	15	15	3	46	38
Net earnings (loss) before non-controlling interests		73	143	84	58	67	207	113	(5)	358	382
Non-controlling interests		1	—	1	1	1	—	1	—	3	2
Net earnings (loss) before capital allocation		72	143	83	57	66	207	112	(5)	355	380
Capital allocation		(10)	(11)	(11)	(11)	(12)	(11)	(11)	(11)	(43)	(45)
Net earnings (loss) - common shareholders		62	132	72	46	54	196	101	(16)	312	335
Sales⁽¹⁾											
Ireland		4,699	4,238	4,239	6,031	5,270	4,561	6,001	8,480	19,207	24,312
Total sales - Ireland⁽¹⁾		4,699	4,238	4,239	6,031	5,270	4,561	6,001	8,480	19,207	24,312
Premiums and deposits⁽²⁾											
Risk-based products (total net premiums)		410	242	318	438	451	243	206	399	1,408	1,299
Segregated fund deposits		2,923	2,410	2,020	2,112	2,195	2,187	1,834	2,352	9,465	8,568
Proprietary mutual funds & institutional deposits ⁽¹⁾		2,572	2,179	2,507	4,528	3,514	2,706	4,688	6,391	11,786	17,299
Total premiums and deposits - Ireland⁽²⁾⁽³⁾		5,905	4,831	4,845	7,078	6,160	5,136	6,728	9,142	22,659	27,166

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Excludes participating policy risk-based products (total net premiums).

Lifeco Europe – Germany

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
<i>(C\$MM)</i>										
Income										
Total net premiums	20	16	12	15	16	9	9	12	63	46
Total net investment income	(23)	(7)	(12)	(62)	(22)	(5)	(24)	63	(104)	12
Fee and other income	122	115	115	116	119	111	111	105	468	446
Total income	119	124	115	69	113	115	96	180	427	504
Benefits and expenses										
Total paid or credited to policyholders	(50)	(10)	(45)	(75)	(40)	(27)	(30)	76	(180)	(21)
Commissions	67	40	47	47	54	40	38	47	201	179
Operating and administrative expenses	48	37	38	41	40	37	36	35	164	148
Other	2	4	3	2	2	2	1	1	11	6
Total benefits and expenses	67	71	43	15	56	52	45	159	196	312
Earnings before income taxes	52	53	72	54	57	63	51	21	231	192
Income taxes	8	7	(21)	9	9	6	3	—	3	18
Net earnings before capital allocation	44	46	93	45	48	57	48	21	228	174
Capital allocation	(2)	(2)	(1)	(2)	(1)	(1)	(2)	(2)	(7)	(6)
Net earnings - common shareholders	42	44	92	43	47	56	46	19	221	168
Sales⁽¹⁾										
Germany	223	109	96	103	135	80	81	86	531	382
Total sales - Germany⁽¹⁾	223	109	96	103	135	80	81	86	531	382
Premiums and deposits⁽²⁾										
Risk-based products (total net premiums)	20	16	12	15	16	9	9	12	63	46
Segregated fund deposits	418	318	308	310	358	292	288	278	1,354	1,216
Total premiums and deposits - Germany⁽²⁾⁽³⁾	438	334	320	325	374	301	297	290	1,417	1,262

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽³⁾ Excludes participating policy risk-based products (total net premiums).

Lifeco Europe – Participating Account

(C\$MM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Total net premiums	—	1	—	—	1	—	1	—	1	2
Total net investment income	6	1	3	6	5	(1)	6	(16)	16	(6)
Fee and other income	—	—	—	—	—	—	—	—	—	—
Total income	6	2	3	6	6	(1)	7	(16)	17	(4)
Benefits and expenses										
Total paid or credited to policyholders	4	2	2	5	6	—	5	(12)	13	(1)
Commissions	—	—	—	—	—	—	—	—	—	—
Operating and administrative expenses	—	—	—	—	—	—	—	—	—	—
Other	1	—	1	1	1	(1)	1	(3)	3	(2)
Total benefits and expenses	5	2	3	6	7	(1)	6	(15)	16	(3)
Earnings (loss) before										
income taxes	1	—	—	—	(1)	—	1	(1)	1	(1)
Income taxes	—	—	—	—	—	—	1	(1)	—	—
Net earnings (loss) before										
non-controlling interests	1	—	—	—	(1)	—	—	—	1	(1)
Non-controlling interests	1	—	—	—	(1)	—	—	—	1	(1)
Net earnings - common shareholders	—	—	—	—	—	—	—	—	—	—
Premiums on risk-based products (total net premiums)	—	1	—	—	1	—	1	—	1	2

Lifeco Europe – Corporate

(C\$MM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Net premium income	—	—	—	—	—	—	—	—	—	—
Total net investment income	(11)	3	1	1	—	—	—	(1)	(6)	(1)
Fee and other income	—	—	—	—	—	—	—	—	—	—
Total income	(11)	3	1	1	—	—	—	(1)	(6)	(1)
Benefits and expenses										
Total paid or credited to policyholders	—	—	—	—	—	—	—	—	—	—
Commissions	—	—	—	—	—	—	—	—	—	—
Operating and administrative expenses	7	7	10	4	5	2	4	3	28	14
Other	6	6	6	6	7	7	6	7	24	27
Total benefits and expenses	13	13	16	10	12	9	10	10	52	41
Earnings (loss) before										
income taxes	(24)	(10)	(15)	(9)	(12)	(9)	(10)	(11)	(58)	(42)
Income taxes	(1)	(2)	(2)	(2)	(3)	(2)	(3)	(3)	(7)	(11)
Net Earnings (loss)	(23)	(8)	(13)	(7)	(9)	(7)	(7)	(8)	(51)	(31)
Preferred shareholder dividends	4	5	5	4	4	5	5	5	18	19
Net earnings (loss) before										
capital allocation	(27)	(13)	(18)	(11)	(13)	(12)	(12)	(13)	(69)	(50)
Capital allocation	8	9	9	9	9	9	9	10	35	37
Net earnings (loss) -										
common shareholders	(19)	(4)	(9)	(2)	(4)	(3)	(3)	(3)	(34)	(13)

Lifeco Europe – Balance Sheets

(C\$MM, unless otherwise stated)

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	1,784	1,754	1,789	1,879	2,032	1,939	1,797	2,006
Bonds	37,676	37,680	37,355	37,832	39,948	38,760	38,295	37,814
Mortgage loans	5,891	5,917	5,884	5,590	5,746	5,755	5,581	5,570
Stocks	474	469	456	436	427	401	396	364
Investment properties	2,842	2,745	2,692	2,645	2,638	2,587	2,502	2,673
Loans to policyholders	2	2	2	2	2	2	2	2
Total invested assets	48,669	48,567	48,178	48,384	50,793	49,444	48,573	48,429
Funds withheld by ceding insurers		—	—	—	2	—	—	—
Reinsurance assets	6,198	5,121	5,277	5,264	5,622	5,460	5,281	5,169
Derivative financial instruments	162	154	156	164	208	191	191	176
Owner occupied properties	126	127	127	127	134	133	146	147
Fixed assets	62	62	62	65	71	67	57	63
Other assets	3,658	3,523	3,672	4,061	4,075	3,775	3,391	3,350
Total other assets	4,008	3,866	4,017	4,417	4,488	4,166	3,785	3,736
Goodwill	2,379	2,368	2,368	2,361	2,395	2,398	2,373	2,368
Intangible assets	668	657	642	634	642	608	586	586
Deferred tax assets	14	15	15	26	39	45	34	41
Investments on account of segregated fund policyholders	138,963	131,284	129,342	124,404	125,370	117,970	112,073	105,574
Total assets	200,899	191,878	189,839	185,490	189,351	180,091	172,705	165,903
Liabilities								
Insurance contract liabilities	47,039	45,824	45,294	45,439	47,998	46,568	45,809	45,518
Investment contract liabilities	317	271	259	266	245	254	231	226
	47,356	46,095	45,553	45,705	48,243	46,822	46,040	45,744
Debentures and other debt instruments	1,006	1,027	1,027	1,026	1,082	1,088	1,060	1,081
Funds held under reinsurance contracts	1,455	1,456	1,493	1,472	1,570	1,528	1,427	1,329
Other liabilities	1,487	1,310	1,283	1,703	1,827	1,597	961	908
Deferred tax liabilities	361	360	375	276	288	258	250	260
Investment and insurance contracts on account of segregated fund policyholders	138,963	131,284	129,342	124,404	125,370	117,970	112,073	105,574
Total liabilities	190,628	181,532	179,073	174,586	178,380	169,263	161,811	154,896
Equity								
Non-controlling interests	27	26	27	24	24	26	24	24
Share capital								
Preferred shares	550	550	550	550	550	550	550	550
Accumulated surplus	9,756	9,769	10,101	10,188	10,002	9,951	10,229	10,023
Accumulated other comprehensive income (loss)	(62)	1	90	142	395	301	91	410
Contributed surplus	—	—	(2)	—	—	—	—	—
Total equity	10,271	10,346	10,766	10,904	10,971	10,828	10,894	11,007
Total liabilities and equity	200,899	191,878	189,839	185,490	189,351	180,091	172,705	165,903
Proprietary mutual funds and institutional assets⁽¹⁾	60,480	61,695	61,655	59,598	59,381	58,056	57,351	54,067
Other assets under administration⁽¹⁾	12,360	12,030	12,169	10,315	10,871	10,420	55,262	50,089
Total assets under administration⁽²⁾	273,739	265,603	263,663	255,403	259,603	248,567	285,318	270,059

⁽¹⁾ Additional information regarding the composition of this financial measure has been incorporated by reference and can be found in the Glossary section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding the non-GAAP financial measure has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Capital and Risk Solutions

Capital and Risk Solutions Net Earnings – Consolidated

(C\$MM)	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Total net premiums	7,222	8,563	6,282	7,466	5,336	4,490	4,975	4,606	29,533	19,407
Regular net investment income	62	64	71	65	68	80	88	84	262	320
Changes in fair value through profit or loss	(7)	(78)	138	(387)	162	61	444	(208)	(334)	459
Total net investment income	55	(14)	209	(322)	230	141	532	(124)	(72)	779
Fee and other income	2	2	2	2	3	3	2	3	8	11
Total income	7,279	8,551	6,493	7,146	5,569	4,634	5,509	4,485	29,469	20,197
Benefits and expenses										
Total paid or credited to policyholders	7,113	8,401	6,275	6,932	5,331	4,407	5,257	4,323	28,721	19,318
Commissions	15	26	28	33	50	31	28	29	102	138
Operating and administrative expenses	29	27	25	25	25	25	24	23	106	97
Other ⁽¹⁾	4	2	4	3	4	3	5	4	13	16
Total benefits and expenses	7,161	8,456	6,332	6,993	5,410	4,466	5,314	4,379	28,942	19,569
Earnings before income taxes	118	95	161	153	159	168	195	106	527	628
Income taxes	(21)	(13)	3	1	(7)	(5)	4	7	(30)	(1)
Net earnings before non-controlling interests	139	108	158	152	166	173	191	99	557	629
Non-controlling interests	—	—	—	—	(6)	1	(1)	—	—	(6)
Net earnings	139	108	158	152	172	172	192	99	557	635
Preferred share dividends	—	—	—	—	—	—	—	—	—	—
Net earnings before capital allocation	139	108	158	152	172	172	192	99	557	635
Capital allocation	(6)	(6)	(6)	(7)	(5)	(5)	(5)	(6)	(25)	(21)
Net earnings - common shareholders	133	102	152	145	167	167	187	93	532	614
Common shareholder net earnings (loss)										
Reinsurance	139	103	153	146	171	168	188	94	541	621
Corporate	(6)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(9)	(7)
Total	133	102	152	145	167	167	187	93	532	614

⁽¹⁾ Includes premium taxes, financing charges, and amortization of finite life intangible assets.

Capital and Risk Solutions – Reinsurance

(C\$MM)	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Income										
Total net premiums	7,216	8,558	6,278	7,462	5,330	4,484	4,970	4,601	29,514	19,385
Regular net investment income	56	57	64	57	61	73	79	77	234	290
Changes in fair value through profit or loss	(9)	(72)	105	(316)	148	54	390	(210)	(292)	382
Total net investment income	47	(15)	169	(259)	209	127	469	(133)	(58)	672
Fee and other income	2	2	2	2	3	3	2	3	8	11
Total income	7,265	8,545	6,449	7,205	5,542	4,614	5,441	4,471	29,464	20,068
Benefits and expenses										
Total paid or credited to policyholders	7,097	8,396	6,231	6,992	5,296	4,389	5,188	4,310	28,716	19,183
Commissions	15	26	28	33	50	31	28	29	102	138
Operating and administrative expenses	26	25	23	23	23	23	23	21	97	90
Other	3	2	4	3	4	3	5	4	12	16
Total benefits and expenses	7,141	8,449	6,286	7,051	5,373	4,446	5,244	4,364	28,927	19,427
Earnings before income taxes	124	96	163	154	169	168	197	107	537	641
Income taxes	(21)	(13)	4	1	(7)	(5)	4	7	(29)	(1)
Net earnings before capital allocation	145	109	159	153	176	173	193	100	566	642
Capital allocation	(6)	(6)	(6)	(7)	(5)	(5)	(5)	(6)	(25)	(21)
Net earnings - common shareholders	139	103	153	146	171	168	188	94	541	621
Premiums on risk-based products (total net premiums)	7,216	8,558	6,278	7,462	5,330	4,484	4,970	4,601	29,514	19,385

Capital and Risk Solutions – Participating Account

(C\$MM)	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	6	5	4	4	6	6	5	5	19	22
Regular net investment income	6	7	7	7	7	7	9	7	27	30
Changes in fair value through profit or loss	2	(6)	30	(65)	12	6	48	4	(39)	70
Total net investment income	8	1	37	(58)	19	13	57	11	(12)	100
Total income	14	6	41	(54)	25	19	62	16	7	122
Benefits and expenses										
Total paid or credited to policyholders	14	5	41	(54)	32	19	62	16	6	129
Commissions	—	—	—	—	—	—	—	—	—	—
Operating and administrative expenses	—	1	—	—	(1)	—	—	—	1	(1)
Other	—	—	—	—	—	—	—	—	—	—
Total benefits and expenses	14	6	41	(54)	31	19	62	16	7	128
Earnings before income taxes	—	—	—	—	(6)	—	—	—	—	(6)
Income taxes	—	—	—	—	—	—	—	—	—	—
Net earnings before non-controlling interests	—	—	—	—	(6)	—	—	—	—	(6)
Non-controlling interests	—	—	—	—	(6)	—	—	—	—	(6)
Net earnings before capital allocation	—	—	—	—	—	—	—	—	—	—
Capital allocation	—	—	—	—	—	—	—	—	—	—
Net earnings - common shareholders	—	—	—	—	—	—	—	—	—	—
Premiums on risk-based products (total net premiums)	6	5	4	4	6	6	5	5	19	22

Capital and Risk Solutions – Corporate

(CSMM)	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	—	—	—	—	—	—	—	—	—	—
Regular net investment income	—	—	—	1	—	—	—	—	1	—
Changes in fair value through profit or loss	—	—	3	(6)	2	1	6	(2)	(3)	7
Total net investment income	—	—	3	(5)	2	1	6	(2)	(2)	7
Total income	—	—	3	(5)	2	1	6	(2)	(2)	7
Benefits and expenses										
Total paid or credited to policyholders	2	—	3	(6)	3	(1)	7	(3)	(1)	6
Commissions	—	—	—	—	—	—	—	—	—	—
Operating and administrative expenses	3	1	2	2	3	2	1	2	8	8
Other	1	—	—	—	—	—	—	—	1	—
Total benefits and expenses	6	1	5	(4)	6	1	8	(1)	8	14
Earnings (loss) before income taxes	(6)	(1)	(2)	(1)	(4)	—	(2)	(1)	(10)	(7)
Income taxes	—	—	(1)	—	—	—	—	—	(1)	—
Net earnings (loss) before non-controlling interests	(6)	(1)	(1)	(1)	(4)	—	(2)	(1)	(9)	(7)
Non-controlling interests	—	—	—	—	—	1	(1)	—	—	—
Net earnings (loss)	(6)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(9)	(7)
Preferred share dividends	—	—	—	—	—	—	—	—	—	—
Net earnings (loss) before capital allocation	(6)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(9)	(7)
Capital allocation	—	—	—	—	—	—	—	—	—	—
Net earnings (loss) - common shareholders	(6)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(9)	(7)

Capital and Risk Solutions – Balance Sheets

(C\$MM)

	2021				2020			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Assets								
Cash and cash equivalents	318	483	380	589	408	664	701	751
Bonds	8,836	9,215	6,397	6,457	5,366	5,265	5,419	5,339
Mortgage loans	88	60	60	62	64	67	70	79
Loans to policyholders	117	117	113	114	113	118	119	121
Total invested assets	9,359	9,875	6,950	7,222	5,951	6,114	6,309	6,290
Funds held by ceding insurers	7,555	7,309	7,771	7,910	8,453	8,273	8,404	8,580
Reinsurance assets	128	129	122	122	139	138	135	131
Derivative financial instruments	5	2	3	2	1	—	—	—
Fixed assets	1	1	1	1	1	2	2	2
Other assets	323	379	319	344	310	298	310	341
Total other assets	329	382	323	347	312	300	312	343
Deferred tax assets	25	20	9	8	6	(10)	1	(13)
Total assets	17,396	17,715	15,175	15,609	14,861	14,815	15,161	15,331
Liabilities								
Insurance contract liabilities	13,129	13,245	10,818	11,173	10,459	10,468	10,666	10,828
Investment contract liabilities	887	913	912	914	996	1,049	1,084	1,064
	14,016	14,158	11,730	12,087	11,455	11,517	11,750	11,892
Other liabilities	811	918	801	909	800	795	1,033	1,198
Deferred tax liabilities	81	73	86	86	94	106	127	115
Total liabilities	14,908	15,149	12,617	13,082	12,349	12,418	12,910	13,205
Equity								
Non-controlling interests	(10)	(11)	(10)	(11)	(10)	(5)	(4)	(4)
Accumulated surplus	2,365	2,431	2,444	2,380	2,294	2,117	1,984	1,801
Accumulated other comprehensive income	133	146	124	158	228	285	271	329
Total equity	2,488	2,566	2,558	2,527	2,512	2,397	2,251	2,126
Total liabilities and equity	17,396	17,715	15,175	15,609	14,861	14,815	15,161	15,331

Lifeco Corporate

(C\$MM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Income										
Total net premiums	—	—	—	—	—	—	—	—	—	—
Total net investment income	2	(2)	(3)	(2)	(6)	(2)	1	9	(5)	2
Fee and other income	—	—	—	—	—	—	—	—	—	—
Total income	2	(2)	(3)	(2)	(6)	(2)	1	9	(5)	2
Benefits and expenses										
Operating and administrative expenses	5	72	25	5	11	7	7	4	107	29
Other	—	—	1	1	3	4	2	—	2	9
Total benefits and expenses	5	72	26	6	14	11	9	4	109	38
Earnings (loss) before income taxes	(3)	(74)	(29)	(8)	(20)	(13)	(8)	5	(114)	(36)
Income taxes	(1)	(17)	(41)	(2)	(6)	(3)	(2)	1	(61)	(10)
Net earnings (loss) before capital allocation	(4)	(57)	12	(6)	(14)	(10)	(6)	4	(55)	(26)
Capital allocation	(2)	(3)	(3)	(3)	(2)	(2)	(2)	(2)	(11)	(8)
Net earnings (loss) - common shareholders ⁽¹⁾	(6)	(60)	9	(9)	(16)	(12)	(8)	2	(66)	(34)

⁽¹⁾ Q3 2021 includes a \$58m (after-tax) provision for payments related to the Company's 2003 acquisition of The Canada Life Assurance Company.

Lifeco – Consolidated Source of Earnings⁽¹⁾

(C\$MM)

	For the three months ended December 31, 2021						2021				2020				Fiscal	Fiscal
	Canada	U.S.	Europe	C&RS	Corp	Total	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Expected profit on in-force business	336	261	216	166	(4)	975	975	986	925	885	842	803	732	729	3,771	3,106
Impact of new business	(4)	(63)	4	3	—	(60)	(60)	(5)	(72)	(71)	(86)	(66)	(69)	(86)	(208)	(307)
Experience gains and losses	88	(2)	28	(34)	(1)	79	79	92	55	58	93	36	98	(195)	284	32
Management actions and changes in assumptions	(18)	1	52	(15)	—	20	20	66	38	2	29	132	140	(81)	126	220
Other	—	(72)	(31)	—	—	(103)	(103)	(128)	(42)	(16)	(110)	—	—	—	(289)	(110)
Earnings on surplus (incl. financing charges)	19	(34)	(13)	(8)	—	(36)	(36)	(18)	21	(31)	6	8	102	4	(64)	120
Earnings (loss) before income taxes	421	91	256	112	(5)	875	875	993	925	827	774	913	1,003	371	3,620	3,061
Income taxes	(85)	(11)	(12)	21	1	(86)	(86)	(83)	(112)	(78)	158	(44)	(90)	2	(359)	26
Net earnings (loss) before non-controlling interests & preferred dividends	336	80	244	133	(4)	789	789	910	813	749	932	869	913	373	3,261	3,087
Non-controlling interests & preferred dividends	(29)	12	(5)	—	(2)	(24)	(24)	(38)	(29)	(42)	(20)	(43)	(50)	(31)	(133)	(144)
Net earnings (loss) - common shareholders	307	92	239	133	(6)	765	765	872	784	707	912	826	863	342	3,128	2,943
Items excluded from base earnings - post tax																
Actuarial assumption changes and other management actions	(13)	2	46	(12)	—	23	23	69	37	5	(23)	66	122	(52)	134	113
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	3	(1)	18	—	—	20	20	47	(19)	(24)	(31)	18	35	(149)	24	(127)
Net gain/charge on business dispositions (<i>management actions and other</i>) ⁽²⁾	—	—	(14)	—	—	(14)	(14)	—	—	—	143	94	—	—	(14)	237
Transaction costs related to acquisitions (<i>management actions and other</i>)	—	(50)	(24)	—	—	(74)	(74)	(90)	(24)	(1)	(47)	(31)	—	—	(189)	(78)
Tax legislative changes impact on liabilities	—	—	—	—	—	—	—	—	(21)	—	—	—	—	—	(21)	—
Revaluation of deferred tax asset (<i>taxes</i>)	—	—	—	—	—	—	—	—	—	—	196	—	—	—	—	196
Restructuring and integration costs (<i>other</i>)	—	(15)	—	—	—	(15)	(15)	(24)	(15)	(12)	(67)	—	—	—	(66)	(67)
Items excluded from base earnings	(10)	(64)	26	(12)	—	(60)	(60)	2	(42)	(32)	171	147	157	(201)	(132)	274
Base earnings (loss)⁽³⁾	317	156	213	145	(6)	825	825	870	826	739	741	679	706	543	3,260	2,669

⁽¹⁾ The source of earnings is calculated in accordance with OSFI's guideline - Source of Earnings Disclosure (Life Insurance Companies).

⁽²⁾ Net gain/charge on business dispositions includes: In Q4 2021, a net charge of \$14m on a business disposition in the Europe Corporate business unit; 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.

⁽³⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

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.

Canada – Consolidated Source of Earnings

(CSMM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Expected profit on in-force business	336	339	328	311	322	319	303	297	1,314	1,241
Impact of new business	(4)	(11)	(7)	2	2	(16)	(12)	(17)	(20)	(43)
Experience gains and losses	88	88	18	66	87	(6)	69	33	260	183
Management actions and changes in assumptions	(18)	(15)	(7)	(18)	(40)	4	58	(128)	(58)	(106)
Other	—	—	—	—	(68)	—	—	—	—	(68)
Earnings on surplus (incl. financing charges)	19	(7)	20	9	29	11	24	22	41	86
Earnings (loss) before income taxes	421	394	352	370	332	312	442	207	1,537	1,293
Income taxes	(85)	(61)	(36)	(54)	(3)	(18)	(60)	(28)	(236)	(109)
Net earnings (loss) before non-controlling interests & preferred dividends	336	333	316	316	329	294	382	179	1,301	1,184
Non-controlling interests & preferred dividends	(29)	(28)	(28)	(29)	(29)	(28)	(29)	(28)	(114)	(114)
Net earnings - common shareholders	307	305	288	287	300	266	353	151	1,187	1,070
Items excluded from Base Earnings - post tax										
Actuarial assumption changes and other management actions	(13)	(11)	(6)	(13)	(147)	4	43	(94)	(43)	(194)
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	3	4	1	2	(10)	(8)	(5)	(28)	10	(51)
Net gain/charge on business dispositions (<i>management actions and other</i>) ⁽¹⁾	—	—	—	—	143	—	—	—	—	143
Restructuring and integration costs (<i>other</i>)	—	—	—	—	(34)	—	—	—	—	(34)
Items excluded from base earnings	(10)	(7)	(5)	(11)	(48)	(4)	38	(122)	(33)	(136)
Base earnings ⁽²⁾	317	312	293	298	348	270	315	273	1,220	1,206

⁽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.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

U.S. – Consolidated Source of Earnings

(CSMM)

	2021				2020				Fiscal	Fiscal
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2021	2020
Expected profit on in-force business	261	252	205	177	148	114	90	95	895	447
Impact of new business	(63)	(58)	(56)	(64)	(51)	(40)	(32)	(41)	(241)	(164)
Experience gains and losses	(2)	44	58	28	(1)	11	5	(20)	128	(5)
Management actions and changes in assumptions	1	(3)	(4)	(2)	(56)	13	—	—	(8)	(43)
Other	(72)	(60)	(42)	(16)	(42)	—	—	—	(190)	(42)
Earnings on surplus (incl. financing charges)	(34)	8	23	(12)	3	22	47	(33)	(15)	39
Earnings (loss) before income taxes	91	183	184	111	1	120	110	1	569	232
Income taxes	(11)	(10)	(39)	(14)	194	(22)	(17)	2	(74)	157
Net earnings (loss) before non-controlling interests & preferred dividends	80	173	145	97	195	98	93	3	495	389
Non-controlling interests & preferred dividends	12	(5)	5	(8)	13	(9)	(15)	2	4	(9)
Net earnings - common shareholders	92	168	150	89	208	89	78	5	499	380
Items excluded from base earnings - post tax										
Actuarial assumption changes and other management actions	2	4	—	—	3	38	—	—	6	41
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	(1)	(1)	(1)	(2)	(1)	(1)	(5)	(12)	(5)	(19)
Transaction costs related to acquisitions (<i>management actions and other</i>)	(50)	(32)	(24)	(1)	(47)	(31)	—	—	(107)	(78)
Revaluation of deferred tax asset (<i>taxes</i>)	—	—	—	—	196	—	—	—	—	196
Restructuring and integration costs (<i>other</i>)	(15)	(24)	(15)	(12)	(33)	—	—	—	(66)	(33)
Items excluded from base earnings	(64)	(53)	(40)	(15)	118	6	(5)	(12)	(172)	107
Base earnings⁽¹⁾	156	221	190	104	90	83	83	17	671	273

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Putnam – Source of Earnings

(CSMM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	41	37	28	16	42	13	2	12	122	69
Impact of new business	(8)	(7)	(8)	(7)	(9)	(10)	(10)	(14)	(30)	(43)
Experience gains and losses	7	6	2	—	4	8	2	(10)	15	4
Earnings on surplus (incl. financing charges)	(33)	(9)	(3)	(10)	(2)	12	32	(50)	(55)	(8)
Earnings (loss) before income taxes	7	27	19	(1)	35	23	26	(62)	52	22
Income taxes	24	12	(3)	6	(13)	(1)	1	18	39	5
Net earnings (loss) before non-controlling interests & preferred dividends	31	39	16	5	22	22	27	(44)	91	27
Non-controlling interests & preferred dividends	12	(5)	5	(8)	13	(9)	(15)	2	4	(9)
Net earnings (loss) - common shareholders	43	34	21	(3)	35	13	12	(42)	95	18

Europe – Consolidated Source of Earnings

(CSMM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	216	225	227	221	213	213	189	193	889	808
Impact of new business	4	(21)	(12)	(8)	3	(19)	(29)	(26)	(37)	(71)
Experience gains and losses	28	119	11	(6)	20	40	33	(152)	152	(59)
Management actions and changes in assumptions	52	90	48	22	83	120	56	45	212	304
Other	(31)	—	—	—	—	—	—	—	(31)	—
Earnings on surplus (incl. financing charges)	(13)	(9)	(8)	(18)	(16)	(20)	21	—	(48)	(15)
Earnings (loss) before income taxes	256	404	266	211	303	334	270	60	1,137	967
Income taxes	(12)	(42)	(75)	(11)	(46)	(12)	(11)	36	(140)	(33)
Net earnings (loss) before non-controlling interests & preferred dividends	244	362	191	200	257	322	259	96	997	934
Non-controlling interests & preferred dividends	(5)	(5)	(6)	(5)	(4)	(6)	(6)	(5)	(21)	(21)
Net earnings - common shareholders	239	357	185	195	253	316	253	91	976	913
Items excluded from base earnings - post tax										
Actuarial assumption changes and other management actions	46	81	41	18	78	22	50	38	186	188
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	18	44	(19)	(24)	(20)	18	24	(79)	19	(57)
Tax legislative changes impact on liabilities	—	—	(21)	—	—	—	—	—	(21)	—
Net gain/charge on business dispositions (<i>management actions and other</i>) ⁽¹⁾	(14)	—	—	—	—	94	—	—	(14)	94
Transaction costs related to acquisitions (<i>management actions and other</i>)	(24)	—	—	—	—	—	—	—	(24)	—
Items excluded from base earnings	26	125	1	(6)	58	134	74	(41)	146	225
Base earnings⁽²⁾	213	232	184	201	195	182	179	132	830	688

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

- In Q4 2021, a net charge of \$14m on a business disposition in the Europe Corporate business unit.
- In Q3 2020, a net gain of \$94m on the sale of IPSI included in Europe Ireland business unit.

⁽²⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Capital and Risk Solutions – Consolidated Source of Earnings

(CSMM)

	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	166	174	170	181	163	161	155	149	691	628
Impact of new business	3	85	3	(1)	(40)	9	4	(2)	90	(29)
Experience gains and losses	(34)	(159)	(13)	(29)	(6)	(7)	(7)	(57)	(235)	(77)
Management actions and changes in assumptions	(15)	(6)	1	—	42	(5)	26	2	(20)	65
Earnings on surplus (incl. financing charges)	(8)	(5)	(6)	(5)	1	4	13	8	(24)	26
Earnings (loss) before income taxes	112	89	155	146	160	162	191	100	502	613
Income taxes	21	13	(3)	(1)	7	5	(4)	(7)	30	1
Net earnings (loss) - common shareholders	133	102	152	145	167	167	187	93	532	614
Items excluded from base earnings - post tax										
Actuarial assumption changes and other management actions	(12)	(5)	2	—	43	2	29	4	(15)	78
Market-related impacts on liabilities (<i>experience gains and losses and taxes</i>)	—	—	—	—	—	9	21	(30)	—	—
Items excluded from base earnings	(12)	(5)	2	—	43	11	50	(26)	(15)	78
Base earnings⁽¹⁾	145	107	150	145	124	156	137	119	547	536

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.

Corporate – Consolidated Source of Earnings

(C\$MM)	2021				2020				Fiscal 2021	Fiscal 2020
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Expected profit on in-force business	(4)	(4)	(5)	(5)	(4)	(4)	(5)	(5)	(18)	(18)
Experience gains and losses	(1)	—	(19)	(1)	(7)	(2)	(2)	1	(21)	(10)
Other	—	(68)	—	—	—	—	—	—	(68)	—
Earnings on surplus (incl. financing charges)	—	(5)	(8)	(5)	(11)	(9)	(3)	7	(18)	(16)
Earnings (loss) before income taxes	(5)	(77)	(32)	(11)	(22)	(15)	(10)	3	(125)	(44)
Income taxes	1	17	41	2	6	3	2	(1)	61	10
Net earnings (loss) before non-controlling interests & preferred dividends	(4)	(60)	9	(9)	(16)	(12)	(8)	2	(64)	(34)
Non-controlling interests & preferred dividends	(2)	—	—	—	—	—	—	—	(2)	—
Net earnings (loss) - common shareholders	(6)	(60)	9	(9)	(16)	(12)	(8)	2	(66)	(34)
Items excluded from base earnings - post tax										
Transaction costs related to acquisitions (<i>management actions and other</i>)	—	(58)	—	—	—	—	—	—	(58)	—
Items excluded from base earnings	—	(58)	—	—	—	—	—	—	(58)	—
Base earnings (loss)⁽¹⁾	(6)	(2)	9	(9)	(16)	(12)	(8)	2	(8)	(34)

⁽¹⁾ This metric is a non-GAAP financial measure. Additional information regarding this non-GAAP financial measure (including the effect of reconciling items on a pre-tax basis) has been incorporated by reference and can be found in the Non-GAAP Financial Measures and Ratios section of the Company's 2021 Annual MD&A, available for review on SEDAR at www.sedar.com.